

GIFTWARE INDUSTRY GUIDE

Updated 29 January 2012



Giftware, for this guide, includes promotional goods & merchandise, greetings cards, ceramics, glassware, tableware, small leather goods, crafts, party goods and luxury goods. *See also the following guides: Jewellery, Toys and Games*

Directories

Art & Craft Sourcebook (MS Publications, annual) [(B) DIR 745.5 BUS]

Classified directory of craft suppliers. Includes regional directory.

Department Store Yearbook (Onecom, annual) [(B) DIR 381.14102541 BUS]

General buyers for department & variety store buyers. It has good sections on giftware, kitchen and homewares, crafts, jewellery etc.

Garden and Hardware Yearbook (Onecom, annual) [(B) DIR 338.47635 BUS]

Buyers guide for managers of garden centres so includes horticultural goods, but also good coverage of suppliers of gifts, greetings cards, tableware, household goods, Christmas goods etc.

Glass International Directory (dmg Business Media, annual) [(B) DIR 666.10294 BUS]

Covers industrial and domestic glass industries including hand-made products, ornamental glassware, vases etc.

Interior Design Yearbook (Onecom, annual) [(B) DIR 729.014797103 BUS]

Directory for interior designers covering furniture etc., but also includes sections on textiles, tableware, china & glassware, decorative accessories and mirrors.

IWD World Industry Directory (Hill Media, annual) [(B) DIR 338.761739025 BUS]

Directory for the global trophy, engraving, medals and awards industry.

The Museum Services Directory (Museums Association, annual) [(B) DIR 069.0284 BUS]
Includes a small section giving suppliers of merchandise for museum giftshops.

Needle and Hobby Craft Buyers' Guide (Needle & Hobby Crafts, annual) [(B) DIR 796.4 BUS]
Classified guide to suppliers.

Showtime Worldwide (Max Publishing, annual) [(B) DIR 338.4768 BUS]
Annual guide to trade fairs in the giftware, greetings and housewares industries.

The Textile Directory (Word4word, annual) [(B) DIR 746 BUS]
Includes large sections of craft-related textiles including embroidery, dressmaking, beads etc. Also craft centres, courses and holidays.

World Glassware Industry Directory (Artech, annual) [(B) DIR 338.4766619 BUS]
International directory includes domestic glassware as well as industrial, scientific and packaging. Includes illustrated company profiles.

Promotional Goods and Merchandise

The Big Black Book for Buyers of Incentives & Gifts (DJ Publishing, annual) [(B) DIR 658.2 BUS]
Extensive listings of promotional goods & services and an A-Z listing of company details.

BPMA Directory (British Promotional Merchandise Association, annual) [(B) DIR 338.765913 BUS]
Directory of members listed under their products

Exhibition Handbook (Mash Media, annual) [(B) DIR 659.152 BUS]
Covers suppliers to the exhibition industry & includes section of promotional goods for exhibitions.

Industry World Directory (Hill Media Ltd., annual) [(B) DIR 338.761739025 BUS]
International directory for the trophy, awards and personalisation industry including engraving, corporate awards, medals, plaques, silverware, printing etc.

Promotions and Incentives Buyer's Guide (Haymarket, annual) [(B) DIR 658.2 BUS]
Listing of different promotional items and services with companies contact details.

Marketing Manager's Yearbook (AP Information, annual) [(B) DIR 658.8 BUS]
General directory for people involved in marketing with small section on promotional goods and services.

Market Research & Statistics

Ceramics Manufacturers: Business Ratio Report (Key Note, 2011) [A-Z sequence by title] [Also available onsite via electronic resources]
Financial details of the largest companies in the glassware industry with rankings and analysis.

China and Earthenware (Key Note, 2010) [A-Z sequence by title] [Also available onsite via electronic resources]
Covers china, stoneware and similar products including decorative and housewares. Includes factors affecting the market, brand strategy, competitor analysis, forecasts etc. Also 2011 update.

Corporate & Promotional Giftware (Key Note, 2011) [A-Z sequence by title] [Also available onsite via electronic resources]
Covers corporate giftware, entertainment, hospitality, voucher and incentives. Includes market background, economic background, SWOT analysis, major players and forecasts.

Crafts: UK Market Synopsis (SYN065) (Cobweb Information, 2009) [Available onsite via electronic resources on Cobra]

Overview of crafts market including trends, consumer profile and regulations. Covers ceramics, pottery, furniture, glass, jewellery, paper crafts, textiles and toys.

Gift List Services (Mintel Retail Intelligence, 2009) [A-Z sequence by title]

Survey of wedding (and other) gift services operated by department stores and other large retailers.

Gift Shopping Habits (Mintel Special, 2009) [A-Z sequence by title]

Includes research on consumer behaviour in gift buying with emphasis on retailing, including birthdays and other gifting occasions, issues affecting the future, detailed consumer demographics,

Giftware (Key Note, 2010) [A-Z sequence by title] [Also available onsite via electronic resources]

Report covers jewellery, toys, ceramics, glassware and small leather goods and includes definition, factors affecting the market, key players, forecasts and SWOT analysis.

The Glass Industry: Business Ratio Report (Key Note, 2009) [A-Z sequence by title]

Financial details of the largest companies in the glassware industry with rankings and analysis.

Glassware (Key Note, 2011) [A-Z sequence by title] [Also available onsite via electronic resources]

Report includes decorative glassware, kitchen and drinking glasses and commemorative glassware. Includes definition, factors affecting the market, key players, forecasts and SWOT analysis.

Greeting Card Industry: Business Ratio Report (Key Note, 2010) [A-Z sequence by title] [Also available onsite via electronic resources]

Financial details of the largest companies in the glassware industry with rankings and analysis.

Greetings Cards (Key Note, 2010) [A-Z sequence by title] [Also available onsite via electronic resources]

Covers all types of cards including birthday, Christmas and specialist markets. Industry trends, competitor analysis, industry structure, company profiles etc. Covers the UK but with small global section.

Housewares and Home Furnishings in the United Kingdom (Euromonitor International, 2009) [Available electronically in the Centre on the Global Market Information Database]

Trends, competitive landscape, prospects and market data including brand shares for the housewares market. The UK report is one among many country reports on this sector on the database.

Small Business Help

Arts and Crafts Gallery – BOP115 (Cobra, 2011) [available onsite via electronic sources]

Qualifications, key market issues, trading issues and sources of further information for anyone wanting to set up an arts or crafts gallery.

Candle Maker – MBP140 (Cobra, 2011) [available onsite via electronic sources]

Brief guide including major trading issues and further sources of information.

Decorative Glassware Maker – BOP195 (Cobra, 2010) [available onsite via electronic sources]

Qualifications, key market issues, trading issues and sources of further information for anyone wanting to design and produce decorative glassware items.

Craft Supplies Retailer – BOP449 (Cobra, 2010) [available onsite via electronic sources]

Qualifications, key market issues, trading issues and sources of further information for anyone wanting to set up a shop selling arts and crafts materials.

Card Shop – BOP565 (Cobra, 2011) [available onsite via electronic sources]

Qualifications, key market issues, trading issues and sources of further information for anyone wanting to set up a greetings card shop

Gift Shop – BOP392 (Cobra, 2010) [available onsite via electronic sources]

Qualifications, key market issues, trading issues and sources of further information for anyone wanting to set up a gift shop

Greetings Card Maker – BOP144 (Cobra, 2010) [available onsite via electronic sources]

Qualifications, key market issues, trading issues and sources of further information for anyone wanting to design and produce greetings cards.

Party Supplies Shop – MBP348 (Cobra, 2011) [available onsite via electronic sources]

Brief guide including major trading issues and further sources of information.

Personalised Gift Retailer – MBP379 (Cobra, 2009) [available onsite via electronic sources]

Brief guide including major market and trading issues and further sources of information.

Pottery and Ceramics Maker – BOP063 (Cobra, 2010) [available onsite via electronic sources]

Qualifications, key market issues, trading issues and sources of further information for anyone wanting to design and produce household and decorative ceramic goods.

Promotional Merchandise Retailer – MBP300 (Cobra, 2011) [available onsite via electronic sources]

Brief guide including major trading issues and further sources of information.

Several other Cobra factsheets may relate to aspects of this diverse sector.

Trade Magazines & Newsletters

Ceramic Review (Ceramic Review, bi-monthly) [(B) MV 23 –E(8) (Science 2)]

Magazine of ceramic art and craft. Includes classified ads and exhibitions guide.

Craft Business (Aceville Publications, monthly) [(B) AK 52 –E(1) BUS]

Monthly newspaper for the crafts, art, needlecraft, fabrics and haberdashery industries. Includes new product details, manufacturer profiles etc.

Crafts (Crafts Council, bi-monthly) [P.423/209 Humanities] (Must be ordered using the Explore the British Library)

Profiles of contemporary craftspeople, guide to galleries and shows in the UK, details of suppliers to the crafts industry.

Gift focus magazine (Kline Davis, bi-monthly) [(P) 381.4567 –E(1) BUS]

News for the giftware industry including company and new product information, interior design, jewellery etc.

Gifts and Housewares (Media One Communications, monthly) [(P) 381.456830941-E(1) BUS]

New products, company profiles, exhibition news covering housewares and gifts.

Gifts Today (Lema Publishing Ltd, monthly) [ZK.9.b.10592 Humanities] (Must be ordered using the Explore the British Library)

Magazine for the giftware trade. Includes retail news, heritage retailing (museums etc), jewellery, licensing news, new products & ranges, company profiles.

Giftware Review (Detailextra, Monthly) [(P) 745.094105 – E(1) BUS]

Details of new products for giftware retailers, eg jewellery, greetings cards, ceramics, novelty goods, toiletries, Christmas goods etc.

Greetings Today (Lema Publishing Ltd., Monthly) [P.513/667 Humanities] (Must be ordered using the Explore the British Library)

Magazine for the greetings card industry. Includes industry news, profiles etc.

Luxury Briefing (Atlantic Publishing, monthly) [(B) AL 90 –E(64) BUS]

Newsletter covering fashion, beauty, luxury goods and services, jewellery, interiors etc. Includes market trends, company analysis etc.

Marketing Week (Centaur, weekly) [(P) AQ89 –E(2) BUS]

General weekly magazine for people in marketing, but has regular advertising section on promotional gifts.

Progressive Gifts & Home Worldwide (Max Publishing Ltd., bi-monthly) [ZK.9.b.18996 Humanities] (Must be ordered using the Explore the British Library)

Magazine for importers, wholesalers & retailers in giftware and homewares including glassware, ceramics, decorative items, jewellery, giftwrap etc. Includes new product news, product directory, bestsellers, company profiles.

Progressive Greetings (Max Publishing, monthly) [ZK.9.b.18941 Humanities] (Must be ordered using the Explore the British Library)

Magazine for the UK greetings cards industry.

Progressive Party (Max Publishing Ltd., bi-monthly) [ZK.9.b.23535 Humanities] (Must be ordered using the Explore the British Library)

Covers the party goods market, including weddings, costumes, decorations etc.

Tableware International (Williams Press Ltd., quarterly) [(P) MV 072 –E(4) Science 3]

magazine for the tabletop, gifts and housewares. Includes glassware, ceramics, cooking equipment. Contains company profiles, new products, country profiles and exhibition reports.

World Leather (World Trades Publishing, monthly) [(B) EK 20 –E(17) (Science 2)]

Leading international magazine covering the leather industry. Covers both the raw leather and leather goods sectors.

Internet Sources

British Allied Trades Federation

Federation covering associations for the giftware, jewellery and travelgoods trades. Site has details of exhibitions, a list of members and information on importing and exporting.

www.batf.uk.com/

British Ceramic Confederation

Association includes tableware manufacturers, among the other uses of ceramics. Includes searchable database of manufacturers.

www.ceramfed.co.uk

British Craft Trade Fair

Annual trade fair held in Harrogate in April where independent craftspeople and designers show their work to potential trade buyers. Includes online catalogue and list of exhibitors.

www.bctf.co.uk

British Glass

Association website. Mostly about glass manufacturing, but also useful information on crystal and decorative glass in the market place and information on recycling.

www.britglass.org.uk

British Jewellery Giftware and Finishing Federation

Oldest trade body for the jewellery trade but also has members who make or deal in giftware in general. Includes export and import information.

www.bjgf.org.uk

British Travelgoods and Accessories Association

Trade association covering luggage, handbags, leather goods etc. Site includes details of trade shows, searchable databases of manufacturers and retailers and market information.

www.btaa.org.uk

Ceramics Art London

Annual trade fair for artist produced ceramic goods. Useful exhibitor gallery section.

www.ceramics.org.uk

Contemporary Glass Society

Society for professional glassware makers, collectors and galleries. Site includes member directory and details of exhibitions and fairs.

www.cgs.org.uk

Crafts Council

Public body promoting crafts and craftsmanship. Site has large illustrated searchable database for crafts people for bespoke work, also exhibitions and information services

www.craftscouncil.org.uk

Gift Focus

Online version of the magazine. Industry news, events, competitions and a 'find a supplier' facility.

www.giftfocus.com

Giftware Association

Trade body for the UK gift and home industry. Site includes an online product finder, fact sheets on various topics and details of seminars and exhibitions as well as market research summaries.

www.ga-uk.org

Giftware Index

Directory listings site with over 1800 wholesalers of giftware items. Search by product or company. Includes a clearance board where sellers can list ends of lines.

www.giftwareindex.com

Giftware Review

Online version of the magazine. Includes industry news links and you can sign up for a free newsletter.

www.giftwarereview.net

Greeting Card Association

Trade association for greetings card publishers in the UK. Website has useful information for start-up businesses in greetings cards and a members directory.

www.greetingcardassociation.org.uk

Greetings Today

Online version of magazine. Includes industry & product news, blogs, agent news and details of events.

www.greetingstoday.co.uk

Harrogate Christmas and Gift Fair

Trade fair held annual in January for the Christmas market later in the year. Covers Christmas goods and giftware and site include a list of exhibitors.

www.harrogatefair.com

Home and Gift

Annual trade show, held every year in Harrogate in July. Covers the whole spectrum of giftware. Site includes exhibitor list with contact details and links.

www.homeandgift.co.uk

International Housewares Association

Based in the US, this is the international trade body for housewares. Site includes industry data and details of the International Home and Housewares Show.

www.housewares.org

Progressive Greetings Live

Annual trade fair held in May in Islington for the greetings cards industry. Website includes links to exhibitors.

www.progressivegreetingslive.com

Promotional Goods & Merchandise

British Promotional Merchandise Association

Association with 700 member companies. Site includes product finder, industry news and a 'buyers knowledge centre' including information sheets.

www.bpma.co.uk

Employee Benefits Live

Exhibition & conference covering the employee motivation and benefits sector. Includes list of exhibitors.

www.employeebenefitslive.co.uk

Institute of Promotional Marketing

Personal membership organisations for sales promotion professionals. Site has details of members, legal advice checklists, best practice and details of awards and events.

www.theipm.org.uk

International Licensing Industry Merchandisers' Association

Organisation for companies marketing licensed products. Includes member lists.

www.licensing.org

PROMOTA

Trade association representing manufacturers, distributors and importers of promotional merchandise. Organisers the PROMOTA show. Includes product finder.

www.promota.co.uk

Promotional Marketing

News for the promotional marketing industry. Includes articles from the magazine.

www.promomarketing.info/

UK Gift Card & Voucher Association

Trade body representing companies involved in vouchers, gift cards and similar promotions. Site includes member list, factsheets and research results.
www.ukgcva.co.uk

Note: 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. Please ask for help at the enquiry desk or check the Business Information Catalogue.



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