

**CHAPTER 12**  
**HOUSEHOLD FURNITURE**

## **CHAPTER 12 - HOUSEHOLD FURNITURE**

---

### **INTRODUCTION**

The FTA and now NAFTA, with their tariff elimination on furniture, will serve to increase trade activity between the member countries in this area. NAFTA will result in increased competition for both Canadian and US household furniture manufacturers from Mexican exports. Nevertheless, specialisation, particularly in the high-end furniture market, may make it possible for manufacturers in both countries to continue to compete effectively.

The Canadian furniture industry has a strong domestic focus, with domestic sales accounting for about 70 % of total sales. Canadian imports of household furniture are expected to have real growth of 5-10 % for the next few years. Canadian consumption of furniture products has shown moderate long-term growth interspersed with periods of varying degrees of negative and positive growth, for the most part reflecting the economic cycle. Imports of furniture and furniture components for the manufacturing process are an increasing trend. New products to accommodate the home office are becoming more popular.

Mexico's furniture market is small but is growing rapidly as a result of increased imports and new government policies. The domestic industry suffers from a lack of economies of scale and high prices for domestic inputs, and is oriented almost completely to the domestic market. The Mexican government has established a joint program with private interests to make the domestic furniture industry more competitive. Nonetheless, Mexico has a growing demand for imported furniture. Imports are expected to grow at faster pace than domestic production, especially for wood and metal furniture.

The United States is the world's largest producer of furniture. However, there has been increased competition and import penetration by furniture products from Asia and Europe. More recently, US manufacturers have taken advantage of low wage rates in Mexico to produce furniture from US parts. The products are then shipped back to the US market under the "Maquiladoras Industries" arrangement, whereby duty is applied only to the value added in Mexico. The industry consists of about 3000 establishments, with most of the larger firms producing in more than one product category. The ten largest firms account for approximately 25 % of domestic production. Production of household and institutional furniture is concentrated geographically.

Generally, the US furniture industry follows cyclical patterns of growth closely related to trends in housing construction. During the next few years, household furniture sales are expected to increase 3 - 5 % annually. Even though the actual number of furniture units produced may increase only marginally, if at all, more higher ticket items will be purchased.

## CANADA

### Tariffs (%)

<u>Items:</u>	<u>MFN</u>	<u>GPT</u>	<u>US/Mexico</u>
Seats	10.1-15	8-10	0-8
Seat parts	10-1-13.9	8-10	0
Metal furniture	11.7	8	0-6.4
Wooden furniture	12-14.2	10	0-8
Plastics furniture	13.9	10	0-8
Furniture, other (includes cane, osier bamboo, similar materials)	13.9	10	0-6
Furniture parts	10-13.9	8-10	0
Mattresses	11.6-13.9	8-10	0-8
Lamps, electrical	10.5	7.5	3.3-6
Lamps, non-electrical	9.2-10.2	6.5-10	3-6

### Standards

There are no technical standards established by the Canadian government for imported furniture products.

However, the Canadian Upholstered Furniture Action Council (UFAC) promotes voluntary industry standards for the flammability of upholstered furniture. The furniture industry is responsible for monitoring and regulating itself to ensure that upholstered furniture conforms to the UFAC's flammability specifications, and that consumers are made aware of these standards. Manufacturers who affiliate themselves with UFAC agree to (a) use only UFAC-tested materials in the production of their upholstered furniture; (b) conform to UFAC construction standards; and, (c) as an assurance to the consumer, affix UFAC's emblem on each piece of furniture (which must be printed in English and French for Canada). Additional information on the UFAC program can be obtained by contacting the UFAC/Canadian Council of Furniture Manufacturers.

In addition, there exists a basic, minimum flammability standard for upholstered furniture, mattresses, cushions, and chair pads. Products which do not meet the established requirements cannot be sold, advertised or imported into Canada. Information on the Hazardous Products Act may be obtained from the Chemical Hazards Division at Health Canada, listed in the addresses section of this guide.

Furniture products which have integral electrical lighting systems must comply with Canadian federal law standards established by the Canadian Standards Association (CSA). Information pertaining to the certification process and copies of the applicable standards can be obtained by contacting the CSA.

There are standards for labelling (outlined in the Labelling section, below) and fibre content determination, if textile coverings are used on furniture. The amount of textile fibre present in a textile fibre article must be determined according to the test methods contained in the National Standard of Canada, Textile Test Methods. There are other voluntary standards for furniture. More information on these standards and on the test methods may be obtained from the Canadian General Standards Board (CGSB), in the addresses section of this guide.

## **Labelling**

Instructions accompanying pre-packaged furniture sold in Canada must comply with Canadian packaging and labelling requirements as prescribed by Industry Canada, under the Consumer Packaging and Labelling Act and Regulations for pre-packaged non-food consumer products.

There are three mandatory statements which must appear on the label:

- product identity
  - the product’s name;
- product net quantity
  - expressed in metric units in volume, weight or numerical count, according to the type of product;
- dealer’s name and principal place of business
  - identity and principal place of business of the person for whom the pre-packaged product was manufactured or produced for resale
  - when imported, substitutes to the requirement include (a) name and address of a Canadian dealer preceded by the words “imported by”; (b) the statement of origin located immediately adjacent to the name and address of a Canadian dealer; or (c) the name and address of the dealer outside Canada.

All mandatory label information must be shown in English and French, except the manufacturer’s name and address which can appear in either language. Other supplemental, non-mandatory label information does not have to be bilingual, but manufacturers are encouraged to include this in a bilingual format, if possible. However,

the province of Quebec has additional requirements concerning the use of the French language on all products marketed within its jurisdiction. Information on French requirements may be obtained from the Office de la Langue Francaise, found in Section III of this guide.

All non-mandatory label information on a pre-packaged product must not be false or misleading to the consumer; it must conform with any label claims made which may relate to type, quality, performance, function, origin, or method of manufacture, for example.

Textile outer coverings for furniture fall under the Textile Labelling Act, which requires that the fibre content of all textile materials be declared, as well as dealer information. For more information about textile labelling requirements, see the chapter on Ready-Made Garments in this guide, under Canadian labelling requirements.

The fibre content of the filling or stuffing used in upholstered furniture, mattresses, cushions, and chair pads is not required under the Textile Labelling Act and its Regulations. However, in the provinces of Quebec, Ontario and Manitoba, all fillings or stuffing are regulated, and all manufacturers of upholstered or stuffed articles for sale in these provinces should contact the provincial government offices dealing with consumer products, listed in Section III of this guide.

The use of North America's most heavily-advertised and best known symbol for products made from hardwood is the Hardwood Mark, created for and copyrighted by the National Hardwood Lumber Association (NHLA) in the United States. It is now available for use on manufacturers' product literature, advertising, packaging, point-of-purchase materials, and on the products themselves. The mark, and an application and rules for its use can be obtained by contacting the NHLA.

## **Packaging**

For **pre-packaged** products, according to the Consumer Packaging and Labelling Act and Regulations, all packages must be manufactured, constructed, or displayed in such a manner that a consumer may not reasonably be misled with respect to the quality or quantity of the product it contains.

Labels on pre-packaged products must show:

- the identity and principal place of business of the person by or for whom the pre-packaged product was manufactured or produced for resale;
- the identity of the pre-packaged product in terms of its common or generic name or in terms of its function;

- such information respecting the nature, quality, age, size, material content, composition, geographic origin, performance, use or method of manufacture or production of the pre-packaged product as may be prescribed.

Questions on the Act may be directed to the Merchandise Standards Division, Industry Canada, found under Section III of this guide.

## **Marketing and Distribution**

The Canadian household furniture market has a wide variety of consumer preferences in style, design, uniqueness, quality, and price.

Imports of furniture and furniture component parts are increasing. They compete with Canadian products to a large extent on the basis of price, mitigating high transportation costs in part by shipping the product unassembled. Furniture products imported from Europe tend to feature unique modern or contemporary designs that appeal to smaller market segments in higher-priced ranges. Shifts in the type of furniture being purchased include the emergence of ready-to-assemble furniture and wall units. Recently, increased attention has been given to designing products that satisfy the needs of both the ageing and disabled populations. Research in both design and consumer markets will be very important to success in Canada. Differences in taste between the English-speaking and French-speaking populations may require tailoring of products and advertising.

Most household furniture products are marketed nationally, although small manufacturers typically serve regional markets. In some situations, transportation costs preclude the profitable sales of a product in distant markets.

In distribution, there has been a trend to centralised buying by department stores, furniture chains and buying groups of independent retailers. Some distribution occurs through wholesaler merchants, agents and brokers. Quebec's imports come mainly from European countries and are usually handled by agents. In the rest of Canada, imports are primarily sourced from the United States and are predominantly handled by merchant wholesalers. Some advantages of selling directly through chain retailers are they advertise and promote a client's products, and they usually pay on time. To meet the increased demands of consumers with respect to service and quality, retailers will be expecting improved service from their suppliers. Some retailers are already giving preference to those manufacturers who have a recognised quality assurance program in place in their facilities.

The latest available data suggests that the import market for household furniture into Canada is US \$577 million.

## **Documentation**

Goods imported into Canada have mandatory documentation requirements. These are:

- Form B3, Canada Customs Coding (two copies required for an automated Customs office, three if not). It is important to fill in this form properly, especially since it is here where the importer shows the tariff treatment for his goods;
- cargo control document - manifest, waybill or other approved document that must be obtained from carrier or forwarder (two copies);
- commercial invoice, indicating the buyer and seller of the goods, price paid or payable, adequate description, including quantity, of goods contained in the shipment, together with a Canada Custom invoice containing the remaining required data (two copies), or a fully completed Canada Customs invoice, or an invoice containing all data listed by Customs.

Revenue Canada requires that certain goods imported into Canada be clearly labelled as to their country of origin, in English or French; this must be clearly located on the product. If the consumer will ultimately buy the good in a container, then it is acceptable that the container only be marked. Canadian importers are responsible for ensuring that the goods they are importing comply with the marking requirements at the time they import the goods. Please verify with a Canada Customs office concerning your product's marking requirements.

## **Trade Associations**

Canadian Council of Furniture Manufacturers  
Ottawa, Ontario Tel. (613) 232-3322  
Fax (613) 232-3343

Canadian Home Furnishings Association  
Winona, Ontario Tel: (416) 643-6399  
Fax: (416) 643-6411

Furniture West Inc.  
Winnipeg, Manitoba Tel: (204) 632-5529  
Fax: (204) 694-1281

National Hardwood Lumber Association  
Memphis, Tennessee Fax: (901) 382-6419

Ontario Furniture Manufacturers' Association  
Mississauga, Ontario Tel: (416) 677-6561  
Fax: (416) 677-5212

Quebec Furniture Manufacturers' Association  
Montreal, Quebec Tel: (514) 866-3431  
Fax: (514) 871-9900

Upholstered Furniture Action Council  
High Point, North Carolina Tel: (919) 885-5065

### **Trade Fairs**

Canada's Home Furnishing Market Show  
January  
Toronto

Design Forum  
August  
Toronto

International Interior Design Exposition (IIDEX)  
November  
Toronto

Montreal Furniture Market Show  
June

## **MEXICO**

### **Tariffs (%)**

<u>Items:</u>	<u>General</u>	<u>US/Canada</u>
Seats	15	A-C
Seat parts	10/15	A
Metal furniture	20	A
Wooden furniture	15/20	A-C
Plastic furniture	20	A
Furniture, other (includes cane, osier bamboo, similar materials)	20	B
Furniture parts	10	A
Mattresses	20	A-C
Lamps, electrical	20	B-C
Lamps, non-electrical	20	B-C

A - duties fully eliminated on January 1, 1994

B - duties removed in five equal stages of 20% annually to full elimination by 1998

C - duties removed in ten equal stages of 10% annually to full elimination by 2003

### **Standards**

There are voluntary standards applicable to this sector, as found in SECOFI's Catalogue of Official Mexican Standards, Volume IV, Classification Q. The exporter is strongly urged to contact the Direccion General de Normas at SECOFI, the relevant Mexican sector association, or a knowledgeable Mexican importer, about the most current standards applicable to his product.

### **Labelling**

According to Mexico's Ley de Proteccion al Consumidor (consumer protection law), all information contained on a consumer product or its labels, containers and packages must be in Spanish. These labelling requirements will be enforced at the border, meaning that compliance is effectively the responsibility of the exporter. Full original Spanish labelling is to be affixed at the point of origin.

Labels must contain specific information such as:

- name of the product or good (including a product description, if not described in the name of the product or good);
- name or trade name and address of the importer and exporter (this information may be displayed on a separate label and may be added after importation);
- country of origin of the product;
- net contents in accordance with Official Mexican Standard NOM 030-SCFI-1993;
- warnings or precautions in the case of dangerous products; and
- instructions for use, handling, and assembly of the product, if applicable (instructions may be on the label or in a separate booklet, and there must be a notice advising the consumer to read the instructions; instructions for use and assembly must be in Spanish).

When used, warranties have to be in accordance with the above Ley, specifying the location of service centres in Mexico. During the term of warranties, manufacturers or importers are required to replace “any damaged piece or component” free of charge. Instructions, manuals and warranties must be “incorporated to the product” before sale, but they will not be required for customs clearance.

The labels must be legible. The label will normally be affixed to each individual package offered for sale to consumers.

### **Packaging**

There are no official packaging requirements for imported products to Mexico. Please check with your Mexican broker or importer for developments in this area.

### **Marketing and Distribution**

The largest import category is wood furniture, with one-third of the market. Other significant categories are seats, metal furniture, and lamps and lighting fixtures. Imports of furniture made of plastics and other materials are still not very significant. In the bedding category, demand is mostly filled by domestic production.

Because of Mexico’s growing demand for imported furniture, manufacturers need to aggressively market their furniture products in order to successfully take advantage of these opportunities. Mexican consumers and retailers perceive that European products are of high quality, and that Asian products are generally priced lower and offer better financing terms. Currently, credit terms are very important in the buying decision because

they give the customer a period of time to pay for their purchase charging minimal interest rates when economic resources are scarce. Quality and service are also important for the middle class group and the high purchasing power segment which account for over 43 % of the population in Mexico. Mexican customers prefer to pay more and get furniture that lasts longer.

The most common distribution channels for furniture are wholesalers, chain stores specialising in furniture, department stores, and large supermarkets. There is a small percentage distributed directly to a retail outlet by the manufacturer. Most imports are sold in Mexico City and other large cities.

Furniture sales depend on the time of the year and promotional campaigns. Besides the periods of promotional effort, November, December and January generally represent twice as much as sales volume as the rest of the year.

Firms may become successful in areas of this furniture market by participating in existing trade shows, actively marketing their goods to chain stores and buyers, working with Mexico-based distributors or representatives, and offering competitively priced, high-quality products to the consumer.

## **Documentation**

Goods imported into Mexico must be accompanied by standard documentation, as follows:

- commercial invoice (in Spanish, if prepared in English, the Spanish translation may follow original text on invoice or translation may accompany invoice), including the original and several copies;
- packing list (if more than one package shipped); at least four copies;
- bills of lading, including one original for importer and one for customs broker.

The invoice must be complete and accurate. It must include:

- place and date of issue;
- complete name and addresses of the buyer or importer in Mexico, and the exporter;
- description of merchandise, including marks, numbers, types, and quantities;
- freight and insurance charges;
- price and total value of shipment;
- signature (manual), name, and title of exporter; and
- shipper's invoice number and customer's order number.

The invoice should be sent ahead to the importer/broker/agent, in order to obtain special permits (if necessary) if shipped by sea or land, or it should accompany goods if shipped by air.

The packing list includes:

- number of packages, and detailed list of goods in each package;
- net, gross, and legal weight of each package and total shipment, in metric units, along with volume or measurements of each package and total shipment.

The bill of lading has information such as:

- types of packages in shipment and their weights and measurements;
- names and addresses of the shipper and importer, or customs broker;
- ports of origin and destination;
- description of goods;
- list of charges, including freight;
- number of bills of lading in full set; and
- carrier's official acknowledgement of receipt on board of goods for shipment.

Mexico has also recently begun requiring certificates of quality before certain products can be sold in Mexico.

All products entering into Mexico must have a free sale certificate. This certificate proves that the imported goods are also sold in the country of origin. A letter from the local chamber of commerce stating the sale of this product in the local market is sufficient proof for this requirement.

### **Trade Associations**

Asociacion de Fabricantes de Muebles de Jalisco, a.c.  
(Association of furniture manufacturers of Jalisco)  
Guadalajara Tel. (3) 622-7178  
Fax (3) 622-7103

Camara Nacional de la Industria Maderera y Similares  
(Lumber and related products industry national chamber)  
Mexico City Tel. (5) 598-6725  
Fax: (5) 598-6932

Camara Nacional de la Industria de la Transformacion-CANACINTRA

(National chamber of manufacturing industries)

Mexico City Tel. (5) 563-3400 / 563-0501

Contact: Manager of the Consejo Coordinador Mueblero (Furniture Co-ordinating Council)

President of the Seccion de Muebles para Cocinas Integrales (Section of Kitchen Furniture)

### **Trade Fairs**

Expo-Cocina

(Expo - Kitchen)

Mexico City

May -June

Expo-Industrial CAREINTRA

(Trade show by Regional Chamber of Manufacturing Industries of the State of Jalisco)

Guadalajara

August

Expo Mueble

(Furniture show by the Furniture Association of the State of Nuevo Leon)

Monterrey, September

Guadalajara, February/August

Exposicion Provi Mueble

Monterrey

March

Feria del Regalo y Salon de las Importaciones

(gift fair and imports show)

Mexico City

January, August

Tecno Mueble Internacional

(international furniture show)

Guadalajara

July

## UNITED STATES

### Tariffs (%)

<u>Items:</u>	<u>General</u>	<u>GSP</u>	<u>CBI</u>	<u>Canada/Mexico</u>
Seats	2.4-7.5	0	0	0-2.4
Seat parts	2.4-7.5	0	0	0
Metal furniture	4	0	0	0
Wooden furniture	2.5-6.6	0	0	0
Plastic furniture	2.4-6	0	0	0
Furniture, other (includes cane, osier bamboo, similar materials)	4-7.5	0	0	0
Furniture parts	2.4-7.5	0	0	0
Mattresses	6	0-6	0	0-5.4
Lamps, electrical	3.7-7.6	0	0	0-3
Lamps, non-electrical	3.7-7.6	0	0	0-3

### Standards

The US' Upholstered Furniture Action Council (UFAC) promotes voluntary industry standards for the flammability of upholstered furniture. The furniture industry is responsible for monitoring and regulating itself to ensure that upholstered furniture conforms to the UFAC's flammability specifications, and that consumers are made aware of these standards. Manufacturers who affiliate themselves with UFAC agree to (a) use only UFAC-tested materials in the production of their upholstered furniture; (b) conform to UFAC construction standards; and, (c) as an assurance to the consumer, affix UFAC's emblem on each piece of furniture. Additional information on the UFAC program can be obtained by contacting the UFAC.

The Environmental Protection Agency is currently developing a control technique guideline for volatile organic compound emissions for the wood furniture and kitchen cabinet industries as required by the Clean Air Act Amendments of 1990. State and local air quality regulators will use this to establish reasonably available control technologies for the wood furniture and cabinet industries.

Upholstered furniture may not be imported into the US if the fabric used for the furniture fails to conform to an applicable flammability standard issued under the Flammable Fabrics Act, administered by the Consumer Product Safety Commission.

Furniture products which have integral electrical lighting systems should comply with U.S. Electrical Standards, established by Underwriters Laboratories (UL). For more information on standards contact these organisations, all listed in Section III of this guide.

## **Labelling**

The Federal Trade Commission (FTC) has issued guides for the household furniture industry which requires that the manufacturer, distributor or retailer of furniture must provide full disclosure of the utility, construction, composition, durability, design, style, quality, quantity or number of items, model, origin, manufacture, price, grade, or any other material aspect of the item of furniture. Disclosure should be made on the product, tag or label prominently attached to it, until purchased by the consumer. Specific examples of non misleading disclosures include describing wood and wood imitations, identity of woods, leather and leather imitations, outer coverings materials (fibre content), stuffings, and origin and style of furniture. Please contact the FTC for more details concerning their furniture guidelines, under Section III of this guide.

The Federal Trade Commission also has general requirements for consumer product labels, or packages of products, which consist of:

- the identity of the product;
- the name and place of business of the manufacturer, packer or distributor;
- country of origin (US Customs requirement).

As with Canada, the United States uses North America's most heavily-advertised and best known symbol for products made from hardwood is the Hardwood Mark, created for and copyrighted by its National Hardwood Lumber Association (NHLA). It is now available for use on manufacturers' product literature, advertising, packaging, point-of-purchase materials, and on the products themselves. The mark, and an application and rules for its use can be obtained by contacting the NHLA.

## **Packaging**

An important function of packaging is to pack the product in a way to enable US Customs to examine, weigh, measure, and release the goods promptly. Therefore, show the exact quantity of each item of goods in each box or other package, put marks and numbers on each package, and show those marks on your invoice opposite the itemisation of goods contained in the corresponding package.

## **Marketing and Distribution**

Manufacturers are primarily located in North Carolina, Virginia, California, and New York.

A firm must be cost competitive with domestic suppliers in the low to medium priced categories. Otherwise, a manufacturer may also be successful in market niches in the US, either by specialising in products targeted to specific market segments or by focusing on products in the higher-priced ranges, where design and quality are more important than price. Home entertainment furniture is the biggest growth market in the industry. Recently, increased attention has been given to designing products that satisfy the needs of both the ageing and disabled populations.

As with Canada, in distribution, there has been a trend to centralised buying by department stores, furniture chains and buying groups of independent retailers. This trend is expected to continue and could benefit the large multiplant US firms, which tend to have great productive capacity in a wider range of products, therefore being in a better position to supply large-volume orders. To meet the increased demands of consumers with respect to service and quality, retailers will be expecting improved service from their suppliers. Some retailers are already giving preference to those manufacturers who have a recognised quality assurance program in place in their facilities.

The size of the import market into the United States for household furniture is approximately US \$5.5 billion.

## **Documentation**

Within five working days of the date of arrival of a shipment at a US port of entry, entry documents must be filed, which consist of:

- a commercial invoice, or pro forma invoice when the commercial invoice cannot be produced;
- packing lists, if appropriate;
- evidence of right to make entry (bill of lading, air waybill, shipping receipt, carrier's certificate); and
- Entry Manifest, Customs Form 7533; or Application and Special Permit for Immediate Delivery, Customs Form 3461; or other form of merchandise release required by the district director.

A requirement of US Customs is that a good entering the United States, or its container (if the good reaches the final purchaser in a container) must be marked with its country of

origin. An exception to this rule is an article which is to be processed in the US by the importer and not intended for sale in its imported form, or an article incapable of being marked. The manufacturer should check with US Customs to verify which situation applies to his product.

### **Trade Associations**

American Furniture Manufacturers Association  
High Point, North Carolina Tel. (919) 884-5000  
Fax (919) 884-5303

American Society of Furniture Designers  
High Point, North Carolina Tel. (919) 884-4074  
Fax (919) 883-6631

International Home Furnishings Marketing Association  
High Point, North Carolina Tel. (919) 889-0203  
Fax (919) 889-7460

International Home Furnishings Representatives Association  
High Point, North Carolina Tel. (919) 889-3920  
Fax (919) 883-8245

International Wholesale Furniture Association  
High Point, North Carolina Tel. (919) 884-1566

National Home Furnishings Association  
High Point, North Carolina Tel. (919) 883-1650  
Fax (919) 883-1195

Upholstered Furniture Action Council  
High Point, North Carolina Tel: (919) 885-5065

### **Trade Fairs**

International Contemporary Furniture Fair  
May  
New York

International Home Furnishings Market  
April, October  
North Carolina

New York Home Textiles Show  
April/October (biannual)

## **SOURCES OF INFORMATION ABOUT THIS SECTOR**

“Encyclopaedia of Associations: National Organisations of the US, Vols. I & II”, Gale Research Inc. (Washington), 1994.

“Industry Profile: Household Furniture”, Industry Canada, 1991.

“Market Research Report: Canada - Furniture Market”, US Department of Commerce, International Trade Administration, 1992.

“Market Research Report: Canada - Furniture Market Trends”, US Department of Commerce, International Trade Administration, 1994.

“Market Research Report: Canada - Household Furniture”, US Department of Commerce, International Trade Administration, 1994.

“Market Research Report: Mexico - Household Furniture”, US Department of Commerce, International Trade Administration, 1993.

“MEXICO Business, The Portable Encyclopaedia for Doing Business with Mexico”, World Trade Press (San Rafael, California), 1994.

“Mexico Market Profile: Home and Office Furniture”, Department of Foreign Affairs and International Trade, 1992.

“NAFTA and the Furniture Sector”, Industry Canada, 1994.

“North American Free Trade Agreement Opportunities for US Industries: NAFTA Industry Sector Reports”, US Department of Commerce, International Trade Administration, 1993.

“US Industrial Outlook: Chapter 36 - Household Consumer Durables”, US Department of Commerce, International Trade Administration, 1994.