BIFMA

BUSINESS + INSTITUTIONAL FURNITURE MANUFACTURERS ASSOCIATION

STATE OF THE INDUSTRY

SEPTEMBER 8, 2016

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BIFMA

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Agenda

BIFMA OVERVIEW

INDUSTRY STATISTICS

INDUSTRY FORECAST

TRENDS

TECHNICAL CHALLENGES

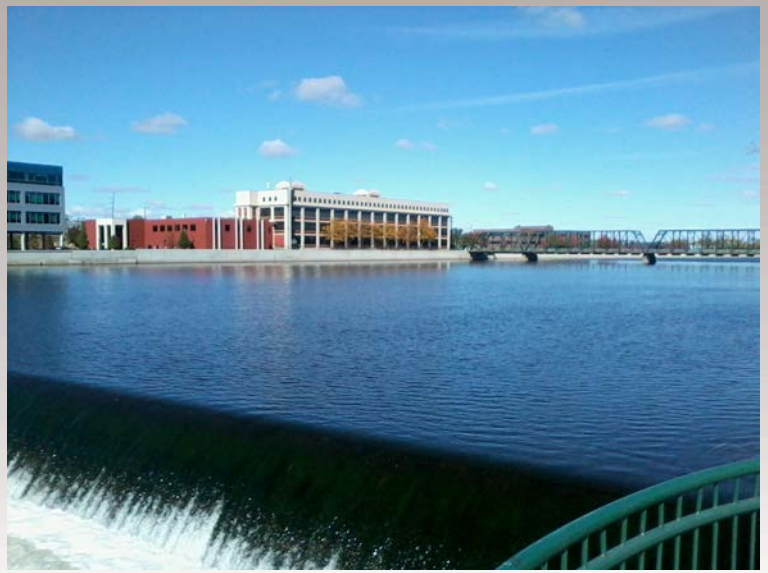
There is an island which is disputed territory between Canada and Denmark. The militaries of both countries periodically visit to remove the other guy's flag and leave a bottle of Danish schnapps or Canadian whiskey.
This is what happens when nice countries fight.

BIFMA

Founded in 1973

Over 300 members are producers, suppliers, and other service providers of office and institutional furniture

- Develops voluntary product and industry standards
- Advocates on behalf of the industry with legislators and regulators
- Publishes key industry statistics



Recent U.S. Industry Conditions

U.S. office furniture shipments have grown steadily over the past three years: 4.8% in 2015, 4.5% in 2014 & 0.9% in 2013.

U.S. consumption grew by 6.5% in 2015 after an increase of 5.4% in 2014 & 2.2% in 2013.

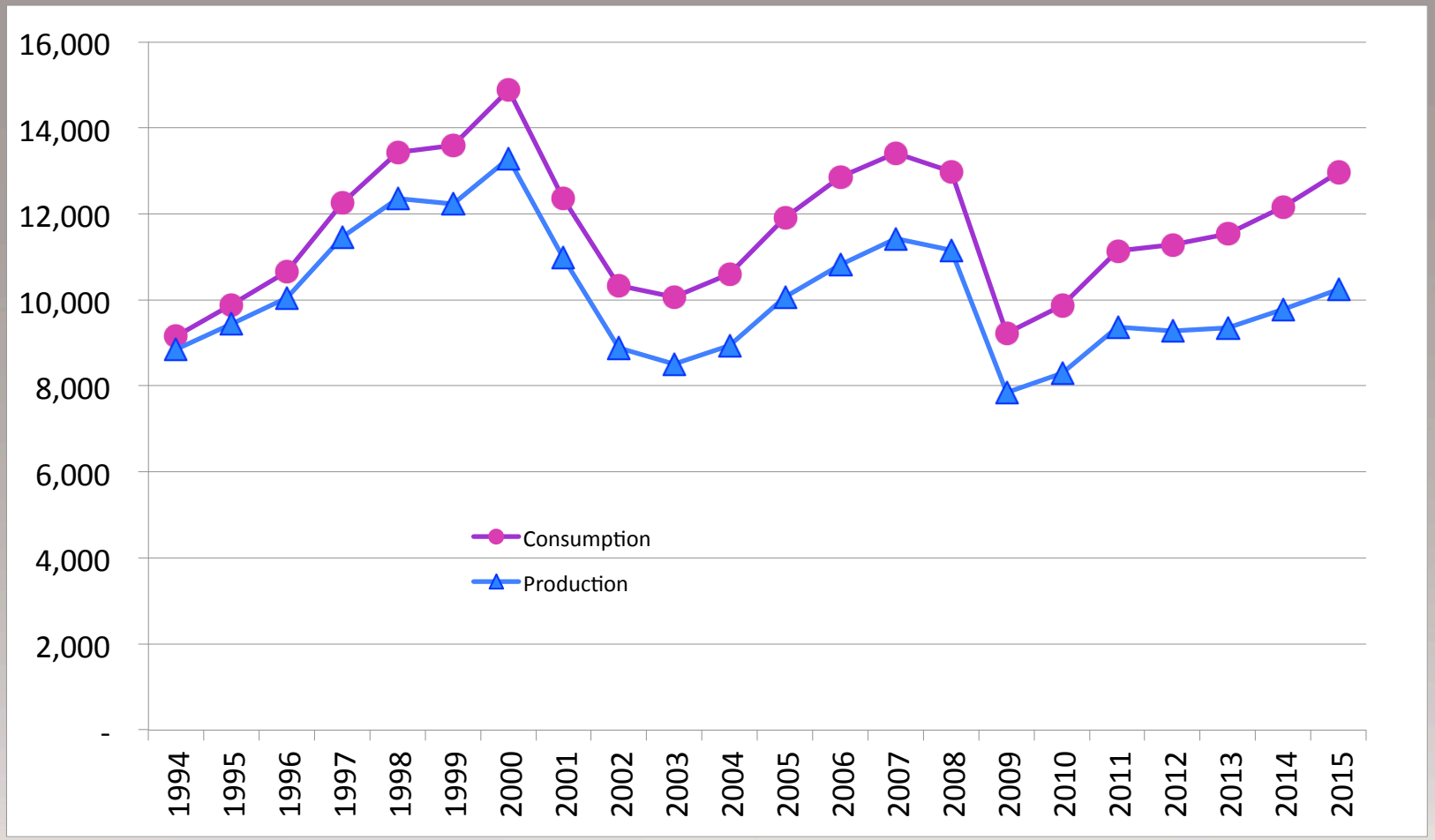
Exports have slowly been declining during this three year cycle 2013 – 2.4%, 2014 – 2.4% & 2015 – 4.3%

“Consumption” vs. “Production”

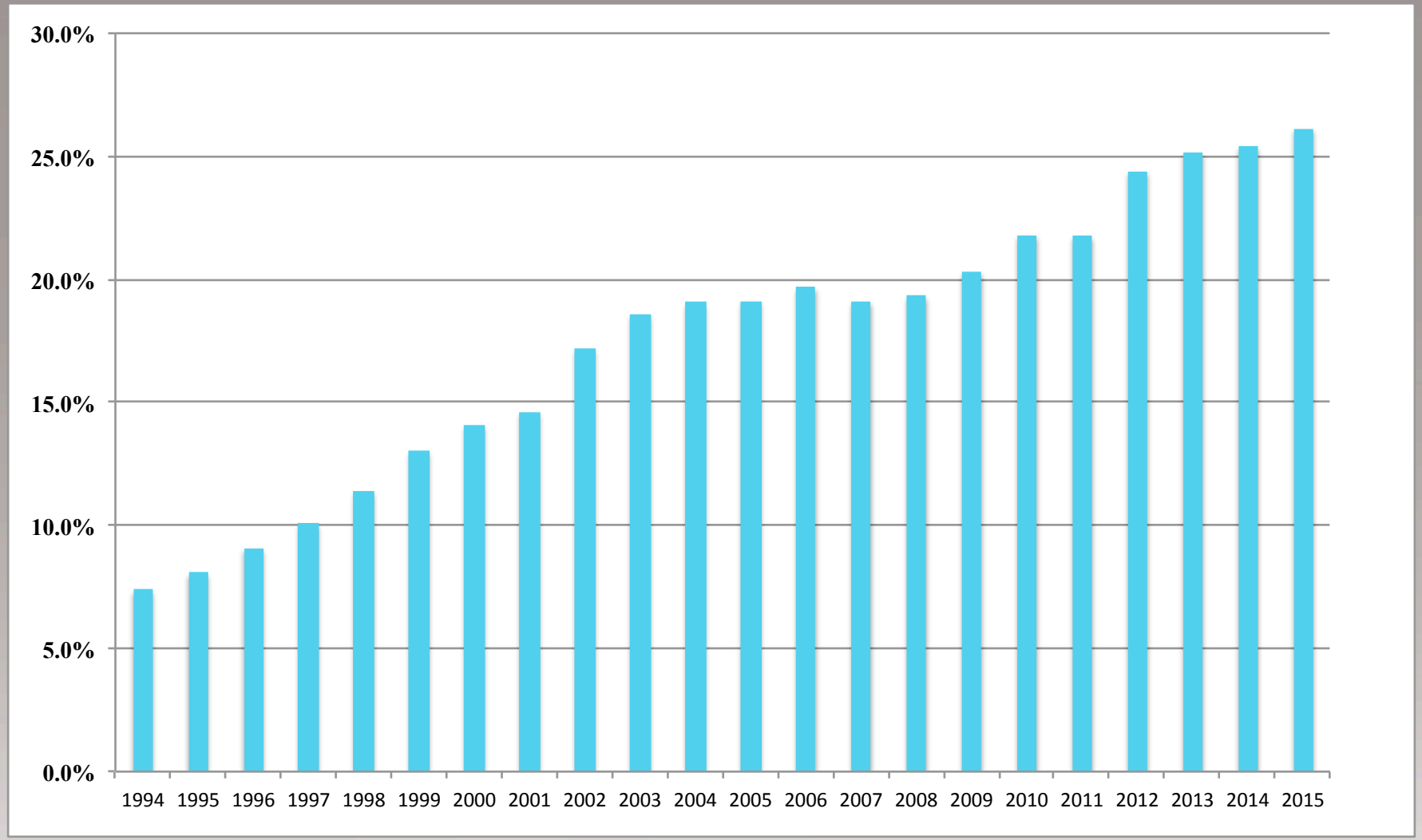
U.S. office furniture market history and IHS Global Insight forecast focus on value of “consumption” rather than the traditional value of U.S. manufacturers shipments (a.k.a. production or sales). Reflects the net invoice value of all office furniture sold in the U.S. from all sources, both domestic and imports ($ Millions).

Consumption is calculated as:		**Year 2015**
	U.S. Production	**$ 10,245**
+	**Imports into U.S.**	**3,387**
-	**Exports out of U.S.**	**670**
=	**U.S. Consumption**	**$ 12,962**

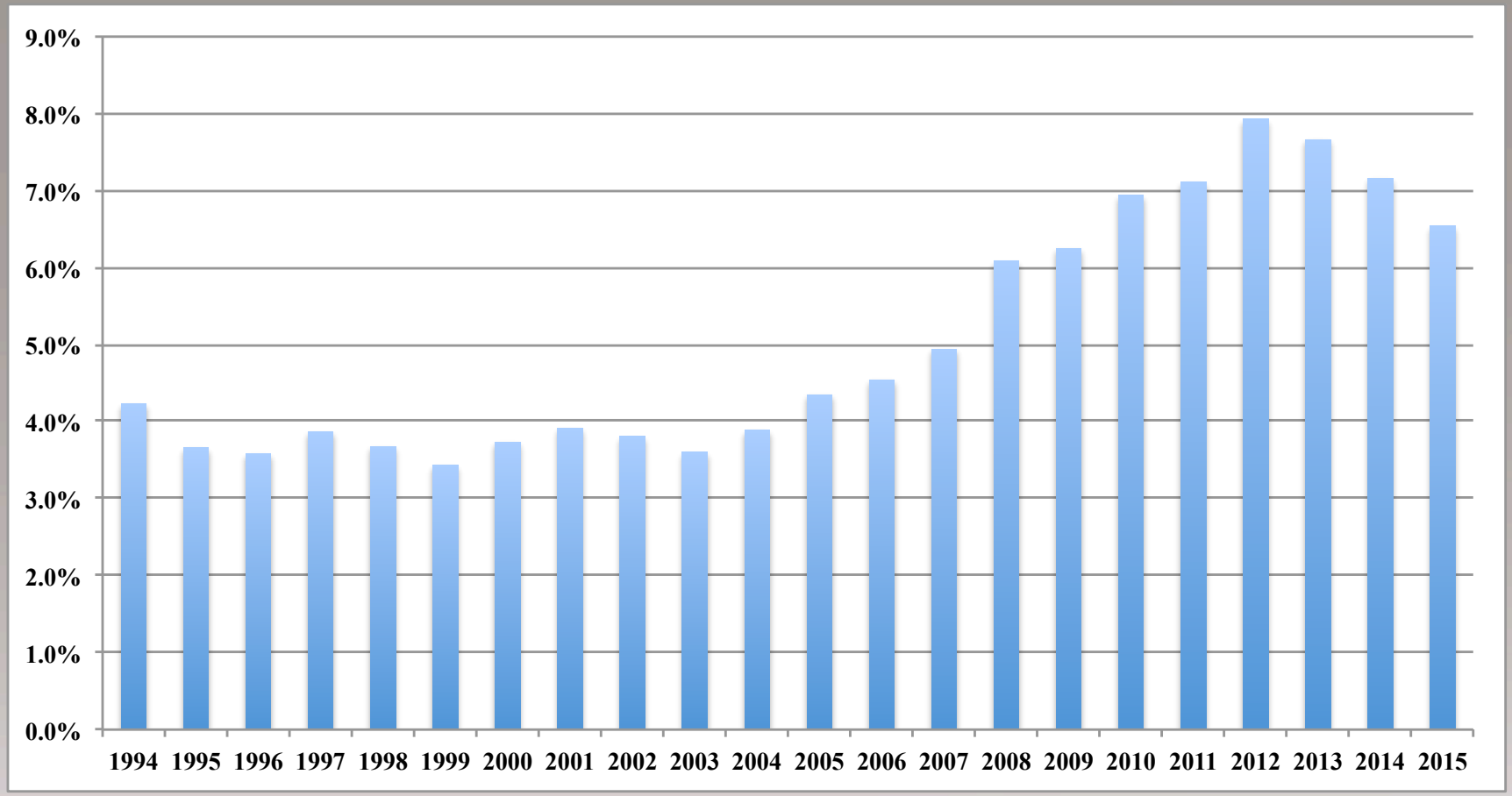
Historical Production & Consumption



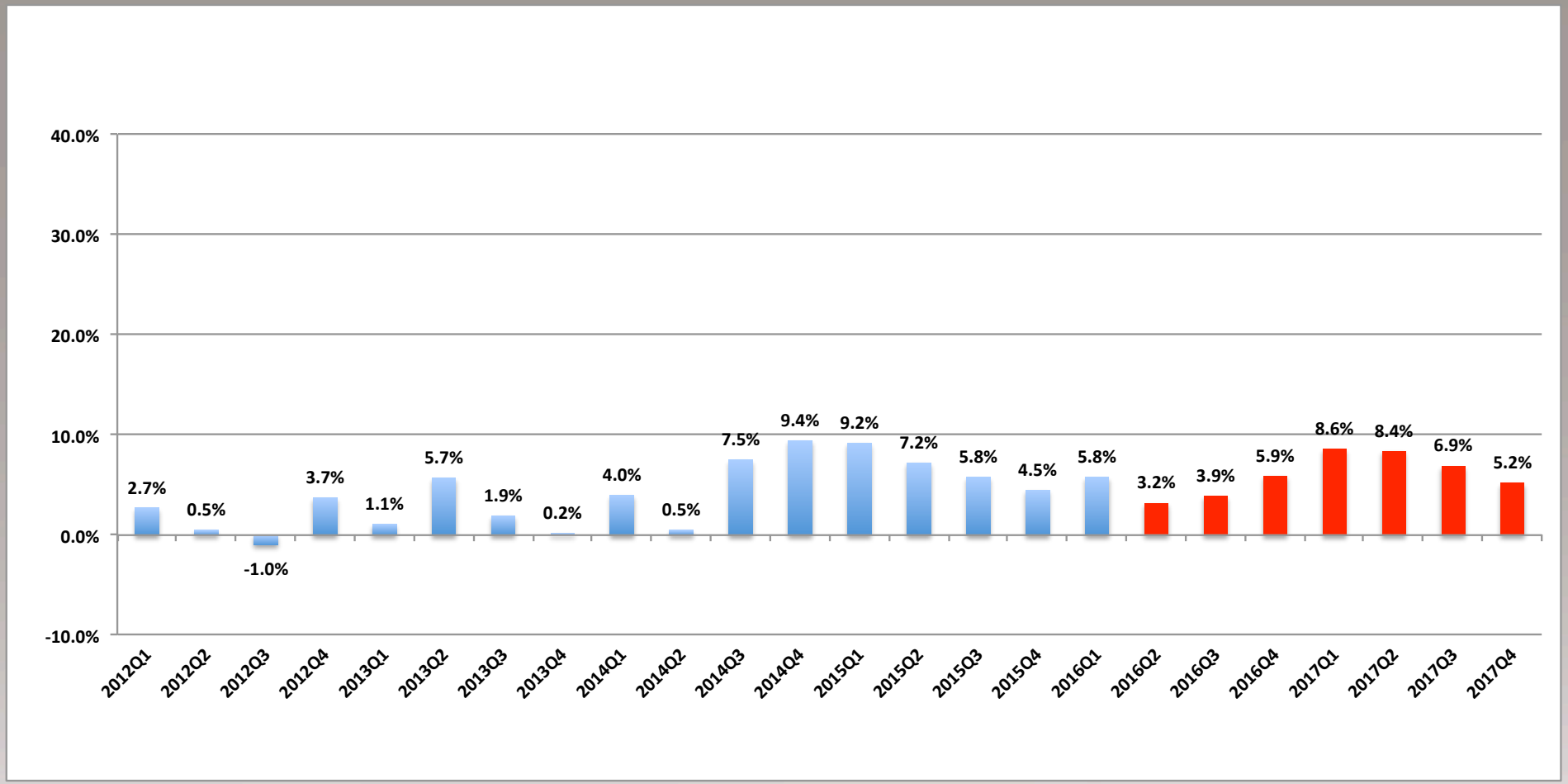
Imports as % of Consumption



Exports as % of Production



Quarterly Consumption Y/Y % Change Including Forecast Thru 2017



IHS Global Insight Forecast Model

- Healthcare structure spending will increase, triggering a demand for furniture.
- Professional and business services employment growth – key indicator driving demand for office furniture.
- Vacancy rates gradually falling.

- Furniture imports are on the rise.

Trends in the Industry

- Institutional furniture being added to office furniture manufacturers' product lines, including educational, healthcare, and hospitality.
- Educational furniture includes K through 12 and college/ university. New products being developed to adapt to changes in learning environments.
- Healthcare furniture also expected to continue to grow with increasing demand.
- Heavy / Large Chair requirements.

Trends in the Industry (cont.)

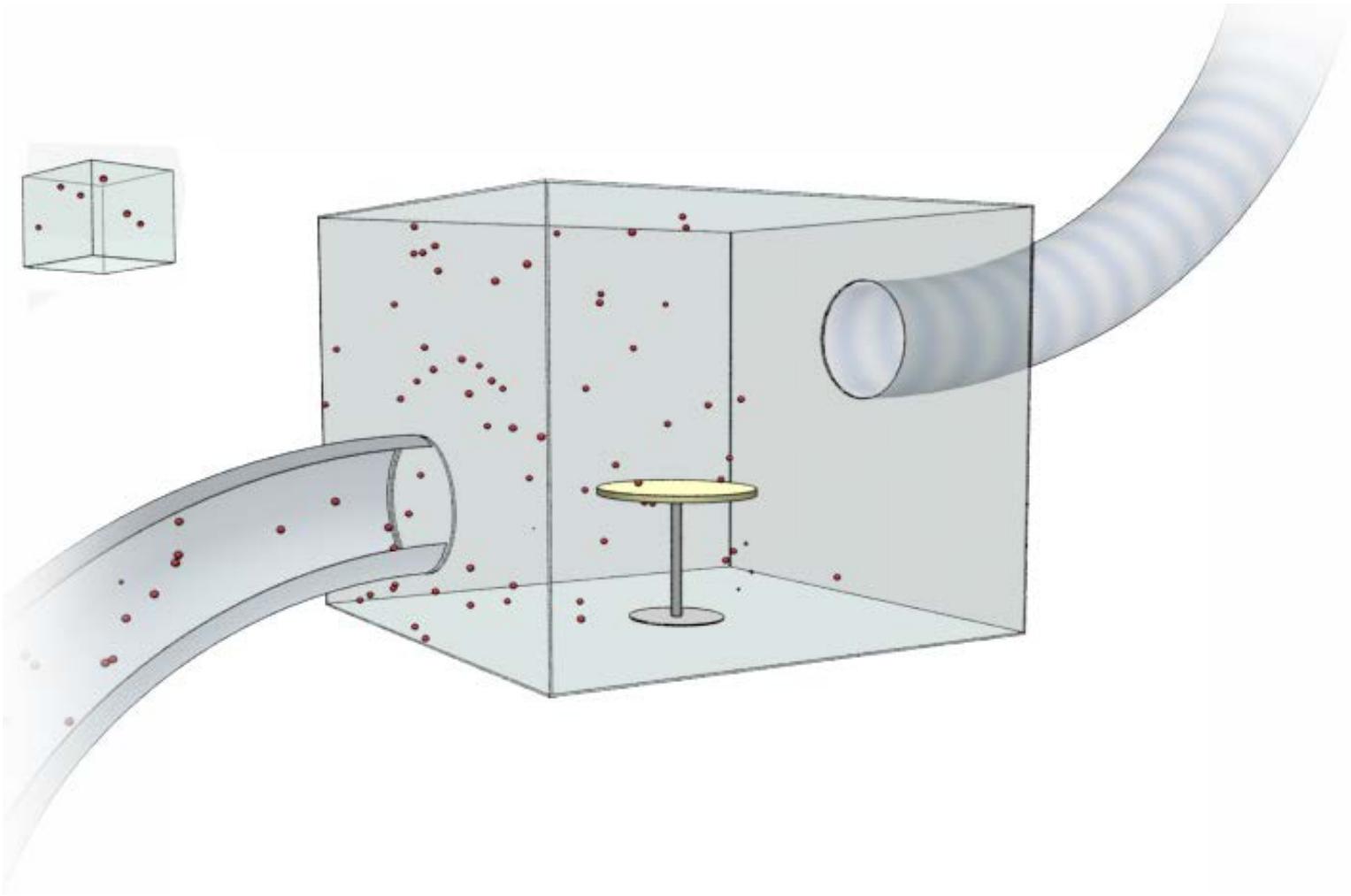
- Sustainability
- Benching
- Hoteling
- Height Adjustable Surfaces
- Perching / Lean Products (between sitting and standing)

Technical Challenges

- Sustainability
- Health & Wellness – Chemical Lists
- Flammability
- ISO

level
the BIFMA sustainability standard
Materials
Energy & Atmosphere
Human & Ecosystem Health
Social Responsibility

Health & Wellness



According to repeated nationwide surveys,

More Doctors Smoke CAMELS than any other cigarette!

Doctors in every branch of medicine were asked, "What cigarette do you smoke?" The brand named most was Camel!

THE DOCTORS' CHOICE IS AMERICA'S CHOICE!

For 30 days, test Camels in your "T-Zone" (T for Throat, T for Taste).

For a better start in life start COLA earlier!

- Promotes Active Lifestyle!
- Boosts Personality!
- Gives body essential sugars!

How soon is too soon?

Not soon enough. Laboratory tests over the last few years have proven that babies who start drinking soda during that early formative period have a much higher chance of gaining acceptance and "fitting in" during those awkward pre-teen and teen years. So, do yourself a favor. Do your child a favor. Start them on a strict regimen of sodas and other sugary carbonated beverages right now, for a lifetime of guaranteed happiness.

The Soda Pop Board of America
1515 W. Hart Ave. - Chicago , ILL.

How Mother and Baby "Picked Up"

A case of Blatz Beer in your home means much to the young mother, and obviously baby participates in its benefits.

The malt in the beer supplies nourishing qualities that are essential at this time and the hops act as an appetizing, stimulating tonic.

Main 2400

BLATZ

MILWAUKEE

Always the same good old Blatz

PROTECT YOUR CHILDREN

Against Disease-Carrying Insects!

TRIMZ DDT
REG. U. S. PAT. OFF.
CHILDREN'S ROOM WALLPAPER and Ceiling Paper

KILLS FLIES, MOSQUITOS, ANTS

. . . as well as moths, bedbugs, silverfish and other household pests after contact!

MEDICAL SCIENCE KNOWS many common insects breed in filth, live in filth and carry disease. Science also recognizes the dangers that are present when these disease-carrying insects invade the home. Actual tests have proved that *one* fly can carry as many as 6,600,000 bacteria! Imagine the health hazard – especially to children – from flies seriously suspected of transmitting such diseases as scarlet fever, measles, typhoid, diarrhea . . . even dread polio! Some types of mosquitos carry malaria and yellow fever. And *any* mosquito bite is painful and easily infected when scratched.

NON-HAZARDOUS to children or adults, to pets or clothes. *Certified* to be absolutely safe for home use. Tested and commended by *Parents' Magazine*.

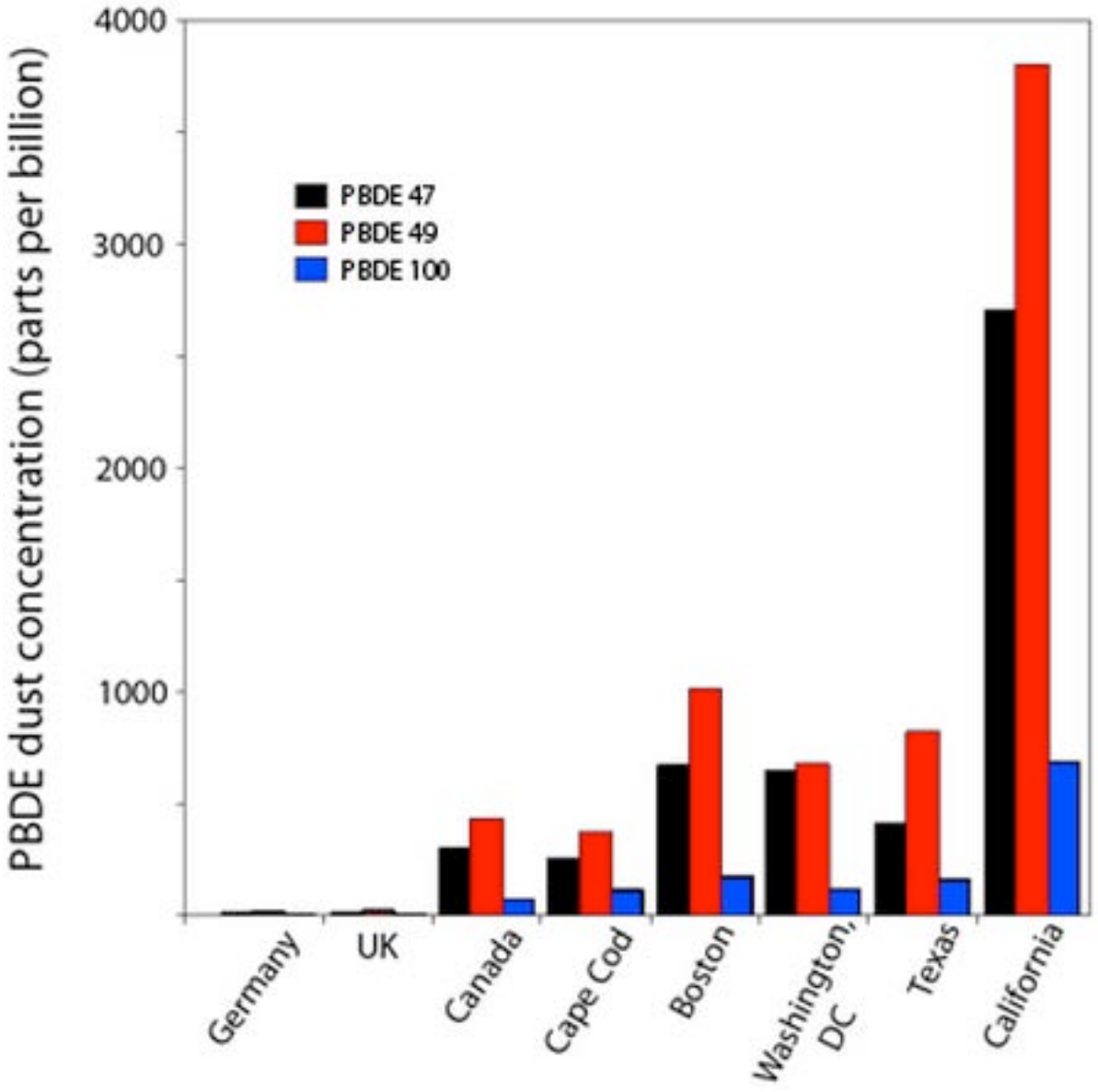
GUARANTEED effective against disease-carrying insects for 1 year. Actual tests have proven the insect-killing properties still effective after 2 years of use.

NO SPRAYS! NO LIQUIDS! NO POWDERS! So convenient, so safe because the DDT is fixed to the paper. It *can't* rub off!

BEAUTIFUL! "Jack and Jill" or "Disney Favorites" – gay new patterns that *protect* as they *beautify* a child's room.

DDT CEILING PAPERS, TOO! *Extra* protection for your children's room – for every other room in the house. Choice

Human Exposure



FLAME RETARDANTS

May Do More HARM Than Good

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Flammability – What about the Office?

- Fire statistics are becoming more favorable and the office environment is considered safe with respect to fire danger.
- California TB117-2013 and TB133
- The CPSC is considering a National Standard for upholstered furniture.
- BIFMA developed an Upholstered Furniture Flammability Position Paper.

ISO

- Global Relevance
- US Participation in TC 136
- BIFMA Participation with Chairs (7173), Tables (19682), and Storage Units (7170 and 7171)

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Thank You

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