



Freedonia Focus Reports
US Collection

Office Furniture: United States

March 2021



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About This Report

Scope

This report forecasts to 2021 and 2025 US office furniture demand and shipments in nominal US dollars at the manufacturer level. Total demand and shipments are segmented by product in terms of:

- seating
- storage and tables
- desks
- other office furniture, such as bookcases, credenzas, modular workstations, and overhead bins for office systems

Total demand and shipments are also segmented by material as follows:

- wood
- other materials, such as metal and plastic

To illustrate historical trends, total demand, total shipments, the various segments, and trade are provided in annual series from 2010 to 2020.

Sales of used, recycled, and refurbished furniture are excluded from the scope of this report. Custom architectural and woodwork are also excluded, as are partitions, shelving, showcases, and stands. Establishments exclusively manufacturing furniture parts are excluded. Office furniture purchased for home use is included. Re-exports of office furniture are excluded from demand and trade figures.

This report features the results of proprietary online surveys conducted November-December 2020. These surveys polled US adults (age 18+), feature sample sizes of approximately 2,000, and are census-representative on the primary demographic measures of age bracket, gender, geographic region, household income, presence of children in the household, and race/ethnicity.

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

Office Furniture: United States (FF20013) 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

About This Report

- government/public agencies
- intergovernmental 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 8 | NAICS & SIC Codes Related to Office Furniture

NAICS/SCIAN 2017		SIC	
North American Industry Classification System		Standard Industrial Classification	
337211	Wood Office Furniture Manufacturing	2521	Wood Office Furniture
337214	Office Furniture (except Wood) Manufacturing	2522	Office Furniture, Except Wood
423210	Furniture Merchant Wholesalers	5021	Furniture
442110	Furniture Stores	5712	Furniture Stores

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.

About This Report

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 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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Freedonia Industry Studies

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Coated Fabrics

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Global Housing

Outdoor Furniture & Grills

Plywood: Softwood & Hardwood

Wood Panels

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Architectural Services: United States

Bed & Bath Furnishings: United States

Carpets & Rugs: United States

Commercial Building Construction: United States

Construction: United States

E-Commerce: United States

Furniture: United States

Furniture & Furnishings: United States

Household Furniture: United States

Housing: United States

Repair Services: United States

Window Coverings: United States

Wood Millwork: United States

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Trade Publications

Furniture Magazine

Furniture Today

Furniture World

Independent Dealer

MMQB

Office Products International

Upholstery Journal

Agencies & Associations

Business & Institutional Furniture Manufacturers Association

Independent Office Products & Furniture Dealers Association

About This Report

National Office Products Alliance
Office Furniture Distribution Association
United States Census Bureau
United States General Services Administration
United States International Trade Commission
Wood Products Manufacturers Association