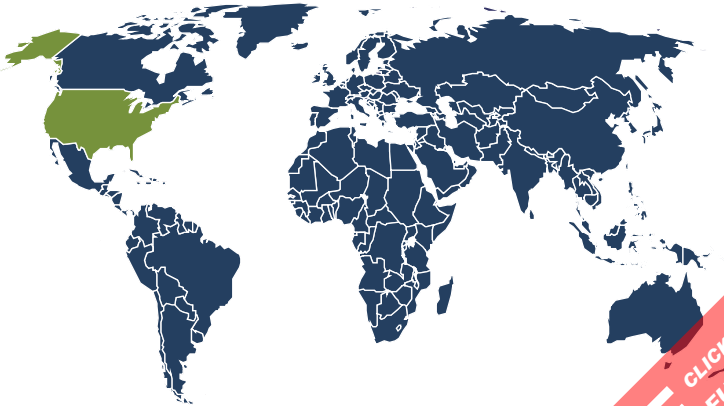




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US Collection

Sleep Products: United States

November 2020



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Table of Contents

1. Highlights	3
2. Market Environment	4
Historical Trends	4
Key Economic Indicators	7
Trade	8
Retail Overview	9
Environmental & Regulatory Factors	11
3. Segmentation & Forecasts	12
Products	12
Innerspring Mattresses	14
Non-Innerspring Mattresses	16
Foundations	17
Sleep System Ensembles	18
4. Industry Structure	21
Industry Characteristics	21
Market Leaders	23
Tempur Sealy International	24
Serta Simmons Bedding	24
Sleep Number	25
5. About This Report	26
Scope	26
Sources	26
Industry Codes	27
Freedonia Methodology	27
Resources	29

List of Tables & Figures

Figure 1 Key Trends in US Sleep Products Demand, 2019 – 2024	3
Figure 2 US Sleep Products Demand Trends, 2009 – 2019	4
Figure 3 US Survey: Last Purchase of a Mattress by Type, 2020 (%)	5
Figure 4 US Survey: Factors that Influenced Purchase, 2020 (%)	6
Figure 5 US Survey: Factors that Triggered Purchase, 2020 (%)	6
Table 1 Key Indicators for US Sleep Products Demand, 2009 – 2024 (US\$ bil)	7
Figure 6 US Sleep Products Trade, 2009 – 2019 (US\$ mil)	8
Table 2 US Sleep Products Trade, 2009 – 2019 (US\$ mil)	8
Figure 7 US Sleep Products Demand by Product, 2009 – 2024 (US\$ bil)	12
Table 3 US Sleep Products Demand by Product, 2009 – 2024 (US\$ mil)	12
Figure 8 US Survey: Impact of COVID-19 on Sleep, 2020 (%)	13
Figure 9 US Survey: Most Used Type of Mattress, 2020 (%)	16
Figure 10 US Sleep Products Demand by Product, 2009 – 2024 (%)	20
Figure 11 US Sleep Products Market Share by Company, 2019 (%)	23
Table 4 Leading Suppliers to the US Sleep Products Market by Product	23
Table 5 NAICS & SIC Codes Related to Sleep Products	27

About This Report

Scope

This report forecasts to 2024 US sleep product demand in US dollars at the manufacturer level. Total demand is segmented by product in terms of:

- innerspring mattresses
- non-innerspring mattresses
- foundations
- sleep system ensembles

To illustrate historical trends, total demand, the various segments, and trade are provided in annual series from 2009 to 2019.

Bed furnishings (e.g., bedspreads, sheets, and pillows) and furniture (e.g., bed frames, bed slats, and headboards) are excluded from the scope of this report. In addition, inflatable mattresses and sleeping bags are not included in this report. Re-exports of sleep products are excluded from demand and trade figures.

Key macroeconomic indicators are also provided with quantified trends. Other various topics, including profiles of pertinent leading companies, are covered in this report. A full outline of report items by page is available in the Table of Contents.

Sources

Sleep Products: United States (FF20011) represents the synthesis and analysis of data from various primary, secondary, macroeconomic, and demographic sources, such as:

- firms participating in the industry, and their suppliers and customers
- government/public agencies
- intergovernmental and non-governmental organizations
- proprietary national consumer survey data
- trade associations and their publications
- the business and trade press
- indicator forecasts by The Freedonia Group
- the findings of other reports and studies by The Freedonia Group

Specific sources and additional resources are listed in the Resources section of this publication for reference and to facilitate further research.

Industry Codes

Table 5 | NAICS & SIC Codes Related to Sleep Products

NAICS/SCIAN 2017		SIC	
North American Industry Classification System		Standard Industrial Classification	
337910	Mattress Manufacturing	2515	Mattresses, Foundations, and Convertible Beds

Source: US Census Bureau

Freedonia Methodology

The Freedonia Group, a subsidiary of MarketResearch.com, has been in business for more than 30 years and in that time has developed a comprehensive approach to data analysis that takes into account the variety of industries covered and the evolving needs of our customers.

Every industry presents different challenges in market sizing and forecasting, and this requires flexibility in methodology and approach. Freedonia methodology integrates a variety of quantitative and qualitative techniques to present the best overall picture of a market’s current position as well as its future outlook: When published data are available, we make sure they are correct and representative of reality. We understand that published data often have flaws either in scope or quality, and adjustments are made accordingly. Where no data are available, we use various methodologies to develop market sizing (both top-down and bottom-up) and then triangulate those results to come up with the most accurate data series possible. Regardless of approach, we also talk to industry participants to verify both historical perspective and future growth opportunities.

Methods used in the preparation of Freedonia market research include, but are not limited to, the following activities: comprehensive data mining and evaluation, primary research, consensus forecasting and analysis, ratio analysis using key indicators, regression analysis, end use growth indices and intensity factors, purchase power parity adjustments for global data, consumer and end user surveys, market share and corporate sales analysis, product lifespan analysis, product or market life cycle analysis, graphical data modeling, long-term historical trend analysis, bottom-up and top-down demand modeling, and comparative market size ranking.

Freedonia quantifies trends in various measures of growth and volatility. Growth (or decline) expressed as an average annual growth rate (AAGR) is the least squares growth rate, which takes into account all available datapoints over a period. The volatility of datapoints around a least squares growth trend over time is expressed via the coefficient of determination, or r^2 . The most stable data series relative to the trend carries an r^2 value of 1.0; the most volatile – 0.0. Growth calculated as a compound annual growth rate (CAGR) employs, by definition, only the first and last datapoints over a period. The CAGR is used to describe forecast growth, defined as the expected trend beginning in the base year and

About This Report

ending in the forecast year. Readers are encouraged to consider historical volatility when assessing particular annual values along the forecast trend, including in the forecast year.

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Federal Trade Commission

Home Furnishings Association

International Sleep Products Association

Mattress Recycling Council

Sleep Products Safety Council

Specialty Sleep Association

United States Census Bureau

United States Consumer Product Safety Commission

United States International Trade Commission