



2012 Home Furnishings Industry Overview

CONSUMER SPENDING

Annual purchases in millions, for residential furniture and mattresses

2011	2010	% Change
\$83,905	\$81,561	2.9%

Source: U.S. Department of Commerce

FACTORY SHIPMENTS

Dollar value in millions

	2011	2010	% Change
Wood: Domestic	\$5,369	\$5,238	2.5%
Wood: Imports	\$8,545	\$8,737	(2.2%)
Upholstered: Domestic	\$7,793	\$7,436	4.8%
Upholstered: Imports	\$3,665	\$3,764	(2.6%)

Source: American Home Furnishings Alliance; U.S. Department of Commerce; Mann, Armistead & Epperson, Ltd.

IMPORTS

As a Percent of All Household Furniture Sold in the U.S.

	2011	2010	2002
Total Household Furniture	62.7%	63.4%	41.1%
Wood Furniture	69.8%	70.6%	48.3%
Upholstered Furniture	37.9%	39.5%	17.7%
Metal and Other	85.4%	85.5%	65.2%
Mattresses	5.4%	5.3%	1.2%

Source: W.W. Epperson of Mann, Armistead & Epperson Ltd., Richmond, Va.

U.S. FURNITURE FACTORY EMPLOYMENT

Wood household furniture production workers, in thousands

1999	2011	% Change
111.9	29.7	-73%

Upholstered household furniture production workers, in thousands

1999	2011	% Change
87.1	42.8	-51%

Source: U.S. Department of Labor, Bureau of Labor Statistics

SIZE OF U.S. RESIDENTIAL FURNITURE INDUSTRY

Type of Manufacturing	Number of paid employees				
	Total # of Firms	>20	20-100	100-500	500+
Total Household Furniture	4,939				
Upholstered Household Furniture	1,365	75%	16%	6%	3%
Nonupholstered Wood Household Furniture	3,249	88%	9%	2%	1%
Metal Household Furniture	325	74%	17%	5%	4%

Source: U.S. Bureau of Labor Statistics 2008 Survey of U.S. Businesses

BEDROOM & DINING ROOM FURNITURE WOOD SPECIES

Wood Species	2010 Share	2000 Share
<i>Oak (Red & White)</i>	17%	17%
<i>American Cherry</i>	15%	20%
<i>Maple</i>	6%	9%
<i>Rubberwood</i>	9%	3%
<i>Pines</i>	3%	10%
<i>Mahogany</i>	5%	6%
<i>American Ash</i>	5%	4%
<i>Alder or Poplar(Tulipwood)</i>	5%	5%
<i>American Walnut</i>	6%	2%
<i>Birch</i>	6%	0%
<i>Other woods*</i>	12%	6%
<i>Painted wood</i>	7%	4%
<i>Other**</i>	4%	14%
TOTAL	100%	100%

*Other woods include: acacia, Indonesian pine, petrorcarpas, riato, chu, boroa, mindi, sycamore, peroba, pulai, rosewood, teak, wenge, hickory, zebrawood, parawood and primavera.

**Other includes overlays, printed on wood and other wood species or materials not readily identifiable.

Source: Appalachian Hardwood Manufacturers Inc., October 2010 Furniture Styles and Material Use Survey.