

QUESTIONS ASKED SALES REPRESENTATIVES

1. Canadian lines carried and how long representing each.
2. Present customers in greater New York City area.
3. Sales terms (e.g. 2%-10, net 30 f.o.b. _____)
of Canadian firms represented.
4. How is furniture shipped -- TL or LTL.
5. Delivery problems pertaining to time, cost or damage.
6. Sales inducements offered.
7. Percent growth in sales -- preferably between 1981 and present.
8. Comparison of Canadian to U.S. furniture in terms of design, price, quality, service, and sales inducements.
9. How Canadian firms can better penetrate the greater New York City area market.