



Reasons to join BFM

If you are a supplier to the furniture industry you can join the BFM as an associate member for an annual fee of £450 plus VAT. You will be:

- Introduced to BFM members through our Newsletter Update with a description of your products & services New sales opportunities– sales leads and on-line consumer/trade buyers directories
- Given your own BFM web page (with text & product pictures) in the supplier directory with a direct link to your Company’s web site/sales enquiries
- Given preferential status for referrals when suppliers are sought
- Able to use the BFM logo to show that you are an associate member
- Able to benefit from a variety of other services

SERVICES



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 indeed any potential client that accesses the BFM supplier directory.
- Each of our BFM Update Newsletters issued to our members (at least once a month) contains a hyper link to the supplier directory to act as a constant reminder that if our members need a product or supply our associate suppliers are at hand.



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.



Preferential Purchasing Schemes

As an associate member you are able to take advantage of preferential 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



Commodity prices

Be able to access:

Commodity price data on hundreds of items which cover many different industry and sector interests covering:

- Industrial / building materials
- Chemicals
- Energy & utilities
- Metals
- Textiles and hides
- Plastics
- Pulp / paper
- Shipping rates
- Wood, timber & composites
- Waste



Benchmarking & Trade Data

Much of which is exclusive to BFM:

- BFM trackers of economic, commodity prices, production & consumer data
- Furniture Import and Export statistics
- BFM State of Furniture Trade Trend Survey
- BFM Furniture Financial Ratios & and Costs Survey
- BFM Furniture Production Wages Survey
- Furniture National Labour Agreement - BFM/GMB trade union



Employment Legal & Commercial Advice

Telephone advice including form solicitors on:

- Commercial legal matters
- VAT
- Tax
- PAYE
- Employment
- Health, safety & environment

PLUS

- Access to on-line employment & health and safety documentation and guidance