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Science and
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Industrie, Sciences et
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RETAILING AND WHOLESALING IN CANADA

Information Sources

SERVICE INDUSTRIES

Canada 

RETAILING AND WHOLESALING IN CANADA

Information Sources

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**Distribution Services Industries Directorate
Service and Construction Industries Branch
Industry, Science and Technology Canada
Fall 1992**

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INTRODUCTION

This guide has been produced to assist those who are seeking information about retailers and wholesalers in Canada. It should also be of help to those who are interested in more specific information — such as where a particular product can be found in Canada and who to contact for more information. While many specific product-sourcing questions cannot be answered directly in this publication, it is hoped that it will quickly lead the reader to a source where answers can be found.

The publication is structured as follows:

Section I lists the national industry associations that have a significant number of distribution companies as members. Often these associations will be the best source of information and material on those companies and products within their areas of specialty. The information in this section was obtained from a survey of trade associations and is arranged alphabetically;

Section II specifies directories that list retailers, wholesalers and/or distributors in Canada. In many cases, these directories are published by a trade periodical and are contained in regular annual issues (or special edition issues). When this is the case, the name of the trade magazine is given in parentheses immediately following the name of the directory. Directories that do not specifically identify firms as wholesalers, distributors or retailers are not listed here;

Section III identifies sources of retail and wholesale statistics in Canada; and

The Annex contains the addresses and telephone numbers of the publishers of the directories and periodicals.

This publication was prepared with information from numerous sources. While every effort was made to ensure accuracy, we apologize for any errors or omissions. Suggestions for future editions of this publication will be most appreciated. For additional copies in English or French, or for more information, contact:

Distribution Services Industries Directorate
Service and Construction Industries Branch
Industry, Science and Technology Canada
235 Queen St.
OTTAWA, Ont.
K1A 0H5
Tel.: (613) 954-2979 or 954-2962
Fax: (613) 952-9054

Additional copies of this publication may be obtained by contacting one of the Industry, Science and Technology Canada Business Service Centres listed on the following page.

ISTC BUSINESS SERVICE CENTRES

These centres have been established at headquarters and in every regional office to provide clients with a gateway into the complete range of ISTC services, information products, programs and expertise.

REGIONAL OFFICES

NEWFOUNDLAND

ISTC
Suite 504
Atlantic Place
215 Water Street
P.O. Box 8950
ST. JOHN'S, Nfld.
A1B 3R9
Tel.: (709) 772-ISTC
Fax: (709) 772-5093

PRINCE EDWARD ISLAND

ISTC
Suite 400
National Bank Tower
Confederation Court Mall
134 Kent Street
P.O. Box 1115
CHARLOTTETOWN, P.E.I.
C1A 7M8
Tel.: (902) 566-7400
Fax: (902) 566-7450

NOVA SCOTIA

ISTC
5th Floor
Central Guaranty Trust Tower
1801 Hollis Street
P.O. Box 940, Station M
HALIFAX, N.S.
B3J 2V9
Tel.: (902) 426-ISTC
Fax: (902) 426-2624

NEW BRUNSWICK

ISTC
12th Floor
Assumption Place
770 Main Street
P.O. Box 1210
MONCTON, N.B.
E1C 8P9
Tel.: (506) 857-ISTC
Fax: (506) 851-6429

QUEBEC

ISTC
Suite 3800
800 Tour de la Place Victoria
P.O. Box 247
MONTREAL, Que.
H4Z 1E8
Tel.: (514) 283-8185
or 1-800-361-5367
Fax: (514) 283-3302

ONTARIO

ISTC
4th Floor
Dominion Public Building
1 Front Street West
TORONTO, Ont.
M5J 1A4
Tel.: (416) 973-ISTC
Fax: (416) 973-8714

MANITOBA

ISTC
8th Floor
330 Portage Avenue
P.O. Box 981
WINNIPEG, Man.
R3C 2V2
Tel.: (204) 983-ISTC
Fax: (204) 983-2187

SASKATCHEWAN

ISTC
Suite 401
119 - 4th Avenue South
SASKATOON, Sask.
S7K 5X2
Tel.: (306) 975-4400
Fax: (306) 975-5334

ALBERTA

ISTC
Suite 540
Canada Place
9700 Jasper Avenue
EDMONTON, Alta.
T5J 4C3
Tel.: (403) 495-ISTC
Fax: (403) 495-4507

ISTC

Suite 1100
510 - 5th Street Southwest
CALGARY, Alta.
T2P 3S2
Tel.: (403) 292-4575
Fax: (403) 292-4578

BRITISH COLUMBIA

ISTC
Suite 900
Scotia Tower
650 West Georgia Street
P.O. Box 11610
VANCOUVER, B.C.
V6B 5H8
Tel.: (604) 666-0266
Fax: (604) 666-0277

YUKON

ISTC
Suite 210
300 Main Street
WHITEHORSE, Y.T.
Y1A 2B5
Tel.: (403) 667-3921
Fax: (403) 668-5003

NORTHWEST TERRITORIES

ISTC
10th Floor
Precambrian Building
P.O. Bag 6100
YELLOWKNIFE, N.W.T.
X1A 2R3
Tel.: (403) 920-8568
Fax: (403) 873-6228

HEADQUARTERS

ISTC
1st Floor, East Tower
235 Queen Street
OTTAWA, Ont.
K1A 0H5
Tel.: (613) 952-ISTC
Fax: (613) 957-7942

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1. ARTS AND ENTERTAINMENT

Canadian Photovideo Trade Association

402 Milner Ave.
SCARBOROUGH, Ont.
M1B 1Z9

Tel.: (416) 609-2642
Fax: (416) 609-2642

Scope: Promotion of photovideo products, legislative matters, trade shows, industry standards. Members include wholesalers, distributors, importers and manufacturers.
Services: Provides training, seminars and other services. Trade shows, legislation, promotion and ethical standards.
Annual Meeting: February of each year.

Conferences: Bi-annually
Membership Directory: Not available.
Publications: *Image Line*.

The Video Software Dealers Association of Canada

5574 Ambler Dr.
MISSISSAUGA, Ont.
L4W 2K9

Tel.: (416) 629-2534
Fax: (416) 629-4745

Scope: Branch of international trade association for the home video industry. Members are retailers, wholesalers and manufacturers of movies, home videos and other related items.
Service: Seminars.
Annual Meeting: 1993: 11 to 14 July, Las Vegas, Nevada, USA.

Conferences: 1994: Expo in Montreal
1995: Expo in Vancouver.
Membership Directory: Available to members.
Publications: *VSDA Voice*.

2. AUTOMOTIVE

Automotive Industries Association of Canada

1272 Wellington St.
OTTAWA, Ont.
K1Y 3A7

Tel.: (613) 728-5821
Fax: (613) 728-6021

Scope: 1 100 suppliers, distributors, wholesalers, and retailers of automotive replacement parts, accessories, tools, and service equipment.
Services: Correspondence courses; workshops and seminars; market research, government relations; public relations; and miscellaneous services.

Annual Meeting: April.
Shows: Canadian International Auto Show – April.
Membership Directory: Available to the public for \$250.
Publications: Various business management aids.

Canadian All-Terrain Vehicle Distributors Council
Suite 229A
7181 Woodbine Ave.
MARKHAM, Ont.
L3R 1A3

Tel.: (416) 470-9406
Fax: (416) 470-9407

Scope: National, non-profit trade association which represents major distributors of all-terrain vehicles. Acts on the behalf of four member companies.

Services: Provide safety programs and other services.

Annual Meeting: September/October (Board of Directors).

Conferences: Occasionally.
Membership Directory: Available.
Publications: Not Available.

Canadian Association of Japanese Automobile Dealers
Suite 101
1 Eva Rd.
ETOBICOKE, Ont.
M9C 4Z5

Tel.: (416) 620-9717
Fax: (416) 620-0392

Scope: National association of over 1 000 Canadian businesses that sell and service Japanese vehicles in Canada. Primarily concerned with trade and retail issues.

Services: Training, seminars and other services.

Annual Meeting: May.
Conferences: Once per year; in the West and Pacific, Ontario, Quebec and the Atlantic.
Publications: *Connections/Connexions*; *GST Connections*; *Business Review*; and miscellaneous reports and briefs.

Canadian Automotive Electric Association
160 Johnston Ave.
WILLOWDALE, Ont.
M2N 1H3

Tel.: (416) 512-0584

Scope: Membership: 29 service distributors (with 110 branches and 1 555 employees); 19 manufacturers; and 16 life members. Engaged in automotive aftermarket manufacturing, wholesaling and retailing of parts, and the diagnosis, service and repair of automobiles and trucks.

Services: Seminars; technical training program; training tape library; and committee to advise on business problems.

Annual Meeting: October/November (part of national conference).

Conferences: National conference each October/November. Addresses topics of interest such as human resources, free trade, the GST, and private meetings between supplier and customer. Mid-term meeting held every other Spring addressing business-oriented topics of interest.

Membership Directory: Information not supplied.
Publications: Pre and post-conference newsletters; member bulletins; annual financial survey; newsletter; and service bulletins (monthly).

Federation of Automobile Dealer Associations of Canada

85 Renfrew Dr.
MARKHAM, Ont.
L3R 0N9

Tel.: (416) 940-4959
Fax: (416) 940-6870

Scope: Represents 3 000 franchised new car and truck dealers.
Services: Information; education; group insurance; and industry and government relations.
Annual Meeting: 1992: 25 to 28 October in Quebec.

Conferences: Information not supplied.
Membership Directory: Information not supplied.
Publications: *Dateline* – monthly newsletter.

Motorcycle and Moped Industry Council

Suite 229A
7181 Woodbine Ave.
MARKHAM, Ont.
L3R 1A3

Tel.: (416) 470-6123
Fax: (416) 470-9407

Scope: Six members who distribute products manufactured by their parent companies.
Addresses all public policy issues that impact on the industry.
Services: Sponsors studies; conducts research and analysis; and develops policy positions.

Annual Meeting: January or February.
Conferences: When deemed appropriate or necessary.
Publications: Information not supplied.

Recreation Vehicle Dealers Association of Canada

Suite 201
19623-56th Ave.
LANGLEY, B.C.
V3A 3X7

Tel.: (604) 533-4200
Fax: (604) 533-0795

Scope: National retail sector trade association.
Services: Training, seminars and other services.
Annual Meeting: Information not supplied.

Conferences: International-Canada/USA every two years.
Membership Directory: Available.
Publications: Newsletter.

3. BOOKS

Canadian Booksellers Association

301 Donlands Ave.
TORONTO, Ont.
M4J 3R8

Tel.: (416) 467-7883

Fax: (416) 467-7886

Scope: Represents over 1 200 book stores across the country – both independent and chains.

Services: Bookselling school; seminars and workshops; government relations and supplier relations for members' interests; credit card and insurance programs; book store supplies sales; monthly trade journal; research; other publications including

Booksellers Manual (listing of publishers' terms of trade).

Annual Meeting: June (part of annual convention and trade fair).

Conferences: Annual convention and trade fair (June/July). Annual trade fair for college and university book stores (March). Regular symposia and other trade-related meetings.

Membership Directory: Mailing list available for rent.

Publications: *The Canadian Bookseller* (10 issues per year); and various studies including *Financial Profitability Study of Bookselling*.

4. CHEMICALS

Fertilizer and Chemical Dealers Association

P.O. Box 1301
934B Douglas St. East
BRANDON, Man.
R7A 6N2

Tel.: (204) 725-4236

Fax: (204) 727-5477

Scope: Industry Trade Association whose members include wholesalers, retailers and dealers.

Services: training and seminars.

Annual Meeting: Information not supplied.

Conferences: 1993: February in Manitoba
Membership Directory: Available only to members.

Publications: *Communications Magazine* (published quarterly).

5. CLOTHING AND ACCESSORIES

Canadian Association of Wholesale Sales Representatives

Suite 336
370 King St. West
P.O. Box 2
TORONTO, Ont.
M5V 1J9

Tel.: (416) 593-6500

Fax: (416) 593-5145

Scope: 600 members include independent commissioned sales agents for women's wear and children's wear; and wholesale trade shows (markets).

Services: Newsletters and conferences.

Annual Meeting: Information not supplied.

Conferences: Information not supplied.

Membership Directory: Information not supplied.

Publications: *CAWS News* – a bi-monthly newsletter.

Canadian Home Sewing and NeedleCraft Association

Suite 204
224 Merton St.
TORONTO, Ont.
M4S 1A1

Tel.: (416) 482-7724
Fax: (416) 482-2862

Scope: Represents manufacturers, distributors, retailers and wholesalers.

Services: Promoting the industry through our annual trade show.

Annual Meeting: Held at annual trade show.

Conferences: Annual trade show in Toronto.

Membership Directory: Available.

Publications: *Resource Directory*; and *CSNA Trade News*.

Retail Fur Council of Canada

Suite 1270
1435 St-Alexandre St.
MONTREAL, Que.
H3A 2G4

Tel.: (514) 844-1945
Fax: (514) 844-8593

Scope: Promotes and represents interests of retail furriers to government and special interest groups.

Services: Training; seminars.

Annual Meeting: May in Montreal (in conjunction with the *North American Fur Fashion Exposition Montreal* (NAFFE)).

Conferences: Two major seminars during NAFFE.

Membership Directory: Information not supplied.

Publications: Information not supplied.

6. COMPUTERS AND COMPUTER SOFTWARE

Canadian Computer Dealer Association

P.O. Box 724
Station B
WILLOWDALE, Ont.
M2K 2R1

Tel.: (416) 229-4206

Scope: Information not supplied.

Services: Training, and seminars.

Annual Meeting: Information not supplied.

Conferences: Information not supplied.

Membership Directory: Not available.

Publications: *Connections*.

Information Technology Association of Canada

2800 Skymark Ave.
MISSISSAUGA, Ont.
L4W 5A6

Tel.: (416) 602-8345

Fax: (416) 602-8346

Scope: Over 300 companies in all parts of Canada involved in the information technologies industry.

Our mission is to provide leadership on issues affecting the growth and profitability of the information technologies industry in Canada and to promote the effective use of information technologies by Canadians. Members include wholesalers, distributors and retailers.

Services: Offers seminars and other services.

Annual Meeting: 1992: 28 September at the Bristol Place Hotel in Toronto.

Conferences: 1992: 28 September at the Bristol Place Hotel in Toronto.

Membership Directory: Not available.

Publications: *Network* and *Issues Watch*.

7. CONSTRUCTION, BUILDING MATERIALS AND HARDWARE

Canadian Decorating Products Association

Horizon Park
7895 Tranmere Dr.
MISSISSAUGA, Ont.
L5S 1V9

Tel.: (416) 678-0331
Fax: (416) 678-0335

Scope: Trade association for retailers of paint and wallpaper, floor coverings and window coverings along with interior decorators and designers. Manufacturers and distributors may join as associate members.

Services: Training, seminars, and training videos and educational material available for purchase.

Annual Meeting: March.

Conferences: March.

Shows: Trade show and certified wallcovering seminars in various locations across Canada.

Membership Directory: Information not supplied.

Publications: *Decorating Centre* (bi-monthly); plus educational material for the trade.

Canadian Institute of Plumbing and Heating

295 The West Mall
Suite 330
ETOBICOKE, Ont.
M9C 4Z4

Tel.: (416) 695-0447
Fax: (416) 695-0450

Scope: 179 members including 40 wholesalers, distributors of plumbing, heating, industrial pipe valves, fittings and other environmental products.

Services: Training, seminars, regional meetings across Canada, trade shows, and industry reports.

Annual Meeting: June.

Conferences: June.

Membership Directory: Available.

Publications: *Pipeline*.

Canadian Machine Tool Distributors Association

9 Brougham Cres.
ETOBICOKE, Ont.
M9R 1J3

Tel.: (416) 249-3823
Fax: (416) 249-3823

Scope: To assist members within the association. A large number of distributors belong as associated members.

Services: Seminars.

Annual Meeting: Thursday, 5 November 1992, 3 p.m., Board of Trade, Northeast Club.

Conferences: Discontinued.

Membership Directory: Available.

Publications: Information not supplied.

Canadian Retail Building Supply Council

Suite 203
Heritage Court
95 Foundry St.
MONCTON, N.B.
E1C 5H7

Tel.: (506) 858-0700
Fax: (506) 859-0064

Scope: Comprises five regional building supply associations in Canada with each association representing 60 to 80 percent of building supply retailers in their respective areas. A large number of manufacturers and distributors belong as associated members. The CRBSC is concerned with national issues (e.g. the GST).

Services: Each association provides training manuals, videos and seminars for its members.

Annual Meeting: Each association has its own annual meeting in its own area. No annual CRBSC meeting.

Conferences: Each association holds at least one conference per year.

Membership Directory: Available to the public at nominal cost from each regional association.

Publications: Each association produces its own news magazine, usually on a bi-monthly basis.

Canadian Retail Hardware Association

6800 Campobello Rd.
MISSISSAUGA, Ont.
L5N 2L8

Tel.: (416) 821-3470
Fax: (416) 821-8946

Scope: 1 405 retail hardware and do-it-yourself stores.

Services: Range of services include education (home study courses, video, management bulletins); communications (magazine, newsletter); insurance; legislative representation; computer services (accounts receivable, general ledger).

Annual Meeting: 1992: October in St. John's; 1993: October in Montreal.

Shows: Owns and operates the *Canadian Hardware/Houseware/Home Improvement Show* held every February in Toronto. Largest hardware trade show in Canada and one of world's largest (trade attendance only).

Membership Directory: Available.

Publications: *Do-It-Yourself Retailing*, monthly magazine (from U.S.); *Reporter*, monthly newsletter; *Le Journaliste*, monthly newsletter.

Heating, Refrigeration and Air Conditioning Institute of Canada

Suite 308
5468 Dundas St. West
ETOBICOKE, Ont.
M9B 6E3

Tel.: (416) 239-8191
Fax: (416) 239-1983

Scope: Represents companies in the business of manufacturing, supplying, wholesaling or contracting equipment, parts, accessories, and service for the heating, ventilating, air conditioning and refrigerating (HVACR) industry.

Services: Training; courses; technical manuals and home study courses; and group insurance.

Membership Directory: Information not supplied.

Annual Meetings/Conferences:

1992: 21 to 24 August in Winnipeg, Manitoba;
1993: 26 to 29 November in Scottsdale, Arizona;
1994: 18 to 21 August in Halifax, Nova Scotia;
1995: 24 to 27 August in Ottawa, Ontario;
1996: 22 to 25 August in Calgary, Alberta.

Shows: *Canadian Environmental Exposition*. (CEX'94) March 1994 in Toronto.

Publications: *Environment* (four to six issues per year).

National Floor Covering Association

Suite 1607
275 Slater St.
OTTAWA, Ont.
K1P 5H9

Tel.: (613) 232-7845

Fax: (613) 232-3072

Scope: Federation of seven provincial associations representing 1 000 distributors and retailers of floor covering products.

Services: Training, seminars, surveys and conferences.

Annual Meeting: June.

Conferences: September – features topics of interest to floor covering retailers.

Membership Directory: Information not supplied.

Publications: *Retail Management Report* and *Advertising Workbook*.

8. CO-OPERATIVES

Canadian Co-operative Association

Suite 400
275 Bank St.
OTTAWA, Ont.
K2P 2L6

Tel.: (613) 238-6711

Fax: (613) 567-0658

Scope: National Association of English language co-operatives, including retail and wholesale co-operatives. Promoting co-operative, education, broadening the base of co-operative knowledge, and promoting the development of co-operatives in Canada and abroad.

Services: Human resource development, public policy, government affairs, and international co-operative development.

Annual Meeting: September 1992, Ottawa.
September 1993, Ottawa.

Conferences: June 1994, Toronto.

Publications: annual report plus various publications for sale.

9. DRUGS, PHARMACEUTICALS AND MEDICAL DEVICES

Canadian Pharmaceutical Association

1785 Alta Vista Dr.
OTTAWA, Ont.
K1G 3Y6

Tel.: (613) 523-7877

Fax: (613) 523-0445

Scope: 11 000 pharmacists in all areas of practice – community (retail pharmacy), hospital, chains, manufacturing, wholesaling, academic and government. Mission is to undertake activities to enhance the quality of pharmacy as well as the scientific and professional aspects of pharmacy.

Services: Information not supplied.

Annual Meeting: 19 May 1993.

Conferences: 16 to 19 May 1993.

Membership Directory: Information not supplied.

Publications: *Compendium of Pharmaceuticals and Specialties* (annually in English and in French); *Canadian Pharmaceutical Journal* (monthly); *Impact* (bi-monthly); *Self-Medication*; and *Poison Management Manual*.

Canadian Wholesale Drug Association

Suite 2206
1110 Sherbrooke St. West
MONTREAL, Que.
H3A 1G8

Tel.: (514) 842-8627
Fax: (514) 842-3061

Scope: 143 member companies involved in manufacturing and wholesaling of prescription products, over-the-counter products and health and beauty aid products.
Services: Information not supplied.
Annual Meeting: 1992: 13 to 18 June in Victoria, B.C.

Conferences: Mid-year conference in January; annual conference in June.
Membership Directory: Available.
Publications: Quarterly newsletter and *Au Courant* (bi-monthly).

Medical Devices Canada

Suite 510
401 The West Mall
ETOBICOKE, Ont.
M9C 5J5

Tel.: (416) 620-1915
Fax: (416) 620-1595

Scope: Members include distributors and manufacturers.
Services: Seminars.
Annual Meeting: Late May.

Conferences: Marketing conference in late Fall, Regulatory conference in mid Winter.
Membership Directory: Available.
Publications: Information not supplied.

10. ELECTRICAL AND ELECTRONICS

Canadian Electrical Distributors Association

Suite 217
1550 Kingston Rd.
PICKERING, Ont.
L1V 1C3

Tel.: (416) 831-2454
Fax: (416) 831-4919

Scope: Trade association for electrical wholesalers and distributors.
Services: Education; conferences; seminars; public relations; and government relations.
Annual Meeting: May.

Conferences: May.
Membership Directory: Available to the trade for a fee.
Publications: CEDA Newsletter.

Consumer Electronics Marketers of Canada

Suite 500
10 Carlson Court
REXDALE, Ont.
M9W 6L2

Tel.: (416) 674-7410
Fax: (416) 674-7412

Scope: 32 member companies engaged in the manufacture and marketing of consumer electronic products.
Services: Government liaison and lobbying; market research (for members only); seminars; and standards development.

Annual Meeting: Information not supplied.
Conferences: None
Membership Directory: Available, but not for solicitation purposes.
Publications: Press releases on industry statistics.

11. EQUIPMENT AND SUPPLIES

Canadian Association of Equipment Distributors

P.O. Box 3307
Station C
OTTAWA, Ont.
K1Y 4J5

Tel.: (613) 722-4711
Fax: (613) 722-0099

Scope: Promote and maintain a cooperative spirit between original equipment distributors of construction, mining, logging or road maintenance equipment and their sources of supply. Disseminating appropriate information among its members. Exchange ideas for the benefit of users of machinery and equipment. Encourage and assist its members in fostering sound environmental and ethical business practices.

Services: Training and seminars.
Annual Meeting: June.
Conferences: Information not supplied.
Membership Directory: Available.
Publications: General bulletin (monthly).

Canadian Laboratory Suppliers Association

c/o 76 Carondale Cres.
AGINCOURT, Ont.
M1W 2B1

Tel.: (416) 756-3295
Fax: (416) 497-6134

Scope: Gathers and disseminates market data to members, monitors government legislation and regulations as they affect the manufacture and distribution of laboratory products, and works with professional societies and organizations to improve trade shows as marketing tools.
Services: Market data reports.

Annual Meeting: Information not supplied.
Conferences: Information not supplied.
Membership Directory: Information not supplied.
Publications: Information not supplied.

Printing Equipment and Supply Dealers' Association

Suite 320
304 The East Mall
ETOBICOKE, Ont.
M9B 6E2

Tel.: (416) 236-3733
Fax: (416) 236-2171

Scope: 30 members — distributors and manufacturers.
Services: Supply charts of sales and trade data.
Annual Meeting: June.

Conferences: One meeting per month.
Membership Directory: Available.
Publications: Information not supplied.

12. FARMING AND AGRICULTURE

Canadian Farm and Industrial Equipment Institute
Suite 307
720 Guelph Line
BURLINGTON, Ont.
L7R 4E2

Scope: Represents 25 manufacturers/distributors of farm machinery, along with 50 suppliers as associate members.

Services: Information not supplied.

Annual Meeting: November.

Conferences: July.

Canadian Feed Industry Association
Suite 625
325 Dalhousie St.
OTTAWA, Ont.
K1N 7G2

Scope: Membership consists of companies involved in the animal (i.e. livestock, poultry, fish and fur) feed industry, including dealers, commodity suppliers and other related services.

Services: Training, seminars and videos.

Annual Meeting: July.

Canadian Fertilizer Institute
Suite 1540
360 Albert St.
OTTAWA, Ont.
K1R 7X7

Scope: The Canadian Fertilizer Institute is a government and public affairs office representing the interests of the fertilizer industry. The institute is also responsible for gathering and disseminating production, shipment and retail statistics.

Membership includes manufacturers, wholesalers and retailers of fertilizer materials; plus associate members (importers/exporters, transportation companies and banks). The 10 affiliated members are the five Canadian regional associations and five international trade and fertilizer education associations.

Services: Newsletter. Committees: Engineering and Technology; Environmental Affairs; Health and safety; Insurance; Public Affairs; Statistics; and Transportation. Sponsors programs such as *Plants for Food – Food for Plants* (a video and educational reference kit).

Tel.: (416) 632-8483

Fax: (416) 632-7138

Membership Directory: Available.

Publications: Monthly bulletin; monthly *Flash* report on industry sales; bi-annual *Outlook* reports.

Tel.: (613) 238-6421

Fax: (613) 238-6620

Conferences: *Nutrition* in April and September, *Feed Technology* in November.

Membership Directory: Available.

Publications: *Feed Technology*; *Quality Assurance*; conference proceedings (each April); monthly newsletter.

Tel.: (613) 230-2600

Fax: (613) 230-5142

Annual Meeting: Second week of March, usually in Ottawa.

Conferences: Held in conjunction with the Annual General Meeting and Conference and with the Summer Convention and Conference during the third week of August. Annual Transportation Meeting held in the Fall, usually in Ottawa.

Membership Directory: Available.

Publications: *Size Guide Numbers*; *A system of Materials Identification*; annual report (financial summary); industry profile; *Canadian Fertilizer Information System* (statistical quarterly and monthly); annual report to the members (activity summary); *Communicator magazine* – published by the Western Fertilizer and Chemical Dealers Association.

13. FOOD AND BEVERAGES

Canadian Council of Grocery Distributors

P.O. Box 1082
Place du Parc
MONTREAL, Que.
H2W 2P4

Tel.: (514) 982-0267
Fax: (514) 849-3021

Scope: 50 members, all distributors. Council's objective is to enhance the viability of the food distribution industry in Canada.

Service: Representation, seminars, and conferences.

Annual Meeting: End of May.

Conferences: National and regional.

Publications: *Précis*, annual report; state of the industry report.

Canadian Federation of Independent Grocers

Suite 302
101 Duncan Mill Rd.
DON MILLS, Ont.
M3B 1Z3

Tel.: (416) 449-1976
Fax: (416) 449-7188

Scope: National.

Services: Seminars.

Annual Meeting: October/November.

Conferences: Information not supplied.

Membership Directory: Information not supplied.

Publications: *Independent Grocer* newsletter.

Canadian Food Brokers Association

Suite 5062
3080 Yonge St.
TORONTO, Ont.
M4N 3L1

Tel.: (416) 488-5090
Fax: (416) 488-5023

Scope: 110 member firms with over 200 offices nationally representing manufacturers in the food, food service, mass merchandiser and drug trades. Coordinating regional activities and liaising with the manufacturing and retail communities.

Services: Seminars, group buying and business promotion.

Annual Meeting: June.

Conferences: February and June.

Membership Directory: Available

Publications: *Power of Performance*; *CFBA Statistical Report*; *Standard Contract*; and *Commission Guidelines*.

Canadian Health Food Association

370 Steelcase Rd. East
MARKHAM, Ont.
L3R 1G2

Tel.: (416) 479-6939
Fax: (416) 479-1516

Scope: Represents manufacturers, wholesalers, distributors, publishers and retailers involved in the health food trade. Focal point for education, public relations and information on the health food industry. Industry advocate for all levels of government.

Services: Training (nutrition courses), seminars and public lectures.

Annual Meeting: Yes.

Conferences: In conjunction with annual general meeting; two trade shows annually.

Membership Directory: Available.

Publications: Bi-monthly newsletter.

Canadian Meat Council

Suite 304
5233 Dundas St. West
ISLINGTON, Ont.
M9B 1A6

Tel.: (416) 239-8411

Fax: (416) 239-2416

Scope: Represents Canada's meat packing and processing industry. 45 member firms operating 69 plants (handles over 80 percent of the Canadian commercial meat supply). Also 40 associate member companies, including distributors and wholesalers, who supply goods and services to the Canadian meat processing industry.

Services: Information not supplied.

Annual Meeting: February.

Conferences: Arranged on an ad hoc basis.

Membership Directory: Information not supplied.

Publications: No publications.

Canadian Produce Marketing Association

Suite 310
1101 Prince of Wales Dr.
OTTAWA, Ont.
K2C 3W7

Tel.: (613) 226-4187

Fax: (613) 226-2984

Scope: Represents the fresh fruit and vegetable distributive trade involved in marketing and distributing. 500 members including wholesalers, retailers, brokers, shippers, jobbers, carriers and allied industries. Acts as liaison with government agencies. Issues include food safety, regulatory review, licensing, arbitration and waste management.

Services: Seasonal duty notification service; national traffic office; promotional arm is Fresh for Flavour Foundation; *Communique* newsletter (six issues per year); and regular association mailings.

Annual Meeting: National convention and trade show in January/February.

Conferences: Committee meetings as need arises; Presidents' tour to visit different regions of Canada; and semi-annual Board of Directors meeting in August (in Ottawa every second year).

Membership Directory: Available in limited quantities C\$40.

Publications: Promotional material available through the Fresh for Flavour Foundation.

Canadian Soft Drink Association

Suite 330
55 York St.
TORONTO, Ont.
M5J 1R7

Tel.: (416) 362-2424

Fax: (416) 362-3229

Scope: Represents manufacturers, distributors industry suppliers in the Canadian soft drink industry.

Services: Industry data.

Annual Meeting: May 1992.

Conferences: May 1993.

Membership Directory: Restricted.

Publications: *The Bottler*, *Perspectives* and annual report.

Fisheries Council of Canada

Suite 806
141 Laurier Ave. West
OTTAWA, Ont.
K1P 5J3

Tel.: (613) 238-7751
Fax: (613) 238-3542

Scope: Main objective is to promote the interests of Atlantic Canada's fish and seafood processors by making effective representations to the appropriate federal government departments. Members include wholesalers, distributors and retailers.

Services: Seminars.

Annual Convention: 1992: 6 to 8 October in Charlottetown, P.E.I.

Membership Directory: Not available.

Publications: *The Bulletin* (quarterly); *Fish and Seafood Products & Services Directory*.

14. FOOTWEAR AND LEATHER GOODS

Canadian Shoe Retailers Association

Suite 600
210 Dundas St. West
TORONTO, Ont.
M5G 2E8

Tel.: (416) 598-4684
Fax: (416) 598-3707

Scope: 325 members representing in excess of 2 000 stores. All issues relating to shoe retailing and government, the consumer and the trade.
Services: Training, seminars and group purchasing (e.g. medical, dental, store insurance and RRSPs).

Annual Meeting: February.

Conferences: June.

Membership Directory: Information not supplied.

Publications: *Shoe Biz*.

Luggage, Leathergoods, Handbags and Accessories Association of Canada

Suite 2112
2330 Bridletowne Circle
SCARBOROUGH, Ont.

Tel.: (416) 491-5844
Fax: (416) 496-9329

Scope: Manufacturers, importers, distributors and retailers.

Services: Information not supplied.

Annual Meeting: May.

Conferences: Information not supplied.

Membership Directory: Information not supplied.

Publications: *LLA Magazine* (nine issues per year).

Shoe Industry Suppliers Association of Canada

4101 Sherbrooke St. West
MONTREAL, Que.
H3Z 1A8

Tel.: (514) 937-8118
Fax: (514) 937-7066

Scope: Members represent manufactures and distributors supplying the Canadian footwear industry.

Services: Training, seminars, insurance program, and other services to provide assistance to the suppliers of footwear components.

Annual Meeting: August.

Conferences: Monthly credit meetings.

Membership Directory: Information not supplied.

Publications: Information not supplied.

15. FOREST PRODUCTS

Canadian Paper Trade Association

Suite 200
670 Bloor St. West
TORONTO, Ont.
M6G 1L2

Tel.: (416) 533-7800
Fax: (416) 533-4795

Scope: Trade association for fine paper merchants (distributors).

Services: Seminars and other services. Industry statistics for participating members.

Annual Meeting/Conferences: June of each year.

Membership Directory: Not available.

Publications: None.

Canadian Pulp and Paper Association

Suite 1900
Sunlife Building
1155 Metcalfe St.
MONTREAL, Que.
H3B 4T6

Tel.: (514) 866-6621
Fax: (514) 866-3035

Scope: Represents the interests of the Canadian pulp and paper industry. Members include wholesalers, and distributors.

Services: Offers professional development courses.

Annual Meeting: Last week of January (Business meetings and an industry trade show *EXPOR*)

Conferences: Technical conferences co-sponsored with other organizations; demonstrations of woodlands equipment every four years (e.g. *DEMO 92*); and occasional conferences organized on specific themes (e.g. recycling and forestry).

Membership Directory: Available.

Publications: Monthly statistical report, monthly newsprint statistics, *Canadian Market Pulp Statistics* (monthly); *Newsprint Data* (annual), *Canadian Pulp and Paper Industry Annual Report*, and *Pulp and Paper from Canada* (trade directory). CPPA's Technical Section also collaborates with the publisher of *Journal of Pulp and Paper Science* and *Pulp and Paper Canada*.

Wholesale Lumber Dealers Association Inc.

Suite 501
145 Adelaide St. West
TORONTO, Ont.
M5H 3H4

Tel.: (416) 363-0865
Fax: (416) 360-6026

Scope: Credit Bureau.

Services: Information not supplied.

Annual Meeting: 1993: 11 January.

Conferences: 1992: 14 September; 9 November.

Membership Directory: Available.

Publications: Not available.

16. JEWELLERY AND GIFTWARE

Canadian Gift and Tableware Association

Suite 501
250 Consumers Rd.
NORTH YORK, Ont.
M2J 4V6

Tel.: (416) 497-5771

Fax: (416) 497-8487

Scope: 800 members include giftware suppliers, manufacturers, importers and agents.

Services: Seminars.

Annual Meeting: Information not supplied.

Conferences: Information not supplied.

Membership Directory: No.

Publications: Information not supplied.

Canadian Jewellers Association

Suite 1203
20 Eglinton Ave. West
TORONTO, Ont.
M4R 1K8

Tel.: (416) 480-1424

Fax: (416) 480-2342

Scope: 467 sales representatives for wholesalers and manufacturers of jewellery, watches, clocks and giftware.

Services: CJI videos, books and reference material; *Hotline* job listings and membership events.

Annual Meeting: First week of December.

Conferences: Conference at annual dinner meeting.

Membership Directory: Information not supplied.

Publications: *Jewellery World* and *JW Plus* (monthly).

17. MAIL ORDER AND CATALOGUES

Canadian Direct Marketing Association

Suite 607
1 Concorde Gate
DON MILLS, Ont.
M3C 3N6

Tel.: (416) 391-2362

Fax: (416) 441-4062

Scope: Promote direct marketing growth and excellence.

Service: Seminars and other services.

Annual Meeting: Information not supplied.

Conferences: 1992: May in Ottawa; 1993: May in Toronto; 1994: April in Montreal.

Membership Directory: Available.

Publications: *Communicator* and *Direct Marketing News*.

18. MANUFACTURERS' AGENTS

Manufacturers Agents Association of North America
Suite 902
5255 Yonge St.
NORTH YORK, Ont.
M2N 6P4

Tel.: (416) 590-9202
Fax: (416) 590-9446

Scope: 3 000 members nationally serving all industries and trades.

Services: Seminars, advice, business opportunities, industry promotion and matchmaking.

Annual Meeting: Information not supplied.

Conferences: Information not supplied.

Membership Directory: Available.

Publications: *Agents World Review* newsletter providing information on opportunities from various domestic and international corporations, distributed exclusively to members; *Manufacturers Guide* deals with agents; *The New Manufacturers' Agent* (guide book).

19. METALWORKING

Canadian Steel Service Centre Institute
Suite 501
345 Lakeshore Rd. East
OAKVILLE, Ont.
L6J 1J5

Tel.: (416) 842-1861
Fax: (416) 842-5836

Scope: 46 Companies; 90 locations; 30 associates.

Services: Government liaison and regulatory issues; educational programs; management information and industry promotion.

Annual Meeting: Late May or early June.

Conferences: Product Education and other industry related seminars; many in conjunction with SSCI of Cleveland, Ohio.

Membership Directory: Internal use only.

Publications: Annual report on activities and promotional brochures.

20. OFFICE EQUIPMENT AND SUPPLIES

Canadian Business Forms Distributors Association
1644 Chesbro Court
MISSISSAUGA, Ont.
L5H 4H4

Tel.: (416) 274-6414
Fax: (416) 274-8005

Scope: 108 members.

Services: To promote professionalism and education.

Annual Meeting: Five meetings annually.

Conferences: Sales schools; trade show.

Membership Directory: Information not supplied.

Publications: Quarterly newsletter.

Canadian Office Machine Dealers Association

3464 Kingston Rd.
SCARBOROUGH, Ont.
M1M 1R5

Tel.: (416) 261-1607
Fax: (416) 261-1679

Scope: Objective is to foster an awareness of the office equipment industry, its activities, products and problems on a national basis. Members are independent office machine and stationary dealers. Associate members are manufacturers and distributors of office products, supplies and service.

Services: A/V training programs and material, and business seminars.

Annual Meeting: September – in conjunction with conference.

Conferences: September – annual meeting, convention and product show.

Membership Directory: Information not supplied.

Publications: *COMDA Key* (six issues per year).

Canadian Office Products Association (COPA)

Suite 911
1243 Islington Ave.
TORONTO, Ont.
M8X 1Y9

Tel.: (416) 239-2737
Fax: (416) 239-1553

Scope: 1 000 members representing dealers, wholesalers and manufacturers of office products, machines and furniture. Current issues include environmental control, marketing and the *Consumer Packaging and Labelling Act*.

Services: Training, industry directories, market research, educational seminars, scholarship fund, publications and government representation.

Annual Meeting: 1993: April.

Conferences: Trade Show; 1993: April in Toronto.

Membership Directory: Available.

Publications: *COPA Conversation* (bilingual – six issues per year).

21. PACKAGING

Packaging Association of Canada

Suite E330
2255 Sheppard Ave. East
WILLOWDALE, Ont.
M2J 4Y1

Tel.: (416) 490-7860
Fax: (416) 490-7844

Scope: Members include manufacturers, designers and users (distributors, retailers and wholesalers) in the packaging industry.

Services: Training and seminars, and educational courses (Super Courses) held every year. Monthly seminars on various topics of interest to the packaging industry.

Annual Meeting: Information not supplied.

Conferences: Biennial Convention; 1994.

Packaging Forum – *D'Emballage*; 1994. *Pac-Ex*; 1993.

Membership Directory: Information not supplied.

Publications: *Update* (seasonal); *Tech Review* (three issues per year).

22. RESTAURANTS AND FOOD SERVICES

Canadian Association of Food Equipment Marketers

Suite 409
1 Eva Rd.
ETOBICOKE, Ont.
M9C 4Z5

Tel.: (416) 620-9447

Fax: (416) 620-5392

Scope: Comprises manufacturers, distributors, and manufacturers' representatives of commercial foodservices equipment and supplies.

Services: Seminars.

Annual Meeting: February.

Shows: Biennial trade show in September (even years).

Membership Directory: Available.

Publications: *CAFEMS News* (quarterly newsletter).

Canadian Restaurant and Foodservices Association

Suite 1201
80 Bloor St. West
TORONTO, Ont.
M5S 2V1

Tel.: (416) 923-8416

Fax: (416) 923-1450

Scope: 11 700 companies including restaurants, hotels, contract caterers, clubs, institutions, manufacturers and distributors to the foodservices industry.

Services: Training, seminars, group buying, programs, trade shows, information and research, industry image, building, and representation to government.

Annual Meeting: 1993: 25 April.

Conferences: 1993: 24 to 27 April in Toronto.

Membership Directory: Available to members.

Publications: *National Hospitality News*; Newsletter; *Buyer's guide* and *Foodservices Facts*.

23. RETAIL AND FRANCHISING

Canadian Franchise Association

Suite 607
88 University Ave.
TORONTO, Ont.
M5J 1T6

Tel.: (416) 595-5005

Fax: (416) 595-9519

Scope: 170 franchisers and service companies.

Issues: those affecting franchise systems such as taxes, labour issues, etc.

Services: Seminars and workshops.

Annual Meeting: Prior to annual convention.

Conferences: Annual Legal Symposium and Business Conference.

Membership Directory: Available.

Publications: *Franchise Guide*, *Franchising in Canada* (monthly newsletter), and *Proceedings of the Annual Legal Symposium*.

Retail Council of Canada

Suite 600
210 Dundas St. West
TORONTO, Ont.
M5G 2E8

Tel.: (416) 598-4684

Fax: (416) 598-3707

Scope: National membership of 6 000 ranging from small independents, franchisees, mid-sized chains to large national chains and department stores.

Services: Training, representation, cost-saving, seminars, *Canadian Retailer Magazine*.

Annual Meeting/Convention: 6 to 8 June 1993 in conjunction with *STOREMART CANADA 1993*, at the Harbour Castle Westin, Toronto.

Conferences: Loss Prevention (Spring 1993), Marketing (Fall 1993)

Publications: Audio tape course in retailing; *Basic Selling Skills*; *Complaint Handling Guidelines*; *Customer Communications – How to do it, how to make it pay off*; *Inventory Management* (videotape); *Magic of Retail*; *Managing People*; *Retailing's Prime Resource*; *1993 Marketing Advertising Promotion Calendar Workbook*.

Operating Survey of Canadian Retailing 1991; *Profitable Retail Service Techniques*; *Retail Shrinkage – Profit Erosion*; *Retail – Suitable Data Processing Systems, Equipment, Consulting Survey*; *Selling More...More Easily*; *Shrinkage Survey 1992*; *Strategic Retail Marketing – How to be a Winner*; *The Winning Edge* (videotape); *Towards Achieving Greater Independence through Voluntary Association*.

Outside Publications: *A Guide to Computer-Based Inventory Systems*, *Capturing Store Information*, *The Financial Applications: A Way to Get Started*, *Getting Sales*, *Independent Store Policy Manual*, *Mathematics of Merchandising*, *Start and Run a Profitable Business* and *The Buyer's Manual*.

24. RUBBER

Rubber Association of Canada

Suite 308
89 Queensway West
MISSISSAUGA, Ont.
L5B 2V2

Tel.: (416) 270-8322

Fax: (416) 270-2640

Scope: 36 member companies (manufacturers); nine associate members (distributors); and 28 affiliate members (suppliers).

Services: Committee and member meetings; and Presidents' seminars.

Annual Meeting: March.

Conferences: Ad hoc theme conferences held on topics such as health and safety, quality management and Workplace Hazardous Materials Information System (WHMIS) legislation.

Membership Directory: Available.

Publications: Information booklet, biannual newsletter and statistical brochure.

25. SANITATION

Canadian Sanitation Supply Association

Suite G-10
300 Mill Rd.
ETOBICOKE, Ont.
M9C 4W7

Tel.: (416) 620-9320

Fax: (416) 620-7199

Scope: 400 manufacturers and distributors selling sanitation and maintenance products in Canada, with a national office in Toronto and seven chapters in Atlantic Canada, Quebec, Ontario, Manitoba, Saskatchewan, Alberta and B.C.

Services: Training, seminars, government liaison, trade shows and newsletters.

Annual Meeting: May.

Conferences: Seminars on various maintenance procedures such as carpet cleaning and washroom maintenance; sales training; and free trade. Held at the chapter level on a bimonthly basis and nationally twice a year.

Membership Directory: Information not supplied.

Publications: *Update Newsletter* (four issues per year).

26. SPORTING GOODS

Canadian Sporting Goods Association

Suite 501
455 Saint-Antoine West
MONTREAL, Que.
H2Z 1J1

Tel.: (514) 393-1132

Fax: (514) 393-9513

Scope: 2 200 members including manufacturers, wholesalers, retailers, importers and agents across Canada representing the Canadian sporting goods sector.

Services: Information not supplied.

Annual Meeting: Held concurrently with the CSGA Annual International Convention and Exhibition.

Conferences: Information not supplied.

Membership Directory: Available.

Publications: Two directories – the *CSGA Annual International Convention and Exhibition Directory* and one on the *Annual Fall Market*.

National Ski Industries Association

Suite 340
8250 Décarie Blvd.
MONTREAL, Que.
H4P 2P5

Tel.: (514) 737-1672

Fax: (514) 737-0724

Scope: 130 members including manufacturers, importers, and distributors of ski and snowboarding equipment, ski and snowboard footwear, and clothing and accessories.

Services: Statistical reports, trade shows, seminars and newsletters.

Annual Meetings: February.

Conferences: Information not supplied.

Membership Directory: Available.

Publications: Trade show directory, newsletters.

27. TRADE

Canadian Exporters' Association

Suite 250
99 Bank St.
OTTAWA, Ont.
K1P 6B9

Tel.: (613) 238-8888
Fax: (613) 563-9218

Scope: Association servicing Canadian exporters' of goods and/or services, including export agents, merchants and trading houses.

Services: Training, Seminars and other services.

Conferences: 1992: 3 to 6 October in Montreal, Quebec.

Membership Directory: Available on a restricted basis.

Publications: Annual report, *Export News/Digest* and *Export is our Business*.

Canadian Importers Association Inc.,

Suite 700
210 Dundas St. West
TORONTO, Ont.
M5G 2E8

Tel.: (416) 595-5333
Fax: (416) 595-8226

Scope: Over 700 members consisting of manufacturers that import components for further processing, retail chains, traditional importers/distributors that resell to manufacturers, processors and retailers as well as organizations and companies that provide services to the Canadian importing community.

Services: Topical seminars as needed.

Annual Meeting: May or June.

Conferences: Annual conference, October 1992. Conferences will be held throughout the year on topics such as International Trade and Customs Procedures.

Membership Directory: *Importweek* (weekly), *Importfile*, *Import Canada* and *Import World* (annually).

28. VENDING

Canadian Automatic Merchandising Association

Suite 2008
390 Bay St.
TORONTO, Ont.
M5H 2Y2

Tel.: (416) 368-0901
Fax: (416) 864-0318

Scope: To promote and improve business conditions within the industry, serve its common business interest and welfare and act as a watchdog for legislation that affects the industry.

Services: Training and seminars.

Annual Meeting: Spring.

Conferences: Trade show with annual meeting.

Membership Directory: Available.

Publications: Quarterly newsletter.

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1. APPLIANCES, FURNITURE AND FURNISHINGS

Directory of Certified Appliances and Accessories

Canadian Gas Association

Published annually, January; monthly supplements

Single copy \$24.25; supplements, \$70 per year

Publication includes manufacturers and distributors of appliances and accessories certified by the association.

Canadian Furniture & Furnishings Directory

Sentinel Business Publications

Published biennially, Fall of odd years

Single copy \$40

Publication includes manufacturers, distributors, and service providers connected with the furniture, home furnishings, and musical instrument industries in Canada.

2. AUTOMOTIVE

Membership Directory

Automotive Industries Association of Canada

Published annually in June

Single copy \$350

This directory lists wholesalers, manufacturers and manufacturers' agents supplying automotive parts, accessories, and garage supplies and equipment; parts rebuilders; and other firms servicing automotive aftermarket industry.

Annual Buyer's Guide

(supplement to *Automotive Marketer*)

Wadham Publications

Division of Southam Communications Ltd.

Published annually in June

Single copy \$12

The target audience for this guide includes mass merchandisers, specialty service shops and other national account organizations. It features information on manufacturers and agents and distributors of products for the automotive aftermarket, and a listing of products and equipment with a cross-reference of suppliers.

Annual Marketing Guide

(supplement to *Jobber News*)

Wadham Publications

Division of Southam Communications Ltd.

Published annually in November issue

Single copy \$25

This directory provides information on the automotive aftermarket including automotive jobbers, warehouse distributors, manufacturers' agents and national distributors, specialty chains, and mass merchandisers. Major product lines carried are listed for each firm.

3. BOOKS

The Book Trade In Canada

Ampersand Communications Services Inc.

Published annually in January

Single copy \$50

This directory provides information on the Canadian book industry in Canada, including lists of publishers, sales agents, wholesalers, publishers and distributors of books in Canada. In addition, a listing of firms providing supplies and/or services to the industry such as printers, binders and typesetters is included.

Canadian Publishers Directory

(supplement to *Quill & Quire*)

Key Publishers Co. Ltd.

Published biannually as a supplement to January and July issues

For annual subscription to *Quill & Quire*, \$45

Canadian book publishers and wholesalers are listed with a cross-index indicating the Canadian agent for all foreign book publishers represented in Canada. Also includes audio-visual suppliers and producers, and sales representatives in Canada.

4. CHEMICAL AND CHEMICAL PROCESS INDUSTRIES

Directory & Buyers' Guide

(supplement to *Canadian Plastics*)

Southam Communications Ltd.

Published annually in December

Single copy \$65

This guide contains listings of plastic products, processes, custom processors, mold makers, material equipment, designers, consultants and associations, as well as distributors and manufacturers' agents for various products. Processors and manufacturers are listed alphabetically with their distributors.

Corpus' Chemical Buyers Guide

Camford Information Services

Single copy \$95

The guide includes a list of 500 chemical producers and distributors.

5. CLOTHING AND ACCESSORIES

Textile Manual Issue

(supplement to *Canadian Textile Journal*)

Canadian Textile Journal, Inc.

Published annually in August

Single copy \$50

Publication includes a list of Canadian textile mills, manufacturers and suppliers of textile materials and machinery, agents within the industry, and trade and allied associations.

Buyers' Guide

(supplement to *Style*)

Style Communications Inc.

Published annually in August issue

Single copy \$46

This guide contains a listing of clothing manufacturers, importers and wholesalers in Canada. Companies are listed alphabetically and cross-referenced under merchandise categories and brand names.

6. CONSTRUCTION, BUILDING MATERIALS AND HARDWARE

"Top 100"

(supplement to *Hardware Merchandising*)

Sentry Communications

Division of Maclean Hunter

Published annually in May

Single copy \$55

This annual edition now lists more than 200 of Canada's top retailers and distributors of hardware, housewares and building supplies. Also includes information on co-operatives, department stores, and warehouse clubs and superstores.

Buyers' Guide

(supplement to *Heating-Plumbing Air Conditioning*)

Southam Communications Ltd.

Published annually in August issue

Single copy \$20

This directory provides information on manufacturers as well as wholesalers, distributors and manufacturers' agents who supply the equipment, products and materials to the heating, plumbing, ventilating, refrigeration and air conditioning industry in Canada.

Contractors' Handbook

(supplement to *Heavy Construction News*)

Maclean Hunter Ltd.

Published annually in December issue

Single copy \$30

This directory lists manufacturers of construction products, plus a separate listing of distributors (by province) of construction equipment and products coast-to-coast in Canada.

Buyer's Guide

(supplement to *Plomberie-Chauffage et Climatisation*)

Southam Communications Inc.

Published annually in August issue

Single copy \$4

This bilingual directory provides information on manufacturers as well as wholesalers, distributors and manufacturers' agents of heating, ventilating and air conditioning (HVAC) equipment in the Quebec market.

7. ELECTRICAL AND ELECTRONICS

Directory & Buyers' Guide

(supplement to *Canadian Electronics Engineering*)

Macleam Hunter Ltd.

Published annually as August issue

Single copy \$30

This directory lists products and services for various electronic equipment, along with Canadian, American and British sources. Manufacturers with Canadian representatives are listed, followed by the representatives' names. Canadian distributors for both foreign and domestic products are listed in a separate section cross-referenced to other sections of the guide.

CEDA Current Annual

Kerrwil Publications Ltd.

Published annually in May

Single copy \$21

This directory focuses on Canadian electrical distribution and distributors.

Electrical Blue Book

Kerrwil Publications Ltd.

Published annually in September

Single copy \$56

This directory contains a list of manufacturers, manufacturers' agents, and distributors of electrical and electronic products. These are cross-referenced by products and services. The distributor section consists of a list of Canadian Electrical Distributors Association (CEDA) members.

Electrosorce Product Reference Guide

(supplement to *Electronic Products & Technology*)

Lakeview Publications

Published annually in January

Single copy \$40

This directory is targeted at buyers and engineers with buying authority in Canada's electronics industry. One section of the publication is a directory of manufacturers' representatives and distributors. Another section lists products and services by category and the respective manufacturers and distributors.

8. FARMING AND AGRICULTURE

Directory

(supplement to *Farm Equipment*)

AIS Communications Ltd.

Published annually in the Fall

Single copy \$22

Review

(supplement to *Farm Equipment*)

AIS Communications Ltd.

Published annually in the Spring

Single copy \$7

These directories contain information on manufacturers and distributors of farm equipment in Canada.

9. FLUID AND MECHANICAL POWER, COMPONENTS AND EQUIPMENT

Fluid Power and Controls Buyers' Guide

(supplement to *Design Engineering*)

Maclean Hunter Ltd.

Published annually in the March issue

Single copy \$19

This guide begins by listing manufacturers according to over 120 major types of fluid power and controls components and equipment. The second section lists the manufacturers along with the names of their Canadian distributors. The final section lists the names and addresses of the Canadian distributors.

Mechanical Power Transmission Buyers' Guide

(supplement to *Design Engineering*)

Maclean Hunter Ltd.

Published annually in the October issue

Single copy \$19

This guide includes a list of major types of mechanical power transmission components and equipment available in Canada. Manufacturers of this equipment are identified together with information on their distributors in the Canadian market.

10. FOOD

Survey of Food Brokers and their Markets

(supplement to *Canadian Grocer*)

Maclean Hunter Ltd.

Published annually as February issue

Single copy \$24

This directory contains information on food brokers by province, cross-referenced to brand names and annual food store sales by province, broken out by chains and independents. It also contains national, provincial and city market statistics.

Survey of Grocery Chains and Groups

(supplement to *Canadian Grocer*)

Maclean Hunter Ltd.

Published annually in August issue

Single copy \$19

This directory includes details on each supermarket and convenience chain, and each group sponsoring-wholesaler in Canada. It also contains store numbers, management personnel, corporate affiliations, sales (where available), expansion programs, etc.

Annuaire de la distribution alimentaire au Québec

(supplement to *L'épicier*)

MacLean Hunter Ltd.

Published annually in July/August issue

Single copy \$21

This Quebec food distribution directory contains information on supermarkets, wholesalers, jobbers, manufacturers and distributors of food and non-food products, books, magazine and newspaper distributors, and equipment manufacturers and distributors.

11. FOOTWEAR AND LEATHERGOODS

Buyers' Handbook Issue

(supplement to *Canadian Footwear Journal*)

McLeish Communications Inc.

Published annually in November issue

Single copy \$25

This directory of the Canadian footwear industry is divided into various sections such as industry associations, footwear and handbag manufacturers, importers and distributors, brand names, suppliers to the industry, and suppliers by category.

Buying Guide

(supplement to *Luggage, Leathergoods & Accessories*)

Laurentian Media Inc.

Published annually in November/December issue

Single copy \$30

This directory identifies manufacturers, importers, distributors, sales agents and the products they supply. The corporate listings are cross-referenced by product category and by brand name listings.

12. FORESTRY

Buyers Guide

(supplement to *Canadian Forest Industries*)

Southam Communications Ltd.

Published annually in July issue

Single copy \$5

This directory lists the products, manufacturers and distributors of forest industry equipment in Canada. The section listing manufacturers also identifies the distributors handling their products.

Directory of the Forest Products Industry

Miller Freeman Publications

Published biennially (even years)

Single copy C\$190

This directory is a source of information on logging, lumber, plywood and panel operations in North America. A separate section is devoted to wholesalers, listing each firm's main and branch offices, commission agents, jobbers, distribution yards and importers. Canadian firms are listed separately.

Lockwood-Post's Directory of the Pulp, Paper and Allied Trades

Miller Freeman Publications

Published annually

Single copy C\$170

This directory provides information on the North American pulp and paper industry, including listings by geographical area of general paper merchants, major paper stock and rag dealers, and wood pulp agents.

Madison's Canadian Lumber Directory

Madison's Canadian Lumber Reporter Ltd.

Published annually, in March

Single copy \$120

This directory contains names, addresses, key contacts and other information about the Canadian lumber industry, including mills and wholesalers. Wholesalers are listed by region with a description of their product lines and operations.

Annual Directory

(supplement to *Pulp & Paper Canada*)

Southam Communications Inc., Westmount, Quebec

Published annually in November

Single copy \$65

Pulp and paper professionals use this purchasing source book for latest flow charts, conversion tables, machinery and supplier classified index, listing of mills and their equipment, products and personnel. One section lists agents and brokers worldwide who deal in pulp, paper and paperboard products of Canadian mills and converters. They are classified first by country, then alphabetically by name of agent.

13. HEALTH CARE

Dental Guide

(supplement to *Oral Health*)

Southam Communications Ltd.

Published annually as the March issue

Single copy \$4

This guide is a directory of products, manufacturers, dealers, distributors, trade names, service organizations, associations and meetings in the dental supply industry.

14. INDUSTRIAL DISTRIBUTORS

Canadian Directory of Industrial Distributors

Clifford/Elliot Associates Ltd.

Published biennially

Single copy \$249

This directory contains an alphabetical listing of various distributors cross-referenced by geographical location and product category. Each firm's listing contains a full address, the type of distributor, account coverage, product lines and descriptive information such as number of employees, contact person and year established.

Canadian Trade Index

Canadian Manufacturers' Association

Published annually in Spring

Single copy \$140 (two volumes)

Primarily a directory of the Canadian manufacturing community, which also contains a list of distributors of Canadian products. Distributors are listed alphabetically by the Canadian-made products they represent.

Fraser's Canadian Trade Directory

Maclean Hunter Ltd.

Published annually in June

Single copy \$175

This directory's more than 3 000 pages contain 22 000 product classifications and over 320 000 listings. Some 31 000 Canadian companies are represented. It also contains over 13 000 trade names and lists in excess of 9 000 foreign companies who have Canadian representatives.

Sourcebook Issue

(supplement to *PEM Plant Engineering and Maintenance*)

Clifford Elliot & Associates Ltd.

Published biannually, July and January

Single cost \$12

Publication lists manufacturers and distributors, primarily Canadian, of machinery, equipment, tools and industrial products used in plant engineering and maintenance.

15. JEWELLERY AND GIFTWARE

Buyers' Guide

(supplement to *Canadian Jeweller*)

Macleam Hunter Ltd.

Published annually in the December issue

Single copy \$21

This directory lists sources of jewellery, timepieces, giftware and related services and supplies for the Canadian jewellery trade. It contains information on manufacturers, wholesalers and agents/representatives.

Trade Directory

(supplement to *Gifts and Tablewares*)

Southam Communications Ltd.

Published annually in the November/December issue

Single copy \$30

This directory lists Canadian suppliers in the gift and tablewares industry with a cross-referencing by product group and brand name.

16. MATERIALS HANDLING AND DISTRIBUTION

Materials Handling Handbook & Directory of Buying Sources

(supplement to *Materials Management & Distribution*)

Macleam Hunter Ltd.

Published annually in June issue

Single copy \$30

This directory serves as a source listing of materials-handling equipment and supplies. It indexes more than 480 equipment classifications, cross-referenced with manufacturers. The manufacturers' listing includes full addresses and telephone numbers, and distributors and agents where applicable.

Bar Code Quarterly Directory

(supplement to *Materials Management & Distribution*)

Macleam Hunter Ltd.

Published every three months

Single copy \$4.50

This directory identifies sources of automatic identification equipment and supplies in Canada. A summary chart cross-references over 50 categories of equipment and accessories with over 200 firms and identifies the firms' activities (e.g. manufacturer, distributor/dealer and consultant). The suppliers' list includes addresses, telephone and fax numbers, contact persons and lines carried.

17. METALWORKING

Directory and Buying Guide

(supplement to *Canadian Machinery & Metalworking*)

Macleam Hunter Ltd.

Published annually in December

Single copy \$37

This directory lists over 1 200 products with names and addresses of international manufacturers and Canadian suppliers. Also includes a directory of trade names, metal suppliers and information services.

Annual Directory & Buyers' Guide
(supplement to *Canadian Welder & Fabricator*)
Sanford Evans Communications
Published annually in June
Single copy \$12

This directory contains a listing of products and supplies available for all welding and fabrications operations. It includes complete names and addresses for manufacturers and distributors.

18. OFFICE PRODUCTS

1990 Office Products Gold Book
Abaco Communications Ltd.
Single copy \$25

This directory is published for office supplies, equipment, furniture, and computer and social stationery dealers (commercial and retail). It lists alphabetically sales agencies, wholesalers, suppliers and services cross-referenced by product category. Marketing groups and dealers are listed in another section. Each wholesaler's listing contains a full address, the names of the firm's senior executives, telephone numbers of branches and the names of representatives across Canada.

19. PACKAGING

Buyers' Guide
(supplement to *Canadian Packaging*)
Maclean Hunter Ltd.
Published annually in the July/August issue
Single copy \$27

Information on manufacturers of packaging material and equipment as well as manufacturers' agents or representatives. Sections are broken down by components with each company in alphabetical order.

20. RESTAURANTS

Directory of Restaurant and Fast Food Chains in Canada
Monday Report on Retailers
Division of Maclean Hunter Ltd.
Published annually in January
Single copy \$200

This directory lists restaurant chains and fast food operators in Canada with three or more outlets. It identifies complete addresses, senior management and responsibilities, number of stores and locations, franchise and financial data, and merchandise and buying information.

21. RETAILERS AND SHOPPING CENTRES

Canadian Directory of Shopping Centres

Monday Report on Retailers

Division of Maclean Hunter Ltd.

Published annually in June

National edition \$285

This directory lists shopping centres nation-wide, including new centres that have opened in the past 12 months giving address, age, size, population, traffic, sales volume, average rents and C.A.M. costs, space availability, centre personnel, list of tenants, etc.

The Directory of Retail Chains in Canada

Monday Report on Retailers

Division of Maclean Hunter Ltd.

Published annually in October

Single copy \$325

This directory lists more than 1 700 Canadian chain retailers giving head office addresses and telephone numbers, management names and titles, number of stores and locations, expansion plans, financial data, merchandise and buying information, etc.

22. SPORTING GOODS, TOYS AND GAMES

Buyers Guide

(supplement to *Sports Business*)

Laurentian Media Inc.

Published annually in the July issue

Single copy \$30

This directory contains information on sporting goods manufacturers and distributors in Canada. All companies are cross-referenced by product and are identified as a manufacturer, importer, wholesale distributor or manufacturer's agent.

Buying Guide

(supplement to *Toys and Games*)

Laurentian Media Inc.

Published annually in October issue

Single copy \$30

A reference guide to the toy and game industry in Canada listing importers, manufacturers, wholesale distributors and agents/representatives. The firms listed are cross-referenced according to brand name and product categories.

III. SOURCES FOR INDUSTRY STATISTICS

The primary sources for industry statistics on retailing and wholesaling in Canada are the publications from Statistics Canada. Most of the publications include data analyses, definitions, methodology, data reliability, and a bibliography. If you are looking for more specific data on a particular sector of retailing or wholesaling, the appropriate industry association (see Section I) or trade magazine/directory (see Section II) can be excellent sources.

Statistics Canada Publications

Private & Public Investment in Canada, Revised Intentions

Catalogue # 61-206

Annual. Bilingual.

Includes updated estimates of intended annual capital and repair expenditures for construction, machinery and equipment in the current year by sector and selected industry groups (includes wholesale and five sub-groups of retailers).

Corporation Financial Statistics

Catalogue # 61-207

Annual. Bilingual.

Contains detailed annual financial data (balance sheet, income and expense, profit and retained earnings) and 15 commonly used financial ratios for corporations, classified by 182 industries, including retailing and wholesaling. Includes highlights of the current year and descriptions of sources of data and coverage, industrial classification, methodology and data definitions (being replaced by catalogue # 61-219).

Small Business in Canada, a Statistical Profile

Catalogue # 61-231

Annual. Bilingual. First issue 1982/84.

This publication depicts small business in Canada by major industry group, which includes Wholesale and Retail Trade. The three tables show a breakdown of small businesses by number and province as well as by industry. In addition, selected income statement and balance sheet data are shown, at the national level only, for small, medium and large-in-scope businesses.

Department Store Sales and Stocks

Catalogue # 63-002

Monthly. Bilingual.

Presents data on department stores: sales, stocks and number of outlets. Includes a list of department store organizations.

Department Store Monthly Sales, by Province and Metropolitan area

Catalogue # 63-004

Monthly. Bilingual.

Presents data on department store sales and percentage of department store sales.

Retail Trade

Catalogue # 63-005

Monthly. Bilingual.

Presents data on retail sales for chain and independent stores and includes seasonally adjusted sales. Bibliography.

New Motor Vehicle Sales

Catalogue # 63-007

Monthly. Bilingual.

Presents data on new motor vehicles. Includes lists of North American motor vehicle manufacturers, and importers and distributors of overseas-manufactured motor vehicles.

Wholesale Trade

Catalogue # 63-008

Monthly. Bilingual.

Presents data on wholesale trade: percentage changes for sales and inventories and stocks/sales ratios of wholesale merchants for nine groups of wholesalers and five geographical regions; monthly and cumulative, current and previous year.

Restaurant, Caterer and Tavern Statistics

Catalogue # 63-011

Monthly. Bilingual.

Presents estimated restaurant, caterer and tavern statistics for Canada and the provinces, by chain and independent, and by kind of business.

Retail Chain and Department Stores

Catalogue # 63-210

Annual. Bilingual.

Focuses on retail sales of chain and department store organizations by kind of business, by province, by selected localities, by number of stores operated and by annual sales volume. Includes other statistics on retailing.

Vending Machine Operators.

Catalogue # 63-213

Annual. Bilingual.

Presents data on sales of merchandise by vending machine operators through automatic vending machines, by type of machine and by location for Canada and the provinces.

Direct Selling in Canada

Catalogue # 63-218

Annual. Bilingual.

Discusses non-store retail sales giving data on commodities sold and methods of distribution -- from premises, by mail or door-to-door.

Annual Retail Trade

Catalogue # 63-223

Annual. Bilingual.

Provides a comprehensive picture of retailing in Canada for two current years. Selected financial ratios at the national level, as well as retail sales and number of locations at the national and provincial levels are shown.

Market Research Handbook

Catalogue # 63-224

Annual. Bilingual.

This handbook is designed to be a comprehensive source of socio-economic statistics for all those who study the Canadian consumer market -- market researchers, strategists, product planners and sales leaders. Provides information for businesses seeking to expand or develop new product lines.

Wholesale Trade Statistics, Wholesale Merchants, Agents and Brokers

Catalogue # 63-226

Annual. Bilingual.

Provides principal statistics (volume of trade, net sales and receipts, purchases, inventories, etc.) of wholesale merchant, and agent and broker establishments, by kind of business for Canada. Principal statistics, by Standard Industrial Classification and type of operation for Canada and the provinces.

Your local library, community college or university may have copies of the above Statistics Canada publications. In addition, enquiries or orders for the above publications can be directed to Statistics Canada, Publications Sales, Room 1710, Main Building, Ottawa, Ontario K1A 0T6. To order by telephone, call Publications Sales at (613) 951-7277 or call toll-free 1-800-267-6677. Publications can also be ordered through Statistics Canada's regional reference centres.

Annex

List of Publishers

AIS Communications Ltd.

145 Thames Rd. West
EXETER, Ont.
N0M 1S3
Tel.: (519) 235-2400
Fax: (519) 235-0798

Abaco Communications Ltd.

Unit 2
145 Royal Crest Court
MARKHAM, Ont.
L3R 9Z4
Tel.: (416) 477-4349
Fax: (416) 477-0412

Ampersand Communications Services Inc.

5606 Scobie Cres.
MANOTICK, Ont.
K4M 1B7
Tel.: (613) 692-2080
Fax: (613) 692-1419

Camford Information Services

Suite 201
801 York Mills Rd.
DON MILLS, Ont.
M3B 1X7
Tel.: (416) 291-3215
Fax: (416) 291-3406

Canadian Gas Association

55 Scarsdale Rd.
Don Mills, Ontario
M3B 2R3
Tel.: (416) 447-6465
Fax: (416) 447-7067

Canadian Manufacturers' Association

75 International Blvd.
ETOBICOKE, Ont.
M9W 6L9
Tel.: (416) 798-8000

Canadian Textile Journal, Inc.

1 Pacifique
STE-ANNE-DE-BELLEUE, Que.
H9X 1C5
Tel.: (514) 457-2347
Fax: (514) 457-2147

Clifford/Elliot Associates Ltd.

Suite 209
277 Lakeshore Rd. East
OAKVILLE, Ont.
L6J 6J3
Tel.: (416) 842-2884
Fax: (416) 842-8226

Corpus Information Services

1450 Don Mills Rd.
DON MILLS, Ont.
M3B 2X7
Tel.: (416) 445-6641
Fax: (442) 442-2200

Dun & Bradstreet Canada Limited

P.O. Box 6200
Station A
MISSISSAUGA, Ont.
L5A 4G4
Tel.: (416) 568-6000
Fax: (416) 568-6278

Kerrwil Publications Limited

395 Matheson Blvd. East
MISSISSAUGA, Ont.
L4Z 2H2
Tel.: (416) 890-1846
Fax: (416) 890-5769

Key Publishers Co. Ltd.

70 The Esplanade, 4th Floor
TORONTO, Ont.
M5E 1R2
Tel.: (416) 360-0044
Fax: (416) 941-9038

Lakeview Publications
1200 Aerowood Dr., Unit 28
MISSISSAUGA, Ont.
L4W 2S7
Tel.: (416) 624-8100
Fax: (416) 624-1760

Laurentian Media Inc.
501 Oakdale Rd.
DOWNSVIEW, Ont.
M3N 1W7
Tel.: (416) 746-7360
Fax: (416) 746-1421

McLeish Communications Inc.
1 Pacifique
STE-ANNE-DE-BELLEVUE, Que.
H9X 1C5
Tel.: (514) 457-2423
Fax: (514) 457-2577

Maclean Hunter Limited
777 Bay St.
TORONTO, Ont.
M5W 1A7
Tel.: (416) 596-5000

Madison's Canadian Lumber Reporter Limited
Box 2486
VANCOUVER, B.C.
V6B 3W7
Tel.: (604) 681-6838
Fax: (604) 681-6585

Miller Freeman Publications
600 Harrison St.
SAN FRANCISCO, CA
94107
Tel.: (415) 905-2502
Fax: (415) 905-2240

Monday Report on Retailers
777 Bay St.
TORONTO, Ont.
M5W 1A7
Tel.: (416) 596-5949

Sanford Evans Communications Limited
1077 St. James St.
P.O. Box 6900
WINNIPEG, Man.
R3C 3B1
Tel.: (204) 694-2022
Fax: (204) 694-2347

Sentinel Business Publications
Room 500
7575 Trans Canada Highway
VILLE SAINT-LAURENT, Que.
H4T 1V6
Tel.: (514) 333-1116
Fax: (514) 631-8858

Sentry Communications (a Maclean Hunter company)
Suite 500
245 Fairview Mall Dr.
WILLOWDALE, Ont.
M2J 4T1
Tel.: (416) 490-0220

Southam Communications Limited
1450 Don Mills Rd.
DON MILLS, Ont.
M3B 2X7
Tel.: (416) 445-6641
Fax: (416) 442-2261

Southam Communications Inc.
310 Victoria Ave.
WESTMOUNT, Que.
H9X 1V2
Tel.: (514) 339-1399
Fax: (514) 339-1396

Style Communications Inc.
Suite 302
1448 Laurence Ave. East
TORONTO, Ont.
M4A 2V6
Tel.: (416) 755-5199
Fax: (416) 755-9123

Wadham Publications
Division of Southam Communications Limited
1450 Don Mills Rd.
DON MILLS, Ont.
M3B 2X7
Tel.: (416) 442-2000
Fax: (416) 442-2213

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