

## B. Country Profile: Cuba

### MARKET OVERVIEW:

#### Description

The Cuban market for packaging and labelling equipment is growing but is very limited due to the economic difficulties affecting the Cuban economy. Being a state operated economy there is a single organization responsible for the development of the local industry: the National Packaging Centre (the Cuban state organization responsible for development of Cuban packaging and labelling industries and approval of all types of packaging and labelling), AVF.DEL BOSQUE NO. 121, NEUVO VEDADO, CIUDAD HABANA, CUBA. ATTN/ Tania Cortina, Chief of International Relations.

#### Size of Market

Precise figures are unavailable at this time. The main potential market is the pharmaceutical/drug industry which includes the manufacture of packaging in Cuba as well as the supply of pertinent raw materials.

### MAJOR BUYERS:

#### Major Local Buyers

The major buyer is Maquimport, the Cuban enterprise for the import of machinery and equipment, call 23 No. 55, Vedado, Ciudad Habana, Tel 70-2546 and 703137, Telex 51137.

#### Major Types of Equipment

Major equipment types required are:

- Equipment for the manufacture of plastic caps (Pilfer Proof Type).
- Machinery for the manufacture of aluminium tubes (both rigid and compressible) and aluminum tubes for aerosol containers.
- Printing machines for self-adhesive labels.
- Stucco/plastering machines for the production of chromium-plated paper and cardboard.
- Production line for the manufacture of plastic vials and caps.
- Flexographic print machinery for paper and cardboard.
- lacquer covering machines, thermo-sealing for plasterboard used in blister packaging.
- Punching machines for blister pack pasteboard.
- Drilling machines for blister pack pasteboard.

In addition to machinery, there is also demand in Cuba for packaging and labelling raw materials:

- Serigraphic cloth for flexographic printing.
- Ribbon for thermoprinting.
- PVC film, 0.4 and 0.6 thickness and 375 mm width for blister packaging.
- Thermo-sealing polyethylene, 150 micron, 375 mm width for skin packaging.
- PVC film, 0.4, 0.6 and 1 mm thickness and 545 mm width for thermo-shaping machines.
- Stretching film, 300-500 mm width for wrapping machines.
- Teflon ribbon for sealing machines.
- Complex film for vacuum packaging (Mulitvac machines).
- Liner and cardboard for box manufacture.
- Chromium=plated paper and pasteboard.