

9 - 12 March 2019

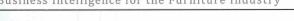
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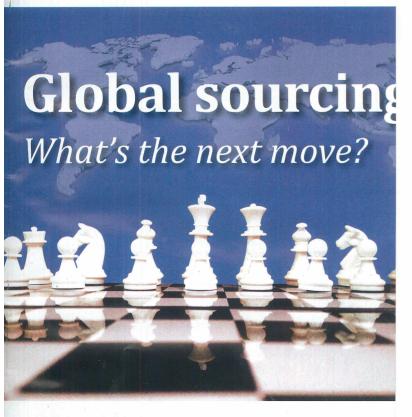
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- Domestic manufacturers set up to absorb increased demand in light of tariffs . . . 20
- Retailer Q&A: How has the tariff situation impacted your global sourcing strategy? . . 26

IGH POINT — The recent imposition of tar on finished furniture and furniture com nents from China is having one of the bigg impacts on international sourcing since the antidu ing duties placed on Chinese-made wooden bedro furniture more than 15 years ago.

Now, wood and upholstery resources that h imported a significant part of their mix from China starting to shift production to other nearby countrie

However, a 10% tariff on finished goods and co ponents that went into effect Sept. 24 is not the is moving the needle on sourcing. Instead, it's a propo 25% tariff proposed to go into effect Jan. 1.

Few, if any, are waiting to see if this materialize they strategize to avoid the consequences of taking action. Not acting could place them in jeopardy of los key accounts to sources with production in competi countries like Malaysia, Vietnam, India and Indones Asia and Mexico and Brazil in the western hemisph

Malaysia largely competes on the promotional lower-middle price points of both wood and up stery, while Vietnam, India and Indonesia can ra from the middle to the upper end largely in case go Brazil and Mexico also can vary widely, offering a of promotional to upper-end wood and upholstery pending on the mix of raw materials and construct



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