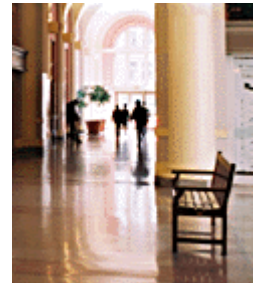


Wood Furniture Manufacturer Business Sourcing Guide

Revised: July 2004



Legal / Regulatory 2

Basics for Starting a Business 2

Acts and Regulations 2

Labelling 3

Funding / Financing 5

Small Business Financing 5

Sources of Financing 5

How-To / Educational 7

How-To Publications 7

Marketing and Promotion 8

Training Programs 9

Contacts / Directories 11

Business Associations 11

Other Industry Resources 13

Directories 13

Magazines 14

Tradeshows and Conferences 15

Market Data / Statistics 16

Sales Forecasting 16

Sources of Market Data 16

**Wood Furniture
Manufacturer**

Legal / Regulatory

Basics for Starting a Business

Basic regulatory requirements that are likely to affect you when starting your business include registering your business name, obtaining a business license and paying taxes. For a more information on basic regulatory requirements, visit the Canada / BC Business Service Centre's web site at:

<http://www.smallbusinessbc.ca/workshop/basics.php>

Acts and Regulations

The following is meant solely to help you understand the main features of primary regulations governing this activity, and is not meant in any way to provide a legal interpretation.

Workers Compensation Act

The Workers Compensation Board (WCB) administers this Act. It provides wage loss compensation, disability pensions and rehabilitation services to workers for work injuries and occupational diseases. It also regulates occupational safety and health conditions in the workplace. Under the Act, employers (businesses) are required to provide for the safety and health of their workers, pay Workers' Compensation Board assessments, and comply fully with the rules, regulations and standards in place for the reporting of accidents and injuries to the WCB.

Acts and Regulations

Workers Compensation Act

Workers Compensation Board -
Head Office

6951 Westminster Hwy
Richmond, BC, V7C 1C6
Toll-free: 1-800-992-2768

Tel: (604) 244-6181

Fax: (604) 244-6490

Prevention Information

(604) 276-3100

1-800-621-SAFE

www.worksafebc.com

For regional locations:

http://www.worksafebc.com/contact_us/regional_locations/default.asp

*Legal / Regulatory continued****Woodworker Lien Act***

This Act provides for liens (legal claims) on logs or timber for the amount due for labour or services performed in connection with them. A lien arising under the act is void unless a statement in writing, verified on oath, is filed in the office of a registrar of the Supreme Court. The statement must set out the nature and amount of the debt and a description of the logs or timber and must be filed within 30 days after the last day of labour or services were performed.

Safety Acts of British Columbia

The objective of the Safety Acts of British Columbia (which include the Electrical Safety Act, Elevating Devices Safety Act, Power Engineers and Boiler and Pressure Vessel Act and the Gas Safety Act) are to facilitate and maintain a safe environment for the people of British Columbia within the legislated parameters of the mandate.

The staff of the various branches are committed to establishing and maintaining a professional work environment and to: Uphold the principles of the legislated mandate, apply a technical focus in dealing with problems; adapt to changing needs; ensure consultation in the development of legislation, codes and standards; provide fair and equitable interpretation/application of safety standards; and establish effective communication within the industry and with the public.

Labelling***Consumer Packaging and Labelling Act***

Under the Consumer Packaging and Labelling Act, the Competition Bureau administers the packaging and labelling of non-food products at all levels of trade. The Act defines three mandatory labelling requirements: product identity, product net quantity, dealer's name and principal place of business.

Certain products are exempt from the requirements of the Consumer Packaging and Labelling Act and Regulations such as: drugs and medical devices; commercial, industrial or institutional use only products; products for export only; products sold only to a duty-free store; prepackaged textile articles; replacement parts for consumer durables (cars, appliances) if not displayed to consumer; certain artists supplies.

Woodworker Lien Act

Ministry of Finance and
Corporate Relations
Financial and Corporate Sector
Policy Branch
PO Box 9418 Stn Prov Govt
Victoria, BC, V8W 9V1
Tel: (250) 387-1269
Fax: (250) 387-9093

Safety Acts of British Columbia

BC Safety Authority
88 – 6th Ave, Suite 400
New Westminster, BC,
V3L 5B3
Toll-free: 1-866-566-7223
Tel: (604) 660-6286
Fax: (604) 660-6215
<http://www.safetyauthority.ca>
Area offices:
http://www.safetyauthority.ca/contact/BCSA_Area_Offices.pdf

Industry Training Centre
#223, 4600 Kingsway,
Burnaby, BC, V5H 4L9
Tel: (604) 214-8700
Toll Free: 1-866-660-6011
Fax: (604) 214-8701
<http://www.itabc.ca/>

Labelling***Consumer Packaging and Labelling Act***

Information Centre,
Competition Bureau
Industry Canada
50 Victoria Street, 22nd Floor
Gatineau, Quebec, K1A 0C9
Toll-free: 1-800-348-5358
Tel: (819) 997-4282
Fax: (819) 997-0324
<http://www.cb-bc.gc.ca>

Legal / Regulatory continued

Textile Labelling Act

The Competition Bureau administers the textile Labelling Act and the Canadian Care Labelling Program at all levels of trade. The Textile Labelling Act and the Textile Labelling and Advertising Regulations specify the requirements for the labelling and advertising of consumer textile articles.

Under the Textile Labelling and Advertising Regulations, most consumer textile articles offered for sale in Canada, including clothing, carpets, upholstered furniture coverings, bedding, fabrics sold by the meter and other household textiles must bear a label with information on fibre content and dealer identity. Dealer identification may be provided in the form of a CA Number (for Canadian dealers only) or by listing the complete name and postal address of the responsible dealer.

The following publications can be accessed from the Web:

Consumer Packaging and Labelling

<http://cb-bc.gc.ca/epic/internet/incb-bc.nsf/en/cp01053e.html>

Environmental Labelling

<http://cb-bc.gc.ca/epic/internet/incb-bc.nsf/en/cp01071e.html>

Guide to the Labelling of Down and Feather

<http://cb-bc.gc.ca/epic/internet/incb-bc.nsf/en/cp01076e.html>

Guide to the Textile Labelling

<http://cb-bc.gc.ca/epic/internet/incb-bc.nsf/en/cp01088e.html>

Guide to the Canadian Care Labelling Program

<http://competition.ic.gc.ca/epic/internet/incb-bc.nsf/en/cp01008e.html>

Federal labelling Requirements for Upholstered Furniture

<http://competition.ic.gc.ca/epic/internet/incb-bc.nsf/en/cp01020e.html>

Textile Labelling Act

Information Centre

Competition Bureau

Industry Canada

50 Victoria Street, 22nd Floor

Hull, Québec, K1A 0C9

Toll-free: 1-800-348-5358

Telephone: (819) 997-4282

Fax: (819) 997-0324

TTY: 1-800-642-3844

<http://cb-bc.gc.ca/>

Funding / Financing

Small Business Financing

You may want to use one or more types of financing in your small business. You may choose short-term debt financing, long-term debt financing or equity financing. For a more information on financing your small business, visit the Canada/BC Business Service Centre's web site at:

<http://www.smallbusinessbc.ca/financing>

Sources of Financing

Forestry Innovation Investment Inc.

Forestry Innovation Investment is a B.C. government investment mechanism for promoting sustainable forest management in British Columbia, and for increasing the value of the forest asset through international marketing, and product development.

Community Futures Development Corporations (CFDC)

Community Futures Development Corporations provide business loans to assist existing businesses expand, or to help entrepreneurs create new businesses. Loan amounts are up to \$125,000.

Sources of Financing

Forestry Innovation Investment Inc.

1200 - 1130 West Pender St,
Vancouver, BC, V6E 4A4

<http://www.forestry-innovation.bc.ca>

To find the nearest Community Futures Development office in BC, check:

<http://www.communityfutures.ca/provincial/bc/locations/>

or call

Canada/BC Business Services Society

Toll-free: 1-800-667-2272

Sources of Financing

Canada Small Business Financing Program (CSBF)

The Canada Small Business Financing Program was created to help small businesses reach their potential by making it easier for them to get term business improvement loans to finance the purchase or improvement of fixed assets, for new or expanded operations. Administered under the Canada Small Business Financing Act (CSBFA), the program is a joint initiative between the Government of Canada and private-sector lenders

Business Development Bank of Canada (BDC)

The Business Development Bank of Canada (BDC) is Canada's small business bank. BDC plays a leadership role in delivering timely and relevant financial and management services, with a particular focus on the emerging and exporting sectors of the economy. BDC is dedicated to helping create and develop Canadian small and medium-sized businesses.

Overview of Government Financial Programs

The Overview is the Canada/BC Business Service Centre's publication that lists government assistance programs and services for small business. Both federal and provincial government programs are listed.

Not meant to be comprehensive list of all business assistance programs, the Overview is a collection of the more popular programs that are more readily available to the small business owner

Canada Small Business Financing Program

For further information on the CSBFA, contact the Lender of your choice or view the Web Site at:

<http://strategis.ic.gc.ca/csbfa>

Business Development Bank of Canada

505 Burrard Street
Vancouver, BC, V7X 1V3
Toll Free: 1-888-INFO BDC

<http://www.bdc.ca>

Overview of Government Financial Programs

www.smallbusinessbc.ca/financing

How-To / Educational

All publications listed in this document are available for reference in the Business Services Society's library.

How-To Publications

Basics of Manufacturing

Read and learn how to develop a business perspective of manufacturing, how to do material requirements planning (MRP), how to determine capacity planning and how to replace expensive inventory with less-expensive information.

Earn a Second Income from Your Woodworking

Contains advice on how to make the transition from hobbyist to entrepreneur. Includes how to develop good business sense, marketing skills and the knack for finding a niche within a market. Discusses how to handle tax forms, promote yourself and make business plans. Addresses issues such as what need your product must fill, financial considerations for older woodworkers, what form your business should take, market trends, how to set up an operating or income statement and financial projections, and how to do record keeping, public relations and market research.

How to Make \$40,000 a Year with your Woodworking

Guide to turning a woodworking hobby into a profession. Covers: conducting an accurate market test, writing a business plan, managing bookkeeping, purchasing, and storage, accurately projecting overhead and labour costs and profit margins, legal and licensing requirements, employee management, tax laws and other regulations, and marketing and self-promotion (from trade shows to the Internet). Includes charts, graphs and sample forms, and directory of woodworking organizations and agencies. Includes index.

How-To Publications

Basics of Manufacturing

Publisher: Crisp Publications

ISBN: 1-56052-303-4

<http://www.crisp-pub.com>

Earn a Second Income from Your Woodworking

Publisher: Betterway Books

ISBN: 1-55870-464-7

How to Make \$40,000 a Year with your Woodworking

Publisher: Popular

Woodworking Books

ISBN: 1-55870-480-9

How To / Educational continued

Quality Assurance Guide

This guide is intended for all manufacturing companies concerned with minimizing the possibility of errors in the area of net quantity determination. The goal of this guide is to help companies in minimizing the possibility of errors in their products regarding the “Consumer Packaging and Labelling Act and Regulations” and more specifically “The Average System of Net Quantity Determination”.

Woodworker's guide to pricing your work

Set prices to sell products such as crafts, carvings, folk art, turnings, clocks, furniture, and cabinetry. Covers: materials estimating, determining skill value, increasing income, negotiating price, building repeat and referral business, developing marketing plans, budgeting and management, and crafts fairs and retailing. Includes sample business forms and planning sheets. Includes bibliography and index.

Marketing and Promotion

Effective marketing is critical to the success of any business. The publications listed in this section are excellent tools to assist you in developing a sound marketing plan for your small business and can significantly improve your chances for success:

The Complete Idiot's Guide to Marketing Basics

The Complete Idiot's Guide to Marketing Basics tells you what you need to know about positioning and marketing your product. It provides step-by-step instruction on putting together a promotion plan, information on managing a sales force and steps for matching your product or service with the customers who need it.

Marketing for the Self-Employed

Marketing puts you in contact with the people who want to buy your products and services. If you can reach these customers effectively, you can ensure the success of your business. Yet many self-employed people never master the art of marketing. You will learn how to do it here from someone who's done it himself. Topics include: Effective marketing, tools and tactics and time and money management.

Marketing Masters

Marketing Masters: The Best Ideas, Tips and Strategies from Canada's Savviest Marketeers, features Profit Magazine's most popular and practical marketing stories, profiles and interviews. These are new and classic stories of marketing genius that offer timeless advice every entrepreneur can learn from and be inspired by.

Quality Assurance Guide

Publisher: Industry Canada
<http://www.strategis.ic.gc.ca/SSG/cp01002e.html>

Woodworker's guide to pricing your work

Publisher: Betterway Books
ISBN: 1-55870-372-1

Marketing Publications

The Complete Idiot's guide to Marketing Basics

Published By: Alpha Books
ISBN: 0-02-861490-9

Marketing for the Self-Employed

Publisher: Prima Publishing
ISBN: 0-7615-0592-X
<http://www.primapublishing.com>

Marketing Masters

Publisher: John Wiley & Sons Canada Ltd.
ISBN: 0-471-64274-6

*How To / Educational continued****Smart Marketing on a Small Budget***

Comprehensive guide to marketing the small business, from developing a marketing plan and persuasive marketing communications, to writing and producing effective marketing communications on the computer, to handling face-to-face marketing opportunities. Includes worksheets to accompany each topic. Includes index. Part of "SOHO Solutions for Canadians" series.

12 Simple Steps to a Winning Marketing Plan

This book is to help people who don't know much about marketing to learn enough basic concepts to develop a good first draft of a marketing strategy for a company product.

Global Marketing for the Digital Age

How to develop a global marketing program that uses digital and online technology. Explains step-by-step how to expand a business into foreign markets using databases, e-mail, the web, call centers, prepaid calling cards, internet telephony, online networks, push channels etc.

Training Programs***Advanced Technology Centre (ATC) – University College of the Cariboo***

The Advanced Technology Centre, established in 1996 at University College of the Cariboo, provides assistance to technology-based businesses and industry in British Columbia to develop commercial applications of new and existing technology and innovation. The Centre carries out research and development and technology transfer projects for business and industry and facilitates the linkage to faculty and student expertise. The Centre focuses on information technology, biotechnology, and other life sciences, value-added wood products technology transfer and business incubation.

BCIT Secondary Wood Products Training Centre

The BCIT Secondary Wood Products Training Centre provides a series of courses in computer numerical control (CNC), computer aided design (CAD), and computer aided manufacturing (CAM) for the wood processing industry. Whether you are considering the move to computerized wood machining or planning to extend your skill in this area, BCIT has programs to meet your needs.

Smart Marketing on a Small Budget

Publisher: McGraw-Hill
Ryerson
ISBN: 0-07-560469-8

12 Steps to a Winning Marketing Plan

Publisher: Probus Publishing
ISBN: 1-55738-297-2

Global Marketing for the Digital Age

Publisher: HarperBusiness
ISBN: 0-00-255740-1

Training Programs***Directory of Forestry Education and Training Programs***

http://www.for.gov.bc.ca/aab/educate/edu_toc.htm

Advanced Technology Centre (ATC)

PO Box 3010
Kamloops, BC, V2C 5N3
Tel: (250) 371-5586
Fax: (250) 371-5821
<http://www.techcatalyst.ca/>

BCIT Secondary Wood Products Training Center

British Columbia Institute of Technology (BCIT)
3700 Willingdon Avenue
Burnaby, BC, V5G 3H2
Tel: (604) 432-8989
<http://www.bcit.ca>

How To / Educational continued

Centre for Advanced Wood Processing (CAWP) – UBC

Canada's national education research centre for the wood products manufacturing industry. A non-profit partnership between UBC, industry and government, the centre offers continuing education programs at management and technical levels, conducts industry related applied research and administers the cooperative education component of the UBC Wood Science Department's Wood Products Processing undergraduates degree program.

Industrial Design Program – Emily Carr Institute of Art & Design

The Industrial Design Program prepares students to be adept and talented interpreters of technology and human needs, to give products personality, to humanize the domestic landscape, and to respect the larger social and environmental responsibilities of design. Courses address subject areas such as ergonomics, materials, production technology, digital imaging, design for production, furniture design and soft design.

Fine Furniture Program – Camosun College

Graduates of this program will have knowledge and skills necessary for initial entry into the cabinetmaking and millwork trades, as well as the furniture design, construction and finishing/refinishing industries. Classroom work and practical shop projects emphasize the skills required for success in a small-scale shop or self-employment situation.

Wood Processing Technology Program – University College of the Cariboo

This program allows students to interact with industry at both the entry and automation specialist levels. Students gain competence in a variety of skills including: operation of wood processing equipment, finishing wood products utilizing robotics, using process control technologies, utilizing programmable logic controllers, operating CNC machines, maintaining quality control procedures, operating in an international marketplace and entrepreneurial and business practices.

Centre for Advanced Wood Processing (CAWP)

2900 – 2424 Main Mall
Vancouver, BC, V6T 1Z4
Tel: (604) 822-6448
Fax: (604) 822-9159
<http://www.cawp.ubc.ca>

Industrial Design Program

Emily Carr Institute of Art and Design
1399 Johnston Street
Vancouver, BC, V6H 3R9
Tel: (604) 844-3800
Fax: (604) 844-3801
<http://www.eciad.bc.ca>

Fine Furniture Program

Camosun College
3100 Foul Bay Road
Victoria, BC, V8P 5J2
Tel: (250) 370-4565
<http://www.camosun.bc.ca>

Wood Processing Technology Program

University College of the Cariboo
PO Box 3010
Kamloops, BC, V2C 5N3
Tel: (250) 828-5207
Fax: (250) 828-5492
<http://www.cariboo.bc.ca>

*How To / Educational continued***Wood Products Design – Kootenay School of the Arts**

The goal of the Wood Products Design Studio program is to provide students with the training they will need to design and construct wood product prototypes for marketing purposes in Canada and abroad. Emphasis is placed on the use of sustainable and indigenous BC source wood and wood fibre. Graduates from this program will be highly creative, technically proficient, wood product designers with a high degree of entrepreneurial spirit.

Fine Woodwork Program – Selkirk College

The curriculum provides a broad overview of design and woodwork operations, processes and technology while allowing ample time for individual study in specific areas of personal interest. Upon completion, the flexible and portable skills possessed may be directed towards excellence in furniture design and construction, or the pursuit of goals in related fields.

Contacts / Directories

Business Associations

A number of business associations exist for manufacturers operating in specific areas of business. For a list of these business associations, contact the Canada/BC Business Service Centre for assistance.

BC Wood Specialties Group

The BC Wood Specialties Group encourages and facilitates the growth of the manufactured or value-added wood products industry in BC. It improves the quality and timeliness of market and technical information; advises the industry; and encourages the better utilization of resources through the production and marketing of manufactured or value-added wood products.

Wood Products Design

Kootenay School of the Arts
606 Victoria Street
Nelson, BC, V1L 4K9
Tel: (250) 352-2821
Toll-free: 1-877-552-2821
Fax: (250) 352-1625
<http://www.ksac.bc.ca/wood.htm>

Fine Woodwork Program

Selkirk College
2001 Silverking Road
Nelson, BC, V1L 1C8
Tel: (250) 354-3265
Fax: (250) 352-3180
<http://www.selkirk.bc.ca/>

Business Associations**BC Wood Specialties Group**

#1 - 31088 Peardonville Rd.
Abbotsford, BC, V2K 6K5
Tel: (604) 556-3373
Toll-free: 1-877-4BC-WOOD
Fax: (604) 556-3385
<http://www.bcwood.com>

Central Interior Wood Processors Association

The Central Interior Wood Processors Association identifies needs of local value-added manufacturers, and works with government to create a climate for developing new and existing companies.

Interior Value Added Wood Association

The Interior Value Added Wood Association (IVAWA) promotes the interests of secondary wood manufacturers in the Thompson-South Okanagan and Kootenays. The main focus of the Association is to develop secure supplies of fibre for member companies.

Vancouver Island Association of Wood Processors

The Vancouver Island Association of Wood Processors (VIAWP) represents the interests of independent wood processors on Vancouver Island. The Association represents more than 100 businesses in communities from Victoria to Port McNeill and Parksville to Ucluelet. Members range from one-person milling operations and small specialty furniture plants to large scale specialty mills and manufacturers of window and door mouldings.

Wood Products Quality Council of Canada

The Wood Products Quality Council of Canada (WPQCC) aids Canada's value added wood processing industry in delivering increased value to their customers, while improving the overall efficiency and profitability of their operations.

The Council seeks to enhance the industry's global competitive position through the adoption of total quality principles and practices. Quality management provides the framework for companies to examine every day activities, identify opportunities for improvement, and continually strive to achieve the best possible results.

Kootenay WoodVine

Kootenay WoodVine is a non-profit society committed to supporting and promoting a strong value-added wood-products manufacturing sector in the Kootenay Region of British Columbia, Canada.

Electronic Commerce Council of Canada

Manufacturers and importers of products sold at retail should have a Universal Product Code to assist retailers with inventory control etc. Code applications may be submitted to the Electronic Commerce Council of Canada. ECC assigns Manufacturer's Identification Numbers. These numbers constitute the first six digits of a twelve-digit bar code.

Central Interior Wood Processors Association

Box 1393
Prince George, BC, V2L 4V4
Tel: (250) 562-3315
Fax: (250) 562-3314
<http://www.ciwpa.bc.ca>

Interior Value Added Wood Association

219 Merlin Court
Kelowna, BC, V1V 1N9
Tel: (250) 860-5191
Fax: (250) 860-8566
<http://www.woodinfo.net/sites/iwawa>

Vancouver Island Association of Wood Processors

PO Box 724
Qualicum Beach, BC, V9K 1T2
Tel: (250) 752-1008
Fax: (250) 752-1008
<http://www.islandpages.com/viawp>

Wood Products Quality Council of Canada

2900 - 2424 Main Mall
Vancouver, BC, V6T 1Z4
Tel: (604) 822-0639
Fax: (604) 822-9159
<http://www.wpqcc.com>

WoodVine

G9, C13, RR1
Winlaw, BC, V0G 2J0
Tel: (250) 355-2772
Fax: (250) 355-2779
<http://www.woodvine.org>

Electronic Commerce Council of Canada

Electronic Commerce Council of Canada
Suite 301, 885 Don Mills Rd
Don Mills, ONT, M3C 1V9
Toll-free: 1-800-567-7084
Tel: (416) 510-8039
Fax: (416) 510-8043
<http://www.eccc.org>

Contact and Directories continued

Other Industry Resources

Forintek Canada Corp.

Forintek's vision is to be a world-class research organization committed to our members and the on-going prosperity of the Canadian wood products sector.

Forintek's mission is to be the leading force in the technological advancement of the wood products industry, through the creation and application of innovative concepts, processes, products and education.

The Wood Enterprise Centre

The Wood Enterprise Centre (WEC) provides product development, production and business assistance services to value-added businesses. This includes the provision of business and technical advisory services, the coordination and delivery of skills training, and the provision of production capacity by making value added wood manufacturing equipment available for rent to small business.

"Made in Canada" Labels and Hang Tags

The Alliance of Manufacturers' & Exporters' Canada, (formerly the Canadian Manufacturers' Association and the Canadian Exporters' Association), sells "Made in Canada" labels and hang tags.

Guide to "Made in Canada" Claims:

<http://competition.ic.gc.ca/epic/internet/incb-bc.nsf/en/cp01006e.html>

Directories

BC Wood: Membership Directory 2002

BC Wood was founded in 1989 as a partnership between industry and government and assists member companies in marketing their products world-wide. This directory classifies member products in seven key areas: wood components, millwork products, engineered building components, cabinets, furniture and fixtures, and packaged and log homes.

Other Industry Resources

Forintek Canada Corp.

2665 East Mall
Vancouver, BC, V6T 1W5
Tel: (604) 224-3221
Fax: (604) 222-5690
<http://www.forintek.ca>

The Wood Enterprise Centre

679 Highway 97 South,
Quesnel, B.C. V2J 4C7
Tel: (250) 747-1212
Fax: (250) 747-1270
<http://www.woodent.com>

"Made in Canada"

Labels and Hang Tags

Alliance of Manufacturer's &
Exporters' Canada
1330 – 1100 Melville Street
Vancouver, BC, V6E 4A6
Tel: (604) 713-7800
Fax: (604) 713-7801
<http://www.the-alliance.com>

Directories

BC Wood Specialties Products and Services Directory

Publisher: BC Wood Specialties
Group
Tel: (604) 583-8786
<http://www.bcwood.com/wwis/>

Contact and Directories continued

Directory of secondary manufacturing of wood products in British Columbia

The directory contains information on company contacts, products manufactured, species used, and markets served for secondary manufacturing companies operating in British Columbia. Company and product information is presented in an alphabetical listing of companies, a sorting of companies by specific product, and a detailed listing by company sorted by major product category.

Madison's Canadian Lumber Directory

A directory of Canada's lumber & forestry industry. Includes listings of lumber manufacturers, wholesalers, pulp and paper mills, lumber associations / grading agencies, shake & shingle mills, plywood, panel & veneer, wood preservers, utility pole producers, re-manufacturers, and wholesalers/exporters/brokers.

Magazines

Custom Woodworking Business (CWB)

Every month, more than 54,000 North American custom woodworkers read CWB for its coverage of architectural woodworking, cabinets, furniture and niche markets.

FDM Online

FDM Online is a publication for builders of cabinets, fixtures, furniture, and millwork. Secondary wood product manufacturers turn to FDM for information about new products and technology, and tips for running a woodworking business. FDM Online is an Internet based extension of FDM magazine.

Value-Created Review

An on-line journal exploring modern furniture design and sustainable wood supply issues in British Columbia and beyond.

Wood and Wood Products Magazine

The magazine covers machining trends and developments, management and marketing techniques, automation, hardware and design for the residential furniture, business and institutional furniture, cabinet, millwork and panel markets.

Directory of Wood Products Industry

Pacific Forestry Centre,
Canadian Forest Service
<http://dsp-psd.communication.gc.ca/Collection/Fo46-17-389E.pdf>

Madison's Canadian Lumber Directory

Publisher: Madison's Canadian Lumber Directory
ISBN: 0316-6414
<http://www.madisonreport.com/directory.html>

Magazines

Custom Woodworking Business

Publisher: Vance Publishing
<http://www.iswonline.com/index-cwb.html>

FDM Magazine/FDM Online

<http://www.fdmonline.com/>

Value-Created Review

<http://www.wooddesign.bc.ca>

Wood and Wood Products Magazine

<http://www.iswonline.com/index-wwp.html>

Tradeshows and Conferences

Forest Expo

Forest Expo provides a showcase to display the latest in new technology, equipment, supplies, and services.

Woodtech Canada

Woodtech Canada features comprehensive interactive showcase of technology for primary wood processing and secondary manufacturing. Over 6,000 wood processing professionals from more than 20 countries are represented.

BC Woodworking

The BC Woodworking Show features a show & sale of tools, machinery, cabinetry & fine woodcrafts.

Kamloops and Vancouver Shows

(Contact show organizers for dates or check:

<http://smallbusinessbc.ca/search/events.php>)

Tradeshows and Conferences

Forest Expo

Prince George Reg. Forest

Exhibition Society

Tel: (250) 563-8833

Fax: (250) 563-8909

<http://www.forestexpo.bc.ca>

Woodtech Canada

DMG World Media

Toll Free: 1-888-799-2545

Tel: (403) 209-3555

Fax: (403) 245-8649

<http://www.dmgworldmedia.com>

BC Woodworking

Cryderman Productions Inc

Tel: (519) 351-8344

Fax: (519) 351-8345

<http://bcwoodshows.com>

Market Data / Statistics

Sales Forecasting

Sales forecasting is the process of organizing and analyzing information in a way that makes it possible to estimate what your sales will be. For a more information on sales forecasting, visit the Canada/BC Business Service Centre's web site at:

<http://www.smallbusinessbc.ca/workshop/salefore.php>

Sources of Market Data

Performance Plus

Performance plus includes averages of financial statements from sample businesses, including selected expense items, profitable vs. non-profitable, balance sheet and financial ratios.

Strategis - Wood Industries

List of SIC codes and related dated available on this website of Industry Canadas

Canadian Industry Statistics

The Canadian Industry Statistics offer a comprehensive source of statistics on the Canadian and American industrial sectors. The site provides timely statistics on industry trends, public equity financing and a good number of links on relevant topics such as equity financing, stock markets, investing, etc.

Market Data / Statistics

Performance Plus

<http://sme.ic.gc.ca>

Strategis - wood industries

<http://strategis.ic.gc.ca/SSG/gi00025e.html>

Canadian Industry Statistics

Industry Canada

<http://strategis.ic.gc.ca/cis>