

furniture, kitchen and bath furniture, lighting, and accessories. 66% of all respondents said they sold all categories. 34% said they sold furniture for the kitchen or bathroom* Other low categories were metal seating, lighting, and accessories. 51%, 57%, and 57% respectively of retailers responding sold these categories. Only 16% of responding retailers sold furniture related to kitchens and or bathrooms. This is actually a higher percentage than we expected since the kitchen business in the US is handled almost exclusively by a distribution system outside the household furniture industry.

Question 8:(a) Do you sell imported furniture?

87% of respondents say they sell imported furniture.

(b) The approximate percentage of KD furniture sold which is imported.

On average 65% of all KD furniture sold by retailers responding to the questionnaire was imported *. With 30% of respondents reporting that over 90% of all KD furniture sold was imported.

* Readers should bear in mind that 2/3 of all KD furniture sold in the U.S. is produced by domestic U.S. sources. The above figures reflect the relatively small number of mass merchants, home centers, and audio/video retailers responding to the questionnaire.