

Italy, Spain, France, Germany, China, Japan and Canada among the stronger ones. The following table lists the import market share of the principal competitors by category for 1990.

**TABLE 4**  
**IMPORT MARKET SHARE**  
(percentage)

CATEGORY	U.S.A.	2nd COMPETITOR	CANADA
Seats	83.3%	Italy 7.7%	0.2%
Metal furniture	89.9%	China 3.7%	0.3%
Wood furniture	87.6%	Spain 3.9%	0.1%
Furniture other	75.9%	Italy 6.0%	0
Parts for furniture	82.8%	Italy 9.4%	0.1%
Bedding	97.3%	Italy 0.7%	0.3%
Lamps & lighting	82.9%	Italy 3.8%	0
<b>TOTAL</b>	<b>85.6%</b>	<b>Italy 5.7%</b>	<b>0.2%</b>

Source: Based on import data by SECOFI

Canada's participation in this market has been very low, but there are good opportunities in Mexico for Canadian suppliers, in particular of wooden furniture, if they utilize a more aggressive market strategy.

The following table lists Canadian trade with Mexico of furniture between 1988 and 1991.

**TABLE 5**  
**CANADIAN TRADE OF FURNITURE WITH MEXICO**  
(Cdn\$000)

	1988	1989	1990	1991
<b>CANADIAN EXPORTS TO MEXICO</b>				
Upholstered seats	0	15	0	0
Other seats	0	16	0	0
Parts of seats	407	57	105	1,452
Metal furniture	31	18	120	190
Wood furniture	29	0	0	54
Plastic furniture	16	0	0	6
Furniture other mat.	134	110	0	0
Furniture parts	4	0	15	0
Bedding articles	10	24	327	441
Chandeliers	10	0	2	8
Electric lamps	25	41	0	3
<b>TOTAL</b>	<b>666</b>	<b>281</b>	<b>569</b>	<b>2,154</b>