

P&H Voice

The Builders Merchants Federation official **Plumbing and Heating** magazine

LAUNCH
ISSUE

P&H Voice launches at InstallerSHOW 2023

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BMF P&H Forum at InstallerSHOW 2023

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The BMF is running a P&H Forum for BMF members and fielding speakers in relevant theatres at the trade fair, encouraging members to get involved.

Plumbing & Heating is an important sector for the BMF, and its biannual P&H Forum brings together merchant and supplier members to discuss the latest challenges and opportunities affecting the market.

InstallerSHOW is the UK's number one destination for influential installers and specifiers of heat, water, air and energy technology. It is the place to see and try new product innovations, meet your peers, make connections with manufacturers and grow industry insights to keep your business ahead of the curve.

BMF CEO John Newcomb said: "This is an exciting partnership that reflects the strategic importance of the P&H sector within the BMF's membership. We are constantly looking for additional ways to support members operating in this sector and are delighted to be working with the UK's leading trade show for P&H installers and specifiers."

Mike Costain, MD of Lyrical Communications, organisers of InstallerSHOW said: "We are delighted to be working more closely with the BMF in 2023. The BMF represents an important part of the P&H sector. Their knowledge of the industry and connections will add a further layer to InstallerSHOW, in what is shaping up to be our biggest and busiest event yet".



BMF Supports Global Green Initiative

THE Builders Merchants Federation (BMF) is supporting a global initiative, calling for a new approach to sustainability in the built environment.

The BMF is one of over 80 leading industry bodies supporting the launch of Our Shared Understanding: a circular economy in the built environment, which sets out why all sectors and disciplines must work together to enable a circular economy in the built environment, optimising the use of resources and reducing waste.

John Newcomb, BMF CEO said: "The circular economy focuses on a 'reduce, reuse, recycle' process, and Our Shared Understanding calls for collective action to put circular principles at the heart of how we design, manage, build and use our existing buildings and infrastructure. "The initiative is designed to address global

challenges such as achieving net zero emissions, providing climate resilience, protecting biodiversity, and enabling social equity."

The BMF is a committed sustainability champion and sees supply chain collaboration as a key element to drive change. As well as facilitating a regular Sustainability Forum to share best practice and sustainable solutions on issues such as single use pallets, the trade body has encouraged members to participate in CO2nstructZero, the construction industry's zero carbon change programme, with over 30 merchants and suppliers now assessed and accepted as CO2nstructZero Business Champions.

For more information go to: <https://www.circularbuiltenvironment.com/>



BMF Shortlisted for Four Memcom Awards



THE Builders Merchants Federation (BMF) has been shortlisted in four categories of the prestigious Memcom Excellence Awards, which celebrate innovation and creativity in UK Trade Associations and

Professional Membership Organisations.

The BMF is shortlisted for **Best Trade Association**, **Best Celebratory Event** - in recognition of the inaugural Top 100 Influential Merchants, and the **Best Use of Data** - acknowledging the BMF's ground-breaking Builders Merchants Building Index (BMBI). In addition, BMF CEO John Newcomb has been shortlisted for the Memcom **CEO Leadership Award**.

The Awards are run by Memcom, the senior leadership network for the professional membership sector that has been helping individuals and organisations

shape and achieve their goals since 2000.

BMF CEO John Newcomb said: "We are once again honoured and delighted to see the BMF's work acknowledged by our peers in the membership community. We are constantly striving to ensure members gain value from their membership. I'm particularly pleased that the work of the whole BMF team has been recognised through our nomination as Best Trade Association."

The Award winners will be announced on 26 September at a ceremony at the Hilton Bankside in London.

BMF Backs National Retrofit Hub

THE Builders Merchants Federation (BMF) is one of the founder supporters backing the National Retrofit Hub (NRH), a new industry-wide initiative to stimulate action to upgrade UK housing stock and promote best practice amongst builders repairing and upgrading older homes.

As well as helping to fund core running costs, the BMF will play an active role in NRH working groups, collaborating with other retrofit stakeholders to identify overlaps and gaps in activity, as well as facilitating access to and dissemination of knowledge to enable the application of best practice.

John Newcomb, BMF CEO said:

"Soaring energy bills have focused attention on insulating the nation's existing homes, which in terms of energy efficiency are amongst the worst in Europe. The BMF has consistently advocated a "fabric-first, services second" approach to upgrade them and our supply chain is already providing the materials, products and solutions required to do so. Now with over 40 construction industry organisations coming together to support the NRH there is real impetus to drive forward the proposals defined in the Construction Leadership Council's National Retrofit Strategy for a 20-year programme of work to upgrade 29 million UK homes making them warmer, greener, and cheaper to run."

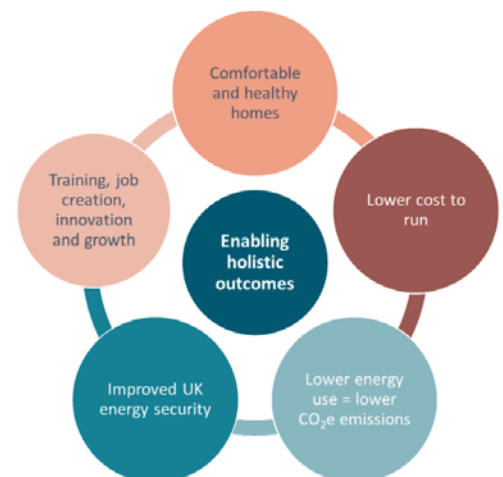
Retrofitting homes is vital to achieve the UK's climate change and net-zero goals, but the multiple benefits are not being realised quickly enough.

The benefits of retrofit include:

- Reduction of energy bills, grid peak load and CO₂ emissions
- Lowering the energy demand from housing to improve the UK's energy security
- Nationwide job creation, innovation stimulus and growth
- Comfortable homes that are cheaper to run, whilst reducing burdens on the NHS

Enabling retrofit at scale:

- The **knowledge and expertise exist**, but are not universally understood, or adopted
- **Coordination of effort** will avoid duplication
- Critically important **gaps in activity** need to be identified and addressed
- A **common understanding** across the industry will enable faster progress, better outcomes and greater innovation



KBBG partnership with the BMF

THE Kitchen Bathroom Buying Group (KBBG), part of DER KREIS, Europe's leading kitchen and bathroom buying group, has partnered with the Builders Merchants Federation (BMF) to support BMF members in successfully selling kitchens and bathrooms.

The collaboration of both organisations will provide BMF members with a comprehensive kitchen and bathroom sales package, including access

to tremendous buying advantages from a variety of kitchen and bathroom suppliers from around the UK and Europe.

This enables BMF members who do not currently sell kitchens and bathrooms to expand their business into an area of retailing that is complementary to their current offering and can significantly help improve margins. KBBG will also support BMF members that already have showrooms and take their

kitchen and bathroom offering to the next level. To effectively enter and succeed in this market, BMF members will need the space to display a select number of kitchen and/or bathroom layouts, a kitchen/bathroom design service and a dedicated member of staff who can manage any customer enquiries.

For more information on the KBBG, or the BMF partnership, call Bill Miller on 07887 247811 or email b.miller@derkreis.co.uk

Hansgrohe UK&I multi-million pound investment as part of exciting long-term UK plan

As part of an ambitious five-year growth plan to double the size of the business, leading manufacturer of showers and taps, Hansgrohe is investing more than £5m into its UK subsidiary.

THE investment sees it focus on increasing employee numbers across all functions, enhancing marketing programmes and developing a UK specific product roadmap, culminating in the creation of a new, purpose-built head office in Warwickshire due to open this Summer.

Having outgrown its existing facilities in Esher, Surrey, the move to the Tournament Fields development to the south-west of Warwick, plays a key role in the company's growth plans and ambition to become a complete bathroom provider. The new head office is in excess of 40,000 square ft and is more than double the size of its existing facilities.

The new location has easy access from the M40, making it ideal as a central hub for its office and distribution activities. It brings the business even closer to customers with more opportunities to interact face-to-face through a state-of-the-art showroom and training facility, supported by a customer services operation and strong stock availability, all under one roof.

It brings the business even closer to customers with more opportunities to interact face-to-face through a state-of-the-art showroom and training facility...

”

The architectural and design community is already well-served through Hansgrohe's contemporary 'Water Studio' in Clerkenwell, central London, and this facility will remain in place to ensure

designers and specifiers have access to products and expert advice in the southeast too.

The new head office in Warwick will include almost 5000 square ft of dedicated showroom space to showcase its portfolio of high-quality, water efficient showers, taps, and accessories.

To strengthen its offering to the trade, the site will also see an expansion in training facilities for its installer customers, with the addition of an Installer Academy, providing enhanced access to technical expertise and hands-on, practical experience.

The company is providing roles for everyone who currently works at the Esher site and comprehensive support has been put in place to assist employees during the transition.

Jay Phillips, Managing Director of Hansgrohe UK&I, commented:

“This is an incredibly exciting time for everyone associated with Hansgrohe UK&I.

We have ambitious plans to take Hansgrohe forward in the coming years, and the investment in this state-of-the-art new head office is a vital part of making this a success.

“Having everything available under one roof, from a spacious showroom and training, to warehousing and distribution, will ensure we're able to best meet the needs of our busy customers and support them with their business. This also reinforces our goal to be the 'easiest to do business with' partner and will further improve our already high levels of stock and service.

“Our people are a huge part of our plans and we're looking forward to them joining us on this journey. We'll continue to operate from our Esher site to ensure there are no disruptions to service during the transition period. We plan to be fully

Jay Phillips



operational by summer with the showroom and Installer Academy designed and built specifically for the needs of the UK market.

“We have a great brand and products, and an amazing team here at Hansgrohe UK&I, and now we will have an ideal new head office we can all be proud to call our home.”

For further information on Hansgrohe and its wide portfolio of products visit <https://www.hansgrohe.co.uk/>

hansgrohe

New Managing Director aims to continue growth at Bassetts

NEIL COLLINS was announced as the new Managing Director of Bassetts, Northern Ireland's largest plumbing and heating merchants earlier this year.

With a strong engineering background and vast experience in leading prominent businesses, the County Down man is no stranger to the plumbing and heating world, having previously been MD for Northern Ireland at Dimplex before becoming Manufacturing Director for Dimplex Group's Heating and Ventilation Division.

His experience championing net zero initiatives at Austrian mobile crushing firm, Rubble Master, and bus manufacturer, Wrightbus, will also prove invaluable as Bassetts aims to grow within the important renewables sector.



Neil Collins

"I am delighted to be joining such a well-known and respected company," said the new Bassetts MD. "With such strong foundations already in place, I look forward to leading Bassetts through their ongoing phase of continuous growth."

Neil added, "We may have been in business for over 40 years, but that doesn't mean we aren't forward-thinking."

"The opening of our Heating Innovation Centre – the first in Northern Ireland dedicated to

We may have been in business for over 40 years, but that doesn't mean we aren't forward-thinking.

”

plumbing and heating solutions for self-build projects – reflects that forward-thinking nature that has ensured that Bassetts remains successful. I want to harness that mindset as we aim to grow."

bassetts

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Water worries: the importance of water saving and sustainable practice

AS the UK continues to experience significant water scarcity and homeowners are increasingly prioritising the purchase of products that offer increased sustainable credentials, merchants are perfectly placed to assist tradespeople in advising homeowners on how simple changes in the bathroom can help to reduce water usage, whilst helping them to save money.

Sustainability and being more environmentally conscious have been on the agenda for many years across the building industry, with manufacturers looking for ways in which they can help create energy efficient solutions.

However, water sustainability is often an area that is overlooked when compared to areas such as carbon reduction and the recyclability of materials. Whilst these areas are incredibly important, it is vital that water efficiency isn't overlooked as there are genuine concerns that the UK is set to continue to face severe water shortages over the next 20 years. In 1960, around 85 litres of water were



used per person, per day. Fast forward to today, and this figure is around 150 litres and rising.

As a result, the Environment Agency is urging people to reduce their water consumption by 40 litres or more. To support individuals in achieving this, Methven is continuing to invest in water saving technologies, whilst maintaining

emphasis on creating stylish and modern products that don't compromise on performance.

Its designs deliver high quality, visually appealing showering experiences that proactively minimise water usage, without compromising on the final look of the bathroom. By recommending and stocking Methven's new Aurajet Aio S handset, which operates at 5.7 litres per minute, or the Satinjet Kiri Low Flow handset that operates at 5.5 litres, merchants can assist customers in saving up to £310 a year off their bills.

Manufacturers, merchants, and tradespeople have an opportunity to work together to help homeowners not only choose the best solution for their individual needs, but also deliver increased energy and water efficiency, whilst subsequently supporting a reduction in energy and water bills.

For further information please visit: www.methven.com/uk or tweet us at [@MethvenUK](https://twitter.com/MethvenUK).

Why TRVs have never been so important

FROM June last year, under Part L of the Building Regulations, plumbing installers were obliged to ensure that new TRVs are fitted when replacing a boiler, or ensure that the ones already on the system are fit for purpose and working to maximum efficiency.

Not only will this change in regulations help in the bid to achieve a Net Zero future, but equally as important, to many households right now, is their TRVs ability to help lower energy usage and therefore the associated costs.

Trusted Technology

The cost and energy usage savings that recognised TRVs, such as the Bulldog range from Pegler Valves, can give is quite significant. In research by the University of Salford it was found that, when used typically, a heating system that was fitted with TRVs

would use 'around 18% less energy, compared to the same system without TRVs.' In addition, a system which includes TRVs, has a potential saving of as much as £3,000 over the lifetime of a new boiler according to figures from BEAMA (based on October 2022 Gas Prices).

Tried and Trusted

The British made Bulldog trade range of TRVs, are perfect for domestic or commercial applications. They are designed in the UK for the UK market and benefit from reliable and quality technology. Easy to fit, they also feature reverse-flow technology and a wax thermal element, giving a control range of between 11 and 29°C and a special frost setting that will help users to avoid frozen radiators, even in the coldest months.

...a system which includes TRVs, has a potential saving of as much as £3,000 over the lifetime of a new boiler according to figures from BEAMA.

”

Quality TRVs such as Bulldog, can, and do, make a real difference and, as we with more extreme weather and rising energy prices their performance, accuracy and functionality will be invaluable to many households across the nation.

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For more information on the Shaws Commercial range, please contact John Clark or Leon Harber in our Merchant Sales team.

John Clark john.clark@houseofrohl.com
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Ten Minutes with Calvin Pope – Commercial Director, Bell Plumbing Supplies

Here is what Calvin Pope from Bell Plumbing Supplies has to say...

Tell us a little about how you got into this industry?

I have been in the industry for all of my working life, starting out in a part-time Saturday job in a local builders' merchant (Whiteman's in Kenilworth) whilst I was still at school. Giving my age away a little here, but when I left school, I started as a Youth Training Scheme (YTS) recruit for the same builder's merchant. They were very good to me and put me through a number of training courses run by the BMF which helped me to gain a really good grounding in the industry. My main role was to cover the trade counter on the plumbing & heating side of the business.

From Whiteman's, I moved across to JT Edwards again in a trade counter role and then I had a few years at a local independent, DSR before returning to JT Edwards as a local sales representative. My role changed and I became assistant manager at the Walsall branch, before moving into manufacturing with Ocean (Alpha) Boilers, followed by stints at Vaillant and Grundfos, where I was National Sales Manager before I took on the role of sales director at AHED, a buying group for independent merchants. When that business was sold, I re-joined Grundfos as Director of Sales (Residential) for several years before moving to Fernox as sales director. I was then thrilled at being offered an opportunity to become Commercial Director at Bell Plumbing Supplies in late 2017.

Tell me some more about your role and Bell Plumbing Supplies?

Bell Plumbing Supplies is a multichannel business that is one of the fastest growing independent plumbing and heating merchants in the Midlands. I am fortunate to work with the owner of the business, Spencer Bell, who started it back in 2007 and we now have 9 branches across the West Midlands region from Stafford in the North Midlands down to Worcester in the South. The business is successful, growing year on year and we now employ 85 people.

We joined the PHG Buying group in 2022 and this has been another significant step in our company's development, working closely with like-minded companies who are equally as passionate about their business and building stronger partnerships with our key suppliers.

How do you see the market for plumbing and heating supplies at present?

I genuinely believe that there has not been a better time to be part of an independent merchant servicing the plumbing and heating sector of our market. Yes, there have been recent challenges with supply chain disruptions and the increasing cost of raw materials pushing prices upwards, but the opportunities as we move towards Net Zero are remarkable.

At Bell Plumbing Supplies, we have taken a pro-active approach to new technologies, setting up Bell Solutions specifically to focus on emerging new technologies and low-carbon alternative products. A different approach is required to sell heat pumps from standard boilers.

There is a lot of 'chat' in the industry now around government interventions in the market through the Boiler Upgrade Scheme (BUS) and the Clean Heat Market Mechanism proposals. How do you see it?

The BUS (boiler upgrade scheme) is giving the incentive to the end-user to make the switch, but there is not enough focus on re-skilling and equipping the installer to make the move into heat pump installations. Our already highly skilled Installers will not only have to take more time away from their day-to-day work to get additional training and qualifications, but they will also need to apply and register for the MCS Installer scheme. All of this means additional cost, on the back of yet another 'Government Scheme' which could change direction or be replaced as with many similar schemes over recent years. The UK needs and relies on the smaller independent plumbing & heating companies and far more needs to be done to support this key sector of our market. It is one thing offering incentives to the end user, but this money would be better invested in upskilling and subsidising the additional costs currently being forced upon our already highly skilled domestic heating engineers. More resources and investment are also needed in our colleges, with suitably trained teachers if we want to replace our ageing installer base.



With new technologies and new ways of working do you see a growing need for more skilled apprentices in your business?

There have always been issues with recruiting staff into our industry due to people having no real knowledge of what it is and what we do, and if they do have any views, they tend to be negative. Joining a plumbing & heating merchant is not first on the list as a career option for young people but it is a great industry and there are plenty of opportunities now for roles way beyond trade counter and warehouse or driver.

We have taken on 8 'Trade Supplier' Apprentices in the past 18 months and we currently have a further four vacancies in a wide variety of roles, dealing with data, administration and marketing etc. Our apprentices are all guaranteed a role in the business so long as they work hard and demonstrate a positive attitude throughout the course. The opportunity for any young people joining now is vast, with the push towards Net zero/Sustainability/Smart Technology and so on – you really can make a difference, not just in your work but in the wider construction industry and in the development of a greener future for the country as a whole.

Outside of your working life, what do you like to do?

Well, when I was younger, I was very much into playing and watching sports but as I have gotten older it is more about family and the grandchildren, and trying to get a good work/life balance.

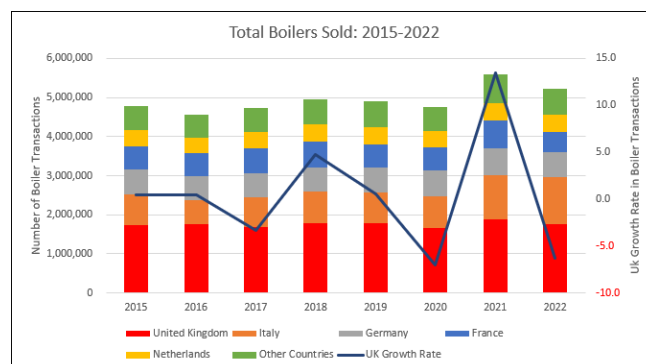
Boiler Market Analysis

HISTORICALLY, the UK has been a driving force in the global domestic boiler market with the UK market being amongst the largest in the world. Using the data released by HHIC from May 2023, when compared to the countries: Austria, Belgium, Denmark, France, Germany, Italy, Netherlands, Spain, Sweden, and Switzerland, the UK boiler market is still quite sizable despite green incentives and government support to push towards alternatives.

Since 2015, the UK boiler market has remained

relatively stagnant seeing 2015 transactions total 1.74 million units sold, 36.5% of the sample size with the sample total amounting to 4.79 million units sold.

Prior to the pandemic, the UK boiler market accounted for 1.79 million units which represented 36.4% of the sample market. Unsurprisingly, the worldwide shock of the pandemic caused a decline in the number of boiler transactions in 2020 with a decline of 7% to 1.66 million units sold.

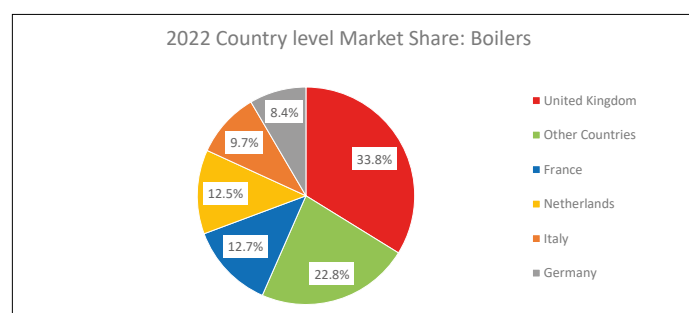


After the pandemic, the UK construction sector saw a boom in demand, especially within the RMI sector, which spiked boiler sales to a high of 1.89 million units in 2021. This increase was seen across the entire sample with the likes of Italy seeing boiler sales jump to 1.12 million units from 799,200 the year prior. Overall, 2021 saw an increase in boiler sales from 4.75 million units sold to 5.59 million, the largest number of units sold since 2007.

In May 2022, the UK

Government introduced the Boiler Upgrade Scheme- a scheme designed to help homeowners transition to a more eco-friendly boiler such as an air source heat pump. The BUS, alongside stretched household income because of the economic environment, caused a reduction in UK boilers sales down to 1.77 million units sold (6.3% decrease).

For more information, please contact thomas.lowe@bmf.org.uk.



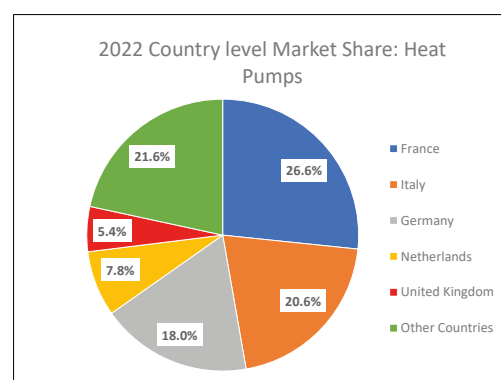
European Heat Pump Market Analysis

THE drive for sustainability and net zero is proving to be a growing focus within the construction industry. In May of this year, the HHIC released statistical data outlining performance of the following countries: Austria, Belgium, Denmark, France, Germany, Italy, Netherlands, Spain, Sweden, Switzerland, and the United Kingdom.

Since 2005, the total amount of heat pumps sold within the sample range has increased almost 10x with 2005 figures of 133,000 transactions increasing to 1,310,700 in 2022. Prior to the

financial crash in 2008/09, the heat pump market was seeing strong growth due to the UK government's 'UK Low Carbon Transition Plan' which came to a halt during the 2008 crash and did not see further action after the change in governing power. Out of the 11 countries listed, in 2005 the UK accounted for 0.8% of the Heat Pump market share and by 2009 this had risen to 4.5%.

The end of the 'UK Low Carbon Transition Plan' alongside the recovery from the financial crash caused stagnation with the heat pump market seeing growth of only 1,300 transactions to

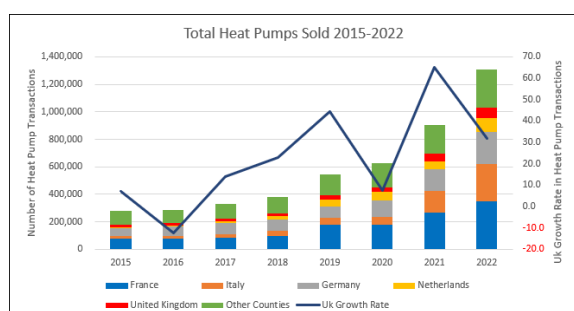


2016 pushing total UK heat pump transactions to 14,800 (5.1% of the sample market).

From 2016 to 2022, the heat pump market grew significantly seeing total market transactions increase from 288,200 to 1,310,700. However, despite seeing large increases in transactions, the UK market share remains stagnant at 5.4% signifying that domestic growth in heat pumps is potentially slacking, especially when compared to the likes of Italy.

Italy saw exponential growth in heat pumps in 2021 due to a government scheme paying 110% of the cost, driving transaction numbers up from 47,400 to 270,000 in 2022 (20.6% of market share). Whilst homeowners in the UK have incentives to strive towards an eco-friendlier home, the BUS has not picked up as fast as expected.

For more information, please contact thomas.lowe@bmf.org.uk.



Price remains a factor in P&H sales upward trend

THE value of sales through specialist plumbing and heating merchants rose in the first quarter of 2023, according to figures released by the Builders Merchants Federation (BMF) in its latest Plumbing and Heating Merchants Index (PHMI).

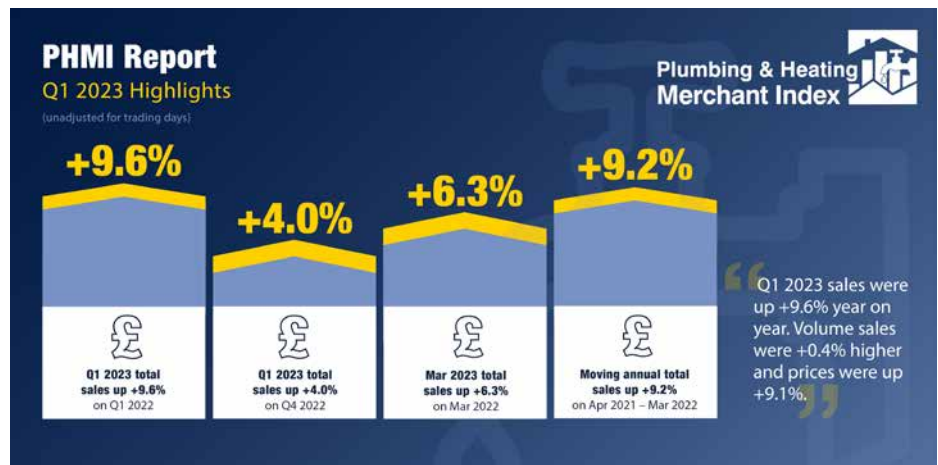
Price inflation remains a factor, but there are signs that the high level of price volatility seen throughout 2022 may be stabilising.

Quarter 1 2023 v Quarter 1 2022

Overall Q1 2023 saw a +9.6% increase in sales values compared to the same quarter last year. Price was a major factor over the year, with Q1 2023 prices up by +9.1% and sales volumes increasing by 0.4% over Q1 2022. However, there was one more trading day in Q1 2023, and adjusting for this difference, like-for-like sales values were +7.8% higher this year.

Quarter 1 2023 v Quarter 4 2022

Looking at changes since the final three months of 2022, gives the first indication that prices may be stabilising following last year's high inflation. Sales values in Q1



2023 rose +4.0% over Q4 2022. However, volume sales were up by +4.3%, with prices down by -0.3%.

Trading day differences also played a part in this result, with five more trading days in the first quarter of this year. Adjusting for this difference, like-for-like sales values fell by -4.2% in Q1 2023.

The data for the PHMI is taken solely from

P&H specialists, including City Plumbing Supplies, James Hargreaves Plumbing Depot, Plumbfix, PTS, Williams & Co, and Wolseley, who form part of GfK's Plumbing & Heating Merchants Panel, and there is no overlap or double counting between the PHMI and the BMF's established Builders Merchants Building Index which analyses sales at generalist merchants.

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Discover our new Pegasus PressFit (M-Profile) range of press fittings, offering comprehensive plumbing and heating solutions that are the most cost effective in the market. WRAS Approved and with a ten year guarantee, Pegasus PressFit is available now through our merchant network.

P1

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The Ultimate Surface

New BMF Training Prospectus

AT the BMF, we believe that building excellence into your business starts by building professional, competent, motivated people. Our training has always reflected these principles and we offer a wealth of training courses developed by people in our sector, tailored to your requirements and delivered by people who understand what your staff need from training.

Courses are regularly reviewed and updated to make sure that they are meeting the needs of our members and there is an all-new Training Prospectus now available and here we can pick out some of the highlights and improvements.



The new BMF Training Prospectus has been updated and all courses for both merchants and suppliers are now together in this one publication with colour-coded symbols on each course page to indicate the key information that you will need to select the best type of course for your needs.



All courses are grouped into one of 7 clearly defined sections

to make it easier for you to select from. The Management Development section includes such popular choices as our BMF Diploma in Merchant Management and other management, sales and margin improvement skills courses.



The Leadership section is all about courses for your next line of future managers to help them to develop their supervisory and leadership skills in a whole range of areas including management of staff, data protection, time management, HR skills/sickness absence right through to a course specifically designed for Yard Foremen.



Our suite of Sales courses includes a Fast Track course which is Institute of Sales Management Education (ISME) accredited. There are also courses specifically related to telephone selling, account management, maximising margin, negotiation techniques and a programme specifically developed for sales representatives.

This section of the new Prospectus covers a whole



range of different operational courses related to driving, transport, customer service, finance, building, stock control, purchasing, merchandising, safety and first aid. These courses can be ideal as part of an induction programme for new staff.

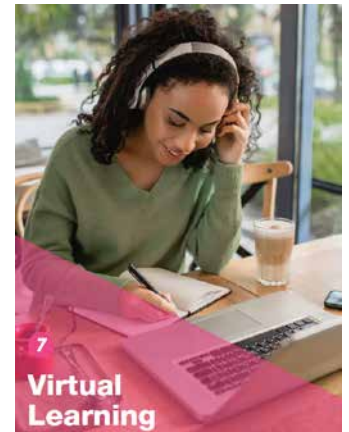


We have a range of courses focussing on improving the marketing skills of your staff to help improve their skills in this ever-changing area. Courses cover strategy, online trading, social media and SEO.



With new ways of hybrid working now becoming more commonplace across the world

of work and the difficulties in travelling to an on-site training course we offer a full range of online learning options to our members through the BMF Campus learning platform. Check out our various 'Building Blocks' courses that provide technical knowledge on core merchandising topics.



We also offer virtual learning in areas such as business writing, selling virtually, estimating & quoting, digital marketing and kitchen design.

Courses can take place at our Coventry offices, at a regional centre of excellence across the UK or a tailored course held at your own premises or one local to you. We also have the ability to mix and match our programmes to create one bespoke for your business - just ask.

And don't forget our partnership with LEAP Apprenticeships & Early Careers - an award-winning apprenticeship provider specialising in the construction industry and specifically builders merchants. Each apprenticeship uses government approved standards and are delivered by industry competent coaches to deliver the exact knowledge, skills and behaviours required in this ever-changing industry.

To find out more about BMF Training Courses or Apprenticeships contact:

kerry.wilson@bmf.org.uk or tina.skinner@bmf.org.uk

Tel - 0247 685 4982 or 0247 685 4989.

Alternatively, speak to your Regional Manager.



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Mandatory Water Efficiency Labelling is coming

THERE is no compelling case to legislate for a mandatory water efficiency label covering products that BMF members distribute - because the established industry-led Unified Water Label already does the job. That was our message to ministers in a consultation that closed earlier this year.

In its response to the Department for Environment, Food and Rural Affairs, we questioned why DEFRA believes it is necessary for new regulations for mandatory labelling when the Unified Water Label already exists - a workable and more cost-effective scheme than the DEFRA proposals.

The BMF also questioned why it is necessary to spend £££ millions of taxpayers' funds to invent a new scheme, from scratch, to replicate or take-over the established industry-wide Unified Water Label. Ministers ought to instead embrace the UWL as a way to comply with any new mandatory labelling - rather than legislating for new, unnecessary arrangements.

THE PROPOSALS

DEFRA sought views on new regulations to introduce a mandatory water efficiency label to inform residential & business consumers and encourage them to buy more water-efficient products. This will be a new UK-wide obligation. The proposals are based on the ISO 31600:2022 Water Efficiency Labelling Standard - and may resemble the energy efficiency label that shows energy ratings in coloured bands.

Industry views were invited on (for example) which products will be covered; the water flow rate or consumption per cycle; design & display of the label; and standards to support the label. The products and appliances involved are:

- toilets; urinals; kitchen sink taps; bathroom basin taps; non-electric shower outlet devices & shower assembly solutions.
- dishwashers, washing machines & combination washer-dryers - and dual



labelling on white goods that already have the energy label is proposed.

Regarding the likely extent of such an obligation, we emphasised that any new display requirements must be consistent and apply to all purchasing methods - namely in-branch and via online, remote & distance selling. As buyers use various methods in pre-purchase research, any label display requirement must be consistent and apply equally to all traders - and not just merchants with in-branch displays or dedicated showrooms.

In addition, DEFRA was cautioned against using the term "efficiency" because the BMF and others firmly believe it is both unwise and misleading. The consultation wrongly implies water efficiency when (in fact) it only indicates water use. Buyers will be misled as their choices take no account of low or high water pressure that has a bearing on actual use at home.

On enforcement, the BMF wants a pragmatic, risk-based approach - especially where it is obvious it was simple human error, rather than wilful intent to defraud. More effort is needed to revise the proposals (before any regulations are drafted) to compile a sliding scale of possible offences and the consequences of such breaches. We also said there must be a consistent approach throughout all home nations - with only one organisation given UK-wide responsibility for policing a scheme.

NEXT STEPS

Two months ago, the Department responded to its consultation and ministers decided to press ahead with a mandatory water efficiency label. This despite the views of not only ourselves - but also the Bathroom Manufacturers' Association and (crucially) the Unified Water Label Association.

This decision is entirely misguided, makes no sense and will add extra specification, familiarisation & conformity costs to BMF members (especially SMEs). We regard the concept as unnecessary and not a good use of taxpayers' funds - because the cost-effective and recognisable Unified Water Label already exists. It demonstrates that the Environment Department does not understand how the plumbing supply chain works.

The BMF understands the new obligations are likely to be put on:

- manufacturers, importers or suppliers who first place their goods on the market to assess the water efficiency rating and label them accordingly.
- wholesalers, distributors & merchants to display the mandatory labels provided by manufacturers, importers or suppliers when selling the products - both in-store and via distance selling like internet sales and catalogue mail order.

DEFRA is not planning to include minimum product standards - and therefore there will be no need to remove existing products from sale. On timing, the regulations are likely to be passed next year, with a 15-18 months' implementation period, meaning an estimated start in early 2025.

Having canvassed the views of members to assemble our response, we continue to monitor the proposals to see what happens next. If you can help, please contact Brett Amphlett in the London Office at brett.amphlett@bmf.org.uk.

Boiler tax proposals threaten BMF Members

IN June 2023, the BMF responded to a second UK Government consultation on proposals that have serious repercussions for our plumbing & heating members. To encourage the take-up of heat pumps, Whitehall is pressing ahead to transform the market by legislating to force oil & gas boiler manufacturers to make heat pumps.

The first consultation between December 2021-January 2022 was called the "Market-Based Mechanism for Low-Carbon Heat". The BMF replied in robust fashion - and in last summer's edition of our "One Voice"

members' magazine, we outlined those proposals to alert BMF members to significant and costly regulatory proposals.

A year on, Brett Amphlett (BMF Policy & Public Affairs' Manager) updates readers on a second consultation, the likely implications and describes what the BMF and others are doing.

MAIN PROPOSALS

In April 2023, the Department for Energy Security & Net Zero (DESNZ) opened a second consultation called "Clean Heat Market Mechanism". The 36-page document and

37-page impact assessment are here: <https://www.gov.uk/government/consultations/clean-heat-market-mechanism>

The aim is that from 2024 (next year), to compel boilermakers to meet government-set targets to sell heat pumps pro-rata to their current boiler sales. The proposed year 1 target is 4% of both gas & oil boilers. The year 2 target is increased to 6% of such boilers. Sales into new build housing is not included - only replacement or retrofitting to existing homes is the aim of this policy.

Whitehall zeal to force boilermakers like this is highly controversial - not least because 'Soviet style' production quotas will be imposed. It is, in effect, a new tax on boilers. The threat is that manufacturers are encouraged to leap-frog merchants and sell direct to the trade to meet quotas. To add insult to injury, the DESNZ wants to impose financial penalties and criminal sanctions on British businesses that fail to do something that none of them believe is achievable anyway.

DISCUSSION

If Whitehall wants to grow the overall market, all heat pumps made by UK-based manufacturers should qualify - not just those made by boilermakers. If not, it favours imports from businesses that only make heat pumps, as cheaply as possible, to the detriment of British manufacturers. These imports are likely to be sold without adequate arrangements for customer care, technical support, servicing and supply of spare parts which undermines the logic of these proposals.

The DESNZ should accept that imposing this policy on UK-based boilermakers will curtail & stifle their ability to innovate. Ministers are expecting the same manufacturers to develop hydrogen-ready boilers, improve smart heating controls and upgrade existing boilers. Yet at the same time, the CHMM punishes them for producing and selling those improved appliances. It is perverse that new

zero-carbon hydrogen boilers will be funding the heat pump retrofit market. The thinking behind this is muddled and incoherent and the BMF wants Whitehall to reconsider.

The CHMM is aimed at home retrofitting as it excludes new builds. The size of the retrofit market is capped at 30,000 heat pump sales a year due to the terms of the Boiler Upgrade Scheme. No household is likely to buy a heat pump without a BUS grant. It also debunks the idea being promoted by one well-known company that a heat pump will cost households only £2,500. This is only possible with the £5,000 BUS grant that is limited to 30,000 buyers. We calculate there is little or no prospect of manufacturers being able to sell more in any given year - unless ministers provide more funding for grants to encourage upwards of 100,000 installations a year.

The CHMM will drive up the cost of fossil fuel appliances - because it incentivises manufacturers to withdraw lower-priced budget models - as selling more of them adds to their liability while generating little profit. But the burden will fall disproportionately on low income households - notably those who may be asset rich, but cash poor, like pensioners - and the private rented sector.

With heat pumps being a comparatively new option for most households, we raised concern that unscrupulous companies will push for installations where they are wholly

unsuitable - or to replace appliances that do not need replacing. This would be a repeat of bad practice already prevalent in the Energy Company Obligation where poor workmanship and unsuitable installations occur.

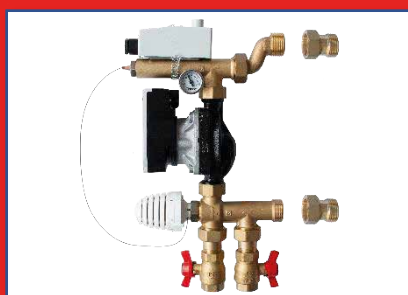
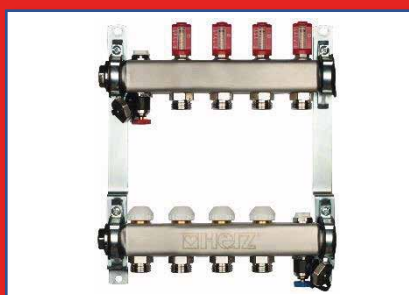
SUMMARY

Decarbonising homes and electrifying heating is a laudable aim - one which the BMF is trying to put into practice so that our members can get on and do what they do best - making and delivering everyday low- & zero-carbon systems and solutions.

But the DESNZ is going about it the wrong way. We regard the concept of the CHMM as unproven, overly complicated and unduly burdensome. It is a clumsy, impractical way to upset a long-standing, well-functioning trade and will distort existing markets. The DESNZ either (a) does not comprehend how the supply chain works or (b) is only listening to a narrow selection of voices with a vested interest in heat pumps to the exclusion of all else.

Having canvassed the views of members to assemble and send in our response, we continue to lobby on these proposals - in collaboration with colleagues at the Heating & Hotwater Industry Council and the Energy & Utilities Alliance. If you can help, please contact Brett Amphlett in the BMF London Office on (020) 7451 7316 or brett.amphlett@bmf.org.uk.

Underfloor Heating & Piping Systems



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Act now on extended producer responsibility

THE UK Government is reforming packaging waste regulations to introduce Extended Producer Responsibility in full from April 2024. The intention is to move from shared responsibility along supply chains to a single point of compliance. EPR shifts the full cost of dealing with packaging waste away from local authorities and Council Tax payers and onto the primary producers.

Brett Amphlett (BMF Policy & Public Affairs' Manager) updates members on the likely impact and data collection requirements (applicable now) you should be aware of, and act on, straightaway.

AM I OBLIGATED?

Extended Producer Responsibility began to be phased in from January 2023 with reporting requirements being steadily introduced alongside the current waste regulations. You are very likely to have some type of obligation as we head towards full implementation.

You must act if you have turnover of £1 million or more - and are responsible for over 25 tonnes of packaging in a calendar year. You are responsible if you:

- supply packaged goods to the UK market under your own brand;
- package goods for another UK organisation;
- use transit packaging to protect goods during transport so they can be sold to UK consumers;
- import products in packaging;
- own an online marketplace;
- hire or loan out reusable packaging;
- sell empty packaging.

WHAT DATA DO I COLLECT?

You must report your role when you put the packaging on the UK market. As a small producer, you are responsible for reporting only. As a large producer, you have reporting & financing obligations. Everyone is required to collect data about the packaging they handle and supply throughout the UK. This data has to be submitted bi-annually for large producers and annually for small producers.

1. Packaging Activity Data

You must report what your role was when you put the packaging on the UK market. This is done by breaking down your data into these activities:

- brand owner
- packer or filler
- importer
- distributor
- service provider
- your own online marketplace.

2. Packaging Material and Weight

After categorising your data (as above), you must report the weight of individual materials in kilograms. This is a change from the current regulations where reporting is in tonnes. You should categorise your data under these headings:

- aluminium
- fibre-based composite
- glass
- paper or cardboard
- plastic
- steel
- wood
- other.

'Other' could include bio-degradable plastics, cork, cotton, nitrile, rubber or silicone.

Everyone is required to collect data about the packaging they handle and supply throughout the UK. This data has to be submitted bi-annually for large producers and annually for small producers.

”

3. Packaging Type Data

There are 4 packaging types to report on. They will be familiar to those with experience of current regulations. You should categorise your data under these headings:

- primary packaging
- shipment packaging
- secondary packaging
- transit or tertiary packaging.

4. Packaging Waste Type Data

You must report what type of waste the packaging is likely to become when it is discarded.

Large Producers

You must report whether the packaging is:

- household waste
- non-household waste
- street bin waste
- drinks' container
- re-useable
- self-managed waste.

Small Producers

You only have to report if you have supplied packaging that is a drinks

container - highly unlikely for BMF members. You do not need to break down your data into the other waste types.

Household and Non-Household Packaging Waste

You must report the weight of packaging that ends up (or is likely to end up) as household waste and non-household waste. All primary and shipment packaging should be classed as 'household waste'. All secondary and transit packaging should be classed as 'non-household waste'.

If you supply primary or shipment packaging to a business which does not supply that packaging or the goods it contains to anyone else, it can be classed as 'non-household waste'. You have to be able to prove this.

Re-usable Packaging

You only have to submit data about re-usable packaging (notably pallets) the first time they are used. When you report for 2023, you should include re-usable packaging already in use.

Self-Managed Packaging Waste

If you are a large producer, you must report data about any household packaging waste you collect through a self-managed recycling scheme. This only applies to packaging waste not commonly collected by local authorities. If you move self-managed waste between nations, this must be recorded. For example: packaging in a Scottish branch is moved to a distribution centre in England before being sent for recycling.

REPORTING BY NATION

An unwelcome aspect of EPR is a new requirement to show where in the UK your packaging was sold, hired, loaned, gifted or discarded in. You must submit data on which of the home nation(s) it occurred. Data by nations for this calendar year has to be submitted by 1 December 2024.

CONCLUSION

A longer article on this appeared in the spring edition of our "One Voice" members' magazine. It described, in more depth, the changes the Department for Environment, Food and Rural Affairs is legislating for. We cannot stress enough the intricacies you should be aware of, and act on, straightaway. Many of you already participate in compliance schemes like Wastepack, Valpack or Biffpack. If you are not in a scheme, we recommend you take professional advice without delay.

Williams opens 2 more Trade Counters as it celebrates its Best Companies results!

FOLLOWING hot on the heels of its 50th branch launch earlier this year, Williams opened trade counters in Bedford and Gloucester in May. The branch teams welcomed local tradespeople with great special offers and lots of exciting prize giveaways, not to mention the great coffee machines!

Founded in May 1972, Williams recently celebrated 50 years of supplying plumbing and heating essentials and has been rapidly expanding, with seven new branches opening

in the last 12 months.

As a strictly trade-only merchant, Williams is renowned for its understanding and support of plumbers, heating engineers and bathroom installers who in return appreciate the high levels of stock holding, a single-price policy and awesome customer care, which has earned the company a 5-star rating on Trust Pilot and listed in the '100 Best Companies To Work For' for the 5th Year running.



Commercial Director, Patrick Skilton, said:
"We're very proud to have opened our 52nd Trade

Counter, extending our great customer service and product offering to more trade customers."



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NMBS Exhibition 2023

ON 6-7 April 2023, the BMF attended the UK's Leading Exhibition for independent building, timber, plumbing and hardware merchants, NMBS Exhibition held in Coventry at the Coventry Building Society (CBS) Arena.

It provided a great opportunity to network with likeminded individuals and professionals within the industry and to do business and meet existing and potential brand leading manufacturers and distributors in an informal atmosphere.

All of the NMBS major suppliers exhibited, offering discounts, promotions and special rebate offers and the BMF was also there with its own stand in the Atrium talking to members and prospective members



about the opportunities available within membership.

The next exhibition will be held once again at Coventry Building Society Arena on 10-11 April 2024.

To find out more, please visit: www.nmbs.co.uk



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Features and benefits:

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free - will never
seize up



Works with cold
and hot water

Water can be easily turned off by using the convenient remote switch or the valve switch



Surestop stopcock connects directly into the mains water supply



Available in either push-fit or compression connections to fit on 15mm or 22mm pipework

2m or 6m of twin bore tubing allows the switch to be located in a convenient position



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THE ISH EXHIBITION, which took place in early Spring in Frankfurt, is a major trade fair focused on the fields of heating, ventilation, air conditioning, and sanitation. ISH stands for "Internationale Sanitär- und Heizungsmesse," which translates to International Trade Fair for Sanitation, Heating, and Air Conditioning. It takes place biennially in Frankfurt, Germany.

The headline categories represented at ISH include: Bathrooms, Heating, Plumbing, Renewables, Drainage, Refrigeration, Ventilation and Air Conditioning.

ISH is one of the largest and most influential trade fairs in the industry, attracting exhibitors and visitors from around the world. The exhibition showcases the latest innovations, technologies, and products related to heating, cooling, renewable energy, bathroom design, and sanitation systems.

The event serves as a platform for professionals in the industry to network, exchange knowledge, and discover the latest trends and advancements in the field. Exhibitors include manufacturers, suppliers, and service providers in the HVAC and sanitation sectors.

The next ISH exhibition will be held on 17-21 March 2025 (exhibition is every 2 years)

The BMF's CEO John Newcomb, and Oz Bham attended the exhibition together with BMF members NMBS, QS Supplies, Buildyard, Windsor Bathrooms and Hickman Supplies Ltd.

ISH

The BMF take on Cevisama 2023

CEVISAMA 2023 featured an impressive showcase of more than 500 brands presenting their latest ceramic tiles, floor and wall tiles, bathroom equipment, natural stone, industrialised construction, and machinery. With nearly 400 direct exhibitors, the event, which took place earlier this year in Valencia, Spain, served as a platform for leading companies across various sectors of the industry to present their new products and trends to trade professionals, merchants and opinion leaders.

Renowned names such as Peronda, Roca, Baldocer, Keraben, Grupo STN, Aparici, Apavisa, Poalgi, Visobath, Macer, Tres, Ramón Soler, Schluter System, Raimondi, Arttros, Fila, irsap, Vitropixel, and Cevica, among others, have chosen Cevisama as their business forum and the premier trade fair for the Spanish ceramics and bathroom equipment sector. Cevisama celebrated its 39th anniversary and continues to be a global mouthpiece and top showcase for the ceramics and bathroom equipment industry.



winners of the Pritzker Architecture Prize: Francis Kéré (2022) and Anne Lacaton (2021), as well as David Chipperfield, known for his work on the iconic 'Veles e Vents' building in Valencia's Marina. The Architecture Forum at Cevisama provided a unique opportunity for informed discussion and learning and helped to solidify the event as a truly world-class gathering.

The UK delegation to the event was made up of the BMF, NMBS, Buildyard, QS Supplies and Windsor Bathrooms who all travelled over to attend the Cevisama Fair in Spain to catch up with the latest developments with the leading ceramic bathroom equipment and natural stone manufacturers.

Next year's fair will be held on the 26 February until 01 March 2024.

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Our new stylish Zara and Layla contemporary furniture is the perfect addition to any bathroom. Choose from modern square edged Zara or beautifully rounded Layla.



Transforming the way we operate

The main trends in the bathroom sector transforming the way we operate as manufacturers, specifiers, installers, and re-sellers of bathroom products, is according to **Kate Hirst, Commercial Director at Lecico Bathrooms** – design, digitalisation along with sustainability and water saving.

Bathroom Design

Longer-term trends in the bathroom industry include a change from traditional pedestal washbasins and close-coupled toilets to wall-mounted and free-standing furniture, and back-to-wall and wall-hung WCs.

“In addition,” states Kate, “there has been a gradual move to shower solutions being chosen over baths. Contemporary shower spaces now feature a minimalist design ethos with walk-in showers, wet room panels, and shower wall panels increasing in popularity. Combined with the design evolution of washbasins and WCs these changes in product design have played a significant role in transforming the bathroom space from a functional environment to an aesthetically pleasing environment that is used for relaxation.”

Sustainability and Water Saving

At the same time the conservation of water is leading to significant developments in product innovation as sustainability and water saving have become a very important consideration for the bathroom industry.

“Bathroom manufacturers are aiding building designers and homeowners in their quest to reduce water consumption by producing new, exciting, innovative, and technologically advanced products,” Kate elaborates, “the current ranges of water-saving products include WCs which only require 4/2.6 litres of water for flushing, water-saving baths, and flow restrictors in taps and showers.”

Digitalisation

“At the same time, the growing trend towards the digitalisation of product data is key for the long-term maintenance of buildings because it enables one to analyse how sustainable a building is in its use, across its lifecycle,” elaborates Kate.

Here, BIM (Building Information Modelling) provides access to product data at any time in a clear structured and digital manner.

“For manufacturers like Lecico Bathrooms, who have adopted BIM processes to a good standard, this allows building

specifiers access to data,” Kate explains, “BIM offers visual 3D building modelling, and the greatest benefit comes from the power of how BIM utilises digital product data. The UK BIM mandate in 2016 was driven by the need for better asset management of government buildings through improved data delivered by BIM and is now widely becoming a best practice for all buildings.”

Simple Solution

In a broader context, BIM offers a simple solution for specifiers to adhere to best practices and to meet industry standards, and most importantly to understand and improve sustainability in construction.

“BIM provides a high level of data, not just on products, and allows for consideration of operational aspects of the build process including water use, materials use, and operational energy, which all go towards whole-life carbon calculations,” states Kate, “because water usage is a fundamentally important sustainability issue.”

Green credentials

This is linked to how the company is improving its green credentials, and those of the entire built environment in the UK through the sale of a multitude of products that offer sustainability benefits in water saving.

BIM provides a high level of data, not just on products, and allows for consideration of operational aspects of the build process including water use, materials use, and operational energy, which all go towards whole-life carbon calculations

”

“In addition, we are actively improving our own green credentials through the optimisation of our manufacturing processes,” says Kate.



Lecico Bathrooms manufacture close to seven million pieces of sanitaryware from its factories and sell close to one million pieces of sanitaryware in the UK market meaning we are the number 2 supplier of sanitaryware in the UK.

“From this vast manufacturing footprint, we are actively improving production processes to minimise carbon emissions in innovative ways.”

The future

Looking ahead Kate states that market conditions do look challenging in 2023 as a result of cost-of-living pressures.

“Consumer confidence is relatively low, and this feeds through into the new housing sector and also challenges the market for bathroom refurbishments,” adds Kate. “At Lecico we will continue to work towards our long-term business goals and keep doing what we are good at. A clear vision and collective understanding of our business objectives have allowed us to consistently grow the business over recent years. It’s not terribly complicated: we have great people, offering a great range of products, with great customer relationships.”

Marketing Forum



THE BMF held the Marketing Forum on Thursday 06 April 2023 at the pristine JCB premises in Rochester. The meeting kicked off with a warm welcome from Darren Brooks, JCB Sales Director and BMF Marketing Manager, Jeremy Harris.

The forum was chaired by Alex Peacock, Marketing Forum Chair and Senior Marketing Manager at Williams, the trade-only plumbing & heating products supplier.

The agenda included an interactive BMF led working group presentation, Sector Communications, which is developing a suite of high level communications for use across the BMF membership to raise the level of knowledge and interest in the building materials industry. An industry specialist speaker ran delegates through the



differences and new metrics associated with the impending changeover from Universal Analytics to Google Analytics 4, which is a subject that many of you have asked us to cover in recent months. In addition, there was a session from JCB themselves on raising product visibility using Google Business Profile and a short update from Media10 on this year's UK Construction Week.

Delegates also had the opportunity to attend an exclusive tour of the JCB visitor experience after lunch. A fantastic journey through time.

A LinkedIn group 'BMF Marketing Forum' has now been set up to share information from the forums and also to allow group discussions on marketing subjects of interest to members throughout the year.

The next Marketing Forum



will be held in October 2023. More details will be announced in due course.

If you have any questions or would like to find out more, please contact Jeremy Harris at jeremy.harris@bmf.org.uk.

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OUTLET RANGE

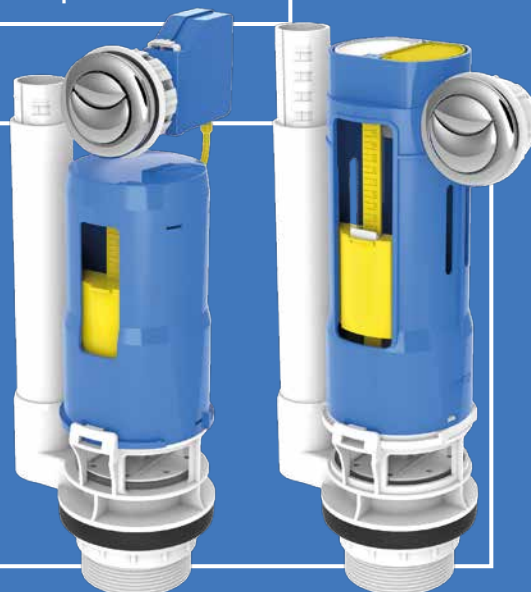
CABLE | MECHANICAL
OPTIONS

LONG LIFE
SILICONE SEAL

SERVICED IN
UNDER 5 MINS

WATER
SAVING

BUTTON MOUNTED ON FRONT | TOP OF CISTERN



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Kitchen & Bathroom Forum



This year's Kitchen & Bathroom Forum was held at Geberit in Warwickshire.

ON Tuesday 16 May 2023, the BMF held the Kitchen & Bathroom Forum at Geberit in Warwickshire.

With over 60 delegates, the forum was a success. A day full of informative presentations from the sector experts.

John Newcomb, CEO at the BMF, kicked off the day's meeting with an overview of the BMF's latest activities and highlighted the opportunities available for members to get involved whilst also providing an important market data update on the kitchen & bathroom industry.

Jane Blakesborough, Research Director at Trend Monitor then took to the stage talking to members about who is actually in control - Consumer or Installer?

After a refreshing break, Steve Collinge MD at the Insight Retail Group, who has over 30 years of experience in the sector, gave a knowledgeable talk on the Future of the House Improvement Industry.

Finally, Kerry Wilson, BMF Learning & Development Manager and Jordan Burns

from Simon Acres Training & Recruitment gave an interesting presentation on the importance of Apprenticeships & Training.

The BMF is keen to support all our members in their journey to recruiting apprentices. If you would like more information, please contact kerry.wilson@bmf.org.uk.

The next Kitchen & Bathroom Forum will be held on Tuesday 31 October 2023. More information will be announced in due course. If you have any queries, please contact Stacey Lock at stacey.lock@bmf.org.uk.



Plumbing & Heating Forum

THE Managing Director of Williams, the independent trade-only plumbing & heating merchant with over 50 branches in the UK, together with his predecessor in the role have both agreed to co-chair the BMF's Plumbing & Heating sector. Martin Brown and Ray Stafford are the two men concerned, with Martin taking on the MD role last November when Ray stepped down from day-to-day management although he still remains as executive chair.

Ray commented: Martin and I are looking forward to building on the fantastic work



done by Mark Bradley (MD of Frontline Bathrooms) and his predecessors in challenging members to think differently as the pace picks up in the race to net zero.'

The next Forum takes place alongside InstallerSHOW at the NEC on Wednesday June 28th and, as usual, there is a packed agenda of key industry speakers covering subjects including the latest market data, sustainability, heat pumps, recruitment and net zero and carbon reduction.

All forum events are free to attend for BMF members.

BMF Builds Momentum for Annual Conference & Awards

THE BMF ANNUAL CONFERENCE AND AWARDS is moving to a new venue. It will take place on 20 and 21 Sept at the Hilton Metropole Hotel in Birmingham which has the capacity to accommodate a larger number of members for the Federation's premier annual event.

Taking the theme Building Momentum for the Future, the focus of the business Conference is firmly set on fostering the optimum environment for success.

In addition to informative and entertaining conference sessions, interactive workshops and an exhibition showcase, the two-day event encompasses sporting and social networking opportunities, including the BMF Golf Tournament at the Forest of Arden Golf Course, and a black-tie Awards Dinner celebrating members' achievements.

The BMF has also announced Unilin Insulation as the new headline sponsor for the event.

John Newcomb, BMF CEO said: "Our annual members' conference continues to grow in its scope, scale and attendance. Every year we look to develop on the success of the last and we are looking forward to welcoming even more members in 2023.

"Bringing merchants and suppliers together for this event is an active demonstration of the role the BMF plays in supporting the whole building materials sector. I am delighted that our new sponsors, Unilin Insulation, one of Europe's largest PIR insulation manufacturers, has recognised the value of this event and thank them for their support."

Richard Graves, Unilin Insulation Sales & Marketing Director (UK) said: "We are delighted to be Headline Sponsor; having the opportunity to take the Unilin Insulation brand to this year's event. For over two decades, Xtratherm has been proudly serving the construction industry. It is important that we re-double our support of BMF and the industry as a whole, now that we have re-branded to Unilin Insulation. Our commitment remains solid – working with industry to develop products and solutions that improve our environmental credentials in both materials and buildings."

The BMF would also like to thank further sponsors announced so far: Azpects, E Tupling, Mannok, Encon, Wavin, EazyStock, Epicor, Marsh Industries, Forgefix, Kerridge, Intact, Monument Tools, IOBM and Worshipful Company of Builders Merchants (WCOBM).

For more information and to book your place at the BMF Annual Conference and Awards please visit <https://bit.ly/BMFMembersDay2023> or use the QR Code shown below.



Mark Pougatch to host 2023 BMF Members Conference & Awards



AWARD-WINNING sports presenter, Mark Pougatch, will host the 2023 BMF Conference and Awards in September, which this year takes the theme Building

Momentum for the Future.

Today, Mark is best known as ITV's Chief Sports presenter, anchoring live football and rugby coverage, including the FIFA World Cup in Qatar last year and the current Six Nations rugby series.

Prior to this, for 16 years, he presented '5 Live Sport' and 'Sports Report' on BBC Radio 5 Live, covering every major sporting event in the world. Mark has won numerous awards during his 30-year career.

Most recently he was named Sports Presenter of the Year 2021 in the Broadcast Awards and was short-

listed for Best Presenter at the 2023 Sports Journalism Awards, an honour he won in 2011.

BMF CEO, John Newcomb said: "Mark is a fantastic live host and I'm delighted he will be overseeing proceedings at our flagship Members' Conference and Awards, which this year is moving to a larger venue to accommodate our growing membership." The BMF Annual Conference and black-tie Awards Dinner will take place on 21 September at the Hilton Metropole Hotel in Birmingham. The BMF's annual Golf Tournament and other social activities will be held on the previous day, 20 September at the Forest of Arden Golf Course.

Marketing Award

The BMF has partnered with the Worshipful Company of Marketors and will be presenting a brand new Award for the 2023 Annual Conference & Awards.

THE 2023 BMF Marketing Excellence Award will be presented to someone who has demonstrated an ability to go above and beyond in their business; coming up with and implementing new marketing ideas and concepts or spotting new marketing opportunities that really enhance the business. The awards are open to merchants or supplier / service BMF members.

You can nominate yourself or another person within your business.

Criteria:

- Brand Building - how has this contributed to company brand awareness?
- Visual Support for the Business - how has this contributed to increased sales?
- Social Media Activity - how has this increased social media engagement with customers?

The Award will be presented to the Winner at the BMF Annual Conference & Awards on 21st September 2023 by the Master of the Worshipful Company of Marketors and the Managing Director of CMDi.

Don't miss out on a chance to win:

- An overnight accommodation for 2 at a prestigious Central London Hotel,



- Invite to all 2024 WCM Marketing discussions,
- £400 of dining and shopping vouchers,
- Presentation at a Livery Great Hall
- A bottle of vintage champagne

Closing date for entries is 31 July 2023. Please submit your completed nomination to Marketing Excellence

Awards, BMF, 1180 Elliott Court, Herald Avenue, Coventry CV5 6UB or email june.upton@bmf.org.uk.
Tel: 02476 854980.



Marketing Excellence Award 2023



Dates for your diary

Event Name	Dates	Location
BMF Northern Ireland Regional Meeting	29 June 2023	Brett Martin, Newtonabbey (Invitation only)
London Regional Meeting	04 July 2023	Ibstock I-Studio, London (invitation only)
BMF Learning & Development Forum	11 July 2023	Virtual via Teams
BMF/ JCB Charity Golf Day	13 July 2023	JCB, Rocester
North West Regional Meeting	05 September 2023	BMF Head Office, Coventry (Invitation only)
Pavestone Rally	06 – 11 September 2023	Ghent, Strasburg, Innsbruck, Milan, Monte Carlo
BMF Annual Conference & Awards	20 – 21 September 2023	Hilton Metropole, NEC, Birmingham
UK Construction Week	03 – 05 October 2023	NEC Birmingham
BMF Central Regional Meeting	04 October 2023	NEC Birmingham (Invitation only)
BMF South Wales Regional Meeting	18 October 2023	Location TBC (Invitation only)
BMF Young Merchants Conference	26 October 2023	JCB Visitor Centre, Rocester
BMF Kitchen & Bathroom Forum	31 October 2023	Location TBC
BMF Supplier & Service Forum	02 November 2023	BMF Head Office, Coventry
BMF Finance Forum	16 November 2023	Location TBC

For further information and advertising opportunities please contact Nick Ackroyd on 0161 823 4707

HANDCRAFTED FOR LIFE

Why an artisan sink still made by hand in Lancashire has never been more popular.

Shaws are the oldest manufacturer of heavy fireclay sinks still in operation. The company was founded in Darwen, Lancashire in 1897 by Arthur Shaw, the entrepreneurial manager of a local colliery who realised that the waste from the mine contained a rich seam of fireclay. This form of clay is dense and hard to work and must be fired in a hotter kiln and for much longer than other ceramics. But the result is an immensely durable material, with a deep, lustrous finish.

Fireclay sinks are especially suited to kitchens, utility rooms and commercial spaces where they can absorb hard use. Yet they are also beautiful objects in themselves, made from a natural material and finished by hand. It takes many years to master the art of 'fettling' a sink, and each maker will stamp their name underneath every sink they make. Shaws also stamp the year of manufacture on their sinks. They have records of customers still using their sinks daily, more than 100 years after they were made.

Shaws' Commercial Range brings together a selection of sinks to meet the most common requirements of builders and developers. It includes the iconic Butler and Belfast kitchen sinks, loved by cooks for generations, and a number of inset/drop-in sinks to suit a wide variety of uses. There are cleaner sinks, low-backed or high-backed, designed for cleaner cupboards in offices, hospitals, and hotels. And a Laboratory sink, available in four sizes. The Laboratory sinks are heat-proof, chemical resistant, stain resistant, odour resistant, impact resistant and naturally antibacterial. Properties they share with every single other sink made by Shaws.



This year the factory at Darwen will make more

sinks than ever before. More than half are exported - a British manufacturing success story. Shaws' blue diamond logo is more than just a symbol of quality, it shows that craftsmanship and traditional values can still be relevant in the fast-changing modern world.



John Clark john.clark@houseofrohl.com
Leon Harber leon.harber@houseofrohl.com

TYDE Expands Washroom Fill & Flush Range

TYDE is excited to announce the launch of their new range of Dudley 'Victoria' Outlet Valves.

Along with an improved version of the Dudley cable operated Victoria Valve, the all-new Mechanical Dual Flush Victoria Outlet Valve is now available to be ordered from TYDE's production centre located in the heart of the midlands.

The new Victoria Valves are both WRAS approved and can be serviced in under 5 minutes providing installers with a real time saving advantage. Both of these high-quality Outlet Valves are fitted with long life silicone seals and a choice of button mounting options. The new Victoria Valves offer

Water saving options with full and reduced flush options as standard. For maintenance or replacement, the robust but simple to use bayonet fixing enables the valve body to be quickly and simply removed from the cistern making the Victoria Valve fast and simple to install and maintain.

The new Dudley Victoria Valves are excellent additions to TYDE's extensive product range offering both quality and reliability and for peace of mind, the new Victoria Valves come with a 3-year warranty and can be ordered for next day dispatch. Order yours today!



For more information visit www.thomasdudley.co.uk/tyde or email us at info@tyde.co.uk

POWERING IMPROVEMENTS IN SHOWER PERFORMANCE

MONSOON - PERFORMANCE WITHOUT COMPROMISE

The Stuart Turner Monsoon range is widely recognised for its uncompromising performance, precision engineering and superb reliability. In fact, many experienced plumbers won't consider supplying and installing any other pump. The Monsoon range is also approved by WRAS (The Water Regulations Advisory Scheme) for use in potable drinking water systems.

At the core of every monsoon pump is a high performance electric induction motor, rated for continuous reliable operation without overheating. Induction motors such as these do not use carbon brushes which wear with use and therefore do not require any maintenance. Precision engineered, extended life hard faced seals keep the



motor separate from the water in the pump head, resulting in unequalled reliability.

The pump heads and impellers used on all Stuart Turner monsoon pumps are precision engineered from brass and are widely regarded as the best available.

These features combine to provide a quiet, very high quality pump with unsurpassed reliability.

#POWERING WATER

STUART TURNER

For further information, contact: Stuart Turner Limited
Tel: 01491 572655 or visit www.stuart-turner.co.uk

For further information and advertising opportunities please contact Nick Ackroyd on **0161 823 4707**

Salamander Pumps launches TankBoost



Salamander Pumps, one of the UK's leading manufacturers of water boosting solutions, is joining the line-up at InstallerShow 2023 to spotlight its latest launch, TankBoost.

TankBoost is an easy to install, single unit solution to ensure water performance remains at optimum levels even in large, multi-storey homes.

The product is the latest addition to the Salamander Pumps MainBooster range and is capable of 'running the show' in domestic and light commercial properties of all sizes.

Located at stand G192, the Salamander Pumps engineering team will showcase the easy to install, single unit solution that can provide flow up to 80 L/min and pressure up to 3.0 Bar, delivering a boost to multiple outlets, across multiple floors, all at the same time in a mains fed system.

Stand visitors will have the opportunity to see TankBoost, as well as speaking with training manager Mike Oxley to ask questions or get more information about the product.

TankBoost combines a cold water storage tank and an

integral pump. The high-quality stainless-steel pump is submerged within the tank, this means that TankBoost is extremely quiet throughout operation.

Developed to meet high water pressure needs, TankBoost is available in four tank sizes ranging from 100L to 450L. Marking a milestone moment for Salamander Pumps, TankBoost is also its first product to deliver flow rates beyond 36 L/min, ensuring powerful showers, strong flowing taps, and quick toilet cistern replenishment, even when they are being used at the same time.

To find out more about the full potential of this stand-alone, cost-effective solution and how it gives even the busiest of properties more than enough boosted water supply, make sure to visit the Salamander Pumps team during InstallerShow 2023.



Mark Vitow Ltd Appointed Exclusive Distributor of OB1 to UK Plumbing and Heating Merchants

Mark Vitow Ltd, the leading independent distributor and manufacturer of plumbing, heating and bathroom supplies, has announced the formation of a strategic partnership with Siroflex for the exclusive supply of the OB1 range of multi-surface construction adhesive and sealant products to its network of independent UK plumbing and heating merchants.

Mark Vitow Ltd has been a supplier of plumbing and allied products for more than three decades, offering next day delivery on a vast array of leading brands. The company supplies more than 2,500 independent merchant branches and has built up a core of exclusive product ranges which offer affordable quality, easy installation, and strong reputations within the trade. It has achieved in excess of 100% growth in sales over the past four years and is set to achieve the same again in the coming four years.

The decision to join forces was borne out of a mutual recognition of both parties' stellar market growth over recent years and their highly ambitious plans for the future.

"Since the launch of OB1 in January 2020 it has become the fastest growing hybrid brand in the UK," says Marty McAleenan, OB1 Business Development Manager. "We have decided to enhance and focus our approach to the independent Plumbing and Heating sector. Mark Vitow Ltd are a superb business - widely recognised, highly regarded, progressive and ambitious - and we are thrilled to be opening this new chapter with them by our side."

Mark Vitow Ltd has become the go-to distributor to the independent market for high profile UK Plumbing & Heating brands. Uniquely positioned via their extensive experience as both a successful distributor and manufacturer to the industry, the company offers exceptional value to its manufacturer partners in terms of its sales and marketing function, its logistics arm, and its industry expertise.

OB1 joins the portfolio of best-selling brands distributed exclusively by Mark Vitow including installer favourite Black Swan PVC Cement.

"We at Mark Vitow champion strategic distribution partnerships, and we have a long-standing track record of building and growing exclusive brands into the Plumbing and Heating sector," explains James Cranham, Commercial Director. "The OB1-Mark Vitow partnership is both innovative and forward-thinking, with a focused strategy to deliver exceptional brand growth, whilst delivering a market-leading proposition to the customer."

Mark Vitow Ltd and OB1 are exhibiting together on Stand H70 at InstallerSHOW in Birmingham June 27-29 at the NEC Birmingham.



Head to the website to learn more about TankBoost:
www.salamanderpumps.co.uk/products/mainsbooster/tankboost/

For more information, visit <https://markvitow.com>.

For further information and advertising opportunities please contact Nick Ackroyd on 0161 823 4707

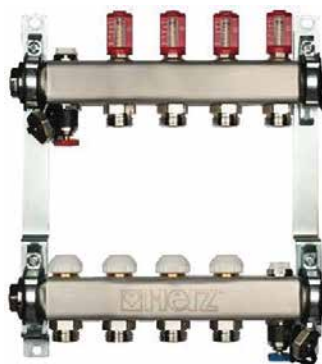
Herz Valves UK Ltd are proud to announce the launch of a new range of Underfloor Heating & Piping Systems products in the UK

HERZ have a well-established reputation for quality and innovative products in the heating, cooling and sanitary market. **HERZ** celebrated it's 125th anniversary last year and was founded in 1896 with a factory in Vienna producing sanitary and heating fittings and brassware. Today the **HERZ** group is global and represented in nearly 100 countries worldwide manufacturing thousands of products for the building technology and construction industry at forty locations in twelve European countries. Whether control technology, biomass boiler and heat pumps or insulation materials, the focus is on quality, sustainability, ecology and energy efficiency.

HERZ are using their acknowledged expertise in Underfloor heating gained in Europe to expand this range into the UK and are looking to sell this product through the independent merchant network.

Alongside the underfloor heating products is the **HERZ PUMPFIX** range of pre-insulated pump sets for medium sized dwellings and **HERZ PIPEFIX** range of multilayered pipe and press fittings. Again, well established in Europe the **PIPEFIX** system has been updated in the UK to include lead free brass fittings which conform with European standards for drinking water installations. The pipe and fittings are UK water Regulation 4 compliant with both KIWA KUKreg4 and WRAS approval and the pipe can be utilized in underfloor, sanitary, heating and cooling systems.

HERZ have a technical support team able to advise on all matters relating to the products.



The technical team are able to calculate the required underfloor products from a plan and produce a bill of materials and any necessary plans and drawings.

HERZ is proud to offer and guarantee high production standards and reliable quality products. All work at **HERZ** is done in accordance with an up-to-date quality management system certified according to ISO 9001 and numerous national and international certificates for the entire product range.

HERZ prides itself in employing modern manufacturing methods and continually striving to embrace new technology where appropriate. **HERZ** observe all environmental legislation and manufacture in accordance with ISO 14001.

HERZ has a quality assurance system that enables the company to grant a five year fully comprehensive warranty, covering parts, labour and consequential loss. This warranty is valid for all products specified in the **HERZ** Certificate of Guarantee.



Improving sustainability in construction with water-efficient bathrooms

Kate Hirst - Commercial Director - Lecico Bathrooms

Sustainability is a very important consideration for the bathroom industry. Conservation of water



is leading to significant developments in product innovation and choosing water saving products is not only a legislative requirement for new buildings, but also increasingly being requested by homeowners. Water saving products not only help reduce the burden of water scarcity, but also save homeowners money on water bills.

Recent consultations with the UK government on water labelling, changes to Part G of the building regulations, and recent water shortages mean that product manufacturers have the opportunity to play a lead role in addressing these challenges. Bathrooms account for 90% of water use in commercial buildings, with almost 50% of the water being used for flushing toilets. In our homes Part G stipulates that we should use no more than 125 litres of water per day. Given the enormous amount of water used, any savings that can be achieved will have a significant impact in managing water sustainably for the future.

Lecico were the first sanitaryware manufacturer to have a WC pack registered on the UK Water Label scheme back in 2008 and have continued to drive water efficiency since then. As a leading manufacturer of bathroom products Lecico Bathrooms are also aiding government in their quest to reduce water consumption by producing new, exciting, innovative, and technologically advanced

bathroom products. Lecico Bathrooms product development and technical roadmaps contain a plethora of innovative initiatives to support the conservation of water, and current ranges of water saving products, include WCs which only require 4/2.6 litres of water for flushing, waterless urinals, water saving baths, and flow restrictors in taps.

In 2022, Lecico Bathrooms also announced an exclusive UK partnership with Propelair - designers and manufacturers of the world's lowest water-flush toilet, which uses only 1.5 litres per flush. Propelair toilets are the highest performers under BREEAM's water efficiency guidelines and use up to 84% less water than conventional toilets.

Lecico Bathrooms are focusing efforts on educating the industry on the wide range of water saving solutions that are available for bathrooms and washrooms and have recently published a water saving brochure and a CPD programme for professional specifiers of bathrooms.



For installers, merchants, and retailers, it is paramount that they have access to technical and performance data so they can make informed decisions on product choices. Lecico Bathrooms product development, technical, and customer service teams work proactively with customers to supply this information and pride themselves on high levels of customer service - it's what sets Lecico Bathrooms apart from competitors.

For further information and advertising opportunities please contact Nick Ackroyd on **0161 823 4707**

How healthy is your stock?

Stock health reflects the overall health of your business. Poor stock health often means you've invested in the wrong stock, leading to stock-outs and excess stock.

With recent supply and demand volatility, juggling the management of pipes, radiators, or hundreds of smaller items isn't easy.

With stock becoming more available, now is the perfect time to assess your stock health.

How do you measure your stock health?

You can measure stock health in various ways; let's start with three simple questions:

- Are you holding optimal stock levels?
- Are your demand forecasts accurate?
- Do you have a lot of obsolete stock?

If you don't answer yes, yes, and no, don't worry.

Whether your forecasts are inaccurate because of multiple spreadsheets with inconsistent data or you don't know optimal reordering frequencies, our free Inventory health self-assessment eGuide provides best-practice guidance on how to improve processes.

If the health check raises more questions than solutions, inventory optimisation can help. Inventory optimisation allows you to ensure product availability while reducing inventory costs and minimising the risk of excess and obsolete stock.

Don't just manage your inventory; join xx customers and optimise it with EazyStock.

eazystock

For more information, visit www.eazystock.com/uk

Meet the DISCALSLIM® Deaerator

In this disposable world, it is all too easy to advocate replacing an old boiler with a new one when a heating system becomes inefficient. However, if we are serious about reducing scrap – and saving the end-user money – then it makes sense to adopt a different approach.

If a heating system's performance starts to suffer and connecting a new boiler to an existing heating system, or replacing radiators and valves, may see improvements in the short-term but the same inefficiencies will eventually surface.

Increasing boiler efficiency and cutting waste can be achieved in a 'third way' by recognising that the heating system may have been struggling for one simple reason that is often overlooked – air accumulation.



To remove air from the system the DISCALSLIM® de-aerator is designed for continuous venting of the air that forms in air conditioning system hydraulic circuits, down to the level of micro-bubbles (gradual and continuous degassing). The de-aerator may be installed on either a vertical or horizontal pipe. The circulation of fully de-aerated water enables equipment to operate under optimum conditions, free from any noise, corrosion, localised overheating or mechanical damage, important for reducing energy demands and ongoing running costs.

altecnic
CALEFFI group

For more information call us on 01785 218200, email sales@altecnic.com or visit www.altecnic.com

Eco-conscious bathrooms that help customers reduce their energy bills

Whether a customer is having their bathroom renovated or are simply looking for a quick update, being armed with the eco-credentials of products has risen in importance.

Sarah Evans, Head of Product Marketing at Hansgrohe UK, gives her thoughts on the options available to merchants when they are called upon to recommend bathroom products that can help installers to reduce their customer's carbon footprint.



mixing in air and special flow limitations. Available across a wide range of hansgrohe hand showers and overhead showers, EcoSmart uses 43% less water compared to a conventional product. The technology also ensures a constant water flow, even when the water pressure fluctuates or is low – so user experience will remain the same.

In addition, hansgrohe's CoolStart technology is an environmentally friendly option for basin mixers. On standard taps, the continuous flow heater or circulation pump starts up immediately when the handle is in the middle position, yet this is needless if the user only requires cold water. With CoolStart, only cold water flows initially, meaning pipes are not filled unnecessarily with hot water.

Made to last

Sustainability can often go beyond technology and be achieved simply by selecting products that are designed with longevity in mind. For example, hansgrohe products are tested with water or air to get as close to the bathroom experience as possible before leaving the factory.

We also 'over-test' to ensure robustness of all our showers and taps. In the UK, three bar working pressure tends to be the average but Hansgrohe products are all tested to sixteen bar as standard.

Our 'repair over replace' ethos is also backed by a spare parts guarantee, which is upheld even after the product is discontinued, for up to 15 years. Hansgrohe also manufactures its own mixer cartridges, so the whole product is guaranteed by a five-year manufacturer's warranty for both parts and labour.

hansgrohe

Making a difference

In the last decade, UK homeowners have increasingly started to consider sustainability as a major part of their home renovation projects. However, to achieve a more sustainable bathroom, the last thing customers want to compromise on is performance.

The technology included in latest eco showers and showerheads mean that installing water-saving options can be effective and straight-forward for installers. What's more, less water used is also less water that needs to be heated and merchants who can recommend products with integrated sustainable technology, will be well-thought of by installers who are looking to save their customers money on heating bills.

EcoSmart technology from hansgrohe, reduces the water flow automatically to around 6 to 9 litres per minute using various methods including

For more information, please visit the dedicated hansgrohe website for installers: www.pro.hansgrohe.co.uk

For further information and advertising opportunities please contact Nick Ackroyd on 0161 823 4707



'The Merchants' One-Stop Shop'



Since forming in 1999, Embrass Peerless have seen continuous growth to become the UK's leading family-owned independent distributor to the Plumbing, Heating, and Building Merchant sectors, committed to delivering high quality products at competitive prices with exceptional customer service.

With high quality own brand product ranges, Embrass Peerless have built an enviable reputation for their valves and pipe fittings, the comprehensive range of Peerless Wastes and their pre-packed "P1 Plumbing" brand of Plumbing and Heating products. The range is complemented with industry-recognised brands such as Calmag, JG Speedfit, Polypipe, FloPlast, Fernox, Tesla, Fluidmaster, and Emmeti amongst others, and with over 6500 product lines available to merchants through their 80,000 sq/ft Midlands distribution base, they offer ease of order and consistency of quality and supply.

With all of the challenges faced over the last 18 months, Embrass Peerless have invested further in their operations, with a focus on developing new support for suppliers and merchants - web and digital development, and social content and client promotions, working more closely with manufacturers and merchants alike.

Along with many other manufacturing and distribution businesses, Embrass Peerless have experienced previously unprecedented global challenges, with shared industry-wide issues - not least the significant price increases on raw materials, challenging product availability and logistical constraints.

Working even more closely with suppliers and engaging more fully with customers has enabled Embrass Peerless to adapt and evolve their product offerings, maintaining competitive prices and ensuring the availability of their most comprehensive and popular ranges.

Geberit launches innovative FlowFit piping system

Geberit has launched a new multi-layer supply piping system to the UK market after eight years of intensive research and development.

Geberit FlowFit is the manufacturer's biggest product launch to the UK in recent years and will combine the versatility of Geberit's multi-layer piping system together with the installation benefits of FlowFit's unique, patented press-fit method.

FlowFit is suitable for both potable water and heating applications. The pipe consists of three layers, a central aluminium layer which makes the pipe strong yet flexible, with a plastic (PE-RT) layer either side of this to prevent corrosion and ensure a smooth internal bore.

As well as the versatility offered by multi-layer piping systems, Geberit FlowFit also incorporates press-fit technology, offering

project teams efficiencies and time savings across jobs.

Available in eight dimensions with only two pressing jaws required for the entire range, constant tool changes are now a thing of the past. Effortless and intuitive to use, FlowFit fittings and jaws are colour coded to indicate which tool should be used. Once pressed, the pressing indicator detaches from the fitting, meaning any unpressed fittings are immediately visible.

Peter Davis, Product and Marketing Director at Geberit, said: "Geberit FlowFit represents a major breakthrough in piping technology and we are excited to bring this innovative system to market. We focused on perfecting the installation process and combining this with our innovative press fit technology. The result is something we're incredibly proud of and represents years of innovation and collaboration."

Find out more about Geberit FlowFit at www.geberit.co.uk/FlowFit

Bristan – The easy choice

By Ian Hansell, Vice President – Sales, Bristan

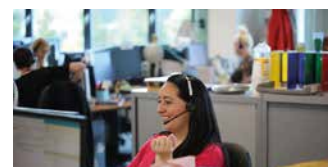
At Bristan, we work hard to make life easier for our customers so you can put your trust in every single Bristan product, time after time.

For over 45 years, Bristan has been delivering everything you need to keep sales flowing. Our industry leading next-day delivery promise means that our merchant partners can always get exactly what they want when needed.

In addition, our exceptional aftersales and award-winning customer service gives you and your customers direct access to our team of experts, so they're supported at all times. In fact, over the last year Bristan has launched a new Virtual Remote Assistant, and as a result have seen a significant increase in our Net Promoter Score, reassuring customers that every part of the process is hassle-free.

Quality is at the heart of our product range. All our products are tested in our in-house UKAS-accredited lab. From pressure testing taps and showers, right down to testing the strength of a toilet roll holder. Your customers can be confident in the quality of every product, and we feel confident enough to back our products with rock-solid guarantees of up to ten years.

There's a Bristan product for every kitchen and bathroom, from reliable bathroom basin mixers to a versatile selection of mixer showers. That's why we're the UK's number one for taps and showers.



For more information contact your Area Sales Representative or call the Embrass Peerless Sales Office on 0121 744 3900

Visit www.bristan.com for more information.

For further information and advertising opportunities please contact Nick Ackroyd on **0161 823 4707**

SAVE WATER - NO EXCUSES



Flow regulators are devices that control the flow of water through our household appliances. They are manufactured in the UK by Neoperl and can now be retro fitted to taps and showers throughout the home. No excuses, everyone can now do their bit to save water and the energy that heats it.

Most taps will already include a stream control device at the end of the spout but it's only when in situ that one can identify whether the flow is too strong. Now the incumbent device can be easily removed and replaced with one that reduces the flow to a comfortable level. The same

with showers, a valve shower often delivers too much water and even a slight reduction adds up to a substantial water saving over the year.

Regardless of the prevalent water pressure, a flow regulator maintains a consistent water stream at the chosen flow rate. A typical flow regulator consists of three components, a housing, a seating area and a precision-ring. The flow is determined by the interaction between the seating area and the o-ring. As water flows through the device at a higher or lower pressure, the shape of the o-ring changes to restrict or release the flow of water.

It's an affordable solution to retro fit a flow regulator, why not stock some popular sizes, and encourage your customers to save water.

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There is no traffic in the extra mile

STS has been in business for more than 25 years, supplying quality products and trusted brands to leading DIY and tile retailers, builders' merchants and distributors across the UK.

We're proud of our reputation for building positive, mutually beneficial relationships with our customers, supported by our Gold Standard customer experience.



From tiling tools and accessories to exterior fibre cement render carrier board, the STS brands of NoMorePly®, Beava® and Construction Board offer you solutions for all projects, both internally and externally. Many will know us for our NoMorePly® tile backing boards, our market leading fibre cement tile backing solution, providing the fast fit system with a lifetime guarantee. Beava® is the brand of many tiling tools, trims, levelling systems, taking kits, wetrooms, blades and drilling solutions and comes with eye catching point of sale for showrooms and trade counters. The STS Construction boards range from 6mm thick to 12mm thick and offer a One Board with Multiple Applications solution. Fire Protection, Render Carrier, Cladding Receiver, Water Resistance and Sound reducing are just some of the key areas the STS Construction boards are used.

As a company we're committed to do all we can to make our business as environmentally friendly and sustainable as possible. We define our Sustainability into three areas, People, Product & Planet which enables us to cover every angle of our environmental impact across the complete life cycle of our products. We are fully ISO9001 and ISO 14001 accredited and are striving to reach our net carbon zero emissions goal before 2050.

As a family owned and managed business, our values are central to everything we do. Every day our team work to bring our values to life in all we do both for our business and for our customers too.

What sets Specialist Tiling Supplies (STS Ltd) apart is our dedication to providing exceptional customer service. Our industry knowledgeable and friendly team is always ready to assist stockists and installers with their expertise and offer valuable advice.

To further enhance our commitment to excellence, we keep up with the latest trends and innovations in the tiling, bathroom, and construction industry. We continually update our product range and ensure they are in alignment with industry test standards and British Standards. By staying at the forefront of the industry, STS solidifies their position as a leader in the market and a trusted source of expertise.

In conclusion STS Ltd is your ultimate destination when looking for quality brands and products that are well known and respected by professionals in the bathroom, tiling and construction industry. When it comes to support, we have one saying here at STS 'there is no traffic in the extra mile' and we do everything we can to support our stockist and installers through every sale and project.

For more information on how we can work with you, please contact us via phone, email or live chat on the website and we look forward to supporting you on your journey.

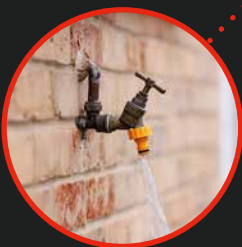
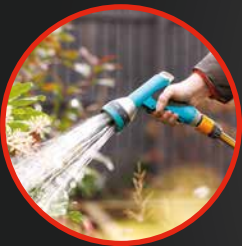
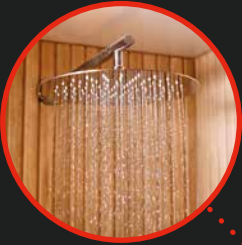
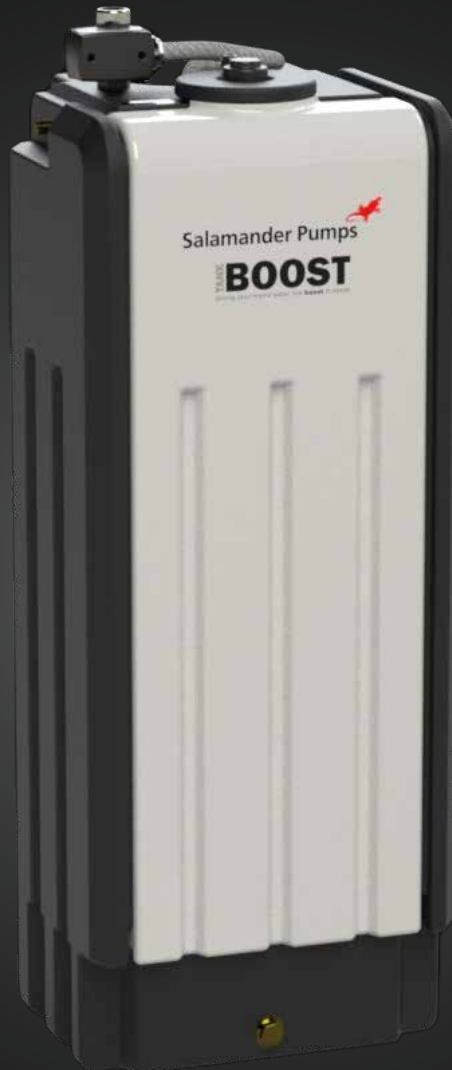


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