

UNITED KINGDOM

OVERVIEW

Market Size: The office furniture market is estimated to be C\$900 million.

Recent/projected growth areas in the UK include the home office market. Two Canadian companies have outstanding success stories. These two companies export approximately \$8 million worth of up-market office storage systems, desks, work stations, etc. through their agent.

SOURCES OF SUPPLY

Approximately 60% of office furniture products are manufactured locally, leaving 40% supplied by foreign imports primarily from European countries - Germany, Italy, France, Holland. Imports also come in from the USA.

BUSINESS ENVIRONMENT

Marketing/Distribution channels:

- **AEL Furniture** - J. Ostroff, Director. Unit 4 Riverside Ind Est, Morson Rd., Enfield, MIDDX EN3 4TH. Tel: 44 81 4432322, Fax: 44 81 4430414.
- **Albion Extrusions** - Mr. Pilkington, Director. Penrose Works, Penrose St., Off Bury New Rd., Bolton, LANCS BL2 6DX. Tel: 44 204 385803, Fax: 44 204 385816.
- **CJ Paul Marketing** - Chris Taylor, Proprietor. 27 Royal Crescent Court, The Crescent, Filey, N. YORKS YO14 9JH. Tel: 44 723 515928. Fax: 44 723 515928.
- **City Space Limited** - Simon Knight, Director. 51-53 Rivington Street, LONDON EC2A 3QB. Tel: 44 71 7294116. Fax: 44 71 7291117.
- **Inhaus International** - Brian Mynett, Director. Hillhouse, 95 Cyncoed Rd., CARDIFF CF2. Tel: 44 222 751775. Fax: 44 222 755452.
- **Tony Carroll** - Agent, Proprietor. Cardinal Close, Meltham, HUDDERSFIELD HD7 3BL. Tel: 44 484 852717. Fax: 44 484 850045.
- **UGB International Ltd.** - CW Kirkwood, Director. Unity Works, Sutherland Road, Walthamstow, LONDON. Tel: 44 81 5275577. Fax: 44 81 5272412.
- **Adventa Products Ltd.** - Neil Curry, Director. Unit 7, Boxmend Industrial Estate, Bircholt Rd., Maidstone, KENT ME15 9YG. Tel: 44 622 690940. Fax: 44 622 692811.
- **Educaid Ltd.** - PJ Harris, Director. Lychgate, Albion Road, Pitstone, Leighton Buzzard, BEDS LU7 9AY. Tel: 44 296 661816. Fax: 44 296 662190.
- **Neville and Gladstone** - J Rodgers, Purchasing Director. 86 East Barnet Road, New Barnet, LONDON EN4 8RQ. Tel: 44 81 4408611. Fax: 44 81 4490910.
- **Smith (IMPEX) Enterprises** - S Smith, Director. 67 Greenleach Lane, Roe Green Worsley, MANCHESTER M28 4RT. Tel: 44 61 7901330.
- **Allied Maples Group** - AG Winters, Director. Allied House, Lombard Street, West Bromwich, WEST MIDLANDS B70 8RL. Tel: 44 21 525 9666. Fax: 44 21 553 2685.