Autumn 2017

# One Voice

THE OFFICIAL BUILDERS MERCHANTS FEDERATION MAGAZINE

www.bmf.org.uk

# **Members' Day and Build Show edition**

News • Business • Products • Training • Events







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Scan the QR code opposite with your smartphone to go direct to the Builders Merchants Federation website.



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# **Cover Story**

# **BMF wins Best Practice Skills Development Award**

he BMF scooped a Special Prize at the 2017 Trade Association Forum Best Practice Awards, winning the Skills Development Award for the second time (the first was in 2015).

The Award recognises the Federation's promotion of a professional career path for merchants and building materials manufacturers, which is supported by academic qualifications and skills training.

Commenting on this accolade, BMF CEO John Newcomb said: "It is a remarkable achievement to win this prestigious Award. Many TAF members have far larger operations than the BMF and it is testament to the BMF team that our work to support our members delivers competitively against the best of the best."

"After the BMF also being shortlisted for the Member Engagement category (for reaching and engaging with





the full range of our members at sector specific Forums) and the Commercial Initiative Award (for the groundbreaking Builders Merchant Building Index (BMBI), we are thrilled to have won the Skills Development Award again, and will continue to build on this success to support our growing membership with services that help them to succeed in their markets."

Congratulating the team, BMF Chairman Peter Hindle MBE said: "This is the second time that the BMF has won this Award, and it is a tribute to the professionalism of the whole team. I am delighted their hard work has been acknowledged."

The TAF Awards recognise, reward and promote best practice amongst trade associations in the UK. The Awards ceremony at Drapers' Hall in London was attended by over 200 guests, including BMF Chairman Peter Hindle MBE, Charles Ledigo (Reisser Chairman and BMF Board member), Lucia Di Stazio (MD of MRA Marketing) and Alison Parkes (of Alison Parkes Consulting), and the BMF head office team.



# **BMF Conference**

### **Headline Sponsor:**









# The sell-out BMF All Industry Conference was attended by 430 people. Here are some of the highlights:



Golf Tournament at Pannonia Golf & Country Club, sponsored by Alumasc WMS and Bradstone



Making strudel on the Gourmet Tour of Budapest, sponsored by Alumasc WMS and Bradstone

Gourmet Tour of by Alumasc WMS and

L-R: Conference Host Gethin Jones, BMF Chairman Peter Hindle MBE, BMF CEO John Newcomb

"I thought the conference was one of the best ones I have been on – couldn't really fault it at all, venue was excellent, speakers and food excellent, and the bar never seemed to close...!"

Jim Rance, Kings Langley Building Supplies



L-R: Gethin Jones, Floyd Woodrow, MBE DCM, elite leadership specialist, Kenton Cool, World leading mountaineer and guide



Dave Robertson, Commercial Director, Fakro



River cruise, sponsored by Marsh Industries, SIG and Rockwool

"BIG congratulations on pulling off one of the most thought-provoking, entertaining and enlightening conferences yet. The speakers were all excellent. The event was extremely well organised and polished, you must be very-very pleased."

**Malcolm Gough, Natural Paving** 

# The opportunity that **KEEPS ON GROWING!**



# **BMF Conference**



Steve Ingham, CEO, Page Group



Michael Jackson, Change Agent



Adrian Dobson, Executive Director, RIBA



Steph McGovern, BBC Breakfast presenter



Sally Gunnell OBE, Olympic 400m hurdles gold medallist



Lord Paddy Ashdown, former leader of the Liberal Democrats

"Great conference; professional, beneficial, brilliantly executed."

Jonathan Collier, Monument Tools



Merchant/supplier exchange, sponsored by BMN

"The BMF conference this year provided insight from within the industry and from some excellent specialist presenters. The whole conference hung together really coherently around Change, Challenge and Opportunity and provided some great networking and food for thought. One of the best conferences I have been to."

**Paul Turner, Wolseley** 



Dinearound at Gundel Restaurant



L-R Peter Hindle MBE (BMF Chairman), Glen Sabin (Polypipe), Andrew Harrison (Travis Perkins), Steph McGovern (BBC), Shanker Patel (Lords), John Newcomb (BMF), Gethin Jones



Mark Mallinder (E H Smith) at the Marketing Industry Forum, sponsored by MRA Marketing



# Industry sets fundraising record at merchants' best-ever Conference

record sum of £71,531 was raised for charity during the Gala Dinner that concluded its All Industry Conference in Budapest last weekend. The total was even higher than the estimate given on the night. The money will be divided equally between Variety, the Children's Charity, the charity of the Crystal Clear Group, and the Teenage Cancer Trust, the BMF's charity of the vear.

Conference delegates showed their generosity in many different ways throughout the evening. The highlight was a special auction where the star lot, a Fiat Abarth 595 Tourismo donated by the Crystal Clear Group, sold for £19,000.

Comedian and impressionist Jon Culshaw,



Gala Dinner at the Castle Bazaar, sponsored by Polypipe and Crystal Direct

who has strong links with Variety, joined Conference host, Gethin Jones on stage to encourage every member of the audience to get involved. A silent auction of lots ranging from holidays to sporting memorabilia raised well over £30,000 and, after Paddy Ashdown's excellent speech earlier in the day, there was no surprise when someone bid £3,000 to lunch with him.

John Newcomb BMF CEO said: "We hoped to raise an exceptional sum for two very deserving charities and I am unbelievably proud of the industry for achieving even more than we ever imagined. I'm told that this is the highest sum our industry has raised for charity in a single night and I would like to thank everyone who contributed. I must also thank Martin Randall and the Crystal Clear Group whose donation of a limited edition car caught everyone's imagination and made such a significant contribution to the evening's overall fundraising."

Martin Randall. Crystal Clear Group Chairman and Variety patron said: "I can only



Jon Culshaw and Gethin Jones at the Gala Dinner

echo John's appreciation of our colleagues in the industry. These valuable funds will help both charities continue to make a difference to the lives of the people they support."

Expressing his appreciation, Keith Yonish, Marketing & Commercial Director at Variety, the Children's Charity, said: We cannot thank enough the BMF, its members and Martin Randall of Crystal Direct for their support and generosity. We are overwhelmed by the amount raised for Variety, in just one evening. This muchneeded donation for the charity will certainly go towards helping make a real positive difference to disabled and disadvantaged children and young people across the UK."

The Gala Dinner was the climax of what many delegates have described as the best BMF All Industry Conference yet, where they were inspired, educated, entertained and had plenty of opportunities to network

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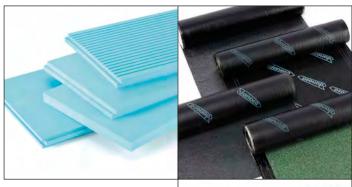
"An excellent event and congrats to the whole BMF team for organising." Steve Doig, Rockwool

I have been on. The stories I have heard from others are similar."

"A great

Simon Blaxill, Kent Blaxill





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# BMF Membership hits new high at 600

embership of the BMF continues to rise, with the Federation welcoming Cardiff-based FW Morgan as its 600th member on 1 July.

Over the last five years the BMF has developed and implemented a strategy that has seen positive benefits for every sector of the building materials supply industry. The result has been a surge in membership amongst merchants and their suppliers

of every size and in every part of the country. FW Morgan, for example, is the 46th member of the nationwide h&b buying group to join the BMF.

John Newcomb, BMF CEO said: "The BMF plays an extremely important role in representing the interests of our industry and has become the sector's must-join body, with member numbers at their highest since 1995. We are the fourth largest construction



trade organisation in the UK and our views are increasingly sought by policy makers at every level of government. Our voice is also receiving greater exposure in both mainstream and digital media, helping to

build wider understanding of the merchant industry."

BMF members include builders', timber, plumbing & heating, roofing and landscaping merchants and the building materials firms that supply them. Their combined annual sales exceed £27.4bn and they employ over 120,000 people. Of the total membership, 316 are merchant companies, operating from 4,900 branches across the UK.



# **CAN YOU AFFORD NOT TO ATTEND?**



# **BMF Branch Managers' Forum**

14-15 March 2018 at BMF Head Office, Coventry

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- ✓ Save money

"As a newly-appointed Manager I learnt so much from the 2 days."

### **Andrew Betchley, Parker Building Supplies Ltd**

"The content of the course was perfect. lust the right amount of speakers..."

**Daniel Rossiter, Travis Perkins** 

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# BMF announces award finalists for Members' Day

he BMF will present Supplier Engagement and Training Company of the Year Awards again at this year's Members' Day Awards Dinner on 20 September.

# **Supplier Engagement award**

The finalists from more than 200 suppliers in BMF membership are: ACO, Crystal Direct, Encon Insulation, Fakro, JCB, Marsh Industries and Monument Tools. The award is sponsored by MRA Marketing for the second year running and recognises those suppliers who have worked closely with the BMF during the last 12 months. Last year's winner was JCB.

The shortlisted companies have all successfully integrated membership of the BMF as a core element of their sales and marketing strategies and have fully supported the BMF through attendance at meetings and events, and through some form of sponsorship of one of the BMF events.

BMF Chief Executive John Newcomb said "Suppliers are a fundamental part of the BMF membership. This award is a great way of recognising the outstanding engagement by our more active supplier members, through their participation in training, events and sponsorship. We would like to congratulate all of this year's



Supplier Engagement of the Year Award 2016 Winner - JCB pictured L-R: Lucia di Stazio (MRA Marketing, Darren Brookes (JCB), John Newcomb (BMF)

finalists and look forward to announcing the winner."

### **Training Company award**

This year there are nominations from each of the five BMF Regional Managers across the UK. The award is sponsored for the second year running by Professional Builders Merchant magazine. It is awarded to the BMF Merchant member company who has invested heavily in their team during the last 12 months by utilising a variety of BMF training courses and solutions such as the Branch Managers Forum, Master Merchant, the

BMF Diploma and Postgraduate Diploma as well as apprenticeships and training courses. Last year's winner was Parker Building Supplies.

This year's five finalists are Haldane Fisher, Howarth Timber, TG Builders Merchants, LBS, Chandlers and Builders Supplies. All of these Merchants have shown not only a commitment to training as a core element of their business but have demonstrated their support of the BMF by using the BMF for the majority of their Training solutions.

John Newcomb said "Ongoing commitment to training is a vital part of any successful business. This award is a great way of recognising the outstanding commitment by our more active merchant members. We would like to congratulate all of this year's finalists and look forward to revealing the winner."

The BMF's annual Members' Day Awards, sponsored by Encon Insulation, will take place after the BMF Members' Day Conference on 20 September at Jurys Inn Hinckley Island Hotel in Leicestershire. You can book your place at Members' Day now at www.bmf.org.uk/events or for more details contact June Upton at june. upton@bmf.org.uk.

# Tim Rowbottom elected to BMF Board

Tim Rowbottom of Collier & Catchpole Ltd, has been elected to the Board of the BMF with effect from 1 September 2017. He replaces Kevin Fenlon of RGB who stepped down due to work commitments, having served a three-year term of office.



# **New BMF staff**

Emily Keen joined the BMF staff team in August as BMF/IOBM Business Administrator. Emily will divide her workload between supporting the BMF and the IoBM. For the last 8 years Emily has been working as an Office Administration Co-Ordinator for a local company, MSR Electronics, reporting to the Managing Director. She has a BA Honours Degree from the University of Leeds and a BTEC Diploma in Media Studies from Sutton Coldfield College in Birmingham. The BMF Apprenticeships Training Agency has placed Chloe Hawkins as a Customer Service Apprentice Level 2 to start working with the BMF staff team in Coventry in September.

We wish Emily and Chloe every success in their new roles.



**Emily Keen** 



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# Merchants rewarded at Master Builder Awards

For the first time, the BMF has partnered with the Federation of Master Builders (FMB) to reward some of the best merchants in the country alongside the UK's best builders in the Master Builder Awards.

The competition is judged in two stages, and the six regional winners of the BMF Builders Merchant Award have now been announced. See box for winners.

John Newcomb, BMF CEO said: "The members of the BMF and the FMB are two halves of the same coin. Both ultimately serve the communities in which they operate. We were Midlands North Northern Ireland South Scotland Wales

delighted to further cement our relationship with the FMB by adding to this year's Master Builder Awards. The FMB Awards celebrate the work of small and medium sized builders who have demonstrated excellence both in their standard of work and their customer service. Similarly, for the BMF Builders Merchant Award we were

E H Smith
Milford Building Supplies
Haldane Fisher
Parker Building Supplies
Beatsons Building Supplies
LBS Builders Merchants

looking for local merchants – be they builders', plumbing, heating, timber or decorating - who have focused on customer service to drive new business growth."

John Newcomb added: "We were delighted with the response and the quality of the entries and along with the FMB, we had a hard task selecting the six regional winners: We



wish them all luck as they go forward to the national final."

The national winner will be announced at the Master Builder Awards Ceremony presented by TV's Nick Knowles and to be held at the Park Lane Hotel on 15 September 2017.

# Ibstock Independent Builders' Merchants Forum

ohn Newcomb and Chris Wall of the BMF were delighted to attend the 20th Independent Builders' Merchants Forum hosted by Ibstock on 7/8 June at the Forest of Arden Hotel in Warwickshire.

With sustained growth being experienced throughout the construction sector, merchants from across the UK gathered to garner advice on capitalising on the growth opportunity and share opinions on continuing the upward trend.

The annual forum gave almost 100 merchants the opportunity to hear about the latest innovations from lbstock including design, technical, customer service and marketing support, as well as hearing about new products in the range.

Merchants were also given an exclusive first glimpse of Ibstock's new brickworks in Leicestershire – the result of a £54 million investment by the manufacturer. The state-of-the-art site, which opens later this year, is set to bring an additional 100 million bricks to the market every year (enough to build 15,000 houses), and will play a crucial role in ensuring merchants and their customers have the bricks they need, when they need them.

# **IBSTOCK**

Merchants also gained valuable industry insight from new Director of Sales – Builders Merchants, Simon Taylor, who presented an in-depth analysis of the current growth of the RMI market, before hosting question and answer sessions later in the day. Further sessions with lbstock's customer service team explored how the business can further support the bespoke needs of independent merchants.

# New Policy Outlook document

The BMF will launch its new policy outlook document in September. Members will be notified and a copy will be available on the website.

For more information please contact Brett Amphlett at **brett.amphlett@bmf.org.uk**.



# New Independent Merchant Forum





he BMF and National Merchant Buying Society (NMBS) have joined together to develop a oneday business forum for independent merchants.

The BMF & NMBS Independent Merchant Forum has been designed for merchants with annual turnover of £10m or less. The day-long programme will include expert presentations on Cyber Security, Digital Marketing, Distribution, Employment, Finance and EDI, Health & Safety, Leadership & Management and Training. There will also be networking opportunities for delegates throughout the day.

John Newcomb, BMF CEO, said: "The content has been designed for small and medium sized merchants where the business owners take a hands-on role within the business. This includes a significant number of BMF members, but we recognise that there are many other

SME merchants who we don't represent. NMBS is the largest buying society in the UK for independent merchants and joining with them to create and promote the event means that a far wider audience has the opportunity to benefit."

Chris Hayward, NMBS MD, said: "We are extremely pleased to be working with the BMF to facilitate the first educational Forum specially created for the vibrant SME merchant sector. In order to make the event as open and accessible as possible our two organisations are jointly underwriting all costs, so entry is free to delegates."

The BMF & NMBS Independent Merchant Forum takes place on Tuesday 7 November at the BMF's HQ in Coventry. Free delegate places are limited to two per company (terms and conditions apply). To reserve your place visit www.bmf.org.uk/events or contact june.upton@bmf.org. uk for more information.

# New meeting room sponsor at Elliott Court



The BMF are delighted to welcome the latest room sponsor at Elliott Court – Talasey/Natural Paving – who will sponsor one of the larger meeting rooms for the forthcoming year.

For more information about room hire at Elliott Court please visit www.bmf.org.uk/membership/RoomHire or call Deborah Kennedy on 02476 854980





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### **Feature**

# **Building Beyond Brexit -BMF Members' Day**

■he BMF's annual Members' Day event takes place on 19 and 20 September at Jurys Inn Hinckley Island Hotel in Leicestershire, sponsored by Encon Insulation. The theme "Building Beyond Brexit" will focus on the national need for more house building, as well as challenging BMF members to consider if they are doing enough to continue to build their businesses in a changing political and trading landscape.

### The programme includes:

- 19 Sept- Social Programme Golf Tournament (sponsored by Monument Tools) and Quad bikes and shooting (sponsored by First Event)
- 20 Sept Conference and Evening Awards Dinner (headline sponsor **Encon Insulation**)

For more details about Members' Day please visit www.bmf.org.uk/events.



**Headline sponsor:** 



### **Our hosts**



**Miriam Staley** 

Miriam, who kick-started a high profile career at the age of 26 when she made it to the final five of the first series of The Apprentice, will host the Business Conference. Following the TV show she joined Lloyds TSB, and has since developed her career as a dynamic facilitator and engaging speaker.



**Dominic Holland** 

TV and radio shows.

Dominic will host the Awards Dinner. The Sunday Times described him as "the UK's master of observational comedy". He has performed three sell-out shows at the Edinburgh festival, winning a coveted Perrier Award, written and performed in two comedy series for BBC R4 and appeared on numerous



Speakers include

**Ian McCafferty** 

**Member of the Monetary Policy Committee** Ian joined the Monetary Policy Committee in 2012 prior to which he had been Chief Economic Adviser to the CBI. He is a member of the advisory board of the UK Innovation Research Centre. He is a Fellow of the Society of Business Economists, and of the Royal Society for the encouragement of Arts, Manufactures & Commerce.



Prof. (Dr) Nigel MacLennan

Nigel is an accomplished speaker, No 1 best-selling author, coach and chartered psychologist. He has created 58 original publications on multiple areas of human psychology. He has a Degree in Psychology, a Diploma in Psychotherapy and Hypnotherapy, a Doctorate in Leadership Coaching, and is a Chartered Psychologist. He was a Director of the Chartered Institute of Management.



**Iadon Silva FCIPS** 

**Group Procurement Director, McCarthy & Stone** Jadon has been Group Procurement Director at McCarthy & Stone since November 2015. A Fellow of the Chartered Institute of Purchasing and Supply, Jadon was previously Director of Procurement at HomeServe, Head of Procurement at BT and also held procurement positions at both Carillion and Tarmac.



**Arthur McArdle** National Vice President, Federation of **Master Builders** 

Arthur owns and runs Woodfield Building Services (Staffs) Ltd, carrying out domestic and commercial refurbishments for local authorities, housing associations and the general public. He originally trained as a carpenter and joiner, before setting up his business in the mid 1980s. Has been an active FMB member since that time.



**lames Akrigg** 

Head of Technology for Partners, Microsoft James will share his expertise with delegates at BMF Members Day. He has worked in the IT industry for over 30 years, the last 16 at Microsoft in the UK. His passion for technology to deliver real value and benefit to businesses of all sizes is clear to see when he presents and meets with Microsoft partners and customers.



**Nicole Sykes** Head of EU Negotiations at CBI.

Nicole joined the CBI in 2015 to work on the organisation's work engaging the business community in the EU referendum, to ensure CBI member companies were analysing their relationship with the European Union, with a particular focus on the trading relationship, regulation, transition and the "no deal" scenario.





**Simon Weston CBE** (supported by The Build Show)

Thirty five years ago, the Sir Galahad was destroyed in Bluff Cove on the Falkland Islands. On board was Simon Weston, Welsh Guardsman, a name and face that was going to become well known for his struggle to overcome his injuries and redefine his role in life. Simon's message is one of achievement, of triumph over adversity, of seizing the moment and succeeding.





# The European clock is ticking

s MPs return to Westminster this week, it a good time to outline the situation about leaving the European Union. Brett Amphlett, BMF Policy and Public Affairs' Manager, highlights the positions being taken below and explains what the BMF has been doing since the Prime Minister triggered the EU Article 50 clause.

### The main players

The formal negotiations began on 19 June. The UK team is led by David Davis MP, Secretary of State for Exiting the European Union, who was Minister for Europe in John Major's Government. Mr Davis also chaired the Public Accounts Committee when Tony Blair was the Prime Minister.

The EU Chief Negotiator, Michel Barnier, was the European Commissioner responsible for financial services and the internal market before taking up his current role. In France, Mr Barnier was elected to the National Assembly and served as a government minister including as French Foreign Minister. The European Parliament has a say in ratifying whatever proposals are hammered out. Its Chief Negotiator is Guy Verhofstadt MEP who is a former Belgian Prime Minister.

# **Negotiations**

The Conservative Government set out its proposals and the direction it wants to take in the Brexit White Paper published on 2 February. Following the General Election, the minority Conservative Government gave more details about legislative changes it wants to make; negotiating 'red lines'; and future legal, tax and funding arrangements. Most of the proposals are well-known: (a) taking back control of our laws; (b) controlling immigration; (c) maintaining employment rights and consumer and environmental protection; and (d) trade agreements with Europe and other markets.

The European Commission





David Davis and Michel Barnier

in Brussels has set out the collective views of the other 27 EU Member States. In essence, the negotiating positions can be boiled down, as follows:

- leaving the Single Market and the Customs Union entirely
- taking Britain out of the jurisdiction of the European Court of Justice in Luxembourg
- no longer paying billions of pounds in EU financial contributions
- bringing down net migration to tens of thousands
- protecting the rights of British people who currently live and work in Europe (and vice-versa)
- "no deal is better than a bad deal".

### EU

- Britain cannot stay in either Single Market or Customs Union without sticking to 'four freedoms' laid down in EU treaties - namely freedom of movement of goods, people, services and capital
- UK must pay a financial 'divorce' settlement - a figure of €75 billion is often mentioned
- negotiations must be done in sequence, not in parallel - talks on Britain's departure and a financial settlement to be concluded first before the EU will talk about a future trade deal
- deciding on method of resolving EU-UK disputes post-Brexit - i.e. European Court of Justice
- prioritising the unique

- position between Northern Ireland and the Republic to avoid a 'hard border' and the reintroduction of border controls and customs' checkpoints
- protecting the rights of Europeans who currently live and work in UK (and vice-versa).

### Legislation

In July, ministers published the EU Withdrawal Bill - often called "Great Repeal Bill" - as draft legislation for Parliament to scrutinise now that MPs are back. The aim is to pass a new Act of Parliament to incorporate existing EU **Regulations and Directives** into UK law so they apply after Brexit. Ministers also propose to give themselves the power to change secondary legislation.

In the Queen's Speech (21 June), 8 new pieces of draft legislation were announced. The most relevant to BMF members are a Trade Bill, a Customs Bill and an Immigration Bill:

- Trade Bill aims to boost the UK as a global trading nation; protect UK firms from unfair trading practices; and allow an independent trade policy to operate the day after Brexit
- Customs Bill aims to

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introduce a customs' regime to replace the EU Customs Union we currently belong to; allow for future deals with the EU and other world markets; and impose new British indirect taxes (current VAT will no longer apply because it is an EU tax)

 Immigration Bill aims to abolish EU law on free movement and bring migration policy for EU people back under UK law to control the number of people coming here from Europe.

### Points to consider

The inconclusive General

Election result, combined with Northern Ireland not having had a government for 9 months, and pressure from Scotland and Wales for further devolution of powers, all make for uncertain times.

Over the summer, a noticeable change in tone was detected as politicians knuckled down to the serious business of working on what a good departure could be, what is and is not up for negotiation, which laws need to be changed, future funding choices, and such like. There is also recognition that to help British management plan ahead and prepare, some sort



**Regions** 

of transitional arrangements or implementation phase are required. The clock is ticking towards the date by which we are due to leave: 29 March 2019.

Construction firms, large and small, face recruitment difficulties. Bricklayers, carpenters, plumbers and plasterers are in short supply. The Home Builders Federation, Federation of Master Builders and others tell us they are concerned that the Government's immigration proposals will restrict (or alienate) the EU migrant workers they rely on and exacerbate an already difficult situation.

### What is the BMF doing?

The BMF has been lobbying on the importance of trade and customs agreements based on zero or low tariffs. More should be done to prepare for the possibility of no deal with the EU and the

unwanted bureaucratic and financial burdens that will arise from non-tariff barriers. We question if the HMRC and port authorities have sufficient resources to deal with millions more customs declarations that will be necessary. Also unresolved is the question of customs duties and VAT.

In addition to BMF efforts, the BMF channels its views through other bodies we belong to - notably the CBI, that continues to push on the important business issues in London and Brussels.

The next step for the BMF is to attend the Liberal Democrat, Labour, Conservative and SNP Party Conferences to lobby on behalf of members for business-friendly policies. Thereafter, attention turns to the Houses of Parliament as the Battle of Brexit begins over the proposed legislation described earlier.



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# Regions



# Yorkshire regional meeting - 17 May

Yorkshire region members were saddened to hear of the sudden death on 24 April of past regional President Richard Wilkinson. He ran the family owned Thomas Wilkinson & Son, Keighley, for many years and represented Yorkshire BMF nationally on various sub committees. He was a staunch supporter of BMF and looked forward to the annual "Christmas" meeting when retired Merchants are invited to lunch.

Members took time out to remember Richard at the recent regional meeting, and he will be sadly missed. At the meeting, held in the BMF Regional Centre of Excellence at Wavin in Edlington, a full house of Merchant and Supplier members enjoyed presentations by CBI Regional Director Beckie Hart, and Sean Price of RDS Global who led a very topical discussion regarding Cyber Security and Data Protection.

The annual golf day is arranged to take place at Ganton Golf Club on 28 September, and the next regional meeting will take place at Middlethorpe Hall Hotel, York, on 6 December, 2017. Presentations are confirmed by The Bank of England Agent Juliette Healy and John Henry from the BMF ATA.

Please visit the BMF diary dates page for details of forthcoming BMF meetings in England or for more information please contact:

8 8	
NAME	DDI / EMAIL
Alex Clifford - Regional Manager Anglia, London & South East	M 07703 837710 alex.clifford@bmf.org.uk
John Stephenson - Regional Manager Midlands/North	T 01522 750977 M 07887 678420 john.stephenson@bmf.org.uk
Matt Haines - Regional Manager West Midlands/ North West/ North Wales	M 07702 569001 matt.haines@bmf.org.uk
Richard Jones - Regional Manager South West & Wales	T 01934 644197 M 07980 07 5863 richard.jones@bmf.org.uk
Brett Amphlett - Policy and Public Affairs Manager	T 0203 5811313 Brett.amphlett@bmf.org.uk

# E H Smith visit - 5 July

Many thanks to Mark Mallinder, Marketing Director at E H Smith for hosting a very interesting tour for BMF's regional/national PR agency Connect Communications around their Shirley branch on 5 July.





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# **Andy Scothern**

07920 015 885 07920 015 885

andy.scothern@merchantturnkey.com \( \sigma \) andy.scothern@ecommonsense.com

merchantturnkey.com ecommonsense.com

linkedin.com/in/andrewscothern in linkedin.com/in/andrewscothern



# **Huws Gray launch pilot event for SME builders**

eading Welsh merchant Huws Gray is to stage a pilot breakfast event for SME builders at its Porthmadog branch on 10 October. Huws Gray already runs annual open days at a number of its branches but is joining forces with BMF Wales, Welsh Government and the Federation of Master Builders (FMB) to specifically target smaller building companies.



Display space will be offered to suppliers and a number of Welsh Government agencies will be on hand to offer advice, including Sell2 Wales, Finance Wales and Help to Buy Wales. Advice

will be available on a number of Welsh Government initiatives to provide business opportunities and the growth to local SMEs, including financial support.

Cost of display space is £200 and suppliers will also be asked to provide a prize for a raffle draw to support Huws Gray's chosen charity for 2017 – The UK Sepsis Trust.

Dafydd Hughes, Marketing Manager at Huws Gray, said: "We're looking forward to working with the BMF



Huws Gray Porthmadog branch

Wales, FMB and the Welsh Government to stage this event at our Porthmadog branch.

"We have a fantastic relationship with our customers and staging the event at one of our branches means that SME builders will be able to pick up their materials and get an insight to what support and resources are available to them. We are confident that this event will be of great value to everyone, especially SME builders, giving them a chance to discuss any concerns or issues they have regarding construction in Wales."

Any suppliers wanting to take part should contact Dafydd on dhughes@huwsgray.co.uk or 01248 719 210.

Please visit the BMF diary dates page for details of forthcoming BMF meetings in Wales or for more information about activities in this region please contact:

NAME	DDI	EMAIL
David Harding - Public Affairs Consultant for Wales	T 01686 640630 M 07967 655379	dh@hardingpr.co.uk
Matt Haines - Regional Manager West Midlands/ North West/North Wales	M 07702 569001	matt.haines@bmf.org.uk
Richard Jones - Regional Manager South West & Wales	T 01934 644197 M 07980 07 5863	richard.jones@bmf.org.uk



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# **Regions**



# BMF Board meeting - 4 July 2017

Reystone Lintels were proud to host a BMF Board of Directors meeting at their Cookstown manufacturing and distribution centre in Northern Ireland.

Special thanks to Sean Coyle Group Chairman, Eithne Kelly Group CEO and Adrian Forbes Sales Director at Keystone for their generosity and hospitality in hosting the BMF board and for arranging transport to/ from Cookstown to Belfast City airport and a meal at the hotel restaurant the night before the **Board** meeting

Please visit the BMF diary dates page for details of forthcoming BMF meetings in Northern Ireland or for more information about activities in this region please contact Graham Bolton -Regional Manager Scotland and Ireland – call **07863** 559755 or email graham. bolton@bmf.org.uk.



L-R: Andrew Harrison (Travis Perkins), lan Haldane (Haldane Fisher), Mark Smith (MKM), John Newcomb (BMF), Richard Ellithorne (BMF), Peter Hindle (BMF Chairman), Charles Ledigo (Reisser)





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# **BMF Burns Supper 26 January 2018**



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oin us for an evening of Scottish Tradition. The BMF Burns Supper is now the BMF's most popular and prestigious event in Scotland.

**Programme** 

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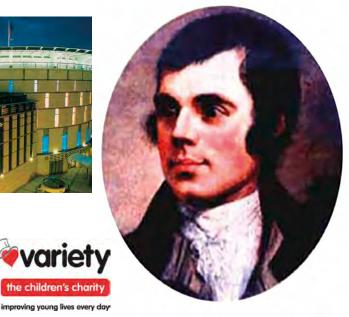
Online registration is now open - book your place now at www.bmf.org.uk/ events. Special hotel rates are available at the Mercure Edinburgh Haymarket (see website for details).

For more information please contact June Upton at june.upton@bmf.org.uk or Graham Bolton at graham.bolton@



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Please visit the BMF diary dates page for details of forthcoming BMF meetings in Scotland or for more information about activities in this region please contact Graham Bolton - Regional Manager Scotland and Ireland - call 07863 559755 or email graham.bolton@bmf.org.uk

# F W Morgan join the BMF

uilders' merchants F W Morgan were reborn in 2007 and recently joined the BMF as its 600th member in July.

F W Morgan Limited is a name linked to the Timber Trade in Cardiff since 1891. Now operating from a three Acre site on the Wharfe at Cardiff's Queen Alexandra Dock, it is once again at the forefront of Timber Supply across South Wales and the West Country, having built the business into a company with a turnover in excess of £7million per annum.

As a supplier of sheet materials as well as having its own timber mill, F W Morgan offers the full timber requirement trade package, with the ability to offer bespoke timber



machining services. They also stock heavyside materials required, such as blocks, cement, plasterboard, sand, underground drainage, Catnic Lintels, together with lightside materials such as fixings, tools, rainwater goods, etc. Whilst F W Morgan consider themselves a company small enough to be flexible, and able to offer a bespoke customer service, they are large enough to be able to offer competitive prices.



In early 2018 F W Morgan plan to extend to a standalone Builders Merchants outside Cardiff Dock in Cardiff West.

Paul Spillane, Manager/
Buyer at FW Morgan Ltd
says "The majority of H & B
members are now members
of BMF. That along with Brexit
I feel that BMF will have huge
say in the future of Great
Britain's building industry.
Also we are a growing young
company and we feel BMF can
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- Your checklist for success

Whether you are looking to acquire, retain or grow your customer base via the web, Charlotte will provide practical advice to help you develop an effective online trading strategy, including how to optimise your customers' online experience, and to meet the expectations of those who want to trade with you 24/7 from their mobile devices.

Charlotte is MD at Ice Blue Sky, a successful B2B content marketing agency. She is a published author on business strategy - and this is what she specialises in!

Our own Head of Product Marketing, Tony Pey, will host the webinar and the Q&A session to answer your questions.

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# Supplier Member Feature

catch up with one voice news on twitter: @bmf\_merchants

# **Imperial Bricks joins BMF** as Supplier Member IMPERIAL

stablished in 2010, Imperial Bricks is the UK's leading ■ supplier of handmade, wirecut and pressed bricks, selling between 13 and 15 million bricks a year. With a growing distribution through national and independent builders' merchants, joining the BMF was a logical move.

Imperial offers the widest range of traditional handmade bricks and reclamation bricks available from one single supplier in the UK. With over 40 styles of bricks available in imperial and metric sizes, it can match the sizes, colours and textures for bricks in specific regional areas of the UK.

Imperial's bespoke 'weathering' and custom blending service ensures bricks for restoration projects blend seamlessly. The range is ideal for listed buildings and conservation areas, while also adding instant kerb appeal, character and charm to new build developments. Additional complementary products include reclamation-style bricks, brick 'specials' and brick slips, corner/pistol slips and pavers, all available in regional variations.

Imperial's complete range is CE marked to meet the highest standards and undergo extensive testing including freeze thaw, water absorption and compressive strength. The company has a strong focus on environmental impact and sustainability, ensuring careful use of natural sources from licensed clay fields, and recycling materials wherever possible.

handmade bricks

Expert advice and on-site support includes a team visiting projects directly to ensure the correct brick match. They will also liaise with conservation officers or planners if required. Support to merchants extends to POS displays, such as brick libraries and movable towers to prominently showcase regional bricks.

Managing Director Jason Hughes, comments: "The decision to join the BMF as a Supplier Member was an obvious one for us. We are continually looking to expand our presence in builders' merchants across the UK via our merchant team, and the networking opportunities the BMF offers will be invaluable. Access to training and development courses, as well as business support and market data will help us in an increasingly competitive market. We also look forward to attending our first BMF Members Day this September."

Visit www.imperialbricks. com or call **01952 750816** for further information.



Imperial Bricks library

### www.bmf.org.uk

# The BMF welcomes a number of high profile new members:

# Tarmac, the largest supplier of heavyside building materials in the UK, joined the BMF in June

Tarmac Building Products is the market-leading supplier of blocks and mortar for housebuilding and commercial projects. It operates a national network of bulk and pre-pack bagging operations to serve UK builders' merchants' with high quality aggregates, sands, cementitious and bituminous products, and offers a wide range of materials for hard landscaping and groundwork.

The company is also the manufacturer of specialist building product brands including Pozament, a range of advanced grouts, concrete repair and waterstop

materials, and Limelite, which is best known for its breathable renovating plaster.

Jonathan Earl, Senior Commercial Manager, Tarmac Building Products said: "We are very excited to be joining the BMF and fully expect that we will maximise the opportunities presented by membership as well as contributing to the overall health and wealth of the BMF and the sector."





Established in the UK in 1976, PageGroup has grown to become a FTSE 250 company and one of the world's best-known and most respected recruitment consultancies with three key brands – Page Executive, Michael Page and Page Personnel – operations in 36 countries and over 6,300 employees.

The company has supported builders merchants and their suppliers with permanent, contract and temporary staff for over 40 years and has highly specialised teams of both functional and specialised experts based across the UK.

Earlier this year the CEO of PageGroup, Steve Ingham gave a groundbreaking presentation on the challenges of recruiting young talent at the BMF All Industry Conference.

Steve Ingham said: "It was a privilege to speak at the BMF Conference on such an important topic as diversity and inclusion, and ways of improving how we hire and retain young professionals in today's market. With such a broad audience and membership, the conference and the Federation provide the opportunity to help a wide range of businesses to understand and address one of the most critical challenges we face in a changing world - recruiting and retaining the right people."





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catch up with one voice news on twitter: @bmf\_merchants

# ClicBox are delighted to have recently received their official status as a member of the BMF in July

The ClicBox carcass concept will



appeal directly to a broad range of clients such as merchant groups, kitchen fitters, builders and developers due to the fact it can be constructed in 30 seconds. This will revolutionize the way the kitchen manufacturing and construction industries do business as not only will it save these businesses time, but also money.

BA Clic Components are looking forward to bringing the ClicBox brand to the forefront of the Builders Merchant Federation and show them just how much more profitable their businesses could be using this innovative product.

With joining the BMF, ClicBox have signed up to showcase at the Builders Merchant Federation Pavilion at this years Build Show at the NEC in Birmingham. This unmissable event for the building and construction industry will showcase over 400 exhibitors showcasing new products and solutions.

# The BMF welcomes all new members

**Suppliers** 

























**PageGroup** 





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Celebrating 30 Years



# h&b Group members

wo family run firms,
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Columb in Cornwall and
Buildrite Trade & DIY Supplies
of Weymouth, Dorset are
the latest members of the
h&b buying group to join the
Builders Merchants
Federation in the

Federation in the thriving South West region.

Build
Supplies was
established 12 years ago
to serve mid-Cornwall and
the surrounding areas.
Specialising in heavyside
and timber products, their
user-friendly service quickly
helped them develop a £5m
turnover business. They
have recently acquired
a new offsite warehouse

& distribution facility to provide an additional 20,000sq ft. of internal storage space allowing them to increase the product range and stockholding at their existing 3-acre site.

At Buildrite Trade & DIY Supplies, brothers Jason and Luke House have developed their father's original

roofing business into one the area's most successful independent merchants. As well as offering a wide range of building, roofing, timber and sheet materials, Buildrite has a well-established kitchen and bathroom showroom, a large self-service area and a tool hire point.

BMF Chief Executive John Newcomb said: "I am delighted to welcome these new members. The BMF is the trade association that brings together merchants and their suppliers. I'm delighted that these organisations are planning to take an active role with the BMF and I look forward to working with them."











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# **Women in Merchanting**





Zoe Gabriele

"I have worked in the industry for 27 years, a long time! I started my career in the Accounts Department for Jewsons and moved to Sales at a young age where I have

Zoe Gabriele, Operations Director of Rhino Building & DIY Supplies based at Acle in Norfolk talks about her experience and the benefits to women joining the industry:

spent the rest of my time. I also worked for Harcros, Erith Building Supplies, Graham Group before moving over to a manufacturer in Tarmac Building Products so in a way I have seen both sides of the fence. I also moved into a management role and gained my own team for the first time. I now run an independent merchant called Rhino which is amazing. I have to say that being a woman in a man's world has always been more of an advantage than a disadvantage although I do often joke stating you



have to be twice as good to be considered half as good. It has helped to have a thick skin and be resilient but I say this to all my staff if you are determined and work hard then the opportunities are there for you to progress and

The building trade historically was seen very much as a man's world and fairly old fashioned but it doesn't need to be, and times are changing. Women have many transferable skills that can be used in the field and offer great people skills and different perspectives to things such as merchandising and marketing. Women often seem less daunting to the consumer, especially if you have a branch that enjoys a high level of retail business who many not necessarily hold the knowledge for the materials they are after. I believe having both men and women can only be beneficial to your business. Both often have completely different viewpoints regarding how to secure business and solving issues.

There are many opportunities to build knowledge and your skill set for all staff, I have actively recruited and supported other women in the trade and I think it is important being an ambassador for the BMF that we invest time to talk to people at an early age, to encourage them to consider a career in the trade and the merchant environment that they may not have otherwise thought about as a feasible route. My aim is to inspire and educate, regarding the scope there can be for professional development and the variety of different roles that could be on offer.

The construction industry is a diverse and interesting one and holds many challenges. For example, over the last year we have experienced shortages of product, more recently the effect of Brexit and what that means for the merchant, and certainly during my time in the merchants how the internet and online purchasing has evolved over recent years."

If you think you have what it takes to become a BMF Ambassador please contact James Spillane at james. spillane@bmf.org.uk or call 02476 854980.



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# **BMF Timber Forum - 22 June**

The BMF welcomed 30 members to the Timber Forum held at the Coventry headquarters on 22 June.



**BMF Timber Forum** 

- Presentations included:
  Henry Carver of Carvers:
  Timber sales from a
  merchant's perspective
- Brent Davies and Simon Messam of SCA Timber: Current and forecasted Softwood market
- Update from Dave Hopkins Managing Director of Timber Trade Federation (TTF)
- Camilla Hair and Doug Driver CEO of Grown in Britain: Why purchase and stock British Timber

With around a fifth of general merchant business comprising timber & wood products, maximising sales opportunities in the category is key to profitability. With this in mind, the BMF has embarked on a strategic partnership with British timber promotion campaign Grown in Britain, to help BMF members extend



Grown in Britain MD Dougal Driver with BMF CEO John Newcomb

their customer choice and business opportunities.

"One of our core functions as a Federation is to help members to market their businesses," says BMF CEO John Newcomb. "British timber is already present in merchant yards yet is not necessarily highlighted to customers as a buying choice. To grow merchants' wood business, both pre- and post-Brexit, our partnership with Grown in Britain will give members information and ideas for making the most of the British timber in their supply chains,"

The next Timber Forum is planned to take place in November. Further details will be announced soon. For more information contact Richard Ellithorne at richard. ellithorne@bmf.org.uk

# Branch Managers' Forum - 27/28 June



Twenty nine Branch
Managers and aspiring
Branch Managers from
merchants large and small,
attended the fourth Branch
Managers' Forum, held at
BMF HQ in Coventry on 27-28
June 2017.

To date more than 300 people have attended the forums. This popular Forum was introduced in 2014 and is aimed at bringing Branch Managers together to network with one another, listen to industry speakers and suppliers, debate in workshops, and take new ideas back to their businesses.

The first day of the Forum covered issues such as health and safety management, training and benchmarking, transport, finance, leadership and management, as well as diversity and equality (that involved a game of banter

bingo!). Specialist workshops in transport, marketing, health and safety, finance and security followed.

Day 2 of the Forum addressed digital media, marketing and cyber security. Lightside and heavyside syndicates then took place. The event closed with inspirational speeches from BMF Chairman Peter Hindle MBE and Retired Lieutenant Colonel Stewart Hill, who suffered a life-changing brain injury while leading troops in the largest ever ground battle with the Taliban in Afghanistan.

The next Branch Managers' Forum will take place on 14-15 March 2018 at BMF, Coventry. To book your place online please visit www.bmf.org.uk/events or for more information contact June Upton at june. upton@bmf.org.uk.

# Supplier Forum - 6 July

On 6 July the BMF welcomed 68 members to the Supplier & Service Member Forum at BMF headquarters in Coventry. As well as BMF updates the forum presentations included:

- UK Construction Week by Nathan Garnett, Event Director, Media 10
- Stockist Search app/ Smartphone – tool of the trades professional by Adam Callow, Founder Director, Expert Trades
- Forward together (IoBM) by Chris Hayward, NMBS Managing Director and IoBM Governor
- Cyber Security not just what's in the news by Sean Price, Cyber Consultant
- Brand building with the BMF by Jonathan Collier, MD and Jamie Fisher, Sales Director, Monument Tools

Presentations were followed by an open forum and product syndicate groups, then delegates enjoyed lunch



and networking.

The next BMF Supplier & Service Member Forum will be held at Coventry University on 30 January 2018. You can book your place online at www.bmf.org.uk/ events or for more details please contact Oz Bham at oz.bham@bmf.org.uk



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## Mapei host BMF Young Merchants visit to Italy

n late June Mapei hosted 13 BMF Young Merchants on a weekend tour of Mapei S.p.A. Milan offices and showroom, manufacturing facilities and laboratories for the group's annual international trip and to celebrate the Mapei groups' 80th birthday, showcasing Mapei products and services to the next generation of builders merchants.

The tour was designed to present an opportunity for the Young Merchants to learn more about the Mapei Group and to experience what the Italian Merchanting Industry is like with a visit to 4BILD builders merchants in Milan. During the trip, the group visited the Research and Development facility which acts as Mapei's Corporate Research Centre, being one of 18 main research centres in 13



BMF Young Merchants visit Mapei HQ

countries. 12% of the Group's employees and 5% of annual turnover are invested into

R&D. The R&D facilities work with the most sophisticated equipment available,



collaborating with prestigious universities and scientific and industrial research institutes.

The BMF Young Merchant visitors were also given a guided tour of the Mapei S.p.A. production facility in Medigila. Mapei's 73 production facilities worldwide collectively produce more than 5,000 products for the building industry, shipping 25,000 tons of product every day - 4.5 million tons per year - to supply Mapei's 66,000 customers worldwide.



#### **Young Merchants**

#### www.bmf.org.uk

catch up with one voice news on twitter: @bmf\_merchants



At Villa del Balbinello

he second day of the visit included a tour of the stunning Villa Del Balbianello which has been used as a location for films such as James Bond - Casino Royale and Star Wars. Interestingly Mapei's products were used for some of the building restoration. Mape-Antique products were used to restore the building's façade before Silancolor Primer and Silancolor Paints were used to decorate and protect the antique building. Mapei produce a range of products suitable for use at cultural sites and antique buildings, with locations visited on the trip providing an opportunity to showcase cultural links that Mapei promote in areas of sport, learning and the arts.

Dave Jordan, National **Business Development** Manager at Mapei UK commented: "Hosting the BMF Young Merchants meant that Mapei could demonstrate first-hand how much time and effort we put into quality control, from the design stage through to production to ensure that all Mapei products are of the highest quality. It was good to see that the group were fully involved in the activities and tours and enjoyed the whole trip; I know that the Mapei team enjoyed the time spent with the BMF Young Merchants and we look forward to developing our strong working relationships

across the network in the UK."

John Newcomb, BMF CEO, commented: "I would like to thank Mapei for their hospitality throughout the weekend and for generously giving our young merchants access to both their R&D facility and to their vast production plant. The opportunity to speak to experts in each product area and view production was invaluable, and seeing how the products had been used in the restoration of the stunning Vila Del Balbianello was a fantastic highlight of the trip. The aim of the BMF Young Merchant Group is to develop knowledge, share experience and build relationships. Thanks to Mapei's excellent organisation, all three were accomplished over this weekend."

Read James Spillane's blog about the trip on the BMF website at www.bmf.org.uk/ informationcentre





Tour of Mapei S.p.A. production facility



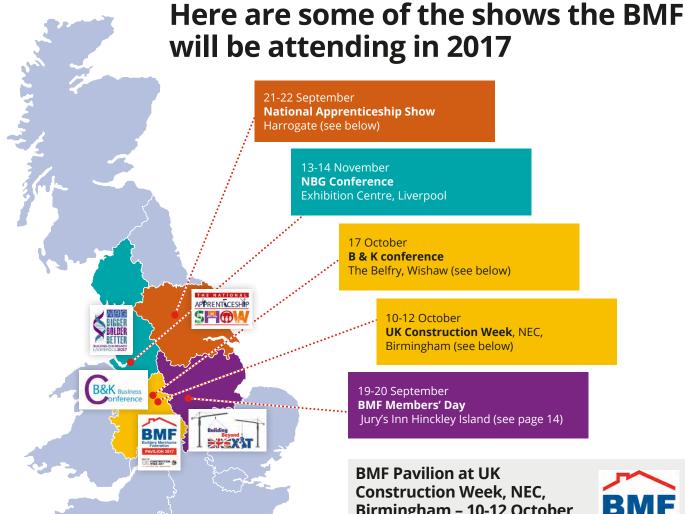
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catch up with one voice news on twitter: @bmf\_merchants



#### **Apprenticeship Show** Harrogate - 21-22 September APPRENTICESHIP



The BMF will have a stand at the Harrogate National Apprenticeship Show

on 21-22 September. Do come and chat to us if you're visiting the show. For more information please contact James Spillane at james.spillane@bmf.org.uk

# Birmingham - 10-12 October



Following the success of the 2016 event, The BMF will again have its own branded pavilion again at the Build Show, as part of UK Construction Week at the NEC from

10-12 October. UK Construction Week features nine separate shows in total, including Grand Designs Live. Exhibition space within the BMF Pavilion will be reserved for BMF members who can benefit from a 20% discount.

The BMF Pavilion provides a great platform for you to meet and do business across the three trade days at the NEC, Birmingham. Unlock the secret to gaining new buyers in 2017 and join our members exhibiting this year at the Build Show, including EasyTrim, Rawlplug, ClicBox, Glen Castings, Sales-i and Intact Software.

For further information visit www.ukconstructionweek. com or contact Dale Nicholson at Media 10 on 0203 225 5217 or email dale.nicholson@media-ten.com

#### B & K Conference, The Belfry, Wishaw - 17 October





We hope to see you at one of these events. For the latest details of where the BMF will be this year, please visit www.bmf.org.uk/Events

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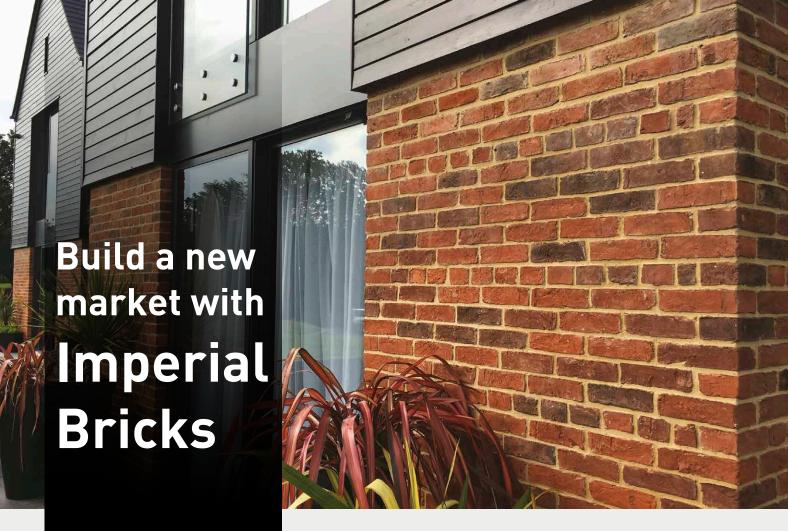


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Loft		$\checkmark$	
Timber frame walls	$\checkmark$		$\checkmark$
Steel frame walls	$\checkmark$		$\checkmark$
Internal partitions	$\checkmark$	$\checkmark$	
Internal floors	$\checkmark$	$\checkmark$	
Separating floors	$\checkmark$	$\checkmark$	
Ground floors	$\checkmark$	$\checkmark$	

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# BMBI: the Builders Merchant Building Index three years on

Three years ago the Builders Merchant Building Index (BMBI) was launched to do two things: fill a gap in UK statistics with quality reliable data on the Repair Maintenance Improvement (RMI) market; and raise awareness and understanding of the Builders' Merchant industry, its brands and issues beyond construction.

Outside the industry builders' merchants are virtually unknown. This lack of awareness affects us in many ways, not least when recruiting the next generation. We created the Index so the BMF could speak for the industry, explaining the importance of builders' merchants, suppliers and our markets.

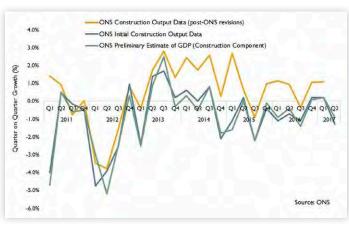
#### What is it?

BMBI is a brand of the BMF. It's produced by MRA Marketing using gold standard data from GfK, one of the largest insight agencies. It is a growing platform to influence and argue for what matters to the industry, and a unique platform for building brands.

A monthly index and quarterly reports include tables and trends plus insights from GfK and the BMF, and 12 BMBI Experts, leading brands that speak exclusively for their markets. They are: Alumasc Water Management Solutions, Crystal Direct, Keylite Roof Windows, Timbmet, Hanson Cement, IKO PLC, Keystone Steel Lintels, Knauf Insulation, Encon Insulation, Ibstock Bricks, Heatrae Sadia, and Natural Paving Products.

#### Reliable data

What distinguishes BMBI from other market data is that it's not a sample survey that gets grossed up from



a small base to an estimate of market trends. Almost all the market data you see in the media are from sample surveys, which is why, like the referendum or recent elections polls, they are often wrong.

Even ONS statistics are based on samples. When the ONS says construction is down 1.5%, that's often based on only 40% of the eventual returns. Each month as the data dribbles in the figures are revised, almost invariably up. The final figure could be two points higher; sometimes 4%. A negative can turn into a positive. The media don't publish follow ups, so we only know the first gloomy one.

Helpfully, the ONS analyses its performance, showing the differences between its initial figures and post-revision results!

BMBI is different. It is actual sales out data, builders' merchants' sales captured by GfK's Builders Merchant Point of Sale Tracking Data, representing over 80% of the total value of the market. It's audited before it's published and doesn't get revised.

The relevance and quality of BMBI data explains why so many blue-chip companies use it, either mailed to them or direct from

www.bmbi.co.uk.

#### Who uses it?

Merchants, suppliers and housebuilders Berkeley Group, Bloor Homes, and Murphy, Laing O'Rourke, Kier, Tata Steel, Velux, H+H, Wienerberger, Polypipe, Rockwool, Saint Gobain, and Cemex for example. But it also reaches a regular audience of economists, media, banks, and investment houses. MPs and Government are beginning to notice it. A copy of the



BMBI data was recently sent to BBC breakfast presenter Steph McGovern, following her presentation at the BMF Conference in Budapest. Big organisations such as the CBI, CPA, CIOB, ICE and the IoD, Deloitte, KPMG, Bain Capital, McKinsey, Citi Group, Lloyds, Bank of Ireland, Santander, Deutsche Bank, JP Morgan Chase, AT Kearney. Even the ONS!

BMBI is published in leading industry magazines with over 100 press appearances this year. It was mentioned in the business section of Sunday Times in June for example. BMBI has also been recognised by industry awards.

Are you using it? Visit www.bmbi.co.uk. Follow @TheBMBI

#### Market data for members

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

- Builders Merchant Building Index (BMBI) (June data was sent to BMF members in August)
- BMBI with Sales Indicators
- Boiler sales report
- Remuneration survey
- KPI report
- CPA weekly notes
- CPA forecast

If you would like a copy of any of these reports please update your account preferences on the BMF website or contact Richard Ellithorne at richard.ellithorne@bmf.org.uk.



#### **Regional Centres of Excellence**

### **BMF Regional Centres of Excellence**



The BMF continues to open Regional Centres of Excellence across the UK, each designed to give members in the local area access to BMF training and events much closer to home.

So far BMF Regional Centres of Excellence hosted by our members include:

- Dulux Academy, AkzoNobel, Wexham Road, Slough, Berks SL2 5DS BMF RM: Alex Clifford
- Encon Training Academy, 1st Floor, Encon Insulation, Unit 3, Buckshaw Avenue, Chorley, Lancashire PR7 7DW BMF RM: Matt Haines
- JCB, Woodseat, Rocester, Staffordshire, ST14 5BW BMF RM: Matt Haines
- Green Energy Centre, John A Stephens Ltd, Castle Meadow Road, Nottingham NG2 1AG BMF RM: John Stephenson,
- Kellaway Building Supplies Ltd, Olympus House, Britannia Road, Patchway, Bristol BS34 5TA BMF RM: Richard Jones
- Keystone Lintels, Ballyreach Industrial Estate, Sandholes Road, Cookstown, Co Tyrone BT80 9DG BMF RM: Graham Bolton

- Norbord, Station Rd, Cowie, Stirlingshire FK7 7BQ BMF RM: Graham Bolton
- RGB, Howden Industrial Estate, 5
   Woodward Rd, Tiverton, Devon EX16 5GZ
   BMF RM: Richard Jones
- Ridgeons Ltd, The Green Light Centre, Solopark, Pampisford, Cambridge CB22 3HB

BMF RM: Alex Clifford

 Rockwool, Pencoed, Bridgend, South Wales CF35 6NY BMF RM: Richard Jones

- Sentinel Performance Solutions
  7650 Daresbury Park, Daresbury,
  Warrington, Cheshire WA4 4BS
  BMF RM: Matt Haines
- SIG plc, 6th Floor, 3 Sheldon Square, Paddington Central, London W2 6HY BMF RM: Alex Clifford
- St Gobain Innovation Hub, 99 Helen St, Glasgow G51 3LH BMF RM: Graham Bolton
- Wavin, Edlington Lane, Edlington, Doncaster, South Yorkshire DN12 1BY BMF RM: John Stephenson

If you would like to know more about a specific BMF Regional Centre please contact your BMF Regional Manager:				
Alex Clifford	BMF Regional Manager, London/ South East/Anglia Region	M 07703 837710 alex.clifford@bmf.org.uk		
Matt Haines	BMF Regional Manager - West Midlands, North West and North Wales	M: 07702 569001 matt.haines@bmf.org.uk		
Graham Bolton	BMF Regional Manager Scotland & Ireland	M: 07863 559755 graham. bolton@bmf.org.uk		
John Stephenson	BMF Regional Manager - East Midlands and North	M 07887 678420 john.stephenson@bmf.org.uk		
Richard Jones	BMF Regional Manager South	T 01934 644197 richard.jones@bmf.org.uk		



# **Choice.** Partnering independent merchants at every stage on their journey to success.







#### **Chandlers Building Supplies wins 2017 BMF Mastermerchant Challenge** Merlin



handlers Building Supplies "The Merchants of Menace" fought off the challenge from 22 teams who pushed them all the way to lift the 2017 BMF Mastermerchant Trophy, presented to the winners of the industry's annual team building challenge.

Estimators Online, took the 2017 Super Supplier Award as the top performing supplier, following their fantastic performance as first time entrants.

The competition, sponsored by MRA Marketing and Merlin Software, which is held over a weekend in the Lake District, involves a range of challenges that test the teams' communication and problem-solving ability as much as their physical perseverance. This is a fun event with a serious purpose as the



Mastermerchants 2017: Chandlers Building Supplies



Super Suppliers: Estimators Online

competition is designed to help colleagues learn more about each other's strengths

and skills and what can be accomplished through teamwork.



As usual, many of this year's tasks involved getting wet. If contestants weren't canoeing on the lake or scrambling through rocks and streams, they were trying to uncover clues, crack codes and guide team-mates in the "liquid sunshine" that is an essential part of the Lake District's natural charm. Not that this dampened any of the teams' enthusiasm for the event, as all have pledged to return next year.

Congratulating the winners and all those taking part BMF CEO John Newcomb said: "This is a fantastic teambuilding event and I'm delighted that so many teams from merchant and supplier members take part every year. It's a great way for people to get to know each other better. While the day's activities are quite intense, there is time to relax in the evening and the stunning scenery of the Lake District makes the whole experience memorable."













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# BMF supports first professional marketing qualification for construction industry

The BMF is supporting a new marketing qualification developed for those working in and around the construction industry by the world's leading professional marketing body.

The Foundation Certificate in Marketing is the Chartered Institute of Marketing's first sector specific marketing programme for the construction industry. It was developed in conjunction with CIM's Construction Industry Group (CIMCIG) to provide a solid foundation for junior marketers and others with a marketing support role. CIMCIG's input ensures the programme meets the specific

needs of the industry.

The intensive eight month course, which begins in September, will equip delegates with practical skills and knowledge they can apply immediately to make a positive impact within their business.

The course is largely delivered online and includes a number of face-to-face workshops. In addition, each delegate will be mentored by an industry expert whose role is to support the student in learning about the wider industry, giving an insight that goes beyond both the classroom and the student's own workplace.



Richard Ellithorne, BMF Membership Services Director, said: "While the BMF offers a number of merchant specific qualifications designed to help junior and middle managers progress in their careers, until now we have not had a specific marketing qualification within our prospectus. We are delighted to endorse the CIM Foundation Certificate in Marketing for Construction and believe it will be attractive to both our merchant and supplier members."

Chris Daly, CEO of the CIM added: "A CIM qualification gives a solid grounding for a marketing career and professional marketing is a recognised driver of business growth. I am delighted that CIM has partnered with the construction sector to address the marketing skills gap and enable new marketers to gain the right skills and behaviours needed to contribute to the growth of an absolutely vital industry."

For more information about CIM's new Marketing Programme, please visit: www.cimacademy.co.uk

#### **BMF** students graduate

wenty one students from BMF member companies graduated from Birmingham City University on 26 July 2017 with seven students awarded their BMF Foundation Degree in Merchanting, seven students awarded their BMF Postgraduate Diploma in Leadership and Strategy and seven students awarded BMF Masters Degree in Leadership and Strategy.

Some of the students pictured at the graduation awards ceremony at Birmingham Symphony Hall are pictured here.



Graduates after the ceremony L-R: Talsa Middleton (Howarth), Ben Day (Lagans), Dave Clark (Parkers), Sam Hanks (Cembrit), Laura Pierce (Parkers), Steve Shorey (Merchantnet), Tim Rowbottom (Collier & Catchpole)

#### Foundation Degree and Postgraduate Diploma in Independent Builders Merchanting

This year's cohort for the BMF/BCU Postgraduate Diploma in Independent Merchant Leadership and Strategy commenced the course in May, marking the third cohort for BMF Members studying at Birmingham City University for an Industry Specific higher-level qualification.



PG Diploma cohort 3 induction in May. L-R: Stuart Campbell, Ross O'Ceallaigh, Marc Lucock, Gwen Bergius, Michael Tomlinson, Mark Freeman, Chris Kennard, Phil Long, Jason Austin

#### Forthcoming training

Date	Course/venue
12 Sept	Rack Safety Awareness, BMF, Coventry
13 Sept	Excellence in Customer Service, BMF, Coventry
14 Sept	The Yard Foreman's Toolkit, BMF, Coventry
26,27,28 Sept	3 Day Managing for Success, BMF, Coventry
3 Oct	How a House is Built, BMF, Coventry
17 Oct	Social Media for BM Sector, BMF, Coventry
4&5 Oct	2 Day Essential Sales Skills, BMF, Coventry
17,18,19 Oct	3 Day Leadership Skills for Supervisors, BMF, Coventry
31 Oct	Presentation Skills, BMF, Coventry
1 Nov	SEO (Search Engine Optimisation), BMF, Coventry
5 & 6 Sept - Days 1 & 2	4 day sales Training for Sales Reps, BMF RCOE JCB Training School, Rocester, Staffs
3 & 4 Oct -	4 day sales Training for Sales Reps, BMF RCOE JCB Training School,
Days 3 & 4	Rocester, Staffs
3 Oct	Better Banter: Humour or Harassment?
	BMF RCOE John A Stephens, Nottingham
7 Sept	General Data Protection Regulations, BMF RCOE SIG, Paddington, London

You can book your courses online now at www.bmf.org.uk/training or for more information contact James Spillane at james.spillane@bmf.org.uk





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#### **Membership services**

#### www.bmf.org.uk

**B**MF Cyber Audit Plus provided by RDS Global is designed to help BMF members prepare for the May 2018 General Data Protection Regulations (GDPR).

#### What are the new **General Data Protection Regulations coming into** force in May 2018?

GDPR is the name attributed to the new data protection laws which will be fully implemented by May 2018. GDPR will change the way in which businesses obtain, store, use and delete data and will make designated internal data controllers, board members and directors more accountable for the existing business processes



around data protection.

The Information Commissioners Office (ICO), which is the government body behind GDPR have stipulated

catch up with one voice news on twitter: @bmf\_merchants

that non-compliant companies will be penalised and will have to pay a fine equating to 4% of global turnover.

#### **Free Cyber Risk Assessment for BMF Members**

RDS will provide all BMF members with a free Cyber Risk Assessment where a series of questions will be completed by the business and RDS will then provide some feedback in regards to next steps. They will also provide more information on the policies and processes the business needs to have to be compliant and avoid any fines following May 2018. Benefits of Cyber Security from RDS:

- Complete Cyber Security from one provider
- Safeguard against various types of cyber attack
- Reinforce information security
- Demonstrate safety of customers', supplier's and employees' valuable personal data
- Reduce business insurance premiums
- Full understanding and implementation of Cyber security technology & GDPR
- Full technical support To book your free Cyber Risk Assessment contact RDS Global on 0330 2211244 or email sales@rds.global.

Details of the new IT Solutions Plus service will be announced at Members' Day.

## **BMF Remuneration Survey 2017 | BMF Business**

n June the BMF published the annual Remuneration Survey, completed by 190 respondents (an increase of 43% on

This year the survey included new questions on male-female employment ratio, staff retained as a % over last year and the number of apprentices

The report shows salaries, wages paid and benefits given to merchant members' staff as at 1 April 2017, for each of the thirteen UK Standard Planning Regions and nationally. Key points include:

- Pay rises have decreased on last year at 1.5% (2% last year) following stagnant wages across the country
- Paid overtime has increased in use with an average of 15% of merchants not paying overtime at all (last year

24% paid no overtime)

- Pension schemes have continued to become more accessible and widespread with 95% operating pension schemes. (80% last year)
- Holiday (Days) average of 22 days remains unchanged
- The male-female ratio for employment is 85% to 15%
- The average apprentice employed by merchants was reported to be 1.12% as a % of total employment
- 80% of staff retained as a % of total employment.

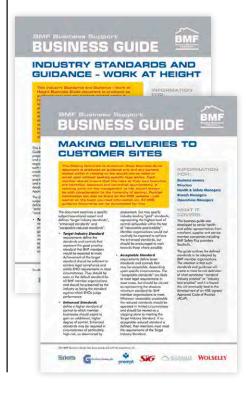
This unique Report is only available to BMF members. You can download the survey in the members' area at www. **bmf.org.uk** or for more information please contact Richard Elllithorne at richard.ellithorne@bmf.org.uk

# Remuneration Survey

# **Guides**

wo new health and safety business guides have been produced for members by the BMF Health & Safety Committee, covering Working at Height and Deliveries to Customer Sites.

If you would like to receive copies please visit the BMF website members' area or contact Richard Ellithorne at Richard.ellithorne@bmf.org.uk



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# BMF present donations from Gala Dinner to Variety and Teenage Cancer Trust

ollowing the BMF Gala Dinner in Budapest, Colleen Ettridge, Head of Fundraising at Variety, the Children's Charity, was presented with a cheque on 4 August for £35,518.20 by the BMF and Crystal Clear Group. In addition to the funds raised through the auction a further £8,235 was donated top Variety in the form of pledges by generous BMF members attending the Gala Dinner.





A spectacular array of prizes including a Fiat Abarth 595 Tourismo car (donated by Crystal Clear Group), auctioned at the BMF Gala Dinner held in Budapest, helped to raise more than £62,000 for charity. The funds raised from the auction have been donated to Variety, the Children's Charity and Teenage Cancer Trust, the BMF's charity of the year.

Nick Shattock, Variety's Chief Barker commented: "We are extremely grateful to the BMF and to Crystal Clear Group for their support. The tremendous generosity of your members will enable Variety to improve a number of young lives. For the children and families that we help and support there are often a list of difficulties; from mobility limitations, speech, sight and hearing impairment, learning, sensory and behavioural problems. The equipment that we provide includes Sunshine Coaches, powered wheelchairs, specialist and sensory equipment and can make a big difference to their everyday lives; helping them to experience and enjoy a rewarding childhood".

Later on that day the BMF also presented Teenage Cancer Trust with a cheque for £27,383.20 at the Teenage Cancer Trust Head Office in London. Presenting the cheque was John Newcomb, Chief Executive Officer of the BMF, June Upton BMF Events Manager and Christine Harding (former Marketing Manager of the BMF), whose grandson Billy received treatment from TCT.

Grace Higgins, Teenage Cancer Trust Regional Fundraising Manager West Midlands and Central said: "We are



L-R: John Newcomb, (BMF), Colleen Ettridge, (Variety) and Martin Randall (Crystal Clear Group)



L-R: Grace Higgins (Teenage Cancer Trust). June Upton (BMF), John Newcomb (BMF), Christine Harding (former BMF), Hailey Amani (Regional Fundraiser, London, Teenage Cancer Trust)

extremely grateful to the BMF and to Crystal Clear Group for their support. This very generous donation will be put to excellent use by Teenage Cancer Trust by helping young people and their families deal with the many ways that cancer can affect a young person's body, mind and life. Teenage Cancer Trust work in partnership with the NHS

to bring young people together so they can support each other, doing it from the moment cancer is diagnosed until long after treatment is over. Right now we can't offer our support to every young person who needs it, but thanks to donations like this, we are moving a step closer to ensuring no young person faces cancer alone'.

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# **Bob Beaver Memorial Shoot**

he 2017 Bob Beaver
Memorial Shoot took
place at the Royal
Berkshire shooting school near
Reading, where 90 Suppliers
& Merchants including John
Newcomb, Oz Bham, June
Upton and Matt Haines from
the BMF, took on the challenge
to become the industry's Top

The event now in its third year is fast becoming a not-to-miss industry gathering when Merchants and Suppliers can take on the sporting challenge whilst enjoying a fantastic networking environment to catch up with friends and colleagues on what is happening in their sector.

This Shoot had the generous support of the BMF, Crystal, Dickies, Henkel, IKO, Knauf Insulation, Makita, Monument Tools, NMBS, Toolbank & Yale who along with the other shooters in attendance raised some £10,000 for the Rainy







Day Trust who work within the industry helping both young and old who find themselves in need of support.

This year's top shooters were: Top Lady - Lorna Glover from Bradford Building Supplies. Top Non Merchant



- James Whitaker, Dickies. Overall Top Gun runner up - Peter Boden and the 2017
- winner who only missed 8 clays Ian Beaver, both representing Frank Key.

12 July 2018 is the date for your diary if you are up for the



challenge when next year's shoot will be taking place again at the Royal Berkshire Shooting School. Places are restricted to 100 participants so please contact the event organiser Michael Dark on mda.mail@ virgin.net to book your place.

# BMF CEO takes on cycle challenge to help Kenyan school

ohn Newcomb, CEO of the BMF, got on his bike on 5-6 August and cycled 105km along the Grand Union Canal to raise much-needed funds for a secondary school in Kenya.

John and his wife Sue, together with friends Mark and Julie Dickins, have been sponsoring children at the Kisima Mixed Secondary School in Nyahuru for a number of years. All four took part in the weekend cycle challenge to raise funds for the school itself. Having set themselves a relatively modest fundraising target of £5,000, they have already achieved over £11,500 and are now aiming for £12,500. All the money raised will go directly to the school.

Kisima School provides free education to children from



L-R Mark and Julie Dickins, John and Sue Newcomb

disadvantaged backgrounds with proven academic potential to benefit from further learning. Their education will benefit their families and communities as well as themselves.

The four friends are travelling to Kenya next February to undertake

voluntary work at the school and to see for themselves what a difference their fundraising will make to the life of the school and its students.

John said: "We enjoyed a great weekend of cycling and despite a couple of mechanical setbacks and a dodgy knee or three, we covered the route in good time. I would like to thank everyone who has sponsored us to date. We have been overwhelmed by their generosity in helping us to raise a truly amazing sum of money that will make a huge impact on the work of the school."

Find out more about Kisima School at www. kisima.org or sponsor John and the team at http:// uk.virginmoneygiving.com/ team/DickinsandNewcombs.

# Pavestone Rally – 7-10 September







After the huge success of the Vado Rally teams are being welcomed for the 2017 Pavestone Rally. The four days are guaranteed to be filled with laughter!

The BMF has agreed with the organisers of the Pavestone Rally (formerly Vado Rally) that the proceeds of this event will also be divided equally between the Teenage Cancer Trust and the Rainy Day Trust. The 2016 Vado Rally raised £60K for charity, and the Pavestone Rally 2017 is aiming to raise an amazing £100K.

Aaron Frogley, who organises the Rally, said: "After the huge success of the Vado Rally I am looking forward to welcoming more teams on the 2017 Pavestone Rally. The four days are guaranteed to be filled with laughter! I am extremely grateful for the support that John and all at the BMF have given both rallies and Pavestone is proud to be supporting two such deserving charities."



#### The challenge

Entrants buy a road-legal car for under £500 (the cheaper the car, the more fun!), dress it up yourselves and hit Europe's greatest roads and cities for 4 days to Monte Carlo. All in fancy dress, then complete challenges along the way, have loads of laughs and a whole lotta fun - and all in aid of charity. Entrants

will meet at the white cliffs of Dover and then head into Belgium via Ghent. Every pound raised will help two well deserving charities, Teenage Cancer Trust and The Rainy Day Trust.

#### Join our celebrity supporters

Jon Culshaw, Gethin Jones, Steph McGovern, Sally Gunnell OBE, Lord Paddy Ashdown (see website for videos) and support the BMF teams today and donate to the Teenage Cancer Trust and The Rainy Day Trust by visiting www.bmf.org.uk / events

For more information please contact Oz Bham at oz.bham@bmf.org.uk or call 02476 854983.

#### The BMF team thanks the generous sponsors:





















#### **Press releases**

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 274 9330

#### ROCKWOOLTRAINING ACADEMY NAMED AS FIRST 'REGIONAL CENTRE OF EXCELLENCE' FOR BMF IN WALES

Earlier this year, the BMF named the ROCKWOOL Training Academy in Bridgend as the first 'Regional Centre of Excellence' in Wales.

On 1st March 2017, an official ceremony was held at the ROCKWOOL offices in Bridgend. The event saw John Newcomb (BMF Managing Director), Richard Jones (BMF SW Regional Manager) and Richard Brian (Managing Director of Hughes Forrest) join Mark Bungay, ROCKWOOL National Sales Manager DIY and Merchants, to launch the training facility as the BMF Regional Centre of Excellence.

The launch coincided with the ROCKWOOL Training Academy hosting its first BMF Wales regional meeting, chaired by Richard Brian, Managing Director of Hughes Forrest. This was the first of many

events that will take place at the ROCKWOOL Training Academy. It will be used as a regional hub for BMF training courses and merchant events throughout the year. The main office on site will also be used to annual board meeting later this year.

"ROCKWOOL is proud to have partnered with the BMF," comments Mark Bungay, National Sales Manager DIY & Merchants, ROCKWOOL, "At ROCKWOOL, we are fully committed to providing the very best in product training to merchants, both in branch and at the new training academy. We look forward to working with the BMF as we seek to educate and inspire the next generation of builders merchants to meet the challenges of the rapidly changing construction industry."

For further information, email: merchant@rockwool.co.uk or telephone 01656 862 621



# FAST AND FURIOUS WITH CLICBOX

Fancy yourself as a bit of a speed junkie? If so, accelerate over to the ClicBox stand (B437) at the Builders Merchant Federation Pavilion at this year's Build Show at the NEC in Birmingham. Take part in the ClicBox challenge, constructing a carcass that simply clicks into place without the need for any tools at all. Complete the build as quickly as you can and if you do it in less than 30 seconds you'll be in with a chance to win our exciting prize.



If you are the fastest to

complete the task over the course of the show, you will be heading down to a race circuit, buckling up and driving four supercars\* for the day.

Choose from the latest Ferrari, Lamborghini, Aston Martin, Porsche and many more.

ClicBox is a new and innovative concept in kitchen cabinets with the components simply clicking together up to five times faster than traditional cabinets, with no need for tools, screws or glue. The click connection is stronger than traditional assembly as the joints interlock along the entire cabinet joints and not just at two fixing points.

This really is a cost and time efficient cabinet solution whether you're a retailer, a distributor, a wholesaler, a merchant, a fitter, a builder or a developer. If a kitchen is being fitted you need ClicBox.

In terms of its physical properties, ClicBox technology features 18mm thick MFC panels, with 1mm ABS on leading edges and 8mm solid back panelling. Constructed unit's feature 18mm adjustable shelves that can be positioned at one of three possible heights. Wall cabinets are 330mm deep, with an 18mm void and internal depth of 304mm, while base cabinets are 570mm deep with a 49mm void and an internal depth of 513mm. ClicBox cabinets also feature solid top and bottom panels, which are fully interchangeable without the need of cumbersome tools.

So what are you waiting for? Drop by the BA Clic Components stand (B437) and see and try ClicBox for yourself at the Build Show from 10th to the 12th October.

Show us your need for speed by entering the ClicBox challenge and see if you can beat the clock and win our amazing prize day out!

Visit www.baclicbox.com for more information or visit http://www.ukconstructionweek.com/build-show to register for the Build Show

\*T&C's apply for competition; winner announced on the day. Voucher given to book at a location that suits the winner. No cash alternative.

## **BMF ATA places first merchant apprentices**

The first apprentices to be placed by the Builders Merchants Federation's (BMF) accredited Apprenticeship Training Agency (ATA), start work this month.

The BMF ATA is acting as the formal employer of two of the apprentices who have been placed with member companies. Andrews Building Supplies' Peterborough branch is hosting apprentice Harry Osman, and Beers' Bromborough branch is hosting apprentice Michael Comber. Both are undertaking Level 2 Apprenticeships in Trade Business Services.

Two more BMF member companies have directly employed apprentices with the support of the BMF ATA. Chandlers Building Supplies has taken on Billy Hunt at their Halesowen branch as a Level 2 Warehouse and Storage apprentice, and are already looking to take on a second apprentice. Meanwhile Emerys decided to use the scheme to upskill Jack Rowley,

an existing employee at its Stoke on Trent branch, who is now working towards a Level 2 Trade Business Services qualification. Emerys is also working with the BMF ATA to recruit an Accounting apprentice.

Richard Ellithorne, BMF Membership Services Director said: "It's encouraging to see the BMF Apprenticeship Plus scheme being used in the two different ways we envisaged. By acting as the employer the BMF ATA removes potential administrative hurdles making it easy for BMF members to take on an apprentice in any job role.

"BMF Apprenticeship Plus also helps those members who are happy to directly employ an apprentice to recruit and train a suitable candidate. The BMF ATA opens up a far wider portfolio of established and pre-vetted training providers offering new qualifications and funded training opportunities."



If you would like to post your current apprentice vacancies or any other positions you have vacant, you can post these on the BMF's dedicated Merchant Recruitment Website, www.merchant-recruitment.co.uk. Posting on the site is free of charge for BMF Members. Just send over the job descriptions and application information to <code>james.spillane@bmf.org.uk</code>



### Working with you to raise safety standards

BMF joins forces with UK's leading authority on fork lifts to deliver safety solutions at a specially negotiated rate

As part of a new partnership arrangement with the Fork Lift Truck Association, BMF members can now enjoy access to a wealth of safety information, helplines and practical resources at a specially reduced 10% discount.

It's a tempting offer... but what's in it for you? And what's so special about forklifts?

Richard Ellithorne, BMF Membership Services Director explains: "Safety is very high on our agenda and the Safe

#### Fork Lift Truck Association

User Group has been created by the FLTA to help you, as a busy manager, to improve safety, stay on the right side of the law and benefit from real-world, best practice advice from your peers."

It's important because forklift trucks, though commonplace, are also extremely dangerous, accounting for more than 1300 deaths and serious accidents every year. And let's be clear – these aren't minor cuts and bruises. They are life changing injuries: crushed bones, de-gloved limbs, long-bone fractures and amputations.

Moreover, because forklifts are so commonplace, accidents can and do happen anywhere. They are born of ignorance and complacency. Keeping your site safe takes constant vigilance and expert, independent help. And that is where the Safe User Group comes in.

Take Safer Site Pro. It's is a 26-part programme that allows you to benchmark your operations and introduce tried-and-tested improvements; often at low or no cost.

Alongside that, you'll receive regular Health & Safety Newsletters, a member's magazine and Safety Alerts – all supported by a huge library of Fact Sheets, Technical Bulletins,

handbooks and free expert Helplines. All delivered in clear, concise, everyday language.

In the end, though it's not threats that will persuade you to show an interest in the Safe User Group. It will be because you can see a clear benefit your business, commercially, morally and for the continued wellbeing of your workforce.

To find out how the FLTA can help you save money and stay safe, visit: www. fork-truck.org.uk/safe-user-group/the-benefits-of-safe-user-group-membership and see for yourself what the SUG has to offer. If you decide to join, use the special code BMF10 to activate your 10% discount.

**BUILDERS' MERCHANTS NEWS** 

**ENTER ONLINE AT** www.merchants-awards.co.uk ENTRY DEADLINE Friday 8th September 2017

WE ARE DELIGHTED TO ANNOUNCE THE 16TH BMN AWARDS.

The BMN Awards are the perfect place to showcase the people who have done an excellent job over the past year. Successful nominations will demonstrate best practice, new initiatives and highlight those who are truly making a difference across our sector.

For further enquiries on how to submit please visit: www.merchants-awards.co.uk

or contact Catherine Barnett Radu T: 020 7973 4603. E: c.barnettradu@hgluk.com

Submission deadline: Friday 8th September 2017

For table bookings please visit: www.merchants-awards.co.uk Click 'Book Your Place'

or contact Jo Foreman

T: **020 7973 6655** 

E: j.foreman@hgluk.com





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IBSTOCK







**\***Keystone







#### NEW KITCHEN BOARD RANGE BY FIBO

Fibo UK has recently unveiled its Kitchen Board collection, extending the range of wall panel options available to merchants to sell to customers undertaking refurbishment and new build projects. Available in eight new designs, these splashback panels provide a stylish and hygienic solution in the kitchen.

Fibo's unique Aqualock system makes wall panels quick and easy to install, and they can be fitted directly to walls, tiles or stud partitioning. The panels are available in 600mm x 580mm and 600mm x 900mm, making them portable and easy to fit under kitchen wall cabinets. Managing Director Scott Beattie comments: "The introduction of our kitchen board range means



that merchants now benefit from an even greater choice. Kitchens can be finished to the same high spec as bathrooms."

Fibo's precision-engineered wall panels come with a market-leading 15 year guarantee. They are a high-quality, cost-effective alternative to ceramic tiling for domestic, public sector or commercial projects. Made from laminated birch, the high pressure laminate surface is bonded to a 7-layer WBP Plywood core. Profile edges are available in PVC or anodised aluminium.

For more information call 01494 771 242. Visit www.fibo.co.uk. Follow @Fibo\_UK on Twitter.

# TALL, DARK AND HANDSOME - THAT'S DEKORDOR 3D BLACK

Leading internal door manufacturer Vicaima has extended its standard colour scheme to include 3D Black to its stunning collection of Dekordor 3D door models. With a choice of plain horizontal, grooved or by incorporating aluminium inlays in 5 contemporary designs, Vicaima have captured the trend towards a darker and more luxurious finish.

Dekordor 3D, with its horizontal embossed finish creates an innovative and thoroughly modern door appearance which is ideally suited to a multitude of applications from homes to hotels and from offices to community buildings. The highly tactile surface and visual impact created by Dekordor 3D has proved to be a key reason why it is often selected to make a big impression, especially as an entrance door and frame system to apartments or hotel rooms. Now with a focus on black, this door is attracting even wider appeal

The Dekordor 3D collection is available in a choice of 4 contrasting face finishes including, Black, Grey, Oak and Camel. In addition to which, groove and inlay models can provide extra embellishment with vertical and horizontal designs allowing plenty of diversity. All doors are FSC certified for environmental peace of mind and can be supplied with a range of performance specifications comprising fire rated, acoustic and security, which includes Secure by Design to Part Q requirements. Where a complete theme is desired, Vicaima are also able to supply as part of a matching doorset (door, Frame and architrave) plus wall panels where required.

If you take an interest in the latest door trends and are looking for some inspiration, why not visit the Vicaima stands at 100% Design, Olympia 20-23 September 2017.

#### EASY CLICK COMES TO THE UK







St

BMF member Urfic, are the leading Portuguese-owned decorative door handle manufacturer continually working on new innovation and designs, always mindful of changing market trends.

For 2017 Urfic have brought to the UK market their patented revolutionary fixing system. EASY CLICK from Urfic is possibly the fastest and simplest door handle fitting system yet. After fitting desired lock in the door, with the EASY CLICK handle design of your choice, the tape version can be fitted in under 1 minute.

No tools are required, fits all brands of lock & tubular latches, no cutting of spindle required, automatically adjusts to fit most doors (example tape version 33mm - 45mm), all come with a full 25 year guarantee.

Please visit Urfic's brand new website www.urfic.co.uk – this will link through to the EASY CLICK demo videos which will show systems also available in stud and magnetic. In addition Urfic have a wide range of decorative door furniture to suit all tastes and pockets, from brass based suitable for both internal and external use, to their recently introduced alloy-based ranges in various designs and finishes.

For further information on the Urfic range of decorative door furniture please call the Sales Office on 01767 315468 or visit www.urfic.co.uk For further details about Vicaima Dekordor 3D Black or other Vicaima designer ranges visit the Vicaima website www.vicaima. com, alternatively call 01793 532333 for a copy of our literature or face samples.

# BRAND NEW CRYSTAL WEBSITE NOW LIVE!

Crystal are delighted to announce the launch of our brand new website.

The new site includes full details of all of our approved merchant suppliers and stockists, including links to all customer websites, details of opening times and distances from the customer, via our 'Post-code' Approved Supplier locator.

It has a huge information area, with over 85 separate brochure and informative downloads, as well as full technical and marketing support detail.

A comprehensive product section provides everything you and your customer will need to know, covering separately each of our substantial range of products.

In addition, there are further information areas regarding our Corporate Partners, our fantastic exhibition truck CESAR, our accreditations including ISO 9001 Quality Management, as well as our recycling and environmental policies.

We are delighted with our new website and are certain that it will provide a further platform for our customers to continue to increase their sales of Crystal products.



No.1 for choice . No.1 for colour

Visit us: www.crystal-direct.co.uk

#### ANOTHER SUCCESSFUL SHOW BY C & W BERRY

Each year the Southport Flower Show grows in prestige and 2017 was no exception with a stunning selection of show gardens, floral marquees and stalls available for visitors to the North West.

Southport's gardens featured a variety of styles from a range of designers, but the entry by C & W Berry's 'Kuro' garden once again stole the show. Designed and constructed by the team at Kirman Designs, with Black Basalt donated by Long Rake Spar, the garden was composed of dark materials and hard angular aesthetics with blocks of green planting.

Visitors were transported into another world through apertures on the large black cube, revealing delicately neutral woodland planting in a room of mirrors. Japanese Forest Grass, Anemone, Astrantia, Ostrich Fern and Himalayan Birch form part of the extensive plant library.

Entitled Kuro is 'black' Japanese and this garden connotes Japanese culture through the dominant use of shou sugi ban timber; an ancient technique of preserving wood by scorching the surface before coating it in natural oils to reveal the grain.

Andy Kirman, Garden designer said: "This Garden was a brave statement, but it has paid off in the end. Sometimes a split of opinion is a good thing as it creates conversation".

The show garden aims to inspire visitors and introduce them to the vast possibilities of Berry's products. The Garden features porcelain paving from Global Stone, bespoke fencing from Denbigh Timber, Aggregate from Long Rake Spar, and lighting from Ansell. Behind the scenes, the tools and equipment were also provided by C & W Berry.

The garden has been a huge success, receiving an impressive number of medals including, Large Gold Medal, Best Large Garden, The Pontins Trophy for Best Outside Garden, Southport Corporation Trophy for Best Large Garden and The Brian Aughton Memorial award for Best Use of Plants. The garden was marked by RHS judges.





For more information, visit www.longrakespar.co.uk/

#### **INSTALLERS ASKED TO SHARE** THE LOVE TO WIN UP TO £500

JG Speedfit, the push-fit plumbing and heating specialist is asking Speedfit fans to take a photograph whenever they purchase or install one of its tap connectors, stop taps or service valves and send it to them, together with a brief description of why they love Speedfit products. The competition is open from 1st September to 30th November. The best entry of each month will get a £500 Love2Shop gift card with a sample kit of the second-fix plumbing range, a £250 Love2Shop gift card would be awarded to a runner-up, and every entry to the competition gets a Speedfit goodie bag.

The competition has been launched to showcase the vast range of stop taps, service valves and tap connectors that Speedfit supplies and manufactures for the trade, using the same pushfit technology as the more popular fittings such as elbows, tee's and straight connectors. The company offers a wide range of fitting solutions under one roof, the range includes products designed and manufactured for second-fix plumbing, which allow for fast and effective leak-proof connections when installing kitchen and bathroom appliances/fixtures.



For further information on the competition, please visit: speedfit-family.co.uk/competition

#### EH SMITH CHOOSES KERRIDGE **COMMERCIAL SYSTEMS' K8**

Kerridge Commercial Systems (KCS) is delighted to announce that, after a rigorous selection process, EH Smith Builders Merchants has chosen KCS as its ERP (Enterprise Resource Planning) systems provider.

EH Smith's decision was based upon many factors and in



particular its ability to manage rebates, inventory and margins. Furthermore, they found the strength and depth of knowledge of the merchant sector within the KCS team was unrivalled.

The investment represents one of the biggest made by EH Smith and a significant part has been allocated to the training of the company's very experienced work force. The system will be hosted by KCS and will replace all of EH Smith's current financial and trading systems.

EH Smith is one of the largest independent builders' and timber merchants in the UK, stocking a comprehensive range of building supplies and trade products.

KCS CEO, Ian Bendelow, said, "I'm delighted to welcome EH Smith to the KCS family. We look forward to helping them continue as leaders in their field for decades to come."

For more information 01488 662000 | hello@kerridgecs.com | www.kerridgecs.com

# **Enhance your brand with the BMF**

embers increasingly use the BMF brand on their advertising, literature, vehicles, showrooms, email signatures, websites and even their stationery. 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. Here are some recent examples.

The BMF can supply guidelines for members to use electronic logos, customer literature, vehicle

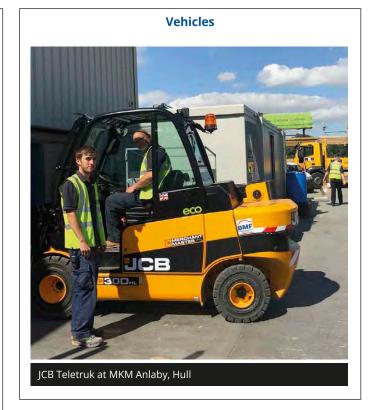
and window stickers. You can also download them when you're logged in on the new website include a link to **www.bmf.org.uk** on your website.

Contact Christine Wall at christine.wall@bmf.org.uk

for more details and to order electronic or printed logos and window and machinery/ product stickers. We are also keen to see how members are using the BMF logo – feel free to share your examples with Christine Wall.









#### WHY ENCON IS THE INDEPENDENT MERCHANTS' PARTNER OF CHOICE **FOR SUCCESS**

Encon Insulation is the UK's leading independent distributor of insulation, interior systems, roofing and fire protection products. Already well established as a respected supplier to the merchant market, Encon is celebrating a successful first year for its Choice initiative, aimed at partnering with independent builders' merchants across the country.

The campaign is built around a dedicated team of specialists, who not only offer merchants product knowledge, sales expertise and technical support, but also help identify ways they can build their business and improve their customers' experience.

"We've always seen Choice as a true partnership with our merchants,

helping them get exactly what they need on their journey to success" said Merchant Development Director Mike Beard. "We've found merchants particularly appreciate the bespoke training and technical expertise that comes with Choice as much as the brands and value added products we offer – and as we go into our second year we aim to provide even more product and market-related training."

According to Mr Beard, that's not the only way merchants will benefit over the next 12 months.

"We'll also be generating more national offers and promotions, as well as making sure our service is the very best in the industry - to give independent merchants as much personalised support as we possibly can."

To see how Choice from Encon Insulation can help your business, simply visit www.merchantchoice.co.uk

#### **ALUMINIUM, BLACK CAST IRON AND GALVANISED CAST IRON** DRAINAGE CASTINGS

Increase your profit margins by buying direct from the only manufactuer in the UK that offers a complete range of light duty drainage castings and fabrications in all materials.

Glen Castings has been supplying both traditional Clay and Plastic Drainage Pipe Manufacturers and Builders Merchants from the Shetlands to the Channel Islands, from Donegal to the Fens and every where in between since 1970.

Our range includes the ever popular Drain Rodding Point castings in Aluminium for all types of installations; clay/plastic systems, angled or straight.

Also available are all varieties of; Gratings, Hinged Grates and Frames, Sealing Plates and all types of other castings/ fabrications in Aluminium, Cast Iron, Galvanised Cast Iron, Steel/Stainless Steel and Plastic.

We dispatch most items from stock from our 35,000 sq ft Foundry/Warehouse for the convenience of our customers and make specials/one offs ranging from odd sized grates to heavy duty galvanised steel staircases.

Glen Castings Limited, Meadow Mill, Burnley Rd, Bacup, Lancashire, OL13 8BZ Tel: 01706 873967

#### ARMITAGE SHANKS CELEBRATES **ITS 200TH BIRTHDAY**

Iconic sanitary ware brand Armitage Shanks is this year celebrating its 200th birthday.

Founded in 1817, the company emerged during a time when the lack of sanitation was so bad in the UK that life expectancy was only 40 years. Since then, the business has been at the forefront of the sanitation industry for two centuries, building a reputation as one of the leading UK brands in commercial bathroom, sanitary ware and washroom installations.

Throughout these 200 years, Armitage Shanks has significantly improved sanitation in the UK. The business' designs and constant drive for innovation has improved product design, manufacturing processes and the public's quality of life.

Armitage Shanks continues to create market leading sanitary ware in the commercial bathroom and healthcare bathroom sectors - and it never stops looking to invest in the future

While Armitage Shanks may be the last remaining large scale British manufacturer, it certainly isn't a business stuck in the past, and the brand looks forward to continuing to push bathroom boundaries in the future for centuries to come.



For more information, visit www.celebrate200.co.uk Email: idealstandardpr@havas.com | Tel: 0161 234 9711

#### IMEX - PROVIDING PROFESSIONAL **RESULTS THROUGH ACCURACY AND EFFICIENCY**

Imex is the global brand providing professional results through accuracy and efficiency. With a full range of line and dot laser levels, rotating laser levels, pipe laser levels and laser distance measurers, imex offers a complete range of levelling and measuring equipment for all applications.

By working closely with our customers, the Imex range of laser levels and digital level products has been specified by our construction trained team, designed and manufactured by laser levelling professionals to meet the demands and perform in all construction applications. The most advanced laser levelling diode technology, combined with a robust housing and our unique Imex green colour makes this range the number one choice.

The imex product range is both functional and affordable. Our rotating laser level range is covered by a long 5 year warranty and our line laser range a 2 to 3 year warranty, giving you the peace of mind that your imex laser level is up to the job.



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#### PROTECT YOUR MOST **IMPORTANT TOOLS WITH** HAND ARMOUR

Your hands are your most important tools so keep them protected with Hand Armour, a new multi-use barrier cream from Everbuild - A Sika Company.

Providing protection against any wet or dry contaminants, it has been designed to help stop the skin from absorbing harmful substances as well as protecting against abrasion. The non-greasy, unscented formula is easily absorbed into the skin, and with only a small amount needed to provide unbeatable protection, a little tube goes a long way.

Hand Armour is packed into printed display boxes which are sure to attract attention when sat on the counter, bringing builders back for this product time and time again.

For further information about Hand Armour or any other product within the Everbuild and Sika ranges, contact your local sales representative, call the sales office on 0113 240 2424 or visit www.everbuild.co.uk.



Available in 100ml tubes,

and integrating a high quality functional website that drives dilemma. customer & business value can be fraught with problems. You need to find the right development partner with appropriate industry

"Trading online with customers is a vital part

know that we need to do something about it...

We just wish we knew exactly what to do and

of the merchanting business today and we

experience to deliver you an effective solution. The process is so far removed from business as usual, it's not surprising that many builders' merchants don't get what they need.

how to do it!"

Specifying, building, launching

If you're having problems making a success of the online trading

opportunities in your business, then Merchant Turnkey could be the answer to your digital

We've taken all the hard work away by developing a solution that is designed with the builders' merchants distinct eCommerce needs in mind

Our secure platform can be deployed quickly and efficiently to give you a powerful online sales and customer service channel that add huge value to your branch business.

SUPERGLASS. INSULATION WITH MORE BOTTLE.

Come and talk to us on Stand 14 at the BMF Conference or call

Andy Scothern on 07920 015 885 to arrange a demonstration.

In Britain, every family uses an incredible 500 bottles and jars every year. That means around 2.4 million tonnes of waste glass - and if it goes to landfill, it won't decompose for about 1.5 million

Fortunately, Scottish manufacturer Superglass has the answer to our mountains of waste glass: turning it into extremely efficient building insulation. Based in Stirling, Superglass is one of the leading names in glass mineral wool insulation, making a wide range of products for use in floors, walls and roof spaces to help with sound-deadening, thermal performance and reducing energy bills in every part of the house.

Around 84% of this glass mineral wool insulation is made from locally-sourced recycled glass - and through an advanced manufacturing process and compressed packaging, Superglass insulation actually saves over 300 times the amount of energy used in making and delivering it.

As well as off-the-shelf products, Superglass uses its years of experience to make insulation tailored to specific projects. Together with comprehensive sales support and flexible delivery, the company prides itself on working more as a partner than just a supplier - a process they call Teamworks.

**EXPAND YOUR RANGE WITH CONSTRUCTA PRO** 

The expanding foam range from Everbuild - A Sika Company is growing once again with the addition of Constructa-Pro; a high strength adhesive foam designed for use in a multitude of applications.

Developed to be fast curing, Constructa-Pro is ideal for small jobs which require a quick fix as well as large applications including fixing plasterboard and insulations board, fixing skirting boards or as a mortar substitute for building rough garden walls. Once cured, it is also rot-proof and moisture and temperature resistant from -40°C to +80°C.

Gun applied and available in 750ml tins, Constructa-Pro can be used on stone, brick, concrete blocks, wood, plasterboard, metal and much more making it a truly multi-purpose adhesive foam for the trade.



For more information on Constructa-Pro or any other product within the Everbuild and Sika ranges, contact your local sales representative, call the sales office on 0113 240 2424 or visit www.everbuild.co.uk.

To find out more, visit www.superglass.co.uk Or call 0844 381 4022

#### ATG® LANKA (PVT) LIMITED

ATG\* Lanka (Pvt) Limited is a privately owned company established in Sri Lanka in 1992. It is today a recognised global player, operating across continents and in multiple countries.

Focused on innovation and quality, ATG® designs, develops and manufactures gloves that enhance the performance of the most sophisticated work tool, the hand

As a fully integrated business we control all elements of the manufacturing process ,this helps in the development and transition of products from laboratory concept to full production

Not a single element of any product is outsourced.

PROBABLY THE SKIN-FRIENDLIEST GLOVE ON EARTH

All our gloves are dermatologically accredited by the Skin Health Alliance and are post washed prior to packaging enabling us to guarantee them "fresh out of the pack" as certified by Oeko-Tex\*.

All ingredients used in the production of our gloves are according to REACH and none of our product contains SVHC.



Find out more at www.atg-glovesolutions.com

#### **CELEBRATING 30 YEARS**

Seevent Plastics celebrates 30 years in business this year, originally called 'Seebright Ventoplas' it produced a bomb carrying device which fitted under the wing of a Phantom Jet for the MOD, the company was bought and the name changed to Seevent Plastics on 5th June 1987. It is now regarded as one of the UK's leading manufacturers of heavy duty polyethylene packaging, producing in excess of 75 million bags a year from its facility in West Sussex.

Seevent Plastics entered its first ever TMMX awards in 2015, finalising in the 'Supply Chain Excellent' category among strong competition like Bentley, Cody and McLaren. The same year we also entered the Adur & Worthing Business Awards, achieving first place in the 'Manufacturing & Construction' category. Following on from these successes Seevent Plastics were invited to write a parliamentary review Highlighting Best Practice. This was published in 2016.

Also in September 2016, the 'Seevent Group' brought Polyplus Packaging, specialising in Anti-Static and Anti-Corrosive packaging, and although the future of manufacturing is difficult to predict in this changing economic environment, Seevent Plastics has always been a forward thinking company and will continual to strive, to improve and offer our customers the very best.



t: 01903 755877 | e: sales@seevent.co.uk | w: www.seevent.co.uk

# MORE INSTALLERS NEED TO BE DIRTY MINDED

From premature breakdown and pinhole corrosion to poor efficiency and radiator cold spots, dirty circulating water is responsible for a long list of costly and troublesome problems. And yet despite this well-established fact, dirty water continues to adversely affect millions of heating systems – which is precisely why more installers need to be 'dirty minded' before they think about best practice water treatment, says Daniel Cheung, UK Trade Marketing Manager for Sentinel.

Recently, Sentinel partnered with two leading boiler manufacturers to carry out extensive research on system cleanliness and protection. Over 50,000 heating systems were tested, with the boiler manufacturers' service engineers checking dirt levels in the circulating water with turbidity tubes, and using inhibitor quick test kits to ascertain inhibitor levels. The results were not good; more than a third of systems under five years old and over half of systems over five years old contained dirty water, while nearly 90% of systems did not have sufficient concentration of inhibitor.

To raise awareness of these issues, Sentinel will have their 'Think Dirty' marketing campaign running throughout the heating season. The campaign will feature eye-catching advertising, social media, new product launches and product promotions, which ask installers to think about the need for quality water treatment specific to their needs.

# VIP POLYMERS LTD - INVESTING FOR THE FUTURE

Like its products, VIP Polymers Ltd has been a vital link in the global pipe installation industry for nearly 100 years.

VIP's success has been built, in part, on manufacturing products for other companies, often pipe manufacturers, to sell under their own brands. More recently, a long-term strategy has been to develop its own products for key market segments.

An example is the VIPSeal® flexible coupling range, designed for joining and repairing low pressure and non-pressured pipes.

Recent investment has seen VIP increase its manufacturing and stockholding capabilities for the VIPSeal\* range, as UK and global sales of have increased.

As VIPSeal\* is a range of products central to VIP's long-term business strategy, the company is looking

to deepen relationships within the merchant sector through providing additional support.

Commercial Director Jon Crean, comments "POS and marketing material is available, with additional marketing support in the pipeline, and our sales team is growing.

With the rise of online fulfilment, merchants are looking to increase the value they can offer to their customers, whether that's in terms of specialist products, product and installation advice, or fulfilment methods, such as direct-to-site delivery.

With the expertise and knowledge, as a UK-based designer, manufacturer and supplier of seals, gaskets and couplings, VIP has a lot to offer."



For further information visit: www.vipseal.co.uk

For further information on the campaign visit www.sentinelprotects.com/dirty

#### POWERFUL RESULTS COME FROM POWERFUL IDEAS

With a £5 billion a year market in PVC-U windows and doors, merchants have seen the potential and their sales are growing at an extremely fast pace! The market place is still young and in its fast growth stage for merchants.

Builders can now go into their local merchant and order a full range of made to measure PVC-U/aluminium windows, doors and roofing systems in a huge range of styles and colours. More and more builders are installing products rather than subcontracting the work. Whether the project is new build, replacement, multi-plot developments or commercial - the Crystal range of market leading products are perfect, with short lead times and delivery direct to site making it easier still!

We are all constantly on-the-go, but mobile commerce isn't going anywhere! It will continue to change and grow in importance. Crystal understands that merchant customers are looking for ways to find products and prices quickly, and to this end have developed an online price configurator. No longer do merchants have to fill in an enquiry/quote form and fax/ email it over for a price, then wait for it to be returned via the same format. They can now simply use their branded configurator, choose the window or door, specify sizes,

glazing, hardware and colour, and a price will be provided immediately giving merchants a competitive advantage - being able to price a job or make a sale to their customers 24/7.

For the majority of orders Crystal manufacture its products to measurements supplied by builders or architects. However, some customers like to make use of our newly launched measuring service. Once an order is placed based on the customers' measurements, Crystal project managers will visit and measure the openings. This new service can offer complete peace of mind for more complex projects.

Crystal is the preferred supplier of choice for builders' merchants and that's why we've introduced the Platinum Partner Programme.

By becoming a Crystal Platinum Partner, you'll be joining an ambitious, supportive team who will guide you every step of the way. Expert training, showrooms, ongoing support and all the sales and marketing tools you need, means our Platinum Partners enjoy much enhanced sales.

A bespoke product that was once complicated to supply is now easy to sell, and brings with it the quality, choice and speed of service the market and its customers look for.



www.crystal-direct.co.uk | t: 01462 489900 sales@crystal-direct.co.uk | @crystaldirectuk

#### **QUINN LITE PAC EPS OFFERS COST EFFECTIVE ALTERNATIVE** TO PIR FLOOR INSULATION

With the current shortage of PIR insulation in the market, construction professionals are seeking a cost-effective alternative which is readily available.

Quinn Building Products' technical team have worked with a number of Architects and Developers to advise on how to avoid delays or stoppages on site, and in many cases, save on construction costs through effective detailing using their Quinn Lite Pac EPS insulation.

Particularly in floor applications, where there is scope to increase the thickness of insulation by either increasing the depth of the dig or by reducing the amount of hard core used, the team at Quinn's have offered the market a very simple solution to this widespread issue.

So, how does PIR compare with EPS insulation? The thermal conductivity of Quinn Therm PIR insulation is 0.022W/mK, with Quinn Lite Pac ranging from 0.038W/mK to 0.031W/mK. Whilst Quinn Therm PIR is more thermally efficient, the same U-values can easily be achieved by increasing the thickness of the EPS insulation.

The table in Fig. 1 shows the required depth of Quinn Lite Pac EPS insulation required to achieve the same U-values, with Quinn Lite Pac Pearl requiring only a marginal increase in thickness.

Quinn Therm λ = 0.022 W/mk	EPS 70 λ = 0.038 W/mk	EPS 100 \( \lambda = 0.036 \) W/mk	EPS 150 λ = 0.035 W/mk	EPS 200 λ = 0.034 W/mk	PEARL λ = 0.031 W/mk
50mm	85mm	85mm	80mm	80mm	70mm
75mm	130mm	125mm	120mm	115mm	105mm
100mm	175mm	165mm	160mm	155mm	140mm
125mm	215mm	205mm	200mm	195mm	175mm
150mm	260mm	245mm	240mm	235mm	210mm

Fig. 1: Substituting PIR for EPS insulation and achieving the same U-values

Speaking of the PIR shortage and how the Quinn technical team can help, Jason Martin, Specification and Product Development Manager with Quinn Building Products said,

"We expect the shortage of PIR insulation in the UK to continue for some months given the global shortage of MDI which is required to make PIR. We've seen a significant increase in enquiries relating to this, and we've fortunately been able to offer solutions to those experiencing difficulties. In many cases, we've actually been able to reduce the cost of the build through clever detailing, which has come as an unexpected advantage to the Architect or Developer."

Quinn Lite Pac also has BBA and IAB certification, as well as ISO 9001 quality management accreditation, so the quality of the insulation meets all required standards.

#### **QUINN** BUILDING PRODUCTS

For further information about Quinn Building Products, including technical specification details visit www.quinn-buildingproducts.com

## FREEFOAM MAKE IT EASY TO SAY 'YES' TO COLOUR

PVC-U windows and doors have, since their introduction in the late 1970s, been predominantly white. PVC fascia and soffit followed in the 1980's, following the same design rules - any colour as long as its white! Gradually over the intervening years some manufacturers offered one or two woodgrains, some pastels and brown, but anything else had to be ordered in specially in large volumes, months in advance. This was acceptable to the market, with the benefits of low-maintenance PVC over high-maintenance timber being compelling enough to keep customers happy.

But things have changed.
Developers, architects and specifiers have seen the advantages of using colour as a signature for their building projects. And homeowners, inspired by property and home improvement programmes, now regularly choose colour as they look to personalise their property and give it the 'wow' factor.

#### Advanced technology

Being able to offer colour as a standard part of a product range is the key to success. Lead times and 'special' orders are considerable barriers to sales.

Freefoam, a leader in the manufacture of environmentally friendly and innovative fascia, soffit and rainwater products, decided to maximise opportunities, pick up on this trend for colour and has become a colour roofline specialist.

Our extensive colour range is based on our patented ColormaxTM technology, a ground-breaking system which offers colourfastness, colour variety, and reliable colour matching. Using an advanced master-batching process, a special blend of natural PVC compound is dosed on-line with specific concentrations of pigment for the required colour. The range of pigments we use has been restricted to those known to have the highest levels of fastness to achieve and keep

the desired colour. And product formulations have been adjusted to suit the application increasing Titanium Dioxide (TiO2) levels in products exposed to high levels of Ultra Violet (UV) light and extreme temperatures to counteract the effect of strong sunlight.

#### Colour choice guaranteed

While some other roofline suppliers still only offer a limited range of colour, Freefoam sells eight colours as standard: white, black, leather brown, pale gold, sable, storm grey, dark grey and anthracite grey. Most colours are available off the shelf, or have a minimum lead time, are reasonably priced and are available in all profiles and mouldings with matching pins. We can produce a wider range of colours for special projects quickly and effectively, and a colour matching service is available. Rainwater gutters and pipes are also available in their own appropriate colour range with a white coextruded interior in the gutters, a Freefoam innovation, to counteract problems associated with rapid heat absorption and expansion.

What makes our colour range stand out is the unique 10 year guarantee – no other manufacturer can match it. To ensure our customers, and their customers, can continue to rely on our exceptional colour performance we carry out extended weather testing to review the length of the guarantee we offer.

#### Use colour to differentiate yourself

As more homeowners and developers look to differentiate their properties, merchants can take advantage of the developments Freefoam has made. Offer colour as a part of your standard roofline range, confident in the knowledge that products are guaranteed to last, and available straight from stock. Colour is now an attractive proposition for any merchant and an easy way to maximise order potential.

#### NEW PORCELAIN PAVING LAUNCHED - PAVE RANGE

At Global Stone we remain committed to providing innovative, high quality paving products. For over 15 years Global Stone has been the brand to trust.

Since we launched our Porcelain Collection in 2014, it has grown to be the largest domestic external paving collection in the UK. The last few years have been very exciting as we continue to invest in our market leading range and support the wider industry in what is a relatively new innovation in external paving.

We are delighted to have expanded our collection further during 2017 to meet continuing growing demand for "natural stone" effect porcelain paving. By introducing new sizes, colours and designs we are enabling our customers

to benefit from the unique low maintenance properties of porcelain.

The latest exciting new addition is our Pave range which replicates the natural beauty of cobblestones, complete with sparkling mica. Available in three colours they create texture and interest, making them ideal for patios, pathways and edgings. Designed in easy to lay intuitive modular sections they enable quick laying with minimal waste. These are already proving very popular with designers and landscapers who appreciate their beauty as well as seeing the benefits for the end user.



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

# GUTTERCREST'S TASTY PROJECT AT BRISTOL'S CHOCOLATE QUARTER

Guttercrest has supplied over 100 large cast rainwater hopper heads, each with personalised name plates and over 700m of aluminium downpipes to the £60m redevelopment of the old Cadbury factory site in Keynsham, Bristol.

The new development, named the Chocolate Quarter will include 136 retirement apartments and a 93-bedroom care home including retail and leisure facilities.

The RHW208 hopper head, launched last year by Guttercrest is a supersized (600mm wide) version of existing designs, cast from marine grade aluminium. Designed to fit across a range of property styles, from modern structures to period buildings, it accommodates a wide range of downpipe sizes, including the RW5 150mm round downpipe used on this development.



The state-of-the-art CNC machining used by Guttercrest allows them to produce precise, complex three-dimensional shapes and lettering to a hopper. The end result is a totally bespoke hopper which can be used to personalise a building.

Rainwater hoppers are more than just functional items and are often used as architectural features that dramatically improve the aesthetic appearance of a building.

To view Guttercrest's full range of aluminium rainwater products, visit www.guttercrest.co.uk | Tel 01691 663300 Email: info@guttercrest.co.uk

For more information call Freefoam on 01604 591110 or visit www.freefoam.com.

#### WIN JUST BY HELPING YOUR CUSTOMERS WIN!

From June 1st to September 30th 2017, Ibstock is offering one lucky merchant the chance to win a £500 Buyagift voucher.

During this time, every pack of Tradesman® bricks purchased by your customers will entitle them to enter into a draw to win the trip of a lifetime. The grand prize is £2000 worth of vouchers from Exodus Travels, an adventure holiday company who offer trips including a 'Finnish Wilderness Week' and 'Vietnam Adventure'. With over 500 trips across 90 different countries available, there's bound to be something to appeal to your customers.

And, if the winning purchase was made with you, you'll also win a £500 Buyagift voucher to enjoy a team day out. So, whether it's an adrenalinfilled supercar driving blast or an indoor skydiving experience, there's a prize to suit everyone!

Ibstock Tradesman® bricks offer great value, frost resistance, anti-chip performance and colour consistency and give you the opportunity to make good margins, so it really is win-win for you and your customers.

For more information on the competition, including: posters, wobblers, stickers, and the new brochure, which showcases the range, get in touch via tradesman@ibstock.co.uk

Full terms and conditions of the competition can be found: www.ibstock.com/tradesmanterms

#### **ROOFLINE TO ROOFING -**INTRODUCING LINDAB SEAMLINE

Known for their steel rainwater system, Swedish building product manufacturer, Lindab, are bringing their standing seam sheet roofing solution to the UK.

One of the foremost advantages of steel standing seam roofing is flexibility. Lindab's steel sheeting is extremely formable. A skilled installer can work the material to fit any roof design, no matter how tricky it may be.

Strong coatings in a wide range of traditional and modern colours are available in a choice of finishes.

New textured finish standing seam offers revolutionary design and quality. Scratch-resistant DuraFrost PLX steel has improved corrosion resistance and is one of the market's most durable materials.

Matt and gloss finishes of GreenCoat PLX steel with a high build polyester coating resist scratches and general wear and tear offering longer-life protection and making frequent maintenance a thing of the past.

Lindab Magestic is galvanised steel material with a strengthened magnesium-zinc alloy coating. Unpainted galvanised sheet steel is a timeless and exclusive roofing material. It requires virtually no maintenance and has natural beauty, which is a joy to behold for many, many years.

Flashing sheets and Lindab's renowned steel rainwater system, Rainline, are available to match or complement Seamline colours and finishes.

UK enquiries and orders for Lindab building products are managed locally through the sales and distribution centre in the West Midlands.

Tel: 0121 585 2780 | E-mail: buildingproducts.sales@lindab.co.uk

#### **CENTURY PLASTICS LTD**

Century Plastics Ltd was established in 1992 and is the Trade and Distribution Arm for Palram Industries, a Leading Global Manufacturer of Semi-finished, Extruded Thermoplastic Sheets, Panel Systems and Finished Products. The sheets, manufactured mainly from Polycarbonate and PVC, are designed to suit a diverse range of applications in various markets: DIY, construction, architectural projects, sign and display, agricultural, glazing, and fabrication.

For over 22 years, Century Plastics have been the Prime Stockist/Distributor for Palram, with over 85% of material being manufactured in the UK, complete with UK based Technical Support.

Materials are supplied by their own fleet of vehicles to most parts of the UK within 24 Hours of order placement and a full Cut to Size Service is also available.

Century's Sales and Production Teams are fully Industry Trained and pride themselves on Excellent Customer Service, whether supplying a single item order or fulfilling a multi-national contract.

It is this continuous professional presence within the market place, which has allowed Century Plastics to extend its offering with their new south based office, situated in St Albans. With the opening of this new office, Century can now offer their excellent product range nationwide.

#### **NEW SUPPLY CHAIN FINANCE** MANAGER APPOINTED AT SCA TIMBER SUPPLY UK

SCA Timber Supply are delighted to announce the appointment Paul Bostock who has joined SCA in a newly created role as Supply Chain Finance Manager. Paul will be responsible for the financial performance control of the Supply Chain and Procurement function for the UK business.

Paul is a qualified ACCA Accountant with experience in large blue chip companies across Manufacturing, Facilities Management, Telecommunications and audit



practice sectors. Paul joins SCA from Bentley Motors Limited where he held the position of Financial Accountant.

John Griffiths, MD at SCA Timber Supply UK said: "Paul's appointment demonstrates the structural development of our leadership team as we continue to grow and it further reinforces and develops our supply chain, procurement and manufacturing functions."

Welshpool - Call: 01938 554 999 | Fax: 01938 554 982 Cumbernauld – Call: 01236 454 916 | Fax: 01236 454 921 Email: merchantservices@sca.com

T: 01909 773 037 | F: 01909 773 038 | sales@centuryplastics.co.uk Unit G, Vector 31, Waleswood Way, Sheffield, S26 5N



Suppliers of Palram Plastics Products



## The No.1 Distributor In Roofing Sheet Materials











#### **Contact:**

TEL: 01909 773 037 | FAX: 01909 773 038 | sales@centuryplastics.co.uk Unit G, Vector 31, Waleswood Way, Sheffield, S26 5NU

#### **Press releases**

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 274 9330

#### BLM EXPANDS ITS PRODUCT RANGE

BLM British Lead has announced the launch of three new products, Site Wipes, Hall Clip + and Hallhook, as part of its continuing efforts to strengthen support for roofing contractors and Leadworkers.



**British Lead** 

BLM has developed Site Wipes, a unique solution that is specifically designed to help remove lead particles from skin, or

any other surface. With the benefit of an added grime remover, Site Wipes also offer all-round general purpose use, removing grease, lubricants, adhesives and oils.

Russ Taylor, Sales Development Manager at BLM, said: "The wipes have been developed to help promote better lead hygiene awareness. They are ideal for use on the move and offer essential convenience when on a roof or on site with restricted or no access to soap and running water."

Additionally, the Hall Clip + and the Hallhook will join BLM's extensive ancillary product range. The Hallclip + is a larger version of the standard Hall Clip, for securing Lead flashings into a wider chase. The Hallhook is a permanent hidden device for use when replacing a

The new products will shortly be available from all BLM stockists.

To find the outlet nearest to you either contact BLM direct or download the BLM Get Lead App - http://blmgetlead.co.uk/

#### MARSH INDUSTRIES

A UK manufacturing business in Northamptonshire, Marsh Industries Ltd manufactures Sewage Treatment Plants, Septic Tanks, Pump Chambers, Separators and Rainwater Harvesters using 100% GRP and

With a professional, friendly and helpful internal sales office plus lead times from order placement to delivery direct to site for our domestic range of 5-7 days, we really can cater to all your Off Mains Drainage needs.

Also, manufacturing at our new state of the art facility in Bridgwater, Marsh can also make larger commercial and industrial projects seem simple thanks to the ease of our manufacturing techniques. This is secondary to our state of the art computer programme 'Gaia' which allows each project to be bespoke. Marsh also has an external sales team who cover the UK and are more than happy to undertake site visits both before and after projects are completed to guarantee 100% customer satisfaction.

It is not just in the larger treatment plant sector in which Marsh is focusing their attention, early 2017 saw the launch of the new 'Hydroil' Separator range making Marsh Industries product portfolio complete.

If you require further information please visit our website at www.marshindustries.co.uk

#### **KLOBER - ROOFING ACCESSORIES** YOU CAN TRUST

In a growing market there never seems to be a shortage of companies looking to launch cheap me-too products in pursuit of quick volume. Dry fixing is a case in point with sharp increases in sales across the board since the decision by the NHBC and BSI that mechanical fixing should support mortar. This is all good news for merchants but a growing number of products are coming onto the market with little more than promises of performance and low price. This all begs the question as to whether they can be expected to last as long as the roof covering. It's becoming clear that the answer is often a resounding no.

Klober's research and development team maintains an ongoing programme of assessment of all



products to ensure that they are easy for a roofer to use while offering lasting performance. A newly introduced universal ridge seal for the Roll-Fix® ventilating dry ridge and hip is suitable for all concrete and clay half round or angle ridges. This revolutionary innovation is another first for Klober which pioneered dry fixing more than 25 years ago. Importantly, it means less stock is needed in branch.

#### **DANOSA - PROTECTING BUILDINGS WORLDWIDE FOR OVER 50 YEARS**

DANOSA have grown to become one of the largest waterproofing manufacturers in Europe and have a diverse product range suitable for waterproofing, building and civil applications which are all produced at our multi-functional manufacturing facility in Fontanar near Madrid.

Product ranges available to the Distribution market in the UK include; Bituminous Waterproofing, XPS Thermal Insulation, Acoustic Insulation, Drainage, Geotextiles, Skylights and cold applied Liquid Waterproofing solutions. The applications are varied and we ensure responsible specifications are provided with supporting certification and testing to ensure the correct solution is proposed.

Quality and value remain at the heart of everything we do and customer service is of paramount importance.

The UK subsidiary is based in Portsmouth where we can logistically meet the demands of our customers and provide training and support as required.

By Building Together in partnership with our distributors we hope to enhance the product offerings in the UK, provide excellent solutions and service that ensure repeated use as often as possible.

If you would like to become an Approved Distributor for DANOSA in the UK, please contact James Buckley, Sales Director for Distribution on jbuckley@danosa.com

For more information contact: Klober Ltd, Unit 6F, East Midlands Distribution Centre, Short Lane, Castle Donington, Derbyshire DE74 2HA T: 01332 813050 E: klober@yourresponse.co.uk

See www.danosa.com for further information #buildingtogether #danosa



# THE NEW EASY WAY TO FIND YOUR FAVOURITE BRANDS FROM PROFESSIONAL BMF MERCHANTS.

- Finding a local professional BMF merchant made simple
- Find BMF merchants by location or postcode
- Need a specifc brand? Find local BMF merchant stocking that brand in just a few clicks
- Available on the iPhone App Store





Save Time Finding
Products



Find Professional BMF Merchants



All Your Contacts In One App

With 316 merchant members operating over 4,900 branches across the UK and over 200 supplier members; the Builders Merchant Federation is proud to launch the stockist search app.

The app allows trades professionals to search for their favourite brands and find where they are stocked at their local professional BMF builders merchant.

The app is available now and free for all trades professionals to use.





Where Professional Trades go to build their business. Visit www.experttrades.com today to learn more.



#### **Press releases**

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 274 9330

# GROW YOUR BUSINESS WITH ARTIFICIALGRASS.COM

The leading supplier and stockist of artificial grass for the merchant industry, ArtificialGrass.com, is now offering a Trained Installer Scheme for landscaping businesses to grow and support Builders Merchant sales.

This new initiative will allow any merchant that is promoting or selling ArtificialGrass.com products the opportunity to nominate landscaping professionals to apply for free install training and membership.

Contractors, Project Managers, Trade and Domestic customers will be able to find merchant stockists and request a trained installer quotation online at www.ArtificialGrass.com.



The scheme offers many benefits such as sales referrals, project support, marketing assistance and a rewards programme including annual competitions.

Commercial Director Peter Toghill said: "With the demand for artificial grass on the rise across the UK, most merchants are regularly asked about the availability of install services. Our scheme addresses this demand thereby facilitating more merchant revenue growth but also creating additional opportunities for the landscaping partners who install our high quality products."

To find out more about the Trained Installer Scheme your nominated installers are invited to apply at www.artificialgrass.com/trained-installer or call 0843 224 7878.

#### **COMMITTED TO EXCELLENCE**

As the leading UK manufacturer of steel construction products for the residential sector, Catnic is committed to delivering a winning combination of high quality products and exceptional customer service.

Driven by innovation, Catnic's dedication to research led product development ensures its customers benefit from a wealth of technical expertise. This has allowed the Catnic product portfolio to expand, with the most recent addition: the energy efficient Thermally Broken Lintels (TBL).

Comprising two powder coated, galvanised steel sections bonded to a high density, insulating core, TBLs provide the same safe working loads as all other Catnic lintels meaning customers can easily convert from traditional lintels to TBLs without any concerns about structural suitability. By using Catnic Thermally Broken Lintels, the heat loss through window head details can be reduced by up to 96% and the lintels deliver industry leading psi values of 0.02 to 0.05W/ mK.

Catnic also offers a wide range of other steel and PVCu products, including the lightweight yet durable SSR<sup>2</sup> Roofing and Cladding system, high quality builders' metalwork and precision engineered plasterers' bead and mesh.

To find out more about Thermally Broken Lintels, and other products in the respected Catnic range, please visit www.catnic.com

# SEE COMBILIFT AT THE BUILD SHOW - STAND B30

Combilift will once again be at the Build Show, on stand B30, 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 1t 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.



For more information visit www.combilift.com

#### EMBRASS PEERLESS LAUNCH PRE-PACK PLUMBING RANGE

Since formed in 1999, CQI Limited t/a Embrass Peerless have seen continuous growth year on year to become the UK's leading independent plumbing distributor to the plumbing & building merchant sector; committed to delivering high quality products at competitive prices with exceptional customer service.

Scott O'Neill, Embrass Peerless Sales Director, says: "Engaging with our customers and suppliers enables us to evolve our product offering in order to best serve our everchanging market. Taking this proactive approach and utilising our industry experience and extensive range of products has combined to help us launch our new P1 Plumbing Pre-Pack range. With hundreds of quality prepacked plumbing products to suit varied business requirements this is a profitable and efficient, cost effective, self-service solution for your DIY and trade customers, making full use of a merchant's retail space."

The range of P1 Plumbing Pre-Pack includes readily available display stands for core plumbing products that include general valves, WC products, washers and tap accessories. Also available is the Peerless Waste Stand which is very much suitable for a bathroom showroom environment.

For more information contact your sales representative, call the sales office on 0845 634 9004 or visit www.embrasspeerless.co.uk



# Looking after the interests of and offering support and services to painters & decorators since 1894. A record we are truly proud of!

As well as our negotiated deals and discounts, our members also benefit from:

- ✓ Free listing in our online member directory
- ✓ PDA certification for your stationery, adverts and van
- ✓ Free support and advice to grow your business
- ✓ Support in undertaking industry specific training programmes
- ✓ Influence on relevant government policy and nationally negotiated wage levels
- ✓ Recognition of best practice through industry awards
- Opportunities to meet fellow trade professionals through our popular annual events
- ✓ Negotiate and support the CIJCs terms and conditions of employment
- ✓ Free legal help from Abbey Legal

Standing for professionalism, confidence and integrity, the Painting and Decorating Association symbol is the sign of quality in the industry. The PDA represents thousands of painters and decorators across the UK, but the Association has one clear purpose - to ensure all members adhere to the highest standards. From large national contractor organisations through to small businesses - the PDA choose its decorators with care.

www.paintingdecoratingassociation.co.uk info@paintingdecoratingassociation.co.uk Tel 024 7635 3776

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON **0161 274 9330** 

#### DEDICATED MERCHANT SUPPORT FROM KINGSPAN INSULATION

Merchants are the first port of call for most builders when they need industry knowledge or advice, but in a market that's constantly on the move, staying on top of the latest product developments can be challenging. To make life easier, Kingspan Insulation offers a range of carefully tailored services via its dedicated Merchant Team.

The Merchant Team can provide expert technical support, helping to educate branch staff on all aspects of Kingspan Insulation's product range, from thermal performance, to installation guidance. In addition, they can supply a variety of point of sale

and act as a go-to contact for stock and sales advice. If you are unsure of who your Area Merchant Manager is, please contact the Kingspan Insulation Sales Department via – 01544 388601

To make it simpler to find the correct insulation product and thickness for a customer, Kingspan Insulation also offers a free U-value calculator. Packed with over 6,000 calculations, all approved under the BBA/TIMSA competency scheme, the easy to use calculator can be accessed either via www.uvalue-calculator. co.uk or as an app for Apple, Android and Windows devices.

# - WOODPECKER Woodpecker is a family-run process we aim to produce the

NATURALLY INSPIRED FLOORING

woodpecker is a family-run company with a heritage in the timber industry that goes back three generations. Understanding the different tree species, honing the grading process, and using centuries old techniques combined with the latest technology – these are the skills we have worked hard to perfect over the years.

Looking after the environment is important to us, so we only use wood with FSC (Forest Stewardship Council) or PEFC (Programme for the Endorsement of Forests) certification. By choosing our timber responsibly, we can guarantee it's ethically sourced.

Selecting, stacking, drying, kilning, cutting and finishing – at every stage of the Woodpecker process we aim to produce the toughest flooring and back this up with a 25-year warranty.

Our extensive collection includes solid wood, engineered, bamboo and laminate floors in a wide range of specifications to suit residential and commercial projects. The new catalogue launched in August, introducing chevron blocks, rustic herringbone and dark matt planks to the product mix.

A range of modular and standalone point of sale displays are available to showcase Woodpecker products in-store. Catalogues and postal samples can be delivered free of charge to your customers.

#### WOODPECKER NATURALLY INSPIRED FLOORING

Find out more at www.woodpeckerflooring.co.uk/professional

or call 02920 888223

For further information, please contact: Tel: +44 (0) 1544 387 384 | Fax: +44 (0) 1544 387 484 email: info@kingspaninsulation.co.uk Website: www.kingspaninsulation.co.uk

# **BMF Diary dates**

Month	Date	Event
Sept	6-8	FEST Field Trip, Paris
Sept	7-10	Pavestone Rally - Dover to Monte Carlo
Sept	13	South West regional meeting, RGB, Tiverton
Sept	15	FMB Master Builder Awards final, London
Sept	19-20	BMF Members' Day, Jury's Inn Hinckley Island
Sep	21-22	National Apprenticeship Show, Harrogate
Sept	28	BMF Yorkshire Annual Golf Day, Ganton Golf Club
Sept	28	BMF South East regional meeting, Dulux Academy, Slough
Oct	4	BMF North West & North Wales regional meeting, Sentinel, Warrington
Oct	5-7	59th UFEMAT Congress, Stockholm
Oct	10	BMF Finance Forum, Häfele, Rugby
Oct	10-12	UK Construction Week, NEC, Birmingham
Oct	11	BMF Anglia regional meeting, ACO, Shefford
Oct	12	BMF Transport & Distribution Forum, BMF, Coventry
Oct	18	BMF Northern Ireland Health and Safety Sub-Committee
Oct	18	BMF South Wales regional meeting, Rockwool, Pencoed
Oct	19	BMF North East regional meeting, Ramside Hall
Oct	24	BMF Scotland regional meeting, Saint Gobain, Glasgow
Oct	25	BMF East Midlands regional meeting, John A Stephens, Nottingham
Oct	26	BMF Plumbing & Heating Forum, Wolseley, Leamington Spa
Oct	31	BMF West Midlands regional meeting, Worcester Bosch, Worcester
Nov	7	NEW BMF & NMBS Independent Merchants' Forum, BMF, Coventry
Nov	8	BMF Marketing Forum, BMF, Coventry
Nov	16	BMF HR Forum, BMF, Coventry
Nov	21	BMF London regional meeting, SIG, Paddington
Nov	24	BMN Awards, Hilton, Park Lane, London
Nov	30	BMF Northern Ireland regional meeting, Keystone, Cookstown
Dec	6	BMF Yorkshire regional meeting, Middlethorpe Hall Hotel, York
2018		
Jan	26	BMF Burns Supper, Edinburgh International Conference Centre
Jan	30	BMF Supplier & Service Member Forum, Coventry University
Mar	14-15	BMF Branch Managers' Forum, BMF, Coventry
Jul	12	Bob Beaver Memorial Shoot, Royal Berkshire Shooting School

To book your place or for more information about BMF events please visit  ${\bf www.bmf.org.uk/events}$ 

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