

- h. No import problems were reported by any of the interviewees. Almost without exception, they responded with an emphatic "none" to this question.
- i. An overwhelming majority of the stores stated that most of their Canadian purchases were through sales representatives.
- j. Over half of the retailers in both sectors thought their purchases of Canadian furniture would increase in the future, and 41% believed that the amount would remain the same. Encouragingly, only 4% stated that it would decrease.
- k. As was the case with Canadian furniture, a great majority of the U.S. furniture is purchased from sales reps.
- l. Sales percentages in the few furniture categories about which we inquired of the retailers was virtually the same in the eastern and western sectors. The composite figures are:

Casegoods	34%
Upholstered	55%
Metal/Glass	5%
Dinettes	6%