

### **U.S. Office Furniture Market**

Market Report | 2024-09-01 | 213 pages | Data Bridge Market Research

## **AVAILABLE LICENSES:**

- Single User License \$2000.00
- Corporate Users License \$2500.00

## Report description:

The U.S. office furniture market is expected to reach USD 11.70 billion by 2031 from USD 9.17 billion in 2024, growing with a substantial CAGR of 3.57% in the forecast period of 2025 to 2031.

#### Market Segmentation:

U.S. Office Furniture Market Segmentation, By Product (Desks, Filling Cabinets, Bookcases, Utilities, Office Decor, Presentation Boards, Safe, and Others), Material (Wood, Metal, Plastic, Leather, and Others), Price Range (Economy, Mid-Range, Premium, and Luxury), End User (Commercial Offices, Schools and Universities, Hospitals, Hotels and Restaurants, Retail Outlets, Residential Houses, and Others), Distribution Channel (Retail and Direct) - Industry Trends and Forecast to 2031 Overview of the U.S. Office Furniture Market Dynamics:

## Drivers

- Increase in corporate expansion and entrepreneurial ventures
- Enhancing distribution channels to boost consumer convenience

## Restraints

- Fluctuation in the cost incurred by manufacturers
- Environmental regulations and sustainability concerns

## Opportunitites

- Rising remote and hybrid work trends
- Increasing technological integration

## Market Players:

The key players operating in the U.S. office furniture market are:

- Haworth Inc.
- Steelcase Inc.
- HNI Corp.
- KI
- Herman Miller, Inc.
- LA-Z-BOY INCORPORATED

Scotts International, EU Vat number: PL 6772247784

- Teknion Corporation
- UCHIDA YOKO GLOBAL LIMITED / UCHIDA YOKO GLOBAL CO., LTD.
- OFS
- Kinnarps AB
- OKAMURA CORPORATION
- Humanscale
- Itoki Corporation
- Kimball International Inc.
- Hooker Furnishings
- Flexsteel Industries, Inc.
- JASPER GROUP
- Wilkhahn Wilkening+Hahne GmbH+Co. KG
- Fursys Inc
- Virco Inc.
- Groupe Lacasse
- Affordable Interior Systems, Inc.
- ACTIU Berbegal y Formas S.A.
- Berco Designs
- UPLIFT DESK
- HOWE-MOVING DESIGN
- Trendway Corporation
- Great Openings
- Inter IKEA Systems B.V.
- Fursys Inc.

#### **Table of Contents:**

- 1 INTRODUCTION 14
- 1.1 OBJECTIVES OF THE STUDY 14
- 1.2 MARKET DEFINITION 14
- 1.3 OVERVIEW 14
- 1.4 LIMITATIONS 15
- 1.5 MARKETS COVERED 16
- 2 MARKET SEGMENTATION 20
- 2.1 MARKETS COVERED 20
- 2.2 GEOGRAPHICAL SCOPE 21
- 2.3 YEARS CONSIDERED FOR THE STUDY 21
- 2.4 CURRENCY AND PRICING 21
- 2.5 DBMR TRIPOD DATA VALIDATION MODEL 22
- 2.6 MULTIVARIATE MODELING 25
- 2.7 PRIMARY INTERVIEWS WITH KEY OPINION LEADERS 26
- 2.8 DBMR MARKET POSITION GRID 27
- 2.9 MARKET END USER COVERAGE GRID 28
- 2.10 DBMR VENDOR SHARE ANALYSIS 29
- 2.11 SECONDARY SOURCES 30
- 2.12 ASSUMPTIONS 31

# Scotts International. EU Vat number: PL 6772247784

- 3 EXECUTIVE SUMMARY 32
- 4 PREMIUM INSIGHTS 37
- 4.1 PESTEL ANALYSIS 38
- 4.1.1 POLITICAL FACTORS 38
- 4.1.2 ECONOMIC FACTORS 38
- 4.1.3 SOCIAL FACTORS 38
- 4.1.4 TECHNOLOGICAL FACTORS 39
- 4.1.5 ENVIRONMENTAL FACTORS 39
- 4.1.6 LEGAL FACTORS 39
- 4.2 PORTER'S FIVE FORCES 40
- 4.2.1 THREAT OF NEW ENTRANTS 40
- 4.2.2 BARGAINING POWER OF SUPPLIERS 40
- 4.2.3 BARGAINING POWER OF BUYERS 40
- 4.2.4 THREAT OF SUBSTITUTES 41
- 4.2.5 INDUSTRY RIVALRY 41
- 4.3 IMPORT EXPORT SCENARIO 42
- 4.4 CONSUMER BUYING BEHAVIOR 43
- 4.4.1 OVERVIEW 43
- 4.4.2 COMPLEX BUYING BEHAVIOR 43
- 4.4.3 DISSONANCE-REDUCING BUYING BEHAVIOR 44
- 4.4.4 HABITUAL BUYING BEHAVIOR 44
- 4.4.5 VARIETY SEEKING BEHAVIOR 44
- 4.4.6 CONCLUSION 44
- 4.5 BRAND OUTLOOK 45
- 4.5.1 BRAND COMPARATIVE ANALYSIS 45
- 4.5.2 PRODUCT VS. BRAND OVERVIEW 45
- 4.6 BUYER'S TREND 47
- 4.6.1 ERGONOMIC AND HEALTH-CONSCIOUS FURNITURE 47
- 4.6.2 FLEXIBLE AND MODULAR FURNITURE 47
- 4.6.3 EMPHASIS ON SUSTAINABILITY 47
- 4.6.4 INTEGRATION OF TECHNOLOGY 48
- 4.6.5 MODERN AESTHETIC PREFERENCES 48
- 4.7 FACTORS AFFECTING BUYING DECISIONS 49
- 4.7.1 OVERVIEW 49
- 4.7.2 ERGONOMICS AND EMPLOYEE WELL-BEING 49
- 4.7.3 SUSTAINABILITY AND ENVIRONMENTAL IMPACT 49
- 4.7.4 COST AND BUDGET CONSTRAINTS 49
- 4.7.5 AESTHETICS AND BRAND IMAGE 49
- 4.7.6 TECHNOLOGICAL INTEGRATION 49
- 4.8 IMPACT OF ECONOMIC SLOWDOWN ON U.S. OFFICE FURNITURE MARKET 50
- 4.8.1 OVERVIEW 50
- 4.8.1.1 IMPACT ON PRICE 50
- 4.8.1.2 IMPACT ON SUPPLY CHAIN 50
- 4.8.1.3 IMPACT ON SHIPMENT 50
- 4.8.1.4 IMPACT ON STRATEGIC DECISIONS 51
- 4.9 MANUFACTURER TRENDS 52
- 4.9.1 ERGONOMIC DESIGN: 52

#### Scotts International, EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

- 4.9.2 FLEXIBILITY AND MODULARITY: 52
- 4.9.3 SUSTAINABILITY: 52
- 4.9.4 INTEGRATION OF TECHNOLOGY: 52
- 4.9.5 AESTHETIC AND WELLNESS FOCUS: 52
- 4.9.6 REMOTE WORK SOLUTIONS: 52
- 4.10 PRICE TREND ANALYSIS 54
- 4.11 PRODUCT ADOPTION SCENARIO 55
- 4.12 PRODUCTION CAPACITY OVERVIEW 56
- 4.13 RAW MATERIAL TRENDS 57
- 4.14 SUPPLY CHAIN ANALYSIS 58
- 4.15 SUSTAINABILITY INSIGHTS 59
- 4.16 TECHNOLOGY TRENDS 60
- 4.17 VENDOR SELECTION CRITERIA 61
- 4.17.1 QUALITY AND CONSISTENCY OF SUPPLY 61
- 4.17.2 RELIABILITY AND TIMELINESS 61
- 4.17.3 COST COMPETITIVENESS 61
- 4.17.4 TECHNICAL CAPABILITY AND INNOVATION 61
- 4.17.5 REGULATORY COMPLIANCE AND SUSTAINABILITY 61
- 4.17.6 FINANCIAL STABILITY 61
- 4.17.7 CUSTOMER SERVICE AND SUPPORT 62
- **5 REGULATORY TRENDS 63**
- 5.1.1 QUALITY STANDARDS AND CERTIFICATION 63
- 5.1.2 EXPORT CONTROLS AND INTERNATIONAL TRADE 63
- 5.2 INTELLECTUAL PROPERTY RIGHTS (IPR) 63
- 6 MARKET OVERVIEW 67
- 6.1 DRIVER 69
- 6.1.1 INCREASE IN CORPORATE EXPANSION AND ENTREPRENEURIAL VENTURES 69
- 6.1.2 ENHANCING DISTRIBUTION CHANNELS TO BOOST CONSUMER CONVENIENCE 70
- 6.1.3 STRATEGIC INITIATION AND THE DECISIONS TAKEN BY THE LEADING COMPANIES 71
- 6.2 RESTRAINTS 72
- 6.2.1 FLUCTUATION IN THE COST INCURRED BY MANUFACTURERS 72
- 6.2.2 ENVIRONMENTAL REGULATIONS AND SUSTAINABILITY CONCERNS 73
- 6.3 OPPORTUNITIES 74
- 6.3.1 RISING REMOTE AND HYBRID WORK TRENDS 74
- 6.3.2 INCREASING TECHNOLOGICAL INTEGRATION 75
- 6.4 CHALLENGES 76
- 6.4.1 INCREASING E-COMMERCE COMPETITION 76
- 6.4.2 SUPPLY CHAIN DISRUPTIONS 77
- 7 U.S. FURNITURE MARKET, BY PRODUCT 78
- **7.1 OVERVIEW 79**
- 7.2 DESKS 81
- 7.3 FILING CABINETS 82
- 7.4 BOOKCASES 83
- **7.5 UTILITIES 84**
- 7.6 OFFICE DECOR 84
- 7.7 PRESENTATION BOARD 84
- 7.8 SAFE 84

#### Scotts International. EU Vat number: PL 6772247784

- 7.9 OTHERS 84
- 8 U.S. OFFICE FURNITURE MARKET, BY MATERIAL 85
- 8.1 OVERVIEW 86
- 8.2 WOOD 87
- 8.2.1 HARD WOOD 88
- 8.3 METAL 88
- 8.4 PLASTIC 89
- 8.5 LEATHER 89
- 8.6 OTHERS 90
- 9 U.S. OFFICE FURNITURE MARKET, BY PRICE RANGE 91
- 9.1 OVERVIEW 92
- 9.2 ECONOMY 93
- 9.3 MID-RANGE 93
- **9.4 PREMIUM 93**
- 9.5 LUXURY 93
- 10 U.S. OFFICE FURNITURE MARKET, BY END USER 94
- **10.1 OVERVIEW 95**
- 10.2 COMMERCIAL OFFICES 96
- 10.3 SCHOOL AND UNIVERSITIES 96
- 10.4 HOTEL AND RESTAURANTS 96
- 10.5 HOSPITALS 97
- 10.6 RETAIL OUTLETS 97
- 10.7 RESIDENTIAL HOUSES 97
- 10.8 OTHERS 97
- 11 U.S. OFFICE FURNITURE MARKET, BY DISTRIBUTION CHANNEL 98
- 11.1 OVERVIEW 99
- 11.2 RETAIL 100
- 11.5 DIRECT 101
- 12 U.S. OFFICE FURNITURE MARKET: COMPANY LANDSCAPE 102
- 12.1 COMPANY SHARE ANALYSIS: U.S. 102
- 13 SWOT ANALYSIS 103

?

- 14 COMPANY PROFILE 104
- 14.1 STEELCASE INC. 104
- 14.1.1 COMPANY SNAPSHOT 104
- 14.1.2 REVENUE ANALYSIS 104
- 14.1.3 PRODUCT PORTFOLIO 105
- 14.1.4 RECENT DEVELOPMENTS 106
- 14.2 HERMAN MILLER, INC. 107
- 14.2.1 COMPANY SNAPSHOT 107
- 14.2.2 REVENUE ANALYSIS 107
- 14.2.3 PRODUCT PORTFOLIO 108
- 14.2.4 RECENT DEVELOPMENTS 110
- 14.3 HAWORTH, INC. 111
- 14.3.1 COMPANY SNAPSHOT 111
- 14.3.2 PRODUCT PORTFOLIO 111
- 14.3.3 RECENT DEVELOPMENTS 113

## Scotts International. EU Vat number: PL 6772247784

- 14.4 LA-Z-BOY INCORPORATED 114
- 14.4.1 COMPANY SNAPSHOT 114
- 14.4.2 REVENUE ANALYSIS 114
- 14.4.3 PRODUCT PORTFOLIO 115
- 14.4.4 RECENT DEVELOPMENT 116
- 14.5 HUMANSCALE 117
- 14.5.1 COMPANY SNAPSHOT 117
- 14.5.2 PRODUCT PORTFOLIO 117
- 14.5.3 RECENT DEVELOPMENT 119
- 14.6 ACTIU BERBEGAL Y FORMAS S.A. 120
- 14.6.1 COMPANY SNAPSHOT 120
- 14.6.2 PRODUCT PORTFOLIO 120
- 14.6.3 RECENT DEVELOPMENTS 121
- 14.7 AFFORDABLE INTERIOR SYSTEMS, INC. 122
- 14.7.1 COMPANY SNAPSHOT 122
- 14.7.2 PRODUCT PORTFOLIO 122
- 14.7.3 RECENT DEVELOPMENT 124
- 14.8 BERCO DESIGNS. 125
- 14.8.1 COMPANY SNAPSHOT 125
- 14.8.2 PRODUCT PORTFOLIO 125
- 14.8.3 RECENT DEVELOPMENT 129

?

- 14.9 FLEXSTEEL INDUSTRIES, INC. 130
- 14.9.1 COMPANY SNAPSHOT 130
- 14.9.2 REVENUE ANALYSIS 130
- 14.9.3 PRODUCT PORTFOLIO 131
- 14.9.4 RECENT DEVELOPMENT 132
- 14.10 FURSYS INC. 133
- 14.10.1 COMPANY SNAPSHOT 133
- 14.10.2 REVENUE ANALYSIS 133
- 14.10.3 PRODUCT PORTFOLIO 133
- 14.10.4 RECENT DEVELOPMENT 137
- 14.11 GREAT OPENINGS 138
- 14.11.1 COMPANY SNAPSHOT 138
- 14.11.2 PRODUCT PORTFOLIO 138
- 14.11.3 RECENT DEVELOPMENT 141
- 14.12 GROUPE LACASSE 142
- 14.12.1 COMPANY SNAPSHOT 142
- 14.12.2 PRODUCT PORTFOLIO 142
- 14.12.3 RECENT DEVELOPMENT 145
- 14.13 HNI CORP. 146
- 14.13.1 COMPANY SNAPSHOT 146
- 14.13.2 REVENUE ANALYSIS 146
- 14.13.3 PRODUCT PORTFOLIO 147
- 14.13.4 RECENT DEVELOPMENTS 153
- 14.14 HOOKER FURNISHINGS 154
- 14.14.1 COMPANY SNAPSHOT 154

Scotts International. EU Vat number: PL 6772247784

- 14.14.2 REVENUE ANALYSIS 154
- 14.14.3 PRODUCT PORTFOLIO 155
- 14.14.4 RECENT DEVELOPMENTS 158
- 14.15 HOWE-MOVING DESIGN 159
- 14.15.1 COMPANY SNAPSHOT 159
- 14.15.2 PRODUCT PORTFOLIO 159
- 14.15.3 RECENT DEVELOPMENT 164
- 14.16 INTER IKEA SYSTEMS B.V. 165
- 14.16.1 COMPANY SNAPSHOT 165
- 14.16.2 PRODUCT PORTFOLIO 165
- 14.16.3 RECENT DEVELOPMENT 167
- 14.17 ITOKI CORPORATION 168
- 14.17.1 COMPANY SNAPSHOT 168
- 14.17.2 REVENUE ANALYSIS 168
- 14.17.3 PRODUCT PORTFOLIO 169
- 14.17.4 RECENT DEVELOPMENT 170
- 14.18 JASPER GROUP 171
- 14.18.1 COMPANY SNAPSHOT 171
- 14.18.2 PRODUCT PORTFOLIO 171
- 14.18.3 RECENT DEVELOPMENT 173
- 14.19 KI 174
- 14.19.1 COMPANY SNAPSHOT 174
- 14.19.2 PRODUCT PORTFOLIO 174
- 14.19.3 RECENT DEVELOPMENT 177
- 14.20 KIMBALL INTERNATIONAL, INC. 178
- 14.20.1 COMPANY SNAPSHOT 178
- 14.20.2 PRODUCT PORTFOLIO 178
- 14.20.3 RECENT DEVELOPMENTS 181
- 14.21 KINNARPS AB 183
- 14.21.1 COMPANY SNAPSHOT 183
- 14.21.2 PRODUCT PORTFOLIO 184
- 14.21.3 RECENT DEVELOPMENT 184
- 14.22 OFS 185
- 14.22.1 COMPANY SNAPSHOT 185
- 14.22.2 PRODUCT PORTFOLIO 185
- 14.22.3 RECENT DEVELOPMENTS 186
- 14.23 OKAMURA CORPORATION 187
- 14.23.1 COMPANY SNAPSHOT 187
- 14.23.2 REVENUE ANALYSIS 187
- 14.23.3 PRODUCT PORTFOLIO 188
- 14.23.4 RECENT DEVELOPMENTS 191
- 14.24 TEKNION CORPORATION 192
- 14.24.1 COMPANY SNAPSHOT 192
- 14.24.2 PRODUCT PORTFOLIO 192
- 14.24.3 RECENT DEVELOPMENTS 196
- 14.25 TRENDWAY CORPORATION 197
- 14.25.1 COMPANY SNAPSHOT 197

#### Scotts International. EU Vat number: PL 6772247784

14.25.2 PRODUCT PORTFOLIO 197

14.25.3 RECENT DEVELOPMENT 202

14.26 UCHIDA YOKO GLOBAL LIMITED/ UCHIDA YOKO GLOBAL CO., LTD. 203

14.26.1 COMPANY SNAPSHOT 203

14.26.2 PRODUCT PORTFOLIO 203

14.26.3 RECENT DEVELOPMENT 203

?

14.27 UPLIFT DESK 204

14.27.1 COMPANY SNAPSHOT 204

14.27.2 PRODUCT PORTFOLIO 204

14.27.3 RECENT DEVELOPMENT 205

14.28 VIRCO INC. 206

14.28.1 COMPANY SNAPSHOT 206

14.28.2 REVENUE ANALYSIS 206

14.28.3 PRODUCT PORTFOLIO 207

14.28.4 RECENT DEVELOPMENT 207

14.29 WILKHAHN WILKENING+HAHNE GMBH+CO. KG 208

14.29.1 COMPANY SNAPSHOT 208

14.29.2 PRODUCT PORTFOLIO 208

14.29.3 RECENT DEVELOPMENT 209

15 QUESTIONNAIRE 210

16 RELATED REPORTS 213



☐ - Print this form

To place an Order with Scotts International:

# **U.S. Office Furniture Market**

Market Report | 2024-09-01 | 213 pages | Data Bridge Market Research

<ul><li>Complete the r</li></ul>	elevant blank fields and sign			
<ul> <li>Send as a scanned email to support@scotts-international.com</li> </ul>				
ORDER FORM:				
Select license	License			Price
	Single User License			\$2000.00
Corporate Users License			\$2500.00	
			VAT	
			Total	
	ant license option. For any questions pl at 23% for Polish based companies, indi			
Email*		Phone*		
First Name*		Last Name*		
Job title*				
Company Name*	EU Vat / Tax ID / NIP number*			
Address*		City*		
Zip Code*		Country*		
		Date	2025-05-10	
		Signature		