

moulded upholstered chair, are positioning themselves to share Ikeas's US expansion. Canadian suppliers also know that Ikea of necessity buys widely on the world market and often reduces its dependence on individual suppliers by ordering components only from some suppliers and completing assembly of the total components required for one piece of furniture in its own warehouse. Additionally Ikea has maintained "roll-over" orders with some suppliers and this caused some problems in the 1979-1982 recession.

All Ikea furniture is sold disassembled, with customers drawing the items they require directly from the floor warehouse. Ikea is generally regarded as the leader in KD retailing and is constantly investigating new and innovative techniques.

Specialty stores will be important outlets for Canadian manufacturers with KD products. Manufacturers will need to find suitable regional distribution solutions since only the strongest retailers have the expertise and capital to import directly themselves.

Specialty stores and store chains unfettered by links to in-city locations, together with franchise operations, will become increasingly more important in the future of furniture retailing.