

The chart shows recent and projected retail furniture sales totals. Historically and practically retail sales totals are approximately twice ex-factory shipment totals. Thus shipment totals for 1984 are estimated at \$US 16.3 billion (slightly less than a true 50%, which would be \$US 16.7 billion) by the US Department of Commerce. Real growth in 1984 was an estimated 8.5 percent and the total shipped was an industry record high.

With sales of \$US 36 billion (approximately \$18 billion at ex factory/shipment totals) projected for 1985 the industry will experience another overall boom year.

The Department of Commerce reports that 1984 shipment increases were fairly uniform across the different branches of the furniture manufacturing industries. 1984 totals for the recorded branches of the industry were:

ITEM	SIC Number	1984 in \$US billions	Percentage increase over 1983
Wood Household Furniture:	2511	6.5	13.3
Upholstered Furniture	2512	4.6	12.2
Metal Furniture:	2514	1.8	7.0
Bedding:	2515	2.4	11.5

Source: US Industrial Outlook.

Note: Major categories only included