



BFM Update

The Association for British Furniture Manufacturers

www.bfm.org.uk/

www.greatbritishfurniture.co.uk/

February 3 - 2010

New Members

We would like to welcome into BFM membership:

Wade Spring Ltd

Multiyork Furniture Ltd

Business Contract Opportunities

UK

Opportunity Title: Contract furniture – immediate and future requirements

A BFM member company is urgently seeking to source from a manufacturer(s) the following items. Contact in the first instance should be to adam.mason@bfm.org.uk, 01494 523021

Order required immediately

- 24 x chairs with reinforced arms and castors and glides - natural beech
- 6 x [60cm seat pad] reinforced arms & castors and glides
- 3 x occasional tables 600mm dia tough top* 25mm top - natural beech
- 10 x 910mm x 910mm tough top tables - rounded edges and corners 25mm tops - - frame cut outs - square legs - natural beech
- 1 x tub chair - black
- 5 tables - Natural tough top - turned/farmhouse legs, these could just be straight

Note - *tough top = melamine faced mdf

Order required by end of April

- 10 x occasional tables - English oak tough top
- 6 x English oak tough top 1060mm dia
- 18 x English oak finish with reinforced arms - castors & glides
- 6 x chair 60cm seat pad
- 2 x tables English oak tough top 920mm dia
- 24 x stacker - English oak finish

2 x med back reception/unit chair 2 arms - English oak finish

2 x med back reception/unit chair no arms - English oak finish

General requirements

On-going - various chairs and tables

UK

Opportunity Title: **Folding card tables**

A mail order supplier in the U.K. and Europe that sell items associated with card games. The Company is looking for a UK manufacturer that can make 2 kinds of folding card tables. Contact in the first instance should be to adam.mason@bfm.org.uk, 01494 523021. The Company sell between 1200 to 1500 per annum

Qatar

Opportunity Title: **Supply of furniture for new government hospital project**

The requirement includes medical and non-medical furniture (tables, chairs etc) from companies with a proven record of supply to medical establishments. The Qatari state healthcare provider is seeking to speak to credible suppliers of relevant furniture. Contact in the first instance should be to adam.mason@bfm.org.uk, 01494 523021.

Austria

Opportunity Title: **Chairs for government organisation**

Lot 1: Swivel chairs
Value: Euro 3 200 000
Lot 2: Visitor chairs
Value: Euro 2 200 000

Contact in the first instance should be to adam.mason@bfm.org.uk, 01494 523021.

PAYE - HMRC urgent alert to employers

HM Revenue & Customs (HMRC) has issued an urgent alert to employers – important PAYE changes are coming this spring, so make sure you're prepared for them.

HMRC is writing to all employers this month to remind them that, from this year, they must file their Employer Annual Returns online by the 19 May deadline – there is no longer a paper filing option for small employers with fewer than 50 staff. So, if you file your return on paper, even if it's before 19 May, you could receive a penalty.

To file online, employers must register with HMRC's PAYE Online service – they can do this by visiting the [HMRC website](#) and clicking 'Register for PAYE Online'. Smaller employers can then use HMRC's own free software to file their employee

data securely online, while larger employers can purchase a range of commercial software. Alternatively, an intermediary can file on an employer's behalf.

Further help on employer filing is available from the [HMRC website](#) or from HMRC's Employer CD-ROM, which is being sent to all employers.

Also from May 2010, HMRC is introducing new penalties for late payment of PAYE – this includes Income Tax, National Insurance Contributions (NICs), student loan deductions and Construction Industry Scheme deductions.

Under these changes, employers may incur penalties if they don't make PAYE payments on time, and in full. The penalties will be calculated as a percentage of the amount paid late, and, for in-year payments, the percentage charged increases as the number of late payments in the year increases. Employers who think they may have difficulty paying should call HMRC's Business Payment Support Service, before the payment is due, on [0845 302 1435](#). If they do, and HMRC agrees time to pay, it will not charge late payment penalties – provided the business keeps to the agreement.

More information on the new penalties can also [here](#).

Economic Overview - Furniture manufacturing:

The BFM has acquired from Government sources the following trading, production & consumer statistics

Table 1: Index of production - furniture manufacturing

	2004	2005	2006	2007	2008	2009
Annual Index	100.6	100	98.6	100.9	95.9	82.8
% 12 month change	+0.1%	-0.6%	-1.4%	+2.3%	-5.0%	-13.7%
	Q 1 2009	Q2 2009	Q3 2009	Q4 2009	Please contact Mike Dimond if you have any questions mikedimond@bfm.org.uk 07855 302708	
Quarterly Index	82.4	82.3	82.1	83.7		
% 12 month change	-20.5%	-17.6%	-14.4%	-0.4%		

Data seasonally adjusted

Table 2: Retail prices - household furniture

	2008 Over 2007	2009 Over 2008	Q 1 2009	Q2 2009	Q3 2009	Q4 2009
% change over 12 months	+5.0%	+4.2%	+4.6%	+2.3%	+4.7%	+5.4%

Data not seasonally adjusted

**Table 3: Costs to furniture manufacturers
Materials and fuel**

	2008 Over 2007	2009 Over 2008	Q 1 2009	Q2 2009	Q3 2009	Q4 2009
% change over 12 months	+6.7%	+1.4%	+4.7%	+1.1%	-0.6%	+0.6%

Data not seasonally adjusted

**Table 4: Retail sales - value and volume sold
furniture (includes lighting)**

Value	2004	2005	2006	2007	2008	2009
Annual Index	102.6	100	104.1	105.7	103.5	97.9
% 12 month change	+4.8%	-2.5%	+4.1%	+1.5%	-2.1%	-5.4%
	Q 1 2009	Q2 2009	Q3 2009	Q4 2009		
Quarterly Index	90.4	89.8	99.7	111.7		
% 12 month change	-15.7%	-12.7%	+0.2%	+7.1%		
Volume	2004	2005	2006	2007	2008	2009
Annual Index	103	100	104.2	104.1	99.7	91.8
% 12 month change	+4.8%	-2.9%	+4.2%	-0.1%	-4.2%	-7.9%
	Q 1 2009	Q2 2009	Q3 2009	Q4 2009		
Quarterly Index	87.1	84.2	93.8	102.1		
% 12 month change	-17.8%	-14.0%	-2.2%	+3.4%		

Data not seasonally adjusted

Table 5: Factory gate prices - furniture manufacturers

% change over 12 months	2008 Over 2007	2009 Over 2008	Q 1 2009	Q2 2009	Q3 2009	Q4 2009
Chairs & Seats	+3.7%	+4.3%	+6.7%	+5.6%	+3.3%	+1.9%
Wooden furniture for dining/living/bedroom	+5.8%	+3.6%	+2.9%	+3.5%	+3.3%	+4.6%
Kitchen	+3.9%	+2.8%	+5.3%	+3.8%	+1.0%	+1.3%

Mattress/mattress supports	+1.4%	+4.3%	+6.0%	+8.0%	+3.3%	+0.2%
Wooden furniture used in offices	+2.8%	+3.1%	+4.2%	+3.5%	+2.5%	+2.3%
Other office and shop	+2.4%	+1.9%	+2.4%	+2.3%	+1.6%	+1.5%
All furniture	+3.4%	+3.5%	+4.8%	+4.4%	+2.6%	+2.1%

Data not seasonally adjusted

Table 6: Composition of furniture manufacturing industry							
All furniture	2000	2007	2008	2009	Sectors	2008 Companies	2008 Employees
Companies	7,679	7,325	6,395	n/a	Office & shop	1074	22,000
turnover	9.4bn	10.9bn	8.3bn		turnover	2.3bn	
Employees	155,000	116,000	96,000	n/a	Kitchen	1241	18,000
					Turnover	1.8bn	
					Mattress	114	8,000
					turnover	513m	
					Other	3966	49,000
					Turnover	3.7bn	

Source: Annual Business Inquiry

Table 7: Inflation: current and 2010 forecasts							
	January 2010	Average 2009	FORECASTS By:	2010 April	August	December	Average 2010
All items RPI	3.7%	- 0.5%		4.1%	3.2%	3.1%	3.4%
CPI	3.5%	2.2%					

Forecasts averaged from 8 different renown sources - as compiled by Incomes Data Services

Table 8: HSBC economic predictions - as at January 2010

Currency	Q 1 2010	Q2 2010	Q3 2010	Q4 2010	Item	2010	2011	
\$ per £	1.63	1.66	1.70	1.69	UK GDP	2.2%	2.7%	
Euro per £	1.09	1.10	1.14	1.14	UK Manufacturing output	2.8%	3.2%	
For a detailed general review of the UK economy and labour market – see Economic review.pdf						Services output	2.5%	2.5%
						Household expenditure	0.4%	1.7%
						Bank base rate	2.0%	3.5%
						Average earnings	3.1%	3.8%

LONDON fabric

presents

the Belgian Fabric Collection

**8 & 9
March
2010**

The Naval and Military Club in London will be the venue for an exclusive showcase of upholstery and drapery fabric from the leading mills in Belgium, including:

- Acotex
- Annabel
- Beaulieu Fabrics
- Escolys textiles
- Microfibres
- Movelta
- Muvantex-Bekaert-Depla
- Ravel Textiles
- Ter Molst International
- Van Neder
- Tissat
- Verstraete-Verbauwede

[To Register](#)

