

- **CARL SCHWARTZ** Schuesselbuden 10-12, D-23552 Lubeck.
- **R.H. SUESS & CO KG** Oehleckerring 8-10, D-22419 Hamburg.
Fax: (040) 5311025
- **KONRAD WESTERWINTER** Bielefelder Str. 28, D-33104 Paderborn
- **HERMANN WINKELMANN KG** Breite Str. 19, D-45657 Recklinghausen
Fax: (02361) 27266
- **WUEBA MOEBEL** D-78050 Villingen-Schwenningen. Fax: (07721) 54544
- **LUCAS BUEROMOEBEL GMBH** Widdersdorffstr. 260, D-50933 Koln
- **PFEIFFER & WESSBECHER** Koenigstr. 118, D-76887 Bad Bergzabern
Fax: (06373) 4686
- **KLAUS HOLZHAUER** Markelfinger Str. 4a, D-78476 Allensbach
Tel: (07533) 6347
- **HEINZ CREMER** Auf der Hoern 43, D-52074 Aachen. Tel: (0241) 81764
- **ERICH HOCHSTEIN** Frankfurter Str. 650, D-51145 Koln.
Tel: (02203) 31598
- **JOACHIM FINZEL** Billformer Bruckenstr. 40, D-20539 Hamburg
Tel: (040) 783636 Fax: (040) 783732
- **QUELLE GUSTAV SCHICHEDANZ KG** Abt. Einkauf Buromoebel.
Nuernberger Str. 91-95, D-90762 Furth. Tel: (0911) 742-1
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- **BERNHARD LENGE** Grabenweg 10, D-71576 Burgstetten-Burgstall
Tel: (07191) 65993 Fax: (07191) 88254
- **INGRID GUTHAUSEN** Classen-Kappelman-Str. 30a, D-50931 Koln.
Tel: (0221) 407901
- **HANS KLEINEN** Geisbergstr. 27, D-50939 Koln. Tel: (0221) 461476
- **JOACHIM HAX INDUSTRIAL PRODUCTS** Luetjenmoor 84a, D-22850
Norderstedt. Tel: (040) 5255718 Fax: (040) 5252520

The language of business can be English, but promotional material must be in German.

Possibilities exist for joint ventures and technology transfers. The Germans are receptive to new innovations.

There are no local certification requirements; the ISO 9000 is not yet in general use in Germany.

PROMOTIONAL ACTIVITIES

ORGATECH is the major trade show in Germany, which takes place every two years in Cologne. This trade show exhibits both furniture and information technology. At the 1990 show, Ontario had an exhibit with approximately 10 furniture companies, and other Canadian firms exhibited on their own.

The contact for Cologne's ORGATECH 1994 Trade Show (October 20 - 25, 1994) is: Mrs. Edel Wichmann, Cologne International Trade Shows, CANADIAN GERMAN CHAMBER