



BMF Renewables Training

The power behind new market opportunities



Over 130 people attended last month's successful BMF Sustainable Conference. The event proved a sell-out, prompting plans for a follow-up event in May.

A range of speakers from different sectors of the renewables market left members in no doubt of the fast-emerging market developments of these products and the opportunities available to merchants.



Ever conscious of the need for Merchants to be equipped with the right information to take advantage of sales opportunities, BMF launched a merchant specific training course dedicated to renewables. The course will give staff a working knowledge of the renewable energy market and the products involved.



We have worked with product experts to develop this one day training course. It will equip your staff to deal with customer enquiries and give them the knowledge needed to help your company sell such products.

Staff attending the course will:

- be able to sell the cost-benefits of renewable energy and sustainable products to potential customers
- be familiar with the basic technical features and specifications of renewable heat and power products
- identify the key points of a marketing strategy designed to emphasise the attractiveness of these products
- describe the implications of new and existing legislation governing renewable energy and the use of sustainable building products.

Following demand from delegates at the conference we have initially organised five regional courses:

London	– 1 March
Glasgow	– 23 March
Newcastle	– 25 March
Birmingham	– 29 March
Bristol	– 30 March

Alternatively, we can hold the course at your own premises for your staff with the course tailored to suit your own company requirements.

For further details or to book your place contact Sean Kelly on 0207 534 7466
email sean.kelly@bmf.org.uk

The BMF are working hard to ensure the crucial role of the merchant in the distribution chain for these products. Also that Members' staff are kept informed of the opportunities available in this fast moving market – one which the merchant cannot afford to ignore. Government legislation and customer demand are driving the agenda so you need to be ready!

Diploma in Merchanting

*Do you have qualified
managers?*

*Are you starting out on
the manager ladder?*

Then the BMF Diploma in Merchanting could just be what you are looking for. The Diploma consists of 9 modules to study that cover areas including people management, time management and marketing. Each module costs £300.00 + VAT for BMF Members.

The good news is that we have two new Diploma in Merchanting groups starting next month which you can book places for. One is being held in Yorkshire in the Wetherby area and the other will be at BMF's head office in central London.

The Diploma is specifically designed for builders' merchants and confers a prestigious award on completion of the 9 modules.

To be a part of this prestigious training call Sean Kelly on 0207 534 7423 for more information. Or visit our website which gives the full Diploma synopsis.



Regional Training Groups

Looking for low cost affordable training? If yes then the BMF can help you!

Now more than ever having well trained staff is vitally important to a company's success. Members have been receiving details of the new BMF Training Groups and the fantastic offer now available on training courses. Regional training groups are already up and running in a number of regions. For £980.00 you can send 2 colleagues on 4 training days, subject to four member companies taking part. That work's out to £122.50 per person! Or if you only had one person it would cost you £480.00! Excellent value for money.

The BMF has a comprehensive list of training courses available all designed specifically for the merchant. If you need a specific course that we do not list then we can put one together for you. Just let us know.

Contact Sean Kelly on 0207 534 7423 or email sean.kelly@bmf.org.uk to discuss your training requirements. We are here to help you.

No Stamp
Required

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MOL Distinctions Achievers

Bathrooms

- Euan Barclay, *Asphaltic Roofing*
- Karl Perks, *Asphaltic Roofing*

Boilers & Replacement Parts

- Jacqueline Boundy, *Bradfords Building Supplies Ltd*
- Jessica Skeels, *Bradfords Building Supplies Ltd*
- Tracy Pennington, *Bradfords Building Supplies Ltd*
- Nigel Molesworth, *Bradfords Building Supplies Ltd*
- Jamie Ritchie, *Bradfords Building Supplies Ltd*

Bricks and Mortars

- Carl Devonport, *BSS*

Cement and Plaster

- Laura Robinson, *BSS*

Central Heating

- Alastair Howlett, *Buildbase*
- Nicola Griffin, *Buildbase*
- Deborah York, *Buildbase*

Commercial Practice

- Lee Hynard, *Buildbase*

Customer Care

- Michelle Holloway, *Buildbase*
- Russell Morley, *Buildbase*
- Michael Dixon, *Builders Supply Co*
- Alpesh Patel, *A W A W Champion Ltd*
- Mark Cook, *A W A W Champion Ltd*
- Gordon Pitfield, *A W A W Champion Ltd*
- David Pitman, *A W A W Champion Ltd*

Damp Proof Courses & Roofing Felts

- Stephen Eastop, *A W A W Champion Ltd*

Drainage - Above Ground

- Gabriel Domfeh, *A W A W Champion Ltd*

Drainage - Below Ground

- Kelly Cater, *A W A W Champion Ltd*
- Paul Davidson, *A W A W Champion Ltd*
- Oliver Hathaway, *A W Champion Ltd*

Fundamentals of Electricity

- Steve Armstrong, *Coomers Ltd*

Hard Landscaping

- Sam Lumley, *Coomers Ltd*

Health & Safety

- Robert Brentley, *Crossling Ltd*
- Katie Young, *David Cover & Son Ltd*
- Adrian Janman, *David Cover & Son Ltd*
- Elizabeth Newton, *Elliott Brothers*
- Roydon Jowett, *Gibbs And Dandy*
- Craig Hudson, *Gibbs And Dandy*
- Robert Bailey, *Howarth Timber Group Ltd*

Heavy Side Materials

- Richard Barker, *Howarth Timber Group Ltd*
- Jonathan Pickup, *Howarth Timber Group Ltd*

Hire Module 3

- James Atkinson, *J T Atkinson*
- Craig Richards, *Jackson Building Centres*

Insulation Products

- Dean Tute, *Jackson Building Centres*
- Elisabeth Middleton, *Jackson Building Centres*

Light Side Materials

- Sean Barker, *Jackson Building Centres*
- Thomas Lincoln, *Jackson Building Centres*

Major Property Problems

- Richard Brear, *James Hargreaves Ltd*

Manufactured Joinery Products and Ironmongery

- William McKelvie, *James Hargreaves Ltd*
- Adrian Hope, *James Hargreaves Ltd*
- Mark Brown, *Kellaway Building Supplies Ltd*

Plumbers Brassware

- Angela Cosker, *Kellaway Building Supplies Ltd*

Roofwork

- Karl Pannell, *Kent Blaxill*
- Allison Sturgess, *MKM Building Supplies*
- Emma Phillipson, *MKM Building Supplies*
- Jason Horsepool, *Norman Piette Ltd*
- David Fahey, *Norman Piette Ltd*
- Sylvain Bordas, *Palladium Builders Merchants*
- Karina Tyszkiewicz, *Palladium Builders Merchants*

Sustainable Building Products

- Ian Church, *Plumbase*
- Simon Wise, *Plumbase*
- Adam Davis, *Rawle Gammon & Baker*
- Gary Mann, *Rawle Gammon & Baker*

Timber & Panel Products

- Andrew Coad, *Rawle Gammon & Baker*
- Lee McArthur, *Rawle Gammon & Baker*
- Adam Thompson, *Ridgeons*
- Simon Browning, *Ridgeons*

Tubes, Fittings and Flanges

- Simon Browning, *Ridgeons*

Underfloor Heating

- Nathan Peachey, *Ridgeons*
- Ben Venables, *Walter Tipper*

MOL Update



Following last year's shock announcement that prices for the MOL distance learning product knowledge courses were set to more than double, the BMF is working alongside other industry trainers to prepare a new series of courses which will be industry-authored and industry-accredited.

Copyright wrangles with the Manchester College mean we are unable to simply re-badge the existing modules. Which means it may take several months before a new programme can be put in place. Much depends on the willingness of manufacturers and suppliers to contribute and comment on potential material.

Meanwhile, to ensure continuity of learning for many existing MOL customers, we have now been able to negotiate an interim position with the Manchester College. The full programme of 42 MOL courses will be available from February 1 until the end of July at a price of £180 per module + VAT to BMF members and £245 + VAT to non-members.



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