

113

Map of Sweden



Swedish Chambers

TRADE PROMOTION PROGRAMME
OF THE SWEDISH CHAMBERS



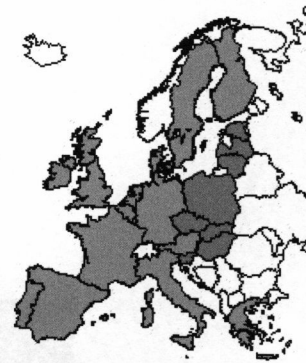
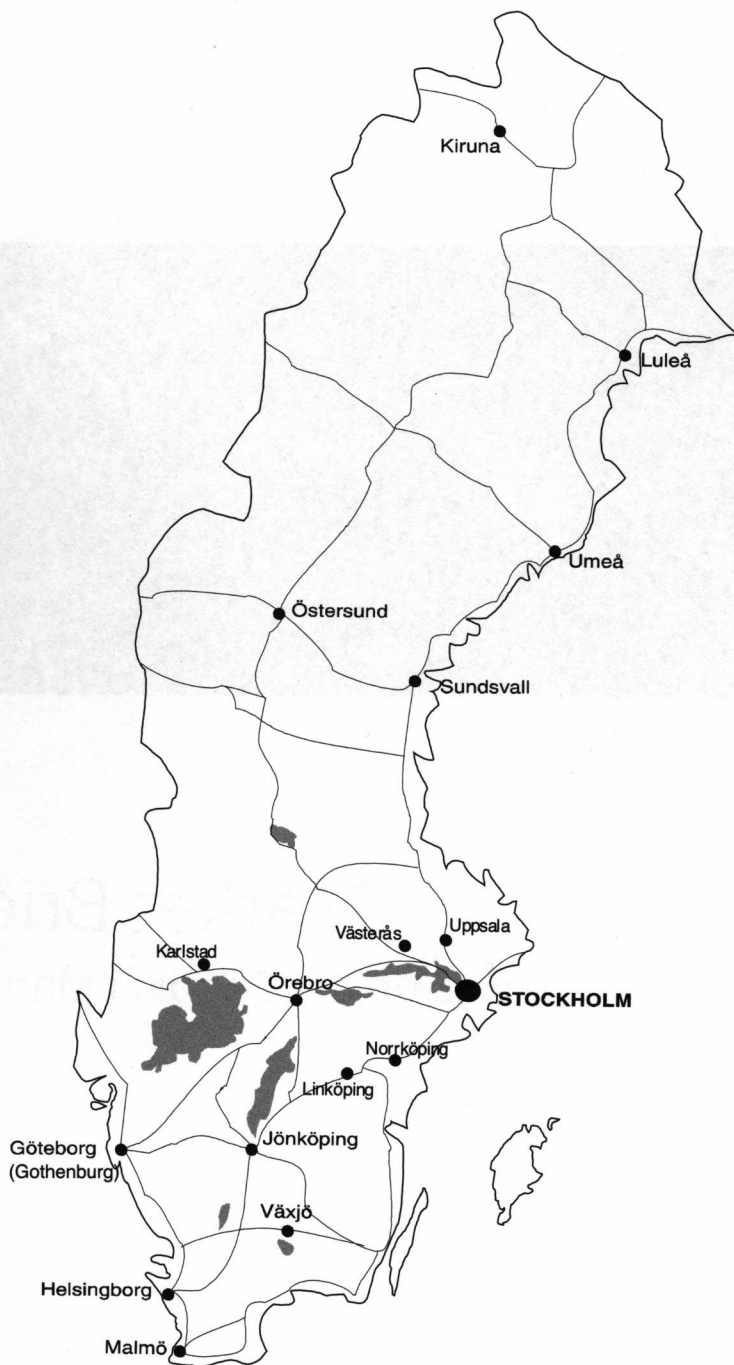
Market Brief

Focus on the Swedish Market

Skirting, Moulding and Boarding

March 2006

Map of Sweden



The European Union:

Austria
Belgium
Cyprus
Czech Rep.
Denmark
Estonia
Finland
France
Germany
Great Britain
Greece
Hungary
Ireland
Italy
Latvia
Lithuania
Luxemburg
Malta
Netherlands
Poland
Portugal
Slovak Rep.
Slovenia
Spain
Sweden

The EES/EEA area:

EU-countries, Iceland,
Liechtenstein and Norway.

EFTA:

Iceland, Liechtenstein, Norway
and Switzerland.

Facts about Sweden

Area: 449,964 sq.km

Population: 9.1million

Capital: Stockholm.

Stockholm city 766.800 inh.

Greater Stockholm 1.9 mil. inh.

Business language:

Swedish, English

Religion:

Lutheran

Other Larger Cities:

Gothenburg 482,000 inh.

Malmö 269,900 inh.

Uppsala 182,100 inh.

Linköping 136,700 inh.

Västerås 131,500 inh.

Örebro 127,100 inh.

Norrköping 124,500 inh.

Form of Government:

Constitutional monarchy,
parliamentary democracy

Some Distances:

Stockholm-Malmö 640 km

Stockholm-Gothenburg 490 km

Stockholm-Sundsvall 400 km

Stockholm-Kiruna 1310 km

Currency:

1 krona (SEK) = 100 öre

List of Contents		Page
1	General Background and Definitions	3
2	Skirting and Trim	3
3	Moulding	4
4	Boarding	4
5	Timer Quality	5
6	The Market Situation	6
7	Imports	8
8	Prices and Terms	9
9	Distribution Channels	10
10	Handling and Transport Methods	10
11	Customs and Imports Regulations	11
12	Market Prospects and Business Opportunities	11
13	Some Useful Addresses and Links	12
Appendix 1	Currency Conversion	14
Appendix 2	Imports to Sweden in 1999-2004	13

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IKP Wood Science and Technology
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March 2006



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1 General Background and Definitions

By tradition the use of wood is widespread in the Swedish building industry. Much of Sweden's area is forested, so wood has always been a readily available building material, and it suits Swedish taste well. Wood is also strong in relation to its weight and easily processed to produce different shapes. Most building components used in Swedish housing are made of wood: no less than 75% of the stock of single-family houses has wooden facades and 95% have timber frames. These facts indicate the popularity of wood as a building material in Sweden.

In addition to being a natural component of facades and structural frames, wood is used in moulding, skirting and trim in Swedish houses. Skirting, moulding and trim are used indoors to cover the junctions between walls and ceiling and walls and floors. Moulding and trim are also frequently used to hide joints between various surface materials and fittings. In many cases, mouldings are used solely as decoration and have no practical function. Wooden trim is used in Sweden as a facade material (exterior boarding) and on partition walls and ceiling for decoration. Swedish furniture, door and interior-fitting companies are major users of moulding and other profiled wooden sections. In their production, moulding is used mainly for decorating products, but also in other forms, such as plinths for various types of cabinets.

2 Skirting and Trim

Skirting is normally used at the junction between floor and wall, while trim is the wooden boarding, fixed around door and window frames (architraves). Skirting and trim are available in a wide variety of profiles. There are between 100 and 200 different profiles in stock in a building material store, in different measures. In addition, manufacturers can easily adapt to customers' wishes for special profiles and dimensions. Certain shapes derive from time-honored Swedish tradition, according to which the profile is curved in various ways. These are normally used in the renovation of old buildings but they are also used in the production of new houses. However, it is very common in the production of new houses and buildings to use relatively straight-profiled skirting that fits into most surroundings. Skirting made of other materials, such as plastic and metal, can be found in industrial and public buildings etc.

A normal-sized new Swedish house contains between 100 and 150 linear meters of skirting (and trim), and older houses usually contain more. Skirting is treated with a variety of different surface finishes, from varnishing and staining (which permits the grain of the wood to show through the colored pigment) to painting. The most common colors are white and brown. Painting and staining of the details usually takes place in advance at the factory. The types of wood used are generally pale ones, mainly pine, spruce and oak, but the species is many times of minor interest because of the painting. Foreign wood can therefore be of interest if price is lower than for Swedish wood.

3 Moulding

Moulding is also available in numerous profiles. There are hundreds of standard profiles in various dimensions, adapted to specific purposes. The reason for this large number of profiles is the multiplicity of different applications of moulding, and the fact that each application requires a special shape. The widths of the mouldings are 45, 75 and 95 mm as a rule. There is a tendency today, through the influence of EU that this variety is diminishing. In each application, all various designs are available. For this reason, both the more old-fashioned, ornamental types and straight-cut modern shapes are available as standard profiles. In interior-fitting and furniture industry an additional very wide range of different moulding profiles is produced. These moulding profiles are custom-made for each individual manufacturer.

The Swedish soft-wood pine is most commonly used. Birch, ash and oak are used for some purposes and also some dark tropical woods such as teak and mahogany were common some years ago but tropical wood has decreased in popularity. Abachi has been used for a very special purpose, for the benches in saunas, because that wood does not feel as hot to touch as most other woods. Moulding, skirting and to an increasing degree, also boarding for exteriors, are being painted or otherwise surface-treated at the factory or sawmill. One reason for this trend is that it has become increasingly expensive to buy Class I quality wood for this purpose. One solution is to paint the wood and cover up imperfections and small knots.

Another solution is to use Medium Density Fiberboard (MDF) for skirting and trim. This material must be painted so as to look like painted wood which is often done at the factory. MDF is getting more and more accepted as a material for interior use as it is easy to mould and does not crack when nailed.

4 Boarding

Wooden facade covering (boarding) on Swedish houses is very common, as evidenced by figures mentioned in the introduction. Boarding is not only used as a facade material, it is also widely used indoors as a covering for walls and sometimes even ceilings. Boarding is available in several various shapes and surfaces. Both curved and straight boarding are common, and can be mounted on a wall, vertically or horizontally. The normal mounting procedure is for the boarding to be fixed to the timber frame in the existing wall. The boards are sawn along the edge in such a way that they fit into each other, forming a neat joint. In ceilings, boards are sometimes mounted with spaces between, for aesthetic reasons.

Boarding is available in dimensions ranging from 15 mm x 100 mm to 30 mm x 150 mm for exterior boarding, and 8 mm x 50 mm to 25 mm x 150 mm for interior boarding. Common measures for exterior boarding is 21 mm x 99 mm, 1120 mm and 145 mm (the boarding must not cup due to weather conditions), and for interior boarding 13 mm x 95 mm, 120 mm and 145 mm.



Figure 1. Typical Swedish single-family house made of wood.

Photographer : Stig-Inge Gustafsson

For exterior boarding, see Figure 1, spruce is used due to its weather resistance and lack of resin leak. Note also the moulding used around the windows etc. Spruce is also used in wet spaces indoors e.g. in basement lounges. Pine is used otherwise and normally only wood sawn from the centre is used for boarding. High durability requirements apply to boarding mounted on facades. It must be able to withstand the Swedish climate. Swedish wood products are considered inadequate without surface treatment, i.e. painting, even if very old buildings can be seen without surfacing. The surface treatment must also be repeated at regular intervals in order for the facade to survive as long as the rest of the house.

During recent years an increasing interest has been shown for other than traditional species and several buildings have outdoor wooden details made of larch, *Larix decidua* and *Larix sibirica*. The first type grows in Sweden but only in small amount. This example shows, however, that, even if tradition is very strong in the Swedish building industry, new concepts can be adopted in a faster pace than first expected. Another example is garden furniture of so called hard-wood, which has gained tremendous popularity in spite of its relative high cost.

Surface treatment of boarding mounted indoors takes place primarily for aesthetic reasons, but also gives the wood durable finish. The types of wood normally used are pine and spruce, but foreign dark woods are sometimes used when luxurious interior decoration is desired. Shades of wood follow fashion: light shades are currently popular but in the 1970's dark colors and woods were used extensively indoors. Recently, attempts have been made to imitate various woods artificially in varying laminated products. However, there is some resistance to these due to the Swedish preference for solid wood.

5 Timber Quality

Stringent requirements apply to timber for skirting. First, it must be relatively free of knots. In this respect there are five different quality classes. Class I is the highest and is completely knot-free. Lower qualities are given higher class designations; the lowest being Class VI which is used only as framework timber. Only Class I and II are used for skirting and moulding. Boarding is made of Class II and Class III wood. Class IV and V are used for construction timber rather than skirting, moulding or boarding. Construction timber is also classified according to its strength. This, however, does not apply to skirting, moulding and boarding.

To make moulding, trim and skirting look perfect when stained or varnished; only wood free of knots should be used. It has, however, become increasingly difficult to find such Class I wood and the cost of sorting has become almost prohibitive. Normally Class II wood is used for interior mouldings and skirting while Class III is used for exterior boarding where the finish requirements are lower. Cost considerations have forced the market to accept lower grades which must be painted to cover imperfections.

An alternative system for quality grading, NORDIC TIMBER, has been introduced by the Scandinavian timber producers and will gradually be applied in the softwood business. This new system ranges the wood from A to D where A corresponds more or less to grade I in the previous system. The new grading standard, which is available in several languages, can be ordered from Industrilitteratur AB. For contact details please refer to **Section 13**.

The Swedish standards for wood and timber apply. These standards are quite stringent not least regarding moisture. It is recommended to study the standard; SS 23 27 40, available from SIS, Swedish Standards Institute (see **Section 13**).

Other materials are also used for skirting and moulding in Sweden. Sawn particle boards with plastic surfaces resembling wood are available, as are mouldings made entirely of plastic. These are cheaper than wood but marketing is difficult. In some technical aspects, plastic materials are also less suitable from the fire-risk viewpoint. Steel and aluminum sections are sometimes used, especially where environment is extremely moist, e.g. in wet rooms.

Very important is that ready-to-use products must have suitable moisture content. The Swedish climate is very cold during winter and all our residences and almost all other buildings as well, are heated for at least 6 months each year. The indoor air will because of this become very dry and the equilibrium moisture content in the wood will be only about 6%. If too much moisture is present in the imported wood, this wood will shrink substantially when built into Swedish housing. Such calamities will lead to poor business for Swedish importers.

6 The Market Situation

Most products for moulding, skirting and boarding used in Sweden are domestically produced and for 2005 such products were sold for about SEK 700 million, which is slightly lower than for 2004, SEK 725 million. The figures have been retrieved from the Swedish Federation of Wood and Furniture Industry which presents figures for the first six months for each year, i.e. SEK 363 million (2004) and SEK 352 million (2005). A great deal of these products, if made in Sweden, is exported. An increasing part of the Swedish exports of coniferous wood consists of planed products, leaving a higher value added to the local sawmills. In 1990, around 1 million m³ of the Swedish export volume of timber was planed, while it was 4 million m³ 2004 (figures from the Swedish Forest Industries). This also indicates that Swedish producers of coniferous moulding, trim and boarding are quite competitive.

The domestic market in Sweden is for the moment recovering from a very low state. As can be found in Figure 2 residential construction has since the early 1990s

undergone a substantial decline with its lowest position in 1995. Since then a slow recovery has taken place but in 2004 still less than half the number of new residential units were built, compared to 1991. The housing market in Sweden will probably remain rather low for the next years, even though the share of detached and semi-detached houses is assumed to be rising. The expectations for 2006 and the following years hence, foresee limited but growth in total housing in Sweden.

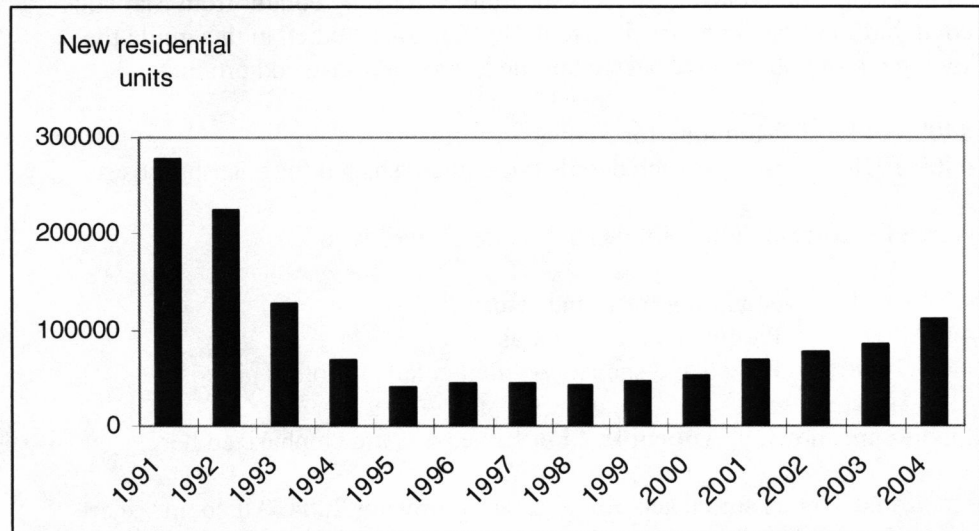


Figure 2. New residential units in Sweden.

(Source: Statistics Sweden)

The negative development some years ago of the building sector also meant a low demand on e.g. carpentry. The producers of doors, windows and stair-cases have undergone a contraction process so fewer companies are present nowadays compared with the situation 10 to 20 years ago. The Swedish producers of flooring were by tradition more export oriented and therefore felt less from the decline in Sweden.

Swedish furniture production also depends on domestic housing and production of furniture. From 1995 to 2004 the production, therefore has increased from about SEK 11,000 million to SEK 20,200 million. Import from foreign countries was SEK 10,700 million during 2004 but Sweden also exported furniture for approximately the same amount, SEK 12.,000 million, this according to statistics from the Swedish Federation of Wood and Furniture Industry, TMF.

During recent years competition from low cost countries in Central and Eastern Europe has increased and in fact many Swedish companies have started their own manufacturing in those countries.

Very important for successful trade to Sweden is that shape and design for the products correspond to traditional products used in Sweden. Details on such products can be found via the website of The Swedish Federation of Wood and Furniture Industry, see Section 13 for the web-address, where also a number of member companies are presented. Nowadays almost all such companies have their own web-pages where their products are presented. Another way is to study e.g. the web-pages of companies that sell such products (please refer to **Section 13**).

7 Imports

Import statistics can be achieved via the web pages of Statistics Sweden. The imported goods are classified according to the Combined Nomenclature, or CN-numbers. Today, i.e. March 2006, statistics are free of charge at a six figure level and on eight figure level for years up to 2003. If, however, statistics are to be examined at a detailed level for 2004 such tables must be bought from Statistics Sweden, but the cost is not too deterrent. In the cases studied in this guide the following CN-numbers have been examined, two for soft-wood products:

4409.1011	Moulding for frames, mirrors etc.
4409.1018	Similar such details but planed, shaped for other purposes

and three for corresponding articles but made of hard-wood:

4409.2011	Moulding for frames etc.
4409.2091	Parquet laminate, not assembled
4409.2098	Planed and shaped wooden details for other purposes

Full tables are shown in **Appendix 2** but some parts are emphasized here.

The tables have been sorted according to the figures for 2004. All countries are present if import was found to be present during this year. If a country exported products to Sweden in 2003, but not 2004, this country does not show up in the table. Some countries have trade in 2004 but had not in 2003. For these few countries no value at all is presented in the column for 1999 due to lack of data.

In the first segment, i.e. CN number 4409.1011, import of **mouldings for frames** for paintings, photographs etc. made of needle leaved trees are shown. Sweden, thus, imported in total for about SEK 1.8 million. Import is therefore very small mostly depending on the fact that domestic production is very large. For year 2000 the corresponding figure was about SEK 8 million so this market segment has declined substantially, see **Table 1**. Germany, Estonia and Norway were the largest exporters to Sweden.

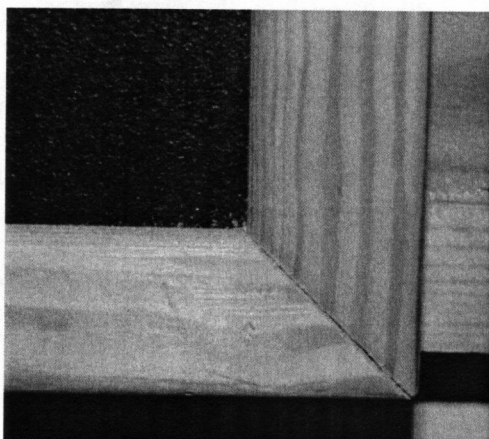


Figure 3. Soft-wood frame fitting into segment 4409.1011

Norway was also the largest exporter to Sweden for the next category, **planed and shaped items** (see **Table 2**). Values are missing for 1999 but the highest total was found for year 2000 with a total import of SEK 34 million while year 2004 showed SEK 22 million. Russia, Denmark and Latvia were also large exporters to Sweden. Also in this segment the Swedish import has declined.

Hard-wood mouldings for frames, in the form of import figures, are shown in **Table 3**. This market segment grew each year from 1999, with SEK 14 million, to 2002 with almost SEK 30 million but then a significant decline to SEK 18 million occurred, so import all of a sudden dropped by more than SEK 11 million between 2002 and 2003. Denmark, Italy, Holland and Germany were the main exporting countries. The import from Malaysia has grown very much, from nil in 1999 to SEK 771 million in 2003, but now trade has declined again. On the other hand Indonesia vanished from the list, SEK 169 million in year 2002, zero in 2003 and now, i.e. 2004, the import was SEK 60 million.

Import of **strips and boards for parquet flooring of hard-woods** is shown in **Table 4**. The import trend was declining but between 2002 and 2003 import increased more than three times. While import during 2001 was about SEK 19.5 million, 2002 showed only SEK 13.4 million but SEK 48.0 million in year 2003. The trend has leveled out because for 2004 approximately SEK 46 million was registered. Perhaps the earlier decrease depended on the discussion about rain forest harvesting. The increased import from USA is almost eleven times the size for 2002, but now import from that country is lower again. India, Indonesia and Malaysia show increasing trade, however small compared to Sweden's trade with Poland. A negative trend is valid for China which had an export to Sweden in this segment of SEK 1 million but for 2003 and 2004 no such export was registered.

Germany, Finland and Thailand were the main exporting countries when **planed and shaped hardwood profiles** are considered, see **Table 5**. Imports consist to a great extent of beech, birch, oak and some tropical woods. European countries supply beech, oak and other scarce deciduous wood while tropical countries supply tropical hard-woods. Total import under this heading had a maximum during 2001 of SEK 45 million, but now this amount has declined to SEK 43 million. Trade seems therefore to have declined but perhaps the trend is now changing. In this segment Sweden traded with about 30 countries during 2004, and some of these are so called developing countries. For certain species it must be possible to increase this trade, especially for cheaper types of hard-wood.

8 Prices and Terms

In Europe payment is usually against invoice, while overseas exporters demand payment by letter of credit. Delivery terms vary but are often DDU (delivered duty unpaid) at buyers warehouse, but EXW (ex works), i.e. from the sellers factory, is also accepted. Delivery is usually by truck door-to-door, but sometimes also by train wagon and containers. Overseas delivery terms are FOB (free on board) or CFR (cost and freight included). The normal transport method is by ship in containers.

9 Distribution Channels

Swedish planing and moulding companies buy their coniferous timber from sawmills, mostly located in Sweden. There is a tendency in our country that sawmills deliver more and more planed goods as has been expressed above. Typical sawmill planed products are boarding and structural building components. Skirts and trim are normally delivered by specialist companies. Normally the moulding manufacturers have a fixed product range which they manufacture continuously. However, it is simple for them to meet special requests from customers, e.g. special mouldings for the furniture industry.

The fixed product range is then sold to timber yards. Some large yards, however, have their own equipment for manufacturing moulding and thus sell their own products. The timber yards range of skirting, moulding and boarding usually consists of standard profiles, which are in frequent demand in the region. The buyers and sellers companies have become increasingly bigger which has led to closer collaboration due to the mutual dependence.

The products are distributed from the timber yards to the end-users, i.e. normally building contractors and consumers. Other moulding users such as factories producing interior fittings, furniture and joinery, buy moulding directly from the manufacturer as described above. Another characteristic of distribution in Sweden is that the customers prefer to buy their building materials locally unless their consumption is very extensive. This applies primarily to end-users rather than links higher up in the distribution chain, where raw materials are sold from and to all parts of the country.

10 Handling and Transport Methods

Within Sweden, timber is transported by truck only. The major sawmills have their own vehicles for this purpose, smaller saw mills use forwarding companies to transport their goods. Timber is imported to Sweden by sea or rail since wood is a bulky commodity.

The raw material arrives at sawmills in the form of timber and is processed and cut there. Finger-joint is increasingly accepted.

Moulding manufacturers usually cut and handle their products in turn-out lengths, unless the customers request fixed lengths. In these cases, the mouldings are finger-jointed to the desired lengths, and wastage is thus avoided.

Boarding is usually shipped in bundles wrapped in plastic to protect against moisture, dust and stain. Moulding and profiled skirting need more protection and the bundles are often packed in corrugated cardboard with wooden slats to keep the steel bands from damaging the wood.

At the building site, it is important for mouldings to be handled correctly since these products are sensitive to moisture. Indoor storage is therefore necessary which enables the wood to adapt to the indoor climate that will prevail when the mouldings are in service.

11 Customs and Imports Regulations

Since January 1995 Sweden is a member of the European Union and the same duty and import regulations apply in Sweden as in the rest of the Union. Between the EU-countries no customs duties apply, and the fact is that import now seems to be duty free for all countries and products covered in this guide. These rules might however change so it is recommended to consult the Taric web-site for updated details, see addresses below.

According to the EU regulations a phyto-sanitary certificate is needed for some of the products mentioned in this report when imported to the European Union. This certificate should be issued by the authorities in the exporter's country after a thorough inspection before shipment. When the goods arrive into the European Union another inspection will take place in the importing country before the goods are cleared. Imports of certain kinds of endangered wood species are also restricted according to CITES (Convention on International Trade in Endangered Species of Wild Fauna and Flora – also known as the Washington Convention).

Regarding tropical woods, with the exception of plantation teak and, of course, rubber tree wood, the market has decreased, partly due to the rainforest issue. The Swedish buyers work together with the World Wildlife Fund and normally require a certificate from the Forest Stewardship Council (FSC) on the imported wood.

11.1 Open Trade Gate Sweden

In order to facilitate for exporters from non-EU countries to enter the Swedish market the Swedish government decided to create Open Trade Gate Sweden, located at the National Board of Trade which is Sweden's governmental agency for foreign trade and trade policy.

The purpose with Open Trade Gate is to provide exporters with information about rules and regulations, to investigate and try to solve barriers to trade, as well as influencing Swedish and EU trade policies and development strategies.

12 Market Prospects and Business Opportunities

A great deal of the products that appear in the import statistics are likely to be special profiles, used by Swedish industries making furniture, kitchen fittings or picture frames, rather than building materials. Such profiled wood is often also of species which are not growing or are scarce in Sweden. There are always possibilities to find a niche for specialist products of high quality at competitive prices, but it will require purposeful work and take some time to penetrate the Swedish market.

The Swedish market for coniferous moulding, skirting and boarding has never been easy to enter for foreign exporters, but the domestic market on residential buildings is now going up so it should be possible to sell wooden products to Sweden. It is, however important to have competitive prices and products of the right shape and quality. Some of the larger lumber yards have capacity to custom-make mouldings

for their customers. If sales go up they might find it better to import products than to manufacture them themselves, rather than employing new labor. So far these kinds of timber products have mostly been imported as raw material. For the exporter it would mean higher added value if the sorting and moulding could be done before exporting. This would presuppose low labor costs, good machines and wood-drying facilities.

There are specialized agents for hardwood and these companies can be contacted through TAG (see below under **Section 13**).

13 Some Useful Addresses and Links

Organisations

Swedish Forest Industries Federation

Box 16006, SE-103 21 Stockholm
Phone: +46-8-762 72 60
Fax: +46-8-611 71 22
E-mail: info@forestindustries.se
Internet: www.forestindustries.se

*Organization of the Swedish sawmills.
(The Swedish Wood Association joined here in 2003.)*

Swedish Federation of Wood and Furniture Industry (TMF)

Box 16006, SE-103 21 Stockholm
Phone: +46-8-762 72 50
Fax: +46-8-611 60 25
E-mail: info@trainindustrin.org
Internet: www.trainindustrin.org

Many other organizations have joined the TMF, such as:

Träindustrins Allmänna Grupp (TAG)

Organization for amongst others agents and importers of hardwood.

National Association of the Swedish Joinery Factories (SNIRI)

Swedish trade organization producers of joinery, doors, windows, kitchen interiors staircases and special interior designs.

Association of Swedish Chambers of Commerce and Industry

P.O. Box 16050, SE-103 21 Stockholm
Phone: +46 8 555 100 00
Fax: +46 8 566 316 30
E-mail: tradeoffice@chamber.se
Internet: www.cci.se/trade

Swedish Federation of Trade

SE-103 29 Stockholm
Phone: +46 8 762 77 00
Fax: +46 8 762 77 77
E-mail: info@svenskhandel.se
Internet: www.svenskhandel.se

Authorities

National Board of Trade

Box 6803, SE-113 86 Stockholm
Phone: +46 8 690 48 00
Fax: +46 8 30 67 59
E-mail: registrator@kommers.se
Internet: www.kommers.se

Swedish Board of Agriculture

SE-551 82 Jönköping
Phone: +46-36-15 50 00
Fax: +46-36-19 05 46
E-mail: jordbruksverket@sjv.se Internet:
Internet: www.jordbruksverket.se

The Swedish Board of Agriculture is the Government's expert authority in the field of agricultural policy and the authority responsible for the sectors agriculture, horticulture and reindeer husbandry.

Swedish Standards Institute (SIS)

SIS Förlag AB (publishing)

SE-118 80 Stockholm
Phone: +46-8-555 523 10
Fax: +46-8-555 523 11
E-mail: sis.sales@sis.se
Internet: www.sis.se

Issues standards for wood dimensions, wood preservation etc.

Swedish National Testing and Research Institute (SP)

Box 857, SE-501 15 Borås
Phone: +46-33-16 50 00
Fax: +46-33-13 55 02
E-mail: info@sp.se
Internet: www.sp.se

Central authority for official testing and inspection, including manufacturing inspection of impregnated wood etc.

Swedish Customs

Box 12854, SE-112 98 Stockholm
Phone: +46-771-23 23 23
Fax: +46-8-20 80 12
E-mail: Contact form via Internet
Internet: www.tullverket.se
Customs tariffs: <http://taric.tullverket.se>

The Customs authority can provide guidance, information and brochures concerning the customs and customs clearance.

Statistics Sweden

Box 24300, SE-104 51 Stockholm
Phone: +46-8-5069 4801
Fax: +46-8-5069 4899
E-mail: information@scb.se
Internet: www.scb.se

Others

Industrilitteratur AB

P. O. Box 72001, SE-181 72 Lidingö
Phone: +46-8-522 253 00
Fax: +46-8-660 59 11
E-mail: info@industrilitteratur.se
Internet: www.industrilitteratur.se

Swedish FSC

Forest Stewardship Council, Secretariat
Mr Peter Roberntz
Box 1314, SE-751 43 Uppsala
Phone: +46-18-14 15 26
Fax: +46-18-67 38 00
E-mail: fsc@fsc-sweden.org
Internet: www.fsc-sweden.org

Cites

Convention on International Trade in Endangered Species of Wild Fauna and Flora
Internet: www.cites.org/

Some Companies

Beijer Byggmaterial AB

Internet: www.beijerbygg.se

Coop Forum (hypermarkets)

Internet: www.coop.se

IKEA

Internet: www.ikea-group.ikea.com

K-rauta (a Finnish company)

Internet: www.kesko.com

Some Useful Links

Official Gateway to Sweden	www.sweden.se
Open Trade Gate Sweden <i>provides information and helps exporters to solve bureaucratic obstacles that might occur when trading with Sweden.</i>	www.opentradegate.se
eMarketServices <i>guide to electronic market places.</i>	http://www.emarketservices.com
European Union	http://europa.eu.int
European Commission	http://europa.eu.int/comm
European Customs	http://europa.eu.int/comm/taxation_customs/customs/index_en.htm
European Statistics - EuroStat	http://europa.eu.int/comm/eurostat
Combined Nomenclature (CN)	http://europa.eu.int/comm/eurostat/ramon
Exporting to the EU - Advice for Developing Countries	http://export-help.cec.eu.int/

Appendix 1

Currency Conversion

Exchange rate of the Swedish currency SEK.								
Exchange rate in SEK								
Currency	1990	1995	2000	2001	2002	2003	2004	2005
1 US Dollar	5.91	7.13	9.17	10.33	9.72	8.09	7.35	7.48
1 Euro	--	9.23	8.45	9.25	9.16	9.13	9.13	9.28
<i>Source: Sveriges Riksbank</i>								

The following twelve EU-countries use the Euro as their daily currency:

- Austria
- Belgium
- Finland
- France
- Germany
- Greece
- Ireland
- Italy
- Luxembourg
- Portugal
- Spain
- The Netherlands

Appendix 2

Imports to Sweden 1999-2004

Skirting, trimming, moulding and other planed goods

– Import to Sweden 1999-2004 in 1000 SEK.

– Sorted in descending order for 2004.

Table 1: Coniferous: moulding for frames, mirrors etc.
(CN no. 4409.1011)

Country	1999	2000	2001	2002	2003	2004
Germany	-	51	0	0	174	669
Estonia	0	553	124	512	395	462
Norway	243	5,555	1,763	1,006	1,899	390
Czech Republic	1,249	278	459	483	1,021	125
Latvia	-	33	0	0	0	53
Italy	89	533	638	345	164	37
India	-	0	0	0	0	15
Finland	218	782	410	176	96	11
Poland	-	0	0	163	0	4
Total import (all countries)	-	8,450	5,097	3,148	3,768	1,766

Table 2: Coniferous: planed, shaped for other purposes.
(CN no. 4409.1018 - Values for 1999 are not available)

Country	2000	2001	2002	2003	2004
Norway	10,148	3,748	5,907	6,465	9,239
Russia	0	0	396	3,153	4,876
Denmark	2,695	3,281	7,876	3,483	2,845
Latvia	112	171	1,238	3,876	2,354
Finland	3,120	1,511	3,074	2,630	1,270
Estonia	9,838	12,740	9,050	1,900	880
Lithuania	1,235	199	925	886	442
Poland	209	824	68	376	179
Germany	2	168	14	240	95
Czech Republic	77	0	145	46	23
Belgium	0	0	0	0	13
China	0	0	484	200	4
India	0	0	0	0	2
Total import (all countries)	34,299	29,870	32,455	25,114	22,222

Table 3: Hard-wood: Mouldings for frames etc. (CN no. 4409.2011)

Country	1999	2000	2001	2002	2003	2004
Denmark	9,415	11,112	6,114	13,086	9,498	9,138
Italy	2,500	6,135	7,380	8,158	4,884	4,894
Netherlands	0	466	1,285	1,059	1,097	1,247
Germany	1,579	801	6,522	5,817	1,479	1,150
Finland	314	6	325	54	188	724
Norway	21	1,383	2,358	792	12	721
Estonia	-	294	170	0	11	466
France	-	0	0	0	0	395
Malaysia	0	104	71	172	771	363
Czech Republic	-	0	0	0	0	288
Poland	0	0	0	202	6	185
Latvia	0	0	0	38	63	125
Indonesia	-	207	0	169	0	60
Total import (all countries)	-	22,257	24,995	29,827	18,184	19,756

Table 4: Hard-wood: parquet laminate, not assembled CN no. 4409.2091

Country	1999	2000	2001	2002	2003	2004
Poland	66	3,552	2,530	2,135	6,679	23,789
Germany	64	3,888	7,639	50	8,542	10,320
USA	0	0	0	2,217	24,293	5,739
Denmark	519	158	3,172	5,933	4,955	1,462
Hungary	-	505	175	471	0	976
Serbia and Montenegro	-	0	0	0	0	882
Slovenia	-	14	0	0	374	770
Ukraine	-	0	0	0	1,534	351
India	-	0	0	0	0	330
Canada	-	0	0	0	0	297
Peru	-	0	0	0	0	225
Bosnia Herzegovina	-	89	436	134	0	175
Lithuania	34	109	77	433	684	175
Portugal	-	0	0	0	54	154
Indonesia	0	177	0	78	19	142
Czech Republic	-	135	0	3	0	120
Croatia	39	422	2,283	254	462	91
Norway	259	1 710	981	242	85	78
Latvia	-	158	92	143	0	73
Italy	-	0	0	0	1	44
Malaysia	-	0	1	209	0	41
Holland	-	0	0	357	0	29
Estonia	255	1 565	101	54	175	11
Total import (all countries)	-	15,369	19,810	13,395	48,026	46,274

Table 5: Hardwood: Planed and shaped for other purposes
(CN no. 4409.2098 - Values for 1999 are not available)

Country	2000	2001	2002	2003	2004
Germany	2,060	759	3,206	3,017	7,967
Finland	4,986	4,599	6,040	5,487	7,202
Thailand	1,887	9,589	3,680	4,061	5,465
Latvia	439	992	597	1,070	5,232
Estonia	6,306	6,458	7,473	10,025	5,161
Poland	3,045	7,151	6,135	6,328	3,731
Norway	11,066	5,320	4,709	4,829	1,998
Denmark	16,169	20,732	6,033	3,628	1,390
Indonesia	303	53	28	284	971
USA	211	906	461	251	804
Peru	0	901	0	448	773
Chile	0	0	0	105	654
Austria	0	0	2	153	545
Brazil	0	261	0	3	464
Ukraine	109	0	0	0	295
Lithuania	55	1,199	345	26	172
Argentina	0	0	0	257	133
Tunisia	0	0	0	0	110
Luxembourg	0	0	0	0	92
Holland	0	56	0	0	69
Singapore	0	0	0	0	40
China	0	0	0	210	25
Hungary	0	0	92	211	14
Belgium	0	0	0	0	12
Switzerland	0	0	0	132	10
Canada	0	2	343	0	4
Malaysia	381	0	0	1	4
Israel	0	0	0	0	4
Serbia and Montenegro	0	140	0	0	1
Japan	0	0	0	0	1
Total import (all countries)	45,805	66,821	45,571	45,530	43,342

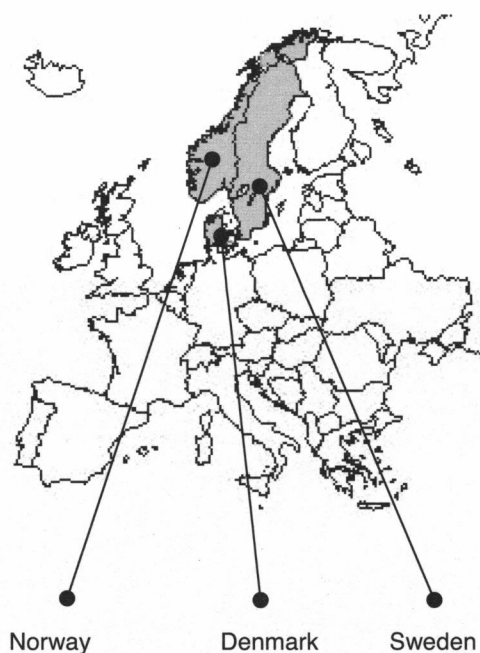
The Scandinavian Market

There are many similarities among the Scandinavian countries with regard to culture, language, political and social systems etc. Also when it comes to consumer behaviour and product preferences you find many similarities.

When entering one of the Scandinavian markets it therefore might be relevant to consider the possibilities in the other Scandinavian countries as well.

All Scandinavian countries have import promotion facilities. Below you will find a short presentation of the import promotion organisations in Denmark, Norway and Sweden.

Inhabitants:	Denmark	5.4 million
	Norway	4.6 million
	Sweden	9.1 million



Denmark

The Danish Import Promotion Office, DIPO, is integrated in the Danish Chamber of Commerce and operates under a contract between The Danish International Development Assistance (DANIDA) and the Danish Chamber of Commerce.

The objective of DIPO is to assist exporters/producers in Africa, Asia and Latin America to enter the Danish market.

At DIPO's website www.dipo.dk you can read more about DIPO and its activities, download or order market information material regarding the Danish market or register your business offer to be advertised on the website.

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mvh@hts.dk
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Norway

The Norwegian Import Promotion office, HSH IPO Service, operates under a contract between HSH (The Federation of Norwegian Commercial and Service Enterprises) and NORAD (Norwegian Agency for Development Cooperation). HSH IPO Service is integrated in HSH - but are fully sponsored by NORAD.

From the website www.hsh-org.no you can read more about HSH. We are currently working on developing a matching platform between selected Norwegian importers/wholesalers and professional exporters from developing countries. This website is in collaboration with CBI in Holland and is expected to be working from March 2004. Access to the importer/exporter matching platform will be through our www.hsh-org.no.

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Sweden

Within the trade promotion programme of the Swedish Chambers assistance is provided to exporters from Africa, Asia and Latin America. The overall aim of the programme is to contribute to sustainable economic growth in developing countries by strengthening the capacity and competitiveness of exporters.

From the website www.cci.se/trade you can learn more about the programme, download or order market reports as well as register your business inquiry free of charge in the database Chamber Trade (www.chambertrade.com).

The programme is funded by the Swedish International Development Co-operation Agency (Sida) and the Swedish Chambers of Commerce.

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