

## About BFM

- Largest trade association for furniture manufacturers in the UK
- Represented the interests of the furniture industry for more than 60 years
- Broad-based membership, covering domestic, contract, office and kitchen manufacturers, as well as suppliers to the industry and retailers



## Representation

The BFM lobbies and advances the interests of the furniture industry directly with government and through the European Furniture Association and the All Party Parliamentary Furniture Industry Working Group of the House of Commons.



## Reasons to join BFM

- The BFM logo distinguishes you as a British manufacturer
- New sales opportunities– sales leads and on-line consumer/trade buyers directories
- Facilitator of partnerships with other furniture companies
- Price data to help with commodity purchases
- Export advice, overseas trade shows and missions and UK and overseas market data
- Industry specific advice and information
- Employment, legal & benchmarking data/surveys
- Environmental & waste advice and audits
- Association of British Insurers (ABI) approved health and safety scheme



## Ways BFM can help with sales

- The 'Ask if it is' Great British Furniture national newspaper advertising & promotional campaign - [www.greatbritishfurniture.co.uk](http://www.greatbritishfurniture.co.uk)
- The BFM is first listed on Google when British furniture is entered into the search engine
- The BFM web site consumer & trade directories of companies receives around 1/4 million hits every month
- £20 million of sales leads have been circulated to our members in the last 18 months–UK and international
- The BFM is the Government accredited body for securing space for UK companies at the Milan & Mebel (Moscow) trade shows
- Exclusively British - where BFM acts as a broker for overseas sales

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## SERVICES

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## Our service focus

- Representation - UK and EU
- Reducing operating costs
- Legal compliance
- Business support & promotion
- Providing sales leads



## The value of the logo

As a member you are able to use the BFM logo on your web site, letterheads, etc...The logo is a sign that you are a British Furniture Manufacturer and a member of a recognised Trade Association which has been in existence for over 60 years. The logo should help with tender applications and in the way the public views your company.



## Employment & Personnel

Solutions, advice and practical support, including:

- Employment documentation audit and drafting
- Advice line & on-site support
- Tribunal assistance
- On-line employment documentation
- Employment updates
- PLUS Telephone advice including from solicitors on
  - Commercial legal
  - VAT
  - Tax
  - PAYE



## Preferential Purchasing Schemes

- Insurance incl. employers' liability
- Design Protection (ACID)
- Energy brokerage - gas/electricity & water
- Telephones - line rental/calls/mobile phone agreements
- Trade credit insurance
- Discounts on furniture & furnishings testing through the SATRA Technology Centre



## Online Furniture Directories & Sales Leads

- Your own BFM web page (with text & product pictures) & a link to your Company's web site/sales enquiries
- Aimed at Trade or Consumers
- PLUS regular UK and international sales leads



## Export Services

- Advice
- Overseas market reports
- Buyers and agents lists
- Trade consulate network of contacts
- Missions and Trade shows
- Exclusively British - where BFM acts as a broker for overseas sales



## Benchmarking & Trade Data

Much of which is exclusive to BFM:

- BFM trackers of Economic, Trade Commodity Price, Production & Consumer data
  - Import and Export statistics
  - State of Trade Trend Survey
  - Financial Ratios & Costs Survey
  - Wages Survey
- Furniture National Labour Agreement BFM/GMB trade union



## Commodity prices

Price reports - over 90 items covered in the following areas

- Abrasives
- Board
- Container rates
- Energy
- Fibres
- Foam chemicals
- Leather
- Logs
- Metals/wire
- Packaging
- Timber & wood
- Waste



bfmenvironment.co.uk

## Health, Safety and Environment

- Site surveys & risk assessments
- Advice line
- Monitoring—noise, LEV's wood dust and solvent exposure>
- Waste minimisation
- Training
- Efficiency savings clubs
- On-line documentation
- Monthly updates
- Furniture Industry Sustainability Programme mark - Free accreditation and annual audit



## ABI Accredited Health & Safety

### Scheme

Opportunity to join a scheme unique to the Furniture sector:

- Accredited by the Association of British Insurers (ABI)
- ABI has issued the details of the scheme to all its members
- Tens of thousands of pounds are saved for members every year on their employers' liability insurance premium

LONDON  
fabric

## London Fabric

Annual furniture fabric show with leading Belgium Mills held in March each year



## Great British Furniture

The 'Ask if it is' Great British Furniture national newspaper advertising & promotional campaign. All participating companies pay £2,500 annually as a contribution towards the advertising campaign. - to find out more please visit [www.greatbritishfurniture.co.uk](http://www.greatbritishfurniture.co.uk)