

# HEALTH & FITNESS INDUSTRY GUIDE

Updated July 2019



In collaboration with



Founder Partner



This is a guide to some of the resources available within the Mitchell Library Business & IP Centre relevant to the Health & Fitness industry.

Inside you will find sources of information such as market research (statistics, trends, developments), key companies, trade magazines, newsletters, and Internet sources.

This guide will be useful to anyone starting a business within the health and fitness industries and also for those wanting to further their knowledge within this area.

## Start-Up Information



accessible via  
electronic  
databases

The Cobra database contains practical fact-sheets on all aspects of starting, running and managing a small business – including information on writing business plans, marketing, company structures etc.

It also covers the practical aspects of how to start and run particular types of businesses – outlining necessary skills, regulations, licences and legislation - and highlights other sources of information and advice available.

### **Business Opportunity Profiles (BOP)**

Acupuncturist	BOP244
Chiropractor	BOP216
Dance Teacher	BOP072
Dietitian	BOP555
Foot Health Practitioner	BOP568
Gym	BOP004
Health Food and Supplements Retailer	BOP011
Herbalist	BOP335
Homeopath	BOP150
Massage Therapist	BOP443
Nutritional Therapist	BOP395
Occupational Therapist	BOP549
Osteopath	BOP546
Personal Fitness Trainer	BOP379
Physiotherapist	BOP161
Reflexologist	BOP349
Reiki Practitioner	BOP045
Sports Shop	BOP317
Yoga and Pilates Instructor	BOP356

### **UK Market Synopsis**

Complementary Therapy	SYN044
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### **Sector Update**

Complementary and Alternative Medicine – Sector Update	SEC016
Fitness and Physical Activity	SEC027

## Business Information Fact Sheets

Complementary & Alternative Therapy Sector - A Compliance Guide

BIF444

An Introduction to Community Amateur Sports Clubs (CASCs)

BIF501

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## Small Business Help Books

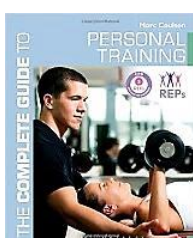
This is a collection of books with practical information aimed at those starting and running a business in the health and fitness industry. The books listed below and other health and fitness titles can be found in Glasgow Libraries Online Catalogue at [libcat.csghlasgow.org](http://libcat.csghlasgow.org).



**Skills for Practice in Occupational Therapy** ed. By Edward A. S. Duncan (Elsevier Ltd, 2009)

This book focuses on the essential skills required by occupational therapists in contemporary practice. Illustrates the variety of skills required to be a competent practitioner with clear guidelines and suggestions as to how these can be put into practice.

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**The Complete Guide to Personal Training** by Morc Coulson (Bloomsbury Sport, 2013)

How to set up, market and grow a successful business including training methods, training routines and schedules, health and safety, sales, marketing, financial management etc.

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## Market Research & Statistics

If you are planning on starting a business you will need to be aware of the latest trends, developments and opportunities within your industry which can all be found from market research.

Market research also covers market size and forecasts, consumer demographics and attitudes, the key players and products and will often include SWOT and PEST analysis showing areas of strength, weakness, opportunities etc.



- **Corporate Wellness Services - UK0.008**
- **Fruit Drink & Functional Beverage Production – C11.073**
- **Fruit & Vegetable Retailers – G47.210**
- **Gyms & Fitness Centres – R93.130**
- **Juice, Mineral Water & Soft Drink Wholesale – G46.341**
- **Juice Production – C10.320**
- **Juice & Smoothie Bars – UK0.007**
- **Occupational Health – UK0.030**
- **Organic Food Retailing – UK0.002**
- **Personal Trainers – UK0.027**
- **Pilates & Yoga Studios – UK0.012**
- **Sports Clubs – R93.120**
- **Sports Facilities – R93.110**
- **Sporting Goods Manufacturing – C32.300**
- **Sporting and Outdoor Equipment Retailers – G47.640**



Marketline Industry Guides:

- **Gyms, Health & Fitness Clubs in the United Kingdom**
- **Sports Equipment in the United Kingdom**
- **Organic Food in Europe**

- **OTC Pharmaceuticals in Europe**
- **Skincare in the United Kingdom**

**Mint UK (Read Only)** is available within any Glasgow Library.

**Mint UK (Download/Export)** is available via password from The Mitchell Library.



- **Alternative Therapies in Health and Medicine**
- **Better Nutrition**
- **BMC Complementary and Alternative Medicine**
- **Club Industry's Fitness Business Pro**
- **Evidence-Based Complementary and Alternative Medicine**
- **Men's Health**
- **Muscle and Fitness**
- **Self Magazine**
- **The Lancet**
- **The Nation's Health**

**ProQuest** is available from the Glasgow Libraries catalogue (Research 24/7 section) at **libcat.csghlasgow.org**. Library card number and PIN required for remote access.



**British Standards Online** holds standards relating to the health and fitness industry. Titles include:

- **BS EN 14836:2018** - Surfaces for sports areas. Synthetic surfaces for outdoor sports areas. Test method for artificial weathering.
- **BS EN 16686:2015** – Osteopathic Healthcare Provision
- **BS EN 17229:2019** – Fitness centres. Requirements for centre amenities and operation. Operational and managerial requirements.
- **BS EN 60601-2-5:2015** – Basic safety and essential performance of physiotherapy equipment.

- **BS ISO 17218:2014** – Sterile acupuncture needles for single use.

A read-only version of **British Standards Online** is available from the Glasgow Libraries catalogue (Research 24/7 section) at **libcat.csghlasgow.org**. Library card number and PIN required for remote access.

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## Magazines, Newsletters & Trade Journals

Useful for gaining inside knowledge, recent trends, industry news, company profiles, reviews of new products and services. Some contain annual reviews and company contact lists.



**ProQuest** is a subscription only database contains trade journals and magazines. Titles include: *Club Industry's Fitness Business Pro, Men's Health, Muscle and Fitness, Shape Magazine, Self Magazine, Evidence-Based Complementary and Alternative Medicine, BMC Complementary and Alternative Medicine and The Nation's Health.*

**ProQuest** is available from the Glasgow Libraries catalogue (Research 24/7 section) at **libcat.csghlasgow.org**. Library card number and PIN required for remote access.



**RBdigital eMagazines** is a great service which lets you read digital copies of your favourite magazines for FREE! Titles include: *Cycling Plus, Golf Monthly, Eat Well, Health & Fitness, Runner's World, Vegetarian Today, and Yoga Journal.*

**RBdigital eMagazines** is available from the Glasgow Libraries catalogue (eReading 24/7 section) at **libcat.csghlasgow.org**. Library card number and PIN required for remote access.

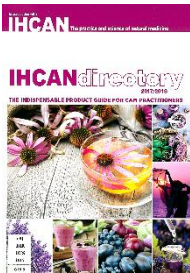


Visit General Services, Level 4 at The Mitchell Library for health and fitness magazines and journals. Titles include: *Athletics Weekly*, *Cycle*, *Golf World*, and *World Soccer*

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## Directories

Contains lists of companies and industry contacts. Some have annual industry reviews, and specialist articles.



**The IHCAN Directory 2017/2018** (Target Publishing Ltd)

A guide to complementary health in the UK with listings of manufacturers, suppliers, courses, products and services etc. **2018/2019 Directory freely available.**

<https://www.ihcan-mag.com/imag/ihcandirectory2018/>



**The Natural Trade Directory 2018** (Target Publishing Limited)

Buyer's guide for the natural and organic trade industry with listings of companies, products and services, trade names and other useful addresses. **2018 Directory freely available online.**

<http://www.healthfoodbusiness.co.uk/natural-trade-directory/>

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## Internet Sources

Websites containing free sources of industry statistics, information and contacts.

### **The Association of Physical and Natural Therapists**

Represents trained, professional therapists in disciplines including massage, reflexology and acupressure. <https://apnt.org/>



### **The British Association of Sport and Exercise Sciences**

Professional association for people interested in exercise and sports science, such as biomechanics, physiology and psychology. [www.bases.org.uk/](http://www.bases.org.uk/)

### **The British Complementary Medicine Association**

Founded to support and protect both therapists and clients. Includes a directory of practitioners.

[www.bcma.co.uk](http://www.bcma.co.uk)

### **The British Dietetic Association (BDA)**

Professional association for dietitians. It provides training and a range of publications.

[www.bda.uk.com](http://www.bda.uk.com)

### **The British Nutrition Foundation (BNF)**

Provides information on healthy eating for schools and the general public.

[www.nutrition.org.uk](http://www.nutrition.org.uk)

### **The Chartered Institute for the Management of Sport and Physical Activity (CIMSPA)**

The professional body for sport, physical activity and recreation management.

[www.cimspa.co.uk/](http://www.cimspa.co.uk/)

### **The Complementary & Natural Healthcare Council (CNHC)**

UK regulatory body for complementary healthcare practitioners. With an online registry of complementary therapists. [www.cnhc.org.uk](http://www.cnhc.org.uk)

### **The Department of Health & Social Care (DHSC)**

Provides the latest Government information on health and fitness, and aims to improve the overall wellbeing of the British public.

<https://www.gov.uk/government/organisations/department-of-health-and-social-care>

### **The Federation of Holistic Therapists**

A guide to available treatments, links to reputable practitioners and a number of articles on complementary therapy and its benefits. [www.fht.org.uk](http://www.fht.org.uk)

### **The Federation of Sports and Play Associations**

The national trade body representing the UK's sporting goods and play industries.

<https://sportsandplay.com/>

### **The Food Standards Agency (FSA)**

An independent food safety watchdog set up to protect the public's health and consumer interests in relation to food. [www.food.gov.uk](http://www.food.gov.uk)

[www.foodstandards.gov.scot/](http://www.foodstandards.gov.scot/)

### **The General Council for Massage Therapy**

Aims to regulate standards of training and professional practice for massage therapists.

[www.gcmt.org.uk/](http://www.gcmt.org.uk/)

### **The Homeopathic Medical Association**

Represents qualified professional homeopaths and promotes homeopathy and homeopathic education. [www.the-hma.org](http://www.the-hma.org)

### **The Institute of Complementary and Natural Medicine (ICNM)**

Administers the British Register of Complementary Practitioners. Provides information on complementary medicine. [As of July 2017 website being updated] <http://icnm.org.uk/>

### **The International Register of Consultant Herbalists and Homoeopaths**

Exists to promote skilled, ethical and professional care among herbal practitioners.

[www.irch.org](http://www.irch.org)

### **International Therapy Examination Council**

The International Therapy Examination Council (ITEC) is an awarding body offering vocational related qualifications in beauty, complementary and sports therapies. [www.itecworld.co.uk](http://www.itecworld.co.uk)

### **The National Register of Personal Trainers**

An online directory of qualified personal trainers. <https://nrpt.co.uk/>

### **Nutritional Therapy Education Commission (NTEC)**

Self-regulatory body and publishes a national register of nutritional therapists. It aims to promote and raise professional standards in nutritional therapy.

[www.nteducationcommission.org.uk/](http://www.nteducationcommission.org.uk/)

### **The Register of Chinese Herbal Medicine**

A directory of registered Chinese Medicine practitioners. <http://rchm.co.uk/>

### **The Register of Exercise Professionals**

A professional register of exercise and fitness trainers, coaches and instructors.

[www.exerciseregister.org](http://www.exerciseregister.org)

The UK's various sports development agencies promote the benefits of sport and deliver the Government's sporting objectives, as well as providing links to the National Governing Body (NGB) of each sport.

**Sport England** [www.sportengland.org](http://www.sportengland.org)

**Sport Scotland** <https://sportscotland.org.uk/>

**The Sports Council for Wales** <http://sport.wales/>

**The Sports Council for Northern Ireland** [www.sportni.net/](http://www.sportni.net/)

**UKActive** (Formerly the Fitness Industry Association)

Provides services and facilities partnerships for a broad range of organisations to improve the health of the nation via more active lifestyles. [www.ukactive.com](http://www.ukactive.com)

**UK Coaching** (formerly **Sports Coach UK**)

Guides and implements a coaching strategy for the UK, and offers information about National Governing Bodies and the National Coaching Certificate. [www.ukcoaching.org/](http://www.ukcoaching.org/)

The Business & IP Centre supports entrepreneurs and innovators from that first spark of inspiration to successfully launching and growing a business. We have a team on hand to help guide you through intellectual property through workshops, one-to-one sessions and webinars, as well as being on hand in the Centre itself. [Visit the website](#) to see how we can help you take the right steps to start up, protect and grow your business.

### **Contact us**

Business & IP Centre Glasgow

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Glasgow G3 7DN

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T: +44 (0)0141 287 2904

E: [business@glasgowlife.org.uk](mailto:business@glasgowlife.org.uk)

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