

# Staying Focused: Cabinet Symposium & CKCA Fall Regional Meeting

September 21-22, 2010, Surrey, BC

## What to Expect

The Business Innovation Partnership (BIP) and the CKCA will be presenting a 2 day Cabinet Symposium from September 21-22, 2010 in Surrey at the Sheraton Guildford Hotel. BIP will present their "Staying Focused" seminar series which will include a group of experts to speak about marketing, interior design trends, and manufacturing. The CKCA will hold their regional meeting the following day to highlight their expanded services, as well as, conduct a series of tours and presentations.

## When and Where?

September 21, 2010, 9:00am-5:00pm, September 22, 2010, 7:30am-8:30pm  
Sheraton - Guildford Hotel, 15269 104th Ave, Surrey, BC

## September 21, 2010: BIP Staying Focused Seminar

A 1 day seminar where participants will learn about the business fundamentals necessary for the current economic climate. The keynote speaker will be commercial and residential interior designer, Kelly Deck. This seminar will include:

- **Sales and Marketing Workshop**, Randy Hnatko (Sandler Training)  
This dynamic workshop on sales techniques is presented by Randy Hnatko. Randy has 29 years of senior business experience. He is a trainer, speaker, author, and consultant to domestic and international companies. He has helped many individuals and companies improve and exceed their overall sales and profit performance targets.
- **Evaluating Fastening Systems**, Alain Albert (FPInnovations)  
Alain Albert focuses on the furniture and millwork sector, applying his considerable industrial experience to production, and product development issues with the objectives of improving productivity and profitability. He also has considerable experience with CNC equipment, including CAD and CAM programs.
- **Interior Design Trends**, Kelly Deck (Kelly Deck Designs)  
Kelly Deck will be presenting her perspectives on design trends related to kitchen cabinets and millwork. As an interior designer, host of HGTV's "Take it Outside", and author of many publications, Kelly brings a wealth of experience and design ideas having managed numerous residential interior-design projects and worked with a distinguished roster of clients, architects, and construction professionals. As the keynote speaker, Kelly will provide her insight into what British Columbians are looking for in cabinetry design trends, functionality, and issues facing the industry as seen through interior designers eyes.



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## September 21, 2010: BIP Staying Focused Seminar

- **Management Training Program**, Richard Lipman (Wood Manufacturing Council)  
Richard Lipman will be discussing the Wood Manufacturing Council's Management Training Program (MTP) which is a comprehensive suite of short training courses designed to equip participants with the skills and knowledge to move into management or supervisory roles within value-added wood products companies.
- **Sustainability Issue**, Helen Goodland (Light House)  
Helen is a LEED accredited UK-registered architect with over 15 years of expertise designing and building a wide range of green buildings in BC and around the world. She is a well-known presenter, speaking at events across Canada on a wide range of green building issues. Light House Sustainable Building Centre is a not-for-profit organization based in Vancouver, Canada serving as a catalyst for the development of green building practices
- **Reducing Finishing Costs**, Norm Smith (FPInnovations)  
Norm Smith from FP Innovations will present practical tips on how to reduce finishing costs. Norm has extensive hands-on industrial experience in wood finishing products and application systems gained from over twenty-five years in the industry. Norm provides his technical knowledge to the furniture, millwork and kitchen cabinets sectors across the western provinces. His knowledge extends from specifying the proper coating, to applying the product in such a manner that productivity and quality are maximized.

## September 22, 2010: CKCA Tours and Regional Meeting

A tour is scheduled on September 22nd at The Center for Advanced Wood Processing on the University of British Columbia campus. The tour of CAWP facilities will focus on their finish testing facilities as well as their newly installed manufacturing equipment. The staff at the CAWP will present a seminar on marketing Green products. Other tours are being finalized and tour transportation arrangements will be announced shortly.

Following the tours, participants will meet at the Sheraton Vancouver Guilford Hotel for the Suppliers Showcase and Cocktail Reception. The reception will be followed by Dinner and a presentation including an Economic Forecast to assist with your business planning for the coming year.



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## Who Should Attend?

Cabinet and millwork manufacturers who want to gain the latest insight in the cabinet and millwork manufacturing industry. As well as, company owners, sales staff, production staff.

### Registration & Fees:

<b>CKCA Members:</b>	<b>Meeting Only</b>	<b>B.I.P. Seminars Only</b>	<b>Package (\$25 discount)</b>
Registration Fee	\$165.00	\$99.00	\$239.00
12% HST (R121699813 RT0001)	\$19.80	\$11.88	\$28.68
<b>Total</b>	<b>\$184.80</b>	<b>\$110.88</b>	<b>\$267.68</b>

<b>Non-Members:</b>	<b>Meeting Only</b>	<b>B.I.P. Seminars Only</b>
Registration Fee	\$185.00	\$99.00
12% HST (R121699813 RT0001)	\$22.20	\$11.88
<b>Total</b>	<b>\$207.20</b>	<b>\$110.88</b>

To register, fill out the form below before September 14, 2010 and send to:

Melissa Lemay, CKCA  
Email: [info@ckca.ca](mailto:info@ckca.ca) or Fax: 613-567-4664

Please make cheque payable to CKCA and mail to: CKCA, 130 Albert Street, Suite 1208, Ottawa, ON., K1P 5G4. If paying by credit card please fill the below portion

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ Province \_\_\_\_\_ Postal Code \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

If paying by credit card, please complete:

Card holder name: \_\_\_\_\_

Credit card # \_\_\_\_\_ Expiry: \_\_\_\_\_

Card holder Sign: \_\_\_\_\_

Presented by the CKCA & The Business Innovation Partnership



Western Economic  
Diversification Canada

Diversification de l'économie  
de l'Ouest Canada



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