

SWEDEN

OVERVIEW

Market Size: C\$ 316 million (1992 Est.).

Shrinking office furniture market closely linked to decreasing building construction.

SOURCES OF SUPPLY

Swedish imports of Canadian wooden office furniture in 1992 was 35 tons, down 40% from 1991

Percentage of imports were 10% of total domestic production

Denmark, Germany, and the U.K. are Sweden's major foreign suppliers

For the first six months of 1993 imports for wooden office furniture totalled C\$ 4,891,000 of which Denmark supplied C\$ 1,390,000 worth while Canadian imports amounted to C\$ 181,000.

BUSINESS ENVIRONMENT

Importers/Wholesalers of Office Furniture

- Jack Ahlstrom Inredningar AB, Box 17020, S-161 17 Bromma, Tel +26-8-252515, Fax +46-8-251046.
- ASKI Inredningscentrer AB, Box 1036, S-212 10 Malmö, Tel +46-40-181360, Fax +46-40-933659.
- Bjorklund Interior AB, Box 821, S-721 22 Vasteras, Tel +46-21-120230, Fax 24-21-121590.
- Kontorsspecial, Box 24, S-574 21 Vetlanda, Tel +46-383-14020, Fax +46-383-17041.
- Martela Margana AB, Box 92055, S-120 06 Stockholm, Tel +46-8-6416040, Fax +46-8-6444644.
- Lars Palmgren Inredning AB, Agatan 26, S-431 35 Molndal, Tel +46-31-870895, Fax +46-31-872788.
- Orderinvest AB, Box 99, S-298 00 Knislinge, Tel +46-44-61950, Fax +46-44-60095.

Preferred Language in Business is English. Translation for promotional material is desirable.

No significant barriers to entry. Negligible tariffs.

Major Swedish Office Furniture Manufacturers

- Kinnarps AB, Box 3060, S-521 03 Kinnarp, Tel +46-515-38000, Fax +46-271-23463.
- AB Edsbyverken, S-828 00 Edsbyn, Tel +46-271-21210, Fax +46-271-23463.
- NKR Kontorsmobler AB, Box 1017, S-573 28 Tranas, Tel +46-140-13000, Fax