

Real opportunities for importers offered by Cypriot manufacturers

With a relatively small domestic market compared to many countries, and the open nature of its economy, Cyprus has had long term involvement in exporting. Customers increasingly continue to recognise what the country can offer and the diversity.

The island benefits from many factors including use of smaller plants that are flexible to meet varying order sizes, with well-qualified workers adept at learning new technologies. This, combined with investment in, and adoption of, modern innovative design techniques, ensures products of the highest standards.

Flexibility and Innovation

The country takes pride in its reputation of delivering on time and providing a personal service with a tailor made approach. It is a beautiful island with a long and rich history and proud heritage and Cypriots are well known for their friendliness and trustworthiness. They possess many traditional skills but have equally rapidly adapted to change and grasped new opportunities, demonstrating their innovation backed up by significant national investment. Meeting customer needs, quality and cost effectiveness are always at the forefront of business dealing.

Plastics, Irrigation Systems and Recycling

The exporting of plastic products includes water tank reservoirs and containers, safety barriers, storage bins, pipes and fittings, packaging solutions, conduit and electric fittings, household and industrial items. There is developing trade in irrigation systems and automatic water control solutions. Exporters are highly innovative and committed to meeting customer expectations. Their knowledge and experience, using modern equipment and adhering to the strictest international quality standards, have been important in their success.

The growth of the recycling and scrap metal industry has been substantial. Investment in efficient and effective processing, using modern plant and technology, has been the key reason. Export materials include paper, metals, plastics, tetrapak, waste electronic and salvaged engine parts, processed and sold with all the relevant accreditations and requirements.



Light and Water

Photosensitive semiconductor devices represent a rapidly growing export. A major success story has been in export of photovoltaic panels and systems (PVs). Cyprus's insistence upon the highest quality of production and assurance control has created much demand by importers. Co-operation with the industry's best has been core to success, with determination to have both the top manufacturers and deliver the highest standards using leading edge techniques.

A similar approach is evident in the manufacture of water

treatment plants and ventilation equipment. The importance of high quality water supply is increasingly recognised globally and Cyprus is at the forefront of developing practical solutions to the challenge with emphasis on professional practical design and construction.

Furniture by Design

The art of furniture making has long existed. From its traditional roots, the sector is now more focussed upon export markets, specialising and adapting successfully and quickly to changing needs. Two key exports are office furniture and refits of hotels and apartments. The furniture sector's offer is diversified



Fashion and the Clothes Sector

As a gateway between Europe, Africa and the Middle East, Cyprus draws on many influences in fashion design and is known for its creative and innovative approaches, displaying a vibrant mix of distinctive colours and shades. It has become a serious contender in haute and high street couture using a range of fabrics including lace, a Cypriot speciality.

Cypriot companies can handle all size orders, branded and buyer's own label clothes, often at short notice. They combine the latest high tech machinery with traditional care and attention. Exporting fashion firms specialise in either women's and men's apparel, bridal wear, knitwear, leather goods, sports clothes, hosiery or occasion wear.

Diversity, Quality and Reliability

The website www.cyprustrade.com/search.php contains a search engine. It has two main search facilities for potential importers either using product or company name and has direct links to exporter websites. Also, the Cyprus Trade Centre in London supports enquiries, establishes appropriate contacts, and provides practical information. It can arrange visits to the island for importers and facilitate the process to make successful business happen.

The range of exports is both diverse and comprehensive. A recurring theme is one of quality, meeting and exceeding customer needs and providing excellent customer service. Cyprus is a place to watch and explore. It certainly provides a distinct and very real opportunity for potential importers.

and has the capability to deliver both larger and smaller orders effectively and meet specific demands at the highest standards.

This craftsmanship has led to significant export of wood products with a custom made service. The range includes doors, windows, wardrobes, storage facilities, roofing and bathroom and kitchen furniture. Alongside, there is a rapidly growing export of mattresses divans, headboards and related products. Exporters have adapted to developments in design and research to compete successfully against international players in this category.