

WINTER

2019

THE
Bedding
PREVIEW




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WINTER

2019

Eastern Accents

THE Bedding PREVIEW

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INTERNATIONAL
MARKET CENTERS

BOTTOM LINE BLACK: BEDDING IS BIG BUSINESS



Ergomotion



Eastern Accents

Leggett & Platt



Consumers want a good night's sleep, and mattress suppliers have responded with an often surprising mix of technology, fabrics and forms. Motion bedding is coming on strong as the latest must-have, bringing family-room functionality into the bedroom. Cooling gel features add another layer of comfort — and sales potential — to the bedding equation, offering retailers a mattress mix that can take the bottom line from red to black.

- Las Vegas Market is THE national bedding market, offering access to all of the top producers on one easy-to-shop campus.
- More than 50 bedding showrooms provide a test-and-try, first-hand look at the latest bedding and sleep products.
- Sleep pillows with cooling, aromatherapy and comfort technologies are a profitable add-on to bedding departments at retail.
- Top-of-bed/soft goods increase sales potential at retail by creating a one-stop-shop for a new bedroom.

Continue the Sleep Journey at LVMKT.com/bed for a complete listing of Mattress, Bedding and Bedding Product sources.



Leggett & Platt



Classic Home



BEDGEAR Performance Bedding



Vispring



“ WE ATTEND TO GET NEW IDEAS, TO SEE NEW PRODUCT, AND FOR PARTNERSHIP BUILDING. WE FOUND NEW PRODUCT, SPECIFICALLY PROMOTIONAL BEDROOM, STATIONARY LEATHER, BLACK FRIDAY IDEAS, LOTS OF NEW PRODUCT TO KEEP ME ON TRACK. ”

— Joel Huseby, Becker Furniture World, Beyond Top 100 Furniture Store, Becker MN



Greenington LLC



Orchids Lux Home



Beautyrest



**BEDDING BYLINE:
DAVE PERRY,
FURNITURE TODAY**

Furniture Today's David Perry has been covering the mattress industry for the better part of 30 years. As the industry gets ready for the big bedding market that unfolds in Las Vegas each January, he answers some of our questions about what the industry can expect in 2019.



Amity Home

What is your outlook for the January bedding market?

Perry: "In a word, busy. The January market is the springboard for the industry's major introductions, and every major producer launches its new flagship lines there as the new year begins.

"There are more than 100 bedding producers and sleep accessories producers showing in Las Vegas, making it the strongest bedding market that I've ever covered. The energy at that market is incredible."

What trends do you expect to see in Las Vegas?

Perry: "New premium bedding lines will be rolled out by bedding's majors. Look for more hybrids, and plenty of adjustable base-friendly mattress designs, plus new adjustable bases. Cooler-sleeping mattress and sleep accessory products will be everywhere. And you can expect to see some fashion-forward looks, too."

What kind of year should the bedding industry have in 2019?

Perry: "The industry is unsettled, which makes predictions more challenging than usual. The domestic bedding industry has been in a slump, with Chinese mattress imports soaring, but tariffs and talk of major Chinese mattress dumping duties could spark a big swing away from China. Domestic bedding producers would benefit, but other countries, like Vietnam and Mexico, could expect to see big increases in their shipments to the U.S."

What are you watching for in 2019?

"I'm anxious to see how brick-and-mortar retailers step up their efforts to provide better customer experiences. The bedding e-tailers have given the industry a wake up call. Will the brick-and-mortar retailers respond?"

BEDDING

Exhibitors

For brands connecting to retailers, there is no substitute for Las Vegas Market — the center of the bedding universe. Buyers worldwide flock to the Las Vegas campus where they can shop showrooms from leading mattress, bedding and top-of-bed producers.

3D flo.....	C1565	Bed In A Box	B950	CordaRoy's.....	A1038	Ergomotion.....	B962
3Decor LLC.....	P2-8035	Bed Tech.....	A952	Corsicana Mattress Company/ Corsicana Bedding, LLC.....	B1300	Evergreen Enterprises	C976
A Diamond Production inc.....	C1565	Bedding Technology Industries... C1565		County Road.....	C538F	Evolution Collection	B965
A-America.....	A553	BEDGEAR Performance Bedding.....	B1100	Cozy Nomad	C538A	Extreme Bed Frame.....	C1428
Accent Touch.....	P2-6003	Bella Esprit by US Tamex Corp....	B1218	Craft-Lock Bed Frame	C1428	F. Scott Fitzgerald Bedding Collections.....	B880
Acme Furniture Industry, Inc.	C1401, C1440	Bespoke by Marshall@	B922	Crayola Bedding Collections.....	B880	Faceplant Dreams	C839
Adjustable Bed Protection Programs.....	C1566	Bio Sleep Concept, Inc.....	C1565	Crown Linen Designs.....	C524D	Fibre by Auskin.....	C524C
AICO/Michael Amini	C1696, C1601	BioPEDIC.....	C1572	Customatic Technologies	C1428	Filling Spaces.....	P2-5006
Amalia Home Collection	P2-5001	Blomus / SKS USA	P1-4030	Cypress Home	C976	Flash Furniture.....	B1200
American Furniture Alliance, Inc.	B250-10	Blu Sleep Products	B960	D.L. Rhein	C1055	Formula Threads	B950
American National Mfg.	C1552	Boyd Sleep	B901	Danican.....	C1565	Four Hands.....	A140
American Sleep	B965	Brooklyn Bedding.....	A735	Dash & Albert Rugs.....	C354	FRiO Mattress & Pillow Protectors.....	C1585, C1595
Americanstar, LLC.....	B1122, B975	Bucky	C1012	de Medici Fine Linen	A130	Furniture First Buying Group.....	B530
AmeriGel Collection.....	B965	C & F Enterprises.....	C701	Decor Fifty-Five	A420	Furniture For Life.....	A504
Amigos de Hoy.....	P2-6017	CabinetBed Inc.....	B220-12	Decorum Home.....	C458B	Furniture of America.....	B1168
Amity Home	C596E	Canaan Company.....	A313	Delta	A738	Gaucho Sheep & Leather Products, Inc.....	B201-01
April Cornell	C636, C701	Caro Home	C507	Delta Children's Product.....	A738	GHCG Co., Ltd.....	P2-6049
Arason Enterprises, Inc.....	C1565	carol & frank	C701	Diakon Logistics	B1050	Glideaway Sleep Products.....	C1537
Arcadia Home.....	C10-106	Carpenter Co.....	C1575	Diamond Mattress	B950	Global Views.....	A153
Arcusbeds Natural & Organic Mattresses	C1565	Carstens.....	C824	Donco Trading Company	A930	Good Company Wares.....	P1-4010
Aria Designs, llc.....	A1019	Celerie Kemble.....	A130	Donny Osmond Home	B355	Gotcha Covered, INC.....	C1578
Art Hide and Amigos de Hoy....	P2-6017	Celliant Mattress & Pillow Protectors.....	C1585, C1595	Dormeo N.A.	B980	GRACE by Catherine Sullivan.....	C1039
Ashley Furniture ...	B1460, B1420, B1500	Cheers / Man-Wah (USA).....	B500	Dovetail Furniture and Designs....	B159	Grand Rapids Bedding.....	C1565
Ashley Furniture - TSI	B1470	Classic Brands.....	B970	DOWNIA Luxury duvets and pillows	C1565	Gruppo Buoninfante USA.....	C1576
aspenhome.....	B801	Classic Home.....	C309	DOWNLITE.....	C1574	Guardsman.....	B1050
Atenti.....	P1-3043	Classico	C1532	Downtown Company...C591, C598, C572		Hampton Hill	B448
Auskin USA.....	C524C	Coaster Company of America	C1621, C1612	Dreamfit.....	C1544	Hand Loomed Cotton Heirlooms.....	C10-106
Avasa Home	C524B	COCO-MAT.....	B908	DreamSmart	C1572	Handley Drive.....	C354
Aximon Sleep Products (Rest-Medic).....	C1565	CODARUS	C354	DreamWeavers Incorporated.....	B1480	Harbor House	B448
Baltica Natural Products, LLC.....	C1565	Collectivus Co.	P2-6044	Dreamzy Mattress.....	C1565	HARP & FINIAL.....	A352
Banyan Designs Limited.....	C456	Comfort Revolution	C1496	E.S. Kluff & Company.....	C1501	Hatteras Hammocks	C1379
Barclay Butera.....	A130	Comfort Supply Company by CULP.....	C1565	Earth View Inc.....	P1-1085	Heirloom Collection	C10-106
Bashian	B300	Cool Pointe.....	C1565	Eastern Accents.....	A130	Heritage Copper Latex.....	B965
Beautyrest.....	B1440, A514, A525	Coolist Sleep Technology.....	C1565	Eastman House Mattress.....	B1118	Heritage Lace, Inc.	C10-118
				Echo Design	B448	HGTV.....	A953
				Eclipse International	B1118	HiEnd Accents	B102
				Electropedic	C1565	Hollywood Bed & Spring Mfg.	B906
				Elements premium sheet sets.....	C1585, C1595	Home Texco	B355
				ELISABETH YORK.....	C701	Homey Mattress	C1583
				Elite Home Fashions.....	C524F	Honey and Me, Inc.	C739
				Elizabeth Olwen	C1055	House of Cindy Inc.....	P2-5099
				Englander	B965	I Love My Pillow.....	C1565
				Englander Sleep Products LLC	C1596	Imagine Design	C1191
				Enso Sleep Systems.....	A801	iMattress Mattresses.....	A538, A535
				Ergo Pedic Sleep Systems.....	A540	In2Green LLC	P2-5014
				ERGOLife.....	C1565	India Handicrafts	C839
						Indus Heritage Trust	P1-1039, P1-1038



INK+IVY.....	B448	My Favorite Things.....	C839
Innerspace Luxury Products.....	C1565	My House.....	C636
Innova Sleep Systems, Inc.....	B975	Nature Protect/SilverTech Ag4x.....	C1565
Inspired Peru, LLC.....	P1-1009	NCFI Polyurethanes.....	C1565
Insta-Lock Bed Frame.....	C1428	New Creative.....	C976
IntelliBED.....	B926	Niche.....	A130
Ionic Sleep Systems.....	B965	O.W. Lee Co.....	C1301
iSense Sleep.....	A938	Oddello Industries, LLC.....	B958
Isolus Mattress Toppers.....	C1540	Ohio Wholesale.....	C786
Istikbal.....	B725	Orchids Lux Home....	C591, C598, C572
Ivena International.....	B130	Organic Mattresses, Inc. (OMI).....	C1507, C1515
JLA Home - Ollix.com.....	B448	Organicpedic by OMI.....	C1507, C1515
Joanne & Company.....	C839	Organicpedic Earth by OMI.....	C1507, C1515
Johanna Howard Home.....	P2-5005	ORTHEX.....	C1565
Jordan Manufacturing Company...	C1232	Outpost Original Inc.....	C580
JP Products, LLC.....	C1565	OutWest Products.....	P2-5170
Kabir Impex Private Limited.....	P2-6054	OW Lee Company.....	C1301
Karma Living, Inc.....	C555	OXBAY.....	C891
Kaross.....	C1093	Palmping Organic Coconut Mattress.....	C1565
Kate Nelligan.....	C1055	Park Designs.....	C675, C691
Kaypee Soh Textiles & Pillows.....	C301	Pauli Jamsen Designer Beds.....	B930
Kinfine USA Inc.....	A804	Peking Handicraft, Inc.....	C1055
King Koil.....	A538, A535	Peninsula Home Collection Co.....	C591, C598, C572
Kingdom Enterprises Inc.....	A814	Pestem.....	C1039
Kingsdown, Incorporated.....	C1588	Pine Cone Hill.....	C354
Kittrich Corporation.....	A900	PoloGear Bedding Collections.....	B880
Klaussner Home Furnishings.....	A801	Positive Posture.....	A504
Knickerbocker Bed Co Inc.....	C1595	PranaSleep.....	C1564
Lagoon Concept.....	C1268	Primo International.....	C1412
Laura Ashley Mattresses.....	A538, A535	Privilege International.....	A420
Learning Linens.....	B880	Protect All/Healthy Sleep by GBS Enterprises.....	C1566
Levitation Labs.....	B956	Protect-A-Bed.....	B900
Liberty Series.....	C1529	Pure Talalay Bliss.....	B945
Lili Alessandra.....	C354	PureCare.....	C1585, C1595
Little Birdie.....	P2-7005	Queen Of My Heart.....	P2-5123
LOGICDATA.....	B954	Rachel Kate.....	B355
Lucas-Hill Art & Design.....	C1112NN	Rally.....	B950
Lumily.....	P1-1001	Rapee.....	C301
M. B. & G. Marketing.....	A536, A540	Remarkable Pillow/Wallaby Foam/TMI Molded Foam Tech.....	C1565
Madison Park.....	B448	ReST.....	C1552
Magniflex.....	C1532	REST by OMI.....	C1507, C1515
Magnistretch.....	C1532	Restonic Mattress Corporation.....	A853
Malouf.....	C1540	Restonic Top of Bed.....	C1572
Mantua Mfg. Co.....	C1428	Reverie.....	B925
Marshall Mattress.....	B922	Revolution Plus Bedding Collections.....	B880
MBARE, LTD.....	C1093	Rize Adjustable Beds.....	C1428
MDBG.....	C591, C598, C572	RizKidz.....	B355
Melrose International.....	C938, C932	Rizzy Home.....	B355
Mercana Furniture & Decor.....	B316	Royal Heritage Covers.....	C1565
Michael Amini.....	C1696, C1601, C112	Safavieh, Inc.....	A101
Mina Victory Home Accents.....	C112	Sagebrook Home.....	A427
Miss Mavis Funhouse.....	C1064	Saro.....	C499
MLily USA.....	B912	Savvy Rest, Inc.....	C1554
Moda Dora - Bianci Group.....	C591, C598, C572	Sealy.....	C1496
Modway Furniture.....	B722	Sealy Sofa Convertibles.....	B1028
Montage Furniture Services.....	B1050		
Moss Studio.....	C354		
MotoSleep.....	B1480		
Muse Home Inc.....	B858		

Select-A-Matt Systems.....	C1565	Talalay Global.....	B945
SensorGel.....	C1572	TC Home.....	A904
SensorPEDIC.....	C1572	Technogel.....	C1584
Serta International.....	A701	Technogel Sleeping Original Collection.....	C1584
ServeCo.....	A939	Technogel Sleeping VIVE.....	C1584
SHEEX.....	A750	Tempur Sealy International Inc.....	C1496, C1524, C1512
Shifman Mattress Company.....	C1554	Tempur-Pedic.....	C1512
Shop Golden Pineapple.....	P2-6105	TFS Honest Sleep Collection.....	C1565
Signare USA.....	C1191	The Futon Shop.....	C1565
SIGNATURE Series of Adjustable Friendly Hybrids....	C1529	The Global Trunk.....	P1-1019
Signature Sleep.....	C1565	The Pillow Bar.....	C596C
Simply Southern.....	B355	Therapedic International.....	B946
Siscovers.....	B880	Thermobalance.....	B965
Siscovers Bedding Collections.....	B880	Thom Felicia.....	A130
Sleep & Beyond.....	C1565	Timeless by Design.....	C786
Sleep In Motion.....	C1565	TK Classics.....	C13-0401
Sleep Research Technologies.....	C1565	Tommy Bahama Mattresses.....	B946
Sleep Tite Mattress Protectors....	C1540	Top of Bed Products.....	C1566
Sleep-Ezz.....	C1565	Torre & Tagus.....	C156
Sleepmaker® Harmony Collection...	B922	Toscana.....	C1532
Sleepmaker® Luxury Collection.....	B922	Traditions Linens.....	C354
Sleepmaker® Portfolio Collection....	B922	TribalHome.....	P2-5018
Smartwerks, Inc.....	C1565	Tufan Rugs.....	A330
Soft-Tex International.....	C1572	Two Can Art.....	C701
Sophie Allport.....	C1039	U.S. Sleep Products, Inc.....	C1565
South Bay International.....	B966	uKnead Massage Chair.....	C1565
Southerland.....	B965	Ultra Comfort America.....	C1565
Southwest Looms.....	B201-25, B201-29	UMA Home Decor.....	C420, C444
Spaldin Sleep Systems Inc.....	C1568	Unipak Designs Corp.....	C984
Specialty Sleep Association.....	C1565	Uniters North America, LLC.....	B628
Spitfire Girl.....	C159	Violino Limited.....	B870
Splendid Iris.....	C839	Virtuoso.....	C1532
Spring Air International LLC.....	B1126	ViscoSoft.....	A940
Square Feathers.....	C354	Vispring.....	C1562
Stearns & Foster.....	C1524	Viverano.....	P1-4110
STORIS.....	B1050	W. Silver Products.....	C1565
Structures Bed Frames.....	C1540	Watson & Co.....	C503
Studio A Home - A Global Views Company.....	A153, A154	Williamsburg.....	C701
Sullivan, Inc.....	C966	Wolf Mattress Company.....	A1009
Summer Classics.....	C1396	Wooded River, Inc.....	A347
Summerset Casual.....	C13-1304	World Extended Life Mattresses.....	A538, A535
Supernal Recliner Beds.....	C1565	World Luxury Intimate Mattresses.....	A538, A535
Supremo.....	C1532	World Luxury Mattresses.....	A538, A535
Suzanne Nicoll.....	C1055	Woven Bed Linens.....	C1540
Swahili Imports.....	C1067	XSENSOR Technology Corporation.....	C1579
Sweet Gumball Inc.....	P1-3012	Young's Inc.....	C665
Sweetwater Trading Company ..	P2-6024	Z Pillows.....	C1540
Swiss Bliss Mattress Co.....	C1565		
SwissLux.....	C1572		
Symbol Mattress.....	C1529		



Pillow Bar

PRODUCT PREVIEW



Glideaway Sleep Products C1537

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Legget & Platt B1326, B1311



Alpine Furniture A500

Orchids Lux Home C572



Avasa Home C524B



BEDDING PRODUCT FOCUS



Legget & Platt B1326, B1311



Avasa Home C524B

CDI Furniture B100



Classic Home C309



BEDDING PRODUCT FOCUS

New products, shopper-focused discoveries promise game-changing Market for Tempur Sealy retailers.



That the consumer landscape is in a state of flux is no secret. Having a clear road map to success in this new territory is the goal of every retailer. Which is why, over the past two years, Tempur Sealy has invested countless hours and resources to help its retail partners understand this evolving consumer — her mindset, where she buys and how she buys.

“We surveyed more than 15,000 consumers, posed hundreds of questions and reviewed some 20 million data points to better understand the long, complicated journey that is the mattress purchase,” said Tempur Sealy’s Rick Anderson, Executive Vice-President and President, North America. “The short conclusion from our exhaustive study is that today’s mattress shopper is more empowered, and the mattress conversation is happening in places it never has before. To stay relevant and win with today’s consumer, retail has to change.”

To help its retailers address this reality, Tempur Sealy developed Retail Edge, shopper-focused solutions that deliver a connected and personalized experience across all phases of the purchase journey.

Many retailers will get their first exposure to Retail Edge at Las Vegas Market. Tempur Sealy sales reps will work with their retailer partners on a 360-degree health check, and provide insights and solutions in a number of key consumer touch points: Digital, advertising, in-store, connectivity, product assortment and RSA training.

Leveraging these tactical solutions, Tempur Sealy retailers will enjoy a distinct advantage throughout all phases of the consumer’s purchase journey; an advantage further enhanced as the company’s brands add new products and innovations to their market-leading assortments.

The exceptional materials and unparalleled craftsmanship that distinguish Stearns & Foster gain additional technical enhancements in 2019 that reaffirm the brand’s position as the finest beds made. Look for all-new and exclusive coil technologies, proprietary and exclusive memory foam engineered by Tempur-Pedic, and all-new, natural cooling system touching each of the brand’s four collections:

- The Estate Collection — classic mattresses handcrafted to fit your style.
- The Lux Estate Collection — the bed that takes indulgent comfort to the next level.
- The Lux Estate Hybrid Collection — providing the comfort of a hybrid, the Stearns & Foster way.
- The Reserve Collection — the legendary mattress that’s hand-layered for luxury.

Sixty-two percent of U.S. bedrooms have a hot sleeper and Tempur-Pedic is committed to continuously improving its technologies to deliver industry-leading cooling solutions.

Debuting at Market, Tempur-Pedic’s new Tempur-breeze delivers by sleeping eight degrees cooler than the company’s ProAdapt mattress. The line is totally redesigned from cover to core. Featuring a 4X integrated cooling system — SMARTCLIMATE Dual Cover System, PureCool+ Technology, TEMPUR-CM+ material and Ventilated TEMPUR-APR material — Tempur-Pedic’s LUXE breeze mattress is also the first mattress to provide cooling all night long.

Add a new breeze Pillow Collection to this exciting introduction. A dual core and patented dual-sided gel comprise the inside of the new pillows while the outside includes the SMARTCLIMATE cover that is cool to the touch, zip-off and washable — all essential product attributes for today’s consumer.





No matter how the consumer's tastes or buying triggers change, the one constant on which retailers can rely is that Tempur Sealy will be out in front leading with product and consumer insights to help them succeed. "Tempur Sealy offers strong global brands serving all price points and omni-channel distribution balanced between wholesale and direct-to-consumer," Anderson said. "Our brands complement and fully cover the market."

Tempur Sealy exhibits in Showrooms C1496, C1524 and C1512.



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EXHIBITING COMPANIES

- Arason Enterprises, Inc.
- Aximon Sleep Products / Rest Med
- Baltica Natural Products / IVO
- Bedding Technology Industries
- Bio Sleep Concept, Inc
- Coolist Sleep Technology
- Danican
- Dreamzy Mattress
- Electropedic
- ERGOlife
- Grand Rapids Bedding
- I Love My Pillow
- Innerspace Luxury Products
- JP Products, LLC
- NCFI Poyurethanes
- Orthex Canada
- Palm Pring Coconut Mattresses
- Remarkable Pillows / TMI
- Royal Heritage Futon Covers
- Select-A-Matt Systems
- Signature Sleep
- Sleep and Beyond
- Sleep Research Technologies
- SmartWerks / Tyler Net, Inc
- Swiss Bliss Mattress
- U.S. Sleep Products
- TFS Honest Sleep / The Futon Shop
- uKnead Massage Chairs
- Ultra Comfort America
- W. Silver Products

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