

PREFACE

The purpose of this study is to provide the Department of External Affairs, United States Trade & Investment Development Bureau and the Canadian furniture manufacturers with information on the Northwestern United States residential furniture market and recommendations on how the Canadian manufacturer can penetrate this market. While the study was under the direction of Vincent R. Ross, various associates within Ross Associates, Inc., participated in the collection and analysis of data and the preparation of the final report. The findings of the report are based upon extensive interviewing and research by members of the staff of Ross Associates. The intent of this report is to assist Canadian manufacturers who are considering entering the Northwestern U.S. market, as well as those who are currently exporting to this area.