

# **FURNITURE INDUSTRY GUIDE**

Updated July 2020



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



accessible via  
electronic  
databases

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 and company structures.

It also covers the practical aspects of how to start and run particular types of businesses – outlining necessary skills, regulations, licences and legislation as well as highlighting other sources of information and advice available.

Available online at [www.askaboutbusiness.org](http://www.askaboutbusiness.org) with a Manchester library card (also available to library card holders from Blackpool, Bolton, Lancashire, Oldham, Salford, Stockport, Tameside, & Trafford libraries)

### Business Opportunity Profiles (BOP)

Antique Furniture Restorer	BOP028
Curtain and Soft Furnishings Maker	BOP059
Handmade Furniture Maker	BOP013
Interior Designer	BOP154
Removal Firm	BOP036
Second-hand Furniture Retailer	BOP572
Upholstery Service	BOP148

### Mini Business Opportunity Profiles (MBP)

Architectural Salvage Dealer	MBP293
Bedroom Designer	MBP183
Cabinet Maker	MBP426
Furniture Stripper	MBP345
Garden Furniture designer and Manufacturer	MBP357
Temporary Furniture Rental	MBP314

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## 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 – all of which can be found from market research.

These reports also cover market size and forecasts, consumer demographics and attitudes, the key players and products and will often include SWOT and PEST analysis showing areas of strength, weakness, opportunities and threats.



- Carpet Rug and Curtain
- 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
- Other Furniture Manufacturing



- Accessorising the Home
- Bathroom And Bathroom Accessories
- Buying for the Home Online
- Bedrooms and Bedroom Furniture
- Carpets and Floor Coverings
- Consumer Trends, Attitudes and Spending Habits for the Home
- Customer Journey for the Home
- Furniture Retailing
- Homewares
- Kitchens & Kitchen Furniture
- Living & Dining Room Furniture
- Shopping for the Home at Christmas
- Small Domestic Appliances



- Home and Garden 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 this 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.**

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## Internet Sources

Websites containing free sources of industry statistics, information and contacts.

**Antiqueweb**

Lists antique dealers and fairs. Searchable by region. [www.antiqueweb.co.uk](http://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. [www.lapada.org](http://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. [www.upholsterers.co.uk](http://www.upholsterers.co.uk)

**British Antiques Dealers Association (BADA)**

Includes lists of BADA members (mostly UK) who deal in antique furniture. [www.bada.org](http://www.bada.org)

**British Antiques Furniture Restorers' Association (BAFRA)**

Includes list of BAFRA members with contact details. [www.bafra.org.uk](http://www.bafra.org.uk)

**British Contract Furnishing Association (BCFA)**

Provides news and reports for the furniture industry. Includes searchable database of manufacturers.  
[www.thebcfa.com](http://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.  
[www.bfm.org.uk](http://www.bfm.org.uk)

**British Woodworking Federation (BWF)**

Trade body for the woodworking sector. Offers advice, support & information to members as well as guidance for end customers. [www.bwf.org.uk](http://www.bwf.org.uk)

**Chartered Society of Designers (CSD)**

World's largest chartered body of professional designers with members in 33 companies. Represents designers in all disciplines and is the leading authority on professional design practice. [www.csd.org.uk](http://www.csd.org.uk)

**Dezeen**

A popular architecture and design magazine, attracting over 3 million visitors a month. It curates the best architecture, design and interiors projects and news from around the world. It also contains information about jobs and internship opportunities within design and architecture. [www.dezeen.com/](http://www.dezeen.com/)

**The Furniture Industry Research Association (FIRA)**

Furniture industry association which provides information and support to the entire furniture supply chain, across all sectors. Website includes Knowledge hub which includes news and industry standards information. [www.fira.co.uk](http://www.fira.co.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. [www.furnituremakers.org.uk](http://www.furnituremakers.org.uk)

**Furniture World Magazine** 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 worldwide. [www.furninfo.com](http://www.furninfo.com)

**The Guild of Master Craftsmen**

UK trade association which aims to ensure the safeguarding of interests of both craftsmen and the public - ensuring the public receive a premium service from recommended tradesmen.

Website includes business advice for craftsmen as well as advice for consumers and list of members.  
[www.guildmc.com](http://www.guildmc.com)

Please note that every effort has been taken to ensure the accuracy of the information contained in this document, however some recently acquired items may since have been added to the collection.

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