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IP Centre
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INDUSTRY GUIDE **FURNITURE**

Furniture Industry Guide

This guide is designed for anyone starting or running a business related to the Furniture Industry.

We have highlighted some of the key resources about the Furniture Industry that you can find at the Business & IP Centre such as general research (statistics, trends and developments), key companies, trade magazines and newsletters.

All you need is a free Reader Pass.

About the Business & IP Centre (BIPC)

The Business & IP Centre is here to help you start and grow your business. We offer one to ones, specialist workshops, inspiring events and access to premium market data and intelligence – all for free. We are home to the UK's largest collection of business and intellectual property (IP) information, as well as a thriving community of entrepreneurs. Based in the British Library and over 70 libraries across the UK.

Here to help

If you have any questions, our information specialists at the Business & IP Centre will be happy to help. You can pop into the BIPC reading room on the first floor in the British Library, or email one of the team at bipc@bl.uk

Updated January 2025
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bl.uk/bipc

 [linkedin](#)

 [Instagram](#)

Start-Up Information



The Cobra database contains practical factsheets on all aspects of starting, running and managing a small business – including information on writing business plans, marketing, company structures etc.

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

Accessible via electronic resources

Business Opportunity Profiles (BOP)

Furniture Restorer	BOP028
Cabinet Maker	BOP013
Interior Designer	BOP154
Removal Service	BOP036
Upholsterer	BOP148

Mini Business Opportunity Profiles (MBP)

Architectural Salvage Dealer	MBP293
Bedroom Designer	MBP183
Curtain Retailer	MBP425
Door and Furniture Stripper	MBP345
Garden Furniture Maker	MBP357
Soft Furnishings Maker	MBP473

Market Research and 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.



EMIS

EMIS is a research database covering markets research, data and news for international markets, companies, and industries.

- Global Home & Garden Product Retail Sleeping Mattress Market 2024 (via Market line)
- Global Furniture Market 2024-2028 (via Technavio Global)
- UK Furniture Market Briefing 2024 Including: Household Furniture And Kitchen Cabinet; Institutional And Office Furniture; Mattresses, Blinds And Shades (via TBRC)



GlobalData

GlobalData is a market research platform that offers consumer and retail information and trends, and actual and forecast sales data for Fast Moving Consumer Goods businesses.

- Bedroom Furniture 2019 – 2024
- Dining Room Furniture 2019 – 2024
- Furniture and Floor Coverings 2019 – 2024
- Kitchen Furniture 2019 – 2024

- Living Room Furniture 2020 – 2025
-



IBISWorld

Market research also covers 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 etc. IBIS World provides trusted industry research on thousands of industries worldwide. Their analysts leverage economic, demographic and market data, then add analytical and forward-looking insight, to help organizations of all types make better decisions.

- Carpet Rug and Curtain Retailers
 - 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
 - Online Household Furniture Retailers
 - Other Furniture Manufacturing
-



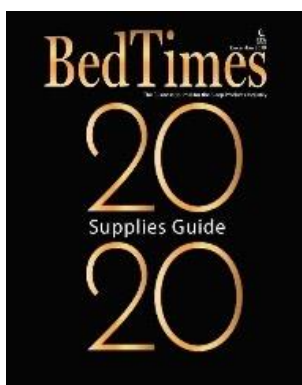
Mintel

Mintel provides market research and consumer intelligence solutions to consumer-focused businesses with a combination of syndicated tools and custom insight solutions.

- Accessorising the Home
- Bathroom And Bathroom Accessories
- Bedroom Furniture
- Consumer Trends, Attitudes and Spending Habits for the Home
- Furniture Retailing
- Homewares retailing
- Kitchens & Kitchen Furniture
- Living & Dining Room Furniture
- Major Domestic Appliances
- Small Domestic Appliances

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).



Bed Times (International Sleep Products Association, monthly)

[(P) WL 87 – E(1)] (available in the Social Sciences Reading Room)

A Global business journal for the sleep products industry since 1917.



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.

Business News and Journals



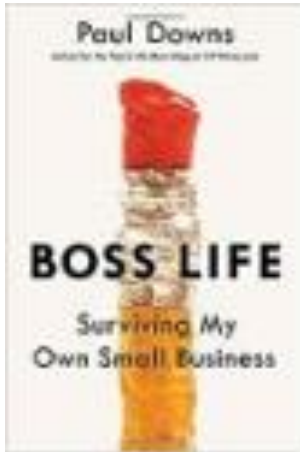
In order to find the latest news on your topic it is always worth searching Factiva, Business Source Complete and EMIS.

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.

Small Business Help Books

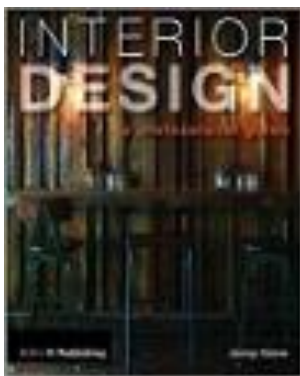
This is a collection of books with practical information for those starting and running a business. Located in the Business & IP Centre.



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.



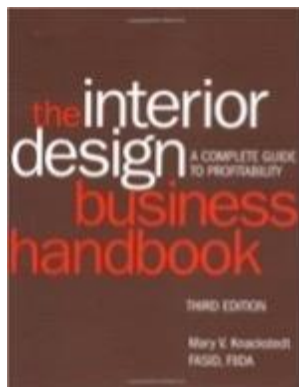
Interior Design: A Professional Guide by Jenny Grove

[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

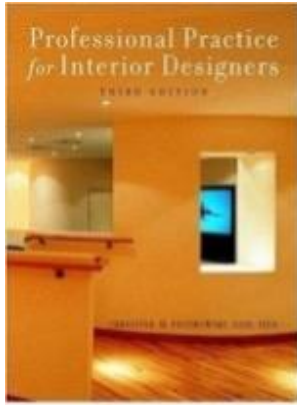
These books can be ordered via Explore the British Library.



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.A.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.

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)

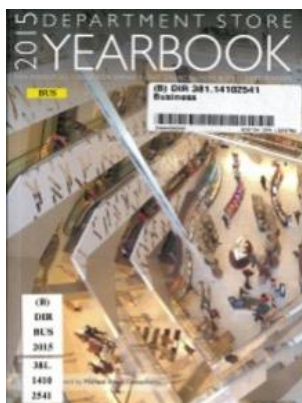
Includes listing of kitchen and bathroom furniture suppliers as well as heating, tiling, sanitary ware and related products and services.



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 381.14102541 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 (Onecom)

[(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.

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.

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.

upholsterers.co.uk

British Antiques Dealers Association (BADA)

Includes lists of BADA members (mostly UK) who deal in antique furniture.

bada.org

British Antiques Furniture Restorers' Association (BAFRA)

Includes list of BAFRA members with contact details.

bafra.org.uk

British Contract Furnishing Association (BCFA)

Provides news and reports for the furniture industry. Includes searchable database of manufacturers.

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.

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.

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.

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.

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.

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.

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.

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.

guildmc.com

Disclaimer

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.bl.uk for more details.

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