

THE DOWNLOAD

© 2002 - BIFMA International

calendar BIFMA EVENTS

BIFMA (the Business and Institutional Furniture Manufacturer's Association) had scheduled the following list of meetings and events at press time. Additional events will be scheduled, so continue to watch for meeting notices on the Internet at www.bifma.org.

January 7, 2003 (9am-3pm)
Government Affairs Committee Meeting, BIFMA Conference Rm Grand Rapids, MI

January 7, 2003 (9am-5pm) & January 8, 2003 (8:30-12noon)
File/Storage Subcommittee Meeting at Best Western Hotel Grand Rapids, MI

January 8, 2003 (1-5pm)
January 9, 2003 (8:30-3pm)
Panel Standard Subcommittee Meeting at Best Western Hotel Grand Rapids, MI

January 22, 2003 (9am-5pm)
January 23, 2003 (8:30am-?)
Furniture Emissions Working Group Meeting at Best Western Hotel, Grand Rapids, MI

February 11, 2003 (11am-4pm)
Statistical Information Committee Meeting, BIFMA Conf. Room, Grand Rapids, MI

March 15-22, 2003
China Trade Mission

March 17, 2003
Flammability Subcommittee Meeting, Sheraton Four Seasons Hotel, Greensboro, NC. (In conjunction with the AFMA Flammability Workshop, 3/18)

March 25, 2003
Government Affairs Committee Meeting after NAM Public Affairs Conference (23rd-25th) Scottsdale, AZ

April 24, 2003 (9am-5pm)
April 25, 2003 (8:30am-?)
Engineering Committee Meeting at Global Group Facility in Toronto, Ontario

June 18, 2003
Annual Meeting at NeoCon Chicago, IL

China Trade Mission Planned

Since their acceptance into the World Trade Organization (WTO) and receiving Most Favored Nations (MFN) trade status from the U.S., China has quickly become a leading force in global trade. China's vast population, labor force, and rapid implementation of manufacturing technology present many marketing and business opportunities.

In 1992 U.S. office furniture imports from China accounted for 1.4% of total U.S. office furniture imports. By 1997 China accounted for 5% of total U.S. office furniture imports. In 2002, China will have provided almost 25% of all U.S. office furniture imports, second only to Canada. This equates to about 4% of total U.S. office furniture consumption. These statistics from the U.S. Department of Commerce represent imports of final product only. The sourcing of component parts from China has been just as dramatic.

This rapid emergence of China as a world leader in global trade cannot be ignored. In an effort to make our members aware of the opportunities available in China, BIFMA Staff is in the process of

finalizing a trade mission itinerary tentatively scheduled for March 15 – 22, 2003. The preliminary itinerary includes stops in Taipei, Taiwan; Guangzhou, and Dongguan, China. Guangzhou and Dongguan are both located in the Guangdong Province of (southern) mainland China. Guangdong is recognized as the furniture manufacturing center with more than 6000 manufacturers located there.

The preliminary trip itinerary allows participants opportunities to visit a trade show, tour furniture and component part manufacturing facilities, participate in business meetings with representatives from those companies, and participate in meetings with government officials to discuss trade policy and the Chinese furniture industry.

Representatives from BIFMA Member Companies might include the president/CEO, senior sales and marketing executives, senior procurement/sourcing executives, etc. depending upon the company's previous experience in or with China and their corporate objectives.

A final itinerary is being prepared and trip registration materials will be sent to all member companies in mid-December.



Modest Office Furniture Industry Recovery Expected in 2003

By Tom Reardon, BIFMA Executive Director

BIFMA recently released the latest quarterly office furniture industry forecast prepared by the economic consulting organization, DRI-WEFA. The latest forecast anticipates a 20% decline in shipments to a level of just over \$8.7 billion for 2002. Modest improvement is expected by mid-next year with a nearly 8% increase in shipments, to a level of \$9.4 billion predicted for 2003.

Economic and political uncertainty continue to restrain economic recovery. Continued

softness in third quarter furniture orders suggest that the industry's recovery will be further delayed. A cautious corporate investment outlook and weak office construction will continue to restrain order and shipment volumes in the near-term. Economic consultants DRI-WEFA believe that corporate profits bottomed out in the fourth quarter of 2001 and have stabilized since then. Continued restraint on hiring suggests that profits will begin to recover sharply in the coming months as companies reap the benefits of growing

productivity.

Service sector employment has stabilized over the course of 2002 and is expected to increase toward the end of the year now that total employment has started to grow as well. New office construction will decline through the first half of 2003 before any signs of recovery materialize. This downturn in new construction will provide the primary drag on furniture demand through mid-2003.

BUILDINGS Magazine 2003 Forecast

By John Rogier

The 2003 Buildings Magazine Forecast, now in its 41st year, it is almost a repeat of the 2002 Forecast with new construction plans declining slightly and modernization/upgrade showing increases.

It is noteworthy that 98% of those

building owners responding to our Annual Forecast indicate that their spending on new construction and modernization/upgrade will be the same or larger in 2003 than in 2002.

The 2003 Forecast includes trending data for the last eight years for office, retail, education, government, healthcare, hospitality, and

multi-family housing facilities.

Go to the link below to download the BUILDINGS 2003 Forecast and call John Rogier with any questions at 630-262-9200.

http://www.buildings.com/forecast_2003.pdf

A Warm Welcome To New Members and A Happy New Year to All From The Staff

In these challenging times, your trade association continues to be committed to serving your needs with the zeal that you have come to expect. As we embark on a new year, BIFMA staff would like to take this opportunity to welcome the newest members and extend the very best wishes to the full membership. We look forward to serving you in 2003. Happy holidays!



NEW MEMBERS:

Regular:

- Affordable Interior Systems, Hudson MA
- Health Postures, Belle Plaine MN
- McDowell-Craig Office Furniture, Norwalk CA
- NLnovalink, Mississauga ON
- Riviera LLC, New York NY

Supplier:

- Masonite, West Chicago IL

International:

- co.fe.mo. s.r.l., Castegnato, Italy



Wood Certification Session Yields Insight

On October 21, 2002, BIFMA hosted an educational forum with representatives of three programs that certify wood as coming from forests with sustainable practices. Wendy Baer, Executive Vice President of the International Wood Products Association (IWPA), opened the program with an overview that is excerpted here and available in its entirety at the BIFMA website.

It's a pleasure to be here and to have this opportunity to present an overview on certification, in particular to note its applications and implications to the tropical wood products industry.

By way of introduction I would like first to give brief information about the International Wood Products Association and the industry it represents. IWPA was founded in 1956, and is the only organized group in the U.S. committed to the promotion and enhancement of trade in imported softwood and hardwood products of all types. Members of the Association are U.S. importers, processors, manufacturers, and individuals and organizations affiliated with the international wood products trade. Products handled by IWPA members include but are not limited to plywood, veneer, engineered panel products, lumber, flooring, moldings and furniture parts.

Our members are committed to sourcing their products from well-managed forest areas, and to ensuring that procurement of the wood is in keeping with all laws and regulations pertaining to their trade. IWPA and its C.U.R.E. Program (Conservation, Utilization, Reforestation and Education...a Commitment to the Future) both work to educate on the importance of continued and expanded trade in imported wood and wood products.

Trade in imported wood products for the last three years was valued at \$25 billion

dollars per year. This figure includes furniture and furniture parts which account for nearly \$10 billion dollars of that amount (or 40%). The top 5 suppliers of furniture and furniture parts to the U.S. in 2001 were: Canada at \$3 billion, followed closely by China at \$2.9 billion, Mexico (\$576 million), Italy (\$537 million), and Taiwan at \$523 million.

Before we discuss certification – let us first consider sustainable forest management (SFM). Why? Because I believe we all can agree that the #1 objective should be to help bring about the expanded practice of managing the world's natural forests.

In fact, forest management has been practiced for a very long time, in all types of forests, and for many different reasons - primarily to ensure a future for the resources and to be able to continue to enjoy the economic benefits that can be derived from well-managed forests. Overseas producers have made significant progress in management of their forest resources through the use of science-based timber harvesting methods. This has been well demonstrated in tropical forests, which by their very nature are sustainable if selectively harvested and left to regenerate.

Many tropical wood producing nations have based their forestry and management practices on the Guidelines for the Sustainable Management of Natural Tropical Forests developed by the International Tropical Timber Organization (or ITTO). Some of you may not be familiar with ITTO. The ITTO is a commodity organization formed under the U.N. which brings together countries that produce and consume tropical timber in order to facilitate discussion,

consultation and international cooperation on issues relating to the international trade and utilization of tropical timber and the sustainable management of its resource base. ITTO's membership represents 95% of the world trade in tropical timber, and 75% of the world's tropical forests. ITTO has funded many projects over the years that are assisting the producer countries to make advances in their forest management. You will hear me refer to the ITTO guidelines several times today.

Now – on to forest and wood products certification or verification. First, I'd like to report that given increased interest in certification or verification of forest products and their sources - IWPA's Board of Directors in 2000 adopted a Position on Certification. In short, IWPA does not make judgment against or endorsement of any single certification plan. However, we stress that no one system should be mandated for acceptance to the exclusion of others. Certification can serve as an audit of work already being done toward improved forest management; but an absence of certification does not mean there is a lack of quality forest management.

As one industry expert has noted, the forest certification debate gets more convoluted every day. This panel is one of many such sessions set up over the past few years to help audiences to better understand the trends and developments in the certification world.

Download a PDF copy of Wendy's complete remarks and copies of the PowerPoint presentations made by the other presenters: Michael Virga, Sustainable Forestry Initiative (SFI); Ned Daley, Forest Stewardship Council (FSC); and Peter Johnson, Canadian Standards Association (CSA) International Forest Products Group at <http://www.bifma.org/govt/index.html>.

Quality and Profit Improvements for Wood Veneering Operations

By Daniel Cassens, Purdue University

"Quality and Profit Improvements for Wood Veneering Operations" is the theme of a comprehensive seminar to be held March 6 and 7, 2003 at the Ramada Inn in Jeffersonville, IN (just north of Louisville). This comprehensive program which also features Table Top Exhibits is sponsored by Purdue University and Wood and Wood Products Magazine (WWP).

Equipment and material improvements continue to allow wood veneering operations to improve quality and manufacturing efficiencies. However, veneer is a natural material and as such, skill and art remain a significant component of successful veneering operations. Because of these factors, there is no comprehensive information source for new or experienced operators to refer to. This seminar is designed to fill this information void and to provide a time and place for any individual dealing with this fascinating natural material to meet others and improve their current operations.

Subjects to be covered and speakers are as follows:

- Temperate Hardwood Veneers; Supply, International Demand, Green Certification Issues and Wood Quality Expectations - HPVA
- Developments Regarding Importation of Honduras Mahogany and Other Exotic and Figured Woods - Jim Martin, Marwood, Inc.
- Yield and Costing of Veneer - Maurice Smith, Heritage Hardwoods
- Specifying Veneer for Use in Furniture, Architectural Woodwork and Other Applications - Mike DiGiuro, Flexible Materials, Inc.
- Profile Wrapping of Wood and Non-Wood Substrates - Robert Metzger, Creative Products, Inc.
- Manufacturing and Specifying Plywood Panels - Rick Phillips, Eggers Industries
- Advances in Veneer Processing Equipment and Its Impact on the Manufactured Quality of Veneer - Jim Clark, Triangle Machine
- Advances in Veneer Processing Equipment and

Its Impact From Flitch to Finish Product - Ben Dipzinski, Stiles Machinery, Inc.

- Veneer Checking - Daniel Cassens, Purdue University
- Laminated Panel Quality - Dwight Slocum, RCD, Kimball International
- Selecting and Using the Correct Wood Adhesives - Kenneth Lynn, SEACO

Table top exhibits will be part of the reception on Thursday evening, March 6th. Tours of the following facilities will take place Friday afternoon, March 7th: B. L. Curry and Sons, Inc.; E.M. Cummings, Veneers, Inc.; Flexible Materials, Inc.; and Custom Plywood, Inc.

Technical Information about the seminar and complete program details are available from Daniel Cassens (765-494-3644) or Sandra Sorenson (765-494-3615), Dept. of Forestry and Natural Resources, 175 Marsteller Street, Purdue University, West Lafayette, IN 47907-2033. Email: dcassens@fnr.purdue.edu.

WMMA Buyer's Guide & Directory Out

By Jean McCann, WMMA Director of Committees

The 2003 edition of the *Buyer's Guide & Directory* from the Wood Machinery Manufacturers of America (WMMA) is now available in a printed version.

This annual directory for wood industry buyers and manufacturers is recognized as one of the most comprehensive equipment guides in the woodworking industry. It contains complete information on over 250 member companies and serves as a useful guide and reference for pur-

chasing executives and other key decision makers in all types of woodworking installations, including furniture, cabinet, sawmill, millwork and plywood plants.

Key features of the publication include email and physical addresses; key executives and personnel; and products of the manufacturers of woodworking machinery, cutting tools, and related equipment for furniture, casegoods, cabinets, plywood/beneer, and general woodworking industries.

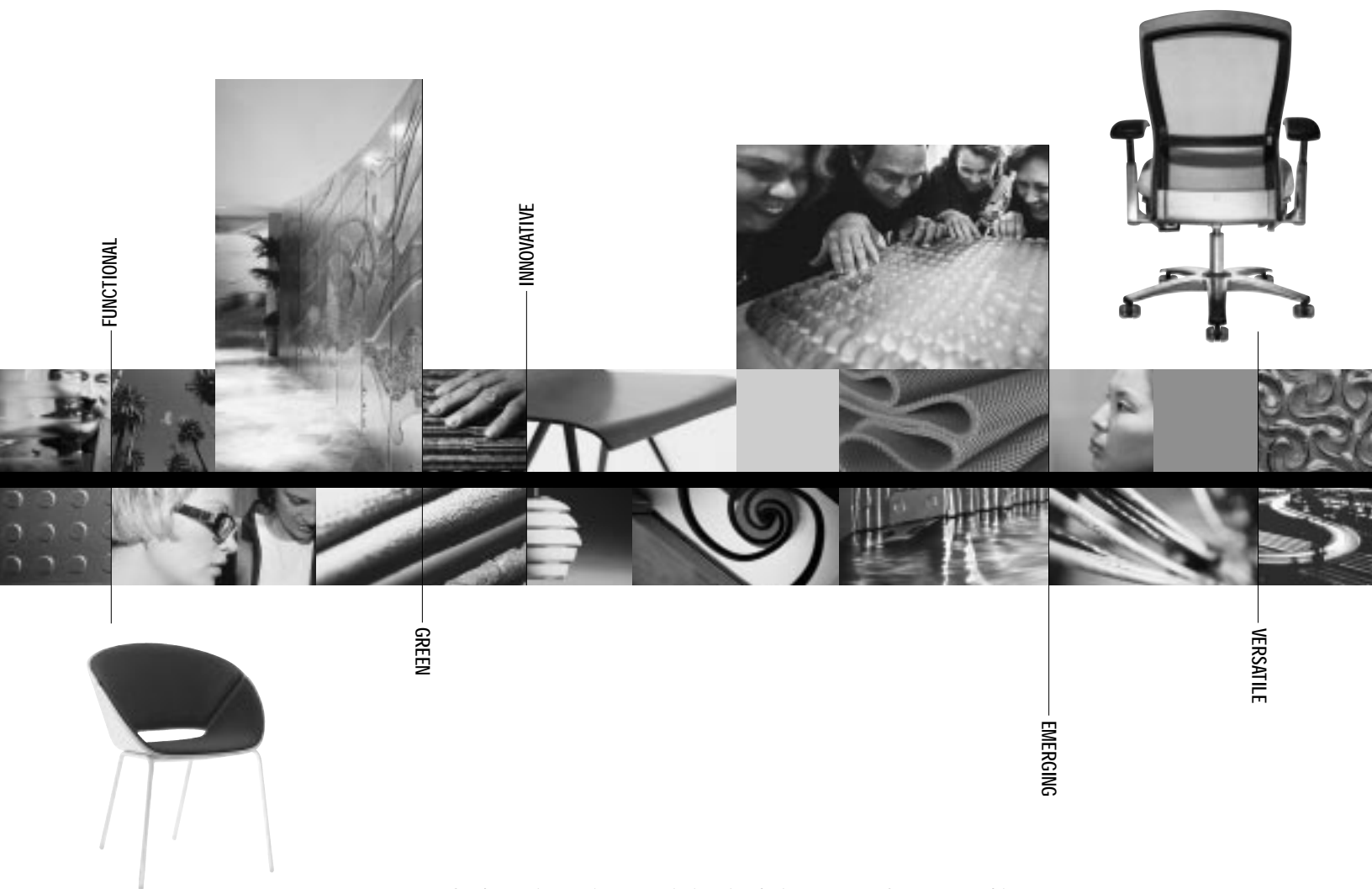
The 2003 *Buyer's Guide & Directory* from WMMA debuted at IWF 2002 and is available worldwide without charge. Contact WMMA Headquarters, 1900 Arch Street, Philadelphia, PA 19103-1498; Phone: 215.564.3484; Email: wmma@fernley.com. The guide is also on line at the Association website at <http://www.wmma.org>.

In addition to the *Buyer's Guide*, WMMA also offers a toll free hotline (1-800-BUY-WMMA) to assist in locating American-made woodworking machinery and tooling.

NeoCon® West

wednesday MARCH 5 & thursday MARCH 6 2003
LOS ANGELES CONVENTION CENTER

The West Coast's Exposition and Conference for Commercial Interiors and the Built Environment



On the Design Horizon — Join interior designers, manufacturers, architects, facility managers, specifiers, end-users and more to see the newest products and services for commercial interiors. Find innovation and inspiration for the design, management and sustainability of interior environments including office, hospitality, health care, institutional, residential and government.

WWW.MERCHANDISEMART.COM 1 800 677 6278

GREENlife™ – Buildings Show® – Living Spaces™ – L.A. Mart® Pavilion – IIDA Calibre Awards – Best of NeoCon® Display

Photos courtesy of: Audia, Davis, Los Angeles CVB/Michelle & Tom Grimm, Knoll and UltraGlas

Federal Prison Industries Reform Clearer

Throughout 2002, the meaning of Section 811 of the Department of Defense (DOD) Authorization Act has been the subject of much debate. BIFMA, individual companies, DOD, and FPI itself have all struggled to accurately describe the market study requirement and subsequent procurement process for DOD purchasing officials. In an effort to more accurately and completely describe the change in the law, a copy of an October 15, 2002 memo from the Coalition for Government Procurement has been posted to the BIFMA website. Portions of that memo are reprinted below. When DOD or Congress issues additional documents explaining the process, they too will be posted. Here is what the Coalition for Government Procurement had to say.

The Coalition for Government Procurement has prepared this Memorandum for the purpose of re-clarifying and de-mystifying exactly what Section 811 and the interim rule provide.

THE STRAIGHT FACTS

THE LAW - signed December 28, 2001

The following wording comes directly from the 2002 DOD Authorization Act:

(a) MARKET RESEARCH BEFORE PURCHASE – Before purchasing a product listed in the latest edition of the Federal Prison Industries catalog under section 4124(d) of title 18, the Secretary of Defense shall conduct market research to determine whether the Federal Prison Industries product is comparable in price, quality, and time of delivery to products comparable from the private sector.

THE INTERIM RULE - issued April 26, 2002

The following wording comes directly from the opening policy statement of the interim rule: " Before purchasing a product listed in the FPI Schedule, departments and agencies shall conduct market research to determine whether the FPI product is comparable to products available from

the private sector that best meet the Government's needs in terms of price, quality, and time of delivery. This is a unilateral decision made solely at the discretion of the department or agency."

Both the law and the rule are clear and unambiguous. They allow a contracting officer wide latitude to make a unilateral decision about the product that best meets the requirements of the department or agency.

HOW IS MARKET RESEARCH DEFINED?

Neither the law nor the interim rule define the term. Therefore, the decision as to what constitutes " market research" rests with the contracting officer.

On a related note, DOD has issued a proposed rule that will eliminate the current ban on conducting past performance reviews of FPI. This is clearly a move by DOD to even the playing field between FPI and private sector companies even further. In the future, DOD contracting officers will be able to even more clearly consider the performance characteristics of FPI.

WHAT DOES THE CONTRACTING OFFICER DO IF HE FINDS THAT THE FPI PRODUCT IS ACTUALLY COMPARABLE IN EITHER TERMS OF PRICE, QUALITY AND DELIVERY AND MEETS THE REQUIREMENTS OF THE DEPARTMENT OR AGENCY?

The contracting officer is obligated to purchase the product from FPI or seek a waiver under established waiver procedures if a determination is made that it is in DOD's interest to use the private sector.

WHAT DOES THE CONTRACTING OFFICER DO IF HE FINDS THAT THE FPI PRODUCT DOES NOT MEET THE DEPARTMENT OR AGENCIES REQUIREMENTS AND IS NOT COMPARABLE IN

TERMS OF EITHER PRICE, QUALITY AND DELIVERY?

The following wording comes directly from the 2002 DOD Authorization Act:

(b) LIMITED COMPETITION REQUIREMENT – If the Secretary determines that a Federal Prison Industries product is not comparable in price, quality, and time of delivery to products available from the private sector, the Secretary shall use competitive procedures for the procurement of the product. In conducting such a competition, the Secretary shall consider a timely offer from Federal Prison Industries for award in accordance with the specifications and evaluation factors specified in the specification."

The following wording comes directly from the interim rule: If the FPI product is not comparable - Use competitive procedures to acquire the product and consider a timely offer from FPI for award in accordance with the specifications and evaluation factors in the solicitation.

The key to answering the question, and meeting the requirements of both the law and interim rule, as cited above, rests in the assurance that the federal Multiple Award Schedules program constitutes a competitive procedure.

Under the Competition in Contracting Act (PL 98-369), and the rule that integrated that law into the Federal Acquisition Regulations, the use of multiple award schedule contracts is a competitive procedure if ordering offices follow the procedures in FAR 8.405.1 in placing their orders. It is clear in statute and rule, therefore, that MAS contracts are competitive when proper ordering procedures are used.

For a copy of the Coalition's full analysis, go to <http://www.bifma.org/govt/index.html> at the BIFMA website.

CITAC Steel Task Force Seeks Help From National Association Of Manufacturers

By Dara Klatt, The PBN Company

Members of the Consuming Industries Trade Action Coalition (CITAC) Steel Task Force spoke forcefully in a meeting called by the National Association of Manufacturers (NAM), joining other NAM members to voice their concerns about the severe impact of the Section 201 steel tariffs across manufacturing sectors, and to urge NAM to take a position on the steel issue.

NAM is the largest association of manufacturers in the United States and had previously taken a neutral position on the issue of the 201 steel tariffs. However, following numerous requests from NAM members who are suffering from the impact of the tariffs, NAM's Trade and Technology Policy Group issued a resolution on October 16 announcing a process to reconsider its "hands-off"

position on the steel tariffs, and "develop a policy position on steel trade that is appropriate for all constituencies."

A meeting of the NAM International Economic Policy Committee was called to hear input from both steel users and steel producers. Manufacturers presented evidence at the meeting that the tariffs are causing damage to the U.S. economy.

"The presentations clearly laid out that the steel tariffs are damaging a wide-range of manufacturers," said Wes Smith, President and CEO of E&E Manufacturing Company in Plymouth,

Michigan, a supplier of metal stampings and fasteners for the automotive market. Smith, a Precision Metalforming Association (PMA) and Motor & Equipment Manufacturers Association (MEMA) member, came to Washington because of frustration with the damage to manufacturers caused by the steel tariffs.

"The domestic steel industry keeps repeating that the steel tariffs aren't hurting any-

much more than 'a sectoral dispute,'" said Smith. "The combination of 30 to 40 percent higher prices, and the movement of customers overseas due to the tariffs, is going to decimate a number of manufacturing sectors if something isn't done soon," said Smith.

The policy committee will develop a recommendation for consideration by the Board of Directors. Another meeting will be held in

December and NAM is expected to announce a decision shortly thereafter.

Smith concluded, "Steel producers and steel consumers were in the same room together trying to determine an acceptable position on the steel tariffs for U.S. manufacturers. It was a good first step, and I'm pleased that NAM is moving forward on the issue."

CITAC is a coalition of companies and organizations, including BIFMA, committed to promoting a trade arena where U.S. consuming industries and their workers have access to global markets for imports that enhance the international competitiveness of American firms.

The CITAC Steel Task Force is comprised of steel using companies working to achieve the termination of the 201 steel tariffs by mid-point review and reform U.S. trade laws and policies to benefit steel consumers.



Rep. Donald Manzullo Addressing CITAC's Steel Task Force During a September 25, 2002 Fly-In Opposing Steel Tariffs

one, hoping that if they say it enough, people will believe them. But evidence points to a serious crisis in manufacturing sectors because of the steel tariffs."

NAM policy, developed in 1998, directs that the association not take a position on specific U.S. tariffs or import problems unless there are "overriding considerations of general importance to American industry." NAM has agreed to discuss whether "overriding considerations" are present in the case of steel.

"The evidence was clear today that the problems caused by the steel tariffs amount to

For addition information visit: <http://WWW.CITAC.INFO>.

In Review is published quarterly by BIFMA International to provide a brief update of committee and association activities.

BIFMA International

2680 Horizon Drive SE, Suite A-1

Grand Rapids, MI 49546-7500

Phone 616.285.3963 / Fax 616.285-3765

email@bifma.org / Website www.bifma.org

BIFMA Staff

Thomas Reardon *Executive Director*

Richard Driscoll *Manager-Technical Services*

Brad Miller *Manager-Communications*

and Government Affairs

Michael Reagan *Manager-Administration*

and Statistical Information

Roxanne DeBoer *Administrative Assistant*

Editorial Staff Brad Miller *Editor*

Contributing Writers: Thomas Reardon,

John Rogier, Wendy Baer, Daniel Cassens,

Jean McCann, Dara Klatt

BIFMA Officers and Directors

President

William Rubino, JOFCO International

Vice President/President Elect

(open)

Treasurer

Thomas Sehrer, Magna Design Inc.

Directors

Mo Bhayana, Inscape/Office Specialty

Danny Davis, Davis Furniture

Michael Dunlap, Suspa Inc.

David Feldberg, The Global Group

Steve Gane, HBF

Julio Hirschfeld, PM Steele

Casey Journigan, Arcadia Chair

Robert Krasa, Haworth Inc.

Jack Michaels, HON INDUSTRIES Inc.

P. Daniel Miller, Kimball International Inc.

James Mitchell, Steelcase Inc.

Scott Schwinghammer, Versteel

Michael Volkema, Herman Miller Inc.

THE DOWNLOAD

© 2002 - BIFMA International

CALENDAR of industry events

Updated regularly on BIFMA's Internet Site: www.bifma.org

January 9-13, 2003 - Le Salon du Meuble de Paris - Paris, France; Internet: www.salondumeuble.com

January 13-19, 2003 - International Furniture Fair (IMM) - Cologne, Germany; Internet: www.moebelmesse.de

January 22-25, 2003: ProMueble International, Mexico City, Mexico; Internet: www.magnaexposicionmueblera.com.mx.

February 20-21, 2003: Carolinas Industrial Woodworking Expo, Greensboro Coliseum Complex, Greensboro, NC; Internet: www.tsixpos.com.

February 21-24, 2003 - India International Wood Technology Expo 2003 - Chennai City, India; Internet: www.iiwtexpo.com

February 23-28, 2003 - First International Furniture Exhibition Dhahran, Saudi Arabia; Internet: www.dhahran-expo.com

February 25 - 28, 2003 - FurniTek China 2003 - Shanghai, China; Internet: www.furnitekchina.net

February 25-28, 2003: ZOW Furniture Supply Show, Bad Salzflun, Germany; www.zow-messe.com.

March 1-5, 2003 - International Furniture Fair Singapore 2003, 20th ASEAN Furniture Show (IFFS/AFS 2003) - Singapore Expo (Changi); Internet: www.iffs.com.sg

March 3-6, 2003 - National Manufacturing Week - Chicago, IL ; Contact: National Association of Manufacturers, Telephone: 1.800.840.0678; Internet: www.manufacturingweek.com.

March 4-8, 2003 - Malaysian International Furniture Fair - Kuala Lumpur; Internet: www.miff.com.my

March 5-6, 2003 - NeoCon West - Los Angeles, CA; Internet: www.neoconwest.com

March 6-9, 2003 - Architectural Digest Home Design Show - Pier 94 (55th Street & 12th Avenue), New York City, NY; Telephone: 312.527.7531; Internet: www.merchandisemart.com/homedesignshow

March 7-10, 2003 - Taipei International Furniture Show - Taipei, Taiwan; Internet: www.top-link.com.tw

March 12-16, 2003- Furnidec 2003 - Thessaloniki, Greece; Internet: www.helexpo.gr/defaulteng.htm

March 15-19, 2003 - The 12th Shenzhen International Furniture Expo - Shenzhen, China; Internet: <http://www.cn-furnitures.com>

March 18-21, 2003 - China International Furniture Fair - Guangzhou, China; Internet: www.ciff-gz.com

March 18-22, 2003: FIMMA Brasil, Bento Goncalves, Brazil; www.fimma.com.br.

March 19-21, 2003: Wood Technology Clinic & Show, Oregon Convention Center, Portland, OR; www.woodwideweb.com.

March 19-22, 2003 - The 9th International Famous Furniture Exhibition Fair - Dongguan, China; Internet: <http://www.2fcom.cn>

March 20-22, 2003: Texas Industrial Strength Woodworking Expo & Conference, sponsored by Wood & Wood Products and Custom Woodworking Business, Market Hall, Dallas Market Center, Dallas, TX; phone (888) 903-9663.

March 26-28, 2003 - World of Wood 2003: International Wood Products Assn's 47th Annual Convention - New Orleans, LA; Internet: <http://www.iwpawood.org>.

April 3-10, 2003 - Spring International Home Furnishings Market - High Point, NC; Internet: www.furnituremarket.org

May 6-8, 2003 - GSA's National Product Expo - San Antonio, Texas; Contact: General Services Administration's National Furniture Center; Internet: expo.gsa.gov