

GIFTWARE INDUSTRY GUIDE

Updated 17 July 2008



Giftware, this guide, includes promotional goods & merchandise, ceramics, glassware, tableware, small leather goods, crafts, party goods and luxury goods.
See also Jewellery, Toys and Games

Directories

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

Classified directory of craft suppliers. Includes regional directory.

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.

Hand Made in Britain (Vacation Work, 2002) [(B) AA 750 Business]

Regional guide to craft centres, workshops, galleries and visitor centres where crafts and gifts are made and sold. (Note: this was a one-off publication).

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 Business]

Classified guide to suppliers.

Party Buyer's Guide (Plaza Publishing, annual) [(B) DIR 793.2 Business]

Guide to suppliers of party products and services.

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 Business]
International directory includes domestic glassware as well and 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]
Extensive listings of promotional goods & services and an A-Z listing of company details.

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

Incentive Business Directory (Haymarket, annual) [(B) DIR 658.82029]
Listing of different promotional items with companies producing them.

Incentive Today Buyers' Guide (Trade Exhibitions Ltd., annual) [(B) DIR 338.76165852 BUS]
Listings of promotional gifts and companies producing them.

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

Promotions & Incentives Price Guide (Haymarket, annual) [(B) DIR 658.8202941]
Lists companies providing promotional goods under their products and within price ranges so that promoters can select according to their marketing budget.

Marketing Handbook (Hollis Publishing, annual) [(B) DIR 658.8]
General directory of marketing services with large section on sales promotion covering producers of promotional products and services.

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

Market Research & Statistics

Corporate Giftware (Key Note, 2007) [available through electronic resources in reading room]
Covers corporate giftware, hospitality, voucher and incentives. Includes market background, economic background, SWOT analysis, major players and forecasts.

Gift Shopping Habits (Mintel Special, 2005) [(B) MKT 381.1 Business]
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, 2006) [(B) MKT 338.4767 Business – also available electronically]
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, 2006) [(B) MKT 338.4767 Business]
Financial details of the largest companies in the glassware industry with rankings and analysis.

Glassware (Key Note, 2005) [(B) MKT 338.477482094105 Business – also available electronically]
Report includes decorative glassware, kitchen and drinking glasses and includes definition, factors affecting the market, key players, forecasts and SWOT analysis.

Holiday Shopping 2003: Accommodating the Gift-Seeking Consumer [available via the eMarketer database]

Covers the United States online retail market.

Wedding List Services (Mintel Retail Intelligence, 2003) [(B) MKT AL 93 Business]

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

Small Business Help

COBRA: Complete Reference Advisor

(Fact sheets for small businesses in PDF – available online via electronic resources)

Information sheets

Gift Shop

Cook Shop

Craft Shop

Handbag and Travel Goods Accessory Retailer

Promotional Merchandise Retailer (Mini Business Opportunity Profile)

(Several other titles may be of use).

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) Business]

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

Craft Trade Quarterly (McMillan Scott, quarterly) [(B) 745.502341 –E(1) Business]

Quarterly publication for craft retailers, suppliers and event organisers. Includes ceramics, toys, seasonal gifts. Includes regional guide.

Crafts (Crafts Council, bi-monthly) [P.423/209 Humanities]

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) Business]

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

Gifts Today (Lema Publishing Ltd, monthly) [ZK.9.b.10592 Humanities]

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

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

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

Incentive Business (Haymarket, bi-monthly) [(P) AQ92-E(9)]

News about the incentives & brand loyalty industry, including the staff incentives market. Includes a product showcase.

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

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)]

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 Party (Max Publishing Ltd., bi-monthly) [ZK.9.b.23535 (Humanities)]

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

Progressive Tableware (Max Publishing, monthly) [(P) 381.456427094105 –E(1) Business]

Covers the ceramic, glassware and cookware industries.

Sales Promotion (Greenhill Publishing, monthly) [(P) AQ92 –E(7)]

News about the sales promotion industry, including gifts etc. Includes agency roster.

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

magazine for the tabletop, gifts and homewares. 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 Ceramics Confederation

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

www.ceramfed.co.uk

British Glass

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

www.britglass.org.uk

British Jewellery and Giftware Federation

Oldest trade body for the jewellery trade but also has members who make or deal in giftware in general.

www.bjgf.org.uk

British Travelgoods and Accessories Association

Newly relaunched 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

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

Home and Gift

Annual trade show, held every year in Harrogate. 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

Promotional Goods & Merchandise

British Promotional Merchandise Association

Association with 700 member companies. Site includes product finder, industry news and 'getting it right' information sheets.

www.bpma.co.uk

Employee Benefits Exhibition

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

www.employeebenefits-confex.co.uk

European Promotional Products Association

Created to act as a pan-European voice for the industry. Details of European trade shows and European industry news.

www.eppa.eu.com

Institute of Sales Promotion

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

www.isp.org.uk

International Direct Marketing Fair

Covers direct marketing industry but some exhibitors offer promotional goods.

www.idmf.co.uk

International Licensing Industry Merchandisers' Association

Organisation for companies marketing licensed products. Includes member lists.

www.licensing.org

National Incentive Show

UK's largest trade show for the incentives, promotional marketing and motivation industry. Includes details of free seminars and exhibitor list.

www.nationalincentiveshow.co.uk

PROMOTA

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

www.promota.co.uk

Sales Promotion

Website of Sales Promotion (see above). Includes articles from the magazine.

www.salespromo.co.uk

The Voucher Association

Trade body representing companies involved in vouchers, gift cards and similar promotions. Site includes member list and factsheets.

www.the-va.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