



# Manufacturing Guild Mark

Awarded by The Furniture Makers' Company

## Great British Furniture and Furnishing

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It is the mission of the Manufacturing Guild Mark to raise the profile of British furniture and furnishings manufacturers, through recognition, celebration, and promotion of their achievements. It provides customers with assurance that they can trust the quality of a company's product or services.





## What does it represent?

The prestigious Manufacturing Guild Mark, awarded by The Furniture Makers' Company, has been the mark of excellence, distinguishing Britain's top furniture and furnishings manufacturers, since 1993.

It is awarded to British manufacturers that have demonstrated incredible standards across all areas of the business by successfully passing a rigorous, independently reviewed audit against a comprehensive set of criteria, including design, product development, manufacture, HR, financial stability, sustainability, sales and marketing.

The Manufacturing Guild Mark provides assurance to retailers, specifiers, distributors and customers that the furniture and furnishings they purchase are manufactured with care and that the company they are dealing with has achieved exemplary standards throughout its operations.

In order to attain the Manufacturing Guild Mark, your company will first have to demonstrate excellence across seven key areas:

- Design
- Product development and function
- Manufacture
- Human resources
- Financial stability
- Sustainability
- Sales and marketing



## Design

Is original and well thought out design at the heart of your product range? Furniture manufacturing is one of the top three divisions driving manufacturing growth in the UK and original design is increasingly being seen as a market differentiator in a tough, diverse and competitive market place.

**THE MANUFACTURING GUILD MARK GIVES US RECOGNITION. IT GIVES OUR CUSTOMERS MORE CONFIDENCE IN OUR BRAND, ENSURES THEM THAT THEY ARE GETTING THE BEST QUALITY PRODUCT, THE BEST SERVICE AND THAT WE WILL BE THERE TO SUPPORT THEM TODAY, TOMORROW AND IN THE FUTURE.**

**CHARLES WINN-JONES**  
DIRECTOR OF OPERATIONS  
AT MILLER KNOLL



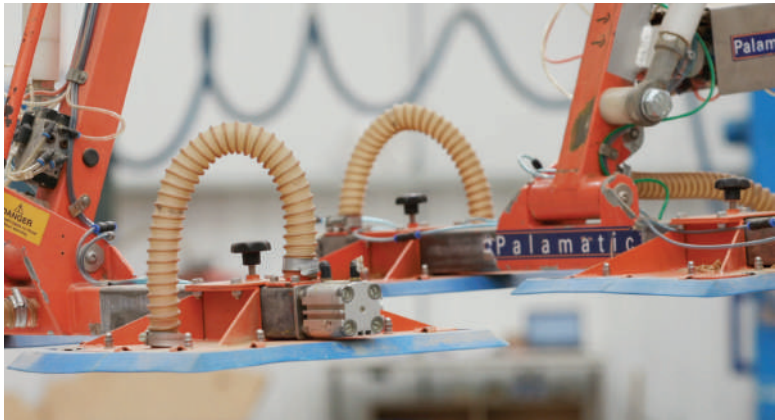


## Product development and function

Are your products fit for purpose with an expected life that exceeds the industry norm? Britain is renowned for some of the most stringent safety standards in the world. A testing programme to ensure that the products meet or exceed the current British Standards should be being exercised.

THE MANUFACTURING GUILD MARK IS A HIGH-LEVEL MARK OF QUALITY IN THE INDUSTRY. BY HAVING IT ON OUR PORTFOLIO, PEOPLE ARE AWARE THAT WE ARE AT A CERTAIN STANDARD, WHICH IS A VERY HIGH STANDARD IN THE INDUSTRY.

**IAN LARNER**  
MANAGING DIRECTOR  
AT PANELTECH



## Manufacture

Does your production space meet health & safety and fire legislation? Are there quality control systems in place? The production floor is the heart of any manufacturer and it should be well laid out and a safe space for employees to operate safely in.









## Human resources

Do you have a training and continuous professional development programme ensuring your staff grow? Employing and retaining skilled workers should be a priority for every business and companies should be proactive in developing their employees to ensure the longevity of the organisation.



**HAVING A MANUFACTURING GUILD MARK HAS GIVEN MY COMPANY ADDITIONAL CREDIBILITY IN THE MARKET, HELPING ME TO BUILD MY BUSINESS AND STRENGTHEN ITS STANDING IN THE INDUSTRY.**

**BEN BURBIDGE**  
MANAGING DIRECTOR  
AT BURBIDGE KITCHENS

## Financial stability

Is your company on strong financial footing? Companies that hold the Manufacturing Guild Mark are exemplars to the industry and are focused on building trust with their customers and stakeholders. There should be no financial concerns.





AT HERMAN MILLER, WE BELIEVE THAT THE FUTURE QUALITY OF HUMAN LIFE IS DEPENDENT ON BOTH ECONOMIC VITALITY AND A HEALTHY, SUSTAINABLE NATURAL ENVIRONMENT. WE DO NOT SEE THESE GOALS AS MUTUALLY EXCLUSIVE, BUT INEXTRICABLY LINKED.

**GRAHAM DEAN**  
VICE PRESIDENT OF GLOBAL OPERATIONAL SUPPORT  
AT MILLER KNOLL

## Sustainability

Does your business take proactive steps to trade and operate in an environmentally ethical manner? Visionary companies that have truly embraced environmental practices as part of a triple bottom line approach to business see the benefit right across the organisation.

## Sales and marketing

Do you provide clear and accurate marketing materials and a stellar after sales service? Today's furniture market is made up of a new wave of consumers who want instant gratification. They expect greater choice, faster delivery, better quality, a sense of uniqueness, and all at an accessible price.

SOUND LEISURE MANUFACTURER HIGH QUALITY CLASSIC STYLED JUKEBOXES THAT ARE SOLD WORLDWIDE. BEING ABLE TO USE THE MANUFACTURING GUILD MARK ON OUR LITERATURE AND WEB PAGE GIVES POTENTIAL CUSTOMERS CONFIDENCE THAT OUR JUKEBOXES ARE MANUFACTURED TO THE HIGHEST STANDARDS AND ASSISTS US GREATLY IN THE SALES PROCESS.

**CHRIS BLACK**  
MANAGING DIRECTOR  
AT SOUND LEISURE



## Apply now

All applicants will be assessed for the Manufacturing Guild Mark by an independent third party auditor from the Furniture Industry Research Association (FIRA).

All initial applications are for a minimum of three years and are renewed annually and subject to the successful completion of subsequent re-audits.

Application forms can be downloaded at [furnituremakers.org.uk/excellence/manufacturing-guild-mark](https://furnituremakers.org.uk/excellence/manufacturing-guild-mark)



### EXCELLENCE IN

- Sales and marketing
- Design
- Product development and function
- Manufacture
- Human resources
- Financial stability
- Sustainability

## About The Furniture Makers' Company

The Furniture Makers' Company is the City of London livery company and charity for the furniture and furnishing industry. Our vision is to sustain a thriving British furniture and furnishing industry with a talented workforce delivering high quality products, which supports those in need from within its ranks and those who have served it in the past.

### Make us your first port of call

We're here to help when times are tough with grants, services, time and support.

### Make us a part of your future

We're encouraging new talent with our extensive education programme, working with schoolchildren, students and young professionals to create a powerful workforce.

### Make excellence your goal

We're recognising and inspiring the very highest standards within the industry with our prestigious Guild Marks and Awards.

## Contact us

If you have any questions about how you can become a Manufacturing Guild Mark holder, please get in touch with us.

### The Furniture Makers' Company

Furniture Makers' Hall, 12 Austin Friars, London EC2N 2HE

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☎ 020 7562 8520

🖱 [furnituremakers.org.uk](https://furnituremakers.org.uk)

### #ManufacturingGuildMark

You can find us on social media:

📷 FurnitureMakersCompany

✂ FurnitureMkrsCo

in The Furniture Makers' Company





Be an exemplar  
to the industry.

Be a Manufacturing  
Guild Mark holder.

[furnituremakers.org.uk/manufacturing-guild-mark](http://furnituremakers.org.uk/manufacturing-guild-mark)

