



16 October 2019



**SENT TO LSU AGCENTER/LOUISIANA FOREST PRODUCTS DEVELOPMENT CENTER - FOREST SECTOR / FORESTY PRODUCTS INTEREST GROUP**

# Furnishings Digest Newsletter

October 2019

Reading Time

29 minutes

Mann, Armistead & Epperson, Ltd. is pleased to release the latest monthly edition of its Furnishings Digest Newsletter. We trust that you will find it helpful and informative.

[Download the October 2019 Market Newsletter](#)

## In this issue

### Key Points

See you in High Point---You MUST be there with everything that is going on.

Don't miss the Hall of Fame banquet on Sunday night, the 20th!

Come talk with me on Sunday morning at 9am at the HFA Resource Center.

A BOLD PREDICTION: A trade agreement with China will be signed THIS YEAR! (but it may not be the agreement President Trump hoped for)

The pain from the tariffs will continue even with an agreement.....don't ask.

A recession coming? No. With a trade agreement? Absolutely not.

Bold new sales categories? Accessory and décor, side chairs, massage chairs, power motion and roll top desks are rocking retail. Roll-top desks??

What has wheels and can be financed over SEVEN years?

Internet furniture retailing.....making \$?? Making gains? Yes

The future of home furnishings: Don't wait until 2034

## Additional Research

Mann, Armistead & Epperson, Ltd. publishes numerous in-depth studies throughout the year that are available individually or by annual subscription, including but not limited to:



16 October 2019



**SENT TO LSU AGCENTER/LOUISIANA FOREST PRODUCTS DEVELOPMENT CENTER - FOREST SECTOR / FORESTY PRODUCTS INTEREST GROUP**

<u>Publication</u>	<u>Frequency</u>
5-Year Economic Forecast	Twice annually
Import Study	Annually
Distribution Study	Every two years
Price Point Study	Every five years

Annual subscriptions to the Collection of research publications listed above, in addition to numerous special studies throughout the year, can be purchased for \$1,000.

**About the Furnishings Digest Newsletter**

Driven by founding partner Jerry Epperson's respected insight and long-term commitment to the furniture and mattress industries, Mann, Armistead & Epperson, Ltd. publishes the monthly Furnishings Digest Newsletter in addition to various manufacturing, retail, distribution, strategy and demographic reports that are available individually or by annual subscription. We are proud to note that this monthly publication has been in constant production by Jerry Epperson and his staff since 1974.

**About Mann, Armistead & Epperson, Ltd.**

Mann, Armistead & Epperson, Ltd. is a boutique investment banking firm offering a wide range of corporate finance, research and advisory services focused on mergers and acquisitions, divestures, capital formation, restructuring and strategic planning. Our firm also offers business valuations, fairness opinions, expert witness and litigation support services along with exclusive industry data. Clients deal directly with the founding partners, who bring to the table over 100 years of aggregate investment banking experience.

**James M. Mann**  
Managing Director  
(804) 644-1200  
[jmm@maeltd.com](mailto:jmm@maeltd.com)

**W. Howard Armistead**  
Managing Director  
(804) 644-1200  
[wha@maeltd.com](mailto:wha@maeltd.com)

**Wallace W. "Jerry" Epperson, Jr.**  
Managing Director  
(804) 644-1200  
[wwe@maeltd.com](mailto:wwe@maeltd.com)

-----  
Richard P. Vlosky, Ph.D.  
*Director, Louisiana Forest Products Development Center*  
*Crosby Land & Resources Endowed Professor of Forest Sector Business Development*  
Room 227, School of Renewable Natural Resources  
Louisiana State University, Baton Rouge, LA 70803  
Phone (office): (225) 578-4527; Fax: (225) 578-4251; Mobile Phone: (225) 223-1931  
Web Site: [www.LFPDC.lsu.edu](http://www.LFPDC.lsu.edu)

