

Table of Contents

<u>Section</u>	<u>Page No.</u>
4. Pricing	40
5. Service Level	40
6. Showing Product	41
D. Chain Furniture Retailers	42
1. National Chains	42
2. Smaller Chains	43
E. Trends in the Marketplace	44
1. Retailers/Manufacturers Relationships	44
2. Style	45
3. Finishes and Fabrics	47
4. Business Conditions	49
F. The Import Controversy	51
G. Upholstery Flammability	53
H. Statistical Analysis	54
1. Demographics	54
2. Furniture Manufacturing Plants in Study Area	58
3. Furniture Sales in Study Area	60
4. Furniture Supplied to Study Area	60
5. Furniture Retailers in Study Area	62