



2016 Home Furnishings Industry Overview

The American Home Furnishings Alliance is the voice of the residential furniture industry, representing companies large and small, public and private, domestic and import. Our members manage a sophisticated global supply chain that includes factories in 31 states and multiple foreign countries, providing more than \$10 billion in wholesale shipments of home furnishings every year for U.S. households. AHFA's more than 200 member companies are part of a thriving industry, detailed below.

CONSUMER SPENDING

Annual retail purchases in billions, for residential furniture

2015	2014	% Change
\$103.088	\$98.158	5%

Source: U.S. Department of Commerce, Bureau of Economic Analysis

FACTORY SHIPMENTS

Dollar value in millions. All data represents completed product. Excludes component part shipments.

	2014	2013	Change
Wood: Domestic	\$3,748	\$5,018	-25.3%
Wood: Imports	\$10,453	\$9,662	8.2%
Upholstered: Domestic	\$8,438	\$8,348	1.1%
Upholstered: Imports	\$5,110	\$4,678	9.2%

Sources: U.S. Department of Commerce; Mann, Armistead & Epperson, Ltd.; Smith Leonard.

Note: 2015 figures not yet available.

According to Smith Leonard's monthly survey of residential furniture manufacturers and distributors, reported in the firm's April *Furniture Insights* newsletter, home furnishings factory shipments were down 1 percent in January 2016 compared to shipments in January 2015. New orders in January 2016 were 2 percent higher than orders in January 2015.

IMPORTS

As a percent of all household furniture sold in the U.S.

	2015	2014
Wood Furniture	84%	82.3%
Upholstered Furniture	46%	44.1%

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

U.S. FURNITURE FACTORY EMPLOYMENT

Wood household furniture, ALL employees, in thousands

2014	2015	2016
37.3	33.6	33.7

The Bureau of Labor Statistics no longer breaks out production vs. supervisory employees in wood household furniture production, so figures are for ALL employees in January of the year cited. In 2000, there were approximately 112,000 production workers alone in the wood household furniture industry. Although the number dropped dramatically every year for the next decade, it has remained relatively level since 2012.

Upholstered household furniture production workers, in thousands

2014	2015	2016
47.5	50.7	54.2

In 2000, there were approximately 87,700 production workers in the upholstered household furniture industry. Since reaching a low of 42,600 workers in 2010, the number of upholstery workers in the U.S. has been slowly rising.

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

TRENDS IN WOOD SPECIES FOR BEDROOM FURNITURE

Wood Species	2014 Share	2010 Share
<i>Walnut</i>	17%	6%
<i>American Cherry</i>	11%	15%
<i>Maple</i>	11%	6%
<i>Painted Wood</i>	13%	7%
<i>Cedar</i>	9%	-
<i>Mahogany</i>	7%	5%
<i>Rubberwood</i>	2%	9%
<i>Pine</i>	4%	3%
<i>Oak (white & red)</i>	5%	17%
<i>Birch</i>	3%	6%
<i>Poplar</i>	2.5%	5%
<i>Ash</i>	1%	5%
<i>Other woods*</i>	7.2	12%
<i>Other materials**</i>	5%	4%
TOTAL	100%	100%

Source: Appalachian Hardwood Manufacturers Inc., October 2014 Furniture Styles and Material Use Survey.

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

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