

Benefits of membership



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 and Ireland.

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



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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 386 supplier and service members, 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
£44.5+bn



5,800+
Merchant Branches



456 Merchant members
287 Supplier members
99 Service members
11 Distributors
47 Associates



Employing over
206,000+

The BMF

“If you're a merchant, distributor, manufacturer, or service provider, there is no better way to join the conversation, grow your business and build your brand.”

Richard Hill, BMF Chairman



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5 essential ways the BMF can build your merchant business

Build your business, build your people and shape the future of your industry.

Targeted Training

Industry specific and specialist training to help attract, train and retain your staff.

1

Crucial Networking

Get involved, collaborate and share your views with industry peers at BMF events.

2

Business Support

Expert advice and support to help you build excellence into your business.

3

Vital Market Insights

Stay ahead of market changes with BMFs economic forecasts and business reports.

4

Political Influence

Be part of a proactive and collective voice representing your interests with government.

5

“Being a member of the BMF symbolises that we are a professional Builders Merchant and we get the latest advice that gives us peace of mind. Give it a try, we did!”

Geraint Llewelyn, Managing Director,
Lliw Building Supplies



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Targeted Training

“The first rate training provided by the BMF had a positive impact on our business almost immediately. We are now rolling out an ongoing training programme.”

Rachel Fryers, Director,
Merritt and Fryers



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BMF training

A flexible way to learn and enhance skills with BMF Training subject options covering the following business areas:



Management Development



Leadership



Sales



Induction & Operations



Marketing



Online (Product) Learning



Attract and retain talented people by helping them gain recognised, accredited qualifications, with the IOBM



IOBM benefits for merchants

BMF training can lead to nationally recognised qualifications through the Institute of Builders Merchants [IOBM].

- **Support and reward your team with accredited qualifications and CPD**
- **Get support for a bespoke staff training and development programme**
- **Improve staff recruitment and retention**
- **Improve your business by ensuring your team has the highest level of sector specific knowledge and skills**
- **Share your experience in merchanting**
- **Help the IOBM turn merchanting into a recognised profession**

Ask for more details about how to support your staff and advance their skills with IOBM membership.



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The Institute of
Builders Merchants



IOBM benefits for your staff

Advance your career in merchandising with accredited qualifications and CPD that help you prove your professionalism.

- Career advancement, accredited qualifications and CPD
- Letters after their name sets them apart
- Grow their network of industry professionals
- Access to resources and events to help them stay ahead
- Accelerate their development with access to our online mentoring system
- Boost their skills



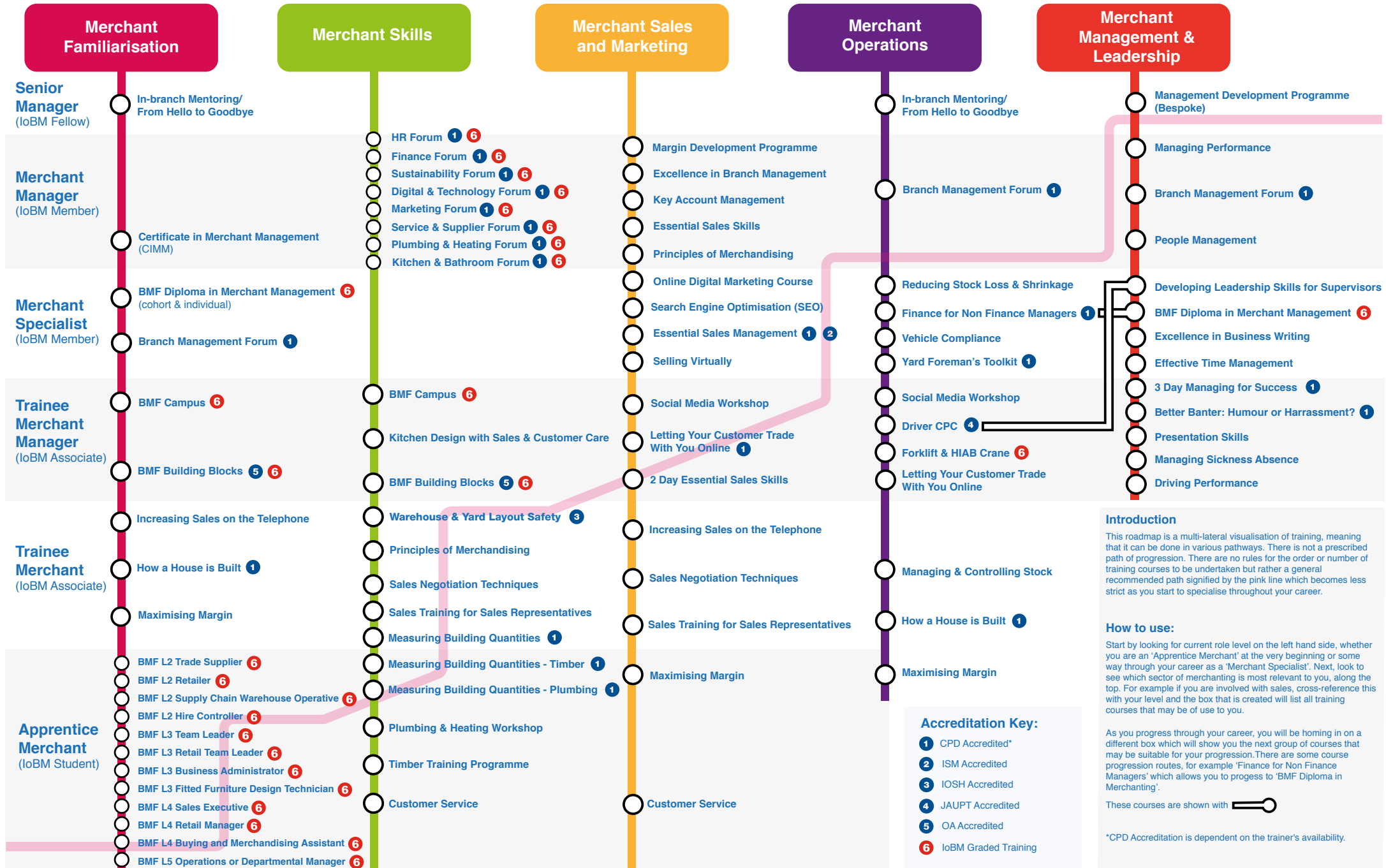
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The Institute of
Builders Merchants



BMF Training & IoBM Roadmap



To find IoBM graded training, look for the 6

Helping you attract and support talented people

Attracting and developing a diverse range of talented people into 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.





Crucial Networking

“BMF Networking events allow us to engage with key personnel from our Suppliers, as well as hearing up to date guidance from industry experts and economists. BMF Annual Members Day is a must attend event and provides an opportunity to reward our hardworking trainees and apprentices.”

James Hipkins, Managing Director WHS Emery
(Joseph Parr Group)



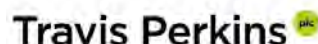
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Access and engage with industry leaders

BMF membership: engage with your peers within the merchant industry, as well as vital networking opportunities with suppliers, service providers and distributors.

“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:



Suppliers and service providers include:



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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 regional meetings and sector specific 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
- North West
- North East
- London & South East
- South Wales
- Yorkshire
- Anglia
- South West
- Scotland
- Ireland

“ We always find the BMF forums of value. Each time you learn something new from the speakers that you can implement in your own company and learn something about the way the industry works which you can capitalise on. ”

Eddie Burrowes, Managing Director of STS Ltd



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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



East Midlands
Jim Parlato
Browns Builders
Merchants



North West
Adrian Shelley
Henshaws



South West
David Young
Bradforfs



Yorkshire
Jack Taylor
Howarth Timber
& Builders
Merchants



West Midlands
James Hipkins
W S Emery



Anglia
Hugh Guntrip
Huws Gray



Scotland
Alan Trail
M&T Builders
Merchants



Wales
David Pattison
Robert Price



Northern Ireland
David Haldane
Haldane Fisher



**London/
South East**
Louise Polston
Alsford Timber



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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





Business Support

“The BMF is a gold mine of knowledge and advice that saves you learning everything the hard way.”

Richard Brian, MD Hughes Forest



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Essential business support

The BMF is your one-stop shop for specialist support, providing expert advice and invaluable guides for helping run your business more cost-efficiently to grow your margins.

Plus Services and business guides include:

- Intelligent Employment Plus
- Worldpay Payment Services
- Safety Partnership
- Trustpilot
- Energy Plus
- Transport Plus
- Specialist Insurance
- Health & Safety Guides
- Load Security Guide
- and many more.....



BMF Plus Services
adding help where it's needed





Vital Market Insights

“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, BMFI and Sales Indicators

Our highly regarded Builders Merchants Building Index (BMFI) 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



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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



Political Influence

“ The BMF's work, especially through the Construction Leadership Council, has asserted themselves as a leading body representing the voice of Merchants and given them a seat at the table with government. ”

Jim Parlato, Managing Director, Browns Builders Merchants



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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 to discuss possibilities.



**Find out what
the BMF can do
for you**

**5 essential ways the BMF can
build your merchant business**

- Targeted training
- Crucial networking
- Business support
- Vital market insights
- Political influence

Join the BMF today

Call: 02476 854980

www.bmf.org.uk



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