
FURNITURE INDUSTRY GUIDE

Updated March 2017



This is a guide to some of the resources available within the Business & IP Centre relevant to the furniture industry.

Inside you will find sources of information such as market research (statistics, trends and developments), key companies, trade magazines, newsletters, and Internet sources.

This guide will be useful to anyone starting a business within the Furniture industry and also for those wanting to further their knowledge within this area.

Start-Up Information



The Cobra database contains practical fact-sheets on all aspects of starting, running and managing a small business – including information on writing business plans, marketing, company structures etc. It also covers the practical aspects of how to start and run particular types of businesses – outlining necessary skills, regulations, licences & legislation as well as highlighting other sources of information and advice available.

Business Opportunity Profiles (BOP)

Antique Furniture Restorer	BOP028
Curtain and Soft Furnishings Maker	BOP059
Furniture Maker	BOP013
Second-hand Furniture Retailer	BOP572
Upholstery Service	BOP148
Second-hand Furniture Retailer	BOP572

Mini Business Opportunity Profiles (MBP)

Cabinet Maker	MBP426
French Polisher	MBP364
Furniture Stripper	MBP345
Garden Furniture designer and Manufacturer	MBP357
Temporary Furniture Rental	MBP314

Market Research & Statistics

If you are planning on starting a business, you will need to be aware of the latest trends, developments and opportunities within your industry which can all be found from market research.

Market research also covers market size & forecasts, consumer demographics & attitudes, the key players & products and will often include SWOT and PEST analysis showing areas of strength, weakness, opportunities etc.



- Carpet & Rug Manufacturing
- Furniture, Carpet & Lighting Wholesaling
- Furniture & Home Furnishings Repair
- Furniture, Lighting & Home ware Retailers
- Household Textile & Soft Furnishings Manufacturing
- Kitchen Furniture Manufacturing
- Mattress Manufacturing
- Office Furniture Wholesaling
- Office & Shop Furniture Manufacturing
- Online Home Furnishing Retailing



- Bedrooms and Bedroom Furniture
- Furniture Retailing
- Homewares
- Kitchens & Kitchen Furniture
- Living & Dining Room Furniture



- Home and Garden Specialist Retailers in the United Kingdom (reports also available for other countries)
- Home Furnishings in the United Kingdom (reports also available for other countries)

Other electronic resources:

Many articles about the advertising industry (from business journals and newspapers) are available from our electronic source **Newsbank**. Contact details and individual reports of companies in this industry are available from: **Creditsafe; Experian; D & B Hoovers**.

Internet Sources

Websites containing free sources of industry statistics, information and contacts

Antiqueweb Lists antique dealers and fairs. Searchable by region. Website: www.antiqueweb.co.uk

Association of Art and Antique Dealers Includes lists of members in the UK and Overseas, advice on the care of antique furniture and links to related sites. Website: www.lapada.org

Association of Master Upholsterers & Soft Furnishers Includes directory of association members and details of professional seminars and training. Also provides consumer advice and a section on the job market.

Website: www.upholsterers.co.uk

British Antiques Dealers Association (BADA) Includes lists of BADA members (mostly UK) who deal in antique furniture.

Website: www.bada.org

British Antiques Furniture Restorers' Association (BAFRA) Includes list of BAFRA members with contact details. Website: www.bafra.org.uk

British Contract Furnishing Association (BCFA) Provides news and reports for the furniture industry. Includes searchable database of manufacturers. Website: www.thebcfa.com

British furniture Manufacturers (BFM) Website of the largest trade association for furniture manufacturers in the UK. Includes a directory which can be searched by style of furniture, materials used, market sectors and target markets.

Website: www.bfm.org.uk

Chartered Society of Designers (CSD) World's largest chartered body of professional designers with members in 33 countries. Represents designers in all disciplines and is the leading authority on professional design practice. Website: www.csd.org.uk

Furniture Makers Company Long-established craft guild whose mission is to promote and develop the design, making and selling of furniture in the United Kingdom, and its global marketing. Website: www.furnituremakers.org.uk

Furniture World Market Website of Furniture World Magazine Designed for furniture world retailers, the site includes lists of manufacturers (with an American and Canadian bias) and links to exhibition websites world-wide. Website: www.furninfo.com

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Please note that every effort has been taken to ensure the accuracy of the information contained in this document.



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