

Giftware & Retail

2011

A Guide to Sources Available in
the Business Information Centre



Market
Research



Country
Intelligence



Company
Leads



Tender
Opportunities



Useful
Contacts

INTRODUCTION

It is important to keep up to date with what is happening in any industry in order to plan your company strategy effectively. The Business Information Centre can provide a wealth of information on all aspects of the giftware and retail industries from the global industry as a whole to the more specific sub-sectors.

In addition, Enterprise Europe NI is hosted by Invest Northern Ireland. The network can provide direct contact with market research centres throughout Europe and is a first point of contact for researching European giftware and retail markets.

*This guide has been designed to assist with desk research and shows **examples** of reports and websites that might be useful. It is only possible to give an idea of the content of databases and websites. Invest NI does not endorse any of the websites or information providers mentioned.*

MARKET REPORTS

DATAMONITOR (Verdict Retail) (www.datamonitor.com)

Verdict Retail via Datamonitor provides research, trend analysis and a news service for the retail industry. The following is a sample of the reports available:

- Childrenswear Retail in Europe – 2010
- Clothing Retail in Australia – 2011
- Global Jewellery Retailing – 2010
- Global Luxury Retailing – 2010
- Global Strategies in Online Fashion Retailing – 2010
- How Britain Shops – Clothing – 2011
- How Britain Shops – Homewares – 2011
- Instore Services & Events in Global Retailing – 2011
- International Retail in the UK – 2010
- Issues & Opportunities in the UK 45 years+ Womenwear Market - 2011
- Social Media Strategies in Global Retailing – 2011
- UK Menswear Retailers – 2010
- UK Niche Clothing Segments – 2011
- UK Sports Retailing – 2011

Industry profiles

- Apparel Retail

Asia Pacific Australia Belgium Brazil Canada China Czech Republic Denmark Egypt Europe France	Germany Global Hungary India Israel Italy Japan Mexico Netherlands Norway Poland	Russia S Africa S Arabia S Korea Singapore Spain Sweden Taiwan UK US
---	--	---

- Online Retail

Asia Pacific Europe France	Germany Global Japan	UK US
----------------------------------	----------------------------	----------

Detailed company analyses

Top 5 in the giftware sector:

American Greetings Corporation	United States	26,000	1,635.9
Sanrio Company, Ltd.	Japan	792	796.4
Hot Topic, Inc.	United States	9,300	736.7
1-800-FLOWERS.COM, Inc	United States	2,200	667.7
New Wave Group AB	Sweden	2,196	590.8

KEYNOTE (www.keynote.co.uk)

Keynote is an online database providing information on 27 industry sectors in the UK. Reports cover industrial and consumer sectors and information includes market size and trends, key players and company profiles. **There is always a chapter on the global market.** The following is a sample of the reports available for the giftware and retail sectors:

- ABC1 Consumer 2010
- Book Retailing on the Internet 2011
- C2DE Consumer 2010
- China & Earthenware 2011
- Clothing Retailing 2011
- Corporate & Promotional Giftware 2011
- Discount Retailing 2011
- Giftware 2011
- Glassware 2011
- Hand Luggage & Leather Goods 2010
- Home Furnishings 2011
- Home Shopping 2011
- Jewellery & Watches 2011

MINTEL (<http://oxygen.mintel.com>)

Mintel market reports analyse market sizes and trends, market segmentation and consumer attitudes and purchasing habits, as well as assessing the future market. The following is a sample of the reports available through Mintel Oxygen for the giftware and retail markets.

- Beauty Retailing – UK – 2011
- Buying for the Home Online – UK – 2011
- Christmas Retailing – Ireland – 2011
- Department Store Retailing – UK – 2011
- Fashion – Impact of the Recession – UK – 2010
- Fashion Accessories – UK – 2011
- Holiday Wear Shopping – UK – 2011
- New Media and the Irish Consumer – 2010
- Online Spending Habits – UK – 2011
- Reaction to the Recession – Changes in Shopping Behaviour – Ireland – 2010
- Researching Purchases Online – UK – 2011
- Watches and Jewellery Retailing – UK – 2010

MINTEL (<http://gmn.mintel.com>)

Sector profiles which include info on market size and segmentation, market shares and socio economic data.

- Retailing:

Australia	India	Slovak Republic
Austria	Italy	S. Africa
Belgium	Japan	S. Korea
Brazil	Malaysia	Spain
China	Mexico	Sweden
Columbia	Netherlands	Switzerland
Czech Republic	New Zealand	Taiwan
Denmark	Norway	Thailand
Finland	Philippines	Turkey
France	Poland	Ukraine
Germany	Portugal	UK
Greece	Russia	US
Hungary	Singapore	

PLIMSOLL (www.plimsoll.co.uk)

Plimsoll specialises in providing up to date, authoritative financial analysis. They publish in-depth industry reports and market analysis on over 1500 UK industries. The following is a sample of the reports:

- Bathroom Retailers
- Bridal Shops
- Card Shops
- Carpet Retailers
- Clothing Retailers
- Collectables
- Furniture Retailers
- Furniture Retailers (NI)
- Giftware Importers & Distributors
- Giftware Wholesalers
- Leathergoods
- Lighting Retailers
- Niche Fashion Retailers
- Perfume Retailers
- Retail Jewellers

UK TRADE & INVESTMENT (UKTI) (<https://www.ukti.gov.uk>)

UKTI has extensive research contacts in every sector, in every country. They also publish research on their website. The following reports are a sample of what is available:

- Business & Consumer Services including Retail Opportunities in India
- Clothing & Footwear Sector in New Zealand
- Consumer Goods Sector in Brazil
- Consumer Goods Sector in Hong Kong and Macao
- Consumer Goods Sector in Mexico
- Fashion & Textiles Sector in Switzerland
- Fashion Sector in South Korea
- Giftware & Homeware Opportunities in New Zealand
- Giftware, Jewellery & Tableware Sector in Russia
- Luxury Sector in Chile
- Retail Opportunities in Malaysia
- Retail Sector in Chile

HARDCOPY REPORTS

- Retail Directory 2010

Some Management Consultants specialise in different sectors and make detailed research available on their websites. Those with research available on the giftware and retail sectors include:

- KPMG GLOBAL –
<http://www.kpmg.com/Global/en/WhatWeDo/Industries/Pages/default.aspx>
- ACCENTURE –
<http://www.accenture.com/us-en/industry/Pages/index.aspx>
- PWC GLOBAL –
<http://www.pwc.com/gx/en/industry-sectors/index.jhtml>
- ERNST & YOUNG –
<http://www.ey.com/GL/en/Industries>

COMPANY INFORMATION

Identifying companies and finding the right information about their activities and performance is essential to making good business decisions. The Information Centre has a wide range of company databases that can provide financials, product information, company details or trade names. Company information on agents or distributors, competitors or even potential customers, can be searched

for on an international, regional, national or local level through a variety of databases including Kompass and Amadeus.

Some of these databases have free, limited searching available on the internet. This can help to identify potential companies which can be researched further. The following links are useful:

- Bureau Van Dijk – Free Directory - www.bvdep.com
- Kelly's Directory – www.kellysearch.com
- Kompass – www.kompass.com

Datamonitor supplies company profiles on the larger global corporates including Hermes International SA, Guess Inc, PPR SA, Home Retail Group plc and Tiffany & Co. These profiles provide an invaluable analysis into the competitive and strategic performance of the company.

STATISTICS

The National Statistics website, www.statistics.gov.uk, holds information on import and export trade statistics for many products:
<http://www.statistics.gov.uk/OnlineProducts/>

Datamonitor also provides very comprehensive statistics and forecasts.

ASSOCIATIONS

Associations are an extremely useful way to find information on either markets or companies within the sector. Many associations hold detailed membership directories and many also include detailed market reports, statistics, events, industry news and useful links. Relevant associations include:

UK

- Giftware Association – www.ga-uk.org
- British Ceramic Confederation – www.ceramfed.co.uk
- British Jewellery, Giftware & Finishing Federation – www.bigf.org.uk
- Guild of Master Craftsmen – www.guildmc.com
- British Glass – www.britglass.org.uk
- British Travel Goods and Accessories Association – www.btaa.org.uk
- British Retail Consortium – www.brc.org.uk
- UK Gift Card and Voucher Association – www.ukgcva.co.uk
- Greeting Card Association – www.greetingcardassociation.org.uk
- British Interior Textiles Association – www.interiortextiles.co.uk

EUROPE

- Eurocommerce – www.eurocommerce.be
- European Retail Round Table – www.errt.org
- European Association for Fashion Retailers – www.aedt.org

USA

- Manufacturing Jewellers & Suppliers of America – www.mjsanc.com
- American Craft Council – www.craftcouncil.org
- Gift & Home Trade Association – www.giftandhome.org

INTERNATIONAL

- World Jewellery Confederation – www.cibjo.org
- Forum for International Retail Association Executives – www.firae.org

Invest NI is not responsible for the content of external websites and inclusion in, or exclusion from, the above list does not imply recommendation, endorsement or otherwise of any company, product or service.

NEWS

Business Information Centre subscribes to a number of news databases which provide access to articles news and trade sources.

A vast amount of current and retrospective news articles on the industry can also be obtained from Datamonitor, Business Monitor and Mintel.

The Lexis Nexis database has access to trade and news sources from around the world.

FINDING LOCAL AND EUROPEAN GOVERNMENT CONTACTS

The Tenders Alert Service is hosted by Enterprise Europe NI for Invest NI. It enables you to identify local and international contract opportunities from a wide range of public sector organisations via a daily alerting service. In 2010, 58 companies on the service won 114 contracts potentially worth £239 million. The team can also offer guidance on:

- tendering procedures
- UK and EU Public Procurement Regulations

- supplying to local government, education boards, the health sector and utility companies

The charge for the service is £100 plus VAT per annum. For more information, contact:

Derval Mooney	028 9069 8134	derval.mooney@investni.com
Helen McKee	028 9069 8788	helen.mckee@investni.com
Stephen McCann	028 9069 8108	stephen.mccann@investni.com

Or email tenders@investni.com

EXHIBITIONS/TRADESHOWS

Exhibitions/Tradeshows are a good way to market your product, finding out who your competitors are, networking and finding new customers. To find out about exhibitions and tradeshows in this sector, worldwide or locally, just click on the links below:

<http://www.exhibitions.co.uk/>

<http://www.expodatabase.com/messedb/>

RELATED LINKS

This sector guides along with others can be found on the Invest NI website:

<http://www.investni.com/index/publications.htm?filter=S>

These are only examples of information available for the industry. If you require anything specific or have any questions, please do not hesitate to contact Kathy McConville, 028 9069 8127 or any member of the Business Information Centre by e-mail: bic@investni.com.

PUBLISHED 2011