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THE OFFICIAL BUILDERS MERCHANTS FEDERATION MAGAZINE

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One Voice is published on behalf of the Builders Merchants Federation by



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Although every effort is made to ensure the accuracy of information contained in One Voice, neither the Builders Merchants Federation, nor the publisher can accept responsibility for any omissions or inaccuracies it contains. The views expressed in this publication are not necessarily those of the Federation. One Voice is printed and distributed by Buxton Press.



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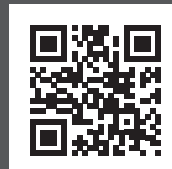


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Our theme of Change, Challenge & Opportunity will focus on a quality business programme, which will include expert speakers from our industry and elsewhere. Our host is the well-known TV personality **Gethin Jones**.

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MKM triumphs in BMF Mastermerchant Challenge



Winning 2016 Suppliers: Alumasc WMS



2016 Mastermerchant winners: MKM Building Supplies

The BMF's annual team building event, Mastermerchant challenge, was won for the second year running by MKM's Norwich branch.

The competition grows in popularity every year. With a total of 23 teams competing (including one from the BMF), MKM's achievement was tougher than ever. They were pushed all the way by Alumasc Water Management Solutions who finished just 2 points behind MKM to take the prize for the Winning Supplier. While the team from Willbond, who were only 2 points behind Alumasc, also deserve an honourable mention.

In true Mastermerchant fashion, everyone got wet over the weekend. In part this was due to the weather, but with physical challenges including canoeing and ghyll scrambling, they were never likely to stay dry.

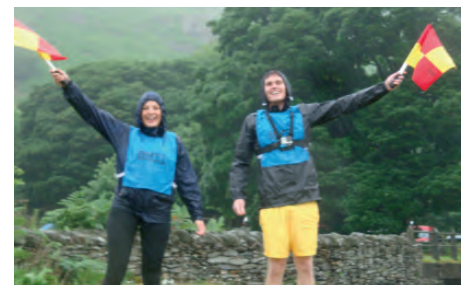
While it is a fun event, the weekend also has a serious purpose. It helps colleagues to learn about each other's

strengths and skills and discover how much can be achieved through teamwork. The teams compete in 12 challenges that test their communication and problem-solving ability as much as their perseverance in physical trials.

MKM's winning team included three members who took part last year, Gavin Lloyd-Thompson, James Thiess and Nathan Hunt, and first-timer, Lee Allen.

Commenting on the weekend, BMF MD John Newcomb said "This is not only a fantastic teambuilding event, it is also a great way for merchants and suppliers to get to know each other better. And while the weather wasn't kind overall, we did see the sun – and the splendid scenery of the Lake District. I would like to thank BMTT for their continued sponsorship and Stephen Lee Associates who devised the weekend's events."

Details of the 2017 BMF Mastermerchant will be announced later this year. For more information email June Upton at june.upton@bmf.org.uk



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Meyer joins the BMF

Meyer, the UK's leading distributor for wood-based panels, has joined the Builders Merchants Federation (BMF).

Meyer offers the widest choice of wood-based panel products in the UK and with over half of their sales into builder merchants the company has considerable understanding of the sector's needs.

Their unique next day delivery service covers all ex-stock orders placed by 5pm. The company also ensures that customers are first to benefit from product innovations and provides technical support on the latest European Standards.

David Siggins, Meyer's Commercial Director, said: "There couldn't be a better time for us to join the BMF.

We are constantly reminded how little is known in the market about the European Standards that define the performance of wood-based panel products. Although all plywood is now classified to European Standards, the specification sector continues to use obsolete terms stemming from the withdrawn British Standards. The mismatch between specification and product is causing significant problems in the Builders Merchant sector and becoming part of the BMF is our opportunity to address that."

Meyer is happy to provide product and technical training to any BMF member who wishes to learn more.

Meyer will also host the next BMF Timber Forum at its state of the art training centre



(pictured) in Stoke on Trent on 29 November.

Welcoming Meyer into membership, BMF MD, John Newcomb said: "We are delighted that Meyer has embraced the ethos of the BMF, of suppliers and merchants supporting each

other to benefit the whole building materials supply chain. We are particularly pleased that they are opening the doors of their training and exhibition centre to host our next BMF Timber Forum, which I am sure will provide great value."

BMF Pavilion to be launched at Ecobuild 2017

The BMF will have its own branded BMF Pavilion at Ecobuild,



the UK's largest event for construction, design and energy in the built environment, which takes place at Excel, London from 7-9 March 2017.

The BMF is working with exhibition organisers, UBM, to create a platform for merchants to meet and do business at the exhibition, which will focus on the role of sustainability as a driver for innovation, a catalyst for regeneration and as a way for organisations to do better business.

John Newcomb, BMF Managing Director, said: "This is another first for the BMF and one that is sure to benefit members. With its focus on regeneration and building better communities, Ecobuild provides a unique opportunity to bring merchants, suppliers and specifiers together to discuss vital issues, including tackling the UK housing crisis, and discover more about the latest systems and technologies that contribute to sustainable construction."

Martin Hurn, Brand Director of Ecobuild, commented "Merchants have an important role to play in helping move the regeneration and sustainability agenda forward. We're therefore excited to be able to work with the BMF to create a dedicated platform for their members to maximise the opportunities available at Ecobuild."

The BMF has special rates for all members exhibiting at Ecobuild. Former BMF Marketing Manager, Christine Harding will manage exhibition space within the BMF Pavilion. For more information, or to reserve exhibition space within the BMF Pavilion at Ecobuild 2017, please contact cv.harding@btopenworld.com

The BMF launches new P & H newsletter



BMF has recently published a new newsletter – BMF Plumbing & Heating News – in response to increasing demand from our Plumbing & Heating members, the fastest growing area of BMF

membership. This is one of a number of initiatives being launched exclusively for our 200 Plumbing & Heating members.

The BMF welcomes feedback from members to enable us to tailor future editions to your needs. To request a copy of the Plumbing & Heating newsletter email Christine Wall at christine.wall@bmf.org.uk



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NMBS Conference tells industry why business matters

The BMF were delighted to attend the NMBS All-Industry Conference on 16-19 June, which brought together hundreds of delegates from across the Builders Merchant industry under the theme 'Business Matters'.

Held in Lanzarote, speakers at the Conference focused on issues including leadership, staff motivation, productivity and online trading. Outside of the formal Conference programme, delegates were also able to network more informally and discuss business with fellow attendees in the luxurious surroundings of the five-star

Princesa Yaiza hotel.

Chris Hayward, managing director of NMBS, said: "The All-Industry Conference

reflects NMBS' commitment to not only strengthening independents but also to supporting the growth and



John Newcomb launching the 2017 BMF Conference

prosperity of the wider construction industry. We're delighted that this year's event was so well-attended and so well received."

During the conference John Newcomb, BMF MD, launched the BMF 2017 All-Industry Conference in Budapest – the BMF's first conference in a city location since 2003.

For more information about the NMBS conference visit www.nmbs.co.uk

VIP Polymers join BMF

VIP Polymers Ltd are pleased to announce that they have recently joined the BMF as a supplier member.

The UK based rubber manufacturer are global providers of sealing solutions and manufacture products within the pipeline, tunnel and rail industries. Many of their products are used by OEM pipe manufacturers,

however merchants are an important and vital route to market for the range of VIPSeal™ flexible couplings and other VIP branded products in the future.

Commercial Director, Jon Crean, said "Merchants play a key role as a route to market for our products, notably the VIPSeal™ range of flexible couplings and we believe that it's important for

us to work closely with them so that we can understand their needs and ultimately provide a high level of service to the industry and end user.

Being a supplier member of the BMF allows us to share knowledge and aid merchants through marketing and technical support and we believe that being a member of the BMF will help make it easier for merchants to do business with us. Our current strategy involves new product developments

and distributor networks are central to that strategy."

John Newcomb, BMF MD, added "We are delighted that VIP Polymers have joined the growing number of supplier members within the BMF. They have already made clear their intention to utilise their membership to the full and I am looking forward to working with them."

For more information about VIP Polymers email Craig Burkitt, Marketing Manager at craig.burkitt@vip-polymers.com or visit www.vip-polymers.com



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Full house for BMF Members' Day

Tickets for BMF Members' Day on 20 and 21 September at Jurys Inn Hinckley Island Hotel in Leicestershire sold out in June. BMF MD John Newcomb said: "Members Day is always a popular event, but this year the audience will be bigger than ever, with the Awards Dinner, the Business Conference and the Exhibitor slots all sold out. And as the effects of Brexit become clearer in the coming weeks, our theme, Together Towards Tomorrow, becomes even

more topical. It promises to be a valuable and educational event for all."

The headline sponsor is ACO. In addition to the conference, the event encompasses a black-tie Awards Dinner, sponsored by Marsh Industries, and informal networking opportunities including the BMF's popular Golf Tournament sponsored by Monument Tools, to be held at the nearby Nuneaton Golf Club. For more information, visit www.bmf.org.uk or



contact June Upton at jupton@bmf.org.uk

A full round up of this

popular annual event will follow in the Winter edition of One Voice.

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WCoBM welcomes new Freeman, BMF MD John Newcomb

We congratulate BMF Managing Director John Newcomb on his recent installation as a new Freeman of The Worshipful Company of Builders' Merchants (WCoBM). Subsequently John has also been awarded his Freedom of the City at a special ceremony at Guildhall. This is an important step to becoming a Liveryman of the Company.

The WCoBM plays a significant part in the builders' merchant sector, promoting training and education for builders' merchants, which includes supporting and awarding BMF students. It also fundraises for a number of charities and is very active in raising the

profile of builders' merchants in the City, highlighting their importance in 'Supplying Britain's Building Needs'.

The Master of WCoBM Leo Martin comments: "We welcome John as a new Freeman to our Livery. Our membership is growing rapidly and it's the highest it's ever been at 214 Liverymen and 27 Freemen. WCoBM represents all parts of the industry and members include leading figures in merchants, manufacturers, wholesalers, distributors, buying groups, service suppliers and ancillary trades.

"Membership is by invite only and I hope all our Liverymen and Freemen take full advantage of the key



L-R: Peter Hindle, Sue and John Newcomb, Jan Hindle

networking events organised throughout the year, and actively support our Livery's

objectives." Visit www.wcoBM.co.uk for more information.

Colin Myers Timber cuts overheads and waste disposal costs with no capital outlay

Energy supply contract specialists AMP plc have delivered a triple-win for Widnes-based company Colin Myers Timber (part of BMF merchant member organisation Beesley & Fildes Ltd). All waste timber produced at the site is now recycled and reused to provide free heat to the site. A new 1MW boiler (pictured) has been installed, resulting in lower costs and an extremely efficient and effective waste management process that's virtually eliminated disposal to landfill.

Says John Beesley, Chief Executive of Colin Myers Timber, "It really works well for me as I can reduce my overheads and it provides us with sustainable heating. The scheme has been fully funded by AMP, which means I can invest my money in the business, not on the infrastructure".

Under the agreement Colin Myers Timber also benefits

from worry-free operation for years to come because all of the service and maintenance of the system is fully inclusive. Previous uncertainty of fluctuating fuel prices is also completely removed.

AMP plc also has its own wood fuel supply company, Forest Fuels. Managing Director Peter Solly says, "Continuity of operation is assured for Colin Myers Timber because our own in-house supply chain, serving over 2,000 customers, enables us to cover any potential shortfall in on-site waste wood production. We can quickly and easily provide back-up supplies from our network of depots during any quieter times at the Timber merchant."

Waste to landfill has become increasingly expensive, so not only are the hefty landfill charges being saved, but so too are the costs of loading, unloading

and moving the wood waste around. Instead it is simply shredded on site, using the shredder provided as part of the scheme, and then put straight into the wood fuel store which feeds the biomass boiler. A sustainable solution that's much more environmentally-friendly than the previous arrangements.

Says Richard Burrell, AMP plc's Chief Executive Officer, "This is another example of how we can help organisations to make significant savings with no upfront costs. This scheme cost £500,000 which is fully funded by us. It delivers



free heat, significant savings in the disposal of waste wood and protection from the volatility of other fuel prices for the future."

An open day is being planned to showcase the launch of the installation during September. For further information please contact either john.bailey@amplc.co.uk or dave.myatt@forestfuels.co.uk



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News

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BMF calls for construction industry Brexit talks

The BMF is leading calls for urgent talks with the government over the impact of Brexit on the construction industry. Following the appointment of the new Prime Minister, Theresa May and her Cabinet, the BMF have written to key Ministers to highlight the urgency and importance to the UK economy and jobs of the construction sector in the context of Brexit.

The BMF have welcomed the new Prime Minister's early pledge that the new government will prioritise housebuilding, which is recognition of both the importance of the sector and the current uncertainty in the economy. The BMF represents around 550 companies who supply materials to 80% of Britain's builders, plumbers, joiners and decorators. Merchants are the barometer of the health of the construction industry.

BMF have called for a clear plan from the new Prime Minister and the Government that includes:

- Assurances of continued support for housebuilding, investment in infrastructure to unlock sites, and further reforms to speed up the planning process
- Recognition of the importance of investing in apprenticeships and other skills development in the industry to build a workforce for the future, taking account of the impact of the possible end of free movement.

- Guarantees that the construction industry will be consulted about the impact of the transition to operating within a potential UK only framework, including new product standards and a possible return to the emphasis on the British Kite Mark
- Confirmation that the BMF along with other key industry bodies, including the FMB and the CPA, will be consulted and involved in a dialogue with the government as Brexit talks and negotiation develops.

BMF MD John Newcomb said "Construction is hugely important for the UK economy and it is vital that the industry is prioritised and consulted by the government as Brexit plans develop. We want to hear concrete commitments from the Government to support housebuilding. It is also critical that we are involved in planning for the potential end of free movement, so that we have the skilled workforce ready that we will need for the future.

We have had very constructive relations with David Cameron's government and we are looking forward to working closely with the new government".

Members' viewpoint

The BMF are also working with members to approach Brexit positively. Here is an example from Parkers Building Supplies July newsletter:



BMF and NFRC announce strategic partnership



The BMF and the National Federation of Roofing Contractors (NFRC) have agreed a strategic partnership that will enhance the support both organisations offer their members.

The BMF and the NFRC share an ambition to professionalise their respective industries by promoting the highest standards. Under the new partnership agreement, the NFRC will provide essential technical information to BMF members who specialise in roofing materials. All NFRC contractor members are subject to ongoing inspection reviews and BMF members can recommend these contractors with confidence. NFRC supplier and merchant members will benefit from reciprocal advice and essential information on merchant best



James Talman, NFRC Chief Executive

practice from the BMF.

The strategic partnership coincides with the launch of the BMF Roofing Forum, which will meet for the first time in the Autumn. The Forum will be chaired by Steve Revell, owner of Skyline Roofing and vice president of the NFRC. The NFRC will be speaking at that meeting, and will provide

ongoing technical support as the Forum develops.

BMF managing director, John Newcomb, said: "There are a great many synergies between our two organisations and we will be working together to raise the profile of the roofing sector. The NFRC is a predominantly technically-based trade association setting industry standards on all types of roofing systems which are widely recognised by all leading standards bodies and authorities. They represent over 1000 roofing contractor members and 187 roofing products manufacturers, while 200 of the BMF's 300 merchant members are selling roofing products. Our members will benefit from the NFRC's technical expertise through the BMF Roofing Forum, and I believe we can

add value to their contractors via our rapidly growing network of merchant outlets."

NFRC chief executive, James Talman said: "The NFRC is on a mission to get its highly respected standards and guidance more widely known and accepted amongst all stakeholders. There is huge potential to develop the roofing sector, which has an annual market value of £4bn. There are over 7,000 contractors working in that space and 750 merchants stock roofing products. By working with the BMF we believe we can not only raise the profile of the roofing sector, but also its standards and professionalism."

The two trade bodies have also agreed discounted joint membership rates for roofing merchants and manufacturers.



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JG Speedfit awarded full BMF membership



JG Speedfit, the world's leading manufacturer of push-fit fittings, has been awarded supplier membership of the BMF.

A world leader in its field with more than ten overseas subsidiaries, JG Speedfit's engineering and manufacturing expertise extends beyond plumbing and heating to diverse areas such as drinks dispensers and pure water, air and pneumatics, telecommunications and automotive.

Founded in 1961, JG Speedfit's success and longevity to date has been built on an adherence to a strict set of core values, which include respect, decency, manufacturing excellence and first-class relationships. These values permeate at all levels of the business and can



JG Straight Connector

be seen in each and every interaction, whether between employees on the shop floor or with key suppliers.

By investing heavily in research and development at the company's West Drayton manufacturing site, which is home to a dedicated R&D team, JG Speedfit continues to lead the way in delivering unique solutions which meet

the ever-changing needs of the industry.

By retaining strict control over its design and manufacturing processes, underpinned by rigorous testing and quality assurance measures, the JG Speedfit name has become synonymous with quality, as demonstrated by the countless awards and

accolades the business has received over the years, including Queen's Awards for Export and also Innovation.

Matt Fletcher, Divisional Manager at JG Speedfit, explained: "As a recognised industry leader in the Plumbing and Heating sector, JG Speedfit is committed to ensuring absolute best practice across all areas of our business. To have been made a member of the BMF is testament to our proven approach and business philosophy. Our customers can feel reassured that they will receive industry-leading support from JG Speedfit as we aim to lead the way in terms of customer service, financial best practice and manufacturing excellence."

For further information, please visit www.johnguest.com

Cleaning up London's air pollution: BMF comment

If businesses are to be hit with new regulation to combat poor air quality in London, proposals for a new diesel vehicle scrappage scheme, and another boiler scrappage scheme, are the sensible way forward, according to the Builders Merchants' Federation (BMF).

The BMF was responding to a consultation by the Mayor of London, Sadiq Khan, seeking views on proposals to improve public health by cleaning up London's air quality.

The possibility of government help to fund a scrappage scheme – or similar incentive – has direct implications for all merchants. The idea is to pay vehicle owners part of the cost of replacing vehicles (likely to be diesel engines) with a less-polluting one. At this early stage, it is not known if any such offer would be only for cars and vans or include lorries. The BMF said it strongly agrees and would welcome action to replace older, polluting vehicles with cleaner, modern equivalents.



Sadiq Khan, Mayor of London

BMF MD John Newcomb says: "Prior to being elected, Sadiq Khan repeatedly pledged to be a very 'business friendly'

Mayor. The current London Boiler Cashback Scheme is working well. Mr Khan would do well to repeat and enhance it with another offer to tackle fuel poverty, reduce carbon emissions, cut energy bills and make homes cosier. Plumbing and heating merchants we represent stand ready to help him".

The "London Evening Standard" frequently reports on the issue of air quality – often citing the latest medical research or up-to-date results from monitoring done by borough councils. Tackling air pollution in London is a public health priority as the equivalent of 9,416 people die early each year due to long-term exposure to air pollution.

The consultation coincided with the 60th anniversary of the Clean Air Act 1956 and Sadiq Khan said a further more detailed consultation exercise will take place later this year.

For more information contact Brett Amphlett, Policy and Public Affairs' Manager email brett.amphlett@bmf.org.uk



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BMF boosts public affairs support in Wales

The BMF has also appointed David Harding as the Federation's first Public Affairs Consultant for Wales.

This is the first in a series of key appointments by the



David Harding

BMF designed to increase its political representation with the UK's devolved administrations in Wales, Scotland and Northern Ireland. Once all are in place, Brett Amphlett the BMF's Policy & Public Affairs Manager will take responsibility for developing relationships with Westminster politicians and civil servants and other authorities in England. His enhanced role will embrace city regions around England, including those within the Northern Powerhouse.

David Harding has 40 years of experience as a communications professional specialising in public affairs, community relations, political lobbying and issues management.

Based in Powys, he represents a number of other organisations in Wales including the Mineral Products Association, as well as almost 20 years working for construction materials producer, Hanson. David's experience and local knowledge will help the BMF to develop a regular dialogue with Welsh Assembly members and departmental officers.

Commenting on the appointment, BMF MD, John Newcomb, said: "We are delighted to have David on board. Increasing our public affairs work in areas with devolved powers will become even more important in a post-Brexit environment. The breadth and depth of David's experience will be invaluable

in supporting and developing our public affairs work in Wales.

John Newcomb continued: "This is one element of a three part localisation programme to build the BMF's regional presence throughout the UK in order to best serve members on their home ground. In addition to recruiting a dedicated public affairs resource within each of the three devolved administration areas, we are also employing more Regional Managers to engage with members and will be creating Centres of Excellence around the country. We will be announcing more details at Members' Day on 21 September."

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BMF expands local support with fifth Regional Manager

The BMF has appointed Matt Haines as Regional Manager for the West Midlands, North West and North Wales with effect from 15 August 2016.

Matt's appointment means the BMF now have five Regional Managers working with members throughout the country. He will play a key role in rolling out the BMF's localisation strategy, strengthening the organisation's regional presence and support for members.

Matt has extensive experience across the merchandising industry. He started his career with Sharpe and Fisher before moving on to management roles at Harcros Timber, Wolsley and SIG.

Commenting on the appointment, BMF MD John Newcomb said: "Matt's appointment completes



Matt Haines

the reorganisation and expansion of our regional management team, with five highly experienced managers on the ground. Our localisation programme will also see the creation of several Centres of Excellence around the country, providing further support for members close to home."

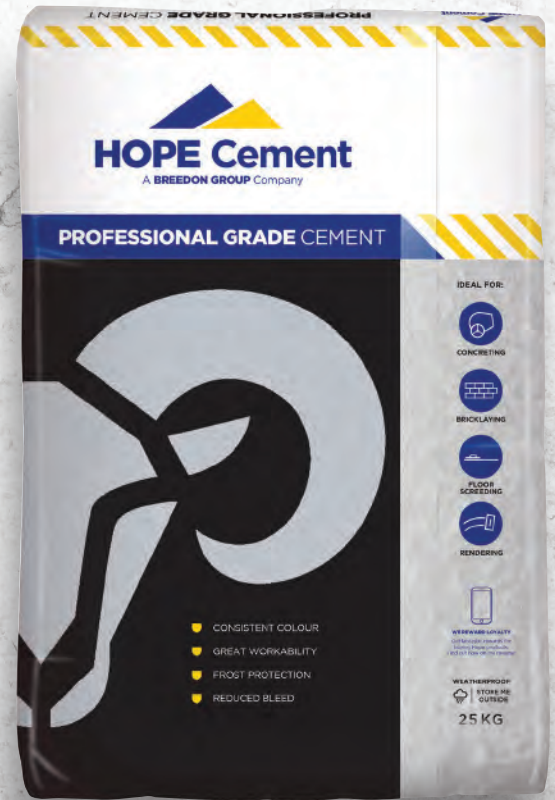
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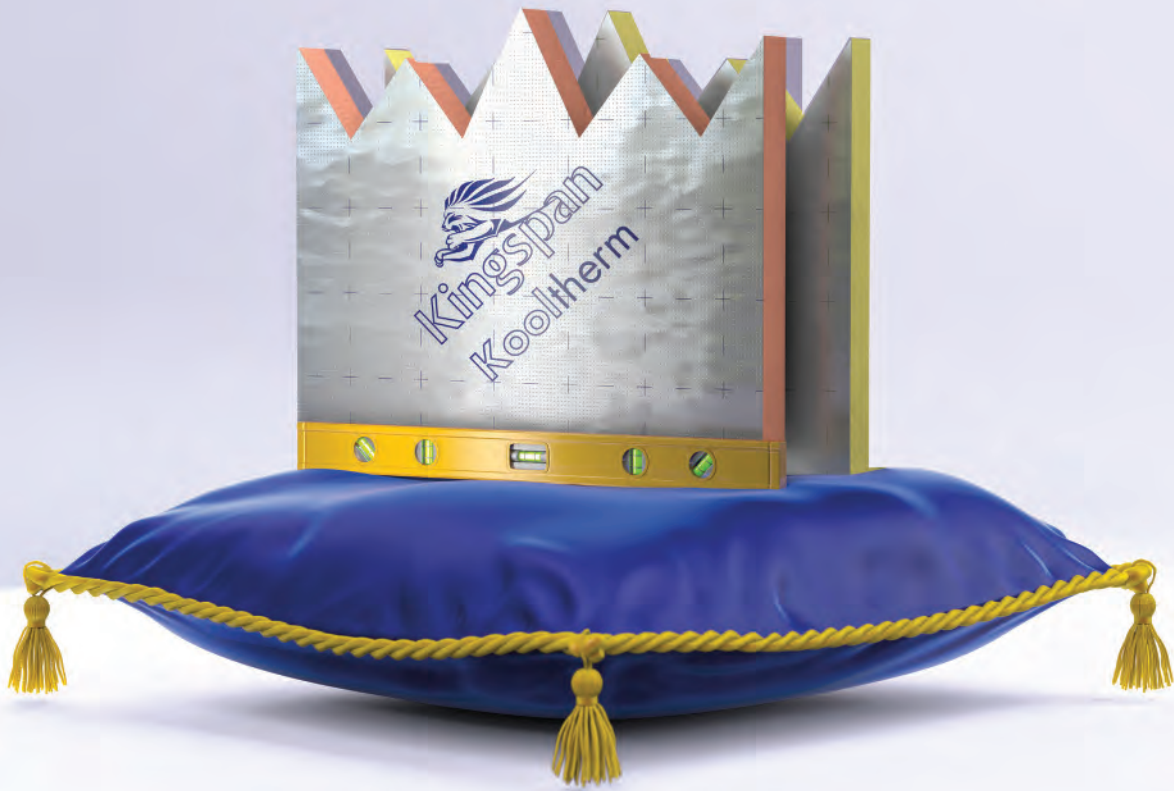

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Apprenticeships' levy: six months and counting

In his July 2015 Budget, George Osborne MP, the former Chancellor of the Exchequer, announced that the UK Government will introduce (via legislation) a new levy on large employers to fund apprenticeships. Whitehall is shifting the burden of responsibility for investing in apprentices from taxpayers to employers. Ministers are making far-reaching changes to the funding, standards and administration of apprenticeships that affect all employers.

The Apprenticeships Levy is due to come into force on 6 April 2017 in the UK. The BMF has been tracking the policy for the last 15 months to assess the consequences. Brett Amphlett, BMF Policy and Public Affairs' Manager, outlines the policy, highlights regional differences, and explains the situation as the BMF understands it:

The Government's proposals

The central idea is a legally-enforceable Apprenticeships' Levy on employers throughout the UK. It will be imposed on firms with a wage bill of more than £3 million a year, at a rate of 0.5% and will be collected via PAYE. Payment will be calculated on total employee earnings, subject to secondary Class 1 National Insurance Contributions (such as wages, bonuses, commissions and pension contributions). The Levy will not be charged on other payments, such as benefits-in-kind, but employers will be given an allowance worth £15,000 for each tax year to offset against their payments. Employers who operate multiple wage bills will only have one £15,000 allowance.

The Apprenticeships Levy will be mandatory in all industries, including construction, in which there is already a statutory training levy. It will be payable irrespective of whether (or not) you have apprentices.



BMF 2015 Apprentice of the Year Level 2 winner: Amber McDonald, Grafton Group (centre)

Employers will calculate, declare and pay the Levy as part of normal monthly payroll transactions using the HMRC's PAYE Real-Time Information system.

This Levy aims to encourage businesses to invest more in vocational training and skills, and increase the overall number and quality of apprenticeships. The intention is to reward employers by letting them get back more funding than they actually



Brett Amphlett

put in. There is no limit to the number of apprentices that can be taken on. Money raised will be used specifically to fund apprentice training costs, not the wider administrative and employment costs on businesses.

As an incentive, Employers' National Insurance contributions for apprentices aged under 25 years were abolished in April 2016. This applies to employers with existing apprentices and those who take on apprentices for the first time. They will be able to offset payments for Corporation Tax.

England, Wales, Scotland and Northern Ireland

The Apprenticeships' Levy originated in England and was conceived by George Osborne MP as a way to achieve a Tory pledge of 3 million new apprentice starts by 2020, within the Conservative Election Manifesto.

Although Mr Osborne

and Nick Boles MP, Minister for Skills, have left the Government, there remains widespread concern that this Levy will be prescriptive, costly and onerous to implement. Voices such as the CBI, British Chambers of Commerce, Federation of Small Businesses and Engineering Employers' Federation are doing the heavy lifting to shape the policy to make it work. The BMF works on this in tandem with the CBI.

The UK Government is well aware that businesses operate across internal borders. Yet the absence of clarity on how the Levy will operate in Scotland, Wales and Northern Ireland gives cause for concern. Most official announcements so far relate to apprentices in England. Education and training and skills policy is devolved to Edinburgh, Cardiff and Belfast. They manage their own schemes, which have different funding arrangements, procedures and qualifications.

The BMF has seen correspondence between Whitehall and the SNP Scottish Government, Welsh Labour Government and DUP ministers in the Northern Ireland Executive. Unbridled annoyance exists between the Devolved Administrations towards Westminster that centres on:

- the manner in which the Levy was announced in 2015, without any prior consultation with the nations – despite apprenticeship policy being a fully-devolved matter.
- the disconnect between the UK Government collecting the Levy and Scotland, Wales and Northern Ireland, shaping local training and skills policy to suit their economies.

Ministers in Cardiff, Edinburgh and Belfast were blunt in making their concerns known and they highlighted key areas in need of urgent attention, notably:

- potential for the Levy to undermine current and planned apprenticeship policies
- apportioning the money raised by the Levy fairly among the devolved Administrations
- ensuring that different funding rates and delivery arrangements will be clear to employers and providers that operate across one or more internal borders.

In addition, each nation raises specific concerns along the following lines:

Wales

Ministers warn that Welsh public services liable for the Levy will have to pay money back to London when they are already cash-strapped. There are too few 16-18 year olds starting apprenticeships, with many in sectors where the skills content is relatively low, perpetuating the belief that apprentices are young people, not capable of higher-level skills. An implementation plan for apprenticeships in Wales



BMF 2015 Apprentice of the Year Level 3 winner: Joseph Gear, Roofing Gear

has been deferred, whilst discussions between Cardiff and London continue.

Scotland

Ministers are peeved London has encroached on devolved policy and the Levy is an employment tax on businesses over which Edinburgh has no control – especially the 0.5% rate.

Earlier this year, the Scottish Government conducted a public consultation on options to use funds given under Barnett Consequentials. Questions in the consultation point to an intention to use Levy money for purposes other than apprentices. The assumption is that employers liable to pay will not be able to take on sufficient apprentices to fully recover their Levy contribution. Options include:

- establishing a flexible skills fund for workforce training, notably on skills of older employees for whom an apprenticeship would not be suitable.
- helping unemployed people back into work, and helping employers to recruit and retain staff.

Northern Ireland

Ministers are concerned that

imposing the Levy will have unintended consequences for their own training and skills policy. The Levy is seen as a new payroll tax, and thus another tax burden on companies likely to affect Northern Ireland's ability to compete internationally. Business taxation is a sensitive issue in Belfast, including Corporation Tax that is due to fall to 17% by April 2020.

Strengthening our supply chain

The BMF argues that merchants and manufacturers should be able to use Levy funds to train apprentices that are not their own employees in businesses up or down our supply chain. We see two distinct possibilities:

- some employers may decide it is not desirable to have inexperienced staff in their quarries, kilns, sawmills or factories – manufacturers ought then to be free to spend their Levy funds to train apprentices in merchants.
- merchants who do not wish to take on apprentices – or already have apprentices, but cannot (or don't want to) take on any more – ought to be free to use Levy funds to train apprentices

in their customers' businesses – notably SME builders and installers.

Next steps

The BMF has been involved in the Apprenticeships' Levy since it was announced to inform and guide businesses within scope and employers not liable to pay, but who have apprentices.

The change in ministers this summer allows Government to review and make changes to both the policy and the way in which it is implemented. We continue to explore what we can do for members affected by this compulsory Levy, because it makes no sense for merchants to pay it without taking on apprentices.

Please contact Brett Amphlett at **brett.amphlett@bmf.org.uk**, about the Levy, or Richard Ellithorne at **richard.ellithorne@bmf.org.uk** to discuss having apprentices in your business.

in England. Education and training and skills policy is devolved to Edinburgh, Cardiff and Belfast. They manage their own schemes, which have different funding arrangements, procedures and qualifications.

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Market data for members

The BMF provides a wide range of statistical business reports for members, including:

- Builders Merchant Building Index (BMBI)
- BMBI with Sales Indicators
- Boiler sales report
- Remuneration survey
- KPI report
- CPA weekly notes

If you would like a copy of any of these documents contact Rikesh Patel at rikesh.patel@bmf.org.uk.



BMF Remuneration Report

The BMF has recently published its 2016 Remuneration Report. With 138 responses (an increase on last year), the report shows salaries, wages paid and benefits given to merchant members' staff as at April 2016, for each of the 13 UK Standard Planning regions and nationally. Key findings include:

- Pay rises have remained unchanged on last year (2% is the norm)
- Paid overtime has decreased, with an average of 24% of merchants not paying overtime at all (last year 7% paid no overtime)
- Pension schemes continued to become more accessible and widespread with 80% operating schemes (78% last year).
- Holidays average 22 days (up from 21.5 last year)



This unique report is only available to BMF members. To request a copy please contact Rik Patel at rikesh.patel@bmf.org.uk

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Builders Merchant Building Index (BMBI)

The BMBI is a monthly index of builders' merchant sales, with quarterly reports and expert commentary that explain market trends, markets and the issues that affect them. Launched in 2015 by MRA Marketing, as a BMF brand, the BMBI fills a gap in the UK's measures of building activity. It's based on gold-standard quality data from GfK's Generalist Merchant Panel. With input from national and

regional builders' merchants accounting for over 80% of industry sales, no other indicator in construction is as comprehensive, up to date or reliable.

The BMBI experts panel

The Experts speak exclusively for their markets, and are an integral part of the Index, helping to make sense of trends for users of BMBI. They explain issues and opportunities in

their markets, and where appropriate make the case for or against legislation, industry schemes or Government policy. The BMBI Expert panel comprises senior representatives from the following BMF member companies (see table).

BMF members get the main BMBI report, which includes a summary of the BMF's Sales Indicators. BMF members who have paid the subscription fee also receive



full insights from the BMF Sales Indicators. Alternatively, merchant members who contribute their monthly sales figures which are included anonymously in the Sales Indicator report, receive the full version for no added cost.

BMBI reports available to non-BMF members do not get any BMF Sales Indicator data. Visit the new BMBI website at www.bmbi.co.uk for more information.

If you'd like your brand to become an Expert and the voice of your market, call Tom Rigby of MRA Marketing on **01453 521621** or email tom@mra-marketing.com. Follow [@TheBMBI](https://twitter.com/TheBMBI) on twitter. To receive the latest report or the Full Report including Sales Indicators please contact Rikesh Patel by email at rikesh.patel@bmf.org.uk.

Cement & Aggregates	Keith Ellis, Commercial Director, Hanson Cement
Civils, Metal Rainwater and Drainage	Steve Durdant-Hollamby, Managing Director, Alumasc WMS
Insulation Products – Distribution	Michael Beard, Merchant Development Director, Encon Insulation
Mineral Wool Insulation	John Sinfield, Managing Director for Northern Europe, Knauf Insulation
PVC-U Windows and Doors	Steve Halford, Managing Director, Crystal Direct
Roof Windows	John Duffin, Managing Director, Keylite Roof Windows
Roofing Products	Andy Williamson, UK Group Managing Director, IKO plc
Roofing Products	Derrick McFarland, Managing Director, Keystone Lintels
Timber and Panel Products	Nigel Cox, Managing Director, Timbmet

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TIMco shows its support for Independents



Representatives from nearly 150 independent builders' merchants and fixing and fastener specialists gathered at BMF member TIMco's headquarters in Nantwich, Cheshire for a conference in May to discuss how the industry can work together, share best practice and overcome the challenges that many independents face.

The event, that took place over two days, included a full itinerary of guest speakers, a walkabout of TIMco's new expanded warehouse facilities as well as networking with industry peers.

Simon Midwood, Managing Director of TIMco, comments:

"We were thrilled to see the conference so well attended. It was the perfect platform to share with customers some of our insights, as well as take the opportunity to give them some detail on the initiatives we are taking to help grow their businesses."

Simon Midwood kicked off the session by sharing the results of some market research they undertook that gave an interesting insight into the UK market place, as well as the opportunities and threats that the independents faced. He also outlined the work that TIMco was undertaking to support independent merchant customers with initiatives

such as helping with their merchandising, the production of bespoke brochures, as well as improvements to logistics that would enable customers to offer delivery within 24 hours of ordering.

To support these aims a number of quality speakers presented to attendees: the first presentation was from marketing expert Grant Leboff of Sticky Marketing Club who gave advice on how delegates can evolve their marketing offerings and develop cost-effective platforms for use in their own businesses.

He was followed by Elaine Kerr of logistics business DPD, who gave an insight into the sector's delivery trends, how operators can offer 24 hour delivery themselves, as well as improved ways of working between TIMco, its logistics partners, merchants and end users.

James Timpson from the 'Timpson Group' was able to give a valuable overview of the family business and their unique 'upside down

management system', that helps bring the best out of employees, and the role employees play in bringing a competitive edge in a challenging world.

Midwood continues "As a wholesaler, we are only successful if our customers are successful. That's why the conference is focussed on sharing what we can do to help our customer's businesses be more successful and build mutually beneficial partnerships. There's no doubt that the independent merchants and fastener and fixing specialists are now better placed to continue take on the new challenges presented in the industry."

TIMco imports and supplies more than 5,000 product lines from around the world to distributors throughout the UK, Ireland and Europe. Plans for an even bigger and better second conference, which is expected to be in 2018, are already well underway. For more information, visit www.timco.co.uk



FMB Northern Counties Conference at Cave Castle Hotel

BMF were delighted to attend and deliver a presentation to the Federation of Master Builders' Northern Counties Conference at Cave Castle Hotel in May.

The conference was hosted by regional President Nigel Bennington and National President Dave Bentley.

Members were keen to hear about the partnership between the BMF and the FMB, including the BMF Branch Locator App and the FMB offer to Builders Merchants to encourage their customers to apply to become Master Builders with FMB.



Castle Cave Hotel



Dave Bentley (FMB President), Chris Wall (BMF)



L-R Hayley Ellis (FMB), Chris Wall (BMF), Kevin Robertson (Howarth Timber), Jason Rothwell (Howarth Timber), Steve Laurence (FMB)

Bam Nuttall Builders Merchant/Materials Handling Forum



The Builders Merchant/Materials Handling Forum was held at Bam Nuttall in Halesowen on 21 June. The presentation by the BMF's Richard Ellithorne was well received and allowed for some useful and frank discussions. BMF members present included Keyline, Jewsons, Wolseley, SIG and Marshalls.

Merchants explore growth opportunities at 17th Independent Builders Merchants' Forum



At the 17th Independent Builders Merchants Forum (IBMF) held at the Forest of Arden Hotel in June, the host, Ibstock, welcomed almost 100 guests, including BMF, to discuss the issues facing the sector and how independent merchants can maximise growth opportunities in the construction industry.

The merchant trade has been changing in recent years and in his opening speech John Richards, Director and General Manager at Ibstock, outlined how independent builders' merchants have been growing at a faster rate than the nationals. Therefore, one of the key questions



Tony France of Ibstock

of this year's Independent Builders Merchants' Forum was, how can Ibstock help

released onto the market each year, bringing added versatility, it is little surprise that with the vast majority of new houses using brick, plus around half of all walls, are built using brick. This means that Ibstock sees itself as being in an ideal position to assist with a major part of a merchant's business and the annual IBMF is a chance to work more closely with them.

A £54 million investment at its factory in Ibstock is set to bring an additional 100 million stock bricks to the UK market per year – the equivalent of building around 15,000 new homes. And a recent £22 million investment at its Chesterton brick works has doubled production at the site. Ibstock is also constantly looking at new colours and blends of brick to bring to market that offer housebuilders, architects and self-builders something different and to help them set their buildings apart.

To demonstrate how it plans to help merchants in the coming year, the 2016 IBMF was split into small groups to give tours of the rooms dedicated to customer services, direct-to-site specification, a Q&A with Ibstock sales director Tony France, the bidding room and a marketplace, showcasing the newest products across the Ibstock range.

The 2016 IBMF was signed off with a speech from Tony Hilton, journalist and writer of several award-winning books on the economy. With an exciting and enthusiastic close, questions for Tony from the audience provided lively debate and conversation for the evening's activities.

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As part of their global sponsorship of the European Handball Champions League VELUX were delighted to host guests from the BMF and Merchants at the Finals weekend in the Lanxess Arena, Cologne in May; combining the intensity and spectacle of Handball with a chance to enjoy Cologne and build on well-established relationships.

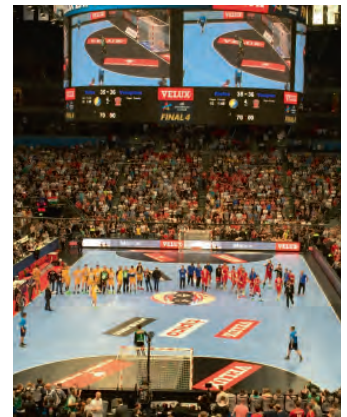
Neil Evans, VELUX Sales

Director, commented "Whilst Handball is a relatively niche sport in the UK, it has a significant profile elsewhere in Europe; where it "wins" is in the truly unique experience the finals weekend produces; from the fast paced matches that take us from semi-finals to Champions, the incredible atmosphere generated by 20,000 fans in a unique arena, and the hospitality available".

Neil added "We were

delighted to be joined by so many of our Merchant customers, who gave up their May Bank Holiday weekend to be there. We know from feedback that both the scale and excitement of the event surprised them – in a good way! We also created some new fans of Handball! The event came at a great time – just weeks after the multi-million pound launch of VELUX white painted windows, which the market has whole-heartedly embraced as the new VELUX standard".

Planning has already started for next year's event, as Neil comments "Globally, VELUX is committed to sponsoring this major tournament for a number of years. Locally that gives us a great platform to host our customers, provide a unique experience and continue to build on both new and well-



European Handball Championship Finals at Lanxess Arena

established relationships."

BMF MD John Newcomb said "Thanks to our hosts VELUX for their excellent hospitality. It was great to network with so many merchants and we wish VELUX every success with their launch."

For more information contact Gillian Westbrook at gillian.westbrook@velux.co.uk



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FMB celebrates 75th Anniversary

After a tumultuous fortnight in politics, senior MPs, peers and others met in the House of Lords to seek refuge from the ever-changing world outside, and to celebrate the Federation of Master Builders' 75th anniversary.

The reception was attended by not only over a hundred FMB members but also the BMF and a former Great British Bake Off competitor, Richard Burr, who created a cake for the event in the shape of a house.

The atmosphere was triumphant as MPs lined up to praise the work of the FMB. Shadow Chancellor John McDonnell said "With the FMB, you know you're going to get a good job, you



know you're going to get a responsible work person who will deliver on what they say. I think that is what the FMB stands for. It also provides a voice for you in government about what the industry needs, in terms of skills, development of policy, etc..."

FMB CEO Brian Berry announced the launch of the new FMB brand and



FMB CEO Brian Berry



Shadow Chancellor John McDonnell



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screened a new advert for the audience. "This is more than just a visual refresh" he said, "we are putting a renewed emphasis on Master Builders in an effort to help ensure the wider public know that our members are the best. They are independently inspected and vetted before they join the FMB so that the badge has real meaning.

"Quite simply, with a FMB member, you will build better." Speaking about the necessity of the FMB for the government's agenda, Mr Berry said the country would not be able to realise their ambitions for apprenticeships and house building without the help of organisations like his.

"The government wants to build one million new homes by 2020 but without more SME house builders increasing their output or joining the market, they won't be able to do that. The government also wants to create 3 million apprenticeships by 2020 but without a fully engaged construction SME sector,

which trains two thirds of all apprenticeships, they will fall short."

Discussing the priorities for builders after Brexit in their speeches, Mr Berry said: "After the EU referendum we are entering uncharted territory. Now, more than ever, we are convinced that our members are key to helping the new government achieve its objectives over the coming months and years."

Local Government Secretary Greg Clark told the audience: "23 June involved a momentous decision for the country but I think it's appropriate that amidst change, there is also continuity, not least our shared determination to do the best for Britain. Making sure we have the homes that the future generations need.

The BMF continues to work in partnership with the FMB for the benefits of members. For more information about FMB visit www.fmb.org.uk

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Website: www.centuryplastics.co.uk



Merchant Member Feature

www.bmf.org.uk

catch up with one voice news on twitter: @bmf_merchants

Drakes Plumbing Supplies Ltd



Drakes is an independent plumbers' merchant that has been serving trade and retail customers for over 30 years. Their first branch opened in Tunbridge Wells in 1983 and they have grown to eight very busy locations across the South East.

Drakes started out for the tradesperson, but this soon included the DIYer, the developer, the homeowner and the engineer so they needed to adapt quickly to offer value for professional and non-professional customers alike. As Drakes aimed to be the 'one stop shop' for customers, they wanted the same benefits themselves from an organisation that could give them expert advice and services to make the business run as efficiently as possible. Drakes saw the solution as becoming a merchant member of the BMF and soon benefitted from their statistical business reports, OFT approved trading advice and many literature guides.

Tom Taylor, Head of Marketing and eCommerce at Drakes says "We sell

a vast range of traditional products and innovative new technologies and it's important that we maintain excellent working partnerships with our suppliers and ensure that all of our staff are fully trained with access to on-going development. Being a member of the BMF has improved our supplier relationships by association and we look forward to attending the regular meetings, informing us of new sustainable products, regulations and industry opportunities. BMF training is something that we will soon be implementing, as their online and modular courses look a perfect fit for advancing new starters and keeping current staff informed – all at a pace and time that they are comfortable with."

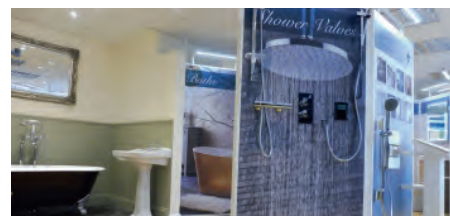
"As a local independent company we are always trying to show our customers that we can compete with the larger national outfits not only on price, but on our customer service and product knowledge as well. The training and advice issued by the BMF will be key to maintaining our high standards in



Sittingbourne Branch

the future. We have plans to grow the company and introduce new locations and online sales but, whatever size we are, we take confidence from being part of a larger organisation such as the BMF that has the strength to fight for our interests and our business."

For more information about Drakes visit www.drakes.biz



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WernerCo joins the BMF



World leading manufacturer and distributor of ladders, climbing equipment and ladder accessories, WernerCo, becomes the newest member of the BMF, highlighting the company's commitment to strengthening ties within the merchant sector.

WernerCo provides the complete range of access solutions to all tradesmen from your every day extension and combination ladders, to mobile access towers used for more specialist applications.

The recent partnership means WernerCo, which includes the Werner and Youngman brands, joins the BMF's fellow merchants and supplier members. Joining the BMF will enable WernerCo to cement its market leading position within the sector, offering a central forum to connect with merchants.

Mike Law, Business Development Director, commented: "We're delighted to officially announce our partnership with the BMF, a move that will allow us to work more closely with our partners and



show our commitment to supporting our merchant customers."

"Quality merchant displays and POS are key to having a good presence within the branches. To ensure our merchants have the best sales opportunity, with a product category that's notoriously difficult to display, we provide our Tactical Display Units (TDU) that allow compact displays of between five and nine products."

The Werner or Youngman branded units are available in 1m or 2m wide displays and designed to be positioned at gondola ends or for neat positioning around the counter. They can even be

displayed outside the main entrance. The TDUs can hold a range of products including aluminium and fibreglass ladders, work platforms and extension ladders, offering the complete solution to displaying a variety of products.

Law, continues: "We like to work with merchants as much as we can to help boost sales by making our product displays as inviting as possible, whilst also being practical for the merchants. We hope our membership will help develop our relationships with our merchant customers, enabling us to continually provide our support."

Since WernerCo acquired the Youngman Group in late 2014, the company has invested in a new website and marketing support for the brand, which continues to be a firm favourite with tradesmen. The company has also recently opened a state-of-the-art national distribution centre in Burton-Upon-Trent (pictured), which also operates as a collection centre.

For more information about Werner visit www.wernerworldwide.com.

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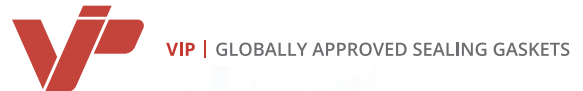


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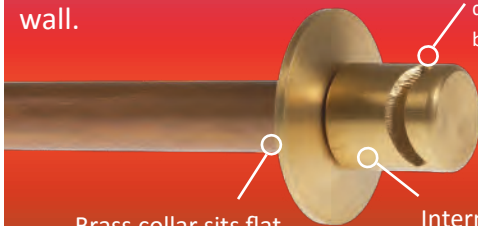


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BMF appoints Supplier Advisor to Board

Tony France has been appointed as the Supplier Advisor to the Builders Merchants Federation (BMF) Board.

Tony, who is Sales Director of Ibstock Brick, has worked in the brick industry for over 30 years and has held positions dedicated to serving the builders merchants sector for over 20 of them. He attended his first BMF Conference in 1994 and has represented his company at BMF regional meetings, supplier member meetings and bricks and blocks committee meetings since that time.

Tony, who will attend his first BMF Board meeting in July, replaces Charles Ledigo, who was elected as a full Board member in April.

Commenting on the appointment, BMF MD, John Newcomb said: "We are pleased to welcome Tony as Supplier Advisor. He has a wealth of knowledge and experience that will serve the Board well."

Tony France added: "I'm delighted to be elected as advisor to the BMF board and look forward to representing supplier members at this very exciting time for our industry."



Tony France

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The BMF bids farewell to two former BMF Presidents

The BMF bid a fond farewell to two of its former Presidents in June. Friends, family and former colleagues from the BMF merchant companies, suppliers and the Worshipful Company of Builders Merchants came together to pay their final respects to two exceptional men, both of whom have served the industry over many years.

John Hauxwell

During the years running his business, William Way (New Malden), John was a big supporter of the BMF. He served on the former National Council (now the BMF Board) and Bricks & Blocks Committee for a number of years; became London Area Chairman, joined the BMF board and finally became BMF President in 2003-2004. He was also a fellow, Governor and President of the



John Hauxwell

Institute of Builders Merchants and was very active on the NMBS Building Committee.

John was also a Liveryman and Master of the Worshipful Company of Builders Merchants from 1997-98.

When John sold his business to Travis Perkins, it allowed him to devote his time to his children Stephen, Ian and Alison, his grandchildren and his wife Barbara and to his walking holidays. He was Chair and a walk leader of Kingston Ramblers and walked from his house in the Lake District. He enjoyed travelling, especially wine tours with fine dining. In short John brought enthusiasm to everything he did and enjoyed life to the full.

John was passionate about the merchanting trade and was one of the industry's most familiar and most well-loved faces.

John O'Carroll-Bailey

John was a Past Honorary Treasurer and Board member, becoming BMF President in 2001-2002, He was Master of the Worshipful Company of Builders



John O'Carroll-Bailey

Merchants from 2007 to 2008.

John became Managing Director of Midlands independent builders merchants Niall Bailey in 1989, taking the role over from his brother when the latter retired. He remained Managing Director until 1999 when he sold the business to Buildbase – part of the Grafton Group – becoming a director of the wider group.

He was also a director of the Builders Merchants Training Trust and United Merchants plc.

John leaves behind devoted wife Jean, children Tom and Dominique, two grandsons and two granddaughters.

John was a very significant figure in the builders' merchants' business – a lovely man, dedicated to his business and his family. A good man, who will be missed.

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New BMF training courses

In response to demand from members the BMF has added several new training courses to its portfolio recently.



Digital Transformation of the Builders Merchant

On 12 May the BMF launched its new Digital Transformation for the Builders Merchant one day course, to help members look at and understand how best to digitally market their organisation to their customers. Looking at the following key elements:

- What is digital and how is it impacting the merchant sector?
- What are customers' digital expectations and behaviours?
- Taking digital channels to market
- New ways of working – Transforming people and culture
- Driving digital transformation

The course will run again – a further date will be added to the training calendar soon.

Social Media Training courses

BMF's new social media course has proved very popular, with the first course on 30 June selling out within 24 hours of promotion. The course is run by Andy Lloyd Gordon, who also runs training on behalf of TAF and other organisations.

Chris Wall, BMF's Marketing and Communications Manager attended the 30 June course and said "I found the course really useful. Andy knows his subject well and is full of useful tips which we can all take

away and implement."

The course also ran on 7 July and the next one will be held on 13 October (limited places available). Further dates will be added to the training calendar soon.

Presentation Skills Course

In October the BMF will introduce their Presentation Skills Course, designed for those new to presenting and those who would like to brush-up on their skills. No prior knowledge is required and is suitable for those in supervisory and management positions from junior to mid-level seniority.

These days, the ability to present well has never been more important. In this unique workshop delegates discover simple tips and techniques for delivering effective and persuasive

presentations. They also learn how to plan and prepare and how to use proven frameworks that are guaranteed to impress. With lots of practical tips and exercises this course is designed to support delegates with career-enhancing presentation skills.

The Presentation Skills course will take place on 12 October at BMF Head Office, Coventry and is **already sold out**, but we will be adding more dates to the training calendar soon.



For a full list of training dates please see Diary Dates later in this publication.

For more information or to book any of the BMF's training courses please contact **James Spillane** (pictured) at james.spillane@bmf.org.uk

BMF Regions

Following the recruitment of our 2 new Regional Managers bringing our full complement to 5 RM's we have now re-formulated the Regions as shown below:



Key:



Matt Haines

- North West / North Wales
- West Midlands

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Richard Jones

- South Wales
- South West

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Graham Bolton

- Scotland
- Northern Ireland & Isle of Man

E: graham.bolton@bmf.org.uk
T: 07863 559755



Alex Clifford

- Anglia
- Greater London
- South East

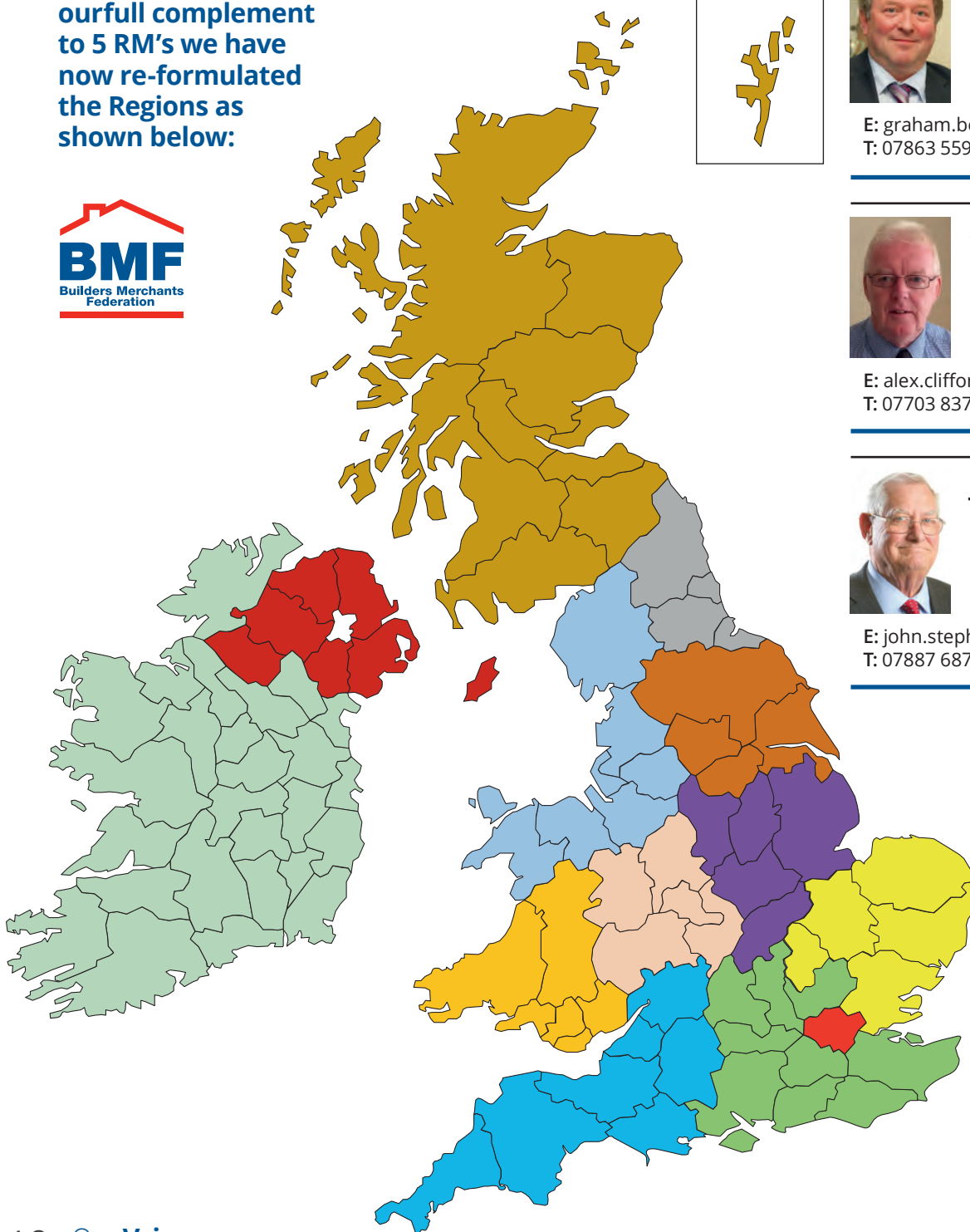
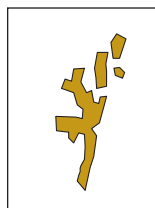
E: alex.clifford@bmf.org.uk
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John Stephenson

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- Yorkshire
- East Midlands

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T: 07887 687420



BMF opens first Regional Centre of Excellence



The Builders Merchants Federation (BMF) has opened its first Regional Centre of Excellence as part of a localisation programme designed to strengthen the organisation's regional presence and add to the support it offers members in their geographic area.

The BMF will establish up to 24 Centres of Excellence, two in each of its twelve regions, in the coming months.

The first Centre of Excellence is at The Green Energy Centre at John A Stephens in Nottingham. It will be used as a regional hub and centre for BMF training in the East Midlands. As such it will host regional meetings and forums as well as training courses for members

in that area.

The BMF will run its first Regional Training Programme, comprising three different training courses, at the Green Energy Centre in November. The next East Midlands Regional Meeting will also be held there.

The Green Energy Centre is an ideal location for this activity. Opened just ten years ago, the £2m centre was designed by local architect, Julian Marsh, as a purpose-built space to provide advice, information and training on renewable energy systems.

Sites for BMF Centres of Excellence have already been identified in Scotland, Northern Ireland, North West, Eastern, South West

and West Midlands Regions. Details of these will be announced at Members' Day on 21 September.

Commenting on the new initiative, BMF MD, John Newcomb said: "We have been working with members to identify appropriate spaces as regional hubs where local groups can come together for meetings and training. The Green Energy Centre is a superb example and I'm sure it will play an important role in servicing the needs of our members in the East Midlands."

Andy Stephens, Director of John A Stephens and BMF Regional Chairman, said "We are delighted that the Green Energy Centre has been selected as the first of the BMF's Regional Centres

of Excellence. I think it will be extremely useful for members to meet locally on a regular basis and, as Regional Chairman, I look forward to welcoming them."

John Newcomb added "There are a further seven Centres of Excellence ready to launch during the Autumn, with others following in 2017. We have also increased our team of Regional Managers, with five now covering the country. Localisation is an important strategy for the BMF going forward. With a network of Regional Centres of Excellence alongside our enhanced Regional Management team we are in an excellent position to engage with our growing membership on their home ground."



L-R: John Newcomb, Andy Stephens, John Stephenson

BMF and APHC form trade alliance to benefit members



The Builders Merchants Federation (BMF) and the Association of Plumbing & Heating Contractors (APHC) have agreed to work more closely in a number of areas that will benefit the members of their respective organisations.

The core values of the two organisations are closely aligned, with both seeking to promote best practice and provide business and training support to members. They are also committed to raising the profile of reputable tradespeople within the P&H sector

APHC operates a Licensing Scheme for its 1,000 Installer members in England and Wales and BMF members can recommend them

with confidence. APHC's membership also includes a number of key suppliers, such as Worcester Bosch and Baxi, who are also active BMF members

In recent years the BMF has strengthened its support for Plumbing & Heating Merchant and Supplier members, with initiatives such as a bi-annual P&H Forum that have been instrumental in encouraging many more specialist merchants and bathroom, plumbing and heating suppliers to play an active part in the BMF. John Thompson, Chief Executive of the APHC has already agreed to speak at a future BMF P&H meeting.

Both BMF and APHC

understand the importance of attracting new recruits to their respective industries and each is planning to introduce enhanced apprenticeship schemes.

BMF MD, John Newcomb, said "A key element of our alliance will involve sharing knowledge and experience on training and apprenticeships. The BMF is looking to set up sector-specific Trailblazer Apprentice schemes for different areas of merchanting. The APHC is at an advanced stage in the creation of a Trailblazer Apprentice scheme for installers, and is well placed to advise us as we progress our apprenticeship programme for P&H merchants."

APHC CEO, John Thompson said: "We see the relationship with the BMF as a key strategic trade alliance that supports the work that APHC has been doing in recent years in promoting the use of quality plumbing and heating contractors by the customer. The reputation of our members is often reliant on the effective supply of quality plumbing and heating materials by merchants and manufacturers throughout the supply chain. We know that by APHC members sourcing their material supplies from BMF members, they can rest assured that the highest standards of service that can only enhance their reputation will be provided to them".

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Careers' campaign success

Over the last 12 months the BMF has stepped up its Builders Merchants Careers campaign, designed to attract and recruit young job-seekers to the wide variety of opportunities in merchandising and supplier companies.

A big part of this campaign is our Ambassador Scheme. Over 40 Ambassadors from BMF member companies are now actively promoting opportunities to students and young job-seekers throughout the country by visiting schools and working with their local Jobcentre.

One of the first Ambassador success stories comes from GPH Builders Merchants. Nikki Mortimer, GPH Sales Director and a BMF Ambassador, who recently filled two vacancies with candidates introduced by Aberdeen Jobcentre.



Said Nikki: "Our MD, Mike MacLellan and I had a meeting with Gillian Gilchrist from Aberdeen Jobcentre, who was keen to encourage us to consider individuals her team have been working with, albeit that most are from non-merchant backgrounds.

"To this end, I held a day of interviews at Aberdeen Jobcentre to source a replacement member of the counter team at our Stonehaven branch. I was scheduled to see 21 applicants, of whom 15 came along. A shortlist of five was drawn up, with four coming along for second interviews in the



Stonehaven branch, together with one other applicant who had not come through the Jobcentre route.

"I am pleased to say that we have appointed two new members to our team, both from the Jobcentre candidates, and they have been working well at the branch since June."

With more and more

Ambassadors actively working with local schools and Jobcentres, we anticipate many more success stories of this kind.

To find out more about becoming a BMF Ambassador, please contact June Upton at june.upton@bmf.org.uk or visit www.merchant-recruitment.co.uk

BMF Finance Forum – 11 October 2016

Why not join us for the next BMF Finance Forum on 11 October at BMF, Coventry?

The Forum programme will cover a range of topics that we feel would be top of most FD's minds, as well as matters arising and key points from the last meeting. The agenda will include:

- **Cyber Security & Threats Presentation & Discussion**
- **VAT visits** – what are HMRC looking for? Presentation by Mazars Vat specialist / Former HMRC Officer
- **Digital disruption presentation** by eCommonSense on what this is / how can Merchants gain

The event is free of charge, includes lunch and is for BMF Merchant Members only and is restricted to a maximum of 2 people per organisation, one of which should be a Finance Director or Controller.



To book your place contact **Alyssa Moore** at Alyssa.moore@bmf.org.uk or call **02476 854980**

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One Voice

Diary dates

September 2016	15-18	VADO Rally
	20-21	BMF Members' Day 2016, Jurys Inn Hinckley Island, Leics (sold out)
October 2016	6	BMF North West Region meeting, Chorley
	11	BMF Finance Forum, BMF, Coventry
	12	BMF Anglia Region meeting (venue TBC)
	12	BMF Presentation Skills Training Course, BMF, Coventry (sold out)
	13	BMF Social Media Training Course, BMF, Coventry
	18-20	UK Construction Week, NEC, Birmingham
	19	South Wales Region Meeting, Newport
	20	BMF North East Region meeting, Durham
	25	BMF Scotland Region meeting, Glasgow
	25-27	BMF 3 Day Sales Training for Sales Representatives Course, BMF, Coventry
	26	BMF Midlands Region meeting, Swadlincote
November 2016	1	BMF Marketing Forum, BMF, Coventry
	3	Yard and warehouse safety training, BMF, Coventry
	10	BMF Plumbing & Heating Forum, BMF, Coventry
	15	BMF London & South East regional meeting, London
	22-23	BMF Branch Managers' Forum, BMF, Coventry
	24	BMF Young Merchants meeting, London
	25	BMN Awards, London
	29	BMF Timber Forum, Meyer, Stoke on Trent
December 2016	1	BMF Supplier & Service Member Forum, BMF, Coventry
	6	BMF Transport and Distribution Forum, BMF, Coventry
	7	BMF Yorkshire Region meeting, York
	8	BMF HR Forum, BMF, Coventry
	14-15	BMF Essential selling skills workshop
January 2017	27	BMF Burns Night Supper and Ceilidh, Glasgow Marriott Hotel
March 2017	7-9	Ecobuild, London
June 2017	15-18	BMF All-Industry Conference, Budapest

Have you registered for the next BMF Plumbing & Heating Forum?



The next Plumbing & Heating Forum will be held at BMF, Coventry on 10 November. The programme will cover a range of topics that we feel would be top of most plumbing and heating merchant and suppliers' minds. Topics include:

- Market Information Service Update
- Presentation from Baxi
- GfK's market information update
- Presentation on CiPHE
- BMF marketing update
- Presentation by the Van Marke Group
- ISH 2017

The forum will also include open discussion on key plumbing and heating issues.



The event is free of charge, includes lunch and is restricted to a maximum of 2 people per organisation. To reserve your place(s) email to **Alyssa Moore** at alyssa.moore@bmf.org.uk or call **02476 854980**.





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New BMF App brings information to employees' fingertips

The BMF has teamed up with mobile-app developers, Crosby Associates, to introduce the BMF Employee Engage App. Downloaded onto a smartphone or tablet, the BMF Employee Engage App brings company information to the employee's fingertips.

It has been designed for organisations with a scattered workforce, making it ideal for multi-site builders merchants or building materials suppliers, or those with teams working off-site.

The app can be customised to suit the requirements of individual companies, with modular elements designed to streamline communications, motivate teams, create a winning culture and retain staff.

By making essential HR information visible at all times, including the company's Employee Handbook, Policy and Procedures and the employee's Contract, the app reduces the time HR staff spend on dealing with basic enquiries.

One of the app's big advantages is that it enables rapid two-way communication between an organisation and its employees. Many companies struggle to get regular staff feedback, but

the app's survey tool makes it simple to respond on any given subject. With the app on their mobile device, employees can quickly complete topic surveys when it suits them, for example on the train travelling to work, or while watching TV. The app can even be configured with a mood board function for employees to feed back how they are feeling at any time of the day.

John Porter, MD Crosby Associates said: "The Employee Engage App

provides a new way of thinking and working for many HR functions. Everyone who sees it, loves it, because it is not a one-size fits all approach. The app can be customised to include modules that suit the needs of different organisations, and the look and feel can also reflect the company brand. It is also simple to update and include new features and content at a later date."

Richard Ellithorne, BMF Membership Services

Director, said: "We are extremely excited to offer a fresh approach to employee communications. Most of us use apps every day for different functions at home, so why not use one at work? Particularly one that makes it so simple to interact directly with everyone in your business."

For more information, or to book a demonstration of the BMF Employee Engage App, contact james.spillane@bmf.org.uk



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For details contact Richard Ellithorne at richard.ellithorne@bmf.org.uk.





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*Terms and Conditions apply. £25 will be given to the staff member and £25 to the merchant.

Digital business transformation – is it really that important?

eCommonSense

Andy Scothern of eCommonSense (multi-channel business transformation consultancy) discusses the importance of digital business transformation:

“Everybody seems to be talking about digital transformation and multi-channel these days. Many companies are asking if it’s all really necessary for the merchant industry.

It’s true that there are still a good proportion of customers who like to do things the traditional way, and for many merchants this is shaping their business strategy.

However, even building materials manufacturers are building their own digital channels to market, as a result of the merchants failing to grasp the nettle.

Although the average age of the merchant customer is in the mid-40’s, the majority of the UK workforce is under 32 years old, so how long will it be before the new generation of ‘digital native’ builders starts to reject merchants’ offerings that are not talking to them in their language, ie digitally enabled, and start to embrace more savvy and culturally relevant retailers who are moving into the space? (digital culture being more relevant to them than non-digital culture).

Merchants often say that digital is not critical, as their business is built on three fundamental principles:

1. The strength of the relationships between branch staff and customers.
2. Availability of products.
3. Expertise and advice.

So, when we look at these merchant benefits, we first look at the relationship – this is really another way of saying ‘because we have a relationship, I should be able to trust you to look after me on my prices (amongst other



L-R Jon Thelwell and Andy Scothern of eCommonSense

less important things)’.

Since mobiles access prices anywhere, the trust has less value to a millennial (digital native) customer, as it’s just not as necessary as it has been – in the past it saved time not having to check all prices, but now the cheapest price on the internet is the price younger builders will be likely to willingly pay.

Then there’s product availability – few businesses

do availability and deliverability as well as Amazon, so they’ve cracked another key value proposition better than most merchants can only dream of.

Finally, there’s the advice you can get from a merchant. You can learn about everything from open-heart surgery to installing a shower tray on YouTube, so that’s where the younger generation, including young builders go for

expertise and to learn new stuff.

And because they can easily organise their orders at evenings and weekends for scheduled deliveries from online providers, when the younger builders take over from the older traditional builders, you can be sure that convenience in the form of mobile apps and digitally-enabled trading will surpass traditional value propositions.

The less digitally savvy customers are a self-selecting group and the danger is that by focussing on their needs and ignoring the larger economic and demographic forces at play, merchants may find themselves isolated with a traditional channel strategy, whilst their digital savvy suppliers and younger customers have migrated to the digital economy and are well out of reach.

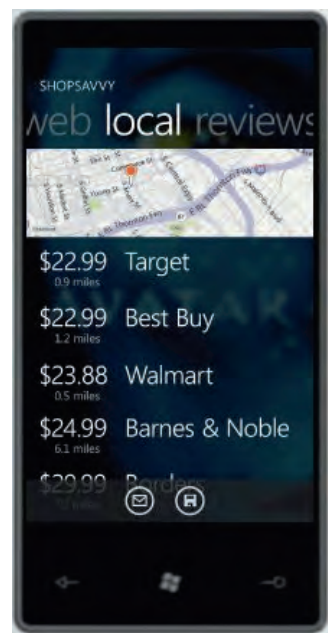
A combination of ignorance about emerging customer behaviour, apathy, inability to attract the right (digital) skills into the business and a lack of a coherent strategy is putting many businesses at risk for the future.

The critical aspect will be the ability to make your customers’ lives easier and more convenient. So, back to the opening question ‘is all this digital transformation really necessary in the merchant space?’ Like open-heart surgery, it’s a matter of life or death!”

Whether your business has already defined its strategic direction and needs some help executing the plan or you’re new to it all and need some guidance on creating a strategy, the BMF and eCommonSense can help. eCommonSense run the new BMF Digital Transformation of the Builders’ Merchant training course. For details of the next course email James Spillane at james.spillane@bmf.org.uk.



‘Millennials see the world differently!’



Price negotiation is mobile’

Proud to be a professional

Richard Soper, Director of International Development at the Chartered Institute of Plumbing and Heating Engineering (CIPHE), explains why the Institute launched its 'Proud to be a Professional' campaign in early 2016 to engage with the UK plumbing, heating and bathroom industries.

"The Chartered Institute of Plumbing and Heating Engineering is an educational charity that is dedicated to promoting individual professionalism amongst installers, as well as championing the importance of continued training, personal development and protecting the health and safety of the general public – especially the vulnerable.

In addition to encouraging best practice, the CIPHE also continues to act as



Richard Soper CBE

the voice of the industry at Government level, representing the views and professional expertise of its members.

A passion for professionalism

At the start of this year, the Institute entered a new phase in development and growth with the launch of its 'Proud to be a Professional' campaign. This initiative was the result of a collaboration between

the CEO of the CIPHE, Kevin Wellman, his team at HQ in Hornchurch and a newly formed group of people from the wider industry – all of whom are passionate about championing professionalism, highlighting career opportunities and celebrating the fantastic work being carried out by highly skilled and fully qualified installers around the country.

Working with me, this team includes some well-known faces from the plumbing, heating and bathroom sectors who have pledged their time on a voluntary basis. Familiar names include Roger Webb, formerly CEO of the Heating and Hotwater Industry Council (HHIC) and now Director of External Affairs for the CIPHE; Paul Massey, Group CEO at AKW Ltd, who holds the position of Chairman of the Industrial Associates (IA) Development Group; Yvonne Orgill, who is the Chief Executive of the Bathroom Manufacturers Association and Martin Orrill, former Head of Energy Technology

and Innovation, British Gas Business Services.

Together we have a wealth of industry experience and contacts that we are making best use of, in order to encourage other like-minded people to join the CIPHE and get involved.

Merchants supporting the CIPHE

Building links with the wider industry has always been a key aim of the 'Proud to be a Professional' campaign, and the Institute has had amazing levels of support from other like-minded organisations to date.

As well as targeting individual tradespeople and consumers with these messages, it is worth pointing out that the CIPHE currently has 180 IA supporters and growing in the UK too. These supporters include leading builders merchants, manufacturers, major contractors, colleges and training establishments around the UK.

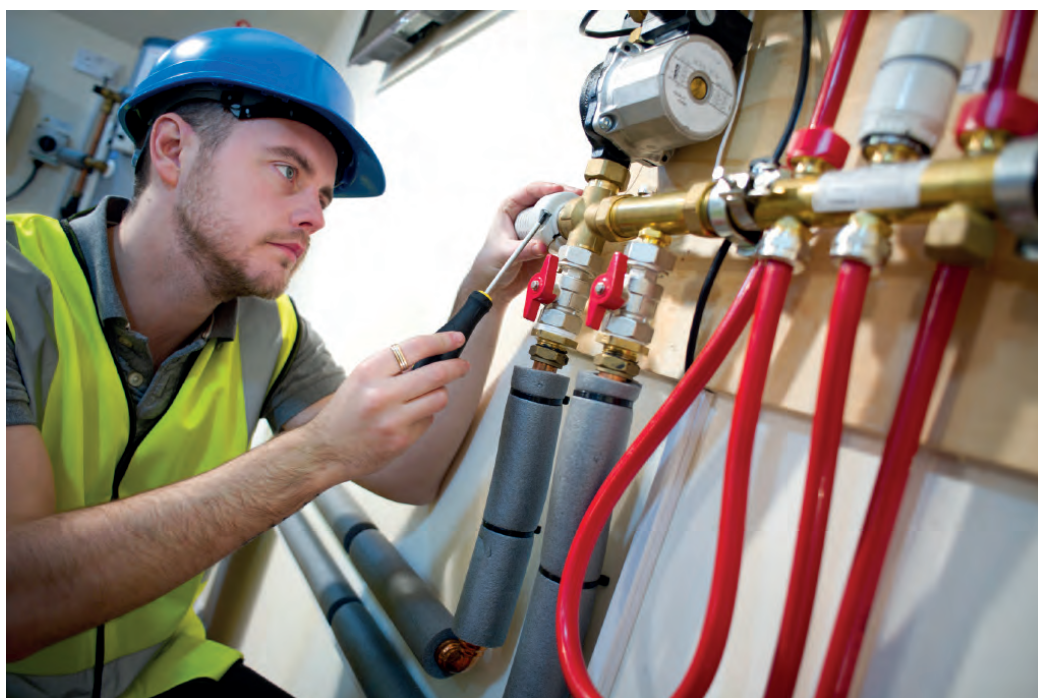
IA members have an important role to play in joining the CIPHE, in its mission to raise the profile of the industry beyond the plumbing, heating and bathroom sectors, with the aim of laying solid foundations for years to come.

Richard concludes "We would therefore welcome the support of any BMF members who are not yet registered with the CIPHE, but would like to get involved in the conversation and help pass the message on as a vital link in the wider supply chain."

Get in touch

If you would like to become an Industrial Associate (IA) supporter of the CIPHE, please contact the team via email at info@ciphe.org.uk or call **01708 472791**.

Alternatively, to get in touch with Richard Soper by email at richardsoperciphe@gmail.com



Training to stay ahead

BMF sets ambitious targets for more women merchantants

The Builders Merchants Federation has pledged to help address unemployment and poorly paid employment amongst young women by signing up to the Young Women's Trust employer pledge. The BMF has set an ambitious target to double the number of women and girls entering the profession by 2020.

Young Women's Trust supports and represents women aged 16-30 struggling to live on low or no pay in England and Wales and who are at risk of being trapped in poverty. The charity offers free coaching and personalised advice on job applications, conducts research, runs campaigns and works with young women to advocate for fair financial futures

One million young women aged 16-30 face a lifetime of growing financial, social and emotional disadvantage because they are struggling to live on low or no pay, and are locked out of opportunities that could transform their lives. This is a longstanding problem, which continues to have far reaching consequences, not only for the young women themselves,



but for wider society.

Builders merchanting, just one part of the booming construction industry, will provide significant opportunities for young women, where at present only 11 per cent of apprentices are women. This follows figures released by CITB which show that 232,000 jobs will be created in the industry over the next 5 years and the findings of the charity the Young Women's Trust which has found that over 1 million women aged between 16 and 30 are in poorly paid roles and looking for work.

John Newcomb, Managing Director of the BMF said "Merchanting is a fantastic career with great progression and I want to open up the sector to more women across the country. This is a huge opportunity for our members

who need a full mix of skills and experience in their branches and I am certain that we will meet, if not exceed, our ambitious target."

Gwen Bergius, Branch Manager at Ridgeons in Hitchin is already breaking the mould, and was named Trainee of the Year in the Builders Merchant News' awards 2014. Commenting on the BMF's commitment, she said "I wanted a role that was going to challenge me and develop and broaden my skills set. It's been a steep learning curve, but I wouldn't change it, it's great, as no two days are the same. I would wholeheartedly recommend merchanting to any woman looking for a rewarding and challenging career"

A recent survey by the Young Women's Trust found that occupational segregation by gender is significant and is going backwards. For example, women comprise 94% of childcare apprenticeships but just under 4% of all engineering apprenticeships. These sectors are generally lower paid with women on apprenticeships earning on average 21% less than men on comparable apprenticeships.

Carole Easton, Chief

Executive of the Young Women's Trust added: "There is much more that can be done to help young women into work. We believe that positive action can play a part and we are delighted that the BMF have signed our pledge and have gone even further in setting their own gender diversity targets for the merchanting sector. Our apprenticeships report unveiled a shocking story around women's apprenticeships and we are very keen to work with industry partners to address this".

The BMF is already targeting women through its youth recruitment campaign, a central point of which is the website www.merchant-recruitment.co.uk which features several young women who are already making their mark in the industry.

The BMF have signed up to the following pledge: "The BMF recognises the value of gender diversity and will take action to increase the representation of young women in our apprenticeship programmes."

For more information on the Young Women's Trust visit www.youngwomenstrust.org

The 2016 Llandudno Cup

During the past 8 years The Llandudno Cup has raised £14,000 for worthy causes, this year raising of £1,800 for St David's Hospice, Llandudno and Manchester Children's Hospital. Teams took part on 21 June from British Gypsum, Hanson, Marshalls and Vado, all members of the BMF.

Team Captains were Jon Wormleighton (Hanson), Stuart

Williams (Marshalls), Daniel Rutherford (British Gypsum), Aaron Frogley (Vado). The winners were British Gypsum (64 points) who won their first STAR, with close runners up Hanson (62 points), Vado (47 points) and Marshalls (29 points)

For more information contact **Les Lawrence** of Hanson Cement email: les.lawrence@hanson.biz or call **01780 722369**.



Winners: British Gypsum



HOSTED BY DARA O'BRIAIN



BUILDERS' MERCHANTS NEWS
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awards
2016

TABLE BOOKING FORM – London Hilton Hotel, Park Lane Friday 25th November 2016

Now in their 15th Year, these prestigious awards continue to shine the spotlight on the builders' merchant industry. Don't miss out, book your place at the industry event of the year.

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BRADSTONE



In association with:



BMF Pavilion at UK Construction Week

The BMF Pavilion at UK Construction Week 2016 at the NEC from 18-20 October will be sited across the Build Show and HVAC areas of the exhibition, which features nine separate shows, including Grand Designs Live.

BMF members exhibiting in the BMF Pavilion will benefit from a huge 25% discount. As well as the BMF, exhibitors include:

Join your fellow members and support the BMF in this new joint venture. For further information, or to reserve exhibition space, please contact Chris Harding at cv.harding@btopenworld.com.

The BMF is working with exhibition organisers, Media 10, to provide the right platform to bring merchants and suppliers together, to find out more about the latest products and new technology and building techniques

coming on stream. Last year's exhibition included:

- 650 exhibitors
- 30,000 trade visitors
- 10,000 products and services
- Over 100 speakers



The BMF has secured a number of benefits for our members at the show. The Hosted Buyer Programme includes:

- Free parking, lunch and refreshments
- Exclusive access to the Hosted Buyer Lounge, enabling one-on-one interaction with the largest selection of construction products in the UK
- Priority access to event content
- Shuttle service from BMF HQ to NEC (must be booked in advance)

To participate merchants should contact Charlotte Mann on **020 3225 5200** or email hostedbuyer@ukconstructionweek.com



www.bmf.org.uk

THE OFFICIAL BUILDERS MERCHANTS FEDERATION MAGAZINE

New for 2016 the BMF Builders Merchants Branch Finder App

THE only FREE App providing information on leading builders merchants in the UK

ANDROID APP ON Google play

Available on the App Store

- Download the BMF Builders Merchants Locator App today free from your App store. Available for both iOS and Android phones.

- Find Merchants, Suppliers and Services Providers near you for all your building needs
- One touch call and email contact
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Download the free Builders Merchants Branch Finder App:

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★★★★★

“It provides all the Merchants details at the touch of a button”

UK CONSTRUCTION WEEK | 2016

18-20 OCTOBER | NEC | BIRMINGHAM



THE UK'S LARGEST CONSTRUCTION TRADE SHOW

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- Promotion of networking and meeting facilities servicing BMF Pavilion
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LIVE

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 661 4182

POPULAR C2 RANGE IS EXTENDED

TIMco, one of the UK's largest independent suppliers of screws, fastener and fixings as well as power tool accessories, has further extended its award winning C2 range with a new decking screw.

The new C2 Decking Screw has been designed specifically for the construction of garden decking and comes in an organic green patented multi-layer corrosion resistant plating to withstand up to 1,000 hours in a salt spray cabinet to ensure the product's durability.

The innovative design enables the screw to rapidly penetrate the timber, while ribs in its head allows the screw to cleanly countersink and securely clamp the decking boards to the joists. The screw has an impact resistant head with deep TIMdrive recess that has been designed for easy insertion or removal if any repair work is required.

The new C2 decking screw joins a growing range of C2 screws with now include the popular C2 Multi-Purpose screw, which is also available in Zinc; the C2 Exterior screw, the C2 Flooring Screw and the Tongue-Fix screw as well as the C2 Multi-Purpose trade case.

In addition to the features specifically targeted to decking applications, like all C2 screws the product boasts the other core benefits of the C2 screw including twin cut technology that ensures a rapid 'pickup' and a reduction of splitting. The patented twin cut technology also produces a 43% quicker screw time and half the torque of other screws bringing time and energy savings to users.

The new screw is detailed in the new 168 page TIMco brochure that also contains details of the company's extended product range which now stands at more than 5,000 lines. For more information visit www.timco.co.uk.

UBBINK OFFERING MORE FOR ROOFING AND VENTILATION

Ubbink (UK) Ltd is part of the Ubbink Centrotherm Group, owned by Centrotec Sustainable AG and offer 40 years' experience and technical expertise in the UK.

CENTROTEC Sustainable AG is one of Europe's leading manufacturers of sustainable building solutions, and Ubbink Centrotherm Group manufactures the group's building and roofing products, chimney and flue systems and ventilation ductwork.

Ubbink UK focus on the following product groups, which we believe we master and offer excellent customer support:

- Roofing products, specifically Ubiflex non-lead flashing, plastic roof ventilation, roofline products and accessories
- Plastic ventilation ductwork
- Plastic chimney and flue systems

Ubbink products are characterised by their high-performance and sustainability, but we also we pride ourselves in helping our customers by supplying them with often universal products, which are extremely easy to handle and install. Please look out for new products due soon!

Our representatives in the field and at our premises in Northampton are very happy to help you. For further information about our products and/or services, please contact us today on 01604 433000 or via email at info@ubbink.co.uk.

TTF LAUNCHES NEW QUALITY-FOCUSED STRATEGY



The Timber Trade Federation, the UK's largest Trade association of timber traders, agents and importers has launched a new strategy to raise the bar for wood product quality and revamp the timber market.

TTF Managing Director David Hopkins explains: "The TTF must stand as the guardian of product quality, standards and sustainability. We need to provide the market with the assurance and evidence that products sold by TTF members are of the highest standards, fit for purpose and appropriate for the buyers needs."

One of the first initiatives undertaken in this direction was the release in April of the new TTF Guidance for members on sales of Marine Plywood. Merchants should be aware that only product with third party quality assurance should be sold as "marine plywood" and not allow sub-standard product into their supply lines.

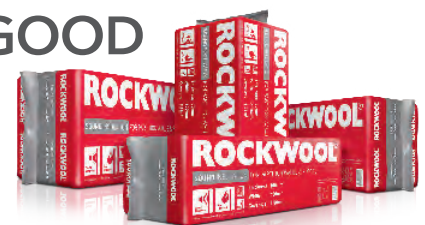
A few weeks later, the TTF launched its Panel Product Review, an overarching review of standards aimed to remove doubts and simplify specification of panel products.

Regular guidance and training on timber specification will also be provided by the Federation through a series of workshops involving key customers, builders merchants and shopfitters' groups.

The launch of a new set of robust due diligence tools for TTF members will complete the framework of TTF Quality Campaign confirming their commitment to responsible sourcing and sustainability.

Timber Trade Federation • The Building Centre London
T: (+44) 0203 205 0067 E: tft@tft.co.uk

SOUNDS GOOD



ROCKWOOL Sound Insulation is a family of products optimised for use in acoustic soundproofing. With its dense, non-directional fibre structure, ROCKWOOL Sound Insulation effectively traps sound waves and dampens vibration to provide an enhanced noise reducing solution both between adjacent properties and between rooms within the same home.

ROCKWOOL Sound Insulation is simple to install thanks to its Flexi edge technology fitting which eliminates gaps, holds its shape and ensures the insulation always performs to specification for the lifetime of the building. As ROCKWOOL insulation is manufactured from stone, this range also provides unmatched fire resistance and a Euroclass A1 Fire Rating. ROCKWOOL Sound Insulation is able to meet and exceed Part E (sound) and Part B (fire) of the Building Regulations, when installed in accordance with the ROCKWOOL guidelines.

ROCKWOOL provides clearly marked 1200mm Sound Insulation slabs in four multiple pack sizes. A twelve slab 600mm width x 50mm thickness, an eight slab 600mm x 70mm pack; a six slab 600mm x 100mm and a six slab 400mm x 100mm pack. These insulation slabs provide sound and fire protection in internal and separating walls and floors in applications including home offices, studies, bedrooms, bathrooms and TV, media and gaming rooms.

For more information, visit the ROCKWOOL website: www.rockwool.co.uk.

DEVELOPED WITH THE CONSTRUCTION INDUSTRY IN MIND

GENERAL HANDLING DRY
MaxiFlex® Ultimate™ 42-874



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SCA TIMBER SUPPLY FURTHER STRENGTHENS TEAM

SCA Timber Supply has strengthened their customer support team through the appointment of Sarah Degg as Marketing Analyst.



SCA have created a new position of Marketing Analyst as part of SCA's ongoing commitment to provide essential business market intelligence. Sarah, who is a recent graduate in business management, will be supporting SCA's UK Commercial team by providing market and product performance analysis in addition to New Product Development research.

John Griffiths,
Managing
Director,



SCA Timber Supply states; "We are operating in a fiercely competitive and fast moving environment and we need to ensure that our business is equipped with up to date and high quality market intelligence and trends."

SCA Merchant Services
Call: 01938 554999 Fax: 01938 554982
Email: merchantservices@sca.com

SKILL UP, STOCK UP AND STAND OUT WITH SENTINEL



Sentinel, the market-leading water treatment specialist has created a series of online courses and training packs designed to help established and budding engineers deliver best practice water treatment solutions, elevate their service offerings, and stand out in a crowded marketplace. 'Trainees' will also get a chance to turn their theory into real-world best practice by registering to receive a free pack of Sentinel's best-selling, boiler manufacturer endorsed water treatment products – worth over £50 – which will enable them to clean, protect, and maintain a system.

The training packs (known as Sentinel Partner Packs) and online courses, both of which are available now, contain the culmination of Sentinel's 25+ years' experience in research, testing, product innovation and application, all expertly whittled down into a series of easy-to-follow steps, well-designed visual aids, interesting facts and bite sized chunks of information.

The first of the online courses, 'An Introduction to water treatment and best practice' is available now, and can be found on the Sentinel website at <http://academy.sentinelprotects.com>. Flexing newly acquired best practice skills in the real world has been made easy thanks to Sentinel's offer of a free water treatment pack.

Engineers can claim a pack upon completion of two online courses (before 01/12/16). Please see sentinelprotects.com/newplumberpack for registration details and full terms and conditions.

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Slatescape specialise in the import and distribution of premium quality roofing and flooring slate products. Ten years of industry experience and product knowledge means we select only the finest slates suitable for application, direct from leading producers around the world.

Exclusive partnerships with leading quarries in Spain and Brazil guarantee quality and consistency in our slate products, and we pride ourselves on always being competitive on price.

Slate is the ideal material for roofing as it is often maintenance-free, hard-wearing, fire resistant and it boasts unique natural characteristics.



At Slatescape, we offer a wide range of slates to suite your construction needs these include; Eco, Standard, Premium and lastly our Elite Range.

Even with our Eco Range you can still achieve a functional and an attractive roof, on a budget conscious project. To our Elite Range which guarantees excellence, providing a long-lasting, high quality, beautiful roof, satisfying even the most demanding architectural specifications.

For more information
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www.slatescape.co.uk Twitter: #slatescape

DISCOVER THE FUTURE OF STONE PROCUREMENT WITH STONEASY.COM AT MARMOMACC 2016



Stoneasy.com, an online buying platform established in 2009 by Belgian wholesaler Beltrami, has signed up for a spacious stand at Marmomacc, the world's leading event for the natural stone industry. The 96m² stand will feature an innovative design blending a wide array of products with the latest version of its constantly improving online platform.

According to Bram Callewier, director at Stoneasy.com, "After years of investing in smart software and a solid sales team to back it up, we feel that now is the time to introduce ourselves to the world. We look forward to meeting up with our existing customers, and are also equally eager to explain to prospective customers how we can make life easier for them."

Stoneasy.com makes it possible for professionals to buy full container loads of stone with the click of a button. Forget about inconsistent quality and bothersome import procedures – Stoneasy.com removes the hassle so that your business can thrive.

Although initially a local experiment, the online platform has been so well received that it has been adopted in other European markets such as the UK, Ireland, France, Luxembourg, Switzerland and Poland. Today, more than 100 customers across Europe consult prices and open orders on Stoneasy.com on a regular basis. With more than 900 container deliveries over the last year, Stoneasy.com has grown into the size of a wholesaler in its own right.

For more information about Stoneasy.com at Marmomacc 2016, contact Charlotte on cv@stoneasy.com or +44 1384 563 522.



JACK NEEDED A QUALITY KITCHEN, AND FAST!

WE MANUFACTURED IT, ASSEMBLED IT AND DELIVERED IT, IN 48HRS. NO DRAMA.



We now offer rapid turnaround on a range of quality kitchens, precision made in the UK with glue and dowel construction. This unique service means your customers no longer have to wait weeks for the kitchen of their dreams.



In addition, we also have 5 custom painted ranges available to order in 30 different colours, delivered in just 10 days - some of our competitors can take up to 6 weeks!



We have our own fleet of vehicles and offer a full home or site delivery service, tailor-made to suit your needs and requirements.



We provide a comprehensive marketing package to support our kitchens, including full colour brochures, displays and samples.



We have a dedicated customer service team, dealing with any questions and queries. We also accept electronic orders, which speeds up the process and helps keep everything on track.

To see our stunning range of kitchens visit
regencykitchens.co.uk

OR CALL NOW ON 01457 767026

Regency Kitchens, Regent House, Hadfield Ind. Est., Hadfield SK13 1BS
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Press releases

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QUALITY KITCHENS MANUFACTURED IN THE UK DELIVERED TO THE DOOR IN 48HRS!



Regency kitchens are proud to manufacturer in the UK, in their state-of-the-art production facility. Operating to ISO 9001:2008 ensures they adhere to frequent investment in design, materials, construction and process. Regency has an outstanding reputation as a first choice supplier within a wide range of market sectors.

Alongside outstanding customer service they offer a rapid 48hr turnaround on a range of quality kitchens precision made with glue & dowel construction. This unique service stands them head and shoulders above the competition! In addition they have 5 custom painted ranges available to order in 30 different colours, delivered in just 10 days!

All kitchen units are delivered ready made with all doors, drawers and wirework factory fitted. Ensuring a high quality finish and providing substantial cost savings on fit and installation. Their own fleet of vehicles offer a full home and site delivery service, getting kitchens to the customer on time every time!

For trade merchants Regency also provides a fully comprehensive marketing package including full colour brochures, displays and samples. Their dedicated trade merchant team are always available to answer customer queries and questions.

For more information and to view the stunning ranges visit regencykitchens.co.uk or call 01457 767026.

SAFEGUARD DAMP- PROOFING DISPLAY STANDS NOW AVAILABLE TO MERCHANTS

www.safeguardeurope.com



Three tier point-of-sale display stands for damp-proofing and waterproofing products are now available from Safeguard Europe – the UK's leading developer, manufacturer and supplier of damp-proofing and waterproofing products. The versatile and tough modular stands can be configured with various brand-specific artwork panels, enabling merchants to display Safeguard's leading damp-proofing and waterproofing solutions without taking up existing shelf space.

The available configurations include the Stormdry Penetrating Damp range, the Dryzone System Rising Damp Renovation range and the Vandex Waterproofing range. Advertising video screens, literature holders and accessory pegs are also obtainable.

Damp-proofing is a growing opportunity in the UK. An increasing number of people are now seeking out damp-proofing works before selling their property. Thanks to Safeguard Europe's innovative, powerful and simple to use product ranges, large numbers of contractors are now including damp-proofing works as part of their range of services.

In addition to the display stands, Safeguard can supply smaller point-of-sale units, comprehensive product literature, instructional videos, and product samples. Our dedicated technical department is also ready answer your customer's questions via phone or email.

To take advantage of increasing merchant sales in this category and obtain a Safeguard display stand with your order, call on 01403 210204 or email sales@safeguardeurope.com.



rob pond
plumb heat solutions ltd.
www.robpondplumbheatsolutions.com

Rob Pond Plumb Heat Solutions specialises in unique and niche products for the plumbing & heating industry. Operating for over 10 years, the company strives for innovation and puts the needs of independent merchants at the heart of what it does.

The company has grown from supplying a handful of products in the South of England, to supplying merchants and distributors across the UK, with a mix of everyday plumbing essentials and innovations. With an ever-growing catalogue, the company aims to keep bringing in new products to deliver to the plumbing & heating industry.

Here at Rob Pond Plumb Heat Solutions we provide a friendly and personal service to all our customers, big or small. Our main focus is to listen to our customers and respond to their needs. Whether it's sourcing some hard-to-find items, or just providing help and advice with our products, our small and dedicated team are only a phone call away.

Rob Pond Plumb Heat Solutions Ltd
Unit 8, Turnpike Ind. Estate, Turnpike Road, Newbury,
Berkshire, RG14 2LR Tel: 01635 38908 Fax: 01635 569 553
E: rob@robpondplumbheatsolutions.com
E: sales@robpondplumbheatsolutions.com
E: accounts@robpondplumbheatsolutions.com

FASTER FIXING SOLUTIONS AT THE BUILD SHOW

The Samac stand at the Build Show (Number B3/511, NEC 18-20 October 2016) will be the place to see innovative fixings solutions. Fixings specialist Samac, will be using the Build Show to present its newest concrete fixing innovation, Atlas Bolts, for the first time, and there will be special offers and demonstrations on the stand.

The Atlas Bolt from Samac has been specifically designed to fix a wide range of materials to this challenging substrate and offers users a far superior hold. Atlas Bolts are specially designed to offer users a simple one piece solution that allows users to fix high loads with low expansion forces. Atlas Bolts also feature 10 sharp threading forming teeth, making them perfect for use with hard concrete. The Build Show will offer users the first chance to see the new Atlas Bolts.

Samac will also be showcasing The Performance Range of high performance screws, with visitors encouraged to take part in the Samac Speed Screw Challenge where the fastest competitor will win a fantastic experience day. But for everyone who takes part there will be giveaways and special offers at the show.

Samac will also be showcasing its new corporate ID which is rolling out into the company's packaging, POS, web site and literature.

Samac is a specialist nails, screws and fixings distributor based in Essex with one of the widest ranges of products in the trade. Established since 2004, Samac supplies builders, timber, roofing & fencing merchants with a comprehensive range of products that is now so much more than the nails for which the company first became known.

www.samacfixings.co.uk



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NEW CONCRETE SLEEPERS

To complement the large range of decorative aggregates that Long Rake Spar supply, they are delighted to introduce their new concrete sleepers with a truly authentic wood finish.

Replicating traditional wooden Railway Sleepers, they have the strength and durability of concrete with all the aesthetic advantages of wood. They are perfect for creating raised beds, edging posts or stepping stones.

They look beautiful set into gravel or any smaller decorative aggregate and require little maintenance.

They are available in four different sizes to fit with a variety of garden schemes, the largest being a 900mm x 275mm, then 675mm x 275mm, 450mm x 275mm with the smallest at 225mm². They are available in



two pallet configurations only. The largest and the smallest sleepers are paired on one pallet with the middle two sizes together on the second. Each pallet has 40 sleepers in total, 20 of each size. The sleepers will be distributed separately to any aggregate offer.

These new concrete sleepers offer excellent profit potential and can be used to create an attractive feature within any landscaping project.

Contact Long Rake Spar for more information on 01629 636210 or sales@longrakespar.co.uk

INNOVATIVE BRETT LANDSCAPING LEADS INDUSTRY WITH BIM REGISTERED PRODUCTS

Brett Landscaping, the specialist commercial and domestic paving supplier, has announced that its range of quality commercial hard landscaping products has been listed on the National BIM Library, making it an early industry adopter of BIM (Building Information Modelling) technology.

The products can be sourced free-of-charge through the National BIM Library – an online resource of thousands of building materials, designed to offer precise product specification, improve transparency, heighten efficiency, and contribute to a greener building process.

Information held within BIM is invaluable to everyone involved in a project, especially merchants, ensuring compliance of ‘supplying BIM level 2 products’ as required by the industry.

BIM will provide merchants with a greater transparency of the delivery cycle, helping to improve site efficiencies and to better estimate quantities, reducing waste on site. BIM also complies with RIBA’s Plan of Works, ensuring all parties contributing to a building project work to the same process, creating stronger supply chains.

“Building Information Modelling is the future of construction,” explains Andrew Gill, marketing manager at Brett Landscaping. “Brett is renowned for innovation, so by having our products included in the National BIM Library, our customers – from architects to contractors, merchants to facilities management teams – will have access to the products they need to succeed within this highly competitive market.”

Further information about Brett can be found at www.brettpaving.co.uk

A WHITES FUTURE FOR NAYLOR

Naylor Concrete Products Ltd manufactures a wide range of pre-stressed concrete lintels and other precast products, including the widely specified Hi-Spec lintel range. The company had an eventful 2015, celebrating its 50th anniversary as well as moving premises from Ossett to a substantial 9-acre freehold site at Barugh Green, Barnsley.

Whites Concrete is a £2m turnover manufacturer of pre-stressed & pre-cast concrete panels, retaining walls and tanks.

The business was based on the Longley site in Dewsbury. As part of the transaction, Naylor moved the business to its Barugh Green site, freeing up space at Dewsbury for Longley’s planned expansion of its flooring business. The Whites Concrete commercial team relocated to Barugh Green and joined Naylor. Longley Director Michael Wright will be assisting Naylor with the transition on a consultancy basis.

Helen MacIntosh, Managing Director of Naylor Concrete Products commented “the acquisition of Whites extends our offering and we are looking forward to working with the Whites team to develop sales of this exciting range.”



E: concrete@naylor.co.uk
W: www.naylor.co.uk

ENCON INSULATION PROVIDE CHOICE - A DEDICATED PORTAL FOR INDEPENDENT BUILDING MERCHANTS

As part of an ongoing commitment to better serve their valued customers, the independent merchants, Encon Insulation has launched a dedicated portal called Choice (www.merchantchoice.co.uk), which provides a tailored service to meet their specific requirements whilst supporting the growth of their business.

As the UK’s largest independent distributor, Encon appreciate how difficult it can be for independent builders’ merchants to compete with larger national chains. By creating Choice, Encon Insulation has provided independent builders’ merchants easy access to a wide range of thermal and acoustic insulation, interior systems, fire protection and roofing materials from trusted brands, all from one source.

Choice provides the independents with:

- A dedicated Account Manager and highly knowledgeable field sales and technical team
- Delivery lead-time promise
- Fast-track collection
- Prompt quotation turnaround
- Access to a large portfolio of leading brands and products
- Flexible, nationwide deliveries, including part loads
- Competitive pricing structure
- Exclusive product offers and training



For more information contact Jilly Clark - j.clark@encon.co.uk



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INNOVATIVE VOC BARRIER MEMBRANE SPECIFIED FOR MAJOR DEVELOPMENT

Powerbase VOC, a high performance gas barrier membrane developed by Industrial Textiles & Plastics, has been chosen by David Wilson Homes Northwest for their £50 million development on a former landfill site in Southport, Merseyside.



This technically challenging site required remediating and decontaminating the land in advance of the construction of homes, apartments and a business park. Powerbase VOC is a multi-layered membrane with exceptional resistance to commonly found volatile organic compounds (VOCs), hydrocarbons and chemicals. Specifically designed for developments on brownfield sites or contaminated land, the membrane complies with BS8485, Ciria C748, NHBC Chapter 4.1 and NHBC Red Gas Protection Measures. HDPE and other homogenous membranes, many of which claim to be hydrocarbon resistant, are in fact quite permeable to VOCs and other chemicals and do not offer adequate protection.

Powerbase VOC is supported by a unique software application, a simple-to-use app which provides performance data for a wide range of harmful chemicals. The app is free and available to download for use by design and environmental engineers as part of the site risk assessment.

E: powerbase@itpltd.com T: 01347 825200
W: powerbasevoc.com

RAINLINE SOLUTIONS KEEP RAINWATER SIMPLE

Lindab have a passion for simplifying construction and for over 50 years have introduced and developed products with that in mind.

The Rainline rainwater system has grown to include innovative and clever products which provide solutions to specific problems.

Radius curve bracket puts Rainline ahead of the curve!
The RSKR bracket has been designed to provide a radius gutter solution for use on curved eaves sections and balconies.

To achieve this the expert product development team have created a combined fascia bracket and gutter joint with a tolerance for alignment deviation at each fixing point.

Sections of standard Rainline steel gutters can now easily be fitted to a radius in a faceted



arrangement which will service a unique bow fronted building or convex feature without the need for expensive bespoke gutters.

Reinforcements have arrived!
The Vandal range is a series of reinforced downpipes and outlets that have been designed for use in areas with a lot of foot-traffic such as school playgrounds or public car parks.

The downpipes are made of 2mm hot-dipped galvanised steel or 1.5mm stainless steel plate which will not dent or crack when knocked or kicked. Built-in brackets further fortify the fixing.

W: www.lindab.co.uk/rainline

LAGAN PRODUCTS 'BUILDING ON STRONG FOUNDATIONS'

Lagan Products, specialising in manufacturing market leading building products for the construction industry, is extending its range of clay facing bricks.



The company has been investing for growth and has developed a wide range of bricks suitable for the new build and refurb market. The newly extended range offers new colours and textures in both 65mm and 73mm options.



As a privately owned family business, with Ireland's oldest and only brick manufacturing plant, Lagan Products understands how important choice and flexibility is to customers. Any of the brick types produced can be mixed on a single delivery and, if desired, clay brick can be mixed with market leading Kingspan insulation products.

Mark Morris, Commercial Director for Lagan Products UK, commented "Our new extended Kingscourt Range of Clay Facing Bricks gives customers even more choice and something really unique. The addition of the 73mm size option is perfect for the refurbishment market and the new textures in the range are already being really well received by customers".

For more information on Lagan Products, please visit www.lagancementproducts.com or call 028 9264 7100.

MARSH REALISES UK GROWTH POTENTIAL



UK water and wastewater storage tank manufacturer, Marsh Industries, is excited by its UK growth potential with sales growing over 25% year on year. The 2015 acquisition of the company's Bridgwater facility combined with its Northampton manufacturing plant has allowed the business to expand its manufacturing and merchant distribution capability as well as broaden its product portfolio.

September will see the launch of the new Ensign:Ultra advanced range of sewage treatment plants, Green Filter Septic Tanks, SCU-Uni:Gem secondary treatment for septic tanks, along with a completely new range of oil separators to be known as the HCM:Star. A new pump station product line is due to be launched later in the year.

Managing Director, Steve Boyer, says; "The forthcoming product launches allows us to build on our success in the water and wastewater industry and broaden our business based on proven designs and technology.

"We set ourselves apart through a commitment to customer focus, it's important to get installers, builders and specialist civil engineering merchants engaged with the new products.

"We will be offering site visits, full training and technical support through our internal and external sales teams."

If you want to find out more about Marsh Industries contact 01933 654582 or visit www.marshindustries.co.uk

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LANDSCAPING AND BUILDING PRODUCTS

www.brett paving.co.uk

GLOBAL STONE

Natural stone paving

As the UK's leading supplier of Porcelain Paving, and the first to introduce Porcelain Paving into the UK, we are delighted to have developed the paving market in a new direction; one that is fit for the demands of 21st Century living.

Sales of our porcelain products have taken a massive uplift this year as designers and garden owners recognise how the inherent benefits can meet our desire for both aesthetic pleasure and ease of use. As market leader with the largest external paving collection in the UK, we continually like to keep our product offerings fresh and innovative enabling our paving solutions to meet the evolving needs of our customers.

For 2016/17 we are now delighted to add to our Petrous Porcelain collection the new Italian Siena Range, available in a new size of 500mm x 1000mm and five different colours. Also following strong trends for larger format paving both in porcelain and natural stone we are now pleased to offer large format porcelain project packs, available in three colourways.

Our Petrous Porcelain Collection now has 6 ranges, 26 colours and 7 different sizes, providing the widest choice of external porcelain paving in the UK, and with designs that are equally suitable for both traditional and contemporary settings there really should be a porcelain paving solution to meet the needs of modern day living.

For more information, visit www.globalstonepaving.co.uk/petrous or call 0845 60 60 240.

LOOKING TO BUY OR SELL A BUSINESS?

If you're looking to buy or sell a business, Collins M&A Consultants facilitate the smoothest of transactions. With decades of experience and an impressive network of contacts, we'll put you in prime position to secure the right result for all parties. Contact the experts for a transition that ticks all the boxes.

Whether you'd like to find a business for sale or to buy, we bring our expertise and industry reputation to bear at every stage of the process. From analysing and evaluating the business, to making commercial introductions, to negotiating the best possible deal while managing the M&A process through to completion and delivering your shareholders' objectives.

If major change is on the horizon, whether it's an alliance, divestiture or exit strategy, we will help you maximise the potential value of your company and achieve the best possible deal.

We also offer a wide range of strategic consultancy services, including giving advice to new owners, recommending growth strategies, and benchmarking performance against competitors.

Our services include:

- Representing vendors and acquirers
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- Strategic & operational advice to owners including sources of investment
- Consultancy services for new entrants to the industry

M: 07721 844051 E: jim@collinsma.com
W: www.collinsma.com

IBSTOCK TRADESMAN STILL DELIVERING A PERFECT MATCH

The Istock Tradesman range is designed specifically to blend in with 'fletton'-type bricks that are made from characteristic Oxfordshire clays and widely used on UK housing built from the 1930s onwards.

John Lovatt, Merchant Market Manager at Istock, said: "The Istock Tradesman range continues to go from strength to strength. With a well-considered blend of price point, quality assurance and ordering flexibility, these bricks are now a firm favourite with many Builders Merchants.

John continued: "The enhanced quality of our Tradesman range means that they are completely

frost resistant, meaning less wastage of stock on site and, more importantly, fewer complaints from customers. The manufacturing process also ensures excellent colour consistency throughout, making it easier to shift each pack without the customer needing to root through to find the bricks that are the best match."

John concluded: "We're really proud of the Tradesman range and have worked hard to make it the perfect match for merchants' and their customers' needs. We're strongly focusing on the range during 2016, and hope to unveil exciting new additions to the selection in the not too distant future."

For more information, go to www.ibstocktradesman.com, call 0844 800 4575 or contact your local Istock representative.

ENVIROFLEX - THE USER-FRIENDLY LIQUID WATERPROOFING SYSTEM

Enviroflex liquid applied waterproofing membrane, part of Icopal's Sealoflex range, is the user-friendly option for flat roof applications of varying shapes and sizes, thanks to its versatility and ease of application. The Enviroflex System, which comprises of primers, liquid coatings, reinforcing fabrics and walkway accessories, can be used for both small domestic and large commercial projects.

The Versatile Solution

Liquid waterproofing installers are familiar with unpleasant odours issues, bad weather, differing application processes and multi-component systems. Enviroflex answers these considerations with key features. Resealable packaging makes it

completely reusable. Virtually no odour and fast curing make usage easier. In addition, wet-on-wet, low temperature application makes Enviroflex ideal for a wider variety of weather conditions.

Seamless Installation, Durable Surface

Applied directly to new timber or existing waterproofing systems, Enviroflex cures to form a completely seamless, durable and flexible surface that can tolerate minor building movement and foot traffic.



Competitively Priced

For more information contact Samantha Hanks (South) on 07725 245394, Sam Bradshaw (North) on 07970 455074 or visit www.icopal.co.uk

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ATG GLOVE SOLUTIONS

ATG designs, develops and manufactures products that enhance the performance of the most sophisticated working tool, the human hand. Concentrating on three key pillars: Comfort, Performance and Cleanliness in order to identify a path towards an improved user experience.

ATG combines this with a focus on isolating innovative technologies, which serve as the basis of our Technology Platforms that can be integrated into our products to augment the user experience in order to maximise worker safety and productivity.

ATG is a vertically integrated manufacturer, which allows us to control all aspects of the manufacturing process, from the covering and wrapping of yarns to knitting and coating of liners to the post process cleaning. These capabilities allow us to offer superior products to the market, which are recognised globally as "The best a hand can get".



E: chrisb@atg-glovesolutions.com
W: www.atg-glovesolutions.com

INTRODUCING AZPECTS NEW EASY4CRACKS

Azpects, the home of EASYJoint, all weather jointing compound, has introduced another product into its EASY Range, which now boasts over 25 specialist hard landscaping and patio cleaning products!

EASY4Cracks is a revolutionary, brand new product to The UK, designed for the homeowner but also suitable for the professional contractor. It is a hot fill crack repair kit, designed to fill cracks in driveways, paths, concrete, wood and to repair bitumen flat roofs or sealing the joints around manhole covers.

The product has already seen massive sales in other countries, including the USA. Now it is available here in Britain and we are expecting to

receive a similar demand from homeowners and professional users alike!

Our hot applied liquefied filler is far superior to the cold fill process, its bonding ability is better, and it expands and contracts with temperature changes without cracking, keeping water and other weather elements out thereby preventing further damage to property.

EASY4Cracks is available to buy as a Full Repair Kit, replacement Kettle and individual refills for the Kettle. If you would like to stock EASY4Cracks or any of Azpects hard landscaping products contact their office on 01473 760777 and they will arrange for one of their Agents or Representatives to visit you.

From the company that brought you the revolutionary EASYJoint
T: 01473 760777 or E: info@azpects.co.uk www.azpects.co.uk

SHAWS SINKS – SUITABLE FOR ALL ENVIRONMENTS



Shaws fireclay ceramic sinks have been manufactured in England for almost 120 years and the Company has been on the Waterside site in Darwen, Lancashire since 1897. Working with tradition, the workforce today comprises many family members of the original craftsmen – a trait that is carried down through many generations.

Not only are the workforce a tradition, but the manufacturing techniques use time honoured traditional methods and materials, too.

Each sink crafted today is an individual product, bearing testament to the craftsmen who produce them.

Our exclusively produced English made fireclay sinks are not only for domestic use but are commercially used in many applications. We have a wide and varied cross section of products which are used in many buildings including restaurants, hotels, schools, universities, laboratories, hospitals and institutions, to name but a few.

Fireclay is a traditional robust material which can be used in many areas and is designed to withstand heavy use. Our commercial range includes differing sizes of the most popular sinks including

heavyweight Butler sinks, eight sizes of Belfast sinks, four styles of laboratory sinks, practical floor or wall mounted cleaners sinks with stainless steel bucket gratings, plus many others.

Our range of Utility style sinks have been specifically selected for their suitability and durability for use in laundry and utility rooms. All Shaws fireclay sinks are scratch and impact resistant, impervious to acid, alkali and bleach, unlike stainless steel.

The glaze will never become dull over time like enamel sinks, they will keep their durable sheen for a lifetime. Our laboratory regularly check glazes to ensure the highest durability standards are upheld.



To ensure our sinks are safe for every environment, testing of the various ingredients used to manufacture our range of unique sinks is regularly carried out.

The most recent testing proved our glaze to be antibacterial – it was found that Shaws glaze reduced bacterial colonies of E-Coli and MRSA by 99.99% over a 24 hour period and were classified as 'excellent' in this area. Safe to use in every environment.

Our sinks are available throughout the UK. Visit our website www.shawsofdarwen.com to view the full range or telephone our sales office 01254 775111 for further information.



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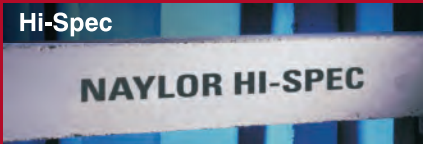
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Web www.naylor.co.uk

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 661 4182

BLUEBIRD FIXINGS LIMITED

Bluebird Fixings was formed in August 1988 by the then four directors of the business. The aim, at the time, was to produce for sale a new concept for connecting new walls to existing buildings at right angles, such as garage extensions. This item would be called the Bluebird Screwie®.

Since then, the product range has been enlarged and tailor made for Builder and Merchant alike so that door cramps, as well as wire balloons to prevent birds from nesting in chimney's and other Builders Hardware have been added. These have complemented other refurbishment items and roofing products already being produced.

The continued success that Bluebird Fixings has enjoyed is due to the simplicity and practicality of its product range and continuing to provide an ever increasing customer base within the construction and allied industries, with Quality Service, Fair Pricing and Friendly Advice. Today, the Company has agents in Northern Ireland and Scotland and a full sales infrastructure for England and Wales. The Company's factory and office is based in Lincoln.

This year 2016 we see ourselves having served the Construction Industry for nearly Thirty years being one of improving products and service to our customers. Mr Hodder the Managing Director states: "The growing demands for simplifying building procedures means that our products meet the requirements for all aspects of construction. From small jobs, all the way up to large technical projects Bluebird Fixings can develop solutions for the requests made of them". We look at providing the best and most cost effective service to the Construction Industry and look forward to doing so for many more years to come.

E: info@bluebird-fixings.ltd.uk W: www.bluebird-fixings.ltd.uk

SMARTPLY'S LATEST BOARD A TRIUMPH OF CUSTOMER-LED INNOVATION

SMARTPLY, the smart, cost-effective, sustainable OSB, has moved to an even higher plan of quality, design and innovation. Following feedback from customers, SMARTPLY OSB is now available in its flattest, smoothest most accurate form yet.

Responding to market demand for a high-quality board which can be used for an even greater variety of applications, the new OSB panel is now offered in the broadest range of size and thickness, with widespread availability leading to minimal lead times.

This achievement has been made possible by an investment of €59M, bringing the latest, state-of-the-art technology to the manufacturing plant in Waterford, Ireland, making it the most advanced in Europe.

Stuart Devoil, MEDITE SMARTPLY Head of Marketing & Brand, said: "Customers have been quick to react to our new SMARTPLY with universally positive feedback. Its strict dimensional tolerance and outstanding surface have received particular comment. In terms of versatility and performance, we believe we've introduced a truly market leading panel to our industry."

Meticulous planning; brilliant design and huge investment based on years of experience ensure the new SMARTPLY OSB panel is a superbly 'straight answer' to customer demand for a high quality board with dimensional consistency, widespread availability and unrivalled performance.

SMARTPLY
DEFINING THE STANDARD OF OSB

For more information on the SMARTPLY product range, go to: www.smartply.com.

HOPE CEMENT ENHANCE CUSTOMER OFFERING

Hope Cement is making waves in the construction industry by boosting the benefits that it offers customers and merchants.

After releasing their new bagged product range which comes in plastic, weather-proof packaging, Hope Cement is launching a loyalty scheme that will reward professional builders on purchases made and drive traffic to merchants' stores.

The loyalty scheme will be hosted on the Hope Cement App that is due to be released later this month. It will enable Hope Cement customers to accrue points and earn rewards such as high street vouchers.

Gary Brennand, Commercial Director at Hope Cement, said:

"Everything we do evolves around our customers. This was behind the product and packaging development of our new range, which includes consistent cement colour, frost protection additives, reduced bleed and a lead-time commitment of 1-3 days.

"For merchants, we've listened to their feedback and to help them gain a competitive advantage we've created packaging and point of sale material with real personality. We also aim to increase merchants' store profits, by encouraging customers to take advantage of the App's loyalty scheme."



For more information, visit www.hopacement.com, follow @Hope_InABag or call 0845 5201 840.



KLOBER - LEADING THE MARKET WITH DRY FIXING

When it comes to choice of dry fixing materials, Klobber has everything a roofer needs to lay mortar-free ridges, hips, verges, valleys and eaves. A newly introduced universal ridge seal for the Roll-Fix® ventilating dry ridge and hip system can be used with all concrete and clay profiles. This makes things easier for both merchant and contractor with the choice of kits with or without hip trays, with both available in four colours. Fixing accessories are included to fit 5 metres of ridge or hip.

The Uni-Click® Dry Verge is designed to provide a secure, mortar-free way to fix concrete interlocking verge tiles, plain tiles and natural / fibre cement



slates. Its design provides a neat, consistent appearance which is maintenance-free and easy to fit, four colours again being available. As an alternative, the Uni-line Continuous Dry Verge provides four 5 metre lengths for use with slates and most concrete tiles.

Other products in the range include a 3-in-1 vent pack, a choice of rafter, underlay support and loft vent trays, eaves closers, vented eaves protectors, dry valleys, bonding strips and secret gutters.

Klobber Ltd.
T: 01332 813050 E: technical@klobber.co.uk

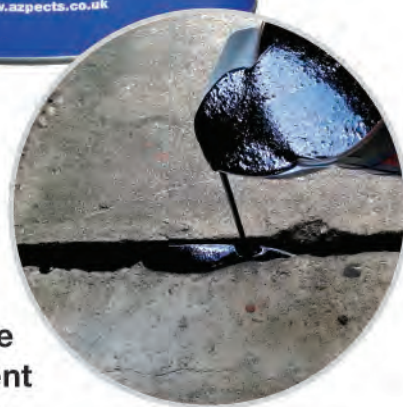
Hot Crack Repair kit

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1st in UK

For Asphalt, concrete, flat roofs & wood

EASY4Cracks

The original hot crack repair



The revolutionary new **EASY4Cracks** is the only successful professional grade hot Asphalt/rubber base fill material that is now available for homeowner applications & professional contractors.

- Repairs cracks in driveways, seams between the driveway & garage floor, the driveway & pavement as well as cracks in paths, concrete & wood. It's also great when used to repair bitumen flat roofs & sealing joints around manhole covers
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Stand B3/206



Combilift will once again be at the Build Show, on stand B3/206, demonstrating that the handling and storage of long, bulky or awkward loads need not be a headache thanks to its wide range of multidirectional and customised forklifts, reach stackers, straddle carriers and more.

The company offers the most extensive range of innovative handling solutions from any one single manufacturer. Products to make your everyday requirements run smoothly range from a 1,5t capacity pedestrian reach stacker up to the Combi-SC Straddle Carrier which can lift 80t loads. In between are dozens of models with various load capacities, choices of electric, LP Gas or diesel power, all designed to be no nonsense, robust workhorses for operation inside and out and in all weather conditions. With Combilift you can be assured of safer, space saving and more productive and cost effective materials handling.

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Sika® Multi-Stick is a new generation in hybrid polymer grab adhesive from Everbuild – A Sika Company, designed especially for the trade with the ability to bond virtually anything to everything.

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Available in 350ml plastic cartridges and packaged into eye catching printed boxes, this product is sure to fly off the shelves and into toolboxes everywhere.



For further information on Sika® Multi Stick or any other product from the Everbuild and Sika brands, contact your sales representative, call the sales office on 0113 240 2424 or visit www.everbuild.co.uk.

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Century Plastics are the trade and distribution arm for the #1 UK Manufacturer Palram. Set up in 1992, we are the prime stockist/distributor for ALL Palram products. Our distribution and application experience is expressed in an extensive product offering. The sheets are manufactured from Polycarbonate, PVC & Acrylic and are produced at our two UK Production plants.

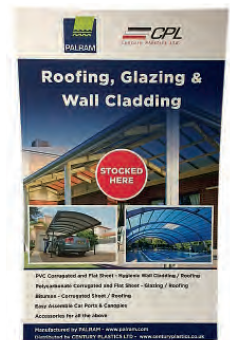
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For Further information please contact Stacey Maundrill – Stacey.Maundrill@centuryplastics.co.uk

FM PRODUCTS

The FM Products' team are excited to announce the launch of their new Clip-Link pipe clip range, which will strengthen and extend their range of plumbing related products manufactured in the UK. The product is made from the best available raw materials and has been produced to exacting levels of accuracy and quality.

FM Products, based in the Midlands, is now in its seventh year of trading. The six Directors have a combined experience of over 190 years within the merchant and manufacturing industries.

The business was launched with a commitment to support the independent merchant and re-seller. This is still their strategy and something FM Products is proud to boast. This year, they expect their ever growing base of registered customers to continue to grow strongly.

FM Products offer a high level of customer service and have built strong working relationships with all of their customers.



To find out more about FM Products, and to start a trading relationship gaining access to their product range, including many plumbing related products, please visit their website: www.fmproducts.net, or follow the directions in their advert.

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Keeping the construction industry moving

Commercial vehicles can drive success. **Claire Cameron, Editor – Builder & Engineer Magazine**, looks at why firms should upgrade and whether it is best to buy or rent a new fleet

With the number of construction start-ups rising by almost a quarter in the first three months of 2016 and the Construction Products Association predicting a 3.6 per cent rise in construction work this year, it is perhaps no surprise the commercial van market is also booming.

According to the Society of Motor Manufacturers and Traders (SMMT), almost 28,000 new vans hit UK roads in April, making it the third consecutive month of growth.

Large vans continue to drive the market with 3.3 per cent more light commercial vehicles (LCVs) registered in the UK compared with the first four months of 2015.

Heavier vans also rose in popularity, with registrations for the 2.5-3.5T sector up 22.6 per cent and pick-ups also increased by 35.4 per cent in April.

With almost 40,000 new LCV registrations in the first quarter of the year, Ford is in the driving seat when it comes to best sellers. The manufacturer recorded almost double the number of LCV registrations compared to its nearest rivals

Volkswagen in April with 8,219.

Strong van sales drove the light commercial vehicles market to an all-time high in 2015 and “the LCV market has traditionally been a pretty accurate barometer of the economic well-being of UK PLC,” says light commercial vehicle industry consultant Tim Cattlin.

“The current health of both these entities once again reflects this.”

Sales in the used market also remain strong with vans requiring little preparation and having the right specifications highly sought after.

“This is naturally keeping prices relatively high whilst demand remains stimulated from the SME sector,” says Cattlin.

However, with the record number of new vans registered in the past three to four years starting to hit the auctions, Cattlin expects prices in the used market to fall. “The laws of supply and demand would suggest that the retail buyer will be the winner here with prices softening substantially,” he says.

But why should construction firms upgrade their fleet and is it best to buy or rent?

The trouble with old vans

Commercial vehicles remain an essential part of a construction company’s plant and machinery inventory and in a deadline-driven industry, running an ageing fleet can prove problematic.

Research by the RAC estimates £500 is lost every day a vehicle is out of service, therefore keeping vans and HGVs in a roadworthy condition is essential.

According to the Driver and Vehicle Standards Agency (DVSA), 49 per cent of class seven vans (3-3.5 tonnes gross vehicle weight) failed their first-time MOT tests in 2014/15 with the main problems cited as lighting and signalling, brakes, suspension and driver’s view of the road.

“Aging vehicles tend to be less reliable and their upkeep can carry significant cost,” says David Brennan, CEO of leading corporate vehicle rental provider, Nexus Vehicle Rental.

“Construction is a unique and highly diverse sector, encompassing public and private housing, industrial and commercial projects and major infrastructure.

“Vehicles are often subject to demanding environments and heavy workloads, so



keeping them running is vital in an industry where downtime is the fleet manager's worst nightmare."

Dominic Reid, business development manager at Northgate Vehicle Hire agrees and says firm's run the risk of tarnishing their reputation by not replacing old vehicles.

"Reliability, performance and appearance can all suffer over time, with a big potential impact on cost, customer service and brand image."

The obvious solution, Reid says, "is to dispose of old vehicles in favour of a new van, but for many companies, whether they have a vehicle on contract hire or purchased outright, the time, hassle, cost and contractual limitations involved with disposal will often prevent them from doing so."

The advantages of newer vehicles

Increased security and access to the newest technologies are the main advantages of running a fleet of new vehicles, while "fuel efficiency is one of the key cost-saving aspects which can make a major difference when applied across multiple vehicles that each travel thousands of miles a year," says Reid.

"Telematics is now central to the operations of many businesses that run a fleet of vehicles, delivering management information that supports customer service improvement and reductions in vehicle running costs – not to mention duty of care and driver safety to name just a few.

"The benefits of driving new vehicles even extend to staff retention, giving employees a more pleasant working environment and even perks such as Bluetooth or a satnav."

But with a diverse make-up of vehicles ranging from LCVs to HGVs and specialist equipment, buying, taxing, insuring and maintaining commercial vehicles can prove "an expensive outgoing and rapid depreciation is common," says Brennan.

The advantages of rental

Alternatives to buying vehicles outright include flexible, long-term and daily hire which give firm's access to the latest vehicles with maintenance and breakdown cover included. Less money is required upfront and companies can easily upgrade to new technology.

Research from the University of Buckingham's Centre for Automotive Management has revealed LCV rental is a key factor in the recovering economy, explains Brennan.

"This is down to the ability to provide a totally flexible vehicle solution," he says. "Rented vehicles are newer, better maintained and more reliable than older fleet vehicles. They can be used only when they are needed. In addition, stringent SLAs



Dominic Reid



Gareth Jones

such as those offered by Nexus mean there is a guarantee of legally compliant vehicles and a consistently high standard."

According to Brennan: "Specialist features and modifications such as tail lifts, tow bars, racking, chevrons and beacons, and lighting can be catered for," and this is why more companies are attracted to the benefits of daily rental.

Northgate has a network of 50 wholly-owned and warranty approved workshops and Reid explains flexible long-term hire "provides a complete solution because servicing, maintenance and breakdowns are managed by the hire company."

He says: "Downtime can be minimised by proactive scheduling of maintenance events at a branch and workshop most convenient.

"Customers do not run the risk of lost income through downtime like they do with contract hire or buying vans outright, nor do they have to worry about additional costs like tyres, MOT repairs, breakdown cover and replacement vehicle – and all for a fixed monthly fee that makes budgeting easy and predictable."

Getting the right rental price

While the availability and quality of a vehicle is arguably more important than price, "the tendering process that is central to many projects means cost is often a deciding factor in a job," says Brennan.

"Daily rental is an effective way of keeping fleet costs lean. However price over quality isn't always the answer as cheaper rental packages can sometimes mean inferior vehicles and reduced reliability."

Gareth Jones, managing director at Dawsonrentals Vans explains the rental industry's job is to adapt to the purposes of any individual business.

"No matter who the customer is, the contract will be won based on how effectively you can adapt your product to meet their specific needs," he says and managing security and efficiency through technology is key.

"We're looking at these objectives and responding with further investment in advanced telematics, as our new monitoring systems continue to report remarkable reductions in engine idling, speeding and wear and tear on the job.

"To complement this focus on minimising the decline of a vehicle when in use, sensible vehicle providers also increasingly operate a more trusting service. This means a reduction in end of use charges and more savvy investment in damage limitation tools."

Plant theft, which costs the construction industry more than £800 million each year, is another reason for choosing rentals.

"The replacement of owned vehicles after a theft can be a long, laborious, expensive process for companies," says Jones.

"Because rental vehicles are usually newer, they are equipped with state-of-the-art security features, reducing the likelihood of theft. And should the worst happen, providers are able to source a replacement quickly."

Given the diverse nature of the industry and fluctuating vehicle requirements, Jones believes rental can play a key role in the successful delivery of construction business strategy.

"It not only offers companies an economical, affordable alternative to buying, it minimises waste, offers complete flexibility, reliability and security, and allows companies to flex their existing fleet in line with their needs," he says.

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EASYCLICK AND Pro5 NEW TO THE UK FROM URFIC

Two exciting new products have been added to the Urfic range of decorative door furniture.

Easyclick, a patented unique fitting system innovated and produced by Urfic Portugal is as the name suggests, easy to fit. After fitting lock of your choice the fixing of the handle to the door takes just minutes, simply 'push & fit'. Offering modern designs and finished in a hardwearing durable finish all carrying a 25 year guarantee.

Combining resistance, performance and innovation, Urfic have brought to the UK their new Pro5 range. The smooth to the touch highly durable anodised finish, being suitable for both internal and external use will withstand damp and extreme environments and carries a 30 year guarantee. This range has been fire rated to 30/60 standards.

Urfic have supplied quality Decorative Door Furniture to the European market since 1963. Urfic only sell products made in our own factory and all products carry either a 25 or 30 guarantee.

From our production facilities in Tondela Portugal in excess of 400,000 pieces produced each month are distributed throughout Europe via Urfic's network of 5 in-country companies.

The Urfic Team based in our Oporto offices continually work on new innovation and design, always mindful of changing market trends.

Urfic produce many designs and finishes with no frills to suit all tastes, so matching existing or new décor is a breeze.

For more information visit our website www.urfic.co.uk or call us on 01767 315468

MANAGING CHANGE AT HARGREAVES FOUNDRY DRAINAGE

The most important engine for change at Hargreaves Foundry Drainage is our customers. Listening to what they want and trying to anticipate what they need has led to most of the major changes and improvements we have made.

To be able to offer the quality goods and service people expect today we are continually developing our processes and investing in the people and technology we need to help us deliver what our customers tell us they want.

With better systems and improved demand forecasting in place we can have more items on the shelf ready to go. As a result lead times

on standard items have been cut by at least two days. With improvements in stock record accuracy our 'on time in full' delivery performance is up from around 95% to 99%. An improved invoicing system and discount structure provides more accurate billing and savings in time and admin for our customers.

Improvements to management reporting and a modern integrated system means there is more to come. CRM, EDI, barcoding and extending the bill of materials applications are among the medium and long term works – in – progress.

And all this is down to listening to our customers – so thank you.

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FURTHER AWARDS SUCCESS FOR ANCON'S INNOVATIVE TEPLO RANGE



After a string of Awards successes, Ancon's innovative Teplo range of low thermal conductivity wall ties has done it again, with the news that the new Teplo-BF has been shortlisted in the 'Best Innovation in Insulation' category of the 2016 Build It Awards.

The latest addition to the Teplo range, Teplo-BF, features the same ultra-low conductivity basalt fibre body as the original bar-shaped TeploTie, with specially moulded safety ends which make the new tie easier and safer to use and significantly enhanced mortar bond.

As well as providing a thermal conductivity of just 0.7W/mK, meaning it is disregarded as a thermal bridge in 'U'-value calculations, Teplo-BF offers an 80% increase in bond strength over the original TeploTie, making it particularly suitable for use with lime and other slow-drying mortars.

Judged by a panel of industry experts, the Build It Awards celebrate the latest developments in the self-build market; a construction sector which often pushes the boundaries of energy efficient design. Teplo-BF is one of 5 recent innovations that the judges will be considering for this year's prestigious award.

For more information
Tel: 0114 275 5224, Email: info@ancon.co.uk
Web: www.ancon.co.uk

SAINT-GOBAIN PAM ADDING VALUE TO YOUR DRAINAGE BUSINESS

Saint-Gobain PAM has joined the BMF to further reinforce its route to market strategy of delivering business growth through merchants.

The company offers merchants a wide range of market leading drainage products that include Ensign and Timesaver cast iron above and below ground drainage systems and Classical traditional rainwater and gutter systems. It also provides access covers and gratings plus valves, hydrants, couplings and flange adaptors, all supported by ISO 9001 and 14001 approved UK manufacturing sites.

New to Saint-Gobain PAM's product offer are Vortex shower, floor and roof drains, which the company argues has helped

simplify specification, and its Cyclone range of galvanised high build polyester coated steel rainwater and guttering systems.

The latter offers homes a cost effective, long-term alternative to plastic systems that has a longer lifespan and requires less maintenance.

Mike Rawlings, marketing manager for Saint-Gobain PAM UK said: "The merchant has always been vital to our business and joining the BMF further reinforces our commitment. We look forward to playing an active role and fully engaging with its members through our regional sales managers and a strong after sales and technical service."

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FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 661 4182

BLM BRITISH LEAD GEAR UP FOR UKCW

BLM will be showcasing its products at the upcoming Build Show, part of UK Construction Week, from 18th - 20th October 2016 at the NEC. Visitors to the show will be welcomed at BLM's newly designed exhibition stand (B4/619), within the BMF Pavilion. Their team of knowledgeable representatives will be on hand to receive enquiries, answer questions and discuss all things Lead.

BLM will be using the show as a platform to launch their new Product Guide to the industry. The guide reflects the company's new visual identity and features its wide range of Rolled Lead Sheet and Lead ancillary products, together with comprehensive sizing and fitting information.

The new Product Guide follows hot on the heels of the company's new Merchants Training Guide, specifically designed to aid staff within their merchant customer base by improving knowledge and ultimately enhancing the experience for contractors and end-users. The guide provides detailed information on the production and benefits of Rolled Lead Sheet, the company's full range of products, recommended stock guidelines, H&S, handling and storage tips.

The new Product Guide will be available on the BLM stand at the Build Show, in addition to a range of goodies and competitions.

Russ Taylor, Sales Development Manager at BLM commented: "The chance to exhibit at the Build Show in conjunction with the BMF was too good an opportunity to pass up. The show will give us exposure to key contacts and decision makers from all corners of the industry, making it the ideal time and place to launch our smart new Product Guide."

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With its HQ and factories based in Letchworth, Hertfordshire, and 16 regional distribution depots, Crystal deliver made to measure PVC-U products nationwide, in days not weeks.

Aside from a huge product range, Crystal offers merchants full and comprehensive marketing support, free UK delivery to depot or site, all products are fully accredited, CE Marked, a 10-year manufacturer's warranty and there is no minimum order value.

Once seen as a complicated trading sector for merchants, Crystal have made the entire process incredibly straight forward by developing an online price configurator – allowing merchants to quote instantly 24/7! The price configurator has been designed to

eradicate potential errors and is compatible with not only PC's, but all tablets and smartphones, IOS and Android. This new product can be made fully bespoke for the merchant, and can be merchant branded.

Crystal's full service includes supply only, survey and supply and survey, supply and install, and for larger projects Crystal offers a full plan take off service.

As a member of the BMF Crystal's products are now available to all builders' merchants.

Steve Halford, Crystal's Group Managing Director says:

"We are delighted to have become a BMF Supplier Member and very much look forward to working with the BMF members over the coming years. Crystal are proud to be a sponsor of the BMF All Industry Conference in Budapest 2017 – a great opportunity to build relationships".

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A full range of softwood and hardwood field gates is also available in either treatment of green Celcure or Creosote; these are supplied with or without ironwork as required and can be ordered in single gate volumes or multiples.

In addition to the supply of fencing products Calderys & Grandidge also offer a third party treatment option in Creosote or Celcure enabling customers to send in their own timber for treatment. Prices are available from the Sales Team for this service.

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Please contact the Sales Team for more information on 01205 358866 or email enquiries@caldersandgrandidge.com

FLEXSEAL ANNOUNCES CHANGES TO EXTERNAL SALES TEAM



Terry Sloman

Flexseal has recently enhanced its external team with two new appointments into the role of Area Sales Manager. Roger Stewart will look after customers in Scotland and Northern Ireland from his base in Edinburgh and Terry Sloman will support customers in London and the South East. Both have experience within the construction sector: Roger has spent the last 6 years with Clark Drain and Terry has over 35 years of experience working within merchants, most recently at Burdens, where he was a specialist in the water and utilities sector.

Roger commented, "I see this as a great opportunity to work for a market leader with a great reputation. It's an exciting time for the company with new product ranges and a focus on adding value for the customer."

Terry Shroff will now focus on the East Midlands region, while Lee Davies moves to cover the North East.

The changes come hot on the heels of the company's promotion of Scott McMurray to the position of UK and Ireland Sales Director. Scott's background, prior to joining Flexseal around 18 months' ago, was in the heavyside merchanting sector.



Scott McMurray

Managing Director Lee Pashley commented, "Scott has brought invaluable expertise into the company and works with such energy and enthusiasm. His promotion reflects how central to the company our relationships with our customers are."

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KINGSPAN LOWER LAMBDA PRODUCTS HIT THE SHELVES

Kingspan Insulation has revolutionised rigid insulation technology with the launch of four new low lambda products for floor, wall and soffit applications, which deliver premium thermal performance with a minimal construction thickness.

Now available at selected builders' merchants nationwide, the new Kingspan Kooltherm lower lambda products offer a thermal conductivity of just 0.018 W/m.K across all available board thicknesses — the lowest for any rigid phenolic insulation board. Along with the Kingspan Kooltherm K106 and K108 Cavity Wall Board launched earlier this year, the expanded range includes Kingspan Kooltherm K103 Floorboard, K110 and K110 PLUS Soffit Board, and K118 Insulated Plasterboard.

Their advanced fibre-free insulation core ensures that outstanding fabric performance can be achieved on any project without having to compromise on internal living or working space. The insulation boards are non-deleterious, lightweight and can easily be cut with a knife or fine-toothed saw, making them quick and simple to install.

All Kooltherm, Therma and KoolDuct insulation products and cavity closers manufactured at Kingspan Insulation's facilities in Pembridge and Selby are certified to BES 6001 'Excellent'.



For your nearest stockist, please contact the Kingspan Sales Team on: +44 (0)1544 388 601

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CENTURION OPENS THE DOOR TO BUILDERS' MERCHANTS WITH NEW URFIC RANGE

Leading supplier of hardware, ironmongery and tools, Centurion Europe, has launched a range of superior quality door handles under the URFIC brand, ideal for the builders' merchants market.



Manufactured in Portugal using cutting edge technology, the URFIC range includes a choice of traditional, contemporary and commercial designs, all benefitting from sea salt testing, spring cycle testing and a 25 year guarantee.

The comprehensive range comprises lever latches, lever locks, bathroom sets, lever rose handles and escutcheons in a variety of styles and finishes. With much of the range fire rated to FD30 or FD60 the URFIC range is ideal for new door installations, or DIY upgrades and represents a great opportunity for builders' merchants to offer a high quality, well-respected range to their customers.

Peter Stone, Sales and Marketing Director, said, 'We are very excited to be able to offer the new URFIC branded range of door handles to builders' merchants. With over 50 year's expertise in manufacturing top of the range door furniture, the URFIC brand represents longevity and quality, and further strengthens the merchants' offering.'

For more information on the new URFIC range from Centurion, please visit the website at www.centurioneurope.co.uk or call 01302 788700.

CELOTEX ANNOUNCES NEW INDUSTRY-LEADING FLAT ROOFING RANGE

Celotex, specialist PIR insulation providers with over 90 years of experience in the industry, unveils a new innovative range of flat roofing solutions giving installers a versatile, quality product range. The range comprises three products; Celotex Crown-Bond, Crown-Up and Crown-Fix.

Celotex is committed to continual product development and is proud of their strong partnerships and relationships throughout the world of construction. Through collaborative customer relationships, internal expertise and non-negotiable high standards, Celotex' new Flat Roofing range meets the high standards of integrity and performance the market demands.

The Flat Roofing range has been created in conjunction with contractors, installers and distributors. It was developed and rigorously tested for an 18 month period prior to its launch to ensure the result is of the highest standard, while giving installers a solution to meet their needs. Celotex Crown-Bond in particular embodies their values of expertise and clever solutions, offering cutting edge thinness and thermal performance. Now over 6 months since launch, the product range is going from strength to strength, with multiple projects across the country.

Not only does this new range provide the practical excellence and performance required, but Celotex customers enjoy the benefits of personal expert advice, support and service synonymous with the brand's name, which is unmatched in the market. In addition, Celotex' unrivalled, intuitive online support gives customers access to practical project management tools, including an easy to use U-value calculator.

For more information visit: <http://celotex.co.uk/flatisback>

EMBRASS PEERLESS LAUNCHES NEW PRODUCT RANGES

Embrass Peerless, the UK's leading independent plumbing distributor has expanded their already substantial range to include a number of new Embrass Peerless brand products for Builders and Plumbing Merchants.

These new products include the Eclipse, a Universal Energy Efficient Circulating Pump; a full range of Embrass Peerless Plastic Traps; Embrass Peerless WRAS approved Float Valves and Flush Valves; End Feed, Compression and Solder Ring Buckets and a Peerless Chrome Bath Filler.

Managing Director Ian Barratt said "developing new products and ranges is an integral part of our business enabling us to offer quality products to our customers at attractive price points"

Embrass Peerless also now stock ranges from leading manufacturers Loctite, Philmac, Floplast and Fluidmaster. These join the existing comprehensive range of over 3500 products which includes general valves; compression, end feed and solder fittings; heating, gas and oil products; rainwater and soil fittings; brass and plastic wastes and traps and more besides.

Embrass Peerless also stock and supply the UK's largest range of plastic and chrome bath, basin, shower wastes and toilet fittings.

Further information about Embrass Peerless can be found at www.embrasspeerless.co.uk or by calling our Sales Office on 0845 634 9004



50 years supplying hard landscaping products to builders merchants.

Castacrete are delighted to offer you L'Altra Pietra, which is Italian for 'The Other Stone'

This beautiful external porcelain paving is becoming hugely popular in an ever growing market for contemporary paving finishes. Home owners, landscapers and garden designers want a product that is sophisticated and stylish as well as hardwearing and easy to maintain. This collection supplies all of this.

Characteristics of 'L'Altra Pietra:

- Hardwearing and highly durable
- Easy to keep clean and minimal maintenance
- Slip resistant – rated R11
- Versatile colourways
- Manufactured in Italy

Some of the benets of L'Altra Pietra:

- Reduced attack from mould, moss, and algae
- Frost resistant and salt proof
- Practically zero water absorption
- Easy to install and versatile

We currently have four designs each in their own superb contemporary colours:

- Castello 600mmx600mmx20mm smooth riven finish
 - Colosseo 600mmx600mmx20mm with a slightly textured surface finish
 - Calanca 400mmx1200mmx20mm plank
 - Cassetta 300mmx120mmx10mm and 20mm a timber plank effect
- Bespoke sizes and accessories are available.

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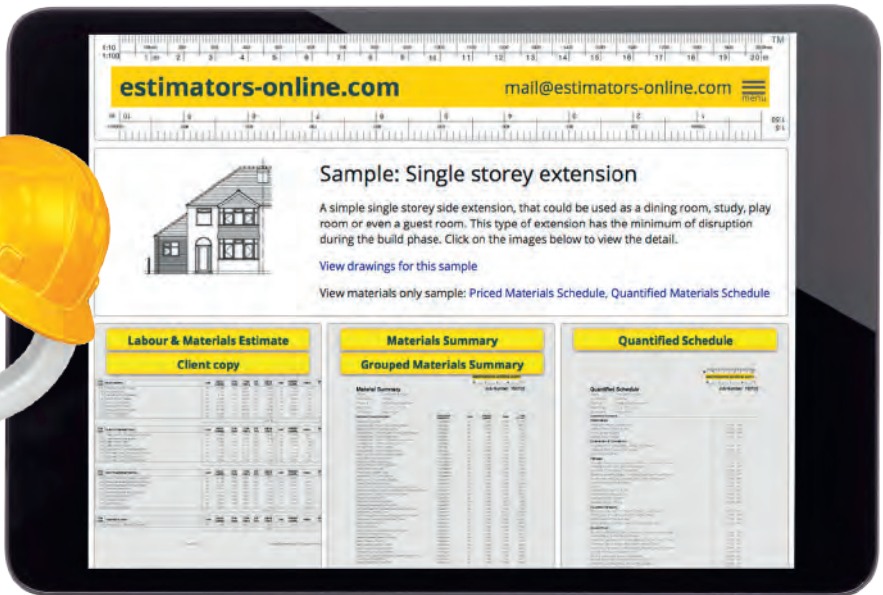
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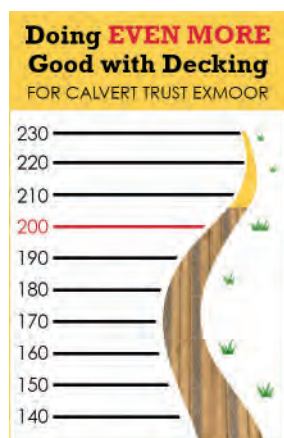
FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 661 4182

SNOWS' CUSTOMERS GO OVER THE TOP FOR CALVERT TRUST EXMOOR

“Our customers are simply the best,” says Mark Bowers, Product Director at Snows Timber: “They’ve yet again helped us to exceed our target for donating antislip SnowGrip decking to Calvert Trust Exmoor. We’re now hoping they’ll take our totaliser to even greater heights.”

Through their normal Snowdek decking & accessories orders since springtime, Snows Timber’s customers have been accumulating a total of donated lengths of anti-slip decking, which Calvert Trust Exmoor, the adventure holiday centre for the disabled, uses to make wheelchair-friendly pathways to the activity areas around its site.

“This is the second year Snows’ customers have helped to



make a real difference to disabled guests holidaying at Calvert Trust Exmoor,” says Mark Bowers. “We’re very grateful for everyone’s support. Can we go further together? To coin a phrase from US President Obama: yes we can!”

Updates to the totaliser can be found at www.snowstimber.com or on @SnowsTmber on Twitter, until the end of September.

THE HANSON MERCHANT ACADEMY



To help its merchant customers enhance their service and maximise profits, Hanson UK has launched a free online training portal – The Hanson Merchant Academy.

The move, from one of the UK’s largest suppliers of packed cement,

aggregates and construction materials, will help merchant staff improve their knowledge of Hanson’s cement product range so they can be confident they are selling the right product for the job.

Andy Simpson, commercial director – packed, explains: “The new training portal is easy to use and will help *our* customers provide a better, more knowledgeable service to *their* customers. It also offers advice on positioning the products in branch, which will help merchants grow sales.”

The Hanson Merchant Academy provides an understanding of the company’s core product range and to date offers two modules: packed cement and ready-to-use products. The cement module, for example, includes background information about how cement is manufactured and what it can be used for. It then highlights the key benefits and uses before a short test completes the training.

Andy added: “This is another example of our commitment to customer service and will help merchants drive sales and profit by ensuring they have the right product for the right customer at the right time.”



To visit the Hanson Merchant Academy, go to: www.hanson-academy.co.uk

MAKE IT UNION

“Three solid reasons to choose UNION... quality, reliability and expertise”, says Eryl Jones, Managing Director of ASSA ABLOY Security Solutions, a UK division of ASSA ABLOY, the global leader in door opening solutions.

UNION, an ASSA ABLOY Security Solutions brand, is currently rebranding and here, Eryl Jones explores what this means for installers.

Over the last year, UNION has sought and listened to feedback from installers on how it can continue to provide the quality and value they expect from UNION and how they can deliver even better products and service in the future.

Eryl explains some of the activities that have been undertaken in the last year.

“We have spent considerable time visiting our customers and have listened to their feedback. Most importantly, we’ve learnt from what they had to say and this feedback has formed the basis of our rebrand and will continue to inform the future of UNION.”

The most easily identifiable part of the UNION rebrand is the look and feel. We have simplified the look and feel of our branding to make it more impactful and easily recognisable. This will give the UNION brand an increased visual presence with our distribution channels, as well as installers and end users.

Although, the rebrand is predominantly about the look and feel of UNION, considerable investment in research and development is also being made,

culminating in new product offers. This includes a complete refresh of our door closer offer.

The rebrand campaign focusses on the three solid reasons why installers should choose UNION. First and foremost UNION stands for expertise. We have a rich heritage dating back to 1840.

Expertise around UK design and product development is retained in house; so that installers can be sure they are fitting a product they can trust. “British design and product development helps us to guarantee that our products have excellent quality and reliability.

This has been fundamental in providing the product assurance and value, that is essential in building and maintaining installers trust in the UNION brand.”

For further information please visit www.uniononline.co.uk

Alternatively like UNION’s Facebook page <https://www.facebook.com/UNION.ASSAABLOY/>

Or follow @UNIONlocks on Twitter <https://twitter.com/UNIONlocks>

Or follow us on LinkedIn <https://www.linkedin.com/company/assa-abloy-uk>

A smashing success

The 2016 Bob Beaver Memorial Clay Pigeon Shoot on 14 July at the Royal Berkshire Shooting School was attended by over 70 guests from Builders Merchants and Suppliers who joined forces to take on the challenge of becoming the industry's 'Top Gun', whilst raising money for the Rainy Day Trust, one of the charities that supports those who work or have worked in the sector.

The event sponsors – the BMF, Crystal, Dickies, IKO, Knauf Insulation, Makita, Monument Tools, NMBS, Toolbank and Yale – plus their guests, had the envious task of spending a spectacular day out of the office in the beautiful Berkshire countryside.

Garry Clement-Boggis from Kinetica Design took the Top Gun award and is the proud custodian of the Bob Beaver Trophy until 2017. Just one broken clay behind was Malcolm Partridge of Frank Key Group, who was runner up for the second year running.

The shoot also caters for those who haven't shot previously and, under the guidance of the UK's most experienced and leading instructors, Martin Garraghan (IKO) and Nick Brine (Makita) both finished on identical scores in the Rookie Shoot-out and were awarded a bottle of Champagne each.

This year saw an increase in the number of ladies taking part. The award for the Top Scoring Lady in the Rookie section went to Jane Rigby of MRA Marketing.

Whilst a great fun day out, the event not only provides a great platform for shooting, but is also a terrific place to catch up with what is happening in the industry, whilst relaxing and networking with some of the leading personalities in the Merchant sector. In all the event raised just over £8,000 for the Rainy Day Trust.

The third Bob Beaver Memorial Shoot will take place on 13 July. For further information email **Michael Dark** at mda.mail@virgin.net



Overall Winner Garry Clement-Boggis with Andy Williamson and Christine Beaver



John Newcomb (BMF MD) awarding Runner Up Prize to Malcolm Partridge



Clay Conservationists Team

Walking with the Wounded

The BMF continues to support Walking with the Wounded, the charity which raises funds to retrain and re-skill our wounded and support them in finding new careers outside the Military.

The BMF will welcome back guest speaker retired Lieutenant Colonel Stewart Hill to the Branch Managers' Forum in November 2016, a beneficiary of Walking with the Wounded following



his critical injuries sustained whilst leading the largest ever ground battle with the Taliban in Afghanistan. Stewart will share inspirational leadership lessons with delegates.

Proceeds from the BMF Burns Supper raffle in January 2017 will also be donated to Walking with the Wounded. For more information visit www.walkingwiththewounded.org.uk

Vado Rally

The BMF are entering two teams into the VADO Rally this September, driving cheap and cheerful cars (max value £500) and driving from the UK to Monte Carlo, over a 3 day period, travelling through 8 countries.

Similar to the official rally, challenges will be set as the teams travel through the different countries, before ending up in Nice, France for the final night. The BMF are hoping to raise a serious amount of money for The Rainy Day Trust. Please support us and donate as little or as much as you wish at www.justgiving.com/BMFVadoRally. Your support would be greatly appreciated.



Rainy Day Trust

Proceeds from the BMF Awards Dinner raffle in September 2016 will be donated to the Rainy Day Trust. For more information about the Rainy Day Trust visit www.rainydaytrust.org.uk



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BMF branding

The power of branding

Members are increasingly using the BMF brand on their advertising, literature, vehicles, showrooms, email signatures, websites and even their stationery (as shown below). Why not join them and use the BMF to enhance the power of your brand? By doing so you demonstrate the quality and integrity of your business.

The BMF can supply guidelines for members to use electronic logos, customer literature, vehicle and window stickers, including the new BMF Plumbing & Heating member stickers (pictured below).



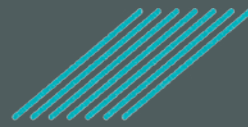
Members' advertising

On product



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* Compared against standard woodscrew



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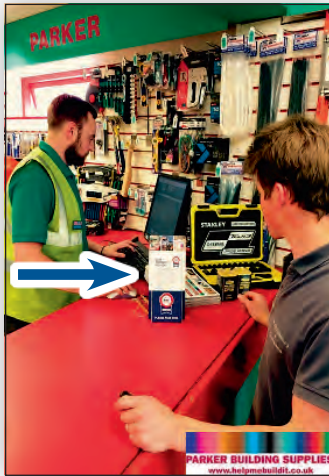
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BMF branding

On esignatures



In store



Members' stationery



Contact **Christine Wall** at christine.wall@bmf.org.uk for details and to order electronic or printed logos and window and product stickers.



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To view Urfic's full UK design options, visit www.urfic.co.uk Contact us at sales@urfic.co.uk or call 01767 315468

SWIFT ELECTRICAL, HOTPOINT AND WHIRLPOOL TRADESHOW A ROARING SUCCESS



Swift Electrical Wholesalers are celebrating the success of their Hotpoint/Whirlpool Tradeshow in July

Customers were given a first-hand opportunity to see the brand new Built In and Freestanding ranges of appliances from Hotpoint and Whirlpool. Following Whirlpool's acquisition of Hotpoint in 2014, the launch of a new product line had been greatly anticipated and the models didn't fail to impress visitors who flocked to the three day event.

"These appliances really reflect the coming together of two giants in the industry," said Jamie Wells, Swift Electricals Marketing Manager, "Not only are they packed with features such as



pyro-cleaning, auto-programmed recipes and induction ovens, but the clean lines and touch control panels give them a design flair that will stand up against anything else in the market."

Hosted in the Swift Gallery in Stoke on Trent – the UK's premier motorsport gallery, the event welcomed customers from all across the country to see over 60 products on display. David Tonge, Swift Electricals Area Sales Manager for the North West said "It was important for retailers to be given a chance to touch the models, to actual feel the build

quality. Once you get retailers engaged, that enthusiasm spills over to the end consumers. The response has been incredibly positive all round and that's reflected in my order book!"

It was hoped that the tradeshow would not only give retailers the opportunity to see the new products but would also help cement the partnership between Swift, Whirlpool and Hotpoint – a long term partnership that has been going since the days of Philips-Whirlpool and Creda" added Wells, "It's been a success for all involved."

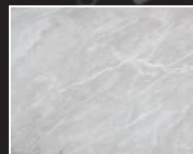
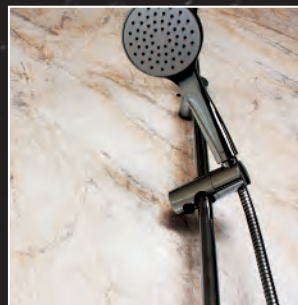
Both full Whirlpool and Hotpoint ranges plus the highly anticipated, new Built In range from Indesit are available from Swift Electrical on 01782 748902 or via their website www.swiftuk.co.uk



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KALSI UNVEILS NEW KLADDING RANGE

Internal wall and ceiling cladding panels from Kalsi Group

Kalsi Group, a specialist in the manufacture of low maintenance building products, is pleased to announce its launch of Kladding, a new decorative internal cladding panel system. A stylish alternative to tiles Kladding is simple to install and easy to maintain. It is available in a wide range of sizes, colours and finishes from approved Kalsi stockists.

Fitted with minimum fuss and without the need for grout, Kladding is an efficient and cost effective alternative to traditional tiles. Designed to be used on walls and ceilings the waterproof panels are perfect for showers, bathrooms, wet rooms and splashbacks. Providing a wipe-clean surface the decorative wall panels can be used in any room of the house, office or workplace, including food preparation areas.

In addition to the standard Kladding panel system Kalsi also offers MULTITILE, an attractive tile effect panel system with an illusion of grout. Available as small, medium and large tile format in sand, light grey and black. As with the standard Kladding range the 8mm MultiTile doesn't require grouting.



The Kladding range also includes a one metre wide shower panel. A range of trims, corners and infills is available across the range to ensure a professional finish every time. With the 5mm, 8mm and 10mm Kladding product coving is also available.

For more information on Kladding and other Kalsi Group products please visit www.kalsiplastics.co.uk or call 0121 693 0373.

Keep up to date with the latest news from Kalsi Group via Twitter (@KalsiPlastics), Facebook, Google+, LinkedIn and YouTube, or visit kalsiplastics.co.uk.



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THE NEW SUPERHERO FOR INDEPENDENT MERCHANTS

Heating engineers might be the hero of the day for homeowners who find themselves in hot water, but who's there to come to their rescue? With leading UK boiler manufacturer, Baxi's super light, super compact, super connected new boiler already on its way, independent merchants will soon be able to offer their customers a solution for all of their domestic installation needs.

Coming soon, the latest range of boilers from Baxi, available exclusively to independent merchants, will help to make light work of installation, with its compact design making it easier to install than any model before. The new boiler has a whole array of new time-saving, easy-to-use functions and is compatible with most smart technology, which is sure to make it the new number one choice for the UK's heating heroes.

The range has been designed from the ground up through consultation with installers, meaning that everything from its inner workings to the installation process and packaging has been designed with the needs of the industry in mind.

The boilers will also be eligible for the manufacturer's loyalty scheme, Baxi Works, allowing installers to rack up their points every time they register one, and trade these in for anything from shopping vouchers to the latest smart TV or a round of golf.



For more information on the latest launch, please visit www.baxiworks.co.uk

FAKRO ROOF WINDOWS INCORPORATE Z-WAVE WIRELESS TECHNOLOGY



For those building a Smart home, FAKRO thermoPro FTP-V natural pine and FTU-V white, PU-coated pine roof windows have met the stringent conformance requirements for Z-Wave wireless technology certification. They can therefore be operated alongside compatible appliances from more than 200 of the world's leading manufacturers including Apple, Intel, Panasonic, GEC and Danfoss. In addition, Z-wave windows also have a rain sensor to activate automatic closure.

Operation can be from a laptop, mobile or tablet as well as through single or multi-channel wall keyboards and programmable remotes. These enable home owners to create their own personalised system with a virtually unlimited range using options such as the ZWPTV multi-channel remote. This has a display screen and capacity to operate 36 receivers separately or 231 in groups.

FAKRO also offers a choice of electrically controlled and solar-powered external awning blinds to absorb solar radiation before it reaches the glazing. Protection is around eight times more effective than can be provided by any internal blind while natural light is also allowed to pass through.

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AWMS NEW 'ALL-IN-ONE' PRICE LIST FOR MERCHANTS

Alumasc Water Management Solutions (AWMS) introduces a new and extended trade price list for builders' merchants replacing its previously standalone lists for Alumasc Rainwater and Harmer Building Drainage.



The annually updated price lists have been transformed into a combined 300+ page directory that includes Alumasc Rainwater, Harmer Drainage and a new section for Gatic Civil Drainage. Merchants will now benefit from having all the information accessible in one place, including details on free technical and customer service support. Chapter pages, colour coding and a new index will help merchants look up what they need easily and quickly.

The price list covers AWMS' leading range of metal rainwater – Aluminium, Cast Iron and Steel; new products from Harmer with Modulock roof drainage, Modular 120 high performance stainless steel channels, and SML below ground drainage; and the addition of slot and channel drains from Gatic Civil Drainage – Slotrain, ProSlot and Filcoten®.

Marketing Manager Ben Green explains: "AWMS represents an integrated approach to water management, from rain to drain. So it made sense that we also combined our price list to reflect our rain to drain solutions."

Call 0808 100 2008. Visit www.alumascwms.co.uk. Follow @AlumascWMS

THE ERP SOFTWARE MARKET IS EXPECTED TO BE WORTH £27 BILLION BY 2020. HERE ARE 5 ADVANTAGES OF USING AN ERP SYSTEM

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ERP software enables you to store documents online, (via the cloud for example,) keeping them secure and organised.
- **Everything in one place**
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You can also give real-time updates to your employees at all levels.
- **More informed business decisions**
Having multiple data sources can cause havoc when you're

trying to manage your business effectively.
ERP software allows you to have all of your data all in one place, so you can make more informed business decisions.
• **Increased customer satisfaction**
Customers like accurate delivery dates and to know whether the item they want is in stock.
With the increased visibility and control which comes with an ERP system, you can give them that information.
• **Cost savings**
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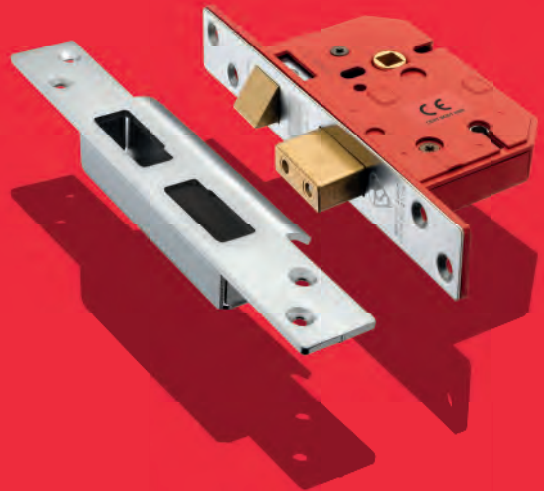
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Quality, Reliability, Expertise...

...three solid reasons to choose UNION

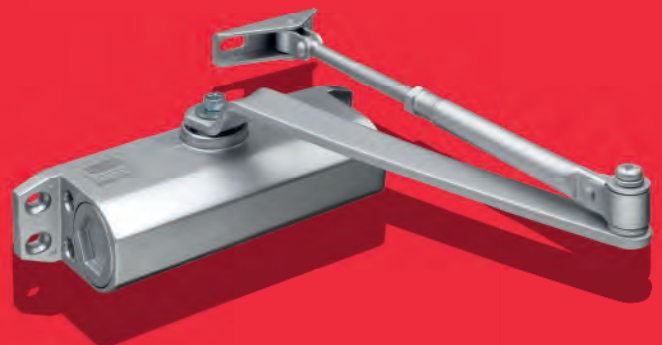
UNION quality

Achieving the perfect combination of technology and materials, each and every one of our products is manufactured to the highest specification – resulting in a quality of product that others can only aspire to.



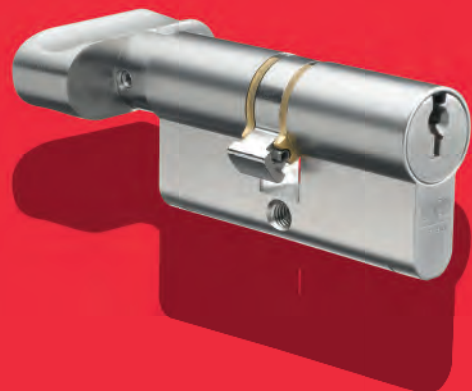
UNION reliability

All of our products undergo the most rigorous testing – way beyond normal UK standards – in order to guarantee the longest lifetime of excellent performance.



UNION expertise

Established as a manufacturer back in 1840, our expertise and heritage is second to none and combined with ASSA ABLOY's dedication to research and development - you can be confident that you're fitting a product you can trust.



For further information please visit www.uniononline.co.uk
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