

restrained, market exists for high-value fur garments.

Canadians are also increasing exports of men's wear — suits and blazers — and prospects exist for children's wear, especially outerwear and baby clothes. New markets are also currently being explored for uniforms, work clothing, and men's accessories such as ties and leather goods.

Textiles

Despite a shrinking domestic market for German textiles, the share of imported goods has grown considerably, providing a good opportunity for Canadian exporters of household textiles, including carpets, rugs, floor and wall coverings, furniture upholstery, decoration textiles, curtains, table linen, blankets and bedding.

Footwear

The German market for footwear is intensely competitive. After a period of reduced consumer spending, retail turnover of footwear has started back up in recent years, with high-quality imports, particularly from Italy, setting

the pace for domestic producers. Several Canadian manufacturers of high-quality leather footwear and snow boots have recently entered the German market as well. Import quotas, and duties, as well as environmental standards have applied in Germany since 1996.

Toys and games

Although Germany has long dominated the international toy market, its high cost of production in recent years has opened the door to foreign suppliers. Germany now imports as many toys as it produces. Canadian toy exporters are very much aware of this unique opportunity, judging by the increasing number of exhibitors at the Nuremberg Toy Fair, the world's largest toy fair.

Giftware — native arts and crafts

In an effort to successfully market the arts and crafts produced by its aboriginal people, Canada has participated in the TENDENCE fair in Frankfurt, one of the world's largest and most important consumer fairs. The event

attracts over 100,000 visitors from nearly 100 countries. Areas of opportunity include giftware of all kinds, crafts, table decorations and accessories, jewelry, and interior design. While Canadian Indian crafts compete directly with their American counterparts in German markets, Inuit products, particularly soapstone carvings, are unique, and are therefore highly sought after by German collectors. The native arts and crafts market is slowly but steadily growing as more and more German private dealers develop an interest in these unique offerings from aboriginal crafts people in Nunavut and the NWT.

For further information, contact Frieda Saleh, Commercial Officer, Canadian Consulate, Munich, tel.: (011-49-89) 21-99-57-16, fax: (011-49-89) 21-99-57-57, e-mail: frieda.saleh@dfait-maeci.gc.ca Web site: www.dfait-maeci.gc.ca/~bonn ✪

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Mission to Beijing, Shanghai and Hong Kong. The Rose Garden contract was formally signed on the mission in the presence of Prime Minister Jean Chrétien, and the partners also began negotiating a large educational project.

"We see the Team Canada mission as a valuable opportunity for building our credibility and reputation and, ultimately, for bringing us additional work," says Simpson.

The partners, who have already set up a permanent office in Beijing, would like to contribute their talents to providing more social housing for the nation of more than 1.3 billion.

Their humanitarian forerunner would approve.

For more information, contact David Simpson, principal, DFS . Smith Carter, tel.: (204) 477-1260, fax: (204) 477-6346, e-mail: [dsimpson@smith-](mailto:dsimpson@smith-carter.com)

carter.com Web site: www.smith-carter.com or Michael Start, principal, DFS . Smith Carter, tel.: (506) 634-8377, fax: (506) 632-1741, e-mail: start@dfsarch.com Web site: www.dfsarch.com ✪

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Opportunities

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or their authorized agents for the supply of: 1 C.N.C. Turning Centre. Cost of bid documents: US\$200. Closing date: April 17, 2001. Contact IBOC, fax: (613) 996-2635, e-mail: eleads@dfait-maeci.gc.ca quoting case no. 010214-00541. For details: www.iboc.gc.ca/webleads.asp?id=1778 (Notice received from the Canadian High Commission in New Delhi, India.)

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