



Trade Development Authority of Pakistan
Government of Pakistan
Regional Office Peshawar



Potential Markets of **SAFETY MATCH**



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The contents of the information memorandum do not bind us in any legal or other form.

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Preface

I am working in Trade Development Authority of Pakistan (TDAP) since November, 2009. During my career in TDAP I have prepared several reports/presentations on different products.

It is necessary to inform the readers that the data, facts and findings, by and large are secondary and derived from Individuals, International and National Organizations. I included only Safety Match (HS Code: 360500) in this paper.

It is very hard to create/prepare an idea/thing but very easy to criticized. I like to advice the readers to create or improve the work of other rather than criticized. I am looking forward to the readers for comments and suggestions for the improvement.

I am very thankful to International Trade Centre (ITC), SMEDA, and other organizations/ individuals for their reports and data availability on the websites, which make us very easy to prepare presentations/reports.

Peshawar

(Muhammad Amir Khan)

September 18, 2015

Introduction

A match is a tool for starting a fire. Typically, modern matches are made of small wooden sticks or stiff paper. One end is coated with a material that can be ignited by frictional heat generated by striking the match against a suitable surface. Wooden matches are packaged in matchboxes, and paper matches are partially cut into rows and stapled into matchbooks. The coated end of a match, known as the match "head", contains either phosphorus or phosphorus sesquisulfide or Potassium Chlorate as the active ingredient and gelatin as a binder. There are two main types of matches: safety matches, which can be struck only against a specially prepared surface, and strike-anywhere matches, for which any suitably frictional surface can be used. Some match-like compositions, known as electric matches, are ignited electrically and do not make use of heat from friction.

The dangers of white phosphorus in the manufacture of matches led to the development of the "hygienic" or safety match. The major innovation in its development was the use of red phosphorus, not on the head of the match but instead on a specially designed striking surface.

Arthur Albright developed the industrial process for large-scale manufacture of red phosphorus after Schrötter's discoveries became known. By 1851, his company was producing the substance by heating white phosphorus in a sealed pot at a specific temperature. He exhibited his red phosphorus in 1851, at The Great Exhibition in London.

The idea of creating a specially designed striking surface was developed in 1844 by the Swede Gustaf Erik Pasch. Pasch patented the use of red phosphorus in the striking surface. He found that this could ignite heads that did not need to contain white phosphorus. Johan Edvard and his younger brother Carl Frans Lundström (1823–1917) started a large-scale match industry in Jönköping, Sweden around 1847, but the improved safety match was not introduced until around 1850–55. The Lundström brothers had obtained a sample of red phosphorus matches from Arthur Albright at The Great Exhibition, held at The Crystal Palace in 1851, but had misplaced it and therefore they did not try the matches until just before the Paris Exhibition of 1855 when they found that the matches were still usable. In 1858 their company produced around 12 million match boxes.

The safety of true "safety matches" is derived from the separation of the reactive ingredients between a match head on the end of a paraffin-impregnated splint and the special striking surface (in addition to the safety aspect of replacing the white phosphorus with red phosphorus). The idea for separating the chemicals had been introduced in 1859 in the form of two-headed matches known in France as Alumettes Androgynes. These were sticks with one end made of potassium chlorate and the other of red phosphorus. They had to be broken and the heads rubbed together. There was however a risk of the heads rubbing each other accidentally in their box. Such dangers were removed when the striking surface was moved to the outside of the box. The striking surface on modern matchboxes is typically composed of 25% powdered glass or other abrasive material, 50% red phosphorus, 5% neutralizer, 4% carbon black, and 16% binder; and the match head is typically composed of 45–55% potassium chlorate, with a little sulfur and starch, a neutralizer (ZnO or CaCO₃), 20–40% of siliceous filler, diatomite, and glue. Some heads contain antimony(III) sulfide to make them burn more vigorously. Safety matches ignite due to the extreme reactivity of phosphorus with the potassium chlorate in the match head. When the match is struck the phosphorus and chlorate mix in a small amount forming something akin to the explosive Armstrong's mixture which ignites due to the friction.

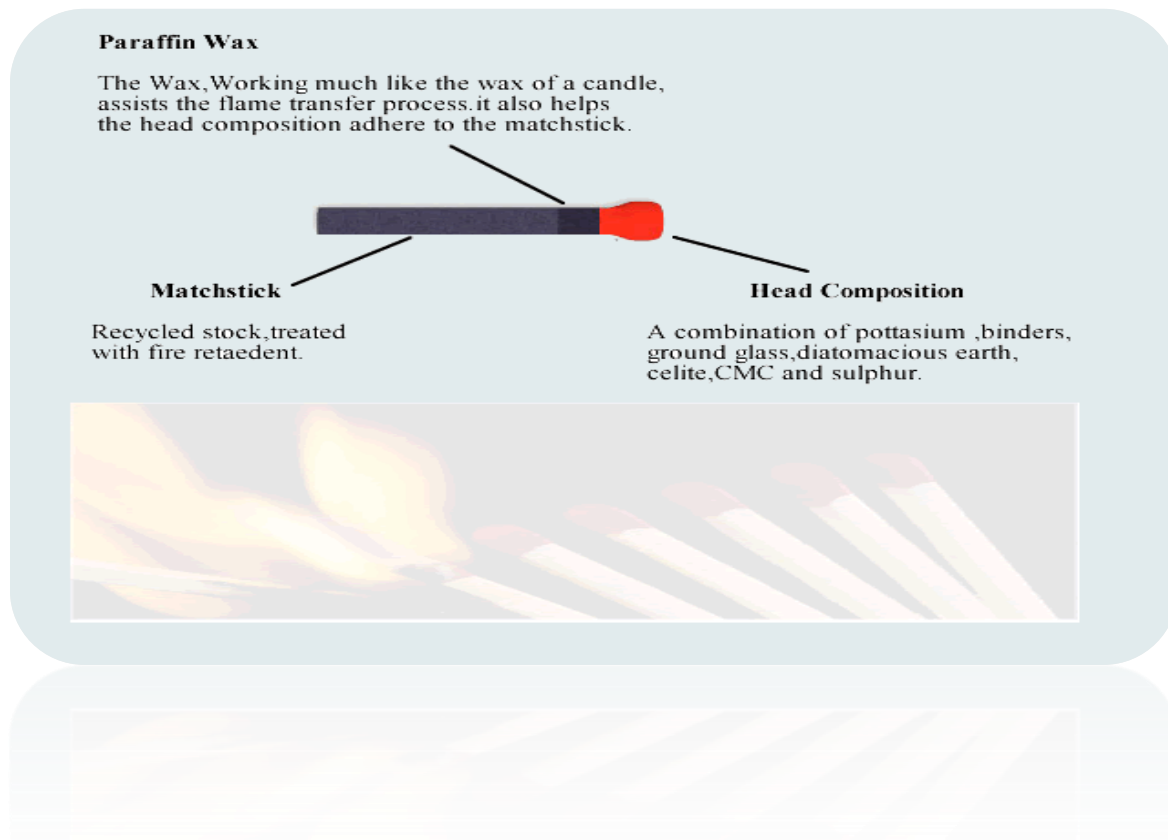
The Swedes long held a virtual worldwide monopoly on safety matches, with the industry mainly situated in Jönköping, by 1903 called Jönköpings & Vulcans Tändsticksfabriks AB. In France, they sold the rights to their safety match patent to Coigent Père & Fils of Lyon, but Coigent contested the payment in the French courts, on the basis that the invention was known in Vienna before the Lundström brothers patented it. The British match manufacturer Bryant and May visited Jönköping in 1858 to try to obtain a supply of safety matches, but it was unsuccessful. In 1862 it established its own factory and bought the rights for the British safety match patent from the Lundström brothers.

The Match industry in Khyber Pakhtunkhwa (KP) is availing the benefits of locally provided raw materials and cheap labor cost etc. The plenty poplar wood production of the province is not only fulfilling the needs of the match industry but also a major portion/surplus is exported to Afghanistan. Match Industry is not only

fulfilling domestic need but also exported worldwide and earning foreign remittance. Major Production unit of Match Industry are working in KPK. Pakistan ranks 3rd in the export of Safety Match in year 2014 with the export value of US \$ 18.5 million.

Match/Safety Match

A match consists of three basic parts: a head, which initiates combustion via various materials like phosphorous; a tinder substance to pick up and burn the flame, usually a piece of wood or cardboard; and a handle, often the same as the tinder.



Match Production & Process

A match factory can be built up in many different ways. As an example, a complete match factory working in two shifts with an annual capacity of 700 million boxes employs about 300-400 people. The major parts in such a factory are one splint line and four match production lines, a mini-plant with only one match production line would give about 175 million boxes in two shifts.

This is a brief description of an fully automatic match production line with cardboard boxes.

Packing

Packing for Export Market

Size: Regular	Match box 51.5mm x 36.5mm x 15mm Splints 43mm x 2.1mm x 2.1mm
Striking Surface	Dotted Or Full Side Brush Coating
Contents Each Box	Average 45 Wooden Carborised Sticks
Packing	10 x 10 x 10 : 10 match box in one packet (cellophane packing) or (paper packing) 10 packets in one gross 10 gross or 1000 match boxes in one carton (brown/white)
Size: Slim	Match box 50mmx36mmx12mm Splints 43 mmx2.1mmx2.1mm
Striking Surface	Dotted Or Full Side Brush Coating
Contents Each Box	Average 35 Wooden Carborised Sticks
Packing	10 x 10 x 10 : 10 match box in one packet (cellophane packing) 10 packets in one gross 10 gross or 1000 match boxes in one carton (color/white)

The Future

The use of matches in the world has steadily declined in the last few decades. This decline is the result of several factors: the availability of inexpensive, disposable lighters; the decrease in the use of tobacco products by the general public; and the development of automatic lighting devices for gas-fired stoves. Of the matches that are sold, book matches far outsell wooden stick matches because of their advertising value. Worldwide, matches will continue to be in demand for the foreseeable future, although their production will probably follow the demand and migrate to other countries.

Top 10 Exporting Countries

Exporters	Trade Indicators					
	Value exported in 2014 (USD thousand)	Trade balance in 2014 (USD thousand)	Quantity exported in 2014	Quantity Unit	Unit value (USD/unit)	Share in world exports (%)
World	224,630	12,985	101,486	Tons	2,213	100
India	46,725	46,725	30,580	Tons	1,528	21
Sweden	36,542	36,220	8,249	Tons	4,430	16
Pakistan	18,459	18,459	10,030	Tons	1,840	8
Russian Federation	16,124	14,724	10,035	Tons	1,607	7
South Africa	15,174	14,795	6,185	Tons	2,453	7
Indonesia	14,583	14,583	9,742	Tons	1,497	7
Hungary	9,931	7,551	2,219	Tons	4,475	4
Brazil	7,717	6,821	2,490	Tons	3,099	3
Belarus	7,714	7,595	5,203	Tons	1,483	3
Guatemala	6,769	4,780	2,470	Tons	2,740	3

Sources: ITC calculations based on UN COMTRADE statistics

Five years export of top 10 Exporting Countries

Exporters	Exported value in 2010	Exported value in 2011	Exported value in 2012	Exported value in 2013	Exported value in 2014
World	225,326	240,108	257,982	266,502	225,225
India	42,913	36,662	56,291	53,190	46,725
Sweden	36,385	37,948	37,268	39,815	36,542
Pakistan	20,332	21,164	26,972	25,155	18,459
Russian Federation	15,615	15,123	20,186	18,552	16,124
South Africa	18,015	31,441	23,683	23,163	15,174
Indonesia	9,533	11,780	14,711	17,412	14,583
Hungary	7,721	7,556	7,326	10,370	9,931
Brazil	6,528	6,939	7,436	8,254	7,717
Belarus	13,611	13,920	13,337	15,005	7,714
Guatemala	5,392	5,628	5,770	6,124	6,769

Sources: ITC calculations based on UN COMTRADE statistics

Top Importing Countries

Importers	Trade Indicators						Average tariff (estimated) applied by the country (%)
	Value imported in 2014 (USD thousand)	Trade balance in 2014 (USD thousand)	Quantity imported in 2014	Quantity Unit	Unit value (USD/unit)	Share in world imports (%)	
World	211,645	12,985	100,224	Tons	2,112	100	
Nigeria	18,891	(18,877)	12,469	Tons	1,515	9	20
Germany	10,970	(4,456)	2,072	Tons	5,294	5	2
Ukraine	7,293	(6,778)	4,953	Tons	1,472	3	6
USA	7,131	(5,304)	3,042	Tons	2,344	3	0
France	5,968	(5,611)	1,669	Tons	3,576	3	2
Kazakhstan	5,917	(5,917)	3,717	Tons	1,592	3	15
UK	5,612	(4,575)	993	Tons	5,652	3	2
Romania	5,145	(4,208)	2,934	Tons	1,754	2	2
Ghana	5,064	(4,872)	3,311	Tons	1,529	2	10
Egypt	4,764	(4,701)	3,629	Tons	1,313	2	31
Spain	4,247	(4,003)	1,023	Tons	4,152	2	2
Bolivia	4,218	(4,218)	1,350	Tons	3,124	2	10
Sudan	3,921	(3,921)	2,537	Tons	1,546	2	35
Angola	3,826	(3,826)	2,505	Tons	1,527	2	10
Ethiopia	3,789	(3,765)	1,287	Tons	2,944	2	20
Zimbabwe	3,380	(3,380)	1,202	Tons	2,812	2	1
Tanzania,	3,266	(3,266)	2,043	Tons	1,599	2	39
Austria	3,214	(2,084)	393	Tons	8,178	2	2

Sources: ITC calculations based on UN COMTRADE statistics

Pakistan total Export of Safety Match: 360500 Matches

Importers	Trade Indicators								Tariff (estimated) faced by Pakistan (%)
	Exported value 2014 (USD thousand)	Trade balance 2014 (USD thousand)	Share in Pakistan's exports (%)	Exported quantity 2014	Quantity unit	Unit value (USD/unit)	Ranking of partner countries in world imports	Share of partner countries in world imports (%)	
World	18,459	18,459	100	10,030	Tons	1,840		100	
Afghanistan	5,186	5,186	28	2,818	Tons	1,840			5
Egypt	2,359	2,359	13	1,281	Tons	1,842	10	2	40
Sudan (North + South)	1,870	1,870	10	1,016	Tons	1,841	13	2	40
Romania	1,371	1,371	7	745	Tons	1,840	8	2	-
Democratic Republic of the Congo	976	976	5	530	Tons	1,842	30	1	20
Turkmenistan	971	971	5	528	Tons	1,839	53	1	
Djibouti	779	779	4	423	Tons	1,842	62	0	26
Senegal	568	568	3	309	Tons	1,838	26	1	20
Tanzania, United Republic of	548	548	3	298	Tons	1,839	17	2	40
Saudi Arabia	479	479	3	260	Tons	1,842	75	0	5
Jordan	367	367	2	199	Tons	1,844	102	0	7
United Arab Emirates	281	281	2	153	Tons	1,837	43	1	5
Azerbaijan	241	241	1	131	Tons	1,840	79	0	15
Iraq	235	235	1	127	Tons	1,850	100	0	
Greece	223	223	1	121	Tons	1,843	97	0	-
Georgia	194	194	1	106	Tons	1,830	46	1	-
Ukraine	182	182	1	99	Tons	1,838	3	3	7
Republic of Moldova	180	180	1	98	Tons	1,837	44	1	7

Sources: ITC calculations based on UN COMTRADE statistics

Pakistan Exports in last Five Years

Unit : US Dollar thousand

Importers	Exported value in 2010	Exported value in 2011	Exported value in 2012	Exported value in 2013	Exported value in 2014
World	20,332	21,164	26,972	25,155	18,459
Afghanistan	2,862	5,805	7,374	7,102	5,186
Egypt	5,355	5,684	3,246	2,324	2,359
Sudan (North + South)	693	428	2,911	3,622	1,870
Romania	696	841	805	1,249	1,371
Democratic Republic of the Congo	2,108	1,795	1,352	1,039	976
Turkmenistan	39	49	747	1,281	971
Djibouti	24	167	109	354	779
Senegal	114	149	375	640	568
Tanzania, United Republic of	1,393	1,060	1,605	859	548
Saudi Arabia	214	301	650	691	479
Jordan	336	292	296	315	367
United Arab Emirates	182	221	357	331	281
Azerbaijan	1	1	-	171	241
Iraq	994	937	934	501	235
Greece	10	13	-	111	223
Georgia	17	163	218	116	194
Ukraine	-	-	-	-	182
Republic of Moldova	-	-	-	68	180

Sources: ITC calculations based on UN COMTRADE statistics

Issues/Problems

- Smuggling of Poplar wood
- Electricity Issue
- Load Shedding of Sui Gas
- Law & Order Situation
- Awareness
- Lack of Planning

Suggestions

- Prevent the Smuggling
- Facility of Electricity
- Facility of Sui Gas
- Decrease in Cost of production
- Simplification of the Procedure in import of raw material and exports of Match
- Facilitation from the concerned authorities i.e. customs, ANF, etc.
- The reduction and relief in duties of importing items can further boost the Safety Match Industry for the competition in export market, majorly these items are
 - Potassium chlorate
 - Duplex board for outer and inner
 - Potassium chlorate
 - Sulphur
 - Paraffin wax
 - Slag wax
 - Palm oil
 - Exploring New Markets / Targeted Markets by
 - Exhibition
 - Delegation
 - Commercial Counselors
 - Seminars/Workshop

Prominent Entrepreneurs/Exporters of Pakistan

S. #	Name & Company Name	Contact Details	Business Address
1	Mr. Asim Rehman M/s. Asim Match (Pvt) Ltd.,	+92-91-5814902-3 Email: asim_95@hotmail.com	93-D, Industrial Estate, Jamrud Road, Peshawar
2	Mr. Nasir Khan Khattak M/s. Pakistan Match Industries (Pvt) Ltd.,	+92-937-880268-9	Plot No. 152, Road No.1, Industrial Estate, Risalpur Nowshera.
3	Mr. Mohsin Aziz M/s. Mohsin Match Factory (Pvt) Ltd.	+92-91-5815687 azizgrp@brain.net.pk	90-B, Industrial Estate, Jamrud Road, Peshawar
4	Mr. Adeel Rauf M/s. Khyber Match Factory (Pvt) Ltd.	+92-91-5812813-581534-6 aysgroup@brain.net.pk	10-Industrial Estate, Jamrud Road, Peshawar.
5	Khuwaja Muhammad Khan M/s. Khan Match (Pvt) Ltd.,	+92-91-5815719-5815274, khanmatch7@yahoo.com	100-Industrial Estate, J/R Peshawar.
6	Khawaja Naseem Parvez M/s. Khan Gul & Company,	+92-91-2212974	Tea Centre, Chowk Yadgar, Peshawar.
7	Mr. Abdul Rashid Yousafzai M/s. Frontier Match Industries (Pvt) Ltd.	+92-91-5815130-5810564	15-A, Industrial Estate, Jamrud Road, Peshawar.
8	Mr. Jafar Ahmad M/s. Elahi Match (Pvt) Ltd.	+92-91-2040541-2650541	Jogian, G.T. Road, Peshawar.
9	Mr. Haroon B. Bilour M/s. Bilour Match Industries (Pvt) Ltd.	+92-91-5812638- 5812340	Industrial Estate, Jamrud Road, Peshawar.
10	Haji Muhammad Asraf M/s. Ashraf Match (Pvt) Ltd.	+92-91-2210438- 5813951 ashrafmatch@gmail.com	1st Floor, Nasirpur Plaza, Reti Gate Peshawar.
11	Mr. Asim Rehman M/s. Arco Match (Pvt) Ltd.	+92-91-5814901-2-3	92-Industrial Estate, Jamrud Road, Peshawar.
12	Mr. Muhammad Iqbal M/s. Alam Match (Pvt) Ltd	+92-91-5823001 alamatch@psh.paknet.com.pk	109 Industrial Estate, Jamrud Road, Peshawar.
13	Mr. Afan Aziz M/s. A-J Match (Pvt) Ltd	+92-91-5815056- 5202896-8 ajtm.psh@azizgrp.com	90-B, Industrial Estate, Jamrud Road, Peshawar.

List of importing companies of the potential countries

Sr. *	Company name	Number of employees	Country	City	Website
1	Société Nationale des Tabacs & Allumettes,Spa	1001-5000	Algeria	El Khroub	
2	SHIK ALGERIE,Sarl	51-100	Algeria	Medjana	http://www.shikalgerie.com
3	"BELAR" TRADE HOUSE Armenian-Byelorussian Joint Venture, Closed Joint-Stock Company	10-Jan	Armenia	Yerevan	
4	absatzplus Austria GmbH	Unknown	Austria	Wien	http://www.absatzplus.at
5	TURAL - I - 91 sirketi	Unknown	Azerbaijan	Baku	
6	Belarusian Universal Commodity Exchange JSC Branch	10-Jan	Belarus	Mogilev	http://www.butb.by
7	Belarusian Universal Commodity Exchange OJSC	101-250	Belarus	Minsk	http://www.butb.by
8	Confiance Ltd.	Unknown	Belarus	Minsk	
9	Gomeldrev JSC	1001-5000	Belarus	Gomel	http://gomeldrev.by
10	Holding Company Pinskdev CJSC	5001 and more	Belarus	Pinsk	http://www.pinskdev.by
11	Match Factory	251-500	Belarus	Pinsk	
12	Confiance Ltd.	Unknown	Belarus	Minsk	
13	Gomeldrev JSC	1001-5000	Belarus	Gomel	http://gomeldrev.by
14	Koroleva Ognya CLC	20-Nov	Belarus	Minsk	http://www.korolevaognya.com
15	Belarusian Universal Commodity Exchange JSC Branch	10-Jan	Belarus	Mogilev	http://www.butb.by
16	Belarusian Universal Commodity Exchange OJSC	101-250	Belarus	Minsk	http://www.butb.by
17	Koroleva Ognya CLC	20-Nov	Belarus	Minsk	http://www.korolevaognya.com
18	Dequachim SA	21-50	Belgium	Ghlin	http://www.dequachim.be
19	Novasol NV	20-Nov	Belgium	Wezembeek-Oppem	http://www.novasolchemicals.com
20	Sofia Match EOOD	Unknown	Bulgaria	Sofia	http://www.sofiamatch.com
21	COMPAÑIA CHILENA DE FOSFOROS S.A.	1001-5000	Chile	SANTIAGO, XIII	http://www.fosforos.cl
22	CENCOSUD SUPERMERCADOS S A	5001 and more	Chile	SANTIAGO, XIII	http://www.cencosud.cl
23	DRAVA dd	Unknown	Croatia	Osijek	http://www.tel.hr/dravatz
24	TRIPLEKS usluge pakiranja i tiska	Unknown	Croatia	Zagreb	http://www.tripleks.hr
25	SOLO MATCHES & FLAMES, a.s.	10-Jan	Czech Republic	Brno	http://www.solosirkarna.cz
26	JNB & Klug	10-Jan	Denmark	Birkerød	http://www.jnb-klug.dk
27	Donaco A/S	20-Nov	Denmark	Kongens Lyngby	http://www.donaco.dk
28	JNB & Klug	10-Jan	Denmark	Birkerød	http://www.jnb-klug.dk
29	Langhoff Promotion A/S	20-Nov	Denmark	Kongens Lyngby	http://www.langhoff.dk

30	Almmlakaei Export & Import	10-Jan	Egypt	Sohag,Sohag	
31	Gawharet Bab El-Bahr El-Togaria	10-Jan	Egypt	Down Town,Cairo	
32	Int'l Ready Esperanto Paints & Chemical Industries	20-Nov	Egypt	Pyramids,Giza	
33	Oy Valora Trade Finland Ab	21-50	Finland	Helsinki	http://www.valoratrade.fi
34	Mastermark Oy	51-100	Finland	TURKU	http://www.mastermark.fi
35	Oy Griippi Ab	10-Jan	Finland	TURKU	http://www.griippi.fi
36	Silkki Sampo Oy	10-Jan	Finland	ESPOO	http://www.silkkisampo.fi
37	absatzplus Agentur für Werbeartikel e. K.	20-Nov	Germany	Köln	http://www.absatzplus.com
38	EVRELKO S.A.	20-Nov	Greece	Paiania	
39	OGIGIS S.A.	Unknown	Greece	Aigaleo	http://www.ogigis.gr
40	UNIFLAME S.A.	21-50	Greece	Agia Paraskevi	http://www.uniflamehellas.com
41	Ayyan Fireworks Factory (P) Ltd	251-500	India	Sivakasi	
42	Tiara Furniture Systems	21-50	India	Gandhinagar	http://www.tiarafurniture.co.in
43	Chromex Dyes	10-Jan	India	Mumbai	http://www.chromexdyes.co.in
44	CKC Fragrances & Falvours P. Ltd	10-Jan	India	Kolkata	http://www.ckcfragrances.com
45	D.R. Dyechem (India) Pvt. Ltd.	Unknown	India	New Delhi	http://www.kompass.in/dr-dyechem
46	Orbit Impex	20-Nov	India	Mumbai	
47	Rosswin Healthcare	101-250	India	Ahmedabad	
48	Ylem Energy Services Private Limited	51-100	India	New Delhi	http://www.kompass.in/ylem-parto
49	Ayyan Fireworks Factory (P) Ltd	251-500	India	Sivakasi	
50	Com International Coordination (1988) Ltd	10-Jan	Israel	Bnei Atarot	
51	ROSSELLI ANGILOLO E F.LLI, Srl	20-Nov	Italy	EMPOLI (FI)	http://www.rosselli.it
52	Star Corporation	10-Jan	Japan	Arakawa-Ku	http://www.star-corp.co.jp
53	A-Z Corporation International Sal (Off-Shore)	21-50	Lebanon	Beirut	http://www.azcorp-intl.com
54	Allied Commercial and Industrial Services S.A.L. (Offshore)	20-Nov	Lebanon	Hazmieh (Baabda)	
55	Bou Khalil International Sal	10-Jan	Lebanon	Baabda (Baabda)	http://www.boukhalil.com
56	Hawa Trading Sarl	20-Nov	Lebanon	Kfarhabab (Kesrouane)	
57	RN Chemicals Sarl	20-Nov	Lebanon	Bourj Hammoud (Metn)	http://www.RNchemicals.com
58	Rolling Etcetera Sarl	10-Jan	Lebanon	Sin El-Fil (Metn)	http://www.rollingetcetera.com
59	Sydis Sarl	51-100	Lebanon	Baabda (Baabda)	http://www.sydis-lb.com
60	M.NORKAUS KOMERCINE FIRMA	Unknown	Lithuania	Klaipeda	
61	QUIMICA DEL ATLANTICO, S.A. DE C.V.	20-Nov	Mexico	México	
62	TRANSMERQUIM DE MEXICO, S.A. DE C.V.	51-100	Mexico	Cuautitlán Izcalli	http://www.transmerquim.com
63	VELFIN, S.A. DE C.V.	21-50	Mexico	Irapuato	http://www.velfin.com.mx

64	Bureau d'Etudes et de Représentations Industrielles & Commerciales	21-50	Morocco	Casablanca	http://www.beric.ma
65	Cadilhac	21-50	Morocco	Casablanca	
66	Comptoir Agricole du Souss	101-250	Morocco	Ait Melloul	http://www.casma.ma
67	Consortium Marocain s.a.r.l.	51-100	Morocco	Casablanca	http://www.consortiummarocain.com
68	Covirep	20-Nov	Morocco	Casablanca	
69	Deborel Maroc s.a.r.l.	21-50	Morocco	Casablanca	
70	Epc Explo Maroc	101-250	Morocco	Bouskoura	http://www.epc-groupe.com
71	Ets Sous-Traitance et de Commercialisation Africaine	10-Jan	Morocco	Casablanca	
72	Fluidra Maroc	21-50	Morocco	Casablanca	http://www.fluidra.ma
73	Marbar Chimie	51-100	Morocco	Casablanca	
74	Pétrole du Maghreb	101-250	Morocco	Casablanca	http://www.petrom.ma
75	Société Marocaine d'Explosifs et d'Accessoires de Mines	51-100	Morocco	Casablanca	
76	Textichem s.a.r.l.	10-Jan	Morocco	Casablanca	
77	Swedish Match Cigars BV	101-250	Netherlands	Assen	http://www.swedishmatch.com
78	Sales Link	Unknown	New Zealand	Auckland	http://www.saleslinkgroup.com.au
79	Tuapeka Gold Print Ltd	51-100	New Zealand	Central Otago	http://www.promoshop.co.nz
80	Nitrek AS	10-Jan	Norway	Moss	http://www.nitrek.no
81	Star Reklame Stein S Velten	10-Jan	Norway	Strømmen	http://www.star-reklame.no
82	Czestochowskie Zaklady Przemyslu Zapalczanego SA	101-250	Poland	Czestochowa	http://www.zapalki.pl
83	WJ	10-Jan	Poland	Warszawa	http://wolozyn.com.pl
84	Alma Market SA	5001 and more	Poland	Kraków	http://www.almamarket.pl
85	Ruch SA Biuro Kolportazu w Zielonej Górze	251-500	Poland		http://www.ruch.com.pl
86	Ruch SA Biuro Zarzadu	5001 and more	Poland	Warszawa	http://www.ruch.com.pl
87	Ruch SA Oddzial Pomorski w Szczecinie; Zespól w Koszalinie	21-50	Poland	Koszalin	http://www.ruch.com.pl
88	WOLOSZYN Producent Zapalek	20-Nov	Poland	Warszawa	http://www.wolozyn.eu
89	Czestochowskie Zaklady Przemyslu Zapalczanego SA	101-250	Poland	Czestochowa	http://www.zapalki.pl
90	WJ	10-Jan	Poland	Warszawa	http://wolozyn.com.pl
91	Agfa Healthcare Equipments Portugal, Lda	10-Jan	Portugal	CARNAXIDE	http://www.agfa.com
92	Sanofi - Produtos Farmacêuticos, Lda	101-250	Portugal	PORTO SALVO	http://www.sanofi.pt
93	Testa & Amadores, Lda	10-Jan	Portugal	AVEIRO	
94	Visater - Importação e Exportação, Lda	10-Jan	Portugal	MATOSINHOS	http://www.visater.com

95	Aliocor LT SRL SC	21-50	Republic of Moldova	Chisinau	
96	Almaian SRL	21-50	Republic of Moldova	Chisinau	
97	Dolis-Impex SRL	10-Jan	Republic of Moldova	Chisinau	http://www.motovelo.md
98	Societatea Orbilor din Moldova	21-50	Republic of Moldova	Chisinau	
99	Agro-Victoria SA	21-50	Republic of Moldova	Chisinau	
100	Rodital-Lux SRL	51-100	Republic of Moldova	Chisinau	
101	Vlacotal SRL	21-50	Republic of Moldova	Chisinau	
102	Dolis-Impex SRL	10-Jan	Republic of Moldova	Chisinau	http://www.motovelo.md
103	Poliviz-Design SRL	51-100	Republic of Moldova	Chisinau	http://www.poliviz.md
104	Societatea Orbilor din Moldova	21-50	Republic of Moldova	Chisinau	
105	Veltim SA	20-Nov	Republic of Moldova	Chisinau	http://www.veltim.com
106	BIAGGI COM S.R.L.	51-100	Romania	Braila	
107	MATCH POINT S.R.L.	21-50	Romania	Cluj-Napoca	http://www.matchpoint.ro
108	AZELIS ROMANIA SRL	20-Nov	Romania	Bucuresti	
109	BIAGGI COM S.R.L.	51-100	Romania	Braila	
110	CASA LEBADA SRL	51-100	Romania	Iasi	
111	CRISTIAN GRUP S.R.L.	10-Jan	Romania	Bucuresti	
112	MATCH POINT S.R.L.	21-50	Romania	Cluj-Napoca	http://www.matchpoint.ro
113	STEROCHEM INTERNATIONAL LTD S.R.L.	10-Jan	Romania	Bucuresti	http://www.sterochem.com
114	BYBLOS TRADING OVERSEAS S.R.L.	10-Jan	Romania	Bucuresti	
115	MATCH POINT S.R.L.	21-50	Romania	Cluj-Napoca	http://www.matchpoint.ro
116	Connell Brothers Co. (S) Pte Ltd	21-50	Singapore	Singapore	http://www.connellbrothers.com
117	SHK International	10-Jan	Singapore	Singapore	
118	COG.ER.S., s.r.o.	Unknown	Slovakia	Prešov	http://www.cog.sk
119	Brenntag Química, S.A.	251-500	Spain	Dos Hermanas	http://www.brenntag.es
120	Levantina De Graneles S.L.	21-50	Spain	Puerto de Sagunto	http://www.dfgrupo.com

121	Manuel Riesgo, S.A.	21-50	Spain	Madrid	http://www.manuelriesgo.com
122	Medir Ferrer Y Compañía, S. A.	10-Jan	Spain	Barcelona	http://www.ferrergrupo.com
123	S3 Strategic Sourcing Solutions, S.L.	10-Jan	Spain	Barcelona	http://www.s3sourcing.com
124	Impex Europa S.L.	21-50	Spain	Villagarcía de Arosa	http://www.impexeuropa.com/
125	Islandwide Marketing Services (Pvt) Ltd	51-100	Sri Lanka	Rajagiriya	http://www.imsholdings.com
126	Jet Match Co (Pvt) Limited	251-500	Sri Lanka	Gampola	
127	Polycrom Industrial Fine Chemicals (Pvt) Ltd	51-100	Sri Lanka	Kotte	http://www.kfresort.lk
128	Unicel (Private) Limited	21-50	Sri Lanka	Colombo 8	http://www.unicelsl.com
129	Oettinger IMEX AG	1001-5000	Switzerland	Basel	http://www.davidoff.com
130	T. Thai General (1975) Co., Ltd.	21-50	Thailand	Bangkok	www.ttg.co.th
131	PANTEON Ltd	20-Nov	Ukraine	Odesa	http://www.vkus.com.ua
132	Al Khowahir Chemicals Trading Ltd	21-50	United Arab Emirates	Sharjah	http://www.alkhowahirchemicals.com
133	Al Lamaan Trading	20-Nov	United Arab Emirates	Dubai	
134	AT International	20-Nov	United Arab Emirates	Jebel Ali	http://www.at-international.com
135	MH Enterprises LLC	251-500	United Arab Emirates	Dubai	http://www.mhdubai.com
136	Nalco Gulf Limited	20-Nov	United Arab Emirates	Jebel Ali	http://www.nalco.com
137	Oasis Chemical Materials Trading Co LLC	20-Nov	United Arab Emirates	Sharjah	http://www.oasischemical.co.ae
138	Patcham Ltd FZE	21-50	United Arab Emirates	Sharjah	http://www.patchamltd.com

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- 2) International Trade Centre (ITC)
- 3) Food and Agriculture Organization (FAO)
- 4) <http://www.kompass.com>
- 5) Pakistan Revenue Automation (Pvt.) Ltd (PRAL)
- 6) En.wikipedia.org
- 7) Manufacturers of Safety Match

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