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Canadian furniture-makers meet high standards of New York buyers

On-site sales of about \$175 000, orders for \$4 million and some "extremely valuable" contacts were made by eight Canadian furniture manufacturers who displayed their top lines at the New York Furniture and Accessory Market this summer.

Canada's first participation at the New York show, from July 16 to 18, was rated as very successful, meeting the discriminating demands of buyers from the New York, New Jersey, Pennsylvania and Connecticut areas, who attended.

Most of the Canadian furniture presented was distinguished by the use of natural wood, and many products were bench-made. There were also ingenious "entertainment centres" hidden in furniture pieces of exceptional beauty.

Furniture-making industry
The Canadian furniture-making industry, established early in the nineteenth century, has become one of the principal sectors of the country's economy. In-

spired by the work of English and French craftsmen, today's furniture-makers incorporate the same pride, concern for detail and standards of quality in their work which, in days gone by, led to the creation of beautiful and durable furniture.

The industry comprises some 1 500 companies whose production in 1982 reached an estimated value of \$2 200 million. They provide work for about 43 000 people and are 80 per cent Canadian-owned.

Although the furniture industry is established in all provinces, Ontario and Quebec account for 55 per cent and 35 per cent respectively of all Canadian shipments. The economies of many small communities in southeastern Quebec and southwestern Ontario rely almost entirely on the industry. The combined production of the small communities almost equals that of urban areas with populations of over 100 000.

While today's furniture industry is



Music centre, television set and cocktail bar can all be neatly concealed in this compact oak cabinet.



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