

Popular imports are wood bedroom furniture and wood dining room furniture. Table 2, below, illustrates the major exporting countries, the number of respondents supplied and the overall level of satisfaction of the importers for their suppliers. A full listing is reproduced in Appendix 7.

Table 2

Country of Origin	No. of Respondents Being Supplied	Average Level of Satisfaction (Max = 5.0)
Italy	26	4.1
Germany	13	4.1
Denmark	9	4.3
Taiwan	8	4.4

The reasons given for purchasing from these suppliers included:

- lower prices (45.2% of respondents)
- superior quality (38.1% of respondents)
- not available in the United States (33.3% of respondents)
- supplementary supply for domestic sources (14.3% of respondents)
- variety and distinct designs (11.9% of respondents).

Over 90% reported that the devaluation of the U.S. dollar against many developed country currencies had increased the cost of their imports and many expressed interest in Canadian products as alternatives. While less than half had used Canadian sources of supply, the majority of those that had were satisfied with Canadian suppliers. Regulations and prices were sources of discontent for some of the importers which had used Canadian sources in the past. Respondents expressed dissatisfaction with some suppliers in Mexico, China, Italy and France, with respect to delivery time, delivery errors, prices, inadequate quality and inability to meet commitments. The few respondents who expressed a distinct lack of interest in Canadian products offered the following reasons:

- a long-standing and satisfactory relationship has been established with current suppliers
- imported products are supplied by its subsidiary