

RETAILERS PREVIOUSLY INTERVIEWED (cont'd)

-2-

Source of Other Imports (Excluding Accessories): _____

Changes in Imports (Expressed as % of Total Purchases in a Particular Furniture Group):

	<u>1981</u>	<u>1984</u>		<u>1981</u>	<u>1984</u>
Wood Bedroom	_____	_____	Upholstered	_____	_____
Wood Dining Room	_____	_____	Metal/Glass	_____	_____
Wood Occasional	_____	_____	Other	_____	_____

Most Prevalent Import Purchase Terms: _____ f.o.b. _____

Approximate % of Total Sales:

Rank of Factors Influencing Purchases:

Casegoods	_____	Price	_____
Upholstered	_____	Quality	_____
Occasional Tables	_____	Design	_____
Metal/Glass	_____	Service	_____
All Others	_____	Reputation of Mfgr.	_____

Future Style Trends: _____

Other Comments: _____