

- **Krueger Metal Products** is seeking sources of supply for office seating furniture.
- **Tracers Furniture** is interested in hearing from Canadian sources for children's furniture.

More information on these companies is found in Appendix 1, and a listing of U.S. importers who are interested in Canadian sources of supply of furniture in general is found in Appendix 2.

SURVEY OF U.S. ASSOCIATIONS

U.S. associations were contacted in order to supplement information provided by individual importers and to provide an industry perspective on trade in the furniture industry. The industry associations contacted and their mandates are as follows:

- **American Furniture Manufacturers Association**, High Point, North Carolina, assists furniture manufacturers providing general information and assistance.
- **International Home Furnishings Representatives Association**, High Point, North Carolina, promotes trade for its members.
- **National Wholesale Furniture Association**, High Point, North Carolina, promotes the growth and development of trade in the wholesale furniture industry.
- **National Home Furnishings Association**, Chicago, Illinois, provides education, lobbying and general services such as insurance to its members.

The associations were interviewed to obtain the following information:

- market trends for furniture
- the effect of the devaluation of the dollar on trade in the U.S. furniture industry
- major industry trade fairs
- major industry publications
- the potential effect of Free Trade on Canada-United States trade in furniture