
Furniture Industry Analysis

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Industry Analysis--U.S. Furniture Manufacturers
An Analysis of the German Furniture Industry and the Development of an Online Shop
December 2005 / by Stefan Wille
Global Restructuring
The Furniture Industry

JENNINGS RAMOS

An Analysis of the Distribution Channels of the American Office Furniture Industry

Oakville, Ont. : AKTRIN Furniture Information Center

The instant New York Times bestseller about one man's battle to save hundreds of jobs by demonstrating the greatness of American business. The Bassett Furniture Company was once the world's biggest wood furniture manufacturer. Run by the same powerful Virginia family for generations, it was also the center of life in Bassett, Virginia. But beginning in the 1980s, the first waves of Asian competition hit, and ultimately Bassett was forced to send its production overseas. One man fought back: John Bassett III, a shrewd and determined third-generation factory man, now chairman of Vaughan-Bassett Furniture Co, which employs more than 700 Virginians and has sales of more than \$90 million. In *FACTORY MAN*, Beth Macy brings to life Bassett's deeply personal furniture and family story, along with a host of characters from an industry that was as cutthroat as it was colorful. As she shows how he uses legal maneuvers, factory efficiencies, and sheer grit and cunning to save hundreds of jobs, she also reveals the truth about modern industry in America.

Situational Analysis and Strategy United Nations Publications

The furniture industry has played an important role in the history of the United States as a bellwether for manufacturing. This sector continues to be a major manufacturing employer in the US and around the world through its utilization of a global production network. Types of furniture range from household (indoor and outdoor) to institutional, with particular growth in firms supplying medical and government-related commodities. The industry is highly responsive to economic and fashion trends, but is partitioned into high, medium and low cost segments that reveal different location-al and market responses to changes in these factors. Recent developments indicate that the post-1980's migration of furniture manufacturing to offshore, low labor cost countries has stabilized and shows signs of re-shoring in the US for high end customized technologically intensive products utilizing the remaining embedded skilled labor and locally clustered industry components. Businesses that survived the recessionary 'creative destruction' largely adopted lean manufacturing processes and took advantage of newly available, lower cost equipment and buildings to upgrade their production practices, absorbing market from former competitors. New partnerships will be traced with branches and headquarter relocations in Asia, along with cooperative supplier relationships with former U.S. and new foreign companies. Industry survivors adopted practices that could be highly instructive for other manufacturers challenged by globalization to grow stronger by increasing their adaptive capacity. Concepts illustrated in the furniture industry would be useful to a number of audiences in academic, industry and public policy markets. The proposed book provides an overview of the industry and its global production network including a brief overview of the manufacturing technologies of each sector. Assessment of new competitors in Asia and South

America will illustrate opportunities and challenges in these locations. The book culminates by considering challenges, opportunities, and the future outlook of the industry in regional clusters. *A Spatial Equilibrium Analysis of North America's Upholstered, Wood Household Furniture Industry* Zeefer Consulting

China's Furniture Market Overview *In-depth analysis on entry barrier / suggestion of China furniture market; *Analysis on the characteristics of Chinese consumer and their preference; *Import / export analysis based on 5 years trade data in detail, source countries / destination; *Market trends and increasing potential prediction; *Analysis on industry policy / law / regulation; *Visual images for easily understanding sales channel in China and import procedures; *Distribution map and top ten players case study to describe the market competition; *Details of China's sanitary and quarantine inspection for importing furniture products; ...estimated that the annual demand in China furniture market in 2010 will be up to RMB 300 billion. Excellent prospect will be offered for manufacturers...China had maintained the gross import of furniture growing sharply in succession for four years... gross import was up to about USD 780 million, a growth of about 17% over last year...

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