

Bayliss of Ross Associates both attended this meeting. At this meeting Ross Associates presented an interim report which included results of interviews with Canadian manufacturers and demographics of the study. The members of the Steering Committee discussed the report, made refinements in the study proposal, and established a timetable for the remainder of the project. The Steering Committee appeared before members of Furniture West at the association's semi-annual meeting and discussed the scope of the study and the progress made to date. Since these meetings were scheduled to coincide with the Furniture West '84 Furniture Market, the members of the Steering Committee were able to attend the market and gain a greater insight into the style, price and quality of Canadian furniture.

The purpose of this market study is to evaluate the market potential for Canadian residential furniture in the Northwestern U.S. and provide guidance on how Canadian furniture manufacturers can gain a foothold in this market. As in our previous studies for the Government of Canada, Ross Associates has strived to strike a balance between a voluminous report and one that is less wordy. However, we have not sacrificed quality or clarity in guarding against the traditionally weighty approach to report writing.

Numerous sources were consulted during the course of the study. Some of the more significant sources of information were: