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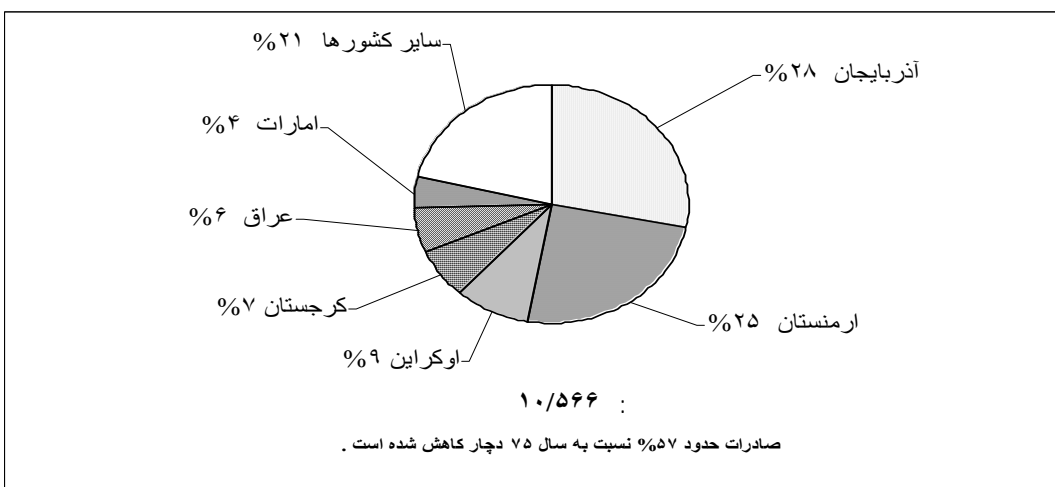
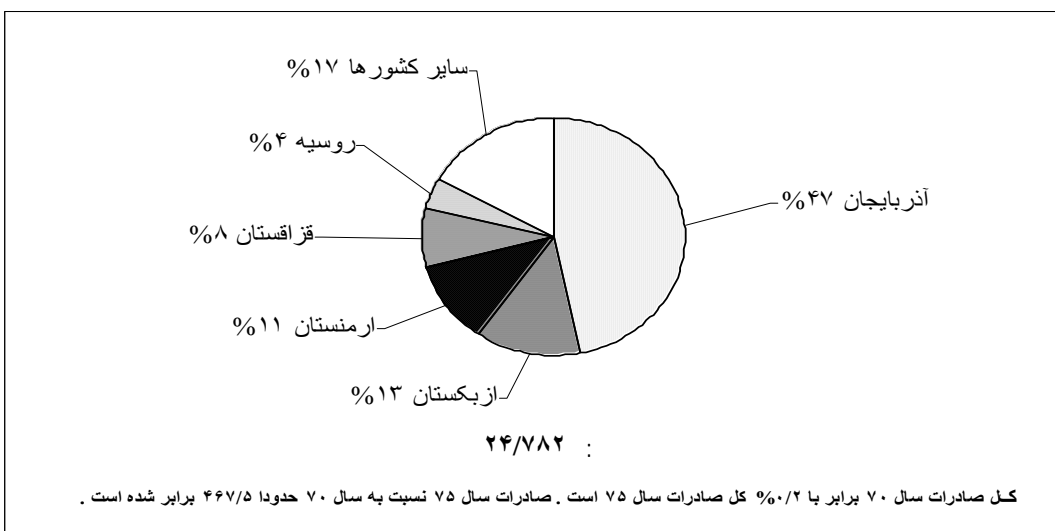
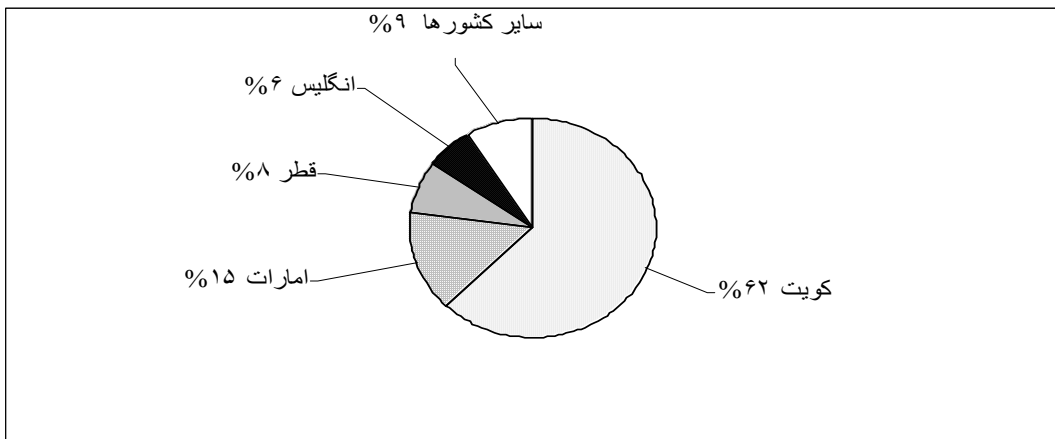
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## A Study of the International Trade of Furniture in Iran case

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### Abstract

Wood furniture production industry in the world is growing. According to estimates around 180 billions \$ US furniture produce in the world each year (2000) (12). Iran, similar to other countries, has been trying to promote its export in this field, to gain more financial resources. In this study Iran's export and import of furniture during the years 1991 to 2001 was investigated, in which a considerable degree of fluctuation is observed. Iran's export of wood furniture in 1991 was just 0.05 million US dollars, but in 1996 reached its peak in a whole period of 11 years to about 24.8 million US dollars. Then, it declined year by year and in 2001 it stopped at 10.6 million US dollars. The level of import (with only an exception) is not noticeable during these years, for example in 1991 (according to Iran Import Statistical Yearbook) it is merely 0.008 million US dollars, but during the following year (1992), with an unbelievable increase, it climbed to 475 million US dollars, then dramatically went down to zero in 1994-95 and then again an increase in 2001 to about 0.221 million US dollars. As the whole picture shows, during an 11-years period, wood furniture export decreased, while on the other hand its imports increased. This indicates that there are some serious problems in production, marketing and/or export of wood furniture in Iran. The majority of Iran furniture export destinations are Asia Minor countries especially Azerbaijan and Armenia. Apart from overseas markets, due to booming residential constructions and newly emerging young married couples Iran will have a fast growing domestic market demand for furniture in the near future. Main reference in this study was library search (foreign and domestic) as well as data collection from Iran foreign business statistical yearbooks. Some gaps have tried to be filled by arranging interviews and through distribution of questionnaires among some known furniture producers.

**Keywords:** Wood furniture, Asia Minors, Business, Furniture export and import

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