

Question 9:Where do your imported products come from?

Note: Figures expressed show % of retailers selling imported furniture from each source. Many retailers sell imports from a number of source countries.

Europe	42%	Other:	
Eastern Europe	21%	France	1%
Asia	25%	Germany	8%
Scandinavia	57%	Spain	1%
Italy	44%	Belgium	1%
Taiwan	51%	Thailand	1%
Singapore	14%	Brazil	8%
Canada	21%	Yugoslavia	1%
		Phillipines	1%

In the main the Scandinavian retailers sell almost exclusively products from Scandinavia. Most other retailers reported selling imported products from both Europe and Asia.

Question 10:Are you interested in new supply sources?

96% of respondents were interested in new supply sources. Most retailers interviewed know that they must keep an open mind to succeed in the furniture industry which is strongly influenced by fashion.