

ACKNOWLEDGEMENTS

Ross Associates wishes to express its gratitude to the many individuals and organizations who participated in this study and who provided advice and counsel. We especially want to convey our appreciation to the following:

Department of External Affairs

Department of Regional Industrial Expansion

Canadian Consulate General, New York City

Canadian furniture manufacturers

New York City area retailers

Sales representatives

Canadian and U.S. trade associations

A special vote of thanks goes to Ms. Susan D. Rich of the Canadian Consulate in New York for her assistance in arranging retailer interviews. These interviews with senior merchandising executives proved to be most informative. Without her assistance, some of these interviews would have been impossible to obtain.