

Appendix 1. Also, a list of those companies which are interested in knowing more about Canadian sources of supply of furniture generally has been compiled in Appendix 2.

The Department of External Affairs recommends that Canadian firms should consult the Canadian Trade Commissioner located closest to each company being considered for contact prior to doing so in order to obtain advice, assistance and further company information. Canadian government contacts in Canada and the United States are provided in Appendix 10.

Prior to contacting any U.S. companies listed in Appendix 1 and/or Appendix 2, the Ontario Furniture Manufacturers Association, Furniture West and Quebec Furniture Manufacturer's Association recommend that Canadian companies develop an Export Marketing Plan. As an aid, a Marketing Research Checklist and a Marketing Analysis Checklist are provided in Appendix 9. Further assistance is available from the associations mentioned.