

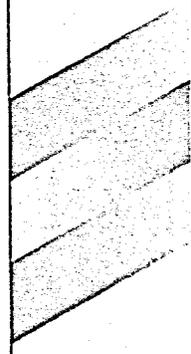
b2570610 (E)

CAL
EA674
93D33
DOCS

**DIRECTORY OF CANADIAN
HOUSEHOLD FURNITURE EXPORTERS**

Secondary Industries Division (TAC)

External Affairs and
International Trade Canada



Canada

INTERNATIONAL TRADE DEVELOPMENT BRANCH

MISSION STATEMENT

To Enhance Canadian Export Performance
and International Competitiveness

Dept. of External Affairs
Min. des Affaires extérieures

SEP 23 1994

RETURN TO DEPARTMENTAL LIBRARY
RETOURNER A LA BIBLIOTHEQUE DU MINISTERE

External Affairs and International Trade Canada (EAITC) has taken the utmost care in preparing this Directory. However, as information in this Directory is gathered through mailed questionnaires, direct contact and other sources of public information, EAITC cannot and does not guarantee the accuracy of the information, not the absence of error or omissions. Therefore, EAITC assumes no liability for the contents of the Directory.

4E-266. 466.

LIST OF COMPANIES

ACCRO FURNITURE INDUSTRIES
ADDMORE OFFICE FURNITURE INC.
AFEYAN INDUSTRIES INC.
ALASKA WOOD INDUSTRIES LTD.
ALLTRADE ENTERPRISES LIMITED
ATLANTIC FURNITURE MANUFACTURING LTD.
ATLANTIC SLEEP PRODUCTS LTD.
BADA INT'L INC.
BARONET INC.
BEKA CASTING LTD.
BELBOIS LTD.
BIRCHWOOD FURNITURE
BLAINVILLE MOULDINGS INC.
BOGDON & GROSS FURN. CO. LTD.
BOIS-AISE DE ROBERVAL INC.
BOISINOVE (1991) INC.
BONAVENTURE FURNITURE INDUSTRIES LTD.
CANADA STAMPINGS AND DIES LTD.
CANADIAN CEDAR MANUFACTURERS LTD.
CANAM MANUFACTURING LTD.
CANWOOD FURNITURE INC.
CARMEL PRODUCTS INC.
CARON & FILS (MEUBLES) INC.
CHILDSPACE MANUFACTURING LTD.
COJA LEATHERLINE OF CANADA INC.
CONCORDIAN CHESTERFIELD CO. LTD.
CONFUR CONTRACT FURNITURE INC.
COOPER BROS UPHOLSTERY
CRAFTWOOD
CREATIVE CUSTOM FURNISHINGS
CRORAK (LES FIBRES DE VERRE) INC.
D.S.I. INDUSTRIES INC.
DALCO CONCEPT INC.
DANICRAFT MANUFACTURING LTD.
DAVIDSON FURNITURE SPECIALTIES LTD.
DESIN INC.
DOREL INDUSTRIES INC.
DURHAM FURNITURE INC.
DUTAILIER INC.
DYNASTY WOOD PRODUCTS INC.
ENTREPRISES MODERNES DAVELUYVILLE INC.
ENVIRODESIGNS INC.
EVERLITE
FENCLO LTÉE.
FLEX CABINET COMPONENTS INC.
FURNITRAD INC.
GREMARK INDUSTRIES LTD.
GUILDHALL CABINET SHOPS LIMITED
GUNNAR MANUFACTURING INC.
HALCYON WATERBED INC.
HEIDT PRODUCTS INC.
INDUSTRIES BELGRAPH
INTERNA FURNITURE DESIGN LTD.
INTERNATIONAL WOODWORKING
INVECO PRODUCT DESIGNS & MARKETING LTD.

JACMORR INTERNATIONAL INC.
JOSEPH M. WILSON FURNITURE DESIGN
LAURIER FURNITURE LTD.
LAURYSSEN KITCHENS LIMITED
LEDA FURNITURE
LES ENTREPRISES SOMMEX LTÉE
LES ENTREPRISES ST-FERDINAND LTÉE
LES INDUSTRIES DE LA RIVE SUD LTÉE
LES MEUBLES GRAND PERE INC. FURNITURE
LES MEUBLES JAYMAR LTÉE
LES MEUBLES PLEIN-AIR D.H. INC.
LES MEUBLES VIA INC.
LES PLAGES MASKINONGE INC.
LIBBY MFG. CO. LIMITED
LIBERTY FURNITURE INDUSTRIES LIMITED
LINDSAY CASUAL FURNITURE
M.H.W. MANUFACTURING LTD.
MEUBLES MORIGEAU LTÉE
MEUBLES UTAMARO INC.
MIRROLINE DESIGNS LTD.
MOBILIER RUSTIQUE (BEAUCE) INC.
NATIONAL LIBRARY RESOURCES LTD.
NATIONAL WOODCRAFT LTD.
NIENKAMPER FURNITURE
NITTY GRITTY REPRODUCTIONS
NORTH AMERICAN FURNITURE GROUP, INC.
OPTIMUM MANAGEMENT CORP.
OTEMA STORE INTERIORS LTD.
P.C. INDUSTRIES INC.
PALETHORPE & DOWLING LTD.
PALLISER FURNITURE LTD.
PERMA FOAM LIMITED
PETER PUTTER LTD.
POWNING DESIGNS LTD.
PRO-SARO
RAYWAL LIMITED
RENE CORRIVEAU & FILS INC.
S.D.M. INC.
SCALI DURANTE FURNITURE MANUFACTURERS LTD.
SCHMIDTKE MILLWORK LTD.
SOCIÉTÉ METALLURGIQUE RGA LTÉE
SONAX ACOUSTICS LTD.
SPACEMAKER LIMITED
STAR QUALITY OFFICE FURNITURE MFG. LTD.
TABLE & BASE FACTORY
THE CANADA WOOD SPECIALTY CO. LTD.
VALENTINO FURNITURE MANUFACTURING INC.
VEN-REZ PRODUCTS LTD.
VOGUE DISPLAY
W.R. KEY LIMITED
WATERLOO FURNITURE COMPONENTS LTD.
WATERSPRING BED COMPANY INC.
WOODCRAFT
WYLIE SYSTEMS

ACCRO FURNITURE INDUSTRIES

211 Hutchings Street
Winnipeg, Manitoba R2X 2R4
Tel: (204) 633-8432
Fax: (204) 694-5586
Export Contact:
Mr. T. J. Clark President

Acme Chrome Furniture Ltd., founded in Winnipeg, Canada in 1946, began as a manufacturer of tubular steel kitchen suites satisfying post war consumer demand. In the mid 1950's, the company relocated and expanded several times and the product line grew to include furniture for restaurants and hospitality facilities. By 1966 the product line had further expanded to include furniture for educational facilities necessitating the construction of a new 6,000 square meter factory designed specifically for the manufacture of steel furniture.

Throughout the remainder of the 60's, all through the 70's, and the 80's, the company product line followed the baby boom generation as they progressed from home, to school, to university, and to the office. The office products manufactured include a complete line of Ergonomic and stationary seating, and library and computer tables. In addition, the company has also acquired the capability to produce furnishings for acute and extended health care facilities. In 1989, a new electrostatic powder coat finishing facility was opened to provide company products with the latest technology in environmentally favourable metal coating capability. The type and design of the products, the materials utilized, and the scope of the company have changed dramatically since 1946. However, the important contribution of the people behind the product has remained constant throughout the company history. The long service contribution of many key employees has allowed the company to provide consistent quality to the market place.

Today more than 60 employees work together to manufacture products for the contract industry which are marketed under Accro Furniture Industries, while the residential furniture produced is marketed under Acme Chrome Dinettes. Every day thousands of people utilize furniture manufactured by Acme Chrome Furniture Ltd. in a wide variety of installations throughout Canada and many parts of the United States. Years of experience, combined with a reputation for fine quality and reliable service, are the main reasons the company has become a recognized leader in the industry.

Products for Export

Furniture, Dining Room, metal, not upholst.
Furniture, Kitchen/Dinette, metal, not upholst.
Furniture, Children, metal, not upholst.
Metal Household Furniture, not upholstered
Furniture Frames, metal

ADDMORE OFFICE FURNITURE INC.

361 Ambassador Drive
Mississauga, Ontario
L5T 2J3

Tel: (416) 795-3400

Fax: (416) 795-3409

Export Contact:

Steve Weiss President

Addmore Office Furniture Inc. is Canada's largest retailer and wholesaler of new and used office furniture. From desks to partitions to refuse containers - Addmore has it all! The Company has everything that you require to efficiently furnish your office areas; from the mailroom the CEO's office.

Addmore is a full line dealer, call or visit our showrooms and we'll show you the most complete sets of new and used office furnishings. If you are setting up temporary offices, ADDMORE can even prepare a furniture rental program which nobody else can beat.

At Addmore, 15 years of experience and 9 strategically located warehouse facilities allow the firm to service customers' needs quickly. The firm's professional "sourcing" staff go out to locate and purchase quality used furniture and accessories while the courteous sales staff is full of suggestions which can save you \$\$\$\$. So for the most affordable prices on new and used office furniture there's only one place to go--ADDMORE! Addmore imports and exports all types of office furniture and is constantly searching for new exciting lines of office related items. Addmore, a truly full service office furniture warehouse supermarket.

Products for Export

Desks, Writing/Study, Household, wooden

Desks, Writing/Study, Household, metal

Shelving, other than wooden

Lockers, other than wooden

AFEYAN INDUSTRIES INC.

400 Stinson Street
Montreal, Québec
H4N 2E9

Tel: (514) 744-5045

Fax: (514) 744-2962

Export Contact:

Levon Afeyan Executive Vice President

Afeyan Industries produces a broad range of chairs and tables for commercial use. Products include chairs with wooden frames and metal frames, some stackable, priced in the middle range. The company recently introduced a new line of wooden and metal stackables as well as Scandinavian designed chairs, predominantly using laminated wood components. Having a sister company SEATPLY, which is the largest Curved plywood component manufacturer in Canada, the company can assure the highest quality with extremely competitive prices.

At the present time, 80% of production is marketed across Canada through a network of factory representatives and dealers. Exports to the U.S. are on a steady rise. Penetration has begun from New England. Growth is forecasted by increasing territorial coverage throughout the U.S. appealing to the Architect/design community. All new products being developed have Europe in mind. The company would like to find agents in Europe to handle our line or licence our models to factories interested in broadening their product line.

Products for Export

Furniture, Kitchen/Dinette, wooden, not upholst.

Furniture, Kitchen/Dinette, metal, not upholst.

Chairs, Household, upholstered

Furniture Frames, wooden

ALASKA WOOD INDUSTRIES LTD.

8850 Overpass Road
Ashton, Ontario
K0A 1B0

Tel: (613) 257-3597

Fax: (613) 257-8876

Export Contact:

George Ignjatic Sales Manager

Alaska Wood Industries is a manufacturer of commercial store fixtures, institutional furniture and custom architectural millwork. The company has the capacity and facilities to produce large production runs of fixtures, while also producing one-of prototype models. The work is done to architectural specifications and is verified by the use of in house shop drawings. All units fabricated are to the highest European quality standards and are subject to customer approval and inspection.

The company also produces a standard line of industrial furniture that is used for workshop and storage applications. Solid maple construction is predominant in the fabrication of these units to ensure a lasting durability. A brief brochure on the standards is used as an introduction to the products.

The plant is located in Ashton, Ontario, 15 miles west of Ottawa on Highway #7. A modern 10,000 square foot facility is comprised of the woodworking mill shop and the custom shop. On site finishing facilities are available. The plant is tooled with up to date equipment that can produce quality products quickly and efficiently. Experienced craftsmen and millworkers form a well-rounded team in a non-union shop.

Products for Export

Furniture, Kitchen/Dinette, wooden, not upholst.

Desks, Writing/Study, Household, wooden

Furniture, Table and Counter Tops, Household

Furniture, Household, wooden, parts

Shelving, wooden

Lockers, wooden

ALLTRADE ENTERPRISES LIMITED

1275 Morningside Avenue, Unit 20
Scarborough, Ontario M1B 3W1
Tel: (416) 724-1310
Fax: (416) 724-1312
Export Contact:
Manvel J. Ceballo

Alltrade Enterprises Limited is a trading house that specializes in exporting Canadian and American products to the Caribbean and Central and South America. The firm is devoted to providing efficient and economical services which include product sourcing, shipping and documentation for customers. The company's energetic sales team is responsible for introducing new products to potential customers while continuing to promote and provide new information on new updated products. Regular visits to countries of export ensure high customer satisfaction.

Alltrade exports component parts for the manufacture of office furniture, building materials, finished office, household and lawn furniture, food, beverages and vitamins. Alltrade acts as the exporting arm of major manufacturers who depend on the professionalism and expertise with which the firm handles customers abroad.

Alltrade is now in its 13th year of operation as a trading house and has won great respect in the exporting industry. A Canadian company, the firm communicates in English, Spanish and French through a multilingual staff. In this spirit, Alltrade looks forward to expanding their efforts into the U.K. and Europe.

Products for Export

Furniture, Kitchen/Dinette, wooden, not upholst.
Cabinets, Kitchen, Household, wooden
Desks, Writing/Study, Household, wooden
Cabinets, Medicine/Vanity, Household, wooden
Furniture, Children, wooden not upholst.
Wooden Household Furniture, not upholst.
Furniture, Kitchen/Dinette, metal, not upholst.
Card Tables and Chairs, metal, padded or not
Furniture, Children, metal, not upholst.
Furniture Frames, metal
Furniture Frames, wooden
Furniture, Table and Counter Tops, Household
Furniture, HH, metal, PTS, except hardware
Beds, Bunk
Camp/Lawn/Veranda/Patio Furniture, except wood
Shelving, wooden
Furniture and Fixtures

ATLANTIC FURNITURE MANUFACTURING LTD.

3737 East 2nd Avenue
Burnaby, B.C.
V5C 3W6

Tel: (604) 293-1966

Fax: (604) 294-2702

Export Contact:

Dennis Ripoli Vice President

Atlantic Furniture Manufacturing produces several lines of upholstered furniture, Coventry, Briarwood, Architect and most recently Stylus. Located in Burnaby, British Columbia, the company produces and sells to retail stores, designers and contract sales.

Atlantic had its beginning in 1959, when, under the name of D.B. Lewis Fine Furniture Ltd., it started manufacturing living room furniture. At this point, it had 8 employees and produced 15 pieces of furniture per day, servicing B.C. and parts of Alberta. Today Atlantic is currently producing 75 pieces of upholstery per day, employing 60 people. It is a family owned and run business with long time employees.

95% of all Atlantic sales are to Western Canada. The company has over 200 retail dealers, 150 designers and many contract accounts that it sells to. Regional agencies are located in British Columbia, Alberta, Saskatchewan and Manitoba. Atlantic is planning to broaden their sales into Eastern Canada and more into the Pacific Northwest. The company is also concentrating on expanding the contract sales division. While Atlantic has created new lines of quality built upholstery, they are also keeping a 4 to 6 week delivery, a priority along with quality control.

Products for Export

Furniture, Living Room, upholst., except convertible
Chairs, Household, upholstered
Couches, except Studio couches
Couches, Studio
Furniture, Living Room, upholstered, convertible
Furniture, Household, upholstered

ATLANTIC SLEEP PRODUCTS LTD.

P.O. Box 745
Moncton, N.B.

E1B 1C2

Tel: (506) 532-4481

Fax: (506) 532-8733

Export Contact:

Boyd Kay Vice President Sales

Atlantic Sleep Products Ltd. began operations in 1964 serving Atlantic Canada and today serves all of Canada except British Columbia from the Moncton and Winnipeg manufacturing facilities as well as the Toronto Distribution Centre. The firm manufactures a full range of quality bedding products. The company's Chiropractic™ Sleep Sets are the only matched set of bedding recommended by the Canadian Chiropractic Association and the American Chiropractic Association. The company is one of Canada's largest and leading manufacturers of mattresses and boxsprings.

The company markets its products through Canada's largest department stores and furniture retailers as well as supplying many of Canada's leading hotel chains. In addition to exporting products to the United States the firm has also exported to Panama and recently to Kuwait.

In 1991 the company implemented a Quality Assurance Program based on the International Standards Organization Standard ISO 90002. This Quality Assurance Program has enabled the firm to meet and exceed customer satisfaction by improving delivery performance and insuring consistent quality of products. In December 1991 the company became a "Certified Quality Supplier" to Canada's largest single retailer.

Based on the Company's years of experience in the bedding industry and its commitment to quality and continuous improvement, the firm can assure customers that the products meet or exceed recognized international standards and that it will continue to expand in the world market place.

Products for Export

Beds, Bunk

Mattresses, Spring Filled

Mattresses, Foam Plastic

Mattresses, Water Bed

Box Springs and upholstered Bases, Bed

Bed Springs, Coil

BADY INT'L INC.

4150 Monsabre
Montreal, Québec H1M 2P6
Tel: (514) 257-8500
Fax: (514) 257-8501

Export Contact:

Yvon Richard Vice President M/D

The firm was founded in June 1985 and is the manufacturing agent for several companies, such as Les Industries de la Rive Sud, JSP, Concordia, Lacasse et Frères, ALB and many others.

The company is also involved in a number of Canadian embassies worldwide, having sold products in Burundi, Djibouti, Ivory Coast, Guinea, Mali and Kuwait.

At present the firm is working with Bectel, London, England on a contract for furniture and furnishings in West Africa.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.
Furniture, Bedroom, wooden, not upholst.
Furniture, Dining Room, wooden, not upholst.
Furniture, Kitchen/Dinette, wooden, not upholst.
Desks, Writing/Study, Household, wooden
Cabinets, Medicine/Vanity, Household, wooden
Cabinets, Utility, Household, wooden
Wooden Household Furniture, not upholst.
Cots, including folding & roll-away type, metal
Furniture, Dining Room, metal, not upholst.
Desks, Writing/Study, Household, metal
Cabinets, Medicine/Vanity, Household, metal
Tables, TV or Snack, metal
Furniture, Living Room, upholst., except convertible
Chairs, Household, upholstered
Couches, except Studio couches
Couches, Studio
Furniture, Living Room, upholstered, convertible
Furniture, Household, upholstered
Beds, Bunk
Cribs
Shelving, wooden
Lockers, wooden
Shelving, other than wooden
Lockers, other than wooden

Mattresses, Spring Filled
Mattresses, Cotton Felt
Mattresses, Foam Plastic
Mattresses, Foam Rubber
Mattresses
Shades and Blinds, Venetian
Shades and Blinds, Other than Venetian
Box Springs and upholstered Bases, Bed
Bed Springs, Link Fabric
Bed Springs, Cable Fabric
Bed Springs, Slat Fabric
Bed Springs, Coil
Bed Springs
Furniture and Fixtures

BARONET INC.

234, Rue Baronet, C.P. 580
Ste-Marie de Beauce, Québec
G6E 3B8

Tel: (418) 387-5432

Fax: (418) 387-3028

Export Contact:

Ivan L. Lacroix Vice President Director

The company was founded more than 50 years ago, and specializes in the manufacturing of solid maple residential furniture. The company produces a wide range of furniture in the classical and contemporary styles.

Baronet has earned an excellent reputation among the large Canadian and American retail chains through its quality design and its ability to manufacture furniture suited to its customers' requirements.

The firm's export sales have more than doubled over the past seven years. The company has a permanent showroom in the prestigious High Point fair in North Carolina, and participates in the International Furniture Show in Cologne, Germany. At present, Baronet is seeking to penetrate the American market more deeply and to develop the European market.

Products for Export

Furniture, Bedroom, wooden, not upholst.

Furniture, Dining Room, wooden, not upholst.

Desks, Writing/Study, Household, wooden

Cabinets, Utility, Household, wooden

Furniture, Children, wooden not upholst.

BEKA CASTING LTD.

349 Bowes Road
Units 21 - 26
Concord, Ontario
L4K 1J3
Tel: (416) 669-4255
Fax: (416) 669-3627

Export Contact:

Maggie Bederian Vice President

Beka Casting Ltd. manufactures and markets cast aluminum indoor/outdoor casual furniture made and packaged in Canada.

The procedure used in the manufacturing is known as die casting. The result, a cleaner, smoother surface which enables the paint to adhere better. Also, screws are implanted directly into the product so that no screw heads are visible on front surfaces. No scrap metals are used in this method therefore this gives flexibility and less breakage and simplicity in assembly. Die casting is much faster than other methods, and the product can be produced in larger volume in less time to meet market demand. With this method Beka Casting achieves a superior product to other methods of casting.

At Beka Casting, all merchandise is unassembled in cartons for lower cost in shipping and warehouse storage. Products come with easy to read assembly guides in both french and english and all stainless steel hardware. Special outdoor paint is used and tested to the harshest weather conditions in which no fading or peeling occurred. In addition, Beka casting is able to provide a five-year manufacturer's guarantee against rusting or breaking on their aluminum products.

As well as the USA, Beka Casting Ltd. export markets now include the Caribbean islands. The main language in the company is english, but communication in arabic, armenian, turkish, and french is available. New markets are being sought throughout Europe, the Middle East, Africa, Australia, and South America.

Products for Export

Camp/Lawn/Veranda/Patio Furniture, except wood

BELBOIS LTD.

7525 Henri Bourassa Est
Montreal, Québec
H1E 1N9

Tel: (514) 648-4551

Fax: (514) 648-6862

Export Contact:

Michael Selim Vice President Sales

Belbois Ltd. is a company that started its operation in 1974 and was manufacturing audio/video cabinets for large electronic audio/video manufacturers. In 1990, Belbois expanded its market to wholesalers and distributors of electronic audio/video equipment. In 1991, the firm began exporting to the U.S., a highly competitive market.

Presently, Belbois Ltd. sells \$12 Million annually and exports half of its products to the U.S. and Europe. Located in Montreal, the company has 70 employees, facilities of 52,000 square feet, many computerized production machines, and produces a wide variety of audio/video furniture. The firm recently introduced a new line of home/office furniture with a unique design and finishing especially created for the European market.

The firms' design staff uses modern computerized techniques to develop a new style of furniture and company paint specialists have created new techniques to develop unique finishing paints. This creative approach has enabled Belbois to double its sales during the last 2 years.

Believing in future growth, Belbois is planning an expansion of its production facilities from 52,000 to 75,000 square feet. This expansion will allow more flexibility for new machinery to meet the challenge of a wide international market.

Products for Export

Desks, Writing/Study, Household, wooden
Cabinets, Utility, Household, wooden
Wooden Household Furniture, not upholst.

BIRCHWOOD FURNITURE

1338K - 36th Avenue N.E.

Calgary, Alberta

T2E 6T6

Tel: (403) 250-7953

Fax: (403) 250-5106

Export Contact:

Terry Anderson

Vice President

Birchwood Furniture designs, manufactures and markets upholstered furniture and case goods such as occasional tables, entertainment centres, wall systems and curios for the retail market and commercial purposes in the mid to high end category. With plants located in Calgary and Winnipeg, Birchwood has a solid base in Western Canada. Increased marketing emphasis has been successful in strengthening the firm's position in the Eastern region and is currently succeeding in launching the U.S. market.

In order to compete on a national and global level, Birchwood has integrated the ISO 9002 quality program as an internationally recognized standard. With the implementation of the company's quality program, the next emphasis is on customer service and response. Customer service representatives and order desks are provided for each product category. Although the main language of the company is English, they can effectively communicate in French and German. Birchwood has gained a reputation as "the Quality Company" in furniture, and is anxious to establish more "quality relationships" in new markets.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.

Furniture, Bedroom, wooden, not upholst.

Cabinets, Kitchen, Household, wooden

Desks, Writing/Study, Household, wooden

Chests, cedar

Wooden Household Furniture, not upholst.

Furniture, Living Room, upholst., except convertible

Chairs, Household, upholstered

Couches, except Studio couches

Couches, Studio

Furniture, Living Room, upholstered, convertible

Furniture, Household, upholstered

BLAINVILLE MOULDINGS INC.

444 22nd Avenue East
Blainville, Québec
J7C 4L8
Tel: (514) 430-3600
Fax: (514) 430-2286

Export Contact:

Bruno Tremblay Director of Export

Blainville Mouldings Inc. is a custom moulding manufacturer utilizing a broad range of existing profiles. Furthermore, the company can duplicate a prospective clients' profile accurately and consistently.

The company has available popular domestic and foreign species. Because they are a custom manufacturer, they service a wide variety of industries.

The Company is seeking an organization or an individual with experience and a customer base that can target products for the appropriate industry and is able to provide sufficient volume.

Products for Export

Furniture, Household, wooden, parts

BOGDON & GROSS FURN. CO. LTD.

P.O. Box 1240
75 Ridout Street
Walkerton, Ontario
N0G 2V0
Tel: (519) 881-0600
Fax: (519) 881-1068
Export Contact:

John Al President/Plant Manager

Bogdon & Gross roots trace back to 1927 when production began in Kitchener Ontario by the founders, Peter Bogdon and Kari Gross. In 1937 with the help of their sons George Bogdon, Stan and Joe Gross, the Company relocated in Walkerton, Ontario.

Their slogan "Styled and Priced for Everyday Living", reflected their knowledge of the Furniture Business and is very much an important factor to the Company today. This 107,000 square foot factory with 60 employees still thrives.

The Company's Country Colours Collection is available in blue, green or white paint with honey ash surfaces, while the Bruce County Town Collection is constructed of solid ash and ash veneers and is available in mellow, cinnamon or honey ash finishes.

The Firm's Eighteenth century Traditional Series is constructed of solids and veneers available in walnut or mahogany finishes, also the maple line is constructed of hardwoods and veneers available in cinnamon, salem, walnut, emberglo and mahogany finishes.

The upholstered line is constructed of hardwoods and is available in maple and ash finishes. Delivery and service depends on the item required and will run one to six weeks. The Company's aim is to satisfy its valued customers.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.
Furniture, Bedroom, wooden, not upholst.
Furniture, Dining Room, wooden, not upholst.
Furniture, Kitchen/Dinette, wooden, not upholst.
Cabinets, Kitchen, Household, wooden
Desks, Writing/Study, Household, wooden
Wooden Household Furniture, not upholst.
Chairs, Household, upholstered

BOIS-AISE DE ROBERVAL INC.

110 R.R. #1
Roberval, Québec
G8H 2M9
Tel: (418) 275-3798
Fax: (418) 275-5908

Export Contact:

Gaston Castonguay President

The firm has been precision cutters of rough, planed and ripped timber for about 12 years and has an annual drying capacity of 30 million board feet. The company specializes in manufacturing box spring components and boxwood.

The firm's equipment includes a planer, ribbon ripper, multiple-blade ripper, automatic piler, wood dryers, warehouses, debarking machine, etc.

The company's transportation infrastructures and vast experience in the field of international transactions give tremendous access to all the markets.

Products for Export

Box Springs and upholstered Bases, Bed
Furniture and Fixtures

BOISINOVE (1991) INC.

418 des Adirondacks
Beauport, Québec
G1C 7E8

Tel: (418) 661-1032

Fax: (418) 661-6207

Export Contact:

Daniel Fiset Manager

The company, founded in 1984, manufactures furniture made of jack pine and distributes throughout North America. The firm manufactures a wide range of futon frames specially designed for customers, using exclusive raw materials. Boisinove has built a solid reputation around quality, promptness and good after-sale service. The company's production system has made it possible to reduce delays in delivery by 75 per cent.

The company has just taken the important step of signing a contract with a large national distribution network. Manufacturing agents are covering the Toronto and Washington DC metropolitan regions. Despite strong competition from within the USA and from China, Malaysia, Brazil and others, we are still able to export 30% of our products to the Northeastern US. The company has just moved into new and more spacious facilities that will enable it to increase its production capacity and thus fulfil its mission more effectively.

Products for Export

Wooden Household Furniture, not upholst.
Couches, Studio
Beds, Bunk
Cribs

BONAVENTURE FURNITURE INDUSTRIES LTD.

894 Bloomfield Avenue
Montreal, Québec
H2V 3S6

Tel: (514) 270-7311

Fax: (514) 270-7978

Export Contact:

Michael Levitt Vice President

Bonaventure Furniture Industries Ltd. is a wholly owned Canadian company with its principle manufacturing facilities in Montréal, Québec, Canada. The company was initiated in 1969 and manufactures a high quality designed line of contract executive seating, waiting room furniture and tables.

Bonaventure prides itself in its unique quality control and as a totally vertical operation, constructs its own upholstery frames out of solid birch and maple, controls its wood working department with 25 standard finishes of wood (stains, polyester and matte finishes), and electroplates its own steel with a variety of 30 metal finishes.

Bonaventure products have won numerous design awards throughout the Canadian and U.S. marketplaces and the prestigious but well priced line has been specified for airport lounges, hotels, executive boardrooms and waiting room areas. Representatives and showrooms located throughout the U.S. and Canada allow Bonaventure to service clientele in every major area.

Products for Export

Chairs, Household, upholstered
Couches, except Studio couches
Couches, Studio

CANADA STAMPINGS AND DIES LTD.

P.O. Box 244
Woodstock, Ontario
N4S 7W8
Tel: (519) 537-6245
Fax: (519) 537-7742

Export Contact:

R.A. Hewitt General Manager

Canada Stampings & Dies was founded in 1926 and is a highly efficient, automated stamping plant. The company designs and builds tooling in-house (heat treating included) and offers a full range of back-up services such as spot welding, riveting, tube bending and deburring.

Canada Stampings & Dies is also associated with a company in Ingersoll, Ontario, Canada Stamping Presses & Equipment Inc. There, the company buys and sells new and used presses and press room equipment. They would be happy to talk to you about any needs you may have in acquisition of equipment or preventive maintenance.

At the Woodstock facility the firm has automatic press lines (coil feed) ranging from 50 ton - 110 ton. These presses are electronic devices. This adds longer life to tooling as well as ensuring quality parts are being produced. The firm also has secondary presses from 15 to 50 ton. The company's most competitive field is in the small and medium stampings with releases of 2,000 to 1,000,000 pieces.

The Quality Assurance program designed with operators fully trained in SPC methods, means products are shipped on time and to the customers' precise blueprint specifications.

The company is looking to expand its customer base and to further utilize its extra capacity. The firm welcomes the opportunity to service you on either a short term or long term basis.

Products for Export

Bed Springs, Baby Crib

CANADIAN CEDAR MANUFACTURERS LTD.

P.O. Box 366
Oak Lake, Manitoba
R0M 1P0
Tel: (204) 855-2202, 1-800-461-7978
Fax: (204) 855-2599
Export Contact:
Robert Heath President

Canadian Cedar Manufacturers Limited, designs, manufacturers and markets all its own furniture. This may be outdoor furniture ranging from chairs, loungers to tables, etc. It may also be the firm's indoor lines. These comprise the firm's very popular cedar chests to coffee tables through to plate shelves. Canadian Cedar Manufacturers Ltd. catalogues show many of these items.

The firm's Research and Development department run tests on all items before they go into production and the Design Department is on going for new items. While the company specializes in cedar they are able to manufacture items by request, in any wood. Assembling, by the consumer, usually takes only minutes. All necessary instructions and hardware are supplied with each item. With a toll free telephone line the firm can answer any problems a customer may have.

Export markets include America, UK, and Germany. All export customers are handled by Canadian Cedar Personnel. The company's policy is to use only the very best Grade "A" clear cedar which is knot-free, combined with Quality workmanship. All items are guaranteed for 5 years.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.
Furniture, Dining Room, wooden, not upholst.
Chests, cedar
Furniture, Children, wooden not upholst.
Camp/Lawn/Veranda/Patio Furniture, wooden

CANAM MANUFACTURING LTD.

141 Skinner Street
Victoria, B.C.
V9A 6X4
Tel: (604) 386-4111
Fax: (604) 386-6546

Export Contact:

Sandra Henson Administrator

Canam Manufacturing Ltd. designs, manufactures and markets cabinets, for residential and commercial applications. The firm has a wide selection of products including various solid wood and wood veneers, and plastic laminates.

Residential: This area includes cabinets for kitchens, bathroom vanities, storage cabinets, bedroom and living room cabinetry and entertainment centres. Products are either sold direct to clients, through public tender, or through dealers.

Commercial: This area includes cabinetry for office, medical and educational applications.

The advantages of the company's products is attention to detail, quality workmanship, and the ability to design custom cabinets and the use of non-standard woods or laminates.

Canam Manufacturing Ltd. is currently exporting to Hawaii and would like to increase sales to that area and to develop a market in the Pacific Northwest and California. The firm is currently looking for dealers or distributors for its products in these areas.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.
Furniture, Bedroom, wooden, not upholst.
Furniture, Dining Room, wooden, not upholst.
Cabinets, Kitchen, Household, wooden
Cabinets, Medicine/Vanity, Household, wooden
Cabinets, Utility, Household, wooden
Furniture, Children, wooden not upholst.
Wooden Household Furniture, not upholst.
Household Furniture

CANWOOD FURNITURE INC.

955 Timmins Street
Penticton, B.C.
V2A 5V3

Tel: (604) 493-5656
Fax: (604) 493-4405

Export Contact:

Mel Kemp Manager Director

The quality and natural appeal of Canwood furniture will add warmth and atmosphere to any room.

All Canwood furniture is manufactured in solid wood and comes Ready-To-Assemble, a factor which creates substantial economies in freight, delivery and warehousing costs. Manufacturing facilities at Canwood's 10,000 square meter factory feature a precision combination of human craftsmanship and computer controlled technology. From these facilities the firm has developed a worldwide clientele for its furniture which has been innovatively designed and carefully crafted to satisfy the most demanding quality standards.

The company's product choices are numerous. From complete youth or adult bedroom groupings to dining sets, wall systems and occasional furniture pieces, to products tailored to your specific requirements. All inquiries are welcome. Be sure to visit the firm's Showcase display as well as their exhibit in the Tokyo Furniture Fair.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.
Furniture, Bedroom, wooden, not upholst.
Furniture, Dining Room, wooden, not upholst.
Furniture, Kitchen/Dinette, wooden, not upholst.
Cabinets, Kitchen, Household, wooden
Desks, Writing/Study, Household, wooden
Furniture, Children, wooden not upholst.
Wooden Household Furniture, not upholst.
Beds, Bunk
Camp/Lawn/Veranda/Patio Furniture, wooden
Shelving, wooden

CARMEL PRODUCTS INC.

10 Mount Vernon Avenue
Ville St. Pierre, Québec
H8R 1J7

Tel: (514) 489-7505

Export Contact:

A. Gelbart President

Carmel Products Inc. was established in 1957 selling wire products such as plant stands, magazine and wire racks, bathroom accessories (wall and towel racks) occasional tables, tables etc. in brass plated or painted finishes, across Canada, the U.S. and the Caribbean Countries.

Carmel is affiliated with Orlite Products Inc. which has a complete range of lighting products floor, table and swag lamps all of which are also available in "touch lamps". The firm also has a line of children's lamps and clocks. The company's lamps are sold across Canada, the U.S., Saudi Arabia, and the Caribbean Countries.

Products for Export

Furniture, Living Room/Hall, metal, not upholst.

Tables, TV or Snack, metal

Metal Household Furniture, not upholstered

Household Furniture

Shelving, other than wooden

CARON & FILS (MEUBLES) INC.

65, avenue de la Gare

C.P. 910

La Pocatière, Québec

G0R 1Z0

Tel: (418) 856-2642

Fax: (418) 856-2666

Export Contact:

Guy Caron Vice-President

With over 30 years of experience, CARON is committed to fulfilling the needs of today's cabinet makers. CARON guarantees you:

The talent and great care in manufacturing a product of which you can be proud. Combined with modern technology, they create fine wood products.

The result of careful attention to each phase of production: wood selection, kiln drying, milling assembling, sanding.

The variety you need: a wide selection of models - from the standard classic styles to the modern European look. All the firm's products are available in a complete range of sizes.

A smile at the order desk, a large inventory of materials and finished products, a shipper who checks and signs your order. You will be supplied quickly and efficiently.

A reliable manufacturer that supplies you with what you want, when you want it, and at competitive prices ...

Wood hand-selected before milling. Milled wood matched for colour to ensure the best-looking product. Solid wood joints formed with water-resistant glue and cured in a high-temperature press. Sturdy assembly assured with high grade PVA resin and vibration-proof inserts. Wood kiln-dried and stress-relieved (M.C. 6 to 8%). Plywood: both sides no. 1 grade, rotary-cut and book-matched red oak veneer. Final hand sanding and polishing to simplify your finishing job. Each order is individually inspected prior to shipment.

With over 30 years of experience, CARON is committed to fulfilling the needs of today's cabinet makers.

Products for Export

Cabinets, Kitchen, Household, wooden

Furniture, Household, wooden, parts

CHILDSPACE MANUFACTURING LTD.

Box 2459

Olds, Alberta

TOM 1P0

Tel: (403) 556-3945

Fax: (403) 556-3560

Export Contact:

Chris Whittaker General Manager

Childspace Manufacturing Ltd designs, manufactures and markets site furniture to complement its major product of children's playground equipment. The several different product lines of park benches, litter containers, picnic tables and associated items have several hundred possible permutations of design, materials, finishes and fasteners.

In addition the company is able to custom manufacture to complement existing colour schemes or design features. The firm's engineering and design staff can assist in satisfying virtually any request. The production staff is innovative and takes pride in their workmanship.

The company has been active in the Western Canadian market since 1981, and has been exporting to Pacific Rim countries for the past four years. All export customers deal directly with senior management.

Products for Export

Camp/Lawn/Veranda/Patio Furniture, wooden

Camp/Lawn/Veranda/Patio Furniture, except wood

COJA LEATHERLINE OF CANADA INC.

2700 Steeles Avenue W.
Concord, Ontario
L4K 3C8

Tel: (416) 660-7600

Fax: (416) 660-7592

Export Contact:

Eric Vlessing Vice President

COJA originated in Holland and has been a family business for three generations. Coja Leatherline of Canada Inc., founded in 1986, is a Canadian based furniture manufacturer specializing in leather upholstery. Headquartered in Concord, Ontario, the company ships throughout the world.

COJA creates stunning designs a in wide selection of models consisting of sofa groupings (in contemporary, transitional and traditional styles), sectionals, sofa beds, swivel chairs and motion.

COJA uses only top grain aniline dyed leathers, which are the very best hides available. Vibrant colours are the firm's trademark, in fact, the vast colour selection comprises over 100 different hues. In addition the company makes sure the grades of leathers are always in stock. And best of all, the firm offers 4 to 6 weeks delivery on all of its products.

Products for Export

Furniture, Living Room, upholst., except convertible

Chairs, Household, upholstered

Couches, except Studio couches

Couches, Studio

Furniture, Living Room, upholstered, convertible

Furniture, Household, upholstered

CONCORDIAN CHESTERFIELD CO. LTD.

50 Planchet Road
Concord, Ontario
L4K 2C7

Tel: (416) 669-9428

Fax: (416) 669-9823

Export Contact:

Sylvia Aiello General Manager

Concordian Chesterfield occupies a 40,000 square foot manufacturing facility located in Concord, Ontario. Concordian is a manufacturer of living room furniture supplying a semi-custom line of furniture to retail outlets across Canada. The Company is a tag order (sold) house, primarily manufacturing residential, traditional living room furniture both in fabric and leather. Concordian has a sales force across Canada as well as representation in the North, Eastern bordering United States. The Company employs 60 people which includes, manufacturing, office, sales and management staff. The product retails at a medium to high end range. In the past the company has supplied contract work as well as residential work. The past growth has been attributed to the demand of a well made custom product at a medium price range. Concordian Chesterfield is set up to produce single piece orders and special orders. Concordian Chesterfield supplies a network of "mama/papa" stores across Canada.

Products for Export

Furniture, Living Room, upholst., except convertible
Chairs, Household, upholstered
Couches, except Studio couches
Furniture, Living Room, upholstered, convertible
Furniture, Household, upholstered

CONFUR CONTRACT FURNITURE INC.

105 Wingold Avenue

Toronto, Ontario

M6B 4H3

Tel: (416) 781-9397

Fax: (416) 781-2791

Export Contact:

Karen Aikins Marketing Manager

Confur Contract Furniture Inc. is a Canadian manufacturer of School, Computer and Office furniture. The firm's products are constructed from steel and melamine. The majority of the company's lines are shipped knocked down which is ideal for exporting. Confur focuses on institutional government and commercial market areas.

Due to the unique design of the plant, Confur has the capability to manufacture custom products efficiently and quickly at reasonable costs. Generally, with some minimum quantity requirements, Confur is able to meet customers' individual needs easily. The firm's sales and production staff are happy to work with customers to facilitate the best products for their requirements.

Confur presently distributes throughout Canada and also exports to the United States. The firm is presently looking at other areas of the world to expand its export market. Staff are always willing to look at alternative markets and have flexibility regarding product design and manufacture.

Products for Export

Desks, Writing/Study, Household, wooden

COOPER BROS UPHOLSTERY

245 Bridgeland Avenue

Toronto, Ontario

M6A 1Y7

Tel: (416) 789-7671

Fax: (416) 789-1630

Export Contact:

David Douglas Director Sales/Marketing

Cooper Bros. Upholstery, a family owned Canadian company founded upon the principles of quality workmanship and tradition in the manufacture of custom upholstery.

Established in 1939 by Harold and Joseph Cooper, Cooper Bros. Upholstery still maintains the commitment made by those two enterprising and entrepreneurial men which was to manufacture only the best in quality products. Today this continuing tradition is spearheaded by Ernie Cooper who has expanded upon those principles first introduced by his late father and uncle.

Cooper Bros. Upholstery presently manufactures out of a modern 40,000 square foot factory located in Toronto. Employing 40 skilled craftsman who are truly dedicated to fine furniture making. The factory has it's own woodworking frame shop and finishing booth to accommodate any special or custom requirements requested by it's customers.

Offering a wide choice of traditional and transitional styling in a broad range of living room furniture, Cooper Bros. is regarded as the premium manufacturer of quality fine furniture in Canada. Cooper Bros' association with fine furniture retailers for over 50 years, has allowed products to be proudly used in the homes of generations of Canadians from coast to coast. By paying specific attention to it's "Hands on" workmanship, it's meticulous matching of fabrics, and it's quality and tradition story, Cooper Bros. can provide the ultimate in elegance and quality for the discriminating furniture buyer.

Products for Export

Furniture, Living Room, upholst., except convertible

Chairs, Household, upholstered

Couches, except Studio couches

Couches, Studio

Furniture, Living Room, upholstered, convertible

Furniture, Household, upholstered

CRAFTWOOD

191 Finchdene Square
Scarborough, Ontario
M1X 1E3

Tel: (416) 297-1100

Fax: (416) 297-0427

Export Contact:

Wayne Hall Sales Manager

Craftwood is a manufacturer of extremely fine custom furniture and millwork and has been in business since 1962. The firm operates in a new 70,000 square foot premises in Scarborough, Ontario employing 135 people. The plant is state of the art for custom furniture with some of the most advanced production equipment available. The firm's strength is in its ability to interpret designers drawings and to produce fine custom furniture, not only in volume, but in single units.

In addition to custom capability, Craftwood also produces high quality production furniture under contract for some of North America's largest manufacturers.

The company's market areas include the United States, Britain, Europe and the Mid East with some activity in the Orient.

Craftwood is actively looking for agents, with a proven record of calling on the upper end of the Architecture and Design community, in all areas.

Products for Export

Camp/Lawn/Veranda/Patio Furniture; wooden

Shelving, wooden

Lockers, wooden

CREATIVE CUSTOM FURNISHINGS

350 Oakdale Road
Downsview, Ontario
M3N 1W5

Tel: (416) 742-7450

Fax: (416) 742-6718

Export Contact:

Denys R. Jones President

Creative Custom Furnishings was initially formed as a custom manufacturing company. It's mission was to provide the highest quality of European standard cabinet and upholstery work. Over the years the firm was delighted to announce that it has achieved this. The company currently manufactures sofas and chairs under license to some of the finest furniture houses in Canada and the United States.

Creative Custom Furnishings builds custom boardroom tables and traditional tables for embassies, residences and corporate clients. Recently the firm has had considerable success manufacturing high quality custom cabinet pieces for hotels in Canada and for export clients.

In addition to custom manufacturing, the company has developed a complete line of traditional furnishings and is happy to work with designers and architects in specifying projects requirements.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.
Furniture, Bedroom, wooden, not upholst.
Furniture, Dining Room, wooden, not upholst.
Desks, Writing/Study, Household, wooden
Furniture, Living Room, upholst., except convertible
Chairs, Household, upholstered
Couches, except Studio couches
Couches, Studio
Furniture, Household, upholstered

CRORAK (LES FIBRES DE VERRE) INC.

2530 95° Rue
C.P. 501
St. Georges de Beauce, Québec
G5Y 5C9
Tel: (418) 228-1983
Fax: (418) 228-2759
Export Contact:
Louis Dionne Director of Sales

Founded in 1972, Crorak has been manufacturing made-to-measure fibreglass parts for 20 years. It makes quality products at very short notice and sells them for competitive prices. Among its methods are contact mould, pulverization and vacuum.

The moulds are made in the plant by specialists in order to minimize waiting time; they perform exceptionally well and have an impeccable finish. In this way the firm ensures that the product will be equal to its standards.

The company's engineering department uses a computer-aided design program to assist clients with the product right from the planning stage. A quality control program, which is in the process of being accredited at the ISO 9000 standard, is included at all levels of the manufacturing process.

At the time being, Crorak would like to continue expanding by mass producing on a small or large scale, either under licence or as a subcontractor. Flexibility is a major asset in today's marketplace.

Products for Export

Furniture, Table and Counter Tops, Household
Furniture, Household, plastic, parts
Umbrellas, Garden/Beach/Patio/Lawn
Camp/Lawn/Veranda/Patio Furniture, except wood

D.S.I. INDUSTRIES INC.

115 Cidermill Avenue
Concord, Ontario
L4K 4G5

Tel: (416) 669-1357

Fax: (416) 669-5564

Export Contact:

Mr. David Shamir President

D.S.I. Industries Inc., designs and manufactures a large variety of wooden office furniture finished in melamine and high pressure laminates with solid wood edging. Associated companies, L & D Computer Furniture and Comspect Tables, produce an extensive series of computer furniture as well as restaurant and banquet tables composed of metal and wood. Sales are directed to Dealers, Agents and Facilities Managers.

With thorough, consecutive design planning, D.S.I. has created a comprehensive assortment of furniture encompassing over 5000 pieces divided into nine integrated collections. Each component is constructed at two main facilities located in Concord, Ontario. Both plants are equipped with "state of the art" computerised manufacturing systems which ensure an exceptionally high level of production, uniformity and appearance. This results in very competitive pricing and tremendous output flexibility. There is also a broad selection of value added accessories such as keyboard racks, locks, and wire management systems. The recent inclusion of a complete line of "ready to assemble" conversion kits enhances the integral design nature of the furniture while securing the company's position as competitive on a world wide scale. The potential number of applications for this product base has become almost unlimited.

D.S.I. Industries Inc., has achieved an international reputation for superb quality control, devoted service and prompt, reliable delivery. Current export markets include the Central and North Eastern United States (through a dedicated distribution centre), Eastern Europe and Western Europe. Future plans call for greater penetration in the existing export markets with expansion into Mexico and Asia.

Products for Export

Desks, Writing/Study, Household, wooden

Desks, Writing/Study, Household, metal

Shelving, wooden

Shelving, other than wooden

DALCO CONCEPT INC.

1125 Tupper Street
Hawkesbury, Ontario
K6A 3E1
Tel: (613) 632-0973
Fax: (613) 632-1864
Export Contact:
Various

Dalco Concept Inc. designs, manufacturers and markets showcases and display cases for the retail industry. The firm's facility is 40,000 square feet in area. The company has complete production capabilities from cutting, drilling, polishing and special glass working to tempering as well as cabinet making and custom design. The firm has over 20 years of experience in Europe and has been well established in North America for over 10 years.

Dalco Concept Inc. has a wide range of standard showcases with many standard features and also offers many options to customers. All the firms showcases and displays are manufactured in a "frameless" design. The company will also design and manufacture custom units upon request. The prices are very competitive and the firm takes pride in the craftsmanship of all showcases and displays. From the simplest standard unit to full-store customized systems, the showcases are always attractive, versatile and above all, manufactured with the highest quality materials. Dalco Concept Inc. pledges to keep the satisfaction of clients in mind at all times.

The bulk of the firm's exports are presently to the United States. However, the company is expanding its market area to serve Mexico, Central and South America, the Middle East and Australia. Export customers can deal directly with Dalco Concept Inc. or through well established distributors, depending on their needs.

Products for Export

Desks, Writing/Study, Household, wooden
Shelving, wooden
Shelving, other than wooden

DANICRAFT MANUFACTURING LTD.

360 Lynn Avenue
North Vancouver, B.C.
V7J 2C5

Tel: (604) 987-9828

Fax: (604) 987-9838

Export Contact:

T. Scarella President

Danicraft Manufacturing Ltd. manufactures children's table & chair sets, easels, toy boxes and other wooden accessories. The firm's products are designed with play value in mind. Easels, for example, allow the user to interchange accessory boards with the white board. Accessory boards include; magnetic, felt, acrylic, clown board.

The firm's System Table is designed to be an art and learning centre. It's unique design allows one to use it as a regular table for four, and easel for two, a play centre with lots of room for storage.

Danicraft Manufacturing Ltd.'s products are sold in Canada and the USA. Through the years, customers are happy with the high quality standards and prompt customer service.

Products for Export

Furniture, Children, wooden not upholst.

DAVIDSON FURNITURE SPECIALTIES LTD.

40 Konrad Crescent
Markham, Ontario
L3R 8T4

Tel: (416) 475-8376

Fax: (416) 475-0792

Export Contact:

Andy Stephenson General Manager

Davidson Furniture Specialties Ltd is a manufacturer of high pressure laminated table tops located in Markham Ontario Canada, a suburb of Toronto, Ontario. The firm has a plant of 20,000 square feet and specializes in laminating plywood and particle board cores of various thickness. Edge finishes range from self edge and vinyl T-Mold edges to solid wood edges in different profiles. Much of the company's sales are of a custom nature and are built to architectural or design specifications.

The firm has a customer base, which has developed since its inception in 1937; this customer base is mainly from Southern Ontario but the company sells throughout Canada using commissioned sales people. Currently, a majority of table tops are sold to a local office desk manufacturer who in turn sells much of his product into the United States. It is the firm's plan to locate several large users of table or desk tops in the United States and export direct to these customers.

The company would be pleased to entertain inquiries from manufacturers sales agents or companies interested in import product direct. Please contact Andrew Stephenson 416-475-8376 Fax: 416-475-0792.

Products for Export

Camp/Lawn/Veranda/Patio Furniture, except wood
Lockers, other than wooden

DESIN INC.

490 Niagara Street
Winnipeg, Manitoba
R3N 0V5

Tel: (204) 488-9128

Fax: (204) 488-2883

Export Contact:

Bruno Wojnicz President

Desin Inc. designs and markets its own line of contract and retail furnishings and accessories both directly and through representatives. All of the products are viable for both the residential and commercial market. Target markets are from the exclusive upscale to the more moderately priced. Commissioned pieces are also performed by its owner/designer Bruno Wojnicz.

Some of the items in its current line include:

Coffee Tables, End Tables and Pedestals - from the exclusive limited editions to moderately priced. Fabricated from marble, granite glass and steel.

Entertainment Centres - all inclusive entertainment centre in wood offered in various finishes.

Desk Sets - a range of items for both the home and office of a unique design fabricated from plastics and metal.

Clothes Tree - fabricated from marble and steel.

Desin Inc. currently exports to the United States and is searching for new additional markets in the United States, Mexico, Europe and Japan.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.

Furniture, Living Room/Hall, metal, not upholst.

DOREL INDUSTRIES INC.

4750 Des Grandes Prairies
St. Leonard, Québec H1R 1A3
Tel: (514) 323-5701
Fax: (514) 323-9444

Export Contact:

Cynthia Bushell International Business

Dorel Industries Inc. is a publicly traded consumer products manufacturer based in Montreal. Dorel companies include: Cosco Inc., Ridgewood/Charleswood, and Infantino. Dorel has production facilities located in Cornwall, Ontario; Montréal, Québec; Cartersville, Georgia; Columbus, Indiana; Wright City, Missouri; and Chula Vista, California.

Dorel manufactures and distributes home furnishings and juvenile products. The home furnishing line includes metal folding tables and chairs, step stools, tubular metal furniture and wooden ready-to-assemble furniture for the kitchen, living room, bedroom, and home office. The juvenile line, produced in strict accordance within American, Canadian, British, and EC standards, includes car seats, high chairs, boosters, playpens, swings, guardrails, toilettes, walkers, strollers, cribs, mattresses, and decorative wallhangings the child's room.

In North America, Dorel products are marketed and distributed by independent retailers, mass merchants, discounters and catalogue retailers. In another twenty countries, Dorel in established with distributors and agents.

While Dorel in interested in pursuing and developing sales worldwide, Europe (Germany, Italy, and Spain), the Far East, India, and South America have been identified as priority markets. Advice regarding agents/distributors in these markets would be appreciated.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.

Furniture, Bedroom, wooden, not upholst.

Furniture, Dining Room, wooden, not upholst.

Furniture, Kitchen/Dinette, wooden, not upholst.

Cabinets, Kitchen, Household, wooden

Desks, Writing/Study, Household, wooden

Chests, cedar

Cabinets, Utility, Household, wooden

Furniture, Children, wooden not upholst.

Wooden Household Furniture, not upholst.

Beds, except folding/roll-away/bunk, metal

Furniture, Children, metal, not upholst.

Beds, Bunk

Cribs

Seats, Baby

Mattresses, Spring Filled

Mattresses, Cotton Felt

Mattresses, Foam Plastic

DURHAM FURNITURE INC.

450 Lambton Street West
Durham, Ontario
N0E 1R0

Tel: (519) 369-2345

Fax: (519) 369-6515

Export Contact:

Jack Lawrence Vice President Marketing

Durham Furniture Inc. designs, manufactures and markets a complete line of household furniture. This includes bedroom, dining room, occasional tables, wall units and curio cabinets.

Durham Furniture Inc. also does hotel contract work with a minimum quantity of 100 rooms. A complete manufacture of the end product as lumber goes from kiln drying right through to the finished product.

Durham Furniture Inc. is categorized in a medium to medium high end product. The product line varies from a combination of solids and veneers to completely solid sets.

The predominant woods used are maple, ash and oak along with cherry and oak veneers. Durham Furniture Inc.'s present capacity is capable of approximately \$20,000,000.00 volume.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.

Furniture, Bedroom, wooden, not upholst.

Furniture, Dining Room, wooden, not upholst.

Cabinets, Medicine/Vanity, Household, wooden

Wooden Household Furniture, not upholst.

DUTAILIER INC.

298, Rue Chaput
St. Pie de Bagot, Québec
J0H 1W0
Tel: (514) 772-2403
Fax: (514) 772-5055

Export Contact:

Domnic Balthazar Director, Marketing

The firm is a private company located in St-Pie de Bagot, Québec, a small town in the Estrie. Founded in 1976, our ambition is to become the leader in manufacturing reclining chairs.

Dutailier has four manufacturing plants with a total area equal to about seven football fields (225,000 sq ft). Three of the plants are located in Québec, and one in the USA, in regions known for their experienced furniture manufacturing people.

Dutailier has a large team of more than 550, almost three times as many as a few years ago. Expansion in the North American and European markets has been phenomenal. At present, more than 3,500 quality retailers sell Dutailier products in North America, in facilities ranging from small specialty shops to department stores. The network of highly motivated retailers is increasing steadily.

Dutailier has made a commitment to improve and innovate constantly. With this in mind, it devotes a good deal of time and money to research and development. It is devoted to planning, manufacturing and marketing products that retailers like you can be proud to offer to your customers.

Research has proven to be very beneficial, because the company is continually introducing new technologies, such as the exclusive GLIDE-R-MOTION, a movement recognized for its incomparable smoothness and comfort.

Dutailier is on the leading edge of reclining furniture technology. In addition, with its highly effective quality control systems, it provides products of unsurpassed quality to its customers. Dutailier's team is constantly exploring ways of improving products that are already recognized as the best available. Dutailier - always on the move.

Products for Export

Furniture, Living Room, upholst., except convertible
Chairs, Household, upholstered

DYNASTY WOOD PRODUCTS INC.

4315 - 61 Avenue S.E.
Calgary, Alberta T2C 1Z6
Tel: (403) 236-3220
Fax: (403) 279-9516

Export Contact:

Brian Montes Director of Marketing and Sales

Dynasty Wood Products Inc. is a large manufacturer of promotional bedroom and occasional furniture. Styles range from contemporary to country and includes youth groupings as well as master bedroom, wall units and entertainment centres. Contemporary models are lo-pressure laminates with applications of many distinctive finishes. The company's solid pine line is very well accepted throughout the North American market due to it's styling, quality and value.

The firm's ultra modern plant is located in Calgary, Canada. This location is very well suited to ship truckloads and containers worldwide at a reasonable cost. Dynasty designs all it's own products. The major factor is that 90% of all materials utilized is made in-house. This allows the company to pass the savings along to it's customers. Only the newest state-of-the-art manufacturing processes are used. Lamination and wood profiles are also made in the premises, resulting in better quality and continuity of finished products.

At present the company is selling it's products throughout Canada and the U.S.A. as well as Saudi Arabia and other Middle Eastern countries. The firm is also shipping to all U.S. Territories, plus Alaska and Hawaii. Dynasty participates in all major furniture shows in North America, where many of foreign leads are met. The products are sold through corporate representatives, sales agents and distributors. The majority of goods are sold to large and medium sized furniture store chains as well as departmental stores. The company also concentrates on independent furniture stores capable of buying in truckload quantities.

The firm is very anxious to expand into Mexico as well as all Central and South American countries. This is where they feel the greatest potential lies for their product lines. The company would gladly welcome any enquiries world-wide and will work closely with buyers from any country. Product photos and other information is available to any serious potential buyer. The corporation is able to communicate effectively in english, french, spanish and hindi.

Products for Export

Furniture, Living Room/Hall, wooden not upholst. Cabinets, Utility, Household, wooden Shelving, wooden

Furniture, Bedroom, wooden, not upholst.

Furniture, Kitchen/Dinette, wooden, not upholst.

Desks, Writing/Study, Household, wooden

Furniture, Children, wooden not upholst.

Wooden Household Furniture, not upholst.

ENTREPRISES MODERNES DAVELUYVILLE INC.

410 - 3^e rue
Daveluyville, Québec
G0Z 1C0
Tel: (819) 367-3450

Export Contact:

Mme Hélène Fournier Manager

Founded six years ago to take over from Astel Products, which are well-known in France and USA, Entreprises Modernes Inc. manufactures doors for kitchen cupboards and furniture, mainly from wood, but also from pine fibre. Oak, maple, ash and pine are the varieties of wood that are used.

The company manufactures a number of door types, and will custom-make exclusive models if requested to do so.

The firm is known for excellent manufacturing techniques and first-quality wood.

In view of the large quantity of wood that is rejected in the first stage of inspection, the company can produce, on request, doors that are equally well manufactured but made with pieces of wood of varied tones.

The firm has quite a large production capacity and is able to respond to requests for exports. The company can deal in either French or English, and, through an interpreter, can negotiate with any prospective customers.

Products for Export

Cabinets, Kitchen, Household, wooden

ENVIRODESIGNS INC.

10545 - 105 Street
Edmonton, Alberta
T5H 2W7
Tel: (403) 448-1044
Fax: (403) 452-1730

Export Contact:

Evelyn Millman President

Envirodesigns Inc. provides unique, premium quality sunshade products with the best environmental protection for the consumer. Their exclusive lines of sunshades give North American consumers a lifetime investment in quality workmanship.

The growing concern regarding ozone depletion has encouraged consumers to re-examine their lifestyles and their attitudes about exposure to the sun. Envirodesigns uses high quality tight weave fabrics that block out almost 100% of the harmful ultra-violet radiation of the sun.

The Pendalex Sunshade, with its unique side post system, has been Envirodesigns' major product. The Pendalex is 50 - 65% Canadian content, depending on the accessories sold. Optional features such as the gazebo or cabana attachments, and an assortment of different bases are Canadian innovations that North Americanize this Swiss designed product. Envirodesigns is the exclusive North American distributor and manufacturer of the Pendalex and its largest market has been the Casual Furniture and Pool/Spa industry.

This year Envirodesigns is introducing a line of giant sunshades to its Pendalex products - the Palazzo, Pergola and Pergolina. All these giant sunshades have centre post systems and range in size from 12 to 26 feet in diameter. Envirodesigns is the North American distributor of these giant sunshades and with the addition of this new product line, marketing will be targeted towards New Home Builders, Architects, and the Hotel/Restaurant industry.

Products for Export

Umbrellas, Garden/Beach/Patio/Lawn
Camp/Lawn/Veranda/Patio Furniture, except wood

EVERLITE

10150 Notre-Dame St. East
Montreal, Québec
H1B 2T8

Tel: (514) 645-2246

Fax: (514) 645-0001

Export Contact:

Cosimo LaRosa

Vice President

Everlite manufactures a wide variety of Decorative storage chests, trunks and specialty cabinets (e.g. gun). The firm's specialty is Aromatic Cedar Lined Bedroom Chests (linen) and Trunks in both assembled and RTA forms.

The company was founded in 1942 and is the only Canadian company manufacturing Cedar Trunks. Exports are mainly to the U.S. with some shipments to Africa, U.K, Denmark, and Japan.

The firm is interested in finding distributors in various countries willing to accept Nested Trunks or in establishing an assembly plant in which the Trunks are shipped in knockdown form for later assembly, thus saving in freight costs and creating jobs in economically depressed areas.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.

Furniture, Bedroom, wooden, not upholst.

Chests, cedar

FENCLO LTÉE.

2907 Dagenais Blvd. West
Laval, Québec
H7P 1T2
Tel: (514) 622-7246
Export Contact:
Roger Roy President

The company manufactures a wide range of wood fencing for do-it-yourselfers. The eight-foot pine lengths are used for privacy and decorative fencing and come in panels of various heights. The various products are natural, pressure-treated or stained with a non-polluting water-based product in various colours. The firm has imitations of various kinds of wood, and other colours can be prepared if volumes are sufficient. The company also prepares industrial wood for pallets and bed boxes. Other products are added yearly, and it is expected that picnic tables will be included within a year.

All products are prepared for the American market. The firm sells to places as far as Atlanta, Florida and the Midwest.

Two American wholesalers market the company's products in the large chains and regular hardware stores. These kinds of products must be very competitive; penetration is limited by transport costs.

The company would like to extend its market to the West Indies and Europe, but price constraints have limited such ventures for the time being. The products are 100% Canadian content and consist of wood that has limited use on the ordinary markets.

Products for Export

Furniture Frames, wooden

FLEX CABINET COMPONENTS INC.

22 William Street
Brantford, Ontario
N3T 3K4
Tel: (519) 756-3539
Fax: (519) 756-3539

Export Contact:

Gavin Smith Director of Marketing

Flex Cabinet Components Inc. designs and manufacturers a highly engineered system of components which when assembled provides premium quality cabinetry at a modest cost to general contractors, home renovators, and the do-it-yourselfer. The Flex-Kit cabinet system requires no more skill to assemble than the ability to follow simply illustrated instructions and read a tape measure.

40% of the most expensive cabinet components have been eliminated. Along with the need to have any factory installed hardware or any semi-automatic processing prior to assembly. Simply illustrated instructions, a tape measure, and simple hand tools are all that is needed to build cabinets with previously unheard of ease and precision.

The cabinets are ideal for use in kitchen, bathroom, workshop and general storage. When assembled individual cabinets are integrated into a single structure providing superior strength and appearance.

Flex is not tied to just one manufacturing facility. With the excess production capacity in Southern Ontario, the ability to adapt to expanding markets is virtually unlimited.

Flex cabinet components is presently soliciting markets in Mexico, Costa Rica, the Unites States of America and Korea. The primary languages of communication are english and spanish. Flex Cabinet Components is looking to expand world wide through exporting, joint ventures and technology transfer.

Products for Export

Cabinets, Kitchen, Household, wooden
Cabinets, Medicine/Vanity, Household, wooden
Cabinets, Utility, Household, wooden

FURNITRAD INC.

2650 Vanier Street
St. Hyacinthe, Québec
J2S 6L9

Tel: (514) 773-2517

Fax: (514) 773-6424

Export Contact:

Michel Gervais President

Furnitrad Inc. has been established since 1974. Furnitrad is a manufacturer of high end upholstered furniture for household use. The firm designs, manufactures and markets fabric and leather upholstery that matches in quality the best West European suppliers. Half of the company's production is leather, the other half is fabric. Furnitrad shops around the world for the most exclusive fabrics or leathers and also the best components to be introduced in their manufacturing. Half of the products go to famous brand names like Roche Bobois and the other half is sold under the Furnitrad name. The firm's market covers Canada, the United States and Mexico, at the moment, and they are currently seeking an opening in the Japanese market.

So far, Furnitrad has been strictly manufacturing on a tag order basis. To attend this market, the firm has a very wide range of fabrics and covers to be used in their very wide range of models. Furthermore, the company maximizes their chances of being able to service a wide range of customers' taste: being a tag order specialist, they developed over the years the abilities to respond to individual market needs: good communications, highly skilled customer service staff, consistent product quality, etc., are the key to Furnitrad's successes.

On the average, Furnitrad exports about 65% of it's production and they are geared to service a higher percentage of the upper end of the upholstery market. The firm can communicate both in french and english, also in written spanish.

Products for Export

Furniture, Living Room, upholst., except convertible
Chairs, Household, upholstered
Couches, except Studio couches
Couches, Studio
Furniture, Living Room, upholstered, convertible
Furniture, Household, upholstered
Mattresses, Foam Rubber

GREMARK INDUSTRIES LTD.

27 York Place
Cambridge, Ontario
N1R 3P6
Tel: (519) 740-6204
Fax: (519) 740-6236

Export Contact:

Mark J. DiCesare Vice President

At Greemark Industries Ltd.'s plant in Cambridge, Ontario, they manufacture a wide range of solid pine furniture and produce a quality product that is backed by a lifetime warranty.

The firm has withstood several recessions and after ten years in business is one of the few companies still manufacturing Waterbeds in Canada.

The company receives inquiries about Waterbeds from countries around the world and answers as many as possible. The demand for waterbeds is so great that the firm believes that with proper marketing techniques and good exposure Waterbeds could become a very viable export market.

Greemark Industries' product content is 100% Canadian and their goal is to have their Waterbeds sold and distributed globally. Greemark Industries is interested in developing sales world-wide and would welcome distributors and agents from different areas of the globe so that they may broaden their present export market.

Products for Export

Furniture, Bedroom, wooden, not upholst.

Chests, cedar

Cabinets, Utility, Household, wooden

Furniture, Children, wooden not upholst.

Wooden Household Furniture, not upholst.

Furniture Frames, wooden

Shelving, wooden

Lockers, wooden

GUILDHALL CABINET SHOPS LIMITED

11 Jutland Road
Toronto, Ontario
M8X 2G6
Tel: (416) 255-3425
Fax: (416) 255-8091

Export Contact:

Lorna H. Rennet President
Russell F. Rennet Secretary Treasurer

Guildhall Cabinet Shops Limited manufactures extremely high quality traditional reproduction furniture in Toronto. Over the past forty-five years Guildhall has developed a most extensive collection of furniture designs for both residential and corporate interiors. This collection includes furniture for dining rooms and boardrooms, occasional furniture, and all types of seating. The furniture is produced on a custom basis to suit the specific requirements of each client.

The woods and trimmings used are the finest available in the world and each piece is hand crafted with meticulous attention to detail. The furniture has a completely hand applied French polished finish. Special formulae developed by Guildhall give a durable and resistant finish, enhancing the woods and imparting the patina of fine antique furniture.

Guildhall furniture has been installed in some of the world's most prestigious corporate areas, the dining rooms of most Canadian Embassies, palaces in Saudi Arabia and has been included in many other top level projects throughout the world.

Generally, the company's furniture is specified by architects and interior designers and the service extended to them includes access to a full range of wood samples and photographs suitable for presentation purposes.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.
Furniture, Bedroom, wooden, not upholst.
Furniture, Dining Room, wooden, not upholst.
Desks, Writing/Study, Household, wooden
Furniture, Living Room, upholst., except convertible
Chairs, Household, upholstered
Couches, except Studio couches

GUNNAR MANUFACTURING INC.

3601 72nd Ave. S.E.

Calgary, Alberta

T2C 0G6

Tel: (403) 236-1828

Fax: (403) 236-1831

Export Contact:

Ken Slater Vice President

Gunnar Manufacturing Inc. designs, manufactures and markets a wide range of wooden office furniture. Gunnar has been in business for 14 years and recently moved into a new, larger plant in order to handle expanding sales.

An important feature of the company's products is that they can be shipped knock-down and easily assembled by the customer, thereby dramatically lowering shipping costs. This feature has proved extremely popular with foreign buyers.

One of Gunnar's strengths is its ability to design and manufacture furniture specifically customized to meet the needs of the buyer. The firm utilizes a state-of-the-art CAD system.

Gunnar's customers include a wide range of corporations and institutions. The company has extensive experience in designing and manufacturing specialized furniture for institutional customers, such as universities and schools.

Gunnar has proven its ability to design and manufacture quality wooden office furniture products at competitive prices and to provide customers with excellence in service and delivery.

Products for Export

Furniture, Bedroom, wooden, not upholst.

Shelving, wooden

H.P. CYRENNE LTD.

34 Boul. de L'artisan
Victoriaville, Québec

G6P 7E3

Tel: (819) 752-5743, (819) 758-1641

Fax: (819) 752-5072

Export Contact:

Robert Fauteux President

H.P. Cyrenne Ltd. is the furniture manufacturers' source for design, production and assembly of high quality chairs and component parts. The company is also producing table slides that will assure you the reliable operation your customers want.

The firm has extensive experience in supplying manufacturers of all sizes with quality products and produces a broad selection of chairs, ready-to assemble frames and wood component parts. Over the years, the firm has acquired more and more machinery and equipment to manufacture all kind of turnings, bendings or carvings.

The products manufactured by H.P. Cyrenne Ltd. are presently sold across Canada and the company is hoping to be active in the United States in the near future.

Products for Export

Furniture, Dining Room, wooden, not upholst.

HALCYON WATERBED INC.

355 Champagne Drive
Downsview, Ontario
M3J 2C6

Tel: (416) 636-7300

Fax: (416) 636-8848

Export Contact:

Mr. Andre Kocsis President

Halcyon Waterbed Inc. is a Canadian company which manufactures water mattresses, hybrid waterbeds, waterbed heating systems, and waterbed care products.

Water mattresses are constructed of the highest quality virgin vinyl. Hydraulic and/or fibre baffling systems produce mattresses with semi-waveless or waveless support. All "Halcyon" brand mattresses are warranted for five years against seam defects. Sizes can be customized to suit the needs of any markets.

Hybrid waterbeds are produced in the complete range of features and prices. Beds are covered by a ten year prorated warranty against manufacturing defects.

Waterbed heating systems are available with solid state or mechanical controllers. "Halcyon" 220V heaters are fully guaranteed for four years against manufacturing defects. Electrical approvals have been granted by all Scandinavian governments, as well as the German, Dutch and U.S. electrical agencies.

Halcyon Waterbed Inc. was established in 1971. There is presently a staff of approximately 150 in the Toronto-area plant and offices. All products are Canadian-made.

Branch offices and warehouses are located in the U.S.A. and Holland. Over a decade of worldwide export activity has enabled Halcyon to acquire the experience required to handle overseas clients' needs. Sales and marketing in Europe is coordinated by the Dutch office. Other world markets are served by the Canadian head office.

Products for Export

Mattresses, Water Bed

HEIDT PRODUCTS INC.

290 Marsland Drive
P.O. Box 8
Waterloo, Ontario
N2J 3Z6
Tel: (519) 884-4030
Fax: (519) 884-0481

Export Contact:

Raymond Heidt Export Sales Manager.

Heidt Products Inc. is a family owned business now in it's 30th year of operation. The firm's sales force incorporates the use of commissioned agents, soliciting both retail, institutional and contract sales as appropriate.

The firm's outdoor patio furniture is mid to high price range, made of extruded tubular aluminum. The frames are fully welded and then coated with a polyester powder paint in a choice of 10 colours. The company's cushions and umbrellas are available in over 50 fabrics. This furniture is sold to high-end speciality stores. Due to its high quality and durability, it is also ideally suited to contract applications such as hotels and country clubs. The high end customer insists on being able to custom order his own colour preferences.

The company also manufactures a wide line of classroom furniture. This includes student desks, chairs and tables. This is usually sold to the school board/district, often through a bid process. The furniture is also used in the school library, public libraries, church Sunday schools, church halls, ethnic halls and community centres. In addition, the stacking chairs and banquet tables are often sold to hotels and resorts for banquet applications.

Both the firm's product lines are sold on the basis that quality is worth paying for and that in the long run it is better value for the money. As a result, the agent must sell product on its quality, design and features, not strictly on price. The company prides itself on offering a quality product at a competitive price.

Products for Export

Furniture Frames, metal
Household Furniture
Umbrellas, Garden/Beach/Patio/Lawn
Camp/Lawn/Veranda/Patio Furniture, except wood

INDUSTRIES BELGRAPH

8460 Pascal Gagnon
St. Leonard, Québec
H1P 1T8

Tel: (514) 955-5133

Fax: (514) 955-8951

Export Contact:

Jean-Marie Perreault President

This young, dynamic company has been established in Montreal for several years. The firm is known for advanced concepts and quality products.

The company's activities include picture editing and the manufacturing of frames and laminate: most products are for framing, art galleries, gift shops, furniture shops, designers, hotel contracts, corporate and promotional gifts.

The firm's development team is always on the lookout for new Canadian artists.

Industries Belgraph has been exporting to the USA, Europe, Japan and Australia for three years. Most export customers are distributors of posters and art works, as well as framing wholesalers. The company's exports have 100% Canadian content, since it exports mainly reproductions of Canadian works and greeting cards. Belgraph signs contracts for the licensing of products such as jigsaw puzzles, diaries, decorative plates, calendars, sweaters, stationery, etc.

The company is constantly on the lookout for new distributors throughout the world. Catalogues and samples are available on request.

Products for Export

Frames, Mirror
Picture and Photograph Frames

INTERNA FURNITURE DESIGN LTD.

76 Signet Drive
Weston, Ontario
M9L 1T2
Tel: (416) 741-4211
Fax: (416) 749-2374

Export Contact:

Joe Kubecka Sales Manager/President

Interna specializes in designing and producing prime quality seating for residential and commercial applications. Its highly skilled employees work in a manufacturing facility encompassing 30,000 square feet. Interna uses only the finest leather hides and fabrics, and its single cutting process involves pattern matching for fabrics. It uses only top grain chrome tanned to aniline dyed genuine leather hides selected for first quality with a uniform calibration of Imm. It uses the best leather cuttings in the industry for seats, backs, and arms. Frames are made from one inch thick kiln dried hardwood which is doweled, screwed, and corner blocked. Throughout the manufacturing process Interna's upholstery products are made with the best manufacturing techniques and materials.

Interna's strength, in addition to its quality design, material, and manufacturing methods, is its ability to produce top quality custom designed and custom manufactured items, one unit at a time or in volume. This enables Interna to manufacture specially designed products for high-end interior designers who are trying to achieve unique design effects. .

Interna Furniture Design Ltd. is committed to exported top quality products as done for U.S.A. clients. New and additional markets are being sought in the above noted area as well as the Far East, South America, Western and Eastern Europe.

Products for Export

Furniture, Living Room, upholst., except convertible
Chairs, Household, upholstered
Couches, except Studio couches
Couches, Studio
Furniture, Living Room, upholstered, convertible
Furniture, Household, upholstered
Household Furniture

INTERNATIONAL WOODWORKING

588 Claude Street
P.O. Box 327
Warton, Ontario N0H 2T0
Tel: (519) 534-1692
Export Contact:
John Foris President

International Woodworking is a small, hand crafted furniture manufacturing company in the town of Warton, Ontario, the gateway to the Bruce Peninsula on the shores of Colpoys Bay, Georgian Bay. The firm manufactures White Cedar Furniture in Rustic and Contemporary Styles, from logs cut on the Bruce Peninsula.

The Company was established in the 1950's and the process for treating the logs to prepare for the manufacturing process, and the designs for Rustic furniture production were established then, and have remained constant to the present.

The Contemporary style is newer to the Company. It uses the same basic design as for making Rustic furniture, but the final look is plain, with no "log" look in evidence; a more "finished" product.

The furniture is finished with an acrylic lacquer made especially for the Company, and requires only a dusting with a dry or damp cloth.

A complete line of furniture is manufactured for home or cottage, office or business.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.	Furniture, Household, wooden, parts
Furniture, Bedroom, wooden, not upholst.	Beds, Bunk
Furniture, Dining Room, wooden, not upholst.	Shelving, wooden
Furniture, Kitchen/Dinette, wooden, not upholst.	Frames, Mirror
Cabinets, Kitchen, Household, wooden	Picture and Photograph Frames
Desks, Writing/Study, Household, wooden	
Chests, cedar	
Cabinets, Medicine/Vanity, Household, wooden	
Cabinets, Utility, Household, wooden	
Wooden Household Furniture, not upholst.	
Furniture, Living Room, upholst., except convertible	
Furniture, Living Room, upholstered, convertible	
Furniture Frames, wooden	
Furniture, Table and Counter Tops, Household	

INVECO PRODUCT DESIGNS AND MARKETING LTD.

1230 Reid Street
Richmond Hill, Ontario L4B 1C4

Tel: (416) 764-2622

Fax: (416) 764-3173

Export Contact:

Greg Jones Owner/President

Inveco Product Designs & Marketing Ltd., specializes in the design and manufacturing of commercial, institutional and Home Office furniture, for use with computers and related equipment.

Inveco has been designing and manufacturing computer furnishings for ten years. Over this time, Inveco has developed a reputation for quality products, backed up with exemplary service. A key element in Inveco's success is the ability to respond to individual market needs with quality, affordable, competitively priced products.

Inveco's focus for the export market is on mobiles, and free-standing, P.C. stands, within the product group called INVETEC SERIES. Invetec products include a variety of computer tables, printer stands, laser stands and speciality computer related products. The reasons for focusing on Invetec include the following:

1. Invetec Series is comprised of relatively few products that cover a very broad market opportunity.
2. All products are shipped (safely) knock-down.
3. The products are "commodity" in nature, requiring minimal sales experience, and customer support.
4. Inveco is able to produce these products competitively.
5. The combination of quality and design, help Inveco (and Inveco's Dealers) to differentiate, there by sustaining a competitive advantage through product offering, rather than price alone.

Participation in regional and national trade shows throughout Canada and the United States has resulted in the appointment of several sales agents. The company is aggressively seeking additional agent representatives in the U.S. Inveco has distribution warehouse facilities in Canada and northern U.S.A.. As new territories open up, additional regional warehouse may be added to serve the respective markets, to provide prompt dependable service - and keep freight costs to a minimum. Inveco is ready, willing and able to explore export opportunities in any country that good representatives can be found.

Products for Export

Desks, Writing/Study, Household, wooden
Wooden Household Furniture, not upholst.
Home Computer/Office Furniture

JACMORR INTERNATIONAL INC.

199 Trillium Drive
Kitchener, Ontario N2E 1W9
Tel: (519) 748-0253
Fax: (519) 748-5948

Export Contact:

Fred Radler Export Sales Manager

Jacmorr Manufacturing Limited has been in operation for approximately twenty (20) years. It has grown to its present size by being price competitive and innovative in product design. Jacmorr has earned a reputation for advancing innovative product designs and for its commitment to the progressive technologies in manufacturing and the raw material sciences. It has consequently gained an enviable position in the marketplace, respect from key customers and competitors alike, and the attention of governments and the local business community.

Operating out of its modern facility on Trillium Drive, Kitchener, Jacmorr serves the institution, commercial and consumer furniture OEM markets. Its plastic injection moulding and metal stamping capabilities provide it with the means to address appliance and specialty furniture industry needs through primarily hardware outlet/distribution channels. Jacmorr sells its products in Canada, the United States of America, Ireland, and has other partners in Europe and Asia.

Jacmorr International, Inc. sells its diverse product line to the following types of customers:

- Retailers (consumer goods)
- Furniture Manufacturers
 - Kitchen Cabinet
 - Home
 - Office
 - Institutional
 - Laboratory
 - Medical
 - Governments
 - Distributors
 - Non-Furniture Mfg. (Custom EMAB)
 - Re-Furbishers (Used Furniture)

Products for Export

Furniture Frames, metal
Furniture, HH, metal, PTS, except hardware
Furniture, Household, wooden, parts
Furniture, Household, plastic, parts

JOSEPH M. WILSON FURNITURE DESIGN

R.R. #3, Caribou River

Pictou, N.S.

B0K 1H0

Tel: (902) 485-4652

Export Contact:

Joseph Wilson President

Joseph M. Wilson Furniture Design designs and produces wood and wood/upholstered furniture. Its most notable strength is its flexibility to produce a broad range of custom designed furniture at prices competitive with high end production furniture.

Placing great importance on design quality and craftsmanship, its furniture retains its appeal and value. Customers speak directly to the designers and are consulted all the way through the design process.

J.M.W. Furniture Design has exhibited in galleries and museums in the U.S.A. and Canada. Although its principal export market has been to individuals and corporations in the U.S.A., new and additional markets are being sought. Its designs have been featured in several U.S.A. periodicals. English is the main language of the company with a capability to communicate effectively in Spanish.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.

Furniture, Bedroom, wooden, not upholst.

Furniture, Dining Room, wooden, not upholst.

Furniture, Kitchen/Dinette, wooden, not upholst.

Cabinets, Kitchen, Household, wooden

Desks, Writing/Study, Household, wooden

Chests, cedar

Cabinets, Medicine/Vanity, Household, wooden

Cabinets, Utility, Household, wooden

Furniture, Children, wooden not upholst.

Wooden Household Furniture, not upholst.

Furniture, Living Room, upholst., except convertible

Chairs, Household, upholstered

Couches, except Studio couches

Couches, Studio

Furniture, Household, upholstered

Furniture Frames, wooden

Furniture, Table and Counter Tops, Household

Furniture, Household, wooden, parts

Furniture, Household, parts

Beds, Bunk

Cribs

Household Furniture

Shelving, wooden

Lockers, wooden

Frames, Mirror

Picture and Photograph Frames

LAURIER FURNITURE LTD.

153 Boul. Laurier
Laurier-Station, Québec
G0S 1N0

Tel: (418) 728-2024

Fax: (418) 728-4749

Export Contact:

Laurent Mercier General Manager Assistant

Looked upon as a leader in Canada, Laurier has always set high standards for itself when it comes to performance. Ever since it was founded over 45 years ago, Laurier has always been out front in design and quality.

Over the years, this family enterprise has evolved to the point that today it has an ultra-modern plant. Through high-tech equipment the firm can maintain a leading edge on the market and thus provide customers with a unique product to meet their requirements.

Today Laurier is focusing on research and development to be in tune with tomorrow. The company intends to always remain creators and innovators.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.

Furniture, Bedroom, wooden, not upholst.

LAURYSSEN KITCHENS LIMITED

Box 1235, 2415 Carp Road
Stittsville, Ontario K2S 1B3

Tel: (613) 836-5353

Fax: (613) 836-7511

Export Contact:

M.J. Whitemarsh Sales Manager

Laurysen Kitchens is a family owned and operated business started in 1970 by John and Adri Laurysen.

The operations have changed significantly over the years. Now a 55,000 square foot state of the art manufacturing facility overseen by their son Bill, Vice President and General Manager; ships kitchens all over Ontario to dealers, large and small contractors and developers. Daughter, Caroline, Vice President and Administration; oversees all the administration of the company. Sales are conducted in a 9,000 square foot newly renovated office/showroom. Their son-in-law, Giuseppe, heads the highly successful commercial and architectural mill work division.

John and Adri are "hands on" equal opportunity employers and meet weekly with management team members, and still pride themselves on knowing all 88 employees by name.

Over the years Laurysen Kitchens has built a solid reputation on good quality and friendly service. Opportunities for growth have been carefully monitored. Extensive component price analysis and research into computer design and cabinet planner for door lists and counter top layouts all have been integrated into the manufacturing process. Remaining informed of technology and availability of component products keep Laurysen Kitchens competitive. Laurysen Kitchens' is a progressive company always looking for opportunities for investment and growth.

Products for Export

Furniture, Bedroom, wooden, not upholst.
Furniture, Dining Room, wooden, not upholst.
Furniture, Kitchen/Dinette, wooden, not upholst.
Cabinets, Kitchen, Household, wooden
Desks, Writing/Study, Household, wooden
Cabinets, Medicine/Vanity, Household, wooden
Cabinets, Utility, Household, wooden
Furniture, Children, wooden not upholst.
Wooden Household Furniture, not upholst.
Shelving, wooden
Lockers, wooden

LEDA FURNITURE

170 Hanlan Road
Woodbridge, Ontario L4L 3P6
Tel: (416) 851-2821
Fax: (416) 851-2450

Export Contact:

Marco L. Confalone General Manager

Leda Furniture has been manufacturing fine furniture for almost 25 years. The firm's distinctive line includes a full range of Dining Rooms, Bedrooms, and Wall Units, along with several occasional and coffee table sets and executive style home and office furniture.

The firm's entire line, manufactured in Woodbridge, Ontario is of solid cherrywood and selected cherry veneer. Leda furniture features a hand-rubbed lacquer finishing process which gives the furniture a deep rich finish, with table tops featuring a glossy top for added attraction. The furniture styles range from traditional to modern/contemporary, to 18th century, all of a transitional American styling with a European flair. And the company's furniture can be finished in either a dark, natural or light finish. Leda has representation throughout Canada as well representation spread out the U.S.A Leda features permanent showroom galleries in the following locations:

Booth #106 & 108 International Centre, Mississauga, Ontario

L.A. Mart, Los Angeles, California

Space #508 San Francisco Mart, San Francisco, California

Booth D335 IHFC Building, High Point, North Carolina

Leda has set up sales representation in Mexico and Australia as well. Leda's marketing program also features a promotional campaign with "The Price is Right" game show. The firm's product is showcased on a regular basis and we are the only Canadian manufacturer to be featured on the CBS gameshow. Leda is also the proud recipient of an O.F.M.A Trillium Award for furniture design, including this year's Grand Trillium Award for overall design and marketing excellence for the #810 Office Collection.

Leda's pursuits continue to strengthen existing sales foundations in Canada and the U.S.A. as well as develop new market areas in both countries. Priority is also focused on strengthening the current Mexican and Australian sales forces. Leda has been meeting with several sales reps from Saudi Arabia, Japan and Europe to set up representation in these respective markets.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.

Furniture, Bedroom, wooden, not upholst.

Furniture, Dining Room, wooden, not upholst.

Desks, Writing/Study, Household, wooden

Cabinets, Medicine/Vanity, Household, wooden

LES ENTREPRISES SOMMEX LTÉE

1190, Rue Thibeau, C.P. 39
Cap-de-la-Madeleine, Québec G8T 7W1
Tel: (819) 375-7787
Fax: (819) 375-2543
Export Contact:
Mr. Normand Ricard President

Sommex, one of Québec's largest mattress manufacturers, has revolutionized the market with its new Nuit Magique collection. This advanced collection features a revolutionary new type of mattress. Comfort continues to be a priority, but is no longer the only criterion. Appearance and design are now being emphasized as a reflection of consumer tastes. Nuit Magique has three different looks. Each one is available in three models, which represents nine different types of mattresses available in spring, foam or water versions. The most remarkable aspect of these mattresses are their totally original design. In addition, the pillow cases, comforters and box springs can be covered with the same material as the Sommex mattress. For the first time ever, consumers can select a mattress in terms of its appearance and create a mattress-box spring-bedding ensemble that harmonizes perfectly with the rest of the decor. This is one area in which it is difficult to innovate. Nothing could be more uninteresting than a large, stuffed cushion covered up by sheets. At Sommex they see things differently. As Normand Ricard, President, and Michel Groulx, Vice-President of Sales and Marketing point out, people spend one-third of their lives on a mattress. This piece of equipment should be treated with the same regard for comfort and beauty as the other things in our lives. To reach the present stage required three years of research and development, and an investment of a half million dollars.

Sommex has been in existence for three years, but the small family business that provided the basis for remarkable success was founded in 1935 by Donat Ricard, the current President's grandfather. With a turnover of over \$20 million and production centres in all parts of Canada, the management intends to continue its course of innovation. The Nuit Magique collection has been available since September 1990 in stores with Sommex products. It is proof that even the wildest dreams can come true. With three years of research and development, Sommex has produced a revolutionary design in its Nuit Magique collection: the Sommex mattress is elegant and modern in addition to being comfortable. Sommex has four production centres employing a staff of over 120 in Toronto, New Glasgow, Winnipeg and Cap-de-la-Madeleine. The company's products are available in a number of stores across Canada. With five distribution centres, all the mattresses are delivered less than a week after purchase and have the industry's most complete after-sale guarantee.

Products for Export

Mattresses, Spring Filled
Mattresses, Cotton Felt
Mattresses, Foam Plastic
Mattresses, Water Bed
Mattresses
Box Springs and upholstered Bases, Bed
Bed Springs, Coil

LES ENTREPRISES ST-FERDINAND LTÉE

1035, Rue Principale
C.P. 188
St. Ferdinand, Québec
G0N 1N0

Tel: (418) 428-3746

Fax: (418) 428-9333

Export Contact:

André Morissette

Executive Vice President

The company has been making wooden sleighs for children for 46 years. The firm also manufactures wooden table and chair sets for children. The product range is completed by rockers and footstools for adults.

The company operates in a building of 45,000 square feet with machinery and equipment for manufacturing wood products.

The firm's sales have risen considerably over the past two years. The company serves the large chains in Canada and exports about one-quarter of its products to the USA. An experienced staff enables the firm to provide a quality product at competitive prices.

Products for Export

Furniture, Children, wooden not upholst.

Cribs

Camp/Lawn/Veranda/Patio Furniture, wooden

LES INDUSTRIES DE LA RIVE SUD LTÉE

145, Rue Auger, C.P. 190

Ste-Croix, Québec

G0S 2H0

Tel: (418) 926-3291

Fax: (418) 926-2000

Export Contact:

Jean Laflamme Vice President Sales/Marketing

South Shore Industries Ltd. is a company specialized in the mass production of bedroom furniture. The firm's activities are managed from its Sainte-Croix de Lotbinière head office, which is also the site of the main plant. The company runs three plants in Québec and is operating another one in Virginia. Its products are sold in Canada, the U.S., Puerto Rico, Bermuda, South America, Persian Gulf and Europe. Its manufacturing facilities cover a combined surface area of over 410,000 square feet and the firm employs more than 450 workers. South Shore is Canada's largest bedroom furniture manufacturer and one of the most important in North America in terms of the number of items produced. Its sales network is composed of a sales department at head office and 40 manufacturers representatives in Canada and the U.S. The company sells 40% of its products in Québec, 50% in the rest of Canada and 10% on international markets. South Shore Industries Ltd. sells to retailers and National Accounts. The company participates in all Canadian furniture shows and has a permanent showroom in High Point, U.S.A.

In its three existing plants (Sainte-Croix, Laurierville and Coaticook), the firm manufactures more than 5,000 bedroom sets weekly. Its plants boast the most technologically sophisticated modern equipment available in the industry. Many of its manufacturing processes have been mechanized to increase on-line production. The purchasing department works closely with production and suppliers to seek out new materials (related to finishes, packaging, construction) likely to enhance product quality even more. The firm uses the most modern management tools, including computers, word processors and microcomputers. The company's performance to date bears witness to the excellent quality of its products and the determination of its management. Needless to say, however, its success is also due to the skill and performance of its employees. Management considers the company's human resources its prime asset, knowing full well that its success depends on the men and women working to allow South Industries Ltd. to remain at the forefront of the furniture industry.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.

Furniture, Bedroom, wooden, not upholst.

Furniture, Dining Room, wooden, not upholst.

Desks, Writing/Study, Household, wooden

Furniture, Children, wooden not upholst.

Wooden Household Furniture, not upholst.

Beds, Bunk

Camp/Lawn/Veranda/Patio Furniture, wooden

LES MEUBLES GRAND PERE INC. FURNITURE

1040 Route 349
St. Alexis Des Monts, Québec
V0K 1V0

Tel: (819) 265-2203
Fax: (819) 265-3778

Export Contact:

Jean-Louis Houle President

The company has been established in St-Alexis des Monts, la Mauricie, Québec, since 1878. It has been owned and operated on a father-to-son basis by the Houle family for four generations.

The firm originally began manufacturing sawmills and related equipment; in this way, the family of craftsmen acquired their skill in working with wood.

Various models of rocking chairs were created at the turn of the century. Today, the company still manufactures the old-style rocker, but specializes in manufacturing various models using ball bearings.

Chairs come in colonial, modern and contemporary styles. The firm also uses the popular colours of today.

The main characteristic of the chairs is their extremely robust construction. The wood is generous in size and provides added strength to the furniture. The chairs rest on an angle and their motion is similar to that of a traditional rocker.

The company's top-line furniture is upholstered and covered with various kinds of cloth. Chairs are manufactured in Québec and New Brunswick.

At the present time the firm is using cherrywood and maple. The company prefers these woods because of the curved pieces required for some models. However, Meubles Grand Pere Inc. will consider using other types of wood should the need arise.

Products for Export

Chairs, Household, upholstered

LES MEUBLES JAYMAR LTÉE

75, Rue Jaymar
Terrebonne, Québec
J6W 1M5

Tel: (514) 471-4172

Fax: (514) 492-6030

Export Contact:

Pierre Beaudet V.P. Marketing/Sales

Founded in 1956, Jaymar has developed an unparalleled degree of expertise. The firm is recognized as a leader in the manufacturing of Canadian contemporary living room furniture. Comfort, quality and originality of design have always been priorities. The company's products are made by experts from original designs, most of them created by designer Luigi Tiengo.

Jaymar has two permanent showrooms: one at 1000 St-Antoine West in Montreal, and the other at the International Centre, 6900 Airport Road, Toronto.

Jaymar's leather and cloth-covered furniture is distributed in Canada, the USA and overseas. The firm has 11 representatives in Canada and 12 in the USA. The company seeks to sell products worldwide, but priority markets are Canada and the northeastern United States.

Products for Export

Couches, except Studio couches

Couches, Studio

Furniture, Living Room, upholstered, convertible

LES MEUBLES PLEIN-AIR D.H. INC.

180, Rang des Érables Nord
St-Joseph de Beauce, Québec

G0S 2V0

Tel: (418) 397-4813

Fax: (418) 397-5743

Export Contact:

Denis Huard President

The firm has been in business for 12 years as a manufacturer of outdoor wood furniture. Gliding chairs on wheels constitute the bulk of production, but the company manufactures various other items as well. All products are 95% Canadian-made.

A portion of the production is exported to the USA. The firm is open to exporting anywhere else in the world. In Québec, some of the company's furniture is sold by a chain of stores.

Products for Export

Camp/Lawn/Veranda/Patio Furniture, except wood

LES MEUBLES VIA INC.

8255 Henri-Bourrassa
Montreal, Québec
H1E 1P4

Tel: (514) 648-4440

Fax: (514) 648-9344

Export Contact:

Sam d'Andrea Vice President

VIA Furniture/Meubles Via is a Montreal manufacturer specializing in high-end sofas, loveseats and armchairs. Targeted at upper-middle income markets, VIA has built a solid reputation over its fifteen years of existence for its refined contemporary designs, skilled craftsmanship, carefully selected materials and attentive service.

VIA's strengths lie in its ability to create attractive Euro-style designs, adapted to local needs and today's lifestyles, at affordable prices. It responds quickly to trends when producing its several collections of sofas and loveseats. New concepts in sofas and loveseats have recently been introduced. And considerable success has been achieved in the field of distinctive modern and reclining armchairs (some electrically operated). The best materials are used in the construction of every item of furniture. The wide selection of quality fabrics and leathers (mostly imported from Scandinavia) is also a well-recognized strong point of the Company.

Now solidly established in Québec and enjoying a respectable growth in Canada and the United States, VIA is ready to expand its distribution network to include a wider international market. It believes its renowned quality products, priced at competitive levels, will find interest in several countries. VIA communicates in English, French and Italian. Deliveries in Canada and the U.S. are presently within six weeks. Sales contacts rest with Vice President Marketing Sam d'Andrea.

Products for Export

Furniture, Living Room, upholst., except convertible

Chairs, Household, upholstered

Couches, except Studio couches

Couches, Studio

Furniture, Living Room, upholstered, convertible

Furniture, Household, upholstered

LES PLAGES MASKINONGE INC.

351 Notre Dame Nord
Louiseville, Québec
J5V 2L6

Tel: (819) 228-9497

Fax: (819) 228-3322

Export Contact:

Michel Ardouin Manager

Les Pliages Maskinonge Inc. specializes in the cup in the drying of hardwood.

Most of the firm's products are used in the manufacturing of chairs, armchairs and tables. These parts can be finished or ready to be assembled, depending on client specifications. Oak, ash, maple and birch are the main types of wood we use.

The management team emphasizes quality control and coordinates delivery schedules with the clients. Most of the firm's customers are located in Canada and in the eastern United States.

Expansion and increased production capacity have opened the way for the company to seek European producers.

Products for Export

Furniture, Household, wooden, parts

LIBBY MFG. CO. LIMITED

11277 County Road # 42
Tecumseh, Ontario
N8N 2M1

Tel: (519) 735-9421

Fax: (519) 735-1480

Export Contact:

Joel Simpkins Executive Vice President

Libby Manufacturing Company Limited is a tube bending, tube cutting and fabricating operation. Libby manufacturing, manufactures restaurant seating (unfinished) for the fast food industry. The company also manufactures component parts for the automotive industry, bed frames, bunk beds, cots and rollaway beds. They provide both tube cutting to length, bar cutting and tube bending services.

Libby Manufacturing has been in business since 1939 and is a family run business just minutes outside of Windsor, Ontario. Libby Mfg. prides itself by offering exceptional customer service and high quality products. The firm has the capabilities to produce angular tubing, flat and round bar and angle iron.

Currently, Libby manufacturing is exporting to the U.S.A. but is looking forward to expanding its export capabilities. The company would be interested in any joint licensing arrangement if available.

Products for Export

Beds, except folding/roll-away/bunk, metal
Cots, including folding & roll-away type, metal
Furniture, Bedroom, metal, not upholst.
Furniture, Kitchen/Dinette, metal, not upholst.
Furniture Frames, metal
Beds, Bunk

LIBERTY FURNITURE INDUSTRIES LIMITED

241 Snidercroft Road
Concord, Ontario L4K 2S2

Tel: (416) 669-2420

Fax: (416) 669-2192

Export Contact:

Darrell Friedman National Sales Manager

Liberty Furniture Industries has been producing quality metal furniture since 1924. The company has the finest range of contemporary styles available in North America retailing in the low to medium price points. Liberty is located near Toronto, Ontario in a factory designed especially for Liberty's requirements, and they handle all aspects of manufacture in-house. This ensures that the firm is able to watch quality control and deliveries more carefully as they do not rely on outside contractors.

Liberty offers 10 different paint finishes to cover the range of colours such as white, glossy and matte black and sand as well as speciality finishes such as verdi and silvervein. All paint finishes are epoxy powder coated, electrostatically applied, and baked at 350°F for a durable, highly scratch resistant finish. The firm also offers the finest plated chrome and brass finishes.

Customers have a choice of a wide range of fabrics and vinyls for custom ordering on furniture that is made to Liberty's high standard of quality. Variety of styles, finishes, table tops and covers and production capabilities combined to make Liberty Furniture ideally suited to service large department chain stores as well as speciality stores. All products carry a 1 year service warranty against defective merchandise.

Liberty Furniture has a very effective distribution network from coast to coast in Canada through sales representatives and agents. The firm is currently exporting to the United States, Panama and Costa Rica. The company has had considerable success in these areas and having researched the European market, is confident that considerable potential exists for its products. The firm would be interested in dealing with distributors and agents. France, Germany, Italy and the U.K. are targeted for an initial drive.

Products for Export

Furniture, Living Room/Hall, metal, not upholst.

Furniture, Dining Room, metal, not upholst.

Furniture, Kitchen/Dinette, metal, not upholst.

Metal Household Furniture, not upholstered

Furniture, Living Room, upholst., except convertible

Chairs, Household, upholstered

LINDSAY CASUAL FURNITURE

50 Mary St. West
Lindsay, Ontario
K9V 4S7

Tel: (705) 324-2196

Fax: (705) 324-5474

Export Contact:

Larry Grozelle Director Sales and Marketing

Lindsay Casual Furniture designs, manufactures and markets a vast assortment of aluminum lawn furniture products. These products fall into three main categories: folding web products, beach chairs and patio ensembles. Each product category consists of several product lines varying in price, colour, style and end-use. By offering such a diverse number of product lines, Lindsay Casual Furniture is able to satisfy the needs of numerous target markets.

Lindsay has a unique feature on its folding web products. The firm has developed a superior flat fold to the competition. Therefore, not only do customers increase sales per square foot by 40%, they also save money on freight costs and warehousing space. However, the real success of Lindsay Casual Furniture shines through in its ability to produce competitively priced aluminum lawn furniture products, to be creative and diverse in product offerings, to adhere to changing market needs, to make quality the top priority and to provide each customer with professional friendly service.

To capture U.S. market share, Lindsay has established an integrated network of highly motivated sales professionals throughout the United States. Furthermore, to make customers feel as though they were dealing with a domestic supplier, the firm pays the freight and duty charges to the U.S. border. Therefore, customers experience no financial burden by dealing with a foreign supplier. In essence, Lindsay Casual Furniture is offering American consumers an option to buy a better product at a competitive price.

Products for Export

Umbrellas, Garden/Beach/Patio/Lawn
Camp/Lawn/Veranda/Patio Furniture, except wood

M.H.W. MANUFACTURING LTD.

4615 - 39 Street
P.O. Box 1221
Camrose, Alberta
T4V 0Z4
Tel: (403) 672-6465
Fax: (403) 672-1730

Export Contact:

Manfred Watterodt President

M.H.W. Manufacturing Ltd. manufactures Lawn and Garden Products from solid Western Red Cedar. The line of furniture consists of the popular #101 Patio Set which has a hexagonal table and three benches. Chairs, tables, benches, patio tile, planter boxes can be purchased separately to create a beautiful garden to the personal tastes of the individual.

The basic policy of M.H.W. Manufacturing Ltd. is Quality. The lumber used in manufacturing is patiently dried to the perfect moisture content for furniture manufacture. Only the choice cuts are used in the manufacturing process. Quality control at every step in the process insures Quality products every time. This consistent quality combined with timely shipping and excellent customer service has brought the name of M.H.W. Manufacturing Ltd. to the front of the garden furniture industry.

Western Red Cedar is prized for its natural qualities. The natural oils prevent decay s well as inhibit insects. The rich variation of colours of WRC create beautiful garden furniture that requires a minimum of care. These natural qualities combined with master craftsmanship make M.H.W. Products the best on the market.

Products for Export

Chests, cedar
Camp/Lawn/Veranda/Patio Furniture, wooden

MEUBLES MORIGEAU LTÉE

25, Rue de l'Étang
Saint-François, Québec
G0R 2G0

Tel: (418) 259-7721

Fax: (418) 259-7725

Export Contact:

Ginette Jean Director of Sales

The company was founded in 1945 by Mr. Sarto Jean, who had been manufacturing household furniture on his own. The family quickly progressed into the manufacturing of children's furniture including beds, chairs, desks and dressers, made of maple, cherry and birch. With time and with smaller families and larger disposable incomes, the product moved into the top-line category.

In 1971, Mr. Jean sold his shares to the four children, financing the transaction himself. The children have already given the company a new dimension by moving into the American market.

This family adventure experienced a setback in 1984 and 1985, when the economic crisis almost caused bankruptcy. Many shareholders abandoned ship, but the members of the Jean family stood fast and saw a spectacular recovery occur using the same products and the same employees. Today, MEUBLES MORIGEAU LTÉE is well-known in the United States, where 60% of sales occur.

With the hiring of 170 production employees, the control system has to be sophisticated. Electronic data processing has become important over the past few years, enabling the firm to maintain high quality standards and high productivity.

The 1985 crisis was the result of a production problem, which resulted in more than \$300,000 worth of merchandise being returned. The mistakes made were turned to good account, because today the company has a very efficient structure, as the results of the past two years prove.

MEUBLES MORIGEAU LTÉE has also taken advantage of modern technology. Most of investments have been in digital machinery, which is more efficient.

In 1989, the Jean family acquired MEUBLES LÉPINE LTÉE, its main competitor on the Canadian market, making the company the largest manufacturer of children's furniture in Canada.

Products for Export

Furniture, Bedroom, wooden, not upholst.

Furniture, Children, wooden not upholst.

Wooden Household Furniture, not upholst.

Cribs

MEUBLES UTAMARO INC.

4651, blvd. Grandes Prairies
St-Leonard, Québec
H1R 1A5
Tel: (514) 955-9303
Fax: (514) 995-9304
Export Contact:
Gaston Trudel

The Laque Martin shop, which was founded 16 years ago, is now owned by Meubles Utamaro Inc.

The company manufactures top-line residential and commercial furniture using some of the world's most sophisticated techniques to finish products.

The firm has sales agents in the most densely-populated areas of the USA. Products are also present in America's best-known showrooms. Because of this, the products are found in Saudi Arabia and Hong Kong, and will shortly be available in Australia.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.

Furniture, Bedroom, wooden, not upholst.

Furniture, Dining Room, wooden, not upholst.

MIRROLINE DESIGNS LTD.

P.O. Box 66
Huttonville, Ontario
L0J 1B0

Tel: (416) 673-8754

Fax: (416) 455-5709

Export Contact:

Kose Kuijer Sales Manager

Standardized furniture is the norm today, so it is rare to find hand made pieces that reflect the skill of contemporary crafts people.

Contemporary design, attention to detail and good old fashioned craftsmanship sets Mirroline Designs Ltd. apart from others and makes every piece a unique treasure.

Mirroline Designs Ltd. furniture is made with pride here in Ontario, Canada, and as with all hand made items, slight variations of size and colour do occur. The company's furniture and accessories are crafted from Wrought Iron, Glass, Marble, Plaster just to mention a few of the mediums the firm works with.

Products for Export

Furniture, Living Room/Hall, metal, not upholst.
Beds, except folding/roll-away/bunk, metal
Furniture, Bedroom, metal, not upholst.
Furniture, Dining Room, metal, not upholst.
Furniture, Kitchen/Dinette, metal, not upholst.
Desks, Writing/Study, Household, metal
Card Tables and Chairs, metal, padded or not
Furniture, Children, metal, not upholst.
Tables, TV or Snack, metal
Metal Household Furniture, not upholstered
Furniture Frames, metal
Furniture, Table and Counter Tops, Household
Camp/Lawn/Veranda/Patio Furniture, except wood
Frames, Mirror

MOBILIER RUSTIQUE (BEAUCE) INC.

50, 1^e Rue Sud Ouest
Saint-Martin, Beauce, Québec
G0M 1B0

Tel: (418) 382-5987

Fax: (418) 382-3289

Export Contact:

Camille Rancourt President

The company was established over 23 years ago. The firm is a manufacturer of furniture and decorative fencing.

The company's outdoor furniture includes teeter-totters, picnic tables, coffee tables, and various types of high- and low-back chairs. The firm also has indoor furniture including living room, kitchen and bedroom sets. This furniture is used mainly for cottages, ski centres and camps.

Fences include log fences with round or square poles, and fences with boards of varying woods.

Mobilier Rustique (Beauce) Inc. has earned a solid reputation with the Americans, the French and even the Japanese. Over the past five years, export sales have more than doubled. The company has opened a warehouse in the USA to assist in the delivery of furniture.

The firm's knowledgeable personnel have extensive exporting experience.

Products for Export

Umbrellas, Garden/Beach/Patio/Lawn
Camp/Lawn/Veranda/Patio Furniture, except wood

NATIONAL LIBRARY RESOURCES LTD.

1230A Reid Street
Richmond Hill, Ontario
L4B 1C4

Tel: (416) 886-3631

Fax: (416) 886-5133

Export Contact:

Anne Collins Purchasing Manager

National Library Resources Ltd. is an All-Canadian company, specializing in serving the needs of librarians. As a leader in the field, the company carries a complete line of standard library furnishings, ranging from display units to charging desks, as well as popular wood and metal shelving. These quality products are built to last, both versatile and durable in construction, they are manufactured for public use. Whether you require tables, chairs, computer stations, desks or children's furniture, all of your library's needs can be met.

National Library Resources Ltd. also carries a complete line of items for everyday use in libraries. Catalogue cards, book pockets, book jackets, book tape and labels are just a few of the items, along with the latest in computer related items such as label sets, overdue notices and loan forms. The firm's full range of products enable you to create a fast and efficient system for storage, display, labelling and cataloguing of all your Multi-Media items.

The company's strength lies in its people and their ability to serve your needs, quickly and efficiently. The firm's sales people will assist you in designing and planning your new library or resource centre. The company's expedient shipping department will ensure that you receive your quality products quickly, without damage, and finally, the friendly customer service department is only a phone call away.

Products for Export

Desks, Writing/Study, Household, wooden
Tables, TV or Snack, metal
Furniture Frames, metal
Furniture, Table and Counter Tops, Household
Shelving, wooden
Shelving, other than wooden
Lockers, other than wooden

NATIONAL WOODCRAFT LTD.

8305 Langelier Blvd.
St. Leonard, Québec
H1P 2B8

Tel: (514) 321-7573
Fax: (514) 321-1530

Export Contact:

Jerry Goldman Vice President

National Woodcraft Ltd. manufactures a wide range of residential furniture products. The firm's line consists of a complete line of upholstery which includes sofas, chairs, loveseats, sleepers and motion furniture. The company also manufactures a contemporary line of knocked down coffee and end tables and set up entertainment units. In this field the firm is regarded as being a leader in the design and colour/finish of these products. The third item National Woodcraft produces are futon frames which are fast becoming a dominant product in the furniture market.

This 35 year old company prides itself on manufacturing a quality product. The firm is currently in the middle of installing a quality program which, when completely in place, will provide a quality control program based upon the I.S.O. 9000, which is world recognized.

National Woodcraft currently sells its products in Canada and the U.S. The firm is looking to enter the U.S. market in a stronger way and get more distribution across the whole country. The company feels that with their look and innovative styling, they can offer any customer a look yet unseen in that specific territory.

The firm is also actively seeking out the European market since they find that with the advantage of combining their products in each shipment it gives the potential customer a "one stop shop" type of atmosphere.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.

Wooden Household Furniture, not upholst.

Furniture, Living Room, upholst., except convertible

Chairs, Household, upholstered

Couches, except Studio couches

Furniture Frames, wooden

NIENKAMPER FURNITURE

257 Finchdens Square, Unit 6
Scarborough, Ontario M1X 1B9

Tel: (416) 298-5700

Fax: (416) 298-9535

Export Contact:

Alison Jessamine Marketing

For over 25 years, Nienkamper has worked with international designers to bring the best in furniture design and craftsmanship to the contract furniture market.

Nienkamper enjoys a reputation of providing high quality, design integral casegoods and upholstery to the Canadian and U.S. markets. Specification of our product in these markets, has found the furniture shipped to the Middle East, Asia and the U.K. More recently, Nienkamper has established sales representation in London, England and Osaka, Japan.

The collection is made up of three casegood lines (in veneer, "granite" or "lucent" finishes or leather wrapped), suitable for middle management to the executive office. Conferences and coffee tables in complimentary designs and finishes are also available. Further still, Nienkamper manufactures a seating collection for reception, conference room and the private office. Seating can be upholstered in Nienkamper top quality leather or the customers own material.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.
Furniture, Dining Room, wooden, not upholst.
Furniture, Kitchen/Dinette, wooden, not upholst.
Desks, Writing/Study, Household, wooden
Wooden Household Furniture, not upholst.
Furniture, Dining Room, metal, not upholst.
Furniture, Kitchen/Dinette, metal, not upholst.
Card Tables and Chairs, metal, padded or not
Tables, TV or Snack, metal
Furniture, Living Room, upholst., except convertible
Chairs, Household, upholstered
Couches, except Studio couches
Couches, Studio
Furniture, Living Room, upholstered, convertible
Furniture, Household, upholstered
Frames, Mirror
Picture and Photograph Frames

NITTY GRITTY REPRODUCTIONS

163 Queen Street East
Toronto, Ontario M5A 1S1

Tel: (416) 364-1393

Fax: (416) 364-1170

Export Contact:

David G. Ross Vice President

Nitty Gritty Reproductions designs and markets country furniture replicas, manufactured by a related company; Our Painted Past Country Furniture. These replicas combine contemporary function with the simplicity of the 1860-1880 era, from the East coasts of Canada and the United States. Specific areas of expertise include office, library, living room, dining room, bedroom, washroom, and concept "free-standing" kitchen. All pieces illustrated in the collection are built from solid select Northern White Pine, and finished with either a hand rubbed and worn, authentic Old Fashioned Milk Paint, or stain, and then sealed in a maintainable hand rubbed Danish oil and paste wax finish. These finishes combine to accent the wood's grain and natural beauty, enriching both over time. Neither finish chips or peels. The result reflects a warm and lasting patina found on our ancestor's finest heirlooms. From time to time the firm uses more exotic fruitwoods, such as cherry, for durability or accents. Alcohol and water resistant lacquers are applied in all areas requiring this protection.

The firm combines select materials and proper proportions with exacting details such as dovetailed drawers, solid chamfered drawer bottoms, mortised and tenoned joints pegged with hardwood dowels, beadwork, fluting, floating tops (for expansion), elegant turnings, raised floating panels, beautifully proportioned built up cornices, etc. Each creation is a superb finished product. At no time does the company employ mass production shortcuts (i.e. hot glue, staples, plastic glides or guides, plywood, veneer or chipboard, etc.). New markets are currently being developed in the United States and Japan. Sizing or customization of case goods for different markets may be adjusted to meet local market needs.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.

Furniture, Bedroom, wooden, not upholst.

Furniture, Dining Room, wooden, not upholst.

Furniture, Kitchen/Dinette, wooden, not upholst.

Cabinets, Kitchen, Household, wooden

Desks, Writing/Study, Household, wooden

Chests, cedar

Cabinets, Medicine/Vanity, Household, wooden

Cabinets, Utility, Household, wooden

Furniture, Children, wooden not upholst.

Wooden Household Furniture, not upholst.

Furniture, Living Room, upholst., except convertible

Chairs, Household, upholstered

Furniture, Living Room, upholstered, convertible

Furniture, Household, upholstered

Beds, Bunk

Household Furniture

Camp/Lawn/Veranda/Patio Furniture, wooden

Shelving, wooden

Furniture and Fixtures

NORTH AMERICAN FURNITURE GROUP, INC.

656 Ninth Avenue
Hanover, Ontario
N4N 2N1

Tel: (519) 364-1640

Fax: (519) 364-1094

Export Contact:

Alan M. Ross Executive Vice President Marketing

North American Furniture Group Inc., has been producing quality medium priced case goods furniture for the Canadian residential and contract markets since 1910 under the brand name Peppler and Sklar-Peppler Furniture. Re-organized in 1992 with the additional brand names Strathroy and Deilcraft, North American Furniture Group Inc. supplies numerous brands at different price levels to the Canadian marketplace.

The core competencies of the firm's manufacturing capabilities are strong design and engineering capabilities coupled with excellent execution of fit, finish and detail in craftsmanship. All products are veneer over wood product panel and solid hardwood construction.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.

Furniture, Bedroom, wooden, not upholst.

Furniture, Dining Room, wooden, not upholst.

Furniture, Kitchen/Dinette, wooden, not upholst.

Desks, Writing/Study, Household, wooden

Furniture, Children, wooden not upholst.

Wooden Household Furniture, not upholst.

OPTIMUM MANAGEMENT CORP.

685 Berry Street
Winnipeg, Manitoba R3H 0S4
Tel: (204) 783-3195
Fax: (204) 786-5477
Export Contact:
Bidhu S. Jha President

Optimum Management Corp., a national leader in the field of office ergonomics, has made a commitment to product excellence since its inception in 1978. The company's objective is to create a work environment which will maximize both comfort and efficiency. This objective is based on the philosophy that the application of ergonomic principles in office furniture design is beneficial to both the individual and the organization.

The firm's commitment is not limited to ergonomic value engineering. Optimum designed and manufactured furniture also reflect the distinction, creativity, and taste required by today's office environment. At Optimum, excellence is reflected from the design stage to delivery of the products.

The company's comprehensive manufacturing facility allows the production of office furniture which not only enhances efficiency, but also incorporates the latest features needed to conform to occupational health and safety requirements.

The technical requirements of modern offices, such as ventilating and proper positioning of the electronic equipment, cable management systems and etc., have been incorporated into all Optimum workstations as standard design features.

The firm's knowledge in this field has been used extensively by Optimum's clients such as Bell Northern Research, Bell Canada, Northern Telecom, Air Canada, Centre for Occupational Health and Safety, Universities, Schools, and Health Science centres. Optimum has the ability to meet any specialized customer requirements pertaining to design, layout, and manufacturing. Optimum Management Corp. is committed to continued research and development, designing and manufacturing of such products to fulfil the needs of applied ergonomics in the workplace.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.
Furniture, Bedroom, wooden, not upholst.
Furniture, Dining Room, wooden, not upholst.
Furniture, Kitchen/Dinette, wooden, not upholst.
Cabinets, Kitchen, Household, wooden
Desks, Writing/Study, Household, wooden
Chests, cedar
Cabinets, Medicine/Vanity, Household, wooden
Cabinets, Utility, Household, wooden
Furniture, Children, wooden not upholst.
Wooden Household Furniture, not upholst.
Beds, except folding/roll-away/bunk, metal
Desks, Writing/Study, Household, metal
Cabinets, Utility, Household, metal
Tables, TV or Snack, metal
Furniture Frames, metal
Furniture Frames, wooden
Furniture, Table and Counter Tops, Household
Furniture, rattan, willow, Household
Shelving, wooden
Lockers, wooden

OTEMA STORE INTERIORS LTD.

101 Don Park Road
Markham, Ontario
L3R 1C2

Tel: (416) 475-1066

Fax: (416) 475-1548

Export Contact:

Mr. M. Otema President

Otema Store Interiors Ltd. is a Canadian manufacturing company located in the Toronto area. The firm produces high quality store fixtures and displays, contract furnishings, custom interiors, design and development, mall and museum work and architectural metal and wood. Some standard items that the company manufactures are showcases, pantracks, stools, tables, assorted store fixtures, garment security systems, market carts, kiosks and exhibit systems. The company is accustomed to working to drawings and specifications and is able to give qualified suggestions. Otema Store Interiors Ltd.'s original product design contributions to the industry are known.

The firm works in metal, wood, glass, marble and plexi and is largely independent of outside sub-trades for day to day operation.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.

Furniture, Living Room/Hall, metal, not upholst.

P.C. INDUSTRIES INC.

100 Industrial Crescent
Summerside Industrial Park
Summerside, P.E.I.
C1N 5N6

Tel: (902) 436-4274
Fax: (902) 888-8372

Export Contact:

Frank M. Costa Executive Director

P.C. Industries is a manufacturer of quality wood products, concentrating in the custom manufacturing of high end office furnishings such as conference/board tables and executive; and church furnishings. Solid wood material of various hardwood species are utilized according to customer preference. Custom finishes/stains applied to furnishings. The firm's present market for these products is the Atlantic Region.

The company's second business unit is in the manufacturing of wood Canadian heirloom gift products, the most notable being "Smiley the Pony" rocking horse line of products. These products are manufactured for the wholesale gift market for subsequent resale by the retail market. This product line is made from eastern pine; natural wood fibres and other accessories are added. Other products include wooden household gift items. The firm's present market for these products is the national Canadian market.

P.C. Industries has and will consider custom products for distribution by other companies.

Products for Export

Wooden Household Furniture, not upholst.

PALETHORPE & DOWLING LTD.

7550 - 132nd Street

Surrey, B.C.

V3W 4M7

Tel: (604) 590-1221

Fax: (604) 590-2821

Export Contact:

James Nudd

Sales Manager

Palethorpe & Dowling Ltd. is a furniture manufacturer located in Surrey, British Columbia, Canada. The company uses an 80 gram Melamine paper overlay, fully impregnated with Melamine modified resins and top coat to a 55% saturation content which is roll-laminated on K3 Industrial Grade particleboard and bonded by a polyvinyl emulsion to build bedroom and occasional furniture in both master bedroom and juvenile configurations.

The strength of the company is in its experience. Since 1957, the company has remained under consistent family management serving most of the major Canadian furniture retailers as well as U.S. destinations and Puerto Rico.

The company is on the leading edge of technology and design and is interested in expanding in any world market that they can compete in. The product is well cartoned and some of the product is offered in a ready to assemble presentation which reduces transportation costs. The product is shipped by full container load only and production lead time varies from two to four weeks depending on the season.

The company does attend National and International Furniture Shows and is prepared to exhibit in outside markets where it is appropriate.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.

Furniture, Bedroom, wooden, not upholst.

Desks, Writing/Study, Household, wooden

PALLISER FURNITURE LTD.

55 Vulcan Avenue
Winnipeg, Manitoba
R2G 1B9
Tel: (204) 988-5600
Fax: (204) 663-1776
Export Contact:

Jay Ladouceur Manager - Sales Administrator

Palliser Furniture is a highly regarded, Canadian owned company engaged in the design, manufacture, marketing and distribution of home furnishings.

The company is active in both casegoods and upholstery. Occasional tables, entertainment units, wall systems, home office furnishings, youth bedroom and master bedroom are supplied in casegoods, while in upholstery Palliser offers extensive fabric and leather programs in stationery, motion and occasional.

Palliser furnishings are manufactured by the company's more than 2000 employees in 8 North American factories and flow through corporate distribution centres to more than 500 key furniture retailers and chains continent-wide.

The largest furniture manufacturer in Canada and more recently a key player in the U.S. market, Palliser has attained these positions by consistently offering high value products and reliable service to its dealer base and consumers. Styling is clean and contemporary and price points are concentrated in the upper-low to upper-medium range reflecting the concentration of consumer spending on furniture. Marketing efforts are supported by more than 30 company representatives and an inside sales team, and are complemented by a professional advertising and communications department focusing on brand awareness and dealer support.

Palliser's Canadian plants ship approximately one third of their production to the U.S. and marketing efforts have been initiated in Latin America, the Caribbean and the Middle East. The company communicates primarily in English, and can provide additional service in French, German and Spanish.

Corporate Showrooms are located in Winnipeg, Montreal, and High Point.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.
Furniture, Bedroom, wooden, not upholst.
Desks, Writing/Study, Household, wooden
Furniture, Children, wooden not upholst.
Furniture, Living Room, upholst., except convertible
Chairs, Household, upholstered
Furniture, Living Room, upholstered, convertible
Beds, Bunk

PERMA FOAM LIMITED

185 Midwest Road
Scarborough, Ontario
M1P 3A4

Tel: (416) 288-1960

Fax: (416) 288-1108

Export Contact:

David Shepherd

Director of Marketing and Sales

Perma Foam International designs, manufactures and markets Sleep Systems. Sleep Systems include Mattress and Foundations in Twin, Double, Queen and King. The firm's line is manufactured with Foam and provides the ultimate comfort of sleeping on foam. Sleep Systems are available in four different comfort levels, Ultra Gentle, Gentle, Firm, and Ultra Firm. One of the main advantages with foam is that every curve and contour of your body is supported by foam.

Dealer support and quality are two areas that are extremely important at Perma Foam International. In addition to distributing their product nationally in Canada, they have also started shipping to the United States. Export customers are handled exclusively by Perma Foam International personnel. Regular visits ensure that they have a very high level of satisfaction. Although the main language is English, they can effectively communicate in French.

Perma Foams' strength lies in it's ability to manufacture competitively priced Sleep Systems. The company program includes product training and marketing support.

New markets are being sought in Europe, Far East, South America and Australia.

Products for Export

Mattresses, Foam Rubber

PETER PUTTER LTD.

102-1467 Crown Street
North Vancouver, B.C.
V7J 1G4

Tel: (604) 980-5756

Fax: (604) 980-9450

Export Contact:

Peter J. Newall President

Peter Putter Ltd. is a small cabinet shop presently manufacturing custom sized millwork. Although no premade stock is maintained, the firm can produce limited numbers in short periods of time.

Plastic laminates, melamine finished particle board and hardwood veneer plywoods are quite widely used in the local market.

The export market has, as yet, not been pursued due to the company's limited size but interest is taken in that area.

Plans of shop expansion and the addition of more machinery are taking place and will enhance output capabilities.

Pacific Rim countries are the closest and possibly the most desirable areas considering accessibility and transportation costs.

New challenges to produce or reproduce items such as custom designed cabinets for office or home, shelving, desks, sales counters and display cases are the firm's goals.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.

Furniture, Kitchen/Dinette, wooden, not upholst.

Cabinets, Kitchen, Household, wooden

Desks, Writing/Study, Household, wooden

Cabinets, Medicine/Vanity, Household, wooden

Cabinets, Utility, Household, wooden

Furniture, Table and Counter Tops, Household

Household Furniture

Shelving, wooden

Lockers, wooden

POWNING DESIGNS LTD.

R.R. #5
Sussex, New Brunswick
EOE 1P0
Tel: (506) 433-1188
Fax: (506) 433-3679
Export Contact:
Peter Powning President

Powning Designs Ltd. produces a range of one-of-a-kind and limited edition furniture and accent pieces for the home and office. The firm uses different combinations of cast and or slumped glass, cast bronze, wood, stone and fired clay components. All pieces are on a commissioned basis.

The firm is also interested in producing hand made clay tile, slumped glass tops and components and other unique parts for high-end limited editions for other manufacturers or designers. The company's facilities include a small bronze foundry, well-equipped pottery studio and a small glass slumping facility.

Peter Powning is an award winning designer/fabricator with work in numerous collections. His work has been shown internationally in Japan, Europe, Australia, New Zealand and across North America in over 50 galleries.

New markets are being sought in Europe and Japan. The firm is particularly interested in establishing a working relationship with a well-informed and purposeful representative in Europe.

Products for Export

Wooden Household Furniture, not upholst.
Metal Household Furniture, not upholstered
Furniture, Household, parts
Household Furniture

PRO-SARO

800 Vadnais
Granby, Québec
J2J 1A7
Tel: (514) 378-0189
Fax: (514) 378-9712

Founded in 1980, by the Pelletier brothers Pro-Meubles Granby, quickly carved its place in the office furniture manufacturing domain. In June 1991, the company decided to add metal filing cabinets to its range of products with the acquisition of Saro, a company with over 40 years experience in this field, situated in St. Romuald, Québec.

With this affiliation Pro-Meubles becomes the only manufacturer to offer a complete line of mid-range office furniture. From now on, all manufactured products: chairs, desks and metal filing cabinets will be distributed under the registered trade-mark Pro-Saro. A trade-mark which respects the ISO-9002 norms, a symbol of quality and excellence, recognized by the Canadian government.

Distributed on the American and European markets, the Pro-Saro products were conceived in response to client requirements; and to maximize the efficiency of the work space and their users.

Pro-Saro - Pro-Meubles "registered trade-mark". The "Pros" of office furniture manufacturing.

Products for Export

Desks, Writing/Study, Household, wooden

RAYWAL LIMITED

68 Green Lane
Thornhill, Ontario
L3T 6K8
Tel: (416) 889-6243
Fax: (416) 733-7629
Export Contact:
W.R. Greer Sales Manager

Raywal Limited designs, manufactures and markets frameless kitchen and bath cabinets for the new home and renovation markets in North America. Over the years, the firm has also supplied products to External Affairs for embassies and trade missions abroad.

The firm's modular metric cabinetry is well suited to the international market. Products can be purchased in either fully assembled or knock-down configurations for cost effective long distance transportation. A wide variety of wooden and melamine doors are available in many different styles and colours to suit the most discerning tastes. Brochures are available on request.

Raywal's strengths include their ability to manufacture competitively priced cabinets without sacrificing high quality standards while maintaining commitment to service to valued customers. On time and complete shipments are a must.

The firm's thirty-nine years of expertise has made it an industry leader in Canada and the company is now looking to expand international marketing to the United States, Mexico, the Caribbean, and beyond.

Products for Export

Cabinets, Kitchen, Household, wooden
Desks, Writing/Study, Household, wooden
Cabinets, Medicine/Vanity, Household, wooden
Cabinets, Utility, Household, wooden

RENE CORRIVEAU & FILS INC.

270, Avenue Corriveau
Montmagny, Québec
G5V 2M6

Tel: (418) 248-2905

Fax: (418) 248-9629

Export Contact:

René Corriveau President

René Corriveau began as a manufacturer of children's toys and has branched out into other product ranges, that, while completely different, have an equally growing demand. The various products include snow shovels, patio furniture and tennis tables. They are all manufactured in Montmagny, Québec, from steel, steel tubing or galvalume.

An innovative company, Corriveau & Fils introduced patio furniture that like aluminum, does not rust, but has all the durability of steel. This furniture is made of galvalume, an alloy composed of aluminum, zinc and silica. These components make it resistant to corrosion and attractive. There was also a demand for a deluxe painted finish. Galvalume met this by becoming one of the first in Canada with a powder paint system.

A dynamic team assures Corriveau & Fils of a place in the furniture and hardware markets throughout Canada, and now in the United States as well.

Products for Export

Furniture Frames, metal

Umbrellas, Garden/Beach/Patio/Lawn

Camp/Lawn/Veranda/Patio Furniture, except wood

S.D.M. INC.

1288 Montée Leger
Les Cedres, Québec
JOP 1L0

Tel: (514) 452-4224, (514) 455-7988

Fax: (514) 452-2066

Export Contact:

A. Kohen President

S.D.M., established since 1974, with manufacturing facilities located near Montreal, Québec, Canada, has grown into one of Canada's major processors of plastics. Products include:

- Corrugated Plastic Pipe from 4" to 10" Diameter
- Poly Pipe from 1/2" to 2" Diameter
- Accessories for the Satellite Antenna Industry
- Vacuum Hose and Accessories for the Swimming Pool Industry
- Christmas Tree Stands
- Lawn Edges
- Pumpkins
- Shovel Handles

The Custom Fabrication Division with its Extrusion, Injection Moulding and Blow Moulding Machinery, offers a widely diversified service to its customers.

Products for Export

Umbrellas, Garden/Beach/Patio/Lawn

SCALI DURANTE FURNITURE MANUFACTURERS LTD.

5371 Regent Street
Burnaby, B.C. V5C 4H4

Tel: (604) 291-7551

Fax: (604) 291-6530

Export Contact:

Brian F. Cook General Manager

Through the years, Scali/Durante has expanded from a small furniture producer into one of the largest contract furniture manufacturers in the West. The firm's 60,000 square foot factory and showroom complex, located in Burnaby, B.C., enables us to fully service the custom-design and contract furniture markets. The product line is tailored to the business person who wants to project his or her high profile in the business community.

The company's product line ranges from elegant traditional styles to modern designs, in office and hotel furniture. To ensure that the finest products are created, Scali/Durante employs a comprehensive staff experienced in all principal areas of manufacture.

The firm provides specialized custom-made pieces for those who seek deliberate exclusivity that sets them apart from the crowd - one of the many reasons why the company's furniture is so desirable.

At Scali/Durante it is believed that there's only one correct way to manufacture contract furniture. It's based on sophisticated simplicity and concerned primarily with the use of well-chosen materials, a dedication to exacting craftsmanship and delivery of a product of uncompromising quality.

Over the years, the firm has learned a lot about satisfying customer's requirements. This experience is reflected in the extensive collection of contract furniture produced. Furniture that bears the Scali/Durante stamp of durability, strength, and refinement is as practical as it is strikingly beautiful and aesthetically satisfying.

The company invites architects and interior designers to visit the Burnaby office and factory to discuss contract furnishing needs with qualified consultants. Design professionals are encouraged to use the facilities to their own advantage. Scali/Durante can create precisely the office, lobby or boardroom you have in mind.

Products for Export

Couches, except Studio couches

SCHMIDTKE MILLWORK LTD.

P.O. Box 2470
Steinbach, Manitoba
ROA 2A0
Tel: (204) 326-9837
Fax: (204) 326-5928
Export Contact:
Mr. Blair Cooke

Marketing Manager

Schmidtke Millwork Ltd. is centrally located, in Steinbach, Manitoba, Canada. The company has been on a steady growth path since the beginning in 1966. Since that time, the firm has developed a wealth of experience and expertise in architectural millwork, casegoods, and cabinetry.

The company manufactures a wide range of products for projects such as educational facilities, hospitals, hotels office interiors, store fixtures, restaurants, laboratory casegoods, churches, and residential kitchen cabinetry.

Projects are being contracted throughout North America.

The firm has been fortunate in attaining a "team" work ethic in the 75,000 square foot manufacturing facility. All of the employees, from craftspeople to managers, work together to create the quality of product customers deserve.

All projects are included in the master production schedule to assure timely product deliveries. Computer-assisted drafting (AutoCad) stations prepare the shop drawings which are then used in conjunction with a technically advanced software package, linking computer-driven manufacturing equipment. Field supervision ensures communications between the client and in-house co-ordinators to assure accuracy in manufacturing and installation according to work schedules.

Schmidtke Millwork Ltd. has combined the use of the latest in computerized equipment and a dedicated staff to provide a quality product at competitive prices with personalized service.

Products for Export

Cabinets, Kitchen, Household, wooden
Cabinets, Medicine/Vanity, Household, wooden

SOCIÉTÉ METALLURGIQUE RGA LTÉE

7531E Henri Bourassa
Montréal, Québec
H1E 1N9

Tel: (514) 648-4710
Fax: (514) 648-2408

Export Contact:

Charles Barchechath President

Founded in 1976 la Société Métallurgique RGA Ltée has proven to be a leader in the manufacturing of metal display stands.

Until 1990, when the recession reared its head, sales were constantly on the increase. The firm then decided to diversify products and offer a line of design-type chairs to the consumer.

The company asked four well-known Canadian designers to create various models of chairs at highly competitive prices, to enable many households to acquire furniture at a very reasonable price. The firm advertised over the CBC, Les Idées de Ma Maison, AZUR, La Presse and the Gazette. As a result, sales of products increased greatly.

The Isabelle chair, by designer Jean-François Jacques, received the first prize from SIDIM (Salon International du Design Intérieur de Montréal).

The company has participated in the ICFF and Design Saturday in New York and in Neoconen 1992. The firm exhibited products with the Québec Government in Courtrai as part of INterieur 92 and visited the Cologne Furniture Fair in January 1992.

These exhibitions and visits have resulted in some rather interesting contacts, and the firm now has a representative covering the Benelux and distributor for the Eastern US, and is negotiating with a distributor for Germany. The company has plans to penetrate the Western States along with Hungary and Czechoslovakia.

Products for Export

Furniture, Dining Room, metal, not upholst.

Furniture, Kitchen/Dinette, metal, not upholst.

Card Tables and Chairs, metal, padded or not

SONAX ACOUSTICS LTD.

P.O. Box 1078
Osoyoos, B.C.
V0H 1V0
Tel: (604) 498-6201
Fax: (604) 498-4449

Export Contact:

Hugh A. Mackay V.P./General Manager

Sonax Furniture designs and manufactures a wide range of ready to assemble furniture products at its 60,000 square foot world class factory located in Oliver, B.C. within close proximity to the container ports of Vancouver and Seattle.

Sonax manufactures T.V. Carts, Audio Carts, Entertainment Centres, Desks, Computer Centres, Fax Carts, Bookcases, C.D. and Tape Storage Cabinets, Kitchen Accessory furniture and Shoe Storage Cabinets.

Construction materials include laminated composite wood lacquered components. Sonax produces a high quality product to International Standards Organization 1003 levels.

Sonax is currently selling more than half of its products outside of Canada with export markets in the United States, Japan, Hong Kong, China, Italy, the Middle East and several Latin American countries. New and additional markets are being sought in traditional areas as well as Europe, Scandinavia, the Middle East, Asia and Central and South America. Ready to assemble furniture is an ideal product for export because it is easily shipped by container.

Products for Export

Desks, Writing/Study, Household, wooden
Cabinets, Utility, Household, wooden
Wooden Household Furniture, not upholst.
Shelving, wooden

SPACEMAKER LIMITED

3069 Wolfedale Road
Mississauga, Ontario
L5C 1V9

Tel: (416) 279-2632

Fax: (416) 279-4871

Export Contact:

Mr. Patrick Minshall President

Spacemaker Limited manufactures a variety of consumer goods including steel Garden Sheds, Greenhouses, and Shelving Units. The products are knocked down for shipment and are easy to assemble by the customer. All necessary Hardware and instructions are included.

The steel Garden Buildings and Greenhouses are primarily made from hot dipped galvanized steel. Buildings come in a wide range of colours and sizes as well as different roof styles. The Greenhouse is lightweight and affordable. The Lexan panels for the Greenhouse can be substituted with glass or other material due to the option of different kits (i.e. Frame Kit, Shelving Kit).

Spacemaker's Shelving Units are available in a variety of grades from light duty residential to industrial. They are all easy to assemble and adjustable. The new "Pro Rack" is a boltless Shelving Unit that does not require any type of Hardware or Tools and has a smooth look that will suite any office or home decor.

Spacemaker Limited has been exporting to Europe for about fifteen years, as well as to the United States, South America, and the Middle East. The main language of the company is English, however, the Instruction Manuals for the products are available in a variety of languages. New and additional markets are being sought in above noted areas as well as the Far East, Eastern Europe and Africa.

Products for Export

Tables, TV or Snack, metal
Metal Household Furniture, not upholstered
Shelving, other than wooden

STAR QUALITY OFFICE FURNITURE MFG. LTD.

624 Millway Avenue

Concord, Ontario

L4K 3V3

Tel: (416) 669-2735

Fax: (416) 669-3518

Export Contact:

David Cohen Vice President

Star Quality Office Furniture Mfg. Ltd. was established 14 years ago and is currently located in a 40,000 square foot plant in Concord, Ontario, a suburb of Toronto.

The company produces the finest quality of office furniture and high pressured laminates. A variety of executive desks, credenzas, workstations, reception and secretarial desks are manufactured. Computer furniture, bookcases and boardroom tables are equally represented in the product line.

The firm has the knowledge, experience, and the most highly advanced equipment to accommodate all of one's needs in the wood and laminate office furniture industry. The company is a responsive organization and very flexible to market needs and demands, as well as custom designed products.

At present the company is selling its products coast to coast across Canada and in the north east region of the United States, and looking to expand its exports to other regions such as Europe and the far East.

Products for Export

Desks, Writing/Study, Household, wooden

TABLE & BASE FACTORY

60 Alness Street
Downsview, Ontario
M3J 2G9
Tel: (416) 661-8003
Fax: (416) 661-4355
Export Contact:
Annette Golostein Sales Manager

Table and Base Factory designs and manufactures metal bases and a complete line of tables for the contract furniture industry. The firm's line is suitable for office, hotel, restaurant, government and public buildings. The Column Table is also lovely for residential for the kitchen.

The company's products are of excellent quality and design and are available in a variety of powder coat colours to suit the setting. Table and Base manufactures heavy tables for wear and tear. Prices are very competitive for high tech furniture. The firm has designed a head table that replaces the trumpet base, the head table is practical with nice smooth lines and uses a 3" tube. The column table is unique in design, base sizes are 15 3/4", 22 1/4" and 26", the columns are 8" and 10" in diameter and are of 14 ga. material. All complete bases come complete with top plate and levels.

Table and Base Factory does metal spinning as well, so if a client requires spun parts for a line the firm can also manufacture bases for other manufacturers throughout Canada and the United States.

Products for Export

Furniture, Kitchen/Dinette, metal, not upholst.
Metal Household Furniture, not upholstered

THE CANADA WOOD SPECIALTY CO. LTD.

P.O. Box 458
Orillia, Ontario
L3V 6K2
Tel: (705) 326-1301
Fax: (705) 326-0697

Export Contact:

Peter C. de Vries Owner

The Company operates now 13 Moore steam dry kilns, capacity 600,000 BM per charge. The steam is generated by 2 woodwaste burning semi-automatic boilers. The Company is 99% self-sufficient in fuel supplied from the woodworking plant.

A total of 10 million BM of lumber was dried in 1989 and an additional two million BM was air dried. The main species are Maple, Pine, Birch, Ash, Aspen and Oak, etc. Out of this footage the Company used approximately 4 million feet of mixed hardwoods and pine.

The Moore Semi-Automatic Stacker, the 12 acre fenced in yard and the 35,000 square feet of dry storage, makes this an excellent "service" facility. Some of the services supplied are grading, sorting, export tally and container loading.

The front part is the brake-out planing mill section. Besides supplying the plant, it does also custom dressing, ripping resawing. The second part is the finishing mill, operating dowel machines, turning lathes, stickers, two cut-off satins, sands, and shapers.

The Company sells colour coded hardwood dowel, spindles, spindlettes, and wood accessories from coast to coast through distributors. All other work is custom -- no complete finished product is produced -- custom turnings for the furniture industry; stair parts/wood parts for industry, wheelbarrow handles, sill stock, custom cut-to-size moulding, and broom blocks. Exports include cut-to-size blanks and Maple turning squares to Europe, the U.S.A., and Pacific rim countries. The Company is well known across the world for its White Maple products.

Products for Export

Furniture, Household, wooden, parts
Furniture, Household, parts



VALENTINO FURNITURE MANUFACTURING INC.

6950 Boul. Couture
St. Leonard, Québec
H1P 3A9

Tel: (514) 325-4222

Fax: (514) 325-9497

Export Contact:

Joseph Valentino S.T.

Valentino Furniture Mfg Inc designs, manufactures and markets household furniture. The concept involves having local assemblers fabric standard furniture from locally sourced wood and fabric and by parts supplied from Europe.

The furniture is available in a variety of finishes and also in solid mahogany. Valentino Furniture's strength lies in its ability to manufacture carved furniture in the medium to high range with the possibility to purchase lower prices items. The firm also prides itself on the service to customers with knowledgeable and caring personnel.

In addition to Canada, Valentino Furniture export markets include the USA. Export customers are handled by qualified salespeople. Regular visits to customers ensure that they have a very high level of satisfaction. Although the main language of the company is english, they can effectively communicate in French and Italian. New and additional markets are being sought in the above noted areas.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.

Furniture, Bedroom, wooden, not upholst.

Furniture, Dining Room, wooden, not upholst.

Furniture, Living Room, upholst., except convertible

Chairs, Household, upholstered

Couches, except Studio couches

VEN-REZ PRODUCTS LTD.

P.O. Box 399
Shelburne, N.S.
BOT 1W0
Tel: (902) 875-3178
Fax: (902) 875-3371

Export Contact:

Norman Wallet V.P. Marketing

Ven-Rez Products Ltd., established in 1949 is a manufacturer of school, institutional and office furniture. The firm's plant is a modern facility that incorporates wood, upholstered and steel furniture manufacturing divisions. The welding robot, automatic powder coat booths, computer driven press brakes, and numerical control computer routers all help to make a quality product at competitive prices.

Standard products range from steel cantilevered library shelving, wood university residence furniture, school desks, chairs, tables, bookcases, to office desks etc. The company's manufacturing capabilities are flexible and Ven-Rez products can easily custom manufacture a finished product or component parts.

Ven-Rez Products Ltd. is constantly looking for new markets. The firm has exported to the Caribbean, Seychelles, Lesotho, Malawi, Bermuda, Cameroon, Sudan, and Kuwait.

Products for Export

Furniture, Children, wooden not upholst.
Furniture, Children, metal, not upholst.
Furniture Frames, metal
Furniture Frames, wooden
Furniture, Table and Counter Tops, Household
Shelving, wooden
Shelving, other than wooden

VOGUE DISPLAY

23 Fima Crescent
Toronto, Ontario
M8W 3R1
Tel: (416) 259-4965
Fax: (416) 259-0604

Export Contact:

Tyrone Nagthall President

Vogue Display is one of the leading metal store fixtures and fibreglass display manufacturers in Toronto. Specializing in metal merchandising systems, Vogue Display offers a design sensitive approach to meet clients individual specifications. Systems can be modified to suit different requirements, as well as take on a variety of paint or plating finishes. The company is also a leading manufacturer of metal frames for industrial use tables and chairs.

In addition to metal products, Vogue Display produces a selective range of mens and ladies merchandising forms, in pinable polyurethane foam or of durable fibreglass. The extensive line of decorative display products includes fibreglass urns, wall sconces and ornaments, and torcheres.

For over twelve years, Vogue Display has remained committed to meeting the highest standards of uniqueness and flexibility of systems and display products expected by clients. All manufacturing is done in the Toronto factory, and all materials and components incorporated are of Canadian content.

5% of export sales are in the U.S.A. In efforts to increase this percentage, the company is actively searching for U.S. distributors. Presently, Vogue Display has comprehensive showrooms in Vancouver and in Toronto, the company's head office. Through industry trade shows and mailers, the firm keeps customers up-dated on the latest products. The company's extensive catalogue outlines its capabilities and is available on request.

Vogue display is interested in pursuing and developing sales worldwide. Under a licensing agreement, Vogue Display will consider agents and distributors overseas who are seeking to expand their product lines.

Products for Export

Furniture, Dining Room, metal, not upholst.
Card Tables and Chairs, metal, padded or not
Furniture Frames, metal
Shelving, other than wooden
Furniture and Fixtures

W.R. KEY LIMITED

4770 Sheppard Avenue East
Agincourt, Ontario
M1S 3V6

Tel: (416) 291-6246

Fax: (416) 291-4882

Export Contact:

Tim Beatty Sales Manager

W.R. Key Limited is a Canadian manufacturer of custom metal enclosures, cabinets, chassis, card racks, brackets and various other metal products. (Aluminum, Stainless, Cold Rolled Steel, etc.) Since 1927 W.R. Key has provided quality products with friendly, helpful service to the industrial market.

W.R. Key's 44,000 square foot facility is a full service plant complete with CNC machinery, paint shop (baked enamel) and silkscreening. Improvements in manufacturing allow quotes at better prices than ever. Experienced employees will assist you in every step of the manufacturing process. As well the firm is always looking for ways to make products more cost efficient through the changing environment.

W.R. Key is a well established company which aims towards long term relationships with it's customers. Communicating and working together as a team allows for a successful working relationship which becomes beneficial to both companies. W.R. Key would much appreciate the opportunity to quote any of your metal requirements.

Products for Export

Cabinets, Medicine/Vanity, Household, metal
Cabinets, Utility, Household, metal
Furniture, HH, metal, PTS, except hardware
Furniture, Household, parts

WATERLOO FURNITURE COMPONENTS LTD.

501 Manitou Drive
Kitchener, Ontario
N2C 1L2
Tel: (519) 748-5060
Fax: (519) 748-4095
Export Contact:
J. Owen Hennessey

Product Manager

Waterloo Furniture Components Ltd. is a quality conscious Canadian manufacturer of precision ball bearing drawer slides and computer keyboard support products for the commercial furniture manufacturing industry. For the upholstered furniture market, Waterloo's folding sofa bed mechanisms set the standard for quality features throughout the industry.

Waterloo's line of precision ball bearing drawer slides are designed to enhance production abilities and compliment industry standards. Computer keyboard support products provide the flexibility within the office environment to meet the growing ergonomic needs in a global market.

A world wide network of sales representatives are ready to meet production challenges and work to satisfy market requirements for each account. For precision design, dependable supply and superior workmanship, consider the Waterloo team as Partners in Quality.

Products for Export

Bed Springs, Link Fabric
Furniture and Fixtures

WATERSPRING BED COMPANY INC.

7430 Pacific Circle
Mississauga, Ontario
L5T 2A3

Tel: (416) 670-0048
Fax: (416) 670-2999

Export Contact:

Gordon West Export Contact

WaterSpring Bed Company was formed in 1983 and since then has become the most global manufacturer in the waterbed industry. Over seventy percent of all the mattresses that are built are exported to countries outside of Canada.

There are retailers marketing WaterSpring mattresses in Japan, Belgium, Hong Kong, Germany, Switzerland, The Netherlands, Sweden, Portugal, Great Britain, Australia, Taiwan, Hungary, Columbia, New Zealand, and of course throughout the United States and Canada.

In Canada the firm has over ninety percent market share which includes Sears, The Brick and the Waterbed Gallery, the country's largest department, furniture and waterbed chains. During the current recession the company has enjoyed growth in both sales and market share.

In the United States Waterbed City, one of many American clients, is considered to be the worlds' finest mattress retailer.

In order to achieve these goals the firm has to become a research and development, quality control, competitively priced, innovative manufacturer. The majority of company's research is done at Ortech Laboratories. Ortech stands for Ontario Research & Technical Foundation. This 250,000 square foot facility has 390 PH.D's and technicians who work on all types of projects from designing better mattresses for WaterSpring to assisting the scientists at NASA.

Products for Export

Mattresses, Spring Filled
Mattresses, Cotton Felt
Mattresses, Foam Plastic
Mattresses, Foam Rubber
Mattresses, Water Bed
Mattresses

WOODCRAFT

370 Dension Street
Markham, Ontario
L3R 1B9

Tel: (416) 475-2488

Fax: (416) 475-3721

Export Contact:

Jack Friedman Vice President

Woodcraft is a manufacturer of high quality, functional, solid wood furniture made out of solid pine or solid oak. Customized requirements can be accommodated. In general, products are designed to represent a Canadian look with a strong country influence.

In addition to the firm's line of furniture for residential use, a wide variety of furniture and fixtures for corporate clients, retail stores, hotels, restaurants and all types of offices is produced.

The company has established a reputation of a fine quality furniture manufacturer with the ability to change the designs and/or look of products to meet the needs of customers. The different finishes which are available can also be applied to create any look desired.

Products for Export

Furniture, Living Room/Hall, wooden not upholst.

Furniture, Bedroom, wooden, not upholst.

Furniture, Dining Room, wooden, not upholst.

Furniture, Kitchen/Dinette, wooden, not upholst.

Cabinets, Kitchen, Household, wooden

Desks, Writing/Study, Household, wooden

Chests, cedar

Cabinets, Utility, Household, wooden

Wooden Household Furniture, not upholst.

Beds, Bunk

WYLIE SYSTEMS

1190 Fenster Drive
Mississauga, Ontario
L4W 1A1
Tel: (416) 238-1619
Fax: (416) 238-5623
Export Contact:
Mike Wylie President

Wylie Systems Ltd. designs, manufactures and markets an aluminum component system called Decorail. Decorail is used to produce custom stair railings, balcony railings, partitioning, queuing systems and decorative trim used in areas such as hotels, banks, hospitality, office, malls and residential areas.

The product offers a wide choice of standard components and is unique in that a custom look can be achieved when mixing and matching the standard stylized components. Decorail can be factory fabricated to a standard commodity item for stocking, such as bank queuing posts, or the product can be shipped in stock lengths for fabrication in the field or factory fabricated on a per job basis. Full installation drawings in CAD form are available along with shop drawings, where necessary.

Decorail has won international design awards and has received tremendous reaction from architects and designers, as it allows design freedom at an affordable price. The company believes it is the world leader for this product.

Sales are being handled by commissioned sales representative agencies, who are calling on architects, designers, large corporate and chain accounts, to get the product specified. In addition to the United States, Wylie Systems is pursuing export markets in Europe, the Middle East, Asia and South America.

Products for Export

Furniture, Household, wooden, parts
Furniture, Household, parts

PRODUCT INDEX

Bed Springs

BADY INT'L INC.

Bed Springs, Baby Crib

CANADA STAMPINGS AND DIES LTD.

Bed Springs, Cable Fabric

BADY INT'L INC.

Bed Springs, Coil

ATLANTIC SLEEP PRODUCTS LTD.

BADY INT'L INC.

LES ENTREPRISES SOMMEX LTEE

Bed Springs, Link Fabric

BADY INT'L INC.

WATERLOO FURNITURE COMPONENTS

Bed Springs, Slat Fabric

BADY INT'L INC.

Beds, Bunk

ALLTRADE ENTERPRISES LIMITED

ATLANTIC SLEEP PRODUCTS LTD.

BADY INT'L INC.

BOISINOVE (1991) INC.

CANWOOD FURNITURE INC.

DOREL INDUSTRIES INC.

INTERNATIONAL WOODWORKING

JOSEPH M. WILSON FURNITURE DESIGN

LES INDUSTRIES DE LA RIVE SUD LTEE

LIBBY MFG. CO. LIMITED

NITTY GRITTY REPRODUCTIONS

PALLISER FURNITURE LTD.

WOODCRAFT

Beds, except folding/roll-away/bunk, metal

DOREL INDUSTRIES INC.

LIBBY MFG. CO. LIMITED

MIRROLINE DESIGNS LTD.

OPTIMUM MANAGEMENT CORP.

Box Springs and upholstered Bases, Bed

ATLANTIC SLEEP PRODUCTS LTD.

BADY INT'L INC.

BOIS-AISE DE ROBERVAL INC.

LES ENTREPRISES SOMMEX LTEE

Cabinets, Kitchen, Household, wooden

ALLTRADE ENTERPRISES LIMITED

BIRCHWOOD FURNITURE

BOGDON & GROSS FURN. CO. LTD.

CANAM MANUFACTURING LTD.

CANWOOD FURNITURE INC.

CARON & FILS (MEUBLES) INC.

DOREL INDUSTRIES INC.

ENTREPRISES MODERNES DAVELUYVILLE

FLEX CABIENT COMPONENTS INC.

INTERNATIONAL WOODWORKING

JOSEPH M. WILSON FURNITURE DESIGN

LAURYSSEN KITCHENS LIMITED

Cabinets, Kitchen, Household, wooden-continued

NITTY GRITTY REPRODUCTIONS

OPTIMUM MANAGEMENT CORP.

PETER PUTTER LTD.

RAYWAL LIMITED

SCHMIDTKE MILLWORK LTD.

WOODCRAFT

Cabinets, Medicine/Vanity, Household, metal

BADY INT'L INC.

W.R. KEY LIMITED

Cabinets, Medicine/Vanity, Household, wooden

ALLTRADE ENTERPRISES LIMITED

BADY INT'L INC.

CANAM MANUFACTURING LTD.

DURHAM FURNITURE INC.

FLEX CABINET COMPONENTS INC.

INTERNATIONAL WOODWORKING

JOSEPH M. WILSON FURNITURE DESIGN

LAURYSSEN KITCHENS LIMITED

LEDA FURNITURE

NITTY GRITTY REPRODUCTIONS

OPTIMUM MANAGEMENT CORP.

PETER PUTTER LTD.

RAYWAL LIMITED

SCHMIDTKE MILLWORK LTD.

Cabinets, Utility, Household, metal

OPTIMUM MANAGEMENT CORP.

W.R. KEY LIMITED

Cabinets, Utility, Household, wooden

BADY INT'L INC.

BARONET INC.

BELBOIS LTD.

CANAM MANUFACTURING LTD.

DOREL INDUSTRIES INC.

DYNASTY WOOD PRODUCTS INC.

FLEX CABINET COMPONENTS INC.

GREMARK INDUSTRIES INC.

INTERNATIONAL WOODWORKING

JOSEPH M. WILSON FURNITURE DESIGN

LAURYSSEN KITCHENS LIMITED

NITTY GRITTY REPRODUCTIONS

OPTIMUM MANAGEMENT CORP.

PETER PUTTER LTD.

RAYWAL LIMITED

SONAX ACOUSTICS LTD.

WOODCRAFT

Camp/Lawn/Veranda/Patio Furniture, except wood

ALLTRADE ENTERPRISES LIMITED

BEKA CASTING LIMITED

CHILDSpace MANUFACTURING LTD.

CRORAK (LES FIBRES DE VERRE) INC.

DAVIDSON FURNITURE SPECIALTIES LTD.

Camp/Lawn/Veranda/Patio Furniture, except wood-continued

ENVIRODESIGNS INC.
HEIDT PRODUCTS INC.
LES MEUBLES PLEIN-AIR D.H. INC.
LINDSAY CASUAL FURNITURE
MIRROLINE DESIGNS LTD.
MOBILIER RUSTIQUE (BEAUCE) INC.
RENE CORRIVEAU & FILS INC.

Camp/Lawn/Veranda/Patio Furniture, wooden

CANADIAN CEDAR MANUFACTURERS LTD.
CANWOOD FURNITURE INC.
CHILDSPACE MANUFACTURING LTD.
CRAFTWOOD
LES ENTREPRISES ST-FERDINAND LTEE
LES INDUSTRIES DE LA RIVE SUD LTEE
M.H.W. MANUFACTURING LTD.
NITTY GRITTY REPRODUCTIONS

Card Tables and Chairs, metal, padded or not

ALLTRADE ENTERPRISES LIMITED
MIRROLINE DESIGNS LTD.
NIENKAMPER FURNITURE
SOCIÉTÉ METALLURGIQUE RGA LTÉE
VOGUE DISPLAY

Chairs, Household, upholstered

AFEYAN INDUSTRIES INC.
ATLANTIC FURNITURE MANUFACTURING
BADY INT'L INC.
BIRCHWOOD FURNITURE
BOGDON & GROSS FURN. CO. LTD.
BONAVENTURE FURNITURE INDUSTRIES
COJA LEATHERLINE OF CANADA INC.
CONCORDIAN CHESTERFIELD CO. LTD.
COOPER BROS. UPHOLSTERY
CREATIVE CUSTOM FURNISHINGS
DUTAILIER INC.
FURNITRAD INC.
GUILDHALL CABINET SHOPS LIMITED
INTERNA FURNITURE DESIGN LTD.
JOSEPH M. WILSON FURNITURE DESIGN
LES MEUBLES GRAND PERE INC.
LES MEUBLES VIA INC.
LIBERTY FURNITURE INDUSTRIES LIMITED
NATIONAL WOODCRAFT LTD.
NIENKAMPER FURNITURE
NITTY GRITTY REPRODUCTIONS
PALLISER FURNITURE LTD.
VALENTINO FURNITURE MANUFACTURING

Chests, cedar

BIRCHWOOD FURNITURE
CANADIAN CEDAR MANUFACTURERS LTD.
DOREL INDUSTRIES INC.
EVERLITE
GREMARK INDUSTRIES INC.
INTERNATIONAL WOODWORKING
JOSEPH M. WILSON FURNITURE DESIGN

Chest, cedar-continued

M.H.W. MANUFACTURING LTD.
NITTY GRITTY REPRODUCTIONS
OPTIMUM MANAGEMENT CORP.
WOODCRAFT

Cots, including folding & roll-away, metal

BAD INT'L INC.
LIBBY MFG. CO. LIMITED

Couches, except Studio couches

ATLANTIC FURNITURE MANUFACTURING
BADY INT'L INC.
BIRCHWOOD FURNITURE
BONAVENTURE FURNITURE INDUSTRIES
COJA LEATHERLINE OF CANADA INC.
CONCORDIAN CHESTERFIELD CO. LTD.
COOPER BROS. UPHOLSTERY
CREATIVE CUSTOM FURNISHINGS
FURNITRAD INC.
GUILDHALL CABINET SHOPS LIMITED
INTERNA FURNITURE DESIGN LTD.
JOSEPH M. WILSON FURNITURE DESIGN
LES MEUBLES JAYMAR LTEE
LES MEUBLES VIA INC.
NATIONAL WOODCRAFT LTD.
NIENKAMPER FURNITURE
SCALI DURANTE FURNITURE MANUFACT.
VALENTINO FURNITURE MANUFACTURING

Couches, Studio

ATLANTIC FURNITURE MANUFACTURING
BADY INT'L INC.
BIRCHWOOD FURNITURE
BOISINOVE (1991) INC.
BONAVENTURE FURNITURE INDUSTRIES
COJA LEATHERLINE OF CANADA INC.
COOPER BROS. UPHOLSTERY
CREATIVE CUSTOM FURNISHINGS
FURNITRAD INC.
INTERNA FURNITURE DESIGN LTD.
JOSEPH M. WILSON FURNITURE DESIGN
LES MEUBLES JAYMAR LTEE
LES MEUBLES VIA INC.
NIENKAMPER FURNITURE

Cribs

BADY INT'L INC.
BOISINOVE (1991) INC.
DOREL INDUSTRIES INC.
JOSEPH M. WILSON FURNITURE DESIGN
LES ENTREPRISES ST-FERDINAND LTEE
MEUBLES MORIGEAU LTEE

Desks, Writing/Study, Household, metal

ADDMORE OFFICE FURNITURE INC.
BADY INT'L INC.
D.S.I. INDUSTRIES INC.
MIRROLINE DESIGNS LTD.
OPTIMUM MANAGEMENT CORP.

Desks, Writing/Study, Household, wooden

ADDMORE OFFICE FURNITURE INC.
ALASKA WOOD INDUSTRIES LTD.
ALLTRADE ENTERPRISES LIMITED
BADY INT'L INC.
BARONET INC.
BELBOIS LTD.
BIRCHWOOD FURNITURE
BOGDON & GROSS FURN. CO. LTD.
CANWOOD FURNITURE INC.
CONFUR CONTRACT FURNITURE INC.
CREATIVE CUSTOM FURNISHINGS
D.S.I. INDUSTRIES INC.
DALCO CONCEPT INC.
DOREL INDUSTRIES INC.
DYNASTY WOOD PRODUCTS INC.
GUILDHALL CABINET SHOPS LIMITED
INTERNATIONAL WOODWORKING
INVECO PRODUCT DESIGNS & MARKETING
JOSEPH M. WILSON FURNITURE DESIGN
LAURYSSEN KITCHENS LIMITED
LEDA FURNITURE
LES INDUSTRIES DE LA RIVE SUD LTEE
NATIONAL LIBRARY RESOURCES LTD.
NIENKAMPER FURNITURE
NITTY GRITTY REPRODUCTIONS
NORTH AMERICAN FURNITURE GROUP
OPTIMUM MANAGEMENT CORP.
PALETHORPE & DOWLING LTD.
PALLISER FURNITURE LTD.
PETER PUTTER LTD.
PRO-SARO
RAYWAL LIMITED
SONAX ACOUSTICS LTD.
STAR QUALITY OFFICE FURNITURE MFG.
WOODCRAFT

Frames, Mirror

INDUSTRIES BELGRAPH
INTERNATIONAL WOODWORKING
JOSEPH M. WILSON FURNITURE DESIGN
MIRROLINE DESIGNS LTD.
NIENKAMPER FURNITURE

Furniture and Fixtures

ALLTRADE ENTERPRISES LIMITED
BADY INT'L INC.
BOIS-AISE DE ROBERVAL INC.
NITTY GRITTY REPRODUCTIONS
VOGUE DISPLAY
WATERLOO FURNITURE COMPONENTS

Furniture Frames, metal

ACCRO FURNITURE INDUSTRIES
ALLTRADE ENTERPRISES LIMITED
HEIDT PRODUCTS INC.
JACMORR INTERNATIONAL INC.
LIBBY MFG. CO. LIMITED
MIRROLINE DESIGNS LTD.

Furniture Frames, metal

NATIONAL LIBRARY RESOURCES LTD.
OPTIMUM MANAGEMENT CORP.
RENE CORRIVEAU & FILS INC.
VEN-REZ PRODUCTS LTD.
VOGUE DISPLAY

Furniture Frames, wooden

AFEYAN INDUSTRIES INC.
ALLTRADE ENTERPRISES LIMITED
FENCLO LTEE.
GREMARK INDUSTRIES INC.
INTERNATIONAL WOODWORKING
JOSEPH M. WILSON FURNITURE DESIGN
NATIONAL WOODCRAFT LTD.
OPTIMUM MANAGEMENT CORP.
VEN-REZ PRODUCTS LTD.

Furniture, Bedroom, metal, not upholst.

LIBBY MFG. CO. LIMITED
MIRROLINE DESIGNS LTD.

Furniture, Bedroom, wooden, not upholst.

BADY INT'L INC.
BARONET INC.
BIRCHWOOD FURNITURE
BOGDON & GROSS FURN. CO. LTD.
CANAM MANUFACTURING LTD.
CANWOOD FURNITURE INC.
CREATIVE CUSTOM FURNISHINGS
DOREL INDUSTRIES INC.
DURHAM FURNITURE INC.
DYNASTY WOOD PRODUCTS INC.
EVERLITE
GREMARK INDUSTRIES INC.
GUILDHALL CABINET SHOPS LIMITED
GUNNAR MANUFACTURING INC.
INTERNATIONAL WOODWORKING
JOSEPH M. WILSON FURNITURE DESIGN
LAURIER FURNITURE LTD.
LAURYSSEN KITCHENS LIMITED
LEDA FURNITURE
LES INDUSTRIES DE LA RIVE SUD LTEE
MEUBLES MORIGEAU LTEE
MEUBLES UTAMARO INC.
NITTY GRITTY REPRODUCTIONS
NORTH AMERICAN FURNITURE GROUP
OPTIMUM MANAGEMENT CORP.
PALETHORPE & DOWLING LTD.
PALLISER FURNITURE LTD.
VALENTINO FURNITURE MANUFACTURING
WOODCRAFT

Furniture, Children, metal, not upholst.

ACCRO FURNITURE INDUSTRIES
ALLTRADE ENTERPRISES LIMITED
DOREL INDUSTRIES INC.
MIRROLINE DESIGNS LTD.
VEN-REZ PRODUCTS LTD.

Furniture, Children, wooden not upholst.

ALLTRADE ENTERPRISES LIMITED
BARONET INC.
CANADIAN CEDAR MANUFACTURERS LTD.
CANAM MANUFACTURING LTD.
CANWOOD FURNITURE INC.
DANICRAFT MANUFACTURING LTD.
DOREL INDUSTRIES INC.
DYNASTY WOOD PRODUCTS INC.
GREMARK INDUSTRIES INC.
JOSEPH M. WILSON FURNITURE DESIGN
LAURYSSEN KITCHENS LIMITED
LES ENTREPRISES ST-FERDINAND LTEE
LES INDUSTRIES DE LA RIVE SUD LTEE
MEUBLES MORIGEAU LTEE
NITTY GRITTY REPRODUCTIONS
NORTH AMERICAN FURNITURE GROUP
OPTIMUM MANAGEMENT CORP.
PALLISER FURNITURE LTD.
VEN-REZ PRODUCTS LTD.

Furniture, Dining Room, metal, not upholst.

ACCRO FURNITURE INDUSTRIES
BASY INT'L INC.
LIBERTY FURNITURE INDUSTRIES LIMITED
MIRROLINE DESIGNS LTD.
NIENKAMPER FURNITURE
SOCIÉTÉ METALLURGIQUE RGA LTÉE
VOGUE DISPLAY

Furniture, Dining Room, wooden, not upholst.

BASY INT'L INC.
BARONET INC.
BOGDON & GROSS FURN. CO. LTD.
CANADIAN CEDAR MANUFACTURERS LTD.
CANAM MANUFACTURING LTD.
CANWOOD FURNITURE INC.
CREATIVE CUSTOM FURNISHINGS
DOREL INDUSTRIES INC.
DURHAM FURNITURE INC.
GUILDHALL CABINET SHOPS LIMITED
H.P. CYRENNE LTD.
INTERNATIONAL WOODWORKING
JOSEPH M. WILSON FURNITURE DESIGN
LAURYSSEN KITCHENS LIMITED
LEDA FURNITURE
LES INDUSTRIES DE LA RIVE SUD LTEE
MEUBLES UTAMARO INC.
NIENKAMPER FURNITURE
NITTY GRITTY REPRODUCTIONS
NORTH AMERICAN FURNITURE GROUP
OPTIMUM MANAGEMENT CORP.
VALENTINO FURNITURE MANUFACTURING
WOODCRAFT

Furniture, HH, metal, PTS, except hardware

ALLTRADE ENTERPRISES LIMITED
JACMORR INTERNATIONAL INC.
W.R. KEY LIMITED

Furniture, Household, parts

JOSEPH M. WILSON FURNITURE DESIGN
POWNING DESIGNS LTD.
THE CANADA WOOD SPECIALTY CO. LTD.
W.R. KEY LIMITED
WYLIE SYSTEMS

Furniture, Household, plastic, parts

CRORAK (LES FIBRES DE VERRE) INC.
JACMORR INTERNATIONAL INC.

Furniture, Household, upholstered

ATLANTIC FURNITURE MANUFACTURING
BASY INT'L INC.
BIRCHWOOD FURNITURE
COJA LEATHERLINE OF CANADA INC.
CONCORDIAN CHESTERFIELD CO. LTD.
COOPER BROS UPHOLSTERY
CREATIVE CUSTOM FURNISHINGS
FURNITRAD INC.
INTERNA FURNITURE DESIGN LTD.
JOSEPH M. WILSON FURNITURE DESIGN
LES MEUBLES VIA INC.
NIENKAMPER FURNITURE
NITTY GRITTY REPRODUCTIONS

Furniture, Household, wooden, parts

ALASKA WOOD INDUSTRIES LTD.
BLAINVILLE MOULDINGS INC.
CARON & FILS (MEUBLES) INC.
INTERNATIONAL WOODWORKING
JACMORR INTERNATIONAL INC.
JOSEPH M. WILSON FURNITURE DESIGN
LES PLIAGES MASKINONGE INC.
THE CANADA WOOD SPECIALTY CO. LTD.
WYLIE SYSTEMS

Furniture, Kitchen/Dinette, metal, not upholst.

ACCRO FURNITURE INDUSTRIES
AFEYAN INDUSTRIES INC.
ALLTRADE ENTERPRISES LIMITED
LIBBY MFG. CO. LIMITED
LIBERTY FURNITURE INDUSTRIES LIMITED
MIRROLINE DESIGNS LTD.
NIENKAMPER FURNITURE
SOCIÉTÉ METALLURGIQUE RGA LTÉE
TABLE & BASE FACTORY

Furniture, Kitchen/Dinette, wooden, not upholst.

AFEYAN INDUSTRIES INC.
ALASKA WOOD INDUSTRIES INC.
ALLTRADE ENTERPRISES LIMITED
BASY INT'L INC.
BOGDON & GROSS FURN. CO. LTD.
CANWOOD FURNITURE INC.
DOREL INDUSTRIES INC.
DYNASTY WOOD PRODUCTS INC.
INTERNATIONAL WOODWORKING
JOSEPH M. WILSON FURNITURE DESIGN
LAURYSSEN KITCHENS LIMITED
NIENKAMPER FURNITURE

**Furniture, Kitchen/Dinette, wooden, not upholst.-
continued**

NITTY GRITTY REPRODUCTIONS
NORTH AMERICAN FURNITURE GROUP
OPTIMUM MANAGEMENT CORP.
PETER PUTTER LTD.
WOODCRAFT

**Furniture, Living Room, upholst., except
convert.**

ATLANTIC FURNITURE MANUFACTURING
BAY INT'L INC.
BIRCHWOOD FURNITURE
COJA LEATHERLINE OF CANADA INC.
CONCORDIAN CHESTERFIELD CO. LTD.
COOPER BROS. UPHOLSTERY
CREATIVE CUSTOM FURNISHINGS
DUTAILIER INC.
FURNITRAD INC.
GUILDHALL CABINET SHOPS LIMITED
INTERNA FURNITURE DESIGN LTD.
INTERNATIONAL WOODWORKING
JOSEPH M. WILSON FURNITURE DESIGN
LES MEUBLES VIA INC.
LIBERTY FURNITURE INDUSTRIES LTD.
NATIONAL WOODCRAFT LTD.
NIENKAMPER FURNITURE
NITTY GRITTY REPRODUCTIONS
PALLISER FURNITURE LTD.
VALENTINO FURNITURE MANUFACTURING

Furniture, Living Room, upholstered, convertible

ATLANTIC FURNITURE MANUFACTURING
BAY INT'L INC.
BIRCHWOOD FURNITURE
COJA LEATHERLINE OF CANADA INC.
CONCORDIAN CHESTERFIELD CO. LTD.
COOPER BROS UPHOLSTERY
FURNITRAD INC.
INTERNA FURNITURE DESIGN LTD.
INTERNATIONAL WOODWORKING
LES MEUBLES JAYMAR LTEE
LES MEUBLES VIA INC.
NIENKAMPER FURNITURE
NITTY GRITTY REPRODUCTIONS
PALLISER FURNITURE LTD.

Furniture, Living Room/Hall, metal, not upholst.

CARMEL PRODUCTS INC.
DESIN INC.
LIBERTY FURNITURE INDUSTRIES LTD.
MIRROLINE DESIGNS LTD.
OTEMA STORE INTERIORS LTD.

**Furniture, Living Room/Hall, wooden not
upholst.**

BAY INT'L INC.
BIRCHWOOD FURNITURE
BOGDON & GROSS FURN. CO. LTD.
CANADIAN CEDAR MANUFACTURERS LTD.

**Furniture, Living Room/Hall, wooden not upholst.-
continued**

CANAM MANUFACTURING LTD.
CANWOOD FURNITURE INC.
CREATIVE CUSTOM FURNISHINGS
DESIN INC.
DOREL INDUSTRIES INC.
DURHAM FURNITURE INC.
DYNASTY WOOD PRODUCTS INC.
EVERLITE
GUILDHALL CABINET SHOPS LIMITED
INTERNATIONAL WOODWORKING
JOSEPH M. WILSON FURNITURE DESIGN
LAURIER FURNITURE LTD.
LEDA FURNITURE
LES INDUSTRIES DE LA RIVE SUD LTEE
MEUBLES UTAMARO INC.
NATIONAL WOODCRAFT LTD.
NIENKAMPER FURNITURE
NITTY GRITTY REPRODUCTIONS
NORTH AMERICAN FURNITURE GROUP
OPTIMUM MANAGEMENT CORP.
OTEMA STORE INTERIORS LTD.
PALETHORPE & DOWLING LTD.
PALLISER FURNITURE LTD.
PETER PUTTER LTD.
VALENTINO FURNITURE MANUFACTURING
WOODCRAFT

**Furniture, rattan, willow, Household
OPTIMUM MANAGEMENT CORP.**

Furniture, Table and Counter Tops, Household

ALASKA WOOD INDUSTRIES LTD.
ALLTRADE ENTERPRISES LIMITED
CRORAK (LES FIBRES DE VERRE) INC.
INTERNATIONAL WOODWORKING
JOSEPH M. WILSON FURNITURE DESIGN
MIRROLINE DESIGNS LTD.
NATIONAL LIBRARY RESOURCES LTD.
OPTIMUM MANAGEMENT CORP.
PETER PUTTER LTD.
VEN-REZ PRODUCTS LTD.

Home Computer/Office Furniture

INVECO PRODUCT DESIGNS & MARKETING

Household Furniture

CANAM MANUFACTURING LTD.
CARMEL PRODUCTS INC.
HEIDT PRODUCTS INC.
INTERNA FURNITURE DESIGN LTD.
JOSEPH M. WILSON FURNITURE DESIGN
NITTY GRITTY REPRODUCTIONS
PETER PUTTER LTD.
POWNING DESIGNS LTD.

Lockers, other than wooden

ADDMORE OFFICE FURNITURE INC.
BADY INT'L INC.
DAVIDSON FURNITURE SPECIALTIES LTD.
NATIONAL LIBRARY RESOURCES LTD.

Lockers, wooden

ALASKA WOOD INDUSTRIES LTD.
BADY INT'L INC.
CRAFTWOOD
GREMARK INDUSTRIES INC.
JOSEPH M. WILSON FURNITURE DESIGN
LAURYSSEN KITCHENS LIMITED
OPTIMUM MANAGEMENT CORP.
PETER PUTTER LTD.

Mattresses

BADY INT'L INC.
LES ENTREPRISES SOMMEX LTEE
WATERSPRING BED COMPANY INC.

Mattresses, Cotton Felt

BADY INT'L INC.
DOREL INDUSTRIES INC.
LES ENTREPRISES SOMMEX LTEE
WATERSPRING BED COMPANY INC.

Mattresses, Foam Plastic

ATLANTIC SLEEP PRODUCTS LTD.
BADY INT'L INC.
DOREL INDUSTRIES INC.
LES ENTREPRISES SOMMEX LTEE
WATERSPRING BED COMPANY INC.

Mattresses, Foam Rubber

BADY INT'L INC.
FURNITRAD INC.
PERMA FOAM LIMITED
WATERSPRING BED COMPANY INC.

Mattresses, Spring Filled

ATLANTIC SLEEP PRODUCTS LTD.
BADY INT'L INC.
DOREL INDUSTRIES INC.
LES ENTREPRISES SOMMEX LTEE
WATERSPRING BED COMPANY INC.

Mattresses, Water Bed

ATLANTIC SLEEP PRODUCTS LTD.
HALCYON WATERBED INC.
LES ENTREPRISES SOMMEX LTEE
WATERSPRING BED COMPANY INC.

Metal Household Furniture, not upholstered

ACCRO FURNITURE INDUSTRIES
CARMEL PRODUCTS INC.
LIBERTY FURNITURE INDUSTRIES LTD.
MIRROLINE DESIGNS LTD.
POWNING DESIGNS LTD.
SPACEMAKER LIMITED
TABLE & BASE FACTORY

Picture and Photograph Frames

INDUSTRIES BELGRAPH
INTERNATIONAL WOODWORKING
JOSEPH M. WILSON FURNITURE DESIGN
NIENKAMPER FURNITURE

Seats, Baby

DOREL INDUSTRIES INC.

Shades and Blinds, Other than Venetian

BADY INT'L INC.

Shades and Blinds, Venetian

BADY INT'L INC.

Shelving, other than wooden

ADDMORE OFFICE FURNITURE INC.
BADY INT'L INC.
CARMEL PRODUCTS INC.
D.S.I. INDUSTRIES INC.
DALCO CONCEPT INC.
NATIONAL LIBRARY RESOURCES LTD.
SPACEMAKER LIMITED
VEN-REZ PRODUCTS LTD.
VOGUE DISPLAY

Shelving, wooden

ALASKA WOOD INDUSTRIES LTD.
ALLTRADE ENTERPRISES LIMITED
BADY INT'L INC.
CANWOOD FURNITURE INC.
CRAFTWOOD
D.S.I. INDUSTRIES INC.
DALCO CONCEPT INC.
DYNASTY WOOD PRODUCTS INC.
GREMARK INDUSTRIES INC.
GUNNAR MANUFACTURING INC.
INTERNATIONAL WOODWORKING
JOSEPH M. WILSON FURNITURE DESIGN
LAURYSSEN KITCHENS LIMITED
NATIONAL LIBRARY RESOURCES LTD.
NITTY GRITTY REPRODUCTIONS
OPTIMUM MANAGEMENT CORP.
PETER PUTTER LTD.
SONAX ACOUSTICS LTD.
VEN-REZ PRODUCTS

Tables, TV or Snack, metal

BADY INT'L INC.
CARMEL PRODUCTS INC.
MIRROLINE DESIGNS LTD.
NATIONAL LIBRARY RESOURCES LTD.
NIENKAMPER FURNITURE
OPTIMUM MANAGEMENT CORP.
SPACEMAKER LIMITED

Umbrellas, Garden/Beach/Patio/Lawn

CRORAK (LES FIBRES DE VERRE) INC.
ENVIRODESIGNS INC.
HEIDT PRODUCTS INC.
LINDSAY CASUAL FURNITURE
MOBILIER RUSTIQUE (BEAUCE) INC.
RENE CORRIVEAU & FILS INC.
S.D.M. INC.

Wooden Household Furniture, not upholst.

ALLTRADE ENTERPRISES LIMITED
BADY INT'L INC.
BELBOIS LTD.
BIRCHWOOD FURNITURE
BOGDON & GROSS FURN. CO. LTD.
BOISINOVE (1991) INC.
CANAM MANUFACTURING LTD.
CANWOOD FURNITURE INC.
DOREL INDUSTRIES INC.
DURHAM FURNITURE INC.
DYNASTY WOOD PRODUCTS INC.
GREMARK INDUSTRIES INC.
INTERNATIONAL WOODWORKING
INVECO PRODUCT DESIGNS & MARKETING
JOSEHP M. WILSON FURNITURE DESIGN
LAURYSSEN KITCHENS LIMITED
LES INDUSTRIES DE LA RIVE SUD LTEE
MEUBLES MORIGEAU LTEE
NATIONAL WOODCRAFT LTD.
NIENKAMPER FURNITURE
NITTY GRITTY REPRODUCTIONS
NORTH AMERICAN FURNITURE GROUP
OPTIMUM MANAGEMENT CORP.
P.C. INDUSTRIES INC.
POWNING DESIGNS LTD.
SONAX ACOUSTICS LTD.
WOODCRAFT

LIBRARY E / BIBLIOTHEQUE A E



3 5036 20007538 3



60984 81800

