

# GERMANY

## OVERVIEW

**Market Size:** The size of the office furniture market in 1992 was estimated to be C\$ 4.2 billion. This represents a total increase of 3.3% from the previous year.

It is projected that there will be an overall decline in commercial construction and renovation, given the performance of the German economy. There were no Canadian breakthroughs or success stories for this sector; in fact, in 1992, Canadian exports of office furniture to Germany only totalled \$200,000.

## SOURCES OF SUPPLY

Domestically manufactured products dominated the German office furniture market in 1992, representing 91.6% of total local shipments. Both domestic shipments and imports increased in 1992.

The current source of foreign imports is listed in order of volume:

EEC countries: Italy, Denmark, Netherlands, Belgium/Luxembourg, France, Great Britain, Spain, Portugal, Ireland, Greece.

EFTA countries: Austria, Sweden, Switzerland, Finland, Norway.

Overseas: Taiwan, USA, South Africa, Thailand, Philippines, Indonesia, Japan, Brazil, Israel, Hong Kong.

## Office Furniture 1992 Shipments broken down by product category:

Wooden Furniture	Amount (C\$ 000's)
Tables .....	\$136,150
Desks and Monitor Tables .....	\$1,025,173
Typewriter Desks .....	\$154,850
Other Office Furniture with Same Height as Desk .....	\$390,713
Single Cabinets .....	\$393,465
System Cabinets .....	\$201,261
Other Office Furniture Above Desk Height .....	\$127,660
<b>SUB-TOTAL .....</b>	<b>\$2,429,271</b>
Steel Furniture	
Desks .....	\$271,276
Other Office Furniture with Same Height as Desks .....	\$97,398
Cabinets with Doors, height over 80 cm .....	\$157,923
Cabinets with Drawers .....	\$74,525
Other Office Furniture Above Desk Height .....	\$79,637
<b>SUB-TOTAL .....</b>	<b>\$680,759</b>