

APPLICATION FOR DISTRIBUTOR MEMBERSHIP

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(Please state Company name)

DISTRIBUTOR MEMBERSHIP OF THE BMF MAY BE OPEN TO APPLICANTS COMPLYING WITH THE FOLLOWING RULES:-

- You should be a bona-fide distributor of manufactured goods used in the construction industry.
- You may be admitted to Distributor Membership if, in the opinion of the Federation, your membership will improve the relationship of Merchants, other Distributors and Manufacturers.
- You will be expected to sell predominantly to Merchants.
- You may be either a nationwide or regional distributor.
- You must either have been trading for 2 years or more and be able to supply audited accounts OR if newly established, be able to supply a bank reference, statement and projected balance sheet/profit & loss statement.
- You should have an annual turnover of not less than £250,000.
- You must grant credit facilities to your customers.
- You must provide a delivery service to your customers.

You will be expected to comply with the terms of the BMF Charter regarding the following positive expectations of trading between you and your suppliers and your customers:

WHAT SUPPLIERS SHOULD EXPECT FROM A BMF DISTRIBUTOR MEMBER

1. Active market and product development
2. Commitment to quality training processes
3. Commitment to long term partnerships
4. Value for money pricing
5. Support for supplier specifications
6. Commitment to cost reduction in the supply chain
7. Payment to agreed terms

WHAT MERCHANTS SHOULD EXPECT FROM A BMF DISTRIBUTOR MEMBER

1. Value for money price structure
2. Prompt deliveries
3. Structured credit facilities
4. Helpful and efficient service
5. Commitment to product, customer care and safety training
6. Technical advice from experienced teams
7. Prompt handling of enquiries

Please return this form to BMF, 15 Soho Square, London, W1D 3HL

1. FULL COMPANY TRADING NAME AND HEAD OFFICE ADDRESS INCLUDING POSTCODE	
TEL NO:	FAX NO:
E-MAIL:	WEBSITE:

2. FULL NAMES OF PROPRIETORS, PARTNERS OR DIRECTORS
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3. PRINCIPAL CONTACT NAME

4. GROSS TURNOVER FOR THE _____ FINANCIAL YEAR (PLEASE STATE THE MOST RECENT FULL YEAR)
£ _____

5. DATE OF ESTABLISHMENT

6. NUMBER OF OUTLETS

7. AVERAGE VALUE OF STOCK

8. FULL NAMES AND ADDRESSES OF ALL SUBSIDIARY OR ASSOCIATED COMPANIES (PLEASE STATE WHETHER WHOLLY OWNED OR CONTROLLED)
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9. IF YOU ARE YOURSELVES A SUBSIDIARY COMPANY, GIVE NAME AND ADDRESS OF THE CONTROLLING COMPANY
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10. HAVE YOU OR ANY OF YOUR SUBSIDIARY COMPANIES PREVIOUSLY APPLIED FOR MEMBERSHIP OF THE BMF? (IF SO PLEASE GIVE DATES)

11. ARE YOU A MEMBER OF ANY OTHER TRADE ASSOCIATION (IF SO, PLEASE GIVE DETAILS)

12. ARE YOU ABLE TO COMPLY WITH ALL THE CRITERIA AS SHOWN ON THE FRONT PAGE INCLUDING THE BMF CHARTER? IF NO, PLEASE STATE WHICH ARE NOT COMPLIED WITH

PLEASE SUPPLY A LIST OF SHAREHOLDERS AND THEIR HOLDINGS IF YOU ARE NOT A PUBLIC LIMITED COMPANY (PLEASE APPEND ON A SEPARATE SHEET)

13. PLEASE COMPLETE THE FOLLOWING:

Please tick the category(ies) of products that you distribute

PRODUCT SECTION	PLEASE TICK
1. Roofing Materials	
2. Plumbing Materials	
3. Bricks & Blocks, Clay & Concrete	
4. Cement, Plaster, Insulation Materials	
5. Decorating Materials	
6. Fireplace, Heating & Cooking Appliances	
7. Ironmongery, Tools & Associated Products	
8. Kitchen Equipment, Wall & Floor Tiles	
9. Timber and Timber Products	
10. Heating	
11. Civils Products	

(PLEASE CHECK THE PRODUCT LISTINGS BELOW TO SEE WHICH SECTIONS APPLY TO YOU).

14. TO WHOM DO YOU DISTRIBUTE YOUR PRODUCTS (PLEASE INDICATE IN % TERMS)

MERCHANTS _____% **BUILDERS/CONTRACTORS** _____%

OTHER DISTRIBUTORS _____% **RETAIL/DIY** _____%

DO YOU DISTRIBUTE NATIONALLY OR REGIONALLY? (IF REGIONALLY PLEASE STATE WHICH AREAS)

In the event of your application not being approved your payment will be returned to you. The decision of the BMF as to membership is final and in the case of rejection no correspondence will be entered into.

We apply for admission into Membership of the Builders Merchants Federation and we certify that the above particulars are correct. We enclose a set of the latest two years trading accounts (please note these will be handled in confidence by BMF staff only). In the event of this application being approved, we agree to support the aims and objectives of the BMF and to pay the annual subscription and associated levies authorised from time to time so long as we remain in membership. Please note that under our Rules, if you wish to resign your membership, you must serve written notice of your intention to resign at least 3 months prior to the start of the new subscription year on 1st April, otherwise you will be liable for the full amount of your subscription for the forthcoming year.

COMPANY STAMP

Signature _____

Date _____

PRODUCT SECTIONS

Roofing Materials

Battens
Bitumen compounds
Roofing felts and dampcourse
Fibre cement products
Lead sheeting
Profiled Sheet Metals
Roofing tiles (clay & concrete)
Slates (natural & man made)
Translucent roofing
Ventilation products

Plumbing Materials

Baths
Cylinders & tanks
Flushing cisterns
Immersion heaters
Insulation (pipe & cylinder)
Lead pipe
Plumbers brassware
Rainwater & soil goods
Sanitaryware
Showers, cabinets & fittings
Tubes & fittings (copper, stainless steel, plastic, black & galvanised)
Water mains & domestic waste pipes
Water softeners

Bricks & Blocks, Clay & Concrete: Underground Drainage Systems / Civils

Blocks & garden walling
Bricks of all kinds
Building Blocks
Chimney pots & flue linings
Civils products
Concrete products
Drainage pipes (concrete, clay & PVC)
Firebrick backs
Flooring quarries
Geotextiles
Interlocking paving
Kerbing
Lintels (concrete & steel)
Manhole covers & frames
Precast concrete
Quarry tarrazo pavings
Septic tanks
Street furniture
Wall ties

Cement, Plaster & Insulation Materials

Additives
Aggregates
Cement
Cement paints
Chemicals
Concrete chemicals (ready mixed)
Insulation materials (roof & wall)
Lime
Mortar
Plaster
Plasterboard - all types
Plaster beads
Scrim

Decorating & Building Chemicals

Access equipment
Brushes
Building chemicals
Carpet tiles
Ceiling coatings
Decorative hardware
Decorating accessories
Interior design products
Marine coatings
Metallic coatings
Pressurised spraying equipment
Paints, wall coverings & decorating materials
Sign writing materials
Specialist applications
Surface preparation treatments
Wood preservatives

Fireplaces, Heating & Cooking Appliances

Back boilers
Closed room heaters
Cookers
Electric fires
Fireplaces - all materials
Fire cement & fire clay
Gas fires
Heat storage units
Industrial gas (LPG & LNG)
Water heaters (gas & electric)

Ironmongery, Tools & Associated Products

Adhesives
Builders & architectural ironmongery & hardware
Door & window furniture
Electrical products
Electric cable & accessories
Fixings
Garage doors
Garden hardware
Glass
Mastics
Power & hand tools
Putties
Tool Hire

Kitchen Equipment, Wall & Floor Tiles

Kitchen appliances
Kitchen furniture
Sink tops
Tiles (wall & floor)
Fitted bedroom furniture

Timber & Timber Products

Timber

Fencing
Flooring
Hardwoods
Mouldings
Planed
Preservative treated
Sawn

Timber Based Sheet Materials

Blockboard
Chipboard
Hardboard
Insulated board
Laminates
MDF & medium boards
OSB
Plywood

Manufactured Timber Products

Doors & frames
Patio doors
Staircases
Trussed rafters
Windows
UPVC windows & doors

Heating

Solid Fuel

Domestic & industrial boilers
Ancillary equipment

Gas Fired

Gas boilers
Domestic & industrial burners
Warm-Air units
Ancillary equipment

Oil Fired

Boiler/burner units
Domestic & industrial burners
Warm-Air units
Ancillary equipment

Electrical

Warm-Air, underfloor, ceiling & any other centrally controlled systems

Economy 7/White Meter equipment

Ancillary Equipment

Air conditioning units
Control primary & secondary time clocks, programmers, thermostats - all types
Circulators (pumps)
Draught stabilizers
Ducting
Flues: asbestos, steel, cast iron, insulated, flexible - all types
Heat emitters, skirting, convector & fan types
Heat exchanges
Heat pumps
Oil tanks & gauges
Radiators
Sealed systems equipment
Solar heating
Swimming pool equipment
Valves - safety & fire, mixing & regulating water treatment equipment & inhibitors