

QUESTIONNAIRE FOR CANADIAN MANUFACTURERS  
CONCERNING EXPORT OF RESIDENTIAL FURNITURE  
TO GREATER NEW YORK CITY AREA  
(All Export Questions Pertain to Greater New York City Area Only)

Firm Name: \_\_\_\_\_ Date: \_\_\_\_\_  
Address: \_\_\_\_\_ Phone No.: \_\_\_\_\_  
Name of individual completing form: \_\_\_\_\_ Title: \_\_\_\_\_  
Products manufactured: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Are products now exported? (Yes or No): \_\_\_\_\_ When did exports begin? \_\_\_\_\_  
Products exported: \_\_\_\_\_  
\_\_\_\_\_

Style furniture exported. (Contemporary, Traditional, etc.): \_\_\_\_\_  
Were initial export efforts successful? (Yes or No): \_\_\_\_\_ Explain why: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Dollar volume of exports (U.S. \$):

	<u>1981</u>	<u>1984</u>		<u>1981</u>	<u>1984</u>
Wood Bedroom	_____	_____	Upholstered	_____	_____
Wood Dining Room	_____	_____	Metal/Glass	_____	_____
Wood Occasional	_____	_____	Other (Explain)	_____	_____

How export products sold? (sales representatives, company salesmen, or corporate contacts): \_\_\_\_\_

Export problems encountered: \_\_\_\_\_  
\_\_\_\_\_

Sales terms on exports (e.g. 2%-10, net 30): \_\_\_\_\_

Export sales inducements. (Yes or No -- explain if necessary):

Quantity Discounts	_____	Freight allowances	_____
Co-Op Advertising	_____	Selling aids (literature and/or training)	_____