

Export Promotion

Federal Office for Foreign Trade Information (BfA)

A division of the Federal Ministry of Economics, the BfA is responsible for all matters pertaining to foreign trade. It is composed of three divisions: Publications, Commercial and Legal Services, and Foreign Market Information. Commercial information is published in a weekly magazine. BfA also publishes country and market profiles, economic studies, legal guides, special studies, and guides on selling methods in various countries.

Trade Fairs

Participation by the Government usually takes one of three forms; Information Centers; Representative Shows, equivalent to our sample displays; and Government-Industry Exhibits in which the Government rents or builds a pavilion and leases space to German exhibitors, usually at the same rates prevailing at the rest of the fair.