

hundred workers. In the upholstery industry , for example, no one manufacturer enjoys more than a three percent overall market share and this situation is common throughout the other three main production categories in the industry.

The US Department of Commerce prepared "A Competitive Assessment of the US Wood and Upholstered Furniture Industry" in an attempt to look at the future of manufacturing in these two categories in March 1985. The overriding conclusion reached was that the furniture industry is becoming rapidly more international. US manufacturers have not responded with investment to counter advances in production and shipping techniques made by overseas manufacturers. These advances have made penetration possible in mid-price range wood and metal furniture and much of this "new furniture" falls within the classification of "knock-down". The report concluded that the "clock" cannot be rolled back and that the US furniture manufacturing industry must be prepared to continue to face stiff foreign competition.

The Department of Commerce predicts a two to three percent annual growth between now and the year 2000 and that recent and long term trends indicate that a growing share of that expanding market will be captured by foreign suppliers.

To underline all of this it should be added that no major US furniture manufacturer has built a new furniture production plant in the US for the last five years.