

B. Country Profile: United Kingdom

MARKET OVERVIEW:

Description

The UK market, although well serviced by domestic and foreign manufacturers will, because of the very nature of the industry's need for innovation, expose "niche" markets to new entrants from time to time. Canadian companies have the capability to service these "niche" markets and have over the years established profitable connections and a good reputation.

As these markets need to be sought out, companies need to maintain a constant market research/surveillance programme with frequent visits in order to take advantage of opportunities as they develop.

Size of Market

The total UK consumption of packaging materials is valued at approximately £6 billion p.a.. Packaging machinery is estimated at another £550 million, 70% of which is imported.

MAJOR BUYERS:

Major Local Buyers

This information is currently unavailable.

Major Types of Equipment

This information is currently unavailable.

Key Factors in Purchasing Decisions

This information is currently unavailable.

SOURCES OF SUPPLY:

Profiles of Local Manufacturers

This information is currently unavailable.

Current Foreign Sources

The major equipment and machinery exporters to the UK are Italy, Germany, Switzerland, USA, France and Holland.

Recent Imports/Exports

The total annual volume of packaging and labelling equipment imports has been approximately 385 million pounds. As individual types of machinery cannot be identified from the statistics this import figure is a trade guesstimate. In addition, because of the increasing complexity of the industry, the varied interpretations of definitions and the difficulty in collecting statistical information, the above figures should be treated as close approximations only.