

1984	Identify and recruit new Canadian suppliers of building packages to participate with selected F.R.G. importing or construction firms in joint projects	GRPI/Hamburg
1984	Use the Canadian national stand at the BAU 84 Building Fair and the Constructa 1986 Building Fair to highlight the TFC method.	GRPI/Hamburg
1983-1984	Recruit companies from the F.R.G. lumber importing trade to active participation with the Hamburg Consulate General in TFC promotion seminars and information dissemination.	GRPI/Hamburg
Manufactured Wood Products		
Ongoing	Work with the B.C. provincial government to implement recommendations in the report "Opportunities for Further Processing of B.C. Lumber"	GRPI/Hamburg
	Select Canadian suppliers who could usefully visit Germany; support their efforts through PEMD-B (market identification) assistance; undertake initial market identification on their behalf	GRPI/Hamburg
1984	Organize an incoming buyers group (two agents, two furniture manufacturers) for dimension stock	Hamburg
1984	Participate in BAU '84 Building Fair with a national stand	GRPI/Hamburg
1984	Plan to participate in the quadrennial Constructa Fair in Hanover in 1986	GRPI/Hamburg
Fisheries Products		
Ongoing	Increase knowledge of the German market through participation in trade missions and attendance at key trade fairs	EFCP/Hamburg
	Report to Canadian fish companies on developments in the EEC and Germany that may affect access for Canadian fish products, and consult German authorities on related procedures	Hamburg/BREEC/ Bonn
1983-1984	Ensure that Canadian exporters are fully aware of F.R.G. requirements, regulations and tastes	EFCP/Hamburg
1984-1985	Organize seminars in key F.R.G. importing centres to introduce new Canadian quality control measures	EFCP/FANDO/ Hamburg
1983-1985	Select and introduce new Canadian exporters of food and fish to interested F.R.G. buyers at ANUGA, Cologne	EFCP/Hamburg
Sporting Goods		
1983-1984	Liaise with leading F.R.G. trade publications; provide editorial comment to promote Canadian sporting goods; and support with commercial advertising where required	EFCP/Munich/SCS
1983-1984	Undertake a mailing campaign to make Canadian sports equipment manufacturers aware of publicity available at winter sporting events in Europe and encourage their utilization	Munich
1983-1984	Identify Canadian sporting producers new to the F.R.G. market; contact and encourage these firms to participate in SPOGA, Cologne or ISPO, Munich as warranted; support participation with PEMD-C (trade fairs)	EFCP/Munich
1984	Invite journalists from leading German sports trade magazines to visit the Canadian sporting goods industry	Munich/SCS
1983-1984	Make sporting goods suppliers, exhibiting at the trade fair, aware of the benefits of returning to the F.R.G. within three months of a trade fair to visit the most promising contacts and of the availability of PEMD-B (market identification) for that purpose.	EFCP/RCT
1983-1984	Sponsor an official exhibit at Fall 1983 and Spring 1984 ISPO in Munich	EFCP/Munich