

## Sector Guide for Furniture Industry

### Trade Associations

#### **British Contract Furnishing Association**

Web: [www.thebcfa.com](http://www.thebcfa.com)

Tel: 0870 7523672

To promote UK furniture and furnishing companies at home and abroad.

#### **National Bed Federation**

Web: [www.bedfed.org.uk](http://www.bedfed.org.uk)

Tel: 01823 368008

The recognized trade association representing UK manufacturing of beds and mattresses and their suppliers

#### **Leisure and Outdoor Furniture Association**

Web: [www.iofa.com](http://www.iofa.com)

Tel: 01243 839593

Represents over 80% of the UK's manufacturers and suppliers of garden furniture

#### **British Furniture Manufacturers Association**

Web: [www.bfm.org.uk](http://www.bfm.org.uk)

Tel: 020 7724 0851

Represents domestic, contract, office and kitchen manufacturers and its suppliers.

#### **The Association of suppliers to the Furniture Industry**

Web: [www.asfi-expo.co.uk](http://www.asfi-expo.co.uk)

Tel: 01629 827 039

Represents the furniture industry at UK government and European levels.

### Sector Groups

#### **UK First**

[www.ukfirst.org.uk](http://www.ukfirst.org.uk)

Supported by the DTI, UK First aims to provide companies within the Furniture Sector with process and supply chain improvement programmes, plus knowledge transfer initiatives to name a few.

#### **Uk Trade and Invest**

Web: <https://www.uktradeinvest.gov.uk/ukti/appmanager/ukti/splash>

Tel: 020 7215 5444/5

Provides help, advice and information from the Government network that helps UK companies trade internationally.

#### **DTI's Consumer goods and services Unit**

Email: [demos.demosthenous@dti.gsi.gov.uk](mailto:demos.demosthenous@dti.gsi.gov.uk)

Tel: 020 7215 1890

The overall aim of the unit is to work in partnership with the UK furniture sector in order to encourage their sustainable growth, competitiveness and the exploitation of market opportunities both at home and abroad.

#### **Furniture Industry Strategy Group (FISG)**

FISG was formed in June 2003 and provides forum for discussing key issues of concern to the sector. The group membership includes furniture manufacturers, retailers, suppliers, and representatives from the Trade Unions and academia. For further information contact Tim Simons at the DTI, 020 7215 5000.

### **Furniture, Furnishings and interiors National Training Organisation (FFINTO)**

<http://www.ffinto.org/>

FFINTO is owned by its member companies and work solely for the benefit of the sector (Furniture, Furnishings and Interiors) in improving its skill levels and competitiveness.

### **Made in London – Furniture Link**

<http://subsite.madeinlondon.org/subsite/FurnitureLink/>

Tel: 020 7010 1475

Furniture Link was born with a remit to broker relationships between furniture designers and manufacturers and to involve trade associations, institutes, government agencies and business support organisations in creating an environment within which these businesses could succeed.

## **Market information**

### **Research and Markets.**

Web: [http://www.researchandmarkets.com/search.asp?q=furniture&cat\\_id=0](http://www.researchandmarkets.com/search.asp?q=furniture&cat_id=0)

Research and Markets offers a cost effective ratio analysis tool for the furniture industry.

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

Web: <http://www.fira.co.uk/>

Tel: 01438 777700

### **Financial Survey Report: The Office Equipment Industry** (The Prospect Shop, periodic) [(B) MB 30 BUS]

Includes basic financial information on both quoted and unquoted UK companies producing office furniture. There are, also, geographical, industrial category, auditors' and alphabetical indices.

### **Financial Survey Report: The Furniture Industry** (The Prospect Shop, periodic) [(B) WL 06 BUS]

Gives financial information on UK companies. Is divided into sections for quoted companies, furniture manufacturer and distribution, furniture retailers and upholsterers and bedding companies. There are, also, geographical, industrial category, auditors' and alphabetical indices.

### **International Price Comparisons** (Economist Intelligence Unit, 2001) [(B) WL 71 BUS]

Includes a small section on furniture. Compares the prices of 4 British products in the UK, France, Germany, Sweden and the US.

### **Office Equipment Industry** (Key Note, periodic) [(B) MB 30 BUS]

Includes a chapter on office furniture which covers key trends, market size, market segmentation, market structure, major players, buying behavior and forecasts from 2002 to 2006.

## **Journals**

### **Furnishing** (Dmg World Media, monthly) [(P) WL 00 – E(20)]

Has features on particular exhibitions, assessments of stores in London and elsewhere in the UK (uses mystery shoppers), articles on different types of furniture (e.g. cabinet furniture) and information about products from abroad.

### **Furniture Manufacturer** (Polygon Media Ltd, 10 times a year) [(P) WL 00 – E(3)]

Includes news, a regular section on 'Materials and Components', articles on aspects of furniture design, details of forthcoming exhibitions and features on practical issues (dust extraction and woodwaste utilisation in the Jan/Feb 2001 issue for example).

**Furniture Production International** (Furniture Production International, monthly) [(P) WL 00 – E(19)]  
Claims to offer 'the business solution for furniture design & production'. Includes news and each issue has sections on different aspects of the industry (e.g. drawer/drawer fittings, websites relevant to the industry and British-made machinery).

**Business Equipment Digest** (IMLGroup plc, monthly) [(P) TQ 29 – E(3)]  
Has news about developments in office furniture and a few articles. Most issues include a feature called 'Furniture Focus'.

**Directory to the Furniture & Furnishing Industry** (CMP Information Ltd, annual) [(B) AA 786 BUS]  
Gives information on over 11,000 companies in the UK and the Irish Republic. It is divided into 3 sections – Furniture & Furnishings, Carpets & Floor coverings, Manufacturers' Suppliers & Services. Included are also indices to regional and contract furnishers, lists of brand/trade names, details of overseas manufacturers with their UK agents and trade associations/organisations.

## **Institutions**

### **Institute of carpenters**

<http://www.central-office.co.uk/>

Tel: 020 8522 0440

IOC provide training for carpenters and joiners and establish training courses from GCSE upwards.

### **Institute of sales and Marketing**

<http://www.ismm.co.uk/>

Tel: 01582 840001

The ISMM exist to promote the prestige and integrity of selling by inspiring sales and marketing professionals to greater heights of achievement and providing them with guidance, education, training and information

### **Institute of Operations Management**

<http://www.iomnet.org.uk/>

Tel: 02476 692266

The Institute is the professional body for persons involved in Production Management, Supply Chain Management and Operations Management in manufacturing and service industries.

## **Support**

### **Manufacturing Advisory Service (MAS)**

#### **MAS London**

Tel: 0845 600 2212

[www.mas-london.co.uk](http://www.mas-london.co.uk)

#### **MAS South East**

Tel: 0845 609 2121

[www.mas-se.org.uk](http://www.mas-se.org.uk)

Provide a number of services:

#### Free Services

- The Manufacturing Advice Process
- Telephone & E-mail Support
- Research Support
- Training Materials & Management Guides
- Visits & Seminars
- The Manufacturing Network

#### Subsidised Services

- Follow on support
- Managed Research Programmes & Surveys
- Networks, training & Workshops
- Benchmarking & Diagnostic Support

#### **Business link**

<http://www.businesslink.gov.uk>

Tel: 0845 6009 006

Providing practical advice for Small to Medium sized Businesses.

For a full listing of the CEMs available go to the MAS National website

\*CEM – This is a list of MAS vetted companies who are obliged to provide telephone support under a service level agreement.

**The MAS is not responsible for the service provided by the organisations detailed in this Disclaimer.**