

HP bedding exhibitors see stronger year for mattresses

BY DAVID PERRY

HIGH POINT — Hopes are rising for a solid year of growth in the mattress industry, according to bedding exhibitors showing here.

On the eve of the market, the International Sleep Products Assn. issued a new forecast for business this year that envisions significantly stronger growth than had been forecast last fall. ISPA cited a strengthening economy, a robust housing recovery and accelerating consumption growth as factors for its new growth forecast for business this year, and into next year.

Reacting to that forecast, bedding executives showing at the recent High Point Market said they see nice increases in their business so far this year, fueled by expanding distribution and good retail acceptance of their new product lines, which include hybrids, sleep accessories and flagship bedding lines.

Furniture/Today posed this question to the bedding execs: ISPA recently boosted its forecast for business this year to a 4% increase in units and a 6.5% increase in the dollar value of bedding shipments. What have you seen so far this year that makes you more optimistic about business prospects this year?

Here are their answers:



Robert Naboichek

Robert Naboichek, president, Gold Bond Mattress: “I think ISPA was rightfully conservative with their earlier projections for 2015. There were many unknowns that are now more clearly apparent. Interest rates are still at record lows and with inflation a non-issue there is no urgency to raise rates.

“Energy costs as well as gasoline are also significantly below the levels of one and two years ago. Employment continues to improve as well as home sales. Consumer spending and consumer confidence are very visible in record auto sales. All of this bodes well for a stronger 2015 for all home furnishings, especially mattresses.”