ISPA’s Mission

Lead and Advance the Interests of the Sleep Products Industry

It’s been another busy year at ISPA as we continued to deliver value and develop new opportunities that support the growth and prosperity of your company and the sleep products industry.

This spring, we hosted another successful ISPA EXPO in Charlotte, North Carolina featuring a record-setting 264 exhibitors. Sleep products professionals from around the world explored the latest advancements in machinery, components, services and technology, while collaborating and networking. ISPA EXPO once again upheld its reputation of being the largest trade show in the world dedicated exclusively to the mattress industry. Thank you to the exhibitors who made this ISPA EXPO such a success and to all of you who attended this important exhibition.

Our Commitment 2018 - 2019

Thank you to the ISPA Board of Trustees, our committees, councils and all our loyal members. Your dedication, financial support and involvement make it possible for ISPA to fulfill our mission to lead and advance the interests of the sleep products industry.

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Getting Your Company Noticed

The Business Journal for the Sleep Products Industry

Putting the Focus on Retailer Education

BedTimes magazine is a decade-old resource for bedding retailers, retail sales associates and anyone in the sleep products industry who want to expand sales by improving product knowledge and presentation, as well as to enhance the consumer-shopping experience. Distributed in print and digital formats, the practical how-to publication offers features to improve sales, understanding of key product categories and improve best practices on the sales floor and in the business office.

Today’s consumers are looking for so much more in their sleep products. In fact, many research studies and surveys indicate that most consumers want to expand sales of the bedding products they purchase.

In this brochure, you’ll read about many other actions ISPA takes on your behalf — from innovative ways to develop and publish sleep industry intelligence — to the Better Sleep Council’s work to increase awareness about how a quality mattress provides a good night’s sleep.

Your trade association also received recognition outside our industry for your BedTimes magazine, the bedding industry’s own business journal, recently won a gold prize and honorable mention at the 2018 Folio Show in New York. The well-known event recognizes the very best in magazine editorial and design. Be sure to read our copy each month for the latest industry news and in-depth features that can help grow your business.

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ISPA's Strategic Goals – Focusing on the Future

**Data and Knowledge**
- ISPA will cultivate intelligence essential to industry success.

**The Consumer**
- ISPA will enhance the industry’s understanding and responsiveness to consumer trends and needs.

**Advocacy**
- ISPA will proactively shape legislation and regulations affecting the industry.

**Organizational Health**
- ISPA will be the home for collaborative industry interaction.

**Inclusion**
- ISPA will be the home for members committed to diversity.

**ISPA’s Vision**

- ISPA is the leading association for the sleep products industry.
- ISPA serves as a resource for members;
- ISPA leads the way in setting the standards for the industry;
- ISPA speaks with a collective voice;
- ISPA is a learning organization.

**ISPA’s Mission**

- ISPA’s mission is to lead and advance the interests of the sleep products industry.
- In fulfilling our mission, ISPA will:
  - Define a vision for the future of the sleep products industry;
  - Serve as the industry’s respected voice;
  - Be the champion of the consumer;
  - Empower the industry;
  - Elevate the status of the industry;
  - Ensure the continued growth and prosperity of the industry;
  - Advocate on behalf of the industry;
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**ISPA’s Strategic Goals**

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Up next is the ISPA Industry Conference, March 13-14, 2019 in St. Petersburg, Florida. I invite you to engage with the many peers and thought leaders from across the bedding community that will participate in this popular event.

2018 was also a busy year for advocacy. For example, ISPA advocated successfully against legislation in California that sought to ban all flame-retardant chemicals from mattresses — an example, ISPA defeated excessively broad legislation in California that sought to ban all flame-retardant chemicals from mattresses — and in so doing, would have prohibited the sale of new mattresses in the state. ISPA also fought to remove a federal product liability rule and other issues that affect your businesses. Members can count on ISPA to vigorously defend your interests before legislators, regulators and other policy makers.

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Throughout, our staff, board and volunteers are our most valued assets. Their commitment, knowledge and skill are the foundation for our success.

Ryan Trainer, ISPA President
At the federal level, ISPA continued its long-term effort to influence the industry’s statutory obligation to create and run comprehensive mattress recycling programs in California, Colorado and Rhode Island without imposing excessive costs or mattress recycling regulations in religion. ISPA contracts with recyclers that determine the discounted mattress amounts that a specific program can accept and return to the community. Since the first program launched in 2015, ISPA’s programs have recycled more than three million mattresses from cities, towns, school waste facilities, retailers, hotel and hospital waste.

In 2018, mattress manufacturers and retailers were asked to provide data on their mattress recycling programs, including the percent of their mattresses recycled and disposed by any means. The total number of mattresses recycled by U.S. manufacturers and remanufacturers was 959,851, or 3.4% of mattresses sold in the United States.

ISPA created the Mattress Recycling Council (MRC) in 2015 to foster industry-wide recycling. ISPA’s MRC has developed a unique mattress recycling kit that can be purchased by any mattress manufacturer. The kit allows manufacturers to reduce costs, reduce inefficiencies and improve mattress recycling functions to address inefficiencies and improve the recycling process.

More Than Three Million Mattresses Collected and Counting

Mattress Recycling

Mattress Recycling

Connecting the Industry with Today’s Mattress Shopper

The Bedding Center

The BSC launched a twice-monthly blog that features engaging, timely content to appeal to a broad consumer audience as well as the general media. The guide showcases the needs and concerns of different consumer groups and is available on the BSC’s website, BSCengage.com, on Facebook, Twitter and Instagram.

In 2019 and beyond, the BSC’s objective is to integrate its educational initiatives, including content marketing, direct sales of remanufactured and used mattresses, and mattress recycling, across all segments of the mattress industry to provide marketers with competitive advantages in the online and offline market.

To help retail sales associates better understand the mattress, the BSC introduced an interactive infographic called the “Best Mattress Graph.” The Best Mattress Graph is a tool to help the retail sales associates understand the performance characteristics and differences of different mattresses. The graph is available on the ISPA website.

In 2018 and beyond, ISPA’s objective is to improve its communication strategies to better connect with consumers to explain why and how the mattress industry has improved its performance and overall performance against that of their competition.

Mattress Industry Cost Report

MRC’s growing research and development initiatives continue to focus on improving the following key areas:

- Optimize mattress collections, transportation and recycling functions to reduce costs.
- Identify preferable uses for disposed mattress materials.
- Provide mattress recycling best practices.
- Foster innovation, cooperation and communication between mattress manufacturers, designers and end-markets.

For more information about MRC and the Best Mattress Programs, visit: sleepproducts.com/mattressrecycling.
In 2018, California considered legislation to ban all flame-retardant (FR) chemicals in mattresses, upholstery, and children's products by 2020, regardless of whether they were harmful. In doing so, the bill would have needlessly restricted the industry's ability to continue using effective FR chemicals that meet applicable fire standards. The bill to prohibit only FR chemicals used in foam, instead of all FR chemicals, would have still restricted the industry’s ability to meet applicable fire standards.

To meet applicable fire standards, manufacturers use fire barriers that significantly contribute to the fire safety of mattresses, and they use FR chemicals in the foam that makes up beds to provide softness and comfort, as well as in the fabric that covers the mattress to prevent water and stains.香蕉

In 2019, ISPA continued its efforts to educate both state legislators and regulators regarding the types of FR chemicals used to meet applicable fire standards. To that end, ISPA petitioned the Commerce Department to conduct an investigation regarding the types of FR chemicals used to meet the industry's statutory and recognized rules that govern international trade in mattress materials, which includes respect of globally-recognized standards.

This fall, several mattress manufacturers participated in the Commerce Department’s investigation by conducting an analysis of the market for motion foundations, capturing both the full scale and the limited scale furniture market. The BSC Mattress Recycling Council member companies received an all-inclusive package and declarations related to waste management.

For more information about the BSC’s Mattress Recycling Programs, visit: ByeByeMattress.com or MattressRecyclingCouncil.org.

More Than Three Million Mattresses Collected and Counting

In 2019, mattress recyclers processed more than three million mattresses from cities, towns, solid waste facilities, and drop-off sites across the U.S. Recyclers have dismantled the discarded mattresses, recovered valuable materials, and recycled those materials.

ByeByeMattress.com is a national mattress recycling program that provides mattress owners with easy-to-use, interactive dashboards. These dashboards make it easier for ISPA members and data subscribers to find meaningful insights for their businesses. In addition, ByeByeMattress.com also participates in networking events and virtual meetings.

Rely on the BSC to provide unique industry intelligence, collaboration and networking opportunities.

The Better Sleep Council (BSC) educates and enlightens consumers about the importance of a comfortable, good quality sleep. The BSC’s mission is to improve the sleep environment and the role a mattress plays in the sleep experience.

Connecting the Industry with Today’s Mattress Shopper

The Better Sleep Council

Mattress Industry Cost Report

Mattress Industry Production Wage and Management Compensation Report

Helping to Improve your Practices and Financial Performance

Proactive Legislation

International Sleep Products Association | sleepproducts.org

In 2018 and beyond, the BSC’s objective is to bring to the public and the mattress industry a better understanding of the types of FR chemicals used in mattresses, and an understanding of the role FR chemicals play in improving fire safety by reducing fire growth and reducing cost.

To help tell that science-based story, the BSC has created a new online interactive dashboard called the Better Bed Data Center. The data is available to individuals, companies, suppliers, and organizations through easy-to-use, interactive dashboards. The Better Bed Data Center is a user-friendly dashboard that is available on desktop, tablet or mobile devices. In addition, ByeByeMattress.com is available to mattress recyclers and end-market customers who are interested in learning more.

The BSC is a sleep-industry-focused non-profit organization dedicated to providing consumers with information about the role mattresses play in the sleep environment and the role a mattress plays in the sleep experience. The BSC is a leading source of reliable consumer information about mattress quality and safety, and mattress-related issues that may affect consumers. The BSC is an independent, non-profit organization dedicated to improving the mattress industry through education, research, and policy development.

Mattress Industry Cost Report

Mattress Industry Production Wage and Management Compensation Report

Helping to Improve your Practices and Financial Performance

Boyd Mattresses

Macy’s created the Mattress Recycling Council (MRC) to meet the industry’s statutory obligation to create and run a mattress recycling program in California, Connecticut and Maryland without imposing excessive costs or mattress manufacturers or regulators. MRC contracts with recyclers that demonstrate theTiered approach, which makes it easier for ISPA members to receive the most meaningful insights for their businesses.

In May 2019, ISPA will once again host the ISPA Bedding Conference at the Charlotte Convention Center in North Carolina. The Expo will feature the largest home furnishings components and machinery trade fair in the world. The Bedding Expo/Charlotte member companies achieve financial goals, they also participate in networking events and virtual meetings.

ISPA’s Mattress Industry Cost Report, released in May 2018, included the 2018 Financial Performance report, which provided important insights regarding the financial performance of mattress manufacturers, retailers and wholesalers.

ISPA’s 2018 Mattress Industry Trends Report, released in May 2018, included the 2018 Trends report, which provided important insights regarding the trends in the mattress industry, including the growing popularity of hybrid and memory foam mattresses.

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Helping to Improve your Practices and Financial Performance

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Macy’s created the Mattress Recycling Council (MRC) to meet the industry’s statutory obligation to create and run a mattress recycling program in California, Connecticut and Maryland without imposing excessive costs or mattress manufacturers or regulators. MRC contracts with recyclers that demonstrate theTiered approach, which makes it easier for ISPA members to receive the most meaningful insights for their businesses.

In May 2019, ISPA will once again host the ISPA Bedding Conference at the Charlotte Convention Center in North Carolina. The Expo will feature the largest home furnishings components and machinery trade fair in the world. The Bedding Expo/Charlotte member companies achieve financial goals, they also participate in networking events and virtual meetings.

ISPA’s Mattress Industry Cost Report, released in May 2018, included the 2018 Financial Performance report, which provided important insights regarding the financial performance of mattress manufacturers, retailers and wholesalers.

ISPA’s 2018 Mattress Industry Trends Report, released in May 2018, included the 2018 Trends report, which provided important insights regarding the trends in the mattress industry, including the growing popularity of hybrid and memory foam mattresses.

In 2019 and beyond, the BSC’s objective is to bring to the public and the mattress industry a better understanding of the types of FR chemicals used in mattresses, and an understanding of the role FR chemicals play in improving fire safety by reducing fire growth and reducing cost.

To help tell that science-based story, the BSC has created a new online interactive dashboard called the Better Bed Data Center. The data is available to individuals, companies, suppliers, and organizations through easy-to-use, interactive dashboards. The Better Bed Data Center is a user-friendly dashboard that is available on desktop, tablet or mobile devices. In addition, ByeByeMattress.com is available to mattress recyclers and end-market customers who are interested in learning more.

The BSC is a sleep-industry-focused non-profit organization dedicated to providing consumers with information about the role mattresses play in the sleep environment and the role a mattress plays in the sleep experience. The BSC is a leading source of reliable consumer information about mattress quality and safety, and mattress-related issues that may affect consumers. The BSC is an independent, non-profit organization dedicated to improving the mattress industry through education, research, and policy development.

Mattress Industry Cost Report

Mattress Industry Production Wage and Management Compensation Report

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More Than Three Million Mattresses Collected and Counting

In 2018, California considered legislation to ban prohibited future mattress sales in California at the local, state and federal level. ISPA actively advocates for industry interests regarding the types of FR chemicals used to defend the industry’s ability to continue using flame-retardant (FR) chemicals in mattresses.

In 2018, California considered legislation to ban all flame-retardant (FR) chemicals in mattresses, upholstered furniture, and children’s products by 2030, regardless of whether they were harmful. In doing so, the bill would have prohibited future mattresses sales in California because manufacturers use fire barriers that contain certain FR chemicals to meet the Part 1632 oxidizing cigarette test.

The bill, several mattress manufacturers performed the California Department of Consumer Affairs’ investigation of an FR mattress sample from the People’s Republic of China. ISPA issued a statement supporting free but fair and rigorous investigation of globally recognized that saves government in trade, in that investigation should continue completed in 2019.

In 2019, we tracked more than 130 pieces of legislation and helped ISPA survey the market on disposal of mattresses. ISPA continues to prioritize initiatives, including combating illegal sales of renovated and used mattresses, which cover mattress industry effort to help the mattress recycling revolution.

Connecting the Industry with Today’s Mattress Shopper

The Better Sleep Council (BSC) educates millions of consumers about the benefits of a good night’s sleep. The BSC strengthens the role of the mattress industry in the sleep environment and focuses on duties that include helping manufacturers meet the needs of consumers and consumers and mattress manufacturers.

For more information about MRC and the Bye Bye Mattresses Program, visit ByeByeMattresses.com or MattressRecyclingCouncil.org.

Mattress Industry Cost Report

The 2017 report on white goods data points for motion foundations, capturing both the full sales of the U.S. market for this increasingly popular product as well as reports. Finally, as the mattress market for mattresses has grown, ISPA has worked with U.S. Customs to improve the accuracy of the import data we publish. As a result, the 2017 report is the most comprehensive sales information available to date. ISPA members, mattress retailers, mattress recliners and other mattress manufacturers and other mattress retailers and mattress manufacturers and other mattress manufacturers and other mattress manufacturing companies can use the report to understand industry trends and make important competitive and investment decisions. For more information, the report data provides information on competitive and other mattress manufacturing companies and other mattress manufacturing companies.

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Connecting the Industry with Today’s Mattress Shopper

The Better Sleep Council (BSC) educates the sleeping environment in general sleep. The description of the role of a mattress shopper is to improve the quality of sleep. The BSC educates the members throughout the country through its educational programs and online resources for the Better Bed Solution, its mattress shopping resource.

The BSC’s experts and sleep experts regularly conduct community service outreach programs. They are free to all and offer education, free to all and available to all.

Helping to Improve your Practices and Financial Performance

Mattress Industry Cost Report

ISPA’s most recent report includes an industry summary of manufacturing wages and benefited-employee spending. It provides important information that can be used to capture the rapid growth in the boxed-bedding market. In 2017, ISPA made important changes to its sampling factors and methodology, allowing them to easily compare the current mattress market.

Mattress Industry Production Wage and Management Compensation Report

Offering employers a competitive compensation package is essential to attract and retain talent. Released in May 2018, this report provides companies with competitive, affordable and industry-specific market compensation and productivity levels. The report helps companies improve their overall performance by allowing them to easily compare their compensation levels to those of similar mattress manufacturers.
ISPA’s Mission

Lead and Advance the Interests of the Sleep Products Industry

It’s been another busy year at ISPA as we continue to advance the interests and deliver opportunities that support the growth and prosperity of your company and the sleep products industry.

This spring, we hosted another successful ISPA EXPO in Charlotte, North Carolina featuring a record-setting 540 exhibitors. Sleep products professionals from around the world explore the latest advancements in machinery, components, services and technology, while networking with their peers and thought leaders from across the bedding community that make up the ISPA EXPO audience.

We also welcomed 1,700 attendees to ISPA EXPO this year, making it the largest trade show in the world dedicated exclusively to the mattress industry. Thank you to all the exhibitors who made this ISPA EXPO such a success and to all of the attendees who embraced this important opportunity.

Up next is the ISPA Industry Conference, March 13-14, 2019 in St. Petersburg, Florida. It’s an event you won’t want to miss! Industry leaders will gather to discuss the latest advancements in the sleep products industry, share ideas, and form a network of partners for the future.

Finally, I want to thank you, the ISPA Board of Trustees, our committees, councils and all our loyal members. Your dedication, financial support and valuable contributions make it possible for ISPA to fulfill our mission to lead and advance the interests of the sleep products industry.

New mattresses are the status. ISPA also added a new category of holistic product vitality, broke and other issues that affect your business. Members can count on ISPA to vigorously defend your interests before legislators, regulators and other policy makers.

In this brochure, you’ll read about many other actions ISPA takes on your behalf — from innovative ways to develop and publish sleep industry intelligence — to ISPA’s work to raise awareness about how and in so doing, would have prohibited the sale of certain sleep products in the state. ISPA also led a coalition of bedding product liability, trade and other issues that affect your business. Members can count on ISPA to rigorously defend your interests before legislators, regulators and other policy makers.

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