

Market Insights & Trends

Are there any emerging trends or popular styles in workplace or education furniture that dealers should be aware of?

- Compact adjustable solutions, perfect for small home offices flagged in DSE reviews.
- Sustainable design, aligning with procurement policies and assessment-led equipment lifecycles.
- Movement-friendly ergonomics, such as sit-stand options recommended by assessments to prevent static posture risks.

How is hybrid working impacting furniture demand, and what opportunities does this create?

Hybrid working means employees need ergonomic setups in two locations. This drives demand for affordable, portable, and easy-to-install solutions. Dealers can sell to both companies (bulk supply for staff) and individuals (self-purchase for home).

Employers must conduct assessments covering all work environments (office and home) and supply any equipment needed.

Dealers can tap into this demand by offering hybrid-ready ergonomic packages tailored to assessment outcomes.

What's your outlook on growth areas in the UK furniture market over the next 1–2 years?

Steady growth in home-office ergonomic solutions, as more employers fulfil DSE obligations for hybrid staff.

Rising demand for integrated ergonomic compliance services: assessment support plus gear supply.

Tenders increasingly require sustainability and ergonomic compliance, pushing Leitz Ergo (certified, modular, recyclable) into a favourable position.