This is a guide to some of the resources available within the British Library 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 and company structures.

accessible via electronic databases

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.

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
Second-hand Furniture Retailer BOP572

Mini Business Opportunity Profiles (MBP)

Architectural Salvage Dealer MBP293
Bedroom Designer MBP183
Cabinet Maker MBP426
French Polisher MBP364
Furniture Stripper MBP345
Garden Furniture designer and Manufacturer MBP357
Temporary Furniture Rental MBP314
Used Office Furniture MBP093

Small Business Help Books

This is a collection of books with practical information for those starting and running a business. Located in the Business & IP Centre.

**Boss Life: Surviving My Own Business** by Paul Downs [SBH. STAR.18]
A Forbes Best Business Book of the Year, 2015. Paul Downs has been running his custom furniture business for twenty-four years and paints an honest portrait of a real business, with a real boss, a real set of employees, and the real challenges they face.

**Interior Design: A Professional Guide** by Jenny Grove [SBH.BT.162]
A “benchmark book” which encourages interior designers to raise their professional status and offers their clients an insight into the complex profession of modern interior design. It demystifies what an interior designer does, and showcases the range of skills that interior designers can bring to a project to help achieve a successful outcome.
Other books within the British Library’s collection

These books can be ordered via Explore the British Library.

**Interior Design Business Handbook** by Mary V Knackstedt
[YK.2002.B.5105]
Discover how you can run the practical side of your practice more profitably. This comprehensive guide to managing an interior design business gives you an arsenal of proven procedures and practical tools and techniques perfected over the course of some thirty years.

**Professional Practice for Interior Designers** by Christine M. Piotrowski
[93/05308 DSC]
The text of choice for professional interior design practice and a leading choice for educators for teaching interior design business practice. This book covers skills needed for planning and maintaining a thriving interior design business, presented in the clear, easy-to-follow style.

**A House Beautiful Home Business** by Emma Jones
[YK.2014.11771]
With clear steps, useful links and expert advice *A House Beautiful Home Business* is an essential guide for anyone who has a passion, skill or hobby for interiors and an interest in turning this into a business.

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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

- Accessorising the Home
- Buying for the Home Online
- Consumer Trends, Attitudes and Spending Habits for the Home
- Bedrooms and Bedroom Furniture
- Carpets and Floor Coverings
- Furniture Retailing
- Homewares
- Kitchens & Kitchen Furniture
- Living & Dining Room Furniture
- Small Kitchen 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)

*(From GlobalData Consumer)*

- Bathroom Furniture
- Bedroom Furniture
- Dining Room Furniture
- Kitchen Furniture
- Living Room Furniture
- Outdoor Furniture
- UK Furniture Market 2013 – 2023
- The UK Homewares Market 2017 – 2022

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**Business News & Journals**

In order to find the latest news on your topic it is always worth searching Factiva, Business Source Complete and EMIS.

You will find articles from specialist business and academic journals, as well as newspapers and magazines. You may also find market research reports and case studies. As well as profiles of leading industry figures.

You will also find articles covering recent developments, and predicting future trends in your industry.
Trade Magazines and Newsletters

Useful for gaining inside knowledge, recent trends, industry news, company profiles, reviews of new products and services. Some contain annual reviews and company contact lists. Ordered via Explore the British Library (please ask for help).

**Bathroom & Kitchen Update**: (Datateam, monthly) [(P) WK 21 – E(6)] (available in the Social Sciences reading room)
Contains news and articles on the kitchen and appliances industry in the UK.

**Cabinet Maker** (Manning Publishing Ltd, weekly) [available onsite via the Business Source Complete electronic resource]
Trade publication aimed at small cabinet manufacturer. Covers the kitchen and commercial market.

**Furniture and Cabinetmaking** (GMC Publications Ltd, monthly) [ZK.9.b.10338] (must be ordered using Explore the British Library).
Includes news and features as well as equipment test reports. Includes up-and-coming designers and the latest trends.

**Furniture Production** (Nigel Gearing, monthly) [(P) WL 00 - E(19)] (available in the Social Sciences reading room)
Includes news and features on different aspects of the industry. Includes websites relevant to the industry and British-made machinery.

**Furniture World** (Towse Publishing Co., monthly) [(P) WL 00 – E (13)] (available in the Social Sciences reading room)
US-based trade magazine aimed at furniture and home furnishings retailers. Features industry news and articles on sales, marketing and operations.

**In. Design Magazine** (Corporate Image Media, monthly) [(P) 338.761729 - E (1) BUS] (available in the Business & IP Centre)
Buyers' magazine for interior design products including luxury items, lighting, kitchens, furniture windows and bathrooms.
Directories

Contain lists of companies and industry contacts. Some have annual industry reviews, and specialist articles.

**Bathroom & Kitchens Update: Handbook & Buyers Guide**  
(Datateam) [(B) DIR 643.3 BUS] (available in the Business & IP Centre)  
Includes listing of kitchen and bathroom furniture suppliers as well as heating, tiling, sanitary ware and related products and services.

**Blinds & Shutters: Buyers Guide**  
(Turret Group) [(B) DIR 690.18202541 BUS] (available in the Business & IP Centre)  
Reference source for buyers of blinds, shutters, awnings and grilles, finished products, components and the machinery used in manufacturing.

**Department Store Yearbook**  
(Hollis) [(B) DIR 381.141102541 BUS] (available in the Business & IP Centre)  
Essential guide for department store buyers and decision makers.

**Design Insider: Official Directory of the BCFA and the IDA**  
(Agency Publicom) [ZK.9.b.32108] (must be ordered using Explore the British Library)  
Annual publication showcasing work by members of the British Contract Furnishing Association and the Interior Design Association.

**Interior Design Yearbook**  
(Onecoms) [(B) DIR 729.014797103 BUS] (Available in the Business & IP Centre)  
Interior design yearbook for designers and other interior professionals.
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

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

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

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

British Antiques Furniture Restorers’ Association (BAFRA)
Includes list of BAFRA members with contact details. 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

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

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

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. http://www.dezeen.com/

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

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
The Business & IP Centre supports entrepreneurs and innovators from that first spark of inspiration to successfully launching and growing a business. With Centres in London as well as in 13 local libraries around the country, help and guidance is easy to access. The Business & IP Centre has a team on hand to help guide you through intellectual property through workshops, one-to-one sessions and webinars, as well as being on hand in the Centre itself. Visit the website to see how we can help you take the right steps to start up, protect and grow your business.

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. Please ask for help at the enquiry desk or check the online catalogue “Explore the British Library” (http://explore.bl.uk) for more details.

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