

The language of business and for promotional materials is English.

There is a 6% duty on imports, but no other significant tariffs or quotas.

Opportunities for joint ventures or technology transfers are limited.

Local certification requirements include a national standard - British Standard 5750 - which is equivalent to ISO9000.

## **PROMOTIONAL ACTIVITIES**

The United Kingdom hosts several trade shows in London:

- **PREMISES AND FACILITIES MANAGEMENT 15 - 17 JUN 1994**
- **IDI (INTERIOR DESIGN INTERNATIONAL) 24 - 27 APR 1994, at OLYMPIA**

Buyers also "shop" at **ORGATECH**, the most important European trade show for office furniture. This show is upcoming for October 1994, in Cologne, Germany.

Periodicals that buyers rely on include **OFFICE TRADE NEWS** (Wilmington Publishing Ltd, fax 011 44 322 276474), **OFFICE EQUIPMENT NEWS** (Wilmington Publishing Ltd), and **BUSINESS CONNECTIONS** (Fax: 011 44 438 821354).

There do not appear to be any trade associations devoted to office furniture.

Posts's Overall Opinion: *Some opportunities exist for Canadian manufacturers of office furniture.*