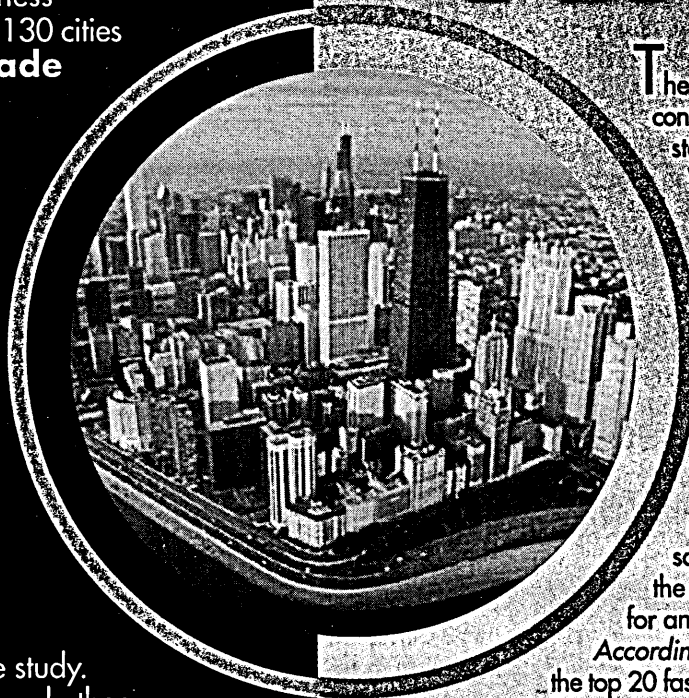


THE MIDWEST STATES

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This is an overview of one study. For the full version of this and other studies, visit our Web site. When you are prepared to do business abroad, you can use our Web site to get in touch with our offices around the world and request personalized services electronically.

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The Office Furniture

The demand for office and contract furniture in the Midwest states of Illinois, Missouri and Wisconsin continues to rise steadily. A strong Midwest economy and the booming corporate hub of Chicago at its centre make this region an attractive location for Canadian furniture exporters.

In 1998, the U.S. office furniture market reached record-high growth with sales of \$18 billion of which the Midwest states accounted for an estimated \$1.5 billion.

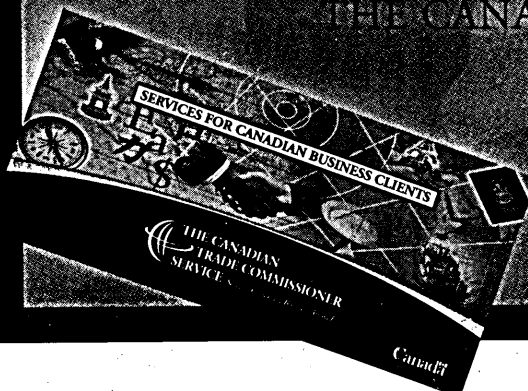
According to *Furniture Today*, six of the top 20 fastest growing markets in the United States are in this region.

Illinois, and Chicago in particular, holds significant prospects for office and contract furniture sales in the Midwest. Chicago accounts for about 70% of Illinois' business activity and is a leader in corporate expansion. The volume of business activity and corporate facilities in Chicago alone represents

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