

Market Development

MARKET BRIEF ON

BABIES' GARMENTS AND CLOTHING ACCESSORIES

OVERVIEW OF THE EUROPEAN UNION

May 1997

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ITC



INTERNATIONAL TRADE CENTRE UNCTAD/WTO

GENEVA

May 1997

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BABIES' GARMENTS AND CLOTHING ACCESSORIES OVERVIEW OF THE EUROPEAN MARKET

Product description

HS 6209 Babies' garments and clothing accessories, woven.

HS 6111 Babies' garments and clothing accessories, knitted or crocheted.

The expression "babies' garments and clothing accessories" applies to articles for young children of a body height not exceeding 86 cm. Garments for children over 86 cm are not differentiated from men's and women's clothing.

Production

EU production statistics are not available. Imports, especially from South-East Asia, have a sizeable share in the European markets. However, the European children's clothing industry in France, the United Kingdom, Germany as well as in Italy remains significant and European manufacturers concentrate their efforts in the upper end of the market.

Trade

The following tables give an overview of the EU trade in children's clothing :

HS 6209

(V : '000 ECU)

FLOWS	1992	1993	1994	1995*	1995
IMPORTS	219,636	238,664	236,800	247,322	255,131
EXPORTS	68,076	75,125	78,160	88,963	90,623
ARRIVALS	218,973	139,975	138,555	136,152	147,892
EXPEDITIONS	154,242	128,390	136,684	155,814	158,920

Source : EUROSTAT- COMEXT

NB : Imports and Exports from/to non-EU countries

Arrivals and Expeditions from/to Eu members (intra EU-trade)

* For reasons of comparison with previous years, these figures do not include Sweden, Austria and Finland which joined the EU in 1995. However, data for these three countries are included in the last column of the above table.

In 1995, imports, in terms of value, increased by 12.6% compared to 1992. Exports were low compared to imports but increased by 30% during the same period; the most important destinations being Saudi Arabia, Switzerland, Japan and USA. As for intra-EU trade, arrivals decreased considerably while expeditions remained relatively stable.

HS 6111

(V : '000 ECU)

FLOWS	1992	1993	1994	1995*	1995
IMPORTS	332,673	400,327	404,323	379,232	401,865
EXPORTS	135,365	140,341	154,625	112,541	119,703
ARRIVALS	273,682	239,050	263,801	268,836	297,917
EXPEDITIONS	269,801	279,533	304,007	320,263	333,778

Source : EUROSTAT-COMEXT

During the period under review, in the category HS 6111, imports have been rather stable, while exports decreased by 17%. Arrivals have been more or less stable and there was a 19 % increase in expeditions.

Annex I shows the principal EU importers of babies' garments and the countries of destination in the intra-EU trade for 1994-1995.

In the category HS 6209, France was the largest importer and in 1995 accounted for 32% of the total (EU 15) imports in terms of value followed by the United Kingdom (20%), Germany (16%) and Italy (12%). Although France is one of the major producing countries, it is the largest importer owing to production arrangements in developing countries and economies in transition.

In the intra-EU trade, Germany was, by far, the most important buyer followed by France and the United Kingdom. There has been no significant change in arrivals to these countries during the period 1994-1995.

In the category HS 6111, France was the principal importer and accounted for 30% of the total imports (EU 15), followed by Germany (24%), the United Kingdom (15%) and the Netherlands (8%).

In the intra-EU trade, again, France was the principal buyer followed by Germany, Belgium-Luxembourg and Italy.

As shown in **Annex II**, in the category HS 6209, the main suppliers of babies' garments to the EU are China with 24% of imports (EU15), Tunisia (14%), Morocco (12%) and Hong Kong (9%). China's share fell by 7%, while the share of Tunisia and Morocco increased dramatically.

In the intra-EU trade, France was the principal supplier, followed by Italy, the Netherlands and Portugal.

China was the principal supplier and accounted for 22% in the category HS 6111. Thailand, Turkey and Morocco followed with 11%, 10% and 9% respectively.

The main intra-EU suppliers were Portugal, France, the Netherlands and the United Kingdom. **Market characteristics**

Although the European demography is characterised by a slow birth rate, the market for children's garments remains significant. In recent years, efforts are being made by the European manufacturers to introduce an element of fashion in the children's clothing market which has led to a clear distinction between basic and fashion items. It also resulted in an increase in the number of name brands in the sector. The fashion trends, in children's clothing, are usually set in Europe and are followed by most countries.

The styles for children's clothing are influenced by the world of music and teenagers' fashions. Loose fitting and comfortable clothes are preferred by the boys. In the girls market, short dresses and skirts with straight and A-line cuts, worn with body-hugging pullovers in bright colours, dominate. Trousers are also popular among the girls but have a classical touch and often come in dark colours. Children are becoming more autonomous in their selection of clothes. However, parents influence the final buying decision.

Garments made with mixed fibres are on the rise, but cotton continues to be the favorite textile for children's and babies' garments. Despite the increase in fashion trends, basic items such as jeans, t-shirts and underwear remain best-sellers.

The basic items are increasingly manufactured under subcontracts abroad and most manufacturers supplement their own collections with imports. Most European imports are garments with elaborate workmanship such as those with embroidery, yokes and garments of mixed fabric. This tends to favour imports sources with lower labour costs.

Babies' garments are usually purchased as gifts. The lines are simple and importance is given to the kind of material used, which is generally soft and resistant. Knitwear dominates the market in this sector.

The autumn-winter collection 1997-1998 consists of three different trends, focused on comfort, colour and sportswear. The style which is relatively classical, called the truant / vagabond style has mainly mini-dresses for girls and mini-jacquards for boys. Squares and bright colours, shades of dark red contrasted with green, dominate. The motifs are traditional (bears) and the material used is generally of a thick variety

.
A second, more tribal and exotic, is a neo-hippy style. Clothes are casual and have an “ethnic” touch and include hooded tunics and jumpers. Colours are once again bright, reds and shades of orange-yellow. Stripes are essential and flowers and squares are often combined.

For winter, the style is more “sporty”. Clothes are comfortable and warm and colours vary from snow white to ice blue. Over-coats and jackets are often padded and have many details, like reflective strips, zips, pockets etc...

Market access

Duty rates levied in the EEC (ad valorem) are as follows :

	Product description	Rate of duty in %	
		Autonomous	Conventional
HS 6209	Babies' garments, woven	22%	105%
HS 6111 13%	Babies' garments, knitted	21%-23%	8.9%-

Under the Uruguay Round, conventional rates for the category HS 6111 will gradually decrease from 13 % to 12% in annual installments by 1 January 2000.

Imports from developing countries are regulated by the following conventions :

- ***Agreement on Textiles and Clothing (ATC)***: following the conclusion of the Uruguay Round, the ATC, which replaced the Multi-Fiber Arrangement (MFA), will last for a transitional period of ten years. In January 2005, the sector will be integrated into the rules of the GATT, and it will not be possible for any member country to maintain quantitative restrictions on imports of textiles and clothing, unless it can justify them under the safeguard provisions covered by the Agreement. Duty rates will remain, even though they will continue to be regularly reduced over the transition period.
- ***New Generalized System of Preferences (GSP)*** : The new scheme of the GSP, adopted by the Council of the European Union on December 1994 fixed as a priority objective, economic and social development of developing countries along with their progressive integration into the world economy. Preferential duties, which are no longer at zero rates for industrial products including textiles and are modulated depending on the products, are applied throughout the period of application of the scheme (1995-1998) without any quantitative restriction. The special provision for the Least Developed Countries allows for the total exemption of custom duties for industrial products (Source : Official Journal of the European Communities L 208, 5 September 1995).

For further information, exporters are recommended to contact the European Commission :

Directorate General for External Economic Affairs,
North-South Relations
Unit I.K.3/GSP
For the attention of Mr. F. NIZERY
14, Rue de la Science,
1049 BRUSSELS (BELGIUM)
Tel: (322) 299 07 78
Fax: (322) 299 10 47

Other trade agreements include the *Lomé Convention* which allows duty-free and quota-free imports of textile products from beneficiary countries.

To profit from preferential rates, goods must be accompanied by a certificate of origin (document issued by the authority in the exporting country to certify that the products are produced or manufactured in that particular country). The definition of the origin is particularly important in the case of two or more countries being involved in the production of a product and having different access conditions into the European Union. The Rules Of Origin fall under a detailed regulation enacted by the European Commission. In general terms, the process undertaken by a country is considered as sufficient to confer the certificate of origin of that country, if it has resulted in a change of tariff classification in the Harmonized System Nomenclature between the input and the processed exported product. The certificate is issued by a competent authority in the exporting country.

There is a growing awareness of the need for environmental protection in Europe, especially in Germany. This is due partly to the world trend towards nature and health. This trend is used by companies to build a brand and an image, both in the company's advertising and in the message on eco-labels.

Natural fibres, including cotton, are affected by these initiatives. The production of synthetic fibres is increasing because the latest technological developments often show no disadvantages and sometimes even advantages in a comparable eco-balance sheet over a natural product.

In Germany, some synthetic materials such as carcinogenic dyes have been forbidden in imported textiles (see annex III on banned azo dyes). Any product found containing these substances and traded after 1 April 1996 will either be returned to the supplier or burned. Not complying with these requirements could cause a jail sentence of up to 3 years. A similar regulation was effective from the second half of 1996 in the Netherlands. Other EU countries are expected to follow.

Distribution channels

There are three main categories of importers for babies' and children's clothing. They include the specialized importers/wholesalers, large department stores and mail-order houses. The principal importers of each of the above mentioned categories have opened buying offices (purchasing outlets) in the major supplying countries, particularly in Asia.

At the retail level, distribution of children's clothing varies according to the type of article. Supermarkets and hypermarkets have a leading share of the market for babies' garments, while specialists dominate the market for children's wear and have been successful in both categories of products.

Import Promotion Offices established to assist developing countries and some national trade promotion organizations offer among other services, lists of importers, wholesalers, distributors, etc... and assistance in establishing contacts particularly through publications of product offers (see useful addresses, section E).

Commercial practices and sales promotion

Overseas suppliers are usually paid by Letters of Credit. Delivery time is, on an average, two months for shipments from developing countries.

Specialized European trade fairs enable traders to promote sales and to keep up to date with the latest developments in fashion and design.

Market opportunities

With imports amounting to ECU 657 million in 1995 (US\$ 834 million), EU is the second largest importer of children's clothing, after USA (US\$ 1,000 million). Japan's imports amount to US\$ 70 million, which is relatively small.

Despite a trade deficit in the European garment industry, imports are expected to remain stable or to increase slightly in the future. The creation of a single market has facilitated exports from developing countries. However, with fashion trends set in Europe, exporters from developing countries and economies in transition often find it difficult to compete with European manufacturers for the fashion items. Nevertheless, since fashion in children's wear changes at a much slower pace, exporters can expand their market share and should concentrate on good product quality and attractive prices. For further information concerning market trends, please refer to the Fashion Forecast published by CBI/Protrade and is available to developing countries free of charge

In recent years, due to ecological awareness, interest in natural fibres has increased tremendously. In the children's sector, cotton remains the preferred textile.

Special care should be taken regarding delivery schedules and attention should be paid to packaging, which has to be attractive.

ANNEX I

HS 6209

(V : '000 ECU)

IMPORTS

Import countries	1994	1995	% change 95/94
EU 15 (Extra EU trade)	-	255,131	-
EU 12	236,800	247,322	4.44
France	66,956	81,010	21.00
United Kingdom	55,174	52,162	-5.46
Germany	46,803	41,792	-10.71
Italy	26,207	30,949	18.91
Netherlands	20,613	20,613	-
Belgium-Luxembourg	8,134	8,175	0.50
Spain	7,365	6,096	-17.23
Denmark	3,113	4,523	45.29
Ireland	2,084	1,543	-25.96
Greece	296	230	-22.30
Portugal	235	229	-2.55
Sweden*	-	4,640	-
Austria*	-	2,310	-
Finland*	-	859	-

* : Joined EU in 1995

Source : EUROSTAT-COMEXT

(V : '000 ECU)

ARRIVALS

Buying countries	1994	1995	% change
EU 15 (Intra Eu trade)	-	147,892	-
EU 12	138,555	136,152	-1.73
Germany	29,950	30,024	0.25
France	24,728	25,751	4.14
United Kingdom	19,420	16,772	-13.64
Italy	14,106	14,925	5.81
Belgium-Luxembourg	13,482	14,026	4.04
Spain	9,396	10,093	7.42
Ireland	10,221	7,896	-22.75
Portugal	5,726	6,728	17.50
Netherlands	6,812	4,571	-32.90
Greece	3,210	4,083	27.20
Denmark	1,504	1,283	-14.69
Austria*	-	10,580	-
Sweden*	-	587	-
Finland*	-	573	-

* : Joined EU in 1995

Source : EUROSTAT-COMEXT

HS 6111

(V : '000 ECU)

IMPORTS

Import Countries	1994	1995	% change 95/94
EU 15	-	401,865	-
EU 12	404,323	379,232	-6.21
France	123,316	122,318	-0.81
Germany	111,987	98,236	-12.28
United Kingdom	60,594	60,292	-0.50
Netherlands	38,611	33,297	-13.76
Italy	25,346	18,950	-25.23
Denmark	14,516	17,816	22.73
Belgium-Luxembourg	17,249	15,941	-7.58
Spain	9,458	9,597	1.47
Ireland	1,734	1,926	11.07
Greece	1,176	685	-41.75
Portugal	336	174	-48.21
Sweden	-	12,312	-
Austria	-	6,819	-
Finland	-	3,502	-

* : Joined EU in 1995

Source : EUROSTAT-COMEXT

(V : '000 ECU)

ARRIVALS

Buying Countries	1994	1995	% change
EU 15	-	297,917	-
EU 12	263,801	268,836	1.91
France	62,649	73,470	17.27
Germany	54,293	51,195	-5.71
Belgium-Luxembourg	33,636	33,300	-1.00
Italy	24,487	23,091	-5.70
Spain	20,524	25,151	22.54
United Kingdom	19,868	20,865	5.02
Netherlands	16,924	12,878	-23.91
Ireland	13,330	11,353	-14.83
Portugal	9,311	11,028	18.44
Greece	3,489	3,566	2.21
Denmark	5,290	2,939	-44.44
Austria	-	16,943	-
Sweden	-	8,676	-
Finland	-	3,462	-

* : Joined EU in 1995

Source : EUROSTAT-COMEXT

ANNEX II

PRINCIPAL SUPPLIERS OF BABIES GARMENTS TO THE EU

HS 6209

(V : '000 ECU)

	1994	1995	% change
Total trade (EU 15)	-	403,027	-
Total trade (EU 12)	375,129	383,482	2.23
Arrivals (EU15)	-	147,892	-
Arrivals (EU12)	138,555	136,152	-1.73
of which from :			
France	30,227	29,600	-2.07
Italy	24,191	25,554	5.63
Netherlands	23,435	19,454	-16.99
Portugal	14,490	15,960	10.14
Imports (EU15)	-	255,131	-
Imports (EU12)	236,800	247,322	4.44
of which from :			
China	67,014	62,386	-6.91
Tunisia	25,066	36,032	43.75
Morocco	23,703	30,920	30.45
Hong Kong	21,766	23,066	5.97
Thailand	24,528	20,213	-17.59
India	6,294	8,713	38.43
Philippines	12,377	8,049	-34.97
Turkey	4,823	6,965	44.41
Indonesia	5,880	5,647	-3.96
Macao	4,927	4,934	0.14
Sri Lanka	4,102	4,614	12.48
Poland	3,460	3,460	43.57
Bangladesh	2,016	3,076	52.58
Pakistan	2,986	2,986	-22.32
Hungary	2,429	2,429	57.52

Source : EUROSTAT-COMEXT

NB : For reasons of comparrison, data considered in 1995 does not include the three countries, Sweden, Austria and

Finland that joined the EU in 1995. Nevertheless, figures for total trade, arrivals and imports for EU 15 have been given.

PRINCIPAL SUPPLIERS OF BABIES GARMENTS TO THE EU

HS 6111

(V : '000 ECU)

	1994	1995	% change 95/94
Total trade (EU 15)	-	699,765	-
Total trade (EU 12)	668,122	648,080	-3.00
Arrivals (EU15)	-	699,765	-
Arrivals (EU12)	263,801	268,836	1.91
of which from :			
Portugal	77,669	88,486	13.93
France	52,320	48,454	-7.39
Netherlands	30,806	28,859	-6.32
United Kingdom	24,391	23,459	-3.82
Italy	21,992	21,177	-3.71
Imports (EU 15)	-	401,865	-
Imports (EU 12)	404,323	379,232	-6.21
China	105,079	86,348	-17.83
Thailand	49,974	44,389	-11.18
Turkey	30,256	40,723	34.59
Morocco	34,279	37,629	9.77
Tunisia	18,070	18,352	1.56
Hong Kong	19,032	17,528	-7.90
Malaysia	15,075	15,046	-0.19
Indonesia	19,305	14,646	-24.13
India	11,712	12,997	10.97
Poland	7,144	11,537	61.49
Macao	10,752	10,533	-2.04
Philippines	13,569	9,591	-29.32
Republic of Korea	8,219	7,342	-10.67
Hungary	4,132	7,234	75.07

Source : EUROSTAT-COMEXT

NB : For reasons of comparison, data considered in 1995 does not include the three countries, Sweden, Austria and

Finland that joined the EU in 1995. Nevertheless, figures for total trade, arrivals and imports for EU 15 have been given.

ANNEX III

Ban on azo carcinogenic dyes in Germany

2-Naphthylamine	91-59-8
3,3'-Dichlorobenzidine	91-94-1
4-Aminodiphenyl	92-67-1
Benzidine	92-87-5
o-Toluidine	95-53-4
4-Chlorotoluidine	95-69-
2,4-Toluyendiamine	95-80-7
o-Aminoazotoluol	97-56-3
2-Amino-4-nitrotoluol	99-55-8
4,4'-Methylen-bis (2-chloraniline)	101-14-4
4,4'-Diaminodiphenylmethane	101-77-9
4,4'-Oxydianiline	101-80-4
p-Chloraniline	106-47-8
3,3'-Dimethoxybenzidine	119-90-4
3,3'-Dimethylbenzidine	119-93-7
p-Kresidin	120-71-8
2,4,5-Trimethylaniline	137-17-7
4,4'-Thiodianiline	139-65-1
2,4-Diaminoanisol	815-05-4
3,3'-Dimethyl-4,4'-diaminodiphenylmethane	838-88-0

ANNEX IV

USEFUL ADDRESSES

A. Trade Associations

Coordinating Committee for the Textile Industries
24, rue Montoyer
1040 Brussels
Belgium
Tel : (332) 230 95 80
Fax : (332) 230 60 54
Telex : 22380

International Textile Manufacturers Federation
Am Schanzengraben 29
Postfach
8039 Zürich
Switzerland
Tel : (411) 201 70 80
Fax : (411) 201 71 34
Telex : 817578 ITMF CH

Organisation européenne du commerce de gros en textile
Adriaan Goekooplaan 5
2517 The Hague
The Netherlands
Tel : (3170) 354 68 11
Fax : (3170) 351 27 77
Telex : 31440

European Association of National Organizations of Textile Retailers (AEDT)
Vondelstrasse 172
1054 GV Amsterdam
The Netherlands
Tel : (3120) 683 22 01
Fax : (3120) 162 921

European Association of Clothing Industries
47, rue Montoyer
1040 Brussels
Belgium
Tel : (322) 511 87 31

B. Style agencies and consultants

Fax : (322) 514 87 31

CARLIN
5, Rue Las Cases
75007 Paris
Tel : (331) 45 51 17 17
Fax : (331) 45 51 99 21

Dominique Peclers
23, rue du Mail
75002 Paris
France
Tel : (331) 40 41 06 06
Fax : (331) 42 36 12 76

MODOM
18, rue des Bons Enfants
75001 Paris
France
Tel : (331) 49 27 07 17
Fax : (331) 45 51 99 21

PROMOSTYL
31, rue de la Folie-Méricourt
75011 Paris
France
Tel : (331) 43 38 50 79

SEASONS
21, rue des Jeûneurs
75002 Paris
Tel : (331) 40 39 99 39
Fax : (331) 40 39 99 36

Cotton Service Büro
Dieter Frank
Gretherweg 82
6000 Frankfurt 70
Germany
Tel : (4969) 68 20 98

Fax : (4969) 68 14 79

Deutsches Institut für Herrenmode
Messeplatz 1
Postfach 210760
5000 Köln
Germany
Tel : (49221) 821 28 33

IMI Deutsches Mode-Institut
Mainzer Landstrasse 251
6000 Frankfurt
Germany
Tel : (4969) 759 528 61/63
Fax : (4969) 759 529 99

C. Specialized publications

Styling News
Pilgerstrasse 20
D-51491 Overath
Germany
Tel : (492206) 60 07 0
Fax : (492206) 60 07 17
BTX : (492206) 60 07 16#

Textile Month
World Textile Publications Ltd
Caidan House, Canal Road
Timperly, Altrincham
Cheshire WA14 1TD
United Kingdom
Tel : (4461) 976 3636
Fax : (4461) 969 1801
Telex : 517617 Woolmn G

SCOTDIC
Lindenstrasse 19
5000 Köln
Germany
Tel : (49221) 219 207/8/9
Fax : (49221) 234 245

Design Intelligence
14, Baltic Street
Barbican
London EC1Y OTB
United Kingdom
Tel : (4471) 49 05 842
Fax : (4471) 49 05 120

International Textiles
Benjamin Dent & Co. Ltd.
33 Bedford Place
London WC1B 5JX
United Kingdom
Tel : (4471) 637 22 11
Fax : (4471) 637 22 48
Telex : 8954884

Apparel International
The Journal of the Clothing and Footwear
Industry
The White House
60, High Street
Potters Bar
Herts. EN6 5AB
United Kingdom
Tel : (44707) 56828
Fax : (44707) 45322

D. Selected Trade Fairs

Inter Selection
(Apparel Trade Fair - Biannual)
37-39, rue de Neuilly
92113 Clichy Cedex
France
Tel : (331) 47 56 32 32
Telex : 610 093

International Ladies Ready-to-wear
Exhibition and Section Boutique (Biannual)
PROFEM
5, rue Caumartin
75009 Paris
France
tel : (331) 42 68 08 40
Fax : (331) 42 68 06 45

S.I.M.E.
International Children's Fashion Trade Show
(Biannual) PDCO Blenheim
22-24, rue du Président Wilson
92532 Levallois-Perret Cédex
France
Tel : (331) 47 56 50 00
Fax : (331) 47 56 92 92
Telex : 614645

International Men and Boy's Wear Trade
Show (Biannual) PROMAS
8, rue de Richelieu
75001 Paris
Tel : (331) 42 96 15 25
Fax : (331) 42 61 77 03

Inter-Jeans
International Casual Wear and Young
Fashion Fair/Köln Messe
Messeplatz 1
Postfach 210760
5000 Köln 21
Germany
Tel : (49221) 8210
Fax : (49221) 8212574
Telex : 8873246

Collections Premieren Düsseldorf (Biannual)
IGEDO Internationale Modemesse
Kronen GmbH & Co. KG
Danziger Strasse 101
4000 Düsseldorf 30
Germany
Tel : (49211) 43 96 01
Fax : (49221) 43 96 345
Telex : 8584823

Kind + Jugend
(International Trade Fair for Children and
Young People - Biannual)
Messe-und Ausstellung GmbH
Messeplatz 1
Postfach 210 760
5000 Köln 21
Germany

Tel : (49221) 8211
Fax : (49221) 821 2574
Telex : 877 3426

ISPO-Frühjahr
International Trade Fair for Sports
Equipment and Fashion (annual)
Münchener-Messe
Postfach 121009
8000 München
Germany
Tel : (4989) 510 70
Fax : (4989) 510 75 06

MIAS (estate/inverno)
International Sport Articles Trade Fair
(Biannual)
E.G. Mias
Via Petitti, 16
20149 Milan Italy
Tel : (392) 330 01 35
Fax : (392) 311 18 2

PITTI IMAGINE
(Uomo/Teenager/Bimbo)
(Biannual)
Ente Moda Italia
Via Faenza, 109
50123 Firenze
Italy
Tel : (3955) 369 34 01
Fax : (3955) 369 34 00

Junior Fashion Fair International (Biannual)
Blenheim MAB Ltd.
630 Chiswich High Road,
London W4 5BG
United Kingdom
Tel : (44181)742 2828
Fax : (44181)747 3856

TEXTIRAMA International Textile and
Clothing Fair (Annual)
Martelaarslaan 45
9000 Gent
Belgium
Tel : (3291) 235 911

Fax : (3291) 236 642

Scandinavian Fashion Show

Gebaekvej 98,

2850 Naerum

Denmark

Tel : (4542) 805 711

Fax : (4542) 807 588

E. Trade contacts

1) Import Promotion Organizations

AUSTRIA

Wirtschaftskammer Oesterreich (WKO)
(Austrian Fed. Economic Chamber)
Foreign Trade Department
Wiedner Hauptstrasse 63, POB 150
1045 VIENNA
Tel : (431) 50105
Fax : (431) 50206255
E-Mail : WHIS@AW.WK.OR.AT
E-Serv : (INTERNET)

DENMARK

DIPO
(Danish Import Promotion Office for Products
from Developing Countries)
Danish Chamber of Commerce
Boersen
1217 COPENHAGEN K
Tel : (45) 33950500
Fax : (45) 33120525

FRANCE

Only Least Developed Countries (LCDs) :
PROMEX-PMA
(Agence française pour la promotion des
exportations des pays les moins avancés)
10, avenue d'Iéna
75016 PARIS
Tel : (331) 40 73 30 67
Fax : (331) 40 73 39 69
Telex : 645412 cfce f

GERMANY

Bundelstrasse für Aussenhandelsinformation
(BfAI)
(Federal Office of Foreign Trade Information)
Department Z 5
Agrippastrasse 87-93, Box 100522
50445 COLOGNE
Tel : (49221) 20570
Fax : (49221) 2057212

ITALY

Instituto Nazionale per il Commercio Estero
(ICE)
(Institut italien pour le commerce extérieur)
Ufficio Cooperazione
Via Liszt, 21
00144 ROME-EUR
Tel : (396) 59929591
Fax : 396) 59647438
Telex : 610160 icerm i

SWEDEN

Swedish International Development
Cooperation Agency
Trade Promotion Division
105 25 STOKHOLM
Tel : (468) 698 5000
Fax : (468) 208 864

Other countries can contact :

Assemblée permanentes des chambres de
commerce et d'industrie (APCCI)
Service des relations économiques
internationales
45, avenue d'Iéna
75016 PARIS
Tel : (331) 47 23 01 11
Fax : (331) 47 20 61 28
Telex : 610396 apcci f

PROTRADE - Deutsche Gesellschaft für
Technische Zusammenarbeit (GTZ) GmbH
(German Agency for Technical Cooperation)
P. O. Box 5180
65726 ESCHBORN
Tel : (496196) 793169
Fax : (496196) 797372
Telex : 407501 gtz d

NETHERLANDS

CBI - Centre for Promotion of Imports from
Developing Countries
Trade Promotion Section
Beursplein 37, P.O.Box 30009
3001 DA ROTTERDAM
Tel : (3110) 2013434
Fax : (3110) 4114081

2) Other Foreign Trade Bodies

BELGIUM

Fédération nationale des chambres de commerce
et d'industrie de Belgique
1-2, avenue des Arts
Kunstlaan, B.P. 10
1040 BRUXELLES
Tel : (322) 217 4542
Fax : (322) 217 4634
Cable : FEDENATCOM

FINLAND

The Central Chamber of Commerce of Finland
Dept. For International Relations
World Trade Centre
Aleksanterinkatu 17
P.O. Box 1000
00101 HELSINKI
Tel : (3580) 696969
Fax : (3580) 650303
Telex : 124813 chamb fi

GREECE

Union of Hellenic Chambers of Commerce
and Industry
External Trade & International Relations
Department
7-9, Akadimias street
10671 Athens
Tel : (301) 363 2702
Fax : (301) 362 2320

IRELAND

An Bord Tráchtála
(The Irish Trade Board)
Market Information Centre
Merrion Hall
Strand Road, Sandymount
DUBLIN 4
Tel : (3531) 269 5011
Fax : (3531) 269 5820

LUXEMBOURG

Chambre de Commerce du Grand-Duché de
Luxembourg
Service du commerce extérieur
7, rue Alcide de Gaspéri
B.P. 1503
2981 LUXEMBOURG
Tel : (352) 4239391
Fax : (352) 438326
Telex : 60174 chcom lu

PORTUGAL

The Secretary General
Câmara de Comércio e Indústria Portuguesa
Dep. Comercial
Rua das Portas dde S.Antão, 89
1194 LISBON CODEX
Tel : (3511) 342 3277
Fax : (3511) 342 4304
Telex : 13441 acl cc p

SPAIN

Consejo Superior de Càmaras Oficiales de Comercio, Ind. Y Navegación de España
Servicio de Comercio Exterior
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28001 MADRID
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UNITED KINGDOM

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E-Serv : (INTERNET)

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