

Question 11: What new products are you looking for at present?

Most retailers expressed interest in almost all product categories outlined for them. One or two retailers only expressed interest in specific categories.

Question 12: From which sources do you buy your products?

Most retailers buy from a variety of sources. Therefore percentages given are not accumulative.

Direct from factory:	80.0%
Via manufacturer's agent:	46.0%
From importer/wholesalers	40.0%
From warehouse showrooms:	5.0%
Via a retailer's buying group:	5.0%

It is clearly apparent that wholesalers are not the most popular source of supply. Also that retailers' move towards collective buying groups is not yet widely established.

Question 13: If you buy direct how do you pay for your purchases?

Most retailers use a variety of payment methods. Therefore percentages shown are not accumulative.