

# Harness the power of the BMF network

Supplier and service member benefits



Building excellence  
in materials supply



# BMF – Building excellence in materials supply

**The BMF is the only trade association representing and promoting the interests of merchants, manufacturers and service providers operating in the building materials supply chain in the United Kingdom & Ireland.**

For 115 years, it has represented merchants, with an increased focus on suppliers and service members in recent years. Together, BMF members form an impressive network of businesses, shaping and leading the sector in the manufacture and supply of building materials, home improvement products and renewable energy systems.

The BMF's 900 members have total annual sales over £44.5 billion, employ some 206,000+ people in the building materials industry from over 5,800 merchant branches.

When you join the BMF, you become part of the most powerful network in building materials supply, with your interests supported and promoted as part of the BMF's mission to build excellence across the sector, for the benefit of all our members.

## Vision

Enable members to build excellence in building materials supply

## Mission

Provide essential business support to merchants, suppliers and service members through skills development, supply chain collaboration and government influence to build a better future

“The BMF is rapidly establishing itself as an industry membership body that is essential to any merchant or supplier.”

**Paul Bence**, Managing Director,  
G Bence & Son Ltd



# Why being a BMF member is good for business

Our 456 merchant members represent over 80% of the total turnover of merchants trading in the UK and Ireland. Combined with our 287 supplier and distributor members and 157 service members and associates, the BMF represents the lion's share of the supply chain for building materials, plumbing and heating, painting and decorating, roofing and timber.



Total membership of over  
**900** members

With a combined  
members' turnover of  
**£44.5bn**



**456** Merchant members

**287** Supplier members

**157** Service, Associate and  
Distributor members



Employing over  
**206,000+**



Access over  
**5,800**  
Merchant Branches

# The BMF

“

If you're a manufacturer, distributor, supplier or provider of services to the building materials sector, there is no better way to join the conversation, grow your network and build your brand. ”

Richard Hill, BMF Chairman,  
ex supplier member



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# Why join – 5 excellent reasons to join the BMF

Build your business, build your brand and shape the future of our industry – be part of the power of the BMF network.

## Networking

Grow your network with industry leaders from 100's of businesses in the building materials sector.

1

## Training

Train your people with industry specific supplier focused training courses

2

## Collaboration

Forge deeper links and partnerships with merchants to build an excellent and sustainable supply chain

3

## Information

Plan for the future with expert analysis of market data and market forecasts

4

## Representation

Influence government legislation through input into BMF campaigns for change

5

“ Membership of the BMF has in no doubt accelerated our growth, ensured we are ‘part of the conversation’ and provided us with the credibility and confidence needed to press on with our ambition to deliver a circular economy supply chain solution for the entire sector. ”

Nathan Wride, Head of Partnership and Innovation,  
The Pallet Loop





# Networking

“ Polypipe Building Products have been supplier members of the BMF for many years and in that time have found great value in our partnership. It allows us the opportunity to engage face to face with our valued customers across a number of forums, not least the regional meetings and the highly regarded bi-annual overseas conference. ”

Sales & Marketing Director, Polypipe



# Access and engage with merchants and buying groups

BMF membership provides many and diverse opportunities to engage with senior contacts from leading merchants and buying groups, from CEO's and MD's to purchasing directors and branch managers.

“Whether you're looking to build your network, or discuss supply chain challenges, membership provides the right platform, with the right people, to help you build business.”

## Merchants include:



## Buying groups include:







## Industry leading events – stay current and get connected

**BMF membership provides access to a range of events that put you, and your brand, centre stage of the industry.**

Every year we organise high profile events that are the go-to place for influencers and industry professionals across the sector to learn, socialise, celebrate and share their expertise.

**Our prestigious industry events include:**

- Burns Supper held annually in January
- All Industry Conference held every two years, in June
- MasterMerchant Competition held annually in July
- Members' Day Annual Conference & Awards held annually in September
- Parliamentary Reception held annually
- Young Merchant Conference held bi-annually in October
- Plus ad hoc "special events"



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# BMF forums – the place to make things happen

Our 18 regional and sector forums held twice a year provide the perfect platform for supplier and service members to network with merchants and peers, share expertise and raise awareness of their special interests.

Increase brand visibility by supporting or sponsoring one of our Forums

## Sector forums:

- Supplier & Service member forum
- Kitchens & Bathrooms
- Tools, Fixings & Workwear
- Sustainability
- Painting, Decorating & Building Chemicals
- Roofing
- Plumbing & Heating
- Timber
- Civils & Infrastructure
- Bricks, Blocks & Landscaping
- Insulation & Dry Lining

## Job specific forums:

- Marketing
- Finance
- HR
- Transport & Distribution
- Digital & Technology
- Health & Safety
- Branch Management forum

## Regional meetings:

- |                       |              |
|-----------------------|--------------|
| • Central             | • Yorkshire  |
| • North West          | • Anglia     |
| • North East          | • South West |
| • London & South East | • Scotland   |
| • South Wales         | • Ireland    |

“ As Chair of the Young Merchant Group, I really find that the networking events that the BMF host are by far the most valuable. Not only as a Supplier Member for Knauf Insulation, but also for personal and professional development. This industry is built on its amazing people, and without the networking events such as Members Day, Young Merchant Meetings and the Conference, the networks that we build wouldn't be as strong. It's great when you can come to an event for a work purpose but also see some of your closest friends at the same time! ”

Jo Callow MIBM, Head of Communications and Digital  
Knauf Insulation



# Meet the BMF regional and sector chairs

Each forum is led by a BMF member, all senior influencers in the sector. Forums are the most effective place to share best practice, knowledge and information in a targeted way to BMF members.

## Regional Chairs

 <b>East Midlands</b> <b>Jim Parlato</b> Browns Builders Merchants	 <b>North West</b> <b>Adrian Shelley</b> Henshaws	 <b>South West</b> <b>David Young</b> Bradforbs
 <b>Yorkshire</b> <b>Jack Taylor</b> Howarth Timber & Builders Merchants	 <b>West Midlands</b> <b>James Hipkins</b> W S Emery	 <b>Anglia</b> <b>Hugh Guntrip</b> Huws Gray
 <b>Scotland</b> <b>Alan Trail</b> M&T Builders Merchants	 <b>Wales</b> <b>David Pattison</b> Robert Price	 <b>Northern Ireland</b> <b>David Haldane</b> Haldane Fisher
 <b>London/ South East</b> <b>Louise Polston</b> Alsford Timber		





## Sector Chairs



**HR**  
**Alice Stoney**  
Harlow Timber



**Sustainability**  
**Giles Bradford**  
Bradfords



**Civils & Infrastructure**  
**Nick Boyle**  
Jewsons



**Supplier & Service**  
**John Newcomb**  
BMF



**Painting, Decorating & Building Chemicals**  
**Gary Good**  
MP Moran



**Bricks, Blocks & Landscaping**  
**David Young**  
Bradfords



**Transport & Distribution**  
**Chris Paul**  
E H Smith



**Roofing**  
**Jeremy Gear**  
Roofing Gear



**Digital & Technology**  
**Pierre Krause**  
IBMG



**Kitchens & Bathrooms**  
**Baljit Singh**  
NMBS



**Plumbing & Heating**  
**Ray Stafford**  
Williams



**Insulation & Dry Lining**  
**Mike Beard**  
Encon



**Tools, Fixings & Workwear**  
**Dean Hayward**  
NMBS



**Timber**  
**Paul Pennick**  
MKM



**Marketing**  
**Alex Peacock**  
Williams Building Supplies



**BMF Ambassadors**  
**Natalie Chapman**  
Stirling Warrington



**Health & Safety**  
**Martin Evans**  
Lawsons



**Finance**  
**Richard Robinson**  
IBMG



**Learning & Development**  
**Ray Laidlaw**  
LBS

**“building excellence  
in materials supply”**

- The only trade association representing the interests of both contractors and suppliers of building materials
- Representing a market of over 100,000 and employing over 100,000
- Our 200+ member companies from around 4,500
- BMF member benefits:
  - Training and development
  - Business support
  - Access to market data
  - Networking opportunities
  - Insurance

Building Materials Federation



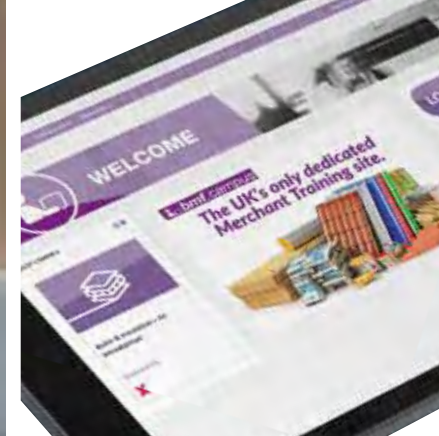


# Training

“ I recently attended a 2-day BMF training course “Selling into Merchants” via Zoom. I would recommend this course to anyone looking to improve their performance. I’m looking forward to applying these skills to future development. ”

Dave Rackham, Merchant Support Sales Advisor, Resapol





## BMF training – developed by specialists in the sector, for the sector

**At the BMF, we believe that building excellence into your business starts by building professional, competent, motivated people.**

That's why our training has been developed to provide exactly the right type of training to help our members build excellent people. We also provide free advice to help you select relevant courses or create bespoke courses. We have designed a range of training courses specifically for supplier members.

They are taught by tutors from our industry, all experts in their subjects and can lead to nationally recognised qualifications through the Institute of Builders Merchants [IOBM].



Ask for our supplier training prospectus to view tailored training courses which can be held face-to-face, either in

house or regionally, or take advantage of the option of having courses delivered virtually. Also ask us about how you can offer, as well as receive training, through the BMF campus.



Find out more

### Top 5 BMF Supplier Training Courses:

1. Selling into Merchants
2. Increasing Sales Over the Telephone
3. Key Account Management
4. Presentation Skills
5. Commercial Fast Track





# Helping you attract and support talented people

Attracting and developing a diverse range of talented people in to the industry is a key strategic goal for the BMF, across all roles in the sector, from merchanting to manufacturing.

## Supporting your apprenticeship programme

BMF has partnered with LEAP to offer the best support and advice for members looking to set-up, or make the most of, their apprenticeships programme. The 'Learn and Earn Programme' partnership is managed by the BMF's Learning and Development Manager, who can help you develop a bespoke approach to managing your apprenticeship scheme.



## BMF Ambassador programme – get involved

Our BMF Ambassador network provides a unique opportunity for all BMF members to get involved by promoting and showing their passion for this industry.

Join a network of inspirational people across the UK who have committed themselves to being a spokesperson for the industry, sharing their personal testimonials at schools and colleges and attending apprenticeship and careers fairs.

Ambassadors will also get the opportunity to be featured in local and regional media coverage.







**JCB**  
ELECTRIC

# Collaboration

“ The BMF has introduced an important new strategic theme, ‘supply chain collaboration’, designed to proactively facilitate collaboration between merchants and suppliers to solve the challenges faced by the sector. I’d encourage our members to get involved. ”

John Newcomb, CEO, BMF



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## Supply Chain Collaboration

Forge deeper links and partnerships between merchants and suppliers to solve the challenges faced by the supply chain.

Clearly define the industry BMF materials supply.

Create a supply chain collaboration strategy address shared supply chain challenges integrates with CLC agenda.

Develop high-profile events to promote implement action plans for BMF supply chain collaboration campaigns.

## Forging deeper links and partnerships

Being part of the BMF network provides many opportunities to collaborate with peers, national and independent merchants and other suppliers in the industry.

We have a number of strategic initiatives and working groups which meet regularly to forge deeper links between merchants and suppliers to solve the challenges faced by the supply chain.

- **Net carbon zero**
- **Standardisation of data**
- **Waste and logistics**
- **National retrofit**
- **Building safety bill**

Find out how you can get involved in this programme, ask Oz Bham for more details.

[oz.bham@bmf.org.uk](mailto:oz.bham@bmf.org.uk)







# Information

“ Market data and vital information to help our members survive and thrive in an increasingly competitive and fast-developing market. ”



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## Market data and forecasts – vital market insights

To stay ahead of your sector's market changes, you need to stay informed. That's why the BMF provides a wide range of vital statistical business reports for all members, including:

- Monthly sales indicators
- Remuneration survey
- KPI report
- Plumbing & Heating Market Information (PHMI) report
- Industry-specific product category data based on merchants' own sales, and forecast data provided by industry experts GfK
- Access to our highly regarded industry forecast report, BMBI and Sales Indicators

Our highly regarded Builders Merchants Building Index (BMBI) uses data analysed by research company, GfK, to report on actual sales category performance. This enables users to see which products and regions are currently growing and incorporates several lead indicators to signal future events that will impact our markets.

As well as the quarterly forecast report, members are kept up to date with weekly e-bulletins to ensure that they are the first to be informed about vital market developments.

Additionally, members who pay a small fee can gain access to our monthly sales indicator report outlining regional sales performance from merchant submitted data.





# Supporting building materials product standardisation

**ETIM stands for European Technical Information Model and is used worldwide to classify and share product information.**

The BMF is the Sector Lead Organisation for developing the ETIM data standard for Building Materials Products.

ETIM Working Groups have been set up to work through existing ETIM product classes and will review and amend the terminology used to ensure that the ETIM data model is correctly represented for the UK market sector.

As ETIM is focused on technical product detail it is targeted at suppliers/manufacturers as well as having interest and input from merchants as well.

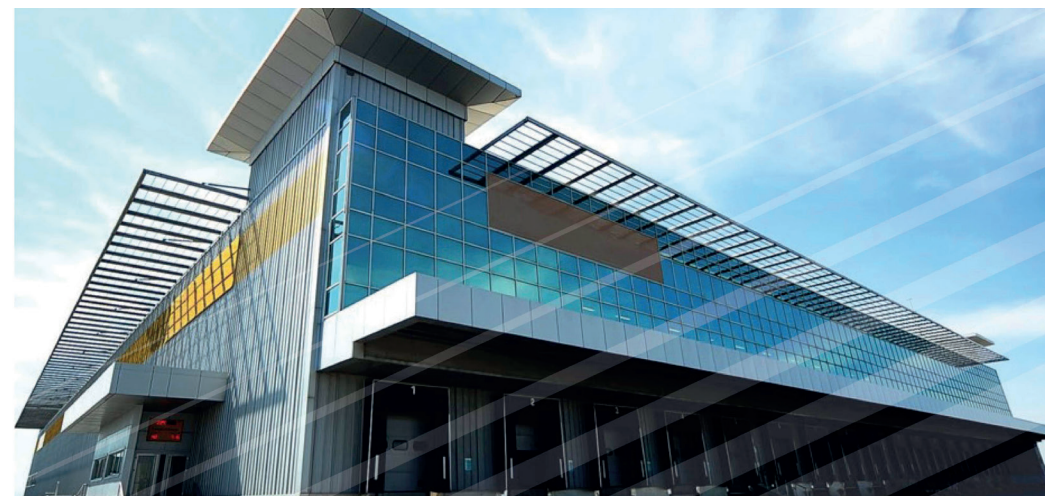
- Since the first expert group met in February 2021 there have been over 160 people from 100+ manufacturers, sector trade associations and merchants involved in ETIM.
- So far...
  - 88 virtual meetings
  - covering 12 products sectors
  - 170+ hours of participation
  - covering 127 ETIM classes

We will be launching new working groups in future tackling the following product sectors:

- Valves/taps/controls
- Pumps
- Pipes
- Bathroom products
- Kitchen products
- Drains
- Power Tools
- Hand Tools
- Workwear



**ETIM  
UK**



## Product Data Standardisation

A BMF member working group has been looking to find a practical solution to the issue of the lack of efficiencies caused by the historical emergence of multiple product data. They have now agreed on a universal template for product data for all manufacturers and merchants to use. Check the BMF website for more details.

“ ETIM under the guidance of Dave Bate (from the BMF) looked at each category in great detail, it was a very collegiate experience as a broad range of ceramic companies’ personnel came together to share and learn with each other, to ensure we provided the very best input from our industry. ”

**Mark Morris**, Commercial Director, Breedon Products





# Representation

“ We find all the benefits associated with being a supplier member of great value to our business – the training courses which are available are extremely beneficial and now form a part of our staff training. The BMF forums are a great insight to the industry, and we always come away from them having gained some new knowledge which we look to build upon and implement within our own business. And the events which the BMF host are a fantastic way of building relationships with key people from our industry and lead to being great networking opportunities. ”

**Rebecca Fortescue-Halliwell,**  
Head of Marketing & Digital Strategy, Forgefix



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## Your voice matters

### Shaping policy that matters most to you.

The BMF exists to foster business-friendly conditions for its members. Policy and public affairs mean influencing parliaments and governments to explain our role, value and importance - so that your business interests can be properly considered in delivering for customers and communities.

Our aim is to give central government, devolved administrations and local authorities coherent, convincing input to inform strategy, shape policy, allocate funding and test delivery arrangements. Proposals are screened for unintended consequences, detrimental impacts and inconsistencies. Wrongful assumptions are challenged and wherever possible, we try to give alternatives.

The BMF is working on vital issues affecting you over the next 12-18 months, notably:-

- implementing the new Construction Products Regulations that will regulate the marketing & supply of goods and define a safety-critical list of goods.
- introducing UKCA Marking to assess and certify materials & products that replaces

CE Marking on 30 June 2025 for goods that fall under the Construction Products Regulation.

- helping manufacturers, importers & suppliers with Extended Producer Responsibility that shifts the full cost of dealing with packaging waste to a single point of compliance - away from merchants & distributors and back onto primary producers.

Most politicians have little grasp of how building materials and home improvement products move from quarries, sawmills, brickworks, factories or ports via merchants to the end-user. To overcome this, the BMF takes MPs, peers and others to visit manufacturers in their constituency or district to gain first-hand insight into our supply chain. With a General Election approaching, we ask you to consider hosting such a visit. Please contact Brett Amphlett, BMF Policy & Public Affairs' Manager, on (020) 7451 7316, or [brett.amphlett@bmf.org.uk](mailto:brett.amphlett@bmf.org.uk) to discuss possibilities.





# Build your brand – ask about our range of marketing packages

BMF marketing packages have been designed to give you the opportunity to build your brand, promote your new products, share information, knowledge and best practice, exclusively with BMF members.

From advertising in one of our member magazines to event sponsorship and exhibition stands we have a range of options to support your marketing objectives, including:

- **One Voice & P&H Voice Magazines** – Quarterly and twice-yearly publications sent to all member companies. Contact us for advertising rates
- **Forum/Meeting Sponsorship Package** – Sponsor a Forum or Regional Meeting to increase your brand awareness
- **Event Sponsorship Package** – Exclusive event sponsorship to maximise brand awareness
- **Bespoke Tailored Package** – Increase visibility with media options to suit all budgets



“ Membership of the BMF has brought huge benefits not just to my company but to the whole of the building materials industry. ”

Charles Ledigo, Chairman, Reisser Ltd



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# What BMF membership includes

**BMF membership provides access to all these great benefits and more:**

- Access to BMF's industry leading events
- Attend or sponsor BMF forums and regional meetings
- Opportunity to become a BMF Regional Centre of Excellence / training centre
- Train your staff with our range of sector specific training courses and LEAP apprenticeship programme
- Access to our highly regarded Market Data
- Receive our One Voice and new P&H Voice magazines, with advertising opportunities for your brand
- Listing on Suppliers & Services page on BMF website and annual handbook
- Opportunity to shape our policy and lobbying campaigns to government and via the CLC
- Seek support from our policy team to arrange access to your local MP or request an MP's site visit
- Support our Ambassador programme
- Sign-up as a Business Champion to demonstrate your commitment to meeting net carbon zero target.

To find out more, contact Oz Bham,  
Business Development Manager.

[oz.bham@bmf.org.uk](mailto:oz.bham@bmf.org.uk)

Membership application is simple and we're here to help you make the most of your membership, every step of the way.



“

Strata Stones have a longstanding partnership with the BMF. They have consistently proven to be a supportive and invaluable organisation.

The BMF has gone above and beyond in helping us navigate the challenges of the industry. Their staff have been nothing short of exceptional, always easy to get along with and providing us with excellent support and advice. Their dedication to our success is evident, and we truly appreciate their commitment.

One of the greatest benefits of our partnership with the BMF is the opportunity to engage face to face with our valued customers. The various forums and regional meetings organised by the BMF provide an excellent platform to connect with new individuals in the industry and also keep up to date with the ever-growing trends and developments within our sector.

In short, we can confidently say that the BMF has been an essential partner in our success over the years. We are grateful for their unwavering support and commitment to promoting growth and development within the industry.

Parvin Boyal, Regional Sales Director, Strata Stones Ltd

”







# Harness the power of the BMF network

**Supplier and service member benefits**

**Build your network, build your brand and shape the future of our industry.**

5 excellent reasons to join

- Build your network with leaders from over 780 businesses in building materials
- Forge deeper links and partnerships with merchants to solve the challenges faced by the supply chain
- Train your people with industry specific service and supplier focused training courses
- Plan for the future with expert analysis of market data and market forecasts
- Influence government legislation through input into BMF campaigns for change

**Join the BMF today**

**Call: 02476 854980**

**Email: [oz.bham@bmf.org.uk](mailto:oz.bham@bmf.org.uk)**



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