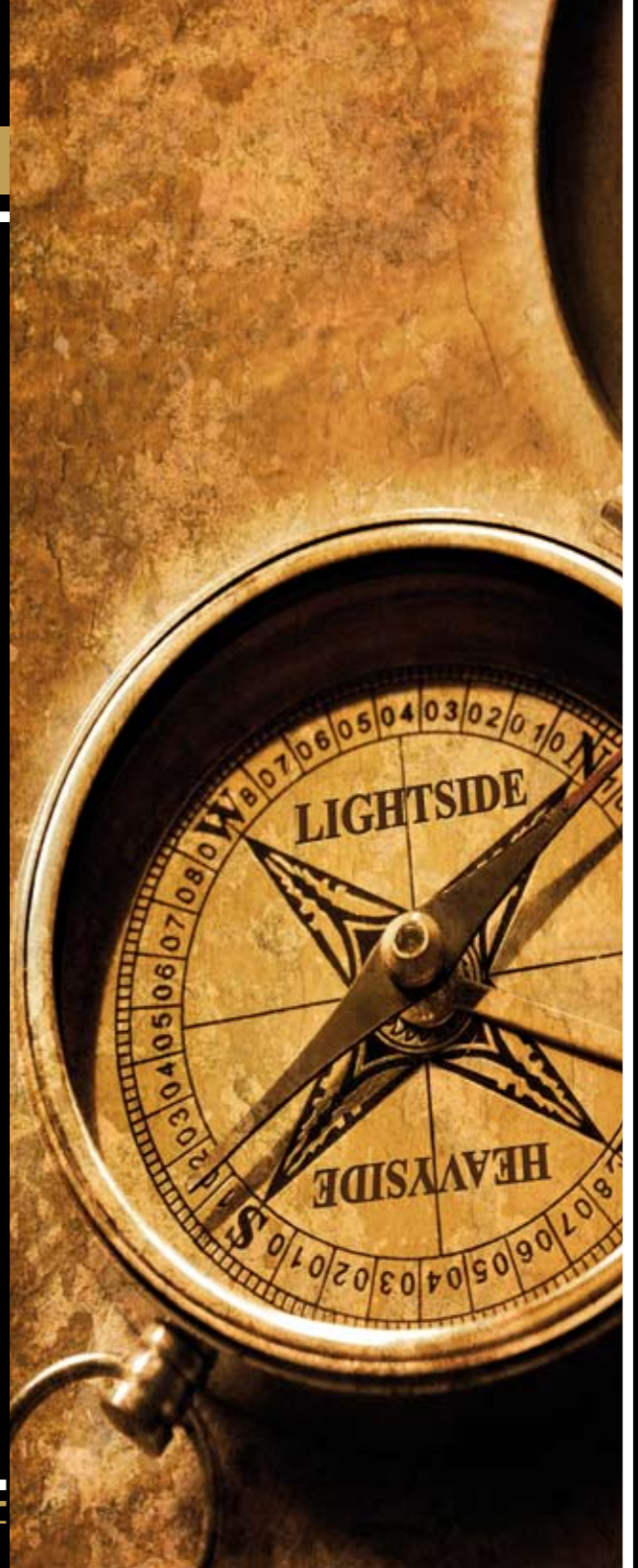




BENEFITS OF MEMBERSHIP

Building a better Supply Chain



MEMBERSHIP OPTIONS

BMF Merchant Membership is available to bona-fide merchant businesses. This includes plumbers merchants, builders merchants, timber merchants, decorators merchants, landscaping specialists and civils merchants, along with trade showrooms and similar businesses who deal in trade products, sold predominantly to professional building contractors.

BMF Supplier Membership is open to manufacturers, importers and distributors of building products. Suppliers must demonstrate their commitment to supporting the builders merchant route to market, and to working with the merchant industry to ensure the cost-effective and timely distribution of their products to professional building contractors.

BMF Service Membership offers the opportunity for suppliers of speciality services to the merchant trade to be part of the industry's wider network. Typical BMF Service Members include suppliers of insurance services, shopfitting and racking products, computer systems, forklifts or credit services.

BMF Affiliate Membership is reserved for trade associations and industry bodies who seek to work with the merchant industry in the furtherance of their own members' interests.

BMF subscription rates are all levied pro-rata to member companies' turnover.

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PROFESSIONAL DEVELOPMENT

The BMF's market-leading training department offers a complete 'cradle to grave' programme of courses and workshops for every stage of an employee's career.

BMF Apprenticeships offer a first class programme of on-the-job assessment and industry-specific knowledge for under-25 year olds. The scheme attracts government funding, so it is free of charge to merchant members. Success leads to NVQ level 2 or 3 qualifications in Business Administration, Customer Service or Distribution & Warehousing. An advanced Level 4 NVQ option is available for senior managers and company directors.

BMF Diploma In Merchanting is the industry's recognised benchmark qualification for branch management: a two-year course combining self-study modules with regular workshop sessions and modules from the NVQ3 Management qualification. BMF Diploma holders automatically qualify for membership of the Institute of Builders Merchants.

BMF Regional Training Courses run throughout the year at locations across the UK. Lasting from one day to one week, these courses enable companies to train staff in specific skills like financial management, truck and forklift training, strategic thinking or intra-personal skills.

The BMF training programme can also be tailored to create bespoke in-company management development courses to suit the individual needs of member businesses.



Builders Merchants Federation
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London
W1E 6QZ

No Stamp
Required

INDUSTRY REPRESENTATION



The BMF is the only trade association focused solely on representing the interests of merchants supplying building materials throughout the UK. BMF members are involved at all points in the building supplies chain, in both heavyside and lightside materials. We also represent many of the leading manufacturers, distributors and service suppliers throughout the construction sector.

Whether working with central and local government regulatory bodies, or within the construction industry itself, BMF works to champion and defend the Manufacturer – Merchant – Contractor supply chain. The role of the merchant in breaking bulk, consolidating orders and holding and delivering local stock is vital to the smooth and effective running of the whole building process. BMF exists to promote the merchant's role at every level, in every circumstance.



The BMF understands the practical effects of new rules and regulations on your business, and ensures that your opinions are represented at the relevant level right up to central Government. We lobby Government directly and through other trade bodies such as the CPA, CBI, FTA and BRC on a wide variety of issues that affect our industry. We also represent members when they are faced with problems relating to enforcement agencies, such as Trading Standards and Local Authorities. Collectively the BMF is your industry voice.



BUSINESS ADVICE



All companies, whatever their size, need market intelligence to help with running their businesses. By joining the BMF you will gain far more than simply belonging to the industry's foremost authority on the building supply chain.

The BMF's major role is to act as a single resource for the merchant industry when dealing with all the legal and bureaucratic issues which tie up management time in any business. Vehicle licensing regulations. Packaging waste obligations. Health & Safety inspections. COSHH. Terms and Conditions of Sale. And dozens of other issues which merchants find costly and time-consuming to deal with by themselves.



Regular Business Guides, issued every month, keep members up to speed with changing legislation and offer best-practice approaches to common business problems.

The BMF also offers cost-effective advice services to help members meet their statutory obligations on issues such as employment law, health & safety, and transport. Or to help manage the issues of site security and 'shrinkage'.



Through numerous national and regional BMF scheduled meetings, seminars and conferences, Members gain valuable opportunities to share concerns about current merchant issues and meet with like minded people and potential suppliers.

PRODUCT KNOWLEDGE



Understanding the products our members are involved with means that the BMF can provide relevant and useful guidance on all aspects surrounding their manufacture, storage and sale.

Every month, we publish additional BMF Product Selling Guides, which build into a portfolio of instant-reference sheets to help staff understand the products they are selling, and identify opportunities to up-sell or link-sell. BMF Selling Guides are recognised by LABC and the Health & Safety Executive as providing good quality, comprehensive and fit-for-purpose information which both merchant and builder can trust.



A full portfolio of detailed Product Knowledge training modules, independently produced and assessed by MOL, offer cost-effective learn-as-you-earn training on everything from bricks to boilers; from copper tube to chimneys.

BMF Product Focus Groups bring together merchants and suppliers to deal with specific industry topics and agree all-industry solutions. The BMF draws on a huge network of specialist industry experience to help merchants and suppliers deal sensibly and professionally with the issues of the day.



HOW CAN I JOIN?

I am interested in joining the BMF and would like to know more

Name
Company
Position
Address
Postcode
Telephone
Fax
Email

To discuss how BMF membership can help your company, please just drop this card in the post – no stamp necessary.
Or email: info@bmf.org.uk.