

Canadian market. Only five companies thought their U.S. prices would be higher.

- m. All but two firms would ship by common carrier, either exclusively or in conjunction with company trucks. Seventeen of the companies would ship by common carrier exclusively (15 by truck and two by rail and truck), and six by common carrier trucks or company trucks.
- n. Twenty-five manufacturers plan to ship directly to the retailers.

3. Northwestern U.S. Retailers

In-person interviews were conducted with residential furniture retailers throughout the area of study in the Northwestern United States. A total of 58 retailers were interviewed in the following nine states and 16 cities.

Washington: Seattle, Spokane

Oregon: Portland, Eugene

Idaho: Boise

Montana: Great Falls, Billings

North Dakota: Bismarck, Fargo

South Dakota: Sioux Falls

Minnesota: Minneapolis; Duluth

Iowa: Des Moines, Cedar Rapids

Nebraska: Omaha, Lincoln