

One Voice

THE OFFICIAL BUILDERS MERCHANTS FEDERATION MAGAZINE

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BMF salutes first post graduates

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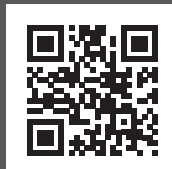


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Scan the QR code opposite with your smartphone to go direct to the Builders Merchants Federation website.



Make a difference to our industry...

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Could you be a BMF Ambassador?

We are looking for enthusiastic Ambassadors for our industry who can help by:



Visiting schools, colleges
and job centres to
promote the campaign



Giving media
interviews to local
and regional press



Supporting our
campaigns and events
on social media



Speaking
at recruitment
events

If you think you could become an Ambassador contact June Upton at the BMF at june.upton@bmf.org.uk or call **02476 854980** or see the Builders Merchants Careers website at www.merchant-recruitment.co.uk for more information about the tremendous opportunities our industry has to offer.



BMF seeks Ambassadors for youth recruitment campaign



The BMF is set to recruit at least 20 Ambassadors from the ranks of its members to support a national youth recruitment campaign, Builders Merchants Careers. They will help to promote the opportunities offered by the industry to students and young job-seekers throughout the country.

BMF Builders Merchants Careers is an ongoing campaign to encourage young people to recognise merchanting as an exciting career choice. BMF Ambassadors will

play a key role in the campaign. Teachers and careers advisors consulted by the BMF specifically requested school visits and presentations by local industry ambassadors as one of the best ways to influence young people in their choice of career. Raising awareness of our sector, with the industry driving the message will benefit us all.

During the month of March, the BMF is working in partnership with the Department of Work and Pensions (DWP) on a month-long campaign, entitled Build Your Future, to raise



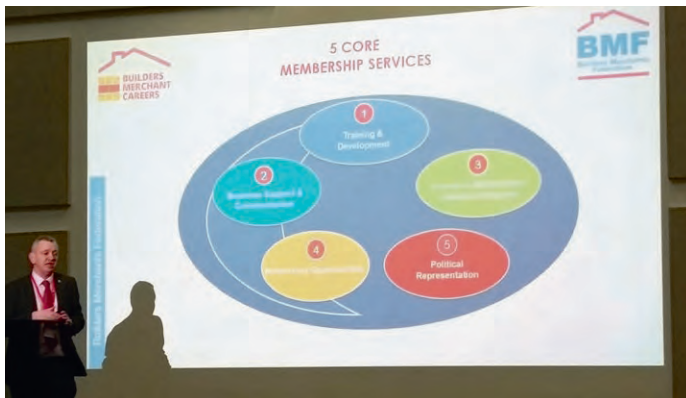
awareness of our industry with Jobcentre Plus staff. The BMF Ambassadors selected will be enthusiastic advocates of the industry. They will support the campaign with visits to local schools, colleges and Jobcentres, presentations at local careers fairs, by giving interviews to local media and by promoting the campaign on social media.

John Newcomb, BMF MD said: "This is a national campaign and we are looking for Ambassadors throughout the UK. Ideally we would like to begin the campaign with at

least 20 Ambassadors, with two coming from each of the ten BMF regions."

Ambassadors will receive a full briefing pack, presentation support and leaflets to hand out to students. John has already trialled the material, giving a presentation to 130, 14-19 year olds at a university technical college (UTC) in Aylesbury (pictured below), and will share his experience with potential Ambassadors.

John added "The Builders Merchants Careers campaign is the industry's driving force to attract more young people into the sector and help builders merchants and suppliers to continue to invest in the next generation. The new Ambassadors have a key role to play to promote the range of opportunities the industry offers, from first job roles all the way to the board room, to meet young people's aspirations at every level."



As a BMF member you can help in many ways. For more information about supporting the campaign as a BMF Ambassador, please contact June Upton at june.upton@bmf.org.uk



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BMF salutes first Post Graduates

The Builders Merchants Federation's professional and personal development programme achieved a new landmark this week, when the first eight students graduated with a Post Graduate Diploma in Independent Merchant Leadership and Strategy, three of them with Distinction.

Five of the graduates, Andrew Brooker of T Brooker, Jason Rothwell of Howarth Timber, and Lee Church, Jake Feek and Jamie Pierce from Parker Building Supplies attended Birmingham City University's Winter Award Ceremony, donning traditional gowns to receive their Diplomas.

The three other graduates were Gary Froggatt of Howarth Timber and Darren MacAskill and Steven Webber, both from Elliott Brothers.

BMF MD John Newcomb attended the ceremony with Richard Ellithorne, BMF Membership Services Director and Stewart Pierce, BMF Vice Chair. John Newcomb said: "I am proud and delighted to congratulate the first group to achieve the BMF Post Graduate Diploma. I believe they are all planning to continue their studies at Birmingham City University towards a merchant-specific



Left to right: Stewart Pierce (BMF Vice Chair and FD of Parker Building Supplies, which employs three of the graduates), Andrew Brooker (T Brooker), Lee Church (Parker Building Supplies), Jamie Pierce (Parker Building Supplies), Jason Rothwell (Howarth Timber), Jake Feek (Parker Building Supplies), John Newcomb (BMF MD).

Masters Degree that has been developed in conjunction with the BMF. This is a fantastic endorsement of the relevance of the BMF's development programme for the industry."

For their final Post Graduate Diploma projects, all eight students undertook

work that directly benefited their companies.

Steven Webber and Darren MacAskill (who achieved Distinctions), investigated Branch Benchmarking for Elliott Brothers. Their project created a series of balanced measures to assess the

quality and performance of a branch beyond the profit it generates. This encompassed customer service quality, stock management and availability, the appearance and cleanliness of the branch and its health and safety record.

Garry Froggatt and Jason Rothwell focused on Digital Marketing at Howarth Timber and Building Supplies, with a project that investigated the company's existing online trading platform and recommended developments.

For Parker Building Supplies, Jamie Pierce, Lee Church and Jake Feek took a close look at Stock Control and Movement, with a project to create a unified working process system of efficiency across the company that will enable branches to have confidence and control of stock movement.

Andrew Brooker also achieved a Distinction. He undertook a solo project on his family firm, Brookers, evaluating options for the future of one of branches, with recommendations to be used as template for future expansion.

For more information about BMF training courses contact James Spillane on **02476 854989** or email james.spillane@bmf.org.uk.



Symphony Hall



L-R Stewart Pierce, Lord Mayor of Birmingham Cllr Ray Hassell and John Newcomb

BMF Supplier & Service Forum

Ninety five supplier members attended the second BMF Supplier & Service Forum, held at BMF HQ in Coventry in February.



This time the Forum covered topics such as BMF Youth Recruitment Campaign, including the launch of the BMF Ambassador Scheme and harnessing the BMF brand. GfK and MRA Marketing presented Top Line market and BMBI data. There was also extensive discussion about BMF exhibition concepts for 2016 and 2017 and specialist breakout groups covering key issues on heavyside materials/landscaping, timber and roofing materials, plumbing/heating, sanitaryware and showrooms as well as ironmongery, tools and other lightside materials.



Feedback included "The breakout group was a good opportunity to bounce some ideas around with similar businesses to ourselves". Another member found the Forum most useful for

"interaction with fellow suppliers" and "an update on things BMF are doing." For information about future BMF Supplier & Service Forums please contact june.upton@bmf.org.uk.



BMF Handbook update

Watch out for the 2016 BMF Handbook and Directory, which will be distributed in early March. You will also be able to use the live Handbook App. For more information contact Oz Bham at oz.bham@bmf.org.uk



Display your BMF logos with pride!

Be proud and show you belong to your trade federation. Show your member logo on site, on your fleet, stationery, literature, adverts, website, etc. BMF can supply corporate guidelines, vehicle and window stickers and electronic logos. Contact Christine Wall at christine.wall@bmf.org.uk for more information.



UK Construction Week 2016

In a first for the merchant industry, the Builders Merchants Federation will have its own branded BMF Pavilion at UK Construction Week 2016 at the NEC from 18-23 October (trade only days 18-20 October).

The BMF is working with exhibition organisers, Media 10, to provide the right platform to bring merchants and suppliers together to find out more about the latest products and new technology and building techniques coming on stream. The BMF Pavilion will be sited across the Build Show and HVAC areas of the exhibition, which features nine separate shows in total, including Grand Designs Live. Exhibition space within the BMF Pavilion will be reserved for BMF members, who will benefit from a substantial 25% discount.

By working with a broad range of industry associations, like the BMF, the organisers are making the event relevant to as many people as possible, giving them multiple reasons to attend. In its first year, 2015, UK Construction Week attracted 24,000 construction professionals, demonstrating the industry's appetite for a major annual event that combines



exhibitor space with education seminars, workshops and relaxed networking opportunities. Nathan Garnett, Event Director of UK Construction Week said: "We are delighted to be working with the BMF. Last year UK

Construction Week attracted 500 merchants. With the help of the BMF we believe we can multiply this number greatly."

The BMF has contracted its former marketing manager, Christine Harding, to manage exhibition space within the BMF Pavilion. Don't miss out, as stands are limited. For further information, or to reserve exhibition space within the BMF Pavilion, please contact Chris Harding at cv.harding@btopenworld.com or Nathan Garnett at nathan.garnett@media-ten.com or call 0203 225 5248.

Congratulations to Peter John Stephens!



Peter Stephens MBE and Alyce Stephens

Huge congratulations to Peter Stephens, Managing Director, John A Stephens Ltd, for being recognised in the New Year Honours list 2016 and receiving his MBE for services to Business and the community in Nottingham. The BMF, in conjunction with the Construction Products Association, nominated Peter for the award and we are proud of the work he has done for the community.

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Supplying all your paving needs to enhance any garden...

Castacrete Limited celebrate 50 years manufacturing decorative concrete paving products this year. Castacrete always rises to the challenges this competitive market throws at it and the owner and Managing Director Terry Smallman has remained determined to be a significant presence by expanding into a wider range of hard landscaping products. A state of the art block plant has been installed at the Rochester site. Expanding on the concrete paving products Castacrete is renowned for, the block paving is the first of many new avenues that are being explored. In 2014 Gary Sargent was appointed as Commercial Director to capitalise on the company's move into natural stone and with a wider remit to take the company forward. Plans for the future include bagged aggregates, artificial grass and paving treatment products.

2016 sees a new company logo and colour scheme, expanded brochure and a completely redesigned website, all due to be launched this year. Gary Sargent says 'our intention is to become a leading supplier to merchants looking for a 'one stop shop' for all their hard landscaping needs and we hope this, our golden anniversary year, will pave the way for the next 50 years'.

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BMF joins with WWF for a sustainable future

The BMF is joining with WWF's Global Forest and Trade Network in the UK (GFTN-UK) to promote responsible forest trade throughout the merchant supply chain. They will work together to bring about better industry practices and encourage a commitment to sustainability in the merchant sector.

GFTN-UK will share its expertise and knowledge with BMF members, helping them to exercise due diligence on their supply chains for forest goods. The conservation organisation provides a framework that enables companies to identify and move away from materials coming from unknown or unacceptable sources, towards products from credibly certified forests or recycled sources.

BMF MD, John Newcomb said: "Timber is a core product category for general builders merchants, second only in importance to heavyside materials such as bricks and blocks, and we will be working with GFTN-UK to encourage merchants to consider environmental and sustainability issues as part of their purchasing policy."

He added: "GFTN-UK made a huge impact on everyone in the room when they presented to our Timber Forum last year. Now we are working together to make all members aware of the damage caused to the environment when they buy, say, cheap plywood from China, sourced from forests that are not sustainable."

Julia Young, Manager GFTN-UK, said: "We're excited to be collaborating with the BMF to create a thriving, mainstream

market for environmentally and responsible forest products within the building industry. It's great to see their appetite to get involved and, with the BMF working as an Associate within our programme, we'll have a new platform to assist their member companies to get to grips with this important issue."

For both organisations, the reciprocal arrangement to be associate members with each other is a first, and is about pro-active, supportive encouragement to leverage each other's expertise and audiences.

John Newcomb added: "Responsible purchasing is one of the BMF's key goals for the industry. Many merchants already consider sustainability as a matter of course, but we have a responsibility to



encourage every one of them to do so. GFTN-UK can help them ask the right questions to find out where their products are coming from, so they will know if they are sourcing from sustainable forests."

GFTN-UK will also host the next BMF Timber Forum at its inspirational HQ and visitor centre, the Living Planet building in Woking, Surrey, which embodies WWF's vision for a more sustainable future. The Forum will take place on Tuesday 10th May. Please contact richard.ellithorne@bmf.org.uk for more information.

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Legislating to plan and build new homes

It is nine months since the Conservatives won the General Election and ministers have wasted no time in starting work to see (at least) one million new homes built by 2020. The impetus is to boost home ownership because rising house prices, lack of supply and small pay increases continue to lock young people into renting, not buying.

The Government's own figures show the proportion of the population that own their home has fallen from 70.9% in 2003 to 63.3% in 2014. Of an estimated 22.6 million

households in England, 14.3 million are owner-occupiers, of which 7.4 million own outright and 6.9 million are buying with a mortgage. The United Kingdom is now below the European average: in the 28 EU countries, 70% owner-occupation is the norm.

To redress the imbalance between demand and supply, the Government is taking flagship legislation through Parliament. Most of the proposals in the Housing and Planning Bill are supply-side steps aimed at speeding up planning to complete more housing.

BMF activity

In November and December, a dedicated committee of MPs scrutinised the Bill, line-by-line, with amendments tabled for & against the Government, and forcing votes on contentious aspects. As many of the proposals are relevant to businesses we represent, the BMF attended on several days to lobby MPs. All of them on the committee talked to us in the margins of debates on topics that cropped up during proceedings.

The BMF was the sole industry presence, meaning

we were on hand to answer MPs queries, provide briefing and discuss specific issues. Notes BMF prepared on self- and custom-building were well received – a Norfolk MP and the Minister for Housing both mentioned the BMF by name and publicly praised our work in Hansard.

The Housing and Planning Bill is being considered by the House of Lords and BMF is tracking its progress. In this article, BMF outlines the main proposals, gives insight on aspects of direct relevance, and explains lobbying done for BMF members.

New homes



Starter Homes

The Bill will put into law the Conservatives' pledge to offer 200,000 new-build Starter Homes to people aged under 40, at 20% below market price, on English brownfield land, to enable first-time buyers to get onto the housing ladder. The cost to taxpayers is approx. £2.3 billion over

five years. The price after discounting will be capped at £450,000 in London and £250,000 elsewhere.

If Parliament votes for it, the Bill specifically puts a:

- general duty on all planning authorities to promote the supply of Starter Homes
- specific duty to require a proportion of Starter Homes on sites when granting applications.

This policy is not without opposition from town planners, local councils and housing associations. Questions remain as to whether:

- discounts go to only the first buyer or should be passed on in perpetuity
- Starter Homes will be in addition to other types of housing that would otherwise have been built
- developers use Starter Homes to meet S106 obligations instead of affordable housing.

Self-Build and Custom House Building

The Bill adds to (and amends) current laws that require local authorities to keep a register of people seeking to buy land to build or commission their own home – and take them into account in future housing & planning, land disposal and regeneration decisions.

The proposals oblige local councils to ensure there are sufficient serviced plots with planning permission to match local demand as signified by the register of people. The

aims are to:

- make it easier for people to find land to build or commission their own home
- diversify the mix of housing supply
- help boost small builders who have endured tough times since the 2008 Credit Crunch.

In our lobbying, the BMF told MPs that self- & custom-builders have a useful (but limited) part to play in increasing supply. This type of housing can no longer be confined to wealthy, professional classes. More multiple-plot sites are required for those who harbour modest ambitions and anything this Bill does to increase land supply is a good thing.

The original concept behind this policy was a duty on local councils to offer serviced plots to names on local registers. BMF's understanding of the proposals is that being on a register is no guarantee of receiving an offer. BMF argue this ought to be corrected and clarified.

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Planning and development



Planning Permission

The Bill aims to pass into law a range of steps to speed up planning to increase new housing completions and at a faster rate.

If Parliament votes for it, the Bill covers policies including:

- giving ministers more powers to intervene if Local Plans are not adopted
- a duty on local councils to hold a register of various types of land (especially brownfield land) for release to build new homes
- giving 'permission in principle' to sites identified as suitable for new housing
- opportunities for applicants to obtain 'permission in principle' on small sites
- allowing pilot schemes to test the benefits of introducing competition in processing (but not determining) planning applications.

Two bullet points worth noting are (a) 'permission in principle' and (b) alternative providers to process applications. The Minister for Housing has told the BMF the aim of (a) is to give certainty in advance on the suitability of sites for development – especially sites on brownfield land registers – and allow matters of detail to be agreed subsequently.

The BMF firmly supports 'permission in principle'. It helps erode barriers to small-scale housing projects. Anything that lessens (or removes) unnecessary cost, delay or red tape for the customers of merchants is a good thing. It also helps them obtain finance because banks will know risky brownfield sites come with 'permission in principle' already granted.

The idea of time-limited trials using alternative providers was a surprise announcement. It has divided opinion and led to concern over: (a) less scope for local residents to be consulted; (b) delegated decisions to officers or third-parties; and (c) accusations of privatisation.

Permitted Development



Questions were asked whether it is right to allow housing to be built with more storeys. In its Productivity Plan last July, the Conservative Government announced new rights to allow property in London to be extended upwards, for limited number of storeys, up to the height of adjoining buildings, without needing prior approval.

In our lobbying, the BMF said no-one wants a repeat of bad high-rise housing. But we believe better use can be made of existing buildings. Extending Permitted Development is a way to do so.

When he was Mayor of London, Ken Livingstone believed in allowing higher buildings with more storeys. The BMF pointed this out to Labour MPs in London constituencies who aired concerns. BMF are not aware of any position adopted by Sadiq Khan, Labour's Mayoral candidate. Labour MPs risk taking a different line to the man they hope will win in London on 5 May.

Offices into Homes

Another issue was Change of Use Classes when granting permission for property conversions. Labour MPs raised detrimental impacts on live music where offices or commercial buildings are converted into residential units. Upon occupying new homes, residents complain about sound levels from nearby pubs, discos or clubs – leading to the loss of live music licences.

The BMF supports allowing the conversion of offices into residential property. New-build housing cannot

provide enough homes needed to overcome the housing crisis. BMF wants better use made of existing buildings and Change of Use Classes is a way to do so.

In lobbying, the BMF made these arguments:

- manufacturers make thermal and acoustic insulation. Insisting that developers fit better soundproofing can overcome complaints about venues that existed prior to conversion work
- the BMF does not advocate all brownfield land being earmarked for homes. Industrial land can be contaminated and expensive to remediate. Sites will be needed for merchants' premises.

Conclusion



Brandon Lewis MP (Minister for Housing & Planning) and Brett Amphlett (BMF Policy Manager)

The Conservatives have a majority in the House of Commons and this legislation ought to be passed as a formality. That is not to say ministers will enjoy an easy ride in the House of Lords.

Conservative-controlled district, borough and county councils also pose resistance. The issue of over-stretched local authorities with rising caseloads was raised during debates. Any shortage of qualified planning officers – in terms of staff numbers and skill levels – causes delays.

In lobbying, the BMF welcomed moves to accelerate the completion of much-needed, properly-considered, housing developments (especially small-scale projects). Encouraging the return of small firms back into house-building and home improvement markets is also very welcome.

Biggest H & B merchants to join the BMF

Two of the H&B buying group's largest members, Markovitz and C L Jones, made a positive start to the New Year by joining the BMF.

Markovitz and C L Jones are both thriving family firms that have developed their businesses to serve diverse local markets.

Robert Turner, Commercial Director of Markovitz said "We never really considered joining the BMF before, to be honest we never saw the value. However, after actually sitting down with John Newcomb and his team, listening to what they had to say, we realised that we wanted to be part of this and felt that being in the BMF added real value to our company. We very much look

forward to working with the BMF and are now proud to say that we are part of it."

Commenting on the BMF's latest members, BMF MD, John Newcomb said: "I am delighted that Markovitz and C L Jones see the value in being part of the BMF, having not really considered membership before. We are looking forward to working with them. The Federation has changed a lot in recent years and has a great deal to offer every merchant, and their suppliers, no matter where they are in the country, or the size of their operation. We would be delighted to sit down with anyone who would like to find out how BMF membership can benefit their business."

We also welcome into BMF membership:

ASSOCIATIONS:

- Oil Firing Technical Association (OFTEC)
- World Wildlife Fund (WWF)

MERCHANTS:

- A R Aspinnall & Sons Ltd
- Archmartin Ltd T/A Solo Building Supplies
- Challenge Fencing Limited • London Lintels
- Manningham Concrete Ltd
- Totem Timber Plymouth Ltd

SUPPLIERS:

- Clark Drain • Crest Brick Slate & Tile Ltd
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KPI Report 2015

The BMF's Key Performance Indicators Report for 2014/15 indicates how the trading performance of builders merchants fared over the twelve months ending April 2015 compared with the two previous years. The BMF 2015 Key Performance Indicators Survey was carried out among BMF merchant member companies in mid-2015.

On the year, the picture is one of growth with output in the construction industry increasing by 7.5% from year ending April 2014 to year ending April 2015. All repair and maintenance work between the same periods increased by 4.8%. Public and private new housing increased by 21% and 22% respectively. [ONS 2015]

The report shows that:

- Trading Margins at 31.5% had increased by 0.3 percentage points from last year
- Continued tough credit control enabled Bad Debts as a proportion of credit sales to be kept in line with a 0.1 percentage point decrease over last year. Debtor Days were also decreased with a year on year fall on one day in the last two years to 51
- Average payroll costs per employee rose by 7% compared to last year and by 14% compared to 2013/14. Salary and related costs as a %age of gross margin decreased by 1.5 percentage points compared to last year after a slight rise by 0.3 percentage points the year previously. This clearly shows investment in staff is resulting in hard sales and margin growth
- Heavyside Transport costs have increased by 0.5 percentage



points compared to last year. This increase in operating costs show that companies are paying more to retain their drivers which has been offset in the fall in diesel price

- Companies within the sample have shown a sales growth of 17% due to a strong market and by expansion from new branches and company acquisitions.

These numbers are based on the most recent publication at financial year ends but subsequent to the formulation of this report some members are reporting an easing off in the market however members remain cautiously optimistic.

'The ratios within the report are a selection from the full survey findings.' More details on all these reports can be attained by contacting Rikesh Patel at rikesh.patel@bmf.org.uk

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Boiler Sales Report December 2015

The BMF produces monthly reports on several categories for its members to inform them on the industry.

The BMF has partnered up with the Heating and Hotwater Industry Council (HHIC) to provide the plumbing and heating members with detailed information on Boiler Sales in the UK. BMF members registered in the P&H sector are now receiving the monthly issues of the new BMF monthly Boiler Sales Report. The report includes the UK's trading performance on high and standard gas and LPG boilers. Data is segmented and analysed through a rolling monthly comparison and also comparing monthly, year to date and 12 months data. The report also includes a short summary of plumbing and heating news of that month informing members of changes in policy and legislation.

Sales in December 2015 were 8% lower than in December 2014. Combi boilers and regular boilers both experienced sales decreases of 8.1% and 17.3% respectively. However system boilers experienced a 16.6% growth compared to last year.

Overall, throughout 2015, 1.9% lower sales were made to merchants compared with 2014. The lack of energy efficiency schemes such as the Green Deal and the Energy Company Obligation (ECO) have had a negative effect on UK boiler sales, Stewart Clements, director at the Heating and Hotwater Industry Council (HHIC), believes.

Stewart said: "The Green Deal and the ECO programme contributed to the market during 2014 and their cancellation,

Sales Indicator Report November 2015

The BMF's Sales Indicators are compiled every month from sales turnover information from the majority of merchant members outlets.

BMF Members distribute over £17.5bn of building materials per annum from 4,000 outlets around the U.K.

Builders Merchants Sales nationally when adjusted for both price inflation and trading day differences were up 3.4% for the three months September 2015 - November 2015 when compared with the same three months in 2014 and were down 16.8% when compared with the preceding three month period June 2015 - August 2015.

The 12 month comparison was up by 4.5% over the previous 12 month period and the monthly comparison was up 4.4% over November last year.

It should be noted that the sales figures in the BMF Sales Indicators Report for the corresponding month a year ago may differ from those published previously. This is due to changes in the sample of reporting Members. The representative sample is approximately 30 merchant member companies.

Unadjusted figures show the percentage change in the actual cash values of sales between given dates with no allowance made for any increases or decreases in building materials prices over the periods.

Adjusted figures show the percentage change in the value of sales between given dates taking into account price changes computed from Merchant members' own building materials price inflation data. In addition, the Adjusted comparisons allow for differences in the number of trading days.

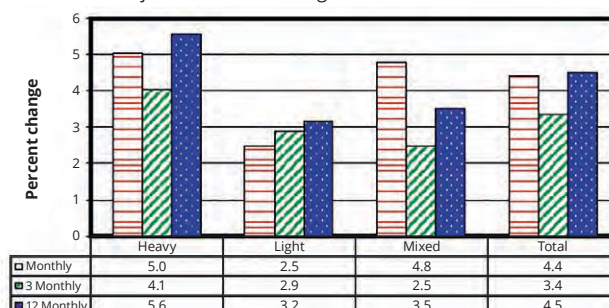
If you are a merchant interested in participating or would like access to the full report, please contact Rikesh Patel, BMF on 02476 854987 or email rikesh.patel@bmf.org.uk



Sales Indicators November 2015



UK Sales by Merchants' Trading Classifications
Adjusted for Price Changes



Commentary

Builder Merchants Sales nationally was adjusted for both price inflation & trading day differences were up 3.4% for the three months September 2015 - November 2015 when compared with the same months in 2014 and were down 16.8% when compared with the preceding three month period June 2015 - August 2015. The 12 month comparison was up by 4.5% over the previous 12 month period and the monthly comparison was up 4.4% over November last year.

or reduction has seen sales of boilers within the UK fall by 1.9% in 2015.

"The underlying market remains stable and we hope that as people renovate and refurbish their homes and new build programmes are extended, 2016 will see sales start to rise."

Total sales of UK boilers in 2014 were 1,663,398 and 1,631,386 in 2015.

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Builders Merchant Building Index

With the introduction of GfK's Builders Merchant Panel in early 2015, Builders Merchants and Suppliers have had access to quality market data for the first time. BMF have combined forces with GfK and MRA to bring you this new member benefit which will be available in monthly instalments. The report will comprise of data from GfK's merchant panel, insights from the industry from MRA along with our very own monthly regional Sales Indicators. This partnership will prove to be the 'one-stop-shop' source for definitive data on the current state of the market. Having access to this fresh and accurate information that gives insights on a category-specific level will better equip



you and your business in making value judgements based on what is currently happening in the market. Total Builders Merchants' sales in November were 5.5%

higher than November 2014. Allowing for one additional trading day this year, average daily sales were still 0.5% ahead. However, set against a strong October, November 2015 sales were 8.6% down. The fall was less, down 4.3%, when adjusted for the number of trading days. See page 9 in report. The performance of individual product categories makes interesting reading.

- Heavy Building Materials fell 9.8% compared to October 2015 but increased 5.7% Year-on-Year. Timber & Joinery decreased 8.2% compared to the previous month but was up 4.7% on November 2014.
- Landscaping reported an 18.2% seasonal drop Month-on-Month. It was 8.8% ahead of November 2014.
- Renewables fell 3.7% compared to October but experienced the highest Year-on-Year increase of 17.1% on November 2014.
- Both Decorating & Renovation and Kitchens & Bathrooms were lower Month-on-Month (8.4% and 0.8% respectively) but were up Year-on-Year (4.5% and 3.6%).
- Sales of Tools slipped compared to the previous month (-1.9%) and

- compared to November 2014 (-5.2%).
- Workwear & Safetywear was the only category to have grown compared to October 2015, although only marginally, 0.1%. It was also ahead 0.5% Year-on-Year.
- Plumbing, Heating & Electrical fell 0.7% compared to October, but rose 11% compared to November 2014.
- Ironmongery fell 3.8% Month-on-Month but increased 10.4% Year-on-Year.
- Sales of Services dropped 8.1% compared to the previous month, but were 2.7% ahead of November 2014.

The report provides insights and certainties. Look closely to see how our sales compare.

The report will be split into two tiers of report depending on the level of regional sales data you would like to receive from the BMF Sales Indicators. All members of the BMF will continue to receive the core BMBI report. However, those members who have paid the subscription fee will also receive full insights from the BMF Sales Indicators. The core version will still include a general overview of each month's regional sales findings. Alternatively, merchant members can contribute their monthly sales figures which will be included anonymously into the Sales Indicator report, to receive the full version for no added cost. There is a real opportunity here for growth as more merchant members get involved and the findings become only more robust and authoritative. Information on how to participate can be found by contacting Ricky Coombes at Ricky.Coombes@gfk.com. More details on all these reports can be attained by contacting Rikesh Patel at rikesh.patel@bmf.org.uk

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Branch Managers Forum

Forty three branch managers and aspiring Branch Managers from merchants large and small, attended the third Branch Managers Forum, held at BMF HQ in Coventry in January.

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, Cutting Employment Risk, Getting the Most from your Fleet, Security and Loss Prevention, BMF Training and Mentoring, plus Leadership and Management, as well as specialist workshops in Transport, Marketing, Health and Safety and Security.

Day 2 of the Forum addressed Digital Media, Social Networking and Marketing, The Consumer Protection Act and Syndicates run by Lightside and Heavyside suppliers. The event closed with inspirational speeches from BMF Chairman Peter Hindle MBE of St Gobain and Retired Lieutenant Colonel



Peter Hindle



Kevin Parr



Stewart Hill

Stewart Hill, who suffered a life-changing brain injury while leading troops in the largest ever ground battle with the Taliban in Afghanistan.

Feedback from Branch Managers at the Forum included:

“As a newly appointed assistant manager I learned so much from the 2 days.”

“The motivational speakers were very good. Some very interesting information came from the talks. Some good networking over the 2 days.”

“I thoroughly enjoyed what we heard and came back to my branch totally fired up and inspired with some fresh ideas and suggestions for improvement.”

For information about future BMF Branch Managers' Forums please contact christine.wall@bmf.org.uk.



John Newcomb

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Together Towards
Tomorrow



BMF Members' Day

20th & 21st September 2016



BMF Members' Day is taking place on **20th and 21st September 2016** at Jurys Inn Hinckley Island Hotel in Leicestershire.

Taking the theme '*Together Towards Tomorrow*', the focus this year is firmly set on using the power of teamwork to create success.

In addition to the BMF's AGM, Members' Day combines informal networking opportunities, a black-tie Awards Dinner, and informative business sessions with thought-provoking guest speakers.



The first speaker to be announced is **Dr Mark Jenkins**, Professor of Business Strategy at Cranfield School of Management and the author of *Performance at the Limit: Business Lessons from Formula One Motor Racing*.

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Awards Dinner & Conference

The Awards Dinner remains at £70 as in 2015 and the Members' Day Conference is £95.

Note: this offer is available for THE FIRST 50 MERCHANTS ONLY and is on a first come first served basis. (Early Bird Discount is payable within 14 days from date of invoice).

Book your place now

To book your place at this key BMF Members' Day event simply call Chris Wall on 02476 854982 or email christine.wall@bmf.org.uk by **5 September 2016**.

BMF Members' Day to showcase "Performance at the Limit"

BMF, working in conjunction with headline sponsor ACO, has secured Dr Mark Jenkins, Professor of Business Strategy at Cranfield School of Management and the author of Performance at the Limit: Business Lessons from Formula One Motor Racing, to speak at BMF Members' Day in September.

This is the first time that BMF Members' Day will feature a speaker from Cranfield, a world leader in management education and research that, for almost 50 years, has been helping individuals and businesses learn and succeed by transforming knowledge into action.

Mark's teaching, research and consulting activities focus on the areas of competitive strategy, and innovation. He



is also a keen motor racing fan and his research using Formula One Motorsport to understand how strategy, teamwork and innovation creates high performance provides real insights for organisations and their managers to learn from.

BMF MD John Newcomb

said: "This year our Members' Day business conference takes the theme Together Towards Tomorrow focusing on using the power of teamwork to create success. Mark Jenkins is one of the country's leading authorities on management strategy and his work with Formula One teams including

Williams, McLaren and Manor has many interesting lessons for organisations in our industry to take on board."

BMF Members' Day will be held on 20 and 21 September 2016 at a convenient central England location, Jurys Inn Hinckley Island Hotel in Leicestershire. The two-day event will combine informal networking opportunities, a black-tie Awards Dinner, and informative business sessions with a range of thought-provoking guest speakers (details to follow over the coming weeks).

The BMF is offering Earlybird discounts on the first 50 Members' Day tickets booked by merchants before 31 March 2016. For more information, and to book your place, please contact christine.wall@bmf.org.uk



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BMF Burns Supper raises £4,000 for charity

BMF raised over £4,000 for its nominated charity, Walking with the Wounded, at its annual Burns Supper held in Edinburgh. With 250 people attending, including



John Newcomb and Ian Glass

BMF Chairman, Peter Hindle, MBE, Vice Chairman, Stewart Pierce, incoming Scottish Regional Chairman, Ian Glass of Grahams, and special guests Gordon Nelson, Director, FMB Scotland and FMB Scotland's President, Robert Wilson, this was the BMF's biggest Burns Night event to date.

Burns Night celebrates the life and works of Scotland's national poet or bard, Robert Burns. Guests enjoyed the traditional piping in and addressing of the haggis, and an entertaining toast to the Immortal Memory of the Bard by Ian Park, who has been toasting his memory for over 40 years.

John Newcomb, BMF MD, said: "I'm delighted that this event has established itself amongst members both north and south of the Scottish border. Our thanks go to sponsors Easy Trim, Marley Plumbing & Drainage, Natural Paving and Stonemarket and to all those who donated raffle prizes for their generous support, as well as to everyone who helped raise such a fantastic sum for our nominated charity."



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L-R: Stewart Hill, John Cameron and John Newcomb with the painting that raised £1,600 for Walking for the Wounded.

The total sum raised included a successful £1,600 auction bid by John Cameron (Plumbers & Builders Merchants) Ltd for an atmospheric oil painting of the Edinburgh skyline by Walking with the Wounded ambassador, Stewart Hill. Stewart who suffered a traumatic brain injury whilst serving in Afghanistan discovered his talent when he began painting to deal with post injury depression. He is one of many wounded service personnel who have been helped by the Charity and during the evening gave a moving account of its work and the 1,000 mile fundraising walk of Britain that he and other ex-service personnel completed last Autumn.



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BMF new Legal Helpline

The BMF has launched a new Legal Helpline to support its members and take the pain out of workplace problems. Operating on a new telephone number, **0870 420 7373**, the first 15 minutes of the service is completely free of charge.

Selected employment lawyers at Halborns, which also provides the BMF Intelligent Employment Plus service, and commercial lawyers at DCH Law, who will advise on non-employment matters, will operate the Helpline.

The new legal team has a practical understanding of the merchant sector and will be on call between 9am and 5pm each weekday to provide high quality, solutions-focused legal advice, quickly and conveniently. Many



issues can be dealt with speedily. However, if a query cannot be resolved within the 15 minute free call, members have the option to commission further legal advice at an additional, discounted cost.

The helpline will provide advice on any employment,

October brings new Consumer Rights Act

The BMF has prepared a briefing note for members on the new Consumer Rights Act 2015 (CRA) which came into force on 1st October 2015.

The CRA consolidates and reforms a large part of consumer law in the UK. The briefing note, prepared by DCH Law, concentrates on the changes imposed by the CRA and which are most relevant in the day to day lives of builders' merchants.

To obtain a copy contact richard.ellithorne@bmf.org.uk or email pip.dawkins@dchlaw.co.uk

commercial, civil or criminal matter (excluding health & safety) relating to a BMF member's normal business activities.

Commenting on the Helpline service, Richard Ellithorne, BMF Membership Services Director, said: "This is another BMF service designed to add value to our members' business. We have engaged a new legal team to provide this helpline, with employment law specialists

Halborns supporting members with queries in this area and DCH Law advising on other commercial, civil or criminal matters. They will be on call during normal office hours. At any other time members can leave a message for the legal team and their call will be returned within two hours of the start of the next working day."

For more information contact Richard at richard.ellithorne@bmf.org.uk.

Modern Slavery Act 2015 – does it affect your business?

The BMF's Intelligent Employment Plus service is provided for members by Halborns and covers all of your employment law needs for a fixed annual cost. For further details of the service or guidance on this update contact Halborns on **0115 718 0333**.

BMF's employment lawyers Halborns outline the new requirements of the Modern Slavery Act 2015

What do I need to know about the Modern Slavery Act 2015? (MSA)

If you turnover £36M or more you must publish an annual statement of the steps your business is taking to ensure human trafficking and slavery is not present in your business or supply chains. As you'd expect, detailed definitions of the offences of slavery and human trafficking are set out in the MSA but essentially amount to forcing people to work or travel against their will.

How do I comply with the requirements?

There is no law on the exact wording that the statement should take. It should include:

1. Details about your supply chains;
2. What steps you have taken to check whether slavery and human trafficking has tainted your business or supply chains;
3. Which areas of your business or supply chains might be at risk of slavery or human trafficking (if any), and any steps you have taken to assess and manage those risks (and whether they have been effective);
4. Any training you have provided to your team to ensure that slavery and human trafficking is identified and dealt with.

When do I have to publish a statement by?

Any business with a financial year end on or after 31 March 2016 must publish the statement within six months of

the end that financial year, and then annually from then onwards.

What happens if I don't comply?

You can be forced to comply by the Secretary of State through court proceedings.

The BMF advises those members who are interested in advice on the Modern Slavery Act to contact either Halborns direct on **0115 718 0333** or via the legal helpline on **0870 420 7373**. Halborns will talk you through the process and explain the requirements of the Act.

Halborns will issue you with a document that explains this and would enable you to draft your own statement, based on a structure set out in the document. Halborns will need to charge a nominal fee for doing so of £100 + VAT each time. This would be to cover both costs in giving the telephone advice and to reflect the fact that the member would be relying on Halborns professional indemnity insurance.



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Merchants must not lose out on Apprentice Levy, warns BMF

The BMF has voiced concerns that builders merchants who are unwilling to take on apprentices may lose out when the UK Government introduces the new Apprenticeship Levy in April next year.

A survey of BMF members revealed that while just over half (51%) employ at least one apprentice, almost as many (49%) have no current apprentices, and of those, 92% of merchants who would be required to pay the new Levy had no plans to take on an apprentice in the future.

Details of the Apprenticeship Levy were announced in the Autumn Statement. Companies with a payroll of more than £3m will have to pay 0.5 per cent of staff spending via PAYE to fund the system. The more apprentices

companies take on, the more training will be available to them – in the form of digital vouchers – but they will have to pay the levy whether or not they take on any apprentices.

On average, BMF members employ 14 apprentices a year. However, that figure encompasses national multi branch groups with an annual three figure apprentice intake to single branch operations who may recruit one apprentice every few years. While smaller companies will not be required to pay the levy, those in the middle range could be affected.

BMF MD John Newcomb said: “The Apprenticeship Levy is designed to ensure that businesses invest in skills and training, which should be a good thing, but we are concerned that some

merchants will miss out. The Levy will not only affect national merchants, many regional groups and larger independents with 150+ employees will find themselves in the payroll bracket required to pay the Levy. Responses to our survey lead us to believe that up to a third of our merchant members may be liable to pay the Levy. If they don't invest in the future of the industry and regularly employ apprentices in their own business, their hard earned cash will go to fund the training of apprentices in other industries. This is not a situation that anyone in the industry wants to see.”

The BMF estimates that its members will recruit around 1,000 apprentices over the next two years. Over a third of members surveyed use

the BMF Apprenticeship Scheme provided by Didac and specifically designed to deliver trained apprentices in the merchant industry. Others, mainly larger merchants, operate their own in-house schemes.

John Newcomb concluded: “The Apprenticeship Levy is designed to encourage employers to invest in developing new talent. It should not be viewed as an extra tax on employment, but a real incentive for merchants to take on apprentices and invest in the next generation. However, the Levy must not be used to replace public funding for secondary education. It is imperative that English Language and Mathematics learning continues to be met out of general taxation.”

BMF North West Regional meeting

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31st March 2016

at Michael Owen's Manor House Stables, Malpas, Cheshire

The event starts at 10.45 and includes watching horses cantering and a tour of the stables prior to the regional meeting. For more information contact John Stephenson, BMF Regional Manager at johnstephenson21@btinternet.com.

BMF Coventry Courses

Date	Duration	Course
22 March	1 day	Warehouse and Yard Layout
23 March	1 day	Finance for Non-Finance Managers
29 March	1 day	Effective Time Management
31 March	1 day	Measuring Building Quantities
10 & 11 May	Days 1 & 2	Sales Training for Sales Representatives
21 & 22 June	Days 3 & 4	Sales Training for Sales Representatives

BMF Kitchen and Bathroom Courses

Date	Duration	Course
31 March	1 day	Bathroom Design with Sales and Customer Care
10 & 11 May	2 days	Kitchen Design with Sales and Customer Care
26 April	1 day	Driving Performance
12 May	1 day	Digital Transformation of the Builders Merchant

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Training with MOL

As we reported last year, the BMF works with MOL to make available their specialist product training modules at an affordable price. MOL modules were for many years the default means of product training because they give a broad understanding of the generic products in question and because

they lead to a City & Guilds (C&G) qualification. MOL's workbook-based distance learning modules cover a wide range of specialist subjects in four key areas, Plumbing and Heating, Timber and Building, Climate Management and Electrical Products. Modules can be purchased singly or in multiples of up to ten with increasing savings over

the single purchase cost. Students generally study up to 10 modules from a total of over 40 available. After successfully completing two product knowledge modules, the student achieves a City & Guilds Award, after five modules, a C&G Certificate and after 10 modules, a C&G Diploma. MOL workbooks are also designed to be retained

as a reference resource: once the module has been completed, assessed and graded it is returned to the learner to keep. MOL workbooks are also designed to be retained as a reference resource: once the module has been completed, assessed and graded it is returned to the learner to keep.

To further support the MOL scheme the special member price of £100 per module has been extended until September 2016.

For further details Contact James Spillane at james.spillane@bmf.org.uk or call 02476 854980



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Merchant Supplies Timber qualification

Haldane Fisher had four employees that undertook the Merchant Supplies Timber qualification delivered by Didac. The Company achieved a 100% pass

rate. Andrew Laird, Associate Director (HR) congratulated all of the participants, including Tania Loye and Marin Pacholski (who were both awarded distinctions) and added that the Company found the format

of the study, both online and classroom, very beneficial for its employees. The Company plan to extend the qualification across its Branch network, with a further study group planned for 2016.



L-R David McVeigh – Associate Director – Timber, Tania Loye – Timber Administrator (Head Office)



Carl Toman – Branch Manager (Ballymena), Marin Pacholski – Yard Operative and Michael Dougan – Assistant Branch Manager (Ballymena)

Macnaughton Blair sign up for BMF Diploma in Merchanting – a first for Northern Ireland

Macnaughton Blair, one of the largest building material suppliers in Northern Ireland, are the latest company to sign up a group for the BMF Diploma In Merchanting. The BMF Diploma in Merchanting is a management development programme which can lead to a merchant-specific foundation degree. Macnaughton Blair are the first Northern Ireland merchant to sign up for the Diploma and have formed



an in-house group of eight students. The BMF Diploma is a modular distance learning course consisting of nine modules, with a workshop for each group at the end of each module. It is suitable for candidates at branch manager and prospective branch manager

level, although middle management in larger branches would also benefit. The prime aim of the Diploma is to help members to identify and develop tomorrow's leaders in our industry. BMF Managing Director John Newcomb commented "We are delighted that Macnaughton Blair have

decided to utilise the BMF Diploma in Merchanting as their platform for management development. This is the first group in Northern Ireland and illustrates the mutual commitment between the BMF and Northern Ireland members. With the start of the first Diploma Group in Northern Ireland this spring, there are now 16 Diploma groups running throughout the UK, supporting 146 students.



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Reinforcements have arrived

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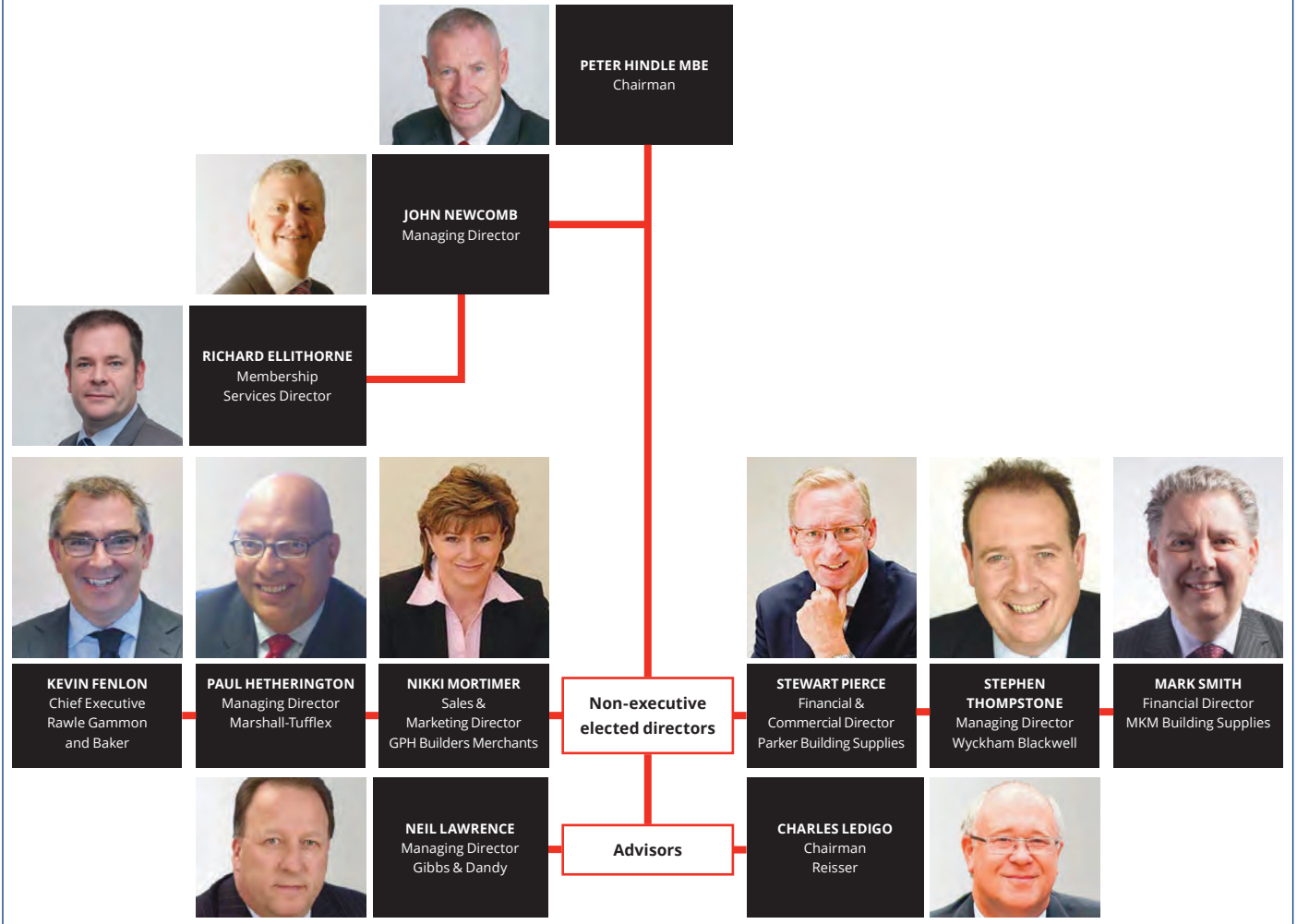
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BMF Board and Regional Chairmen

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BMF Board



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Merchant Member Feature

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CL Jones is a family business established in 1982 at Bethesda in North Wales. The business now operates 6 sites covering North Wales, with a customer base ranging from major house builders at one end to the keen DIY enthusiast at the other. The business stocks Timber,

Heavy and Lightside materials along with two kitchen and bathroom showrooms.

C L Jones also have their own timber mill facility at the Llanrwst branch and operate a fleet ranging from 3.5 ton to 44 tons. Many in the C L Jones team are long-serving and C L Jones are all too aware their people are key to the

business, with dedication and enthusiasm from the yard to the board room the business continues to grow and looks forward to 2016. As an active Member of H&B buying group C L Jones enjoy excellent relationships with all of our supply chain partners.

Managing Director Mike Jones says "Following the

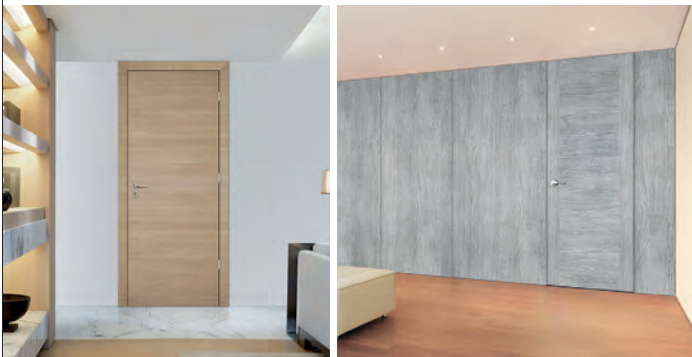
success of BMF's membership drive to become the voice of our industry, I felt it was time we join the Federation and play our part. Many of our younger team members are eager to benefit from the BMF's learning solutions, while others look to the networking benefits of membership."



Inside C L Jones

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Bob Beaver Memorial Shoot for Builders Merchants

Following the success of last year's event, a second 'Bob Beaver Memorial shoot' is taking place on 14th July at one of the UK's finest shooting schools - the Royal Berkshire - where guests/colleagues have the opportunity to be treated to some fantastic shooting. The event is open

to suppliers and merchants and is organised by MDA. BMF is proud to be a major sponsor at this year's shoot.

Proceeds from the event will be going to The Rainy Day Trust who are actively involved in supporting those young and old who do, or have, worked in the Builders Merchant Sector.

Clay Shooting and the manner in which the day is structured provides all who attend a great platform to network and catch up with what is happening in the industry, as well as build relationships with some of the key industry figures who will be there on the day.

The event is open to all levels of shooters. No worries if you or your guests haven't shot before, we would love to have you at the

event, going home having blasted a good number of clays out of the sky!

Come along to the 'Bob Beaver Memorial Charity Shoot' and you can be part of the industry's most sought after events. You never know, if you do well you might be going home with one of the 'Top Gun' awards as well!

We strongly recommend

you respond at your earliest opportunity as sponsorship is limited and we wouldn't want you to miss out.

For more information contact Michael Dark, the event organiser on behalf of the Rainy Day Trust - email mda.mail@virgin.net or call **01582 621121** to secure sponsorship or participation and quote reference code BMFBB.



MasterMerchant competition

This year's MasterMerchant competition will take place on 8-10 July in Ambleside. This increasingly popular event has already sold out, with a record 24 teams already registered. BMF appreciates BMTT's kind sponsorship from 2011-2016 and is now seeking a new sponsor for 2017. For further information please contact june.upton@bmf.org.uk.

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A UK MANUFACTURER

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FASCINATING FACTS - AND TIMBER TOO!

Did you know an early form of plywood was found in the pyramids? Or that MDF was invented by accident? These and other fascinating facts can be found in the new Snows Timber Manual. "We wanted the Snows Timber Manual to be an enjoyable and informative read, as well as being a reference point for product queries," says Mark Bowers, Snows' Commercial Director.



"Timber is a fascinating business and we hope to open up some of the history and science of our world to interest our merchant customers. We've also included sales advice for merchants, and other information to give anyone wanting to learn more about timber products some encouragement and useful background to the products they sell," Mark Bowers adds.

Providing a basic level of knowledge, the Snows Timber Manual represents a jumping-off point for further timber product training, such as the BMF's Open Learning modules on Timber.

At the BMF Branch Managers' Forum, Snows Timber also launched a pocket-sized guide entitled '10 Tips for Selling More Timber', to help merchants make their timber selection more profitable all year round. Copies of the pocket guide and the Snows Timber Manual are available from Snows' four regional sales offices. Alternatively e-mail enquiries@snowstimber.com.

For more information visit www.snowstimber.com

K8 ENABLES E-COMMERCE

K8 e-commerce software and solutions has been designed by our experts, who have brought their personal knowledge and experience of the distributive trades to create this fully integrated solution. We understand that whatever products you supply, you need a strong internet presence combined with full online trading facilities to ensure you are reaching the widest possible markets.

K8 is a dynamic, fully integrated ERP solution which enhances your company's online presence while boosting e-trading with K8 Web Builder. The functionality includes product information and search; stock availability

and ordering; review order tracking and much more. The K8 e-commerce software and solutions ultimately support your online customer service goals and boost sales and profitability.

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ABUS AT TOTALLY DIY

ABUS is known first in the UK DIY market for supplying quality padlocks with the ABUS brand rightly enjoying a reputation for quality, design and innovation. In the last decade ABUS has evolved as a total security solution provider and are now a worldwide manufacturer and brand for every security application, however this complete security portfolio can be a difficult message to communicate.

Totally DIY provided ABUS the medium to both show and demonstrate its traditional mechanical strengths integrated with brand new and future innovations under one brand platform. ABUS revealed at the show 'wAppLoxx', an electronic locking euro cylinder range. Modular MX, a system that

allows locksmiths to fit any door thickness with the right euro cylinder without carrying stock of multiple stock sizes. As well as CCTV systems that can utilise existing coaxial wiring to produce top quality IP video and images, and a selection of new 'Titalium' padlocks to further enhance its padlock offer.

Nick Vanderhoest ABUS UK Managing Director commented:

"We are very proud of our brand and quality, but communicating the ever growing ABUS security portfolio can be a challenge. Totally DIY brought to us those that matter in the DIY industry and gave us the opportunity to meet and greet both existing and new customers to present the complete ABUS security solution. We had a great show."

For more information visit www.abus.com

Fakro confirms 2017 Conference sponsorship



Roof window manufacturer, FAKRO, has confirmed its headline sponsorship of the BMF All Industry Conference in 2017. FAKRO has been the event's headline sponsor since the BMF's new-style All Industry Conference began in 2013.

FAKRO, which celebrates its 25th Anniversary in 2016, is one of the fastest growing manufacturers of roof windows in the world. In the UK, distribution is via major builders merchants nationwide. With a service and support offer geared to the merchant market, the company's long-standing relationship with the BMF is a natural extension.

BMF MD, John Newcomb said: "We are delighted that FAKRO is to sponsor the BMF All Industry Conference for a third time. The last two have both been hugely successful, with delegate numbers increasing each year. We have already started planning for 2017 and it promises to be the best event yet, so watch out for details of dates and venue later in the year."

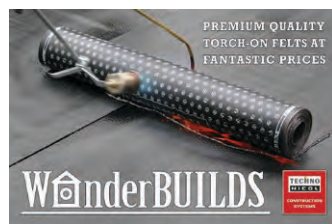
Noel Shanahan, FAKRO MD said: "We are pleased to continue our association with the BMF All Industry Conference. It is a great event that brings the whole industry together to benefit from new ideas, fresh thinking, meeting old friends and developing new relationships."

FAKRO is also looking forward to a busy year in 2016, which started with a Conference and Gala Dinner in January at its head office in Poland to celebrate the company's 25th Anniversary. This will be followed by a UK nationwide roadshow programme and a series of 1 day events at merchants to demonstrate products and meet customers.

Noel Shanahan added: "We will be improving and increasing the insulation performance of all FAKRO windows whilst also enhancing aesthetics and ensuring faster and easier installation. New products such as a new 'walk on' flat roof window with a wide range of colour options become available in early 2016. All new product activity will be supported with an extensive marketing and sales programme designed to support the Merchant and bring customers to the trade counter requesting FAKRO products. This includes major exhibition stands at the National Home Building & Renovating Show and, for the first time, at Grand Designs London Live."

Wonderbuilds wins award

BMF member WonderBuilds has won a 'TechnoNicol 1 Million Award' for achieving sales of 1 Million Square Metres of roofing felts in 2015. With WonderBuilds growing rapidly, the team are extremely excited to start the year on a high note, with Dina Vaisman & Mike Iurchenko saying "The award is a win for all of us - including our clients and BMF. It is with



their commitment to growth and success that we have been able to achieve this award. Once again, a big thank you!"

Diary dates - 2016

15 March	BMF North East Region Meeting , Ramside Hall Hotel, Durham
15-16 March	2 day BMF Kitchen Design Training Course - Nottingham
22 March	BMF Warehouse and Yard Layout IOSH accredited Training Course - BMF Coventry
22 March	BMF Scotland Region Meeting
23 March	BMF South Wales Region Meeting , Newport
23 March	BMF Finance for Non-Finance Managers Training Course - BMF Coventry
24 March	BMF 1 day Bathroom Design Training Course - Nottingham
29 March	BMF Effective Time Management Training Course - BMF Coventry
31 March	BMF North West Region Meeting , Manor House Stables LLP
31 March	BMF Measuring Building Quantities Training Course - BMF Coventry
5 April	BMF Plumbing & Heating Forum , Adey Professional Heating Solutions
6 April	BMF Midlands Region Meeting , Nottingham
13 April	NMBS Exhibition , Ricoh Arena, Coventry
14 April	BMF Marketing Forum - JCB World HQ
20 April	BMF South West Region Meeting , Tiverton
21 April	BMF Finance Forum , BMF Coventry
27 April	BMF Central South Region Meeting , near Newbury
10 May	BMF Timber Forum , WWF, Woking
11 May	PHG Meeting - Suppliers Awards & Golf Event
31 May	BMF HR Forum , BMF Coventry
16-19 June	NMBS All Industry Conference , Lanzarote
8-10 July	BMF MasterMerchant 2016 Competition , Lake District
14 July	Bob Beaver Memorial Shoot for Builders Merchants
14 September	BMF South West Region Meeting , Glastonbury
20-21 September	BMF Members Day 2016 , Jurys Inn Hinckley Island, Leicestershire
12 October	South Wales Region , Catnic, Caerphilly
18-20 October	UK Construction Week , NEC, Birmingham
20 October	BMF North East Region Meeting , Durham
27 October	BMF Central South Region Meeting , Newbury
27 November	BMF London & South East regional meeting , Aspen Insurance, London

Keep up to date with BMF and industry events on our website at www.bmf.org.uk/events

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

COMBILIFTS DO WHAT THEY PROMISE FOR HALDANE FISHER

Haldane Fisher recently took delivery of two 5t capacity Combilift 4-wheeled sideloaders at its Newry based Head Office for moving large packs of timber in and around the production and sawmill areas.

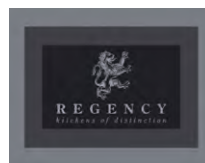


Two other C4000 4-way Combilifts have also been purchased for optimum space utilisation when handling and storing bricks, blocks and plasterboard.

The 4WSLs replaced old models of another brand and the decision to swap suppliers was influenced strongly by Combilift's ability to offer a high level of customisation. Developed to cope with tough conditions and long runs, they are ideal for Haldane Fisher's operation when supplying the sawmill with 6m x 1m packs of timber weighing up to 5t and taking machined products to the warehouse. The ultra-clean Deutz engine is beneficial when working with timber and also offers outstanding transmission and traction.

www.combilift.com

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



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

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

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

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

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

LAGAN PRODUCTS OFFER CLAY FACING BRICKS WITH CHARACTER

Lagan Products, specialising in manufacturing market leading building products for the construction industry, has launched an exciting new range of high quality clay facing bricks.

The Lagan Group has dedicated significant investment to its plant at Kingscourt. The result of this

investment can now be seen in the diverse range of bricks being produced, that provide both a wide range of choice, combined with the highest levels of quality to give any project personality and a unique character

The reopening of the Kingscourt manufacturing facility offers the UK market additional choice. As a privately owned family business Lagan understands how important choice and flexibility is to its customers. Any of the brick types produced can be mixed on a single delivery and, if desired, clay brick can be mixed with market leading Kingspan insulation products.

Mark Morris, Commercial Director for Lagan Products UK,



commented "Our new Kingscourt Range of Clay Facing Bricks is being launched at an exciting time in the UK construction industry. All the signs are pointing to a busy 2016 with

house building forecasts growing significantly, brick stocks will undoubtedly be challenged yet again and Lagan have stepped up to offer a range of fantastic clay facings for our customers."

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

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FAKRO roof windows can be manufactured in any colour from the RAL classic palette. That's over 200 colours customers can specify to special order for their chosen projects. Our standard natural pine, white or pine PVC and white PU coated roof windows are available from stock in just 3 days.

It's a product package that other manufacturers just can't beat.

For further details call our sales team on **01283 554755** or visit **www.fakro.co.uk**



FAKRO[®]
Roof windows

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FLEXITORCH P - PREMIUM CAPSHEET FROM ICOPAL

Both flat and pitched roofing membranes form Icopal's Xtra-Gard range of products. A key product, Flexitorch P, is intended for use as the capsheet layer within a bituminous built-up roofing system. The flexible, durable SBS modified bitumen can be used on all roof types including sloping and barrel vault roofs.

The upper surface is finished in either green, blue/grey, or brown slate granules. A sand finished option is also available to receive additional surface finishes like reflective paint, chippings or pedestrian tiles. The underside has Icopal's mini groove technology and a thermofusible film, saving time and energy in application.



With its polyester reinforcement, Flexitorch P offers excellent strength and durability along with puncture resistance against foot traffic, giving the membrane a 20-year life expectancy. It also offers good low temperature flexibility.

The Xtra-Gard range has been developed to provide merchants with a comprehensive collection to suit all applications be they traditional shed felts for basic DIY or high performing systems for professional roofers.

For more information visit www.icopal.co.uk

LONG RAKE SPAR INCREASES DECORATIVE AGGREGATE RANGE FOR 2016

Long Rake Spar, a leading supplier of decorative aggregates into multiple sectors, have just expanded their product range to include 4 new products for 2016.

Following on from the popularity of their *Ice Blue decorative chippings*, they have launched both *Ice Blue Pebbles 20-50mm* and *Ice Blue Cobbles 40-80mm*. These light grey-blue materials have natural light reflecting properties, perfect to brighten up dark/shady areas in general landscaping projects.

The introduction of an additional *Slate Mulch in a Black Charcoal* colour, which is available in a 40 and 20mm size, will undoubtedly

reach similar sales potential as the existing blue, plum and green.

Long Rake have also created a unique blend called *Sunset Red*, a mix of subtle golden peach tones contrasting with a strong brick red chipping. Available in a 14-20mm grade it offers a distinctly different, unique and highly decorative chipping.

As market leaders in the supply of hard landscaping aggregates, Long Rake Spar have an impressive collection of products which are promoted by a range of attractive packaging, Point of Sale support and market leading literature.

Further information is available from Long Rake Spar on: Tel: 01629 363210 Email: sales@longrakespar.co.uk www.longrakespar.co.uk

LARGE COUPLINGS REDESIGNED FOR QUICKER INSTALLATION

Quicker installation for large diameter couplings on site is now a reality due to product improvements by Flexseal.

"We have upgraded the bolting mechanism on these couplings so that they can be installed using either a ratchet torque wrench or drill, for faster tightening," explained Steve Riding, Flexseal's Commercial Director, who is responsible for product development. "The bolt design remains slimline, so contractors can easily access it, with no need to remove and realign their tool during installation."

Only one tool is required for installation as the bolting mechanism is the same on the coupling clamps and on the central shear band, as with all Flexseal's couplings. It is recommended to tighten all bolts on one coupling



to the same torque, which keeps the tightening process simple and guarantees consistent air- and water-tightness across the entire joint.

The improved clamps will be a feature of all Flexseal's couplings of 600mm diameter and above, including the standard LC, Extra Wide and Magnum ranges and will be supplied with a free of charge 3/8" square drive with 6mm hex head.

For more information visit www.flexseal.co.uk

THE PROBLEMS OF DAMP AND WHAT YOU CAN DO ABOUT IT

Dampness in buildings if left untreated can lead to structural deterioration; it will result in decay of timber, spoil decorations and can lead to problematic health effects through the development of moulds and mites. If a room is damp, then the furniture, wallpaper, carpets and clothing will also be damp and cold to the touch. Clothes will start to smell musty and mould will appear on surfaces, typically outside walls and cold ceilings.

There are two main types of damp proof course, an impervious barrier, usually included during the construction of a building and a remedial chemical damp proof course which is added after the building is constructed. Rising damp is a common problem in older

properties either because no damp proof course (DPC) was provided at the time of building, or because a physical membrane has failed or been 'bridged'. In the majority of cases the provision of a remedial DPC is a cost effective and minimum disturbance option. Membrane kits are particularly useful for damp where salt contamination is an issue.

For quick and simple solutions for creating new damp proof courses, damp proof kits are easy to use and offer great results. These kits are often highly effective for those looking for a DIY solution or for trade and www.dampkits.co.uk provide a wide range of products to help you deal with problematic damp issues.

For more information visit: <http://www.dampkits.co.uk/> call 0845 400 6666

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Technical Services Officer

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BMF appoints new Marketing and Communications Manager

The Builders Merchants Federation (BMF) has appointed Christine Wall as Marketing and Communications Manager.

Christine is a Chartered Marketer and Executive MBA graduate with wide ranging experience in all areas of marketing. Her career spans a variety of industries including property, housing, construction, market research, wills and probate. She joins the BMF from Certainty, the National Will Register, where she was Marketing Manager. Prior to that she held senior marketing roles with the Chartered Institute of Housing, Paragon and LionHeart, the RICS Benevolent Fund.

Commenting on her appointment, Christine said: "It is an extremely exciting time to be joining the Federation with several major new initiatives just introduced, or about to be launched. I am looking forward to working with John Newcomb and the rest of the BMF team, and to meeting as many members as possible as I get to grips with my new role."

BMF MD John Newcomb said: "I am delighted to welcome Christine to the BMF team. Every year we are growing our membership by offering merchants and suppliers support and services that have real value to their business. Christine's wealth of experience in both traditional and digital marketing will be of huge benefit as we move forward."



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TIMLOC INTRODUCES NEW DRY FIX ROOFLINE AND ABOVE SOLUTIONS

Timloc has extended its roofline and above product range with four new universal dry fix roof systems for new build and refurbishment projects.

Timloc's latest launches, available from March, include a new Dry Fix Verge system for profiled roof tiles and a Dry Fix Continuous Verge solution for slate and flat tiles, as well as convenient 6m Dry Fix Ventilated Ridge and Hip installation packs.

Not only has Timloc designed and manufactured dry fix systems that perform to the highest standards, but they've also identified and incorporated some great features to deliver fast, straightforward and reliable installations. These include extended fixing locators, allowance of guttering and a



simple, fast dry verge eaves closer starter process and a project specific order service. This is all without comprising on Timloc's commitment to deliver value for money products and solutions.

All the new Timloc dry fix products offer universal design appeal and project flexibility as they are compatible with the majority of today's roof, ridge and hip tiles and slates and are suitable for most roof pitch types from 15-55 degrees.

SALES SOFTWARE REVOLUTIONISING SALES ACROSS BUILDING & CONSTRUCTION INDUSTRY

Founded in 2008, sales-i has become the leading supplier of sales intelligence software to the building and construction industry both in the UK and North America.

It has already helped thousands of customers realise greater visibility of sales, margins, and profitability, enabling them to respond faster to every sales opportunity and sell more.

Paul Black, CEO of sales-i, comments: "We created sales-i to help suppliers sell smarter, to improve sales performance through sales intelligence, and better compete. Our software empowers suppliers across the building and construction industry to make every sales call more personal and profitable, thereby resulting in more sales."

The powerful sales performance tool system also enables salespeople to effortlessly prepare for meetings, significantly improve customer interactions and generate customer-facing reports - which would normally take hours to make - in a matter of seconds.

Existing BMF members already using sales-i include Howarth Timber, TIMco, International Timber and Rawlplug

National Sales Manager of Howarth Timber, Mark Terry has been an advocate of sales-i for over 6 years. He says: "sales-i has had a real impact on our sales business. sales-i enables me to manage my external team efficiently, it gives me both positive & negative sales information which I can react upon & action accordingly."

For more information, call the Timloc sales team on 01405 765567 or email sales@timloc.co.uk. Alternatively, visit www.timloc.co.uk

For more information, please visit: www.sales-i.com/bmf or call 0845 508 7355

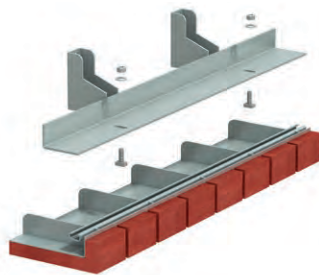
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ANCON TO LAUNCH NEW PRODUCTS AT ECOBUILD 2016

Double winner of the Queen's Award for Enterprise, Ancon Building Products, continues to expand its range of high integrity structural fixings and will exhibit a number of new products at Ecobuild 2016 taking place at ExCeL, London from 8-10 March 2016.

On stand number E3080, Ancon will showcase its latest fixing innovations, suitable for new-build construction including low-energy residential developments. Products on show will include the lightweight Nexus® brick faced soffit system, a number of insulated balcony connectors and an exciting new development within the Teplo range of low thermal conductivity wall ties.

Developed in partnership with cut-brick specialist, Ibstock-



Kevington, the new Nexus system is a lightweight simple-to-install solution to creating flawless brick soffits in any brick type. It combines brick-faced offsite-manufactured building modules with Ancon's popular MDC brick support angle. Bringing together two industry experts in one product launch, Nexus provides quick and easy alignment on site without mechanical lifting.

SHAWS - PRODUCTS PRODUCED TO LAST



Shaws have been manufacturing handcrafted heavy duty, white glazed fireclay for the past 119 years. Over the past 12 months thousands of our sinks have been installed globally, not only into consumer households but also into hotels, schools, colleges, universities, institutions, laboratories, public service buildings and many other sites.

Our commercial product range includes eight sizes of Belfast, four sizes of laboratory sinks, practical floor or wall mounted cleaner's sinks with stainless steel bucket gratings plus many other designs.

Our sinks have been tested by an independent laboratory for an evaluation of antimicrobial performance. The testing was conducted using the ISO 22196/JIS Z 2801:2000 test method to international standards and all samples proved to be 'antibacterial'. Shaws glaze reduced bacterial colonies of E-Coli and MRSA by 99.99% over a 24 hour period and were classified as excellent in this area.

Other tests are regularly carried out include: Determination of Chemical Resistance (BS 3402: 1969) and Determination of Resistance to Staining and Burning (BS 3402: 1969). In these tests Shaws sinks proved to be completely stainless and resistant to aggressive alkalis, acids and bleach.

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

Tel: 01254 775111 Fax: 01254 873462
www.shawsofdarwen.com

FAKRO ROOF WINDOW ESTIMATING SERVICE GIVES MERCHANTS ADDED SUPPORT

For merchants wanting a quick and reliable way to provide a customer with roof window project costs FAKRO has introduced a dedicated estimating service. Any new build or restoration project, large or small, can benefit from a detailed estimate and accompanying bill of materials which makes ordering straightforward and risk-free.

Everyone from the customer to the builder and architect can be confident that details of the right windows, glazing options, flashings and installation accessories have been provided. Such support can give counter staff a vital competitive edge and the best possible chance of securing a sale. At a time when the number of projects requiring one-off aspects of performance



is increasing dramatically the service can save an immense amount of time. Turnaround is normally within 5 working days and often little more than 48 hours.

Drawings in 1:50 or 1:100 scales, in any format including AutoCAD files (dwg or dxf) or pdf, can be e-mailed to technical@fakrogb.com or sent by post. The only other information needed is confirmation of the tile or slate being used.

For further information please contact: Fakro GB Ltd
T:- 01283 554755 E: sales@fakrogb.com W: www.fakro.co.uk

GLACIER CREATES A VISUAL SENSATION



Glacier is just one of three new door finishes set to change the landscape for interior design. Introduced by leading internal door manufacturer Vicaima, Visual Sensations provides a new collection and welcome addition to the popular Dekordor SD foils range. Designed to capture the essence of dramatic landscapes, bringing exterior colour and pattern to an interior environment, these wood look doors bring genuine innovation.

Dekordor Standard Duty (SD) finished foil has long been a preferred choice for specifiers, offering as it does, a consistent and economical door finish which is suitable for a multitude of applications from homes to offices, in both the new build and refurbishment sectors. Now Visual Sensations create a totally new and unique Vicaima design that sets these doors apart from other products on the market.

The Visual Sensations collection comprises 3 totally new and distinct timber grained tonal choices including, Glacier, Canyon and Forest. Each of these is available in a choice of designs comprising flush vertical and cross-directional woodgrain (CDW), plus CDW with a contrasting inlay effect.

For further details about Vicaima Dekordor SD Visual Sensations visit the Vicaima website www.vicaima.com, alternatively call 01793 532333 for a copy of the new literature or face samples

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KALSI GROUP UNVEILS NEW K-BLUE RANGE AT NMBS EXHIBITION

Low maintenance building products manufacturer, Kalsi Group will be debuting its new K-Blue range at this year's NMBS exhibition (13th April) at the RICOH Arena in Coventry. After a successful launch in November 2015 this event marks its introduction to the independent market, a valuable customer-base for the West Midlands-based business. K-Blue has been designed and manufactured for the carriage of cold potable water in buried pipeline applications.

As well as the new piping system visitors will be able to take a closer look at the company's extensive range



of low maintenance building products. "We have a lot to offer; that's why events such as this are invaluable," comments Kalsi Group, UK sales manager Graham Wilde. "This is our fourth year at the NMBS Exhibition and it's an important entry in the Kalsi Group calendar. As well as showcasing our products it raises awareness in the independent market place, and allows us to network with new and existing stockist members."

Mansfield Sand Company Limited has pioneered the development and production of high quality sand-based products for over 150 years.

Mansfield Sand prides itself on the quality of its products, innovative development, competitive pricing, first class customer service and technical support from its base in the heart of the East Midlands.

Privately owned, Mansfield Sand is in a unique position to deliver the elements you need and our business is designed to evolve and respond to changing market conditions.

We provide a wide range of sand based products for Sports, Landscaping, Equestrian, Industrial and Manufacturing applications.

Mansfield Sand Group core products include Silica Sands, Kiln Dry Sands, Fibresand, Fibre Reinforced Rootzones, Top Dressings, Gravels and Concrete Brick products. All aspects of our business conform to the EN ISO9001:2008 standard for quality management systems.

Two Oaks, our new quarry in Mansfield is now fully operational; investment has been considerable, installing the latest state-of-the-art plant to ensure the future of the industry within the area. We have forecast 11million tonnes of sand will be quarried at Two Oaks over the next 35 years.

Meanwhile, the Group's very successful brick manufacturing plant at Crown Farm Industrial Estate in Mansfield, Nottinghamshire continues to meet the high demand for its products as the building industry recovers and strives to provide the large number of factories, offices and new homes required by private buyers and housing associations alike.

NMBS Exhibition 2016 – 13th April 2016, RICOH Arena
Stand Number: 184, 185, 186 and 187

For more information on Kalsi Group
visit www.kalsiplastics.co.uk

For further information: Tel: +44 (0)1623 622 441
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SCA MERCHANT SERVICES FURTHER STRENGTHENS SALES FORCE

SCA Merchant Services has strengthened their sales team through the appointment of Brent Davies and Andrew Marston as Business Development Managers.

Brent Davies, who has 15 years experience in the timber trade, joins SCA from Metsä Wood where he gained most of his timber experience. Covering the South West area for SCA, Brent brings with him a proven record in selling sheet materials, machined softwood and sawn joinery materials. Brent is well known in the industry having developed strong customer relationships as a Key Account Manager in the areas he has covered.

Andrew Marston also joins SCA from Metsä Wood where he held the position of Key Account Manager. Having worked in the timber industry for 29 years,

Andrew will be responsible for the South East area. With a breadth of experience selling product ranges such as decking, sheet materials and machined softwood, Andrew's knowledge is vast and is a qualified timber trainer. Having such a long service and breadth of experience, Andrew is very well known and respected within his previously covered areas.

Toby Lewis, Head of Sales for SCA Merchant Services, comments: "We are extremely pleased to have attracted two sales people of such a high calibre to join our existing knowledgeable team. This is a really exciting time for SCA and it is testament to our market leading credentials that we are attracting experienced individuals from within the industry to drive forward our thriving business."

For additional information please contact:
Amy Sellers, Marketing Executive, SCA Timber Supply UK,
07712 322608, amy.sellers@sca.com

STONEASY - SUPPORTING CHILD LABOUR FREE ZONES IN INDIA

No Child Left Behind is a groundbreaking project taking place in Budhpura, India, with the aim of creating Child Labour Free Zones (CLFZ). The project's vision is a world where every child has the right to an education and to enjoy their childhood. Behind the project are a collective of NGOs – Manjari, India Committee of the Netherlands (ICN) and Stop Child Labour – supported by European stone companies Beltrami, Stoneasy.com and London Stone.

The uncomfortable truth is that children are still involved in the stone quarrying industry in India, and in particular in the production of cobbles.

Located at the heart of the sandstone quarry belt in Rajasthan, Budhpura is a major source of sandstone cobble and particularly vulnerable to child labour. The core principle in the approach of the No Child Left Behind project is that the whole community must be involved in bringing change. All stakeholders, including parents, children, teachers, local authorities and stone companies must work together to achieve the aim of keeping children out of work and in school."



To find out more please visit www.nochildleftbehind.co.uk or follow us on Twitter @Children4school



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Tel: 07827 342215
Email: tim.cooke@mansfield-sand.co.uk



Mansfield Sand Company Limited, Two Oaks Quarry, Coxmoor Road, Sutton-In-Ashfield, Nottinghamshire NG17 5LZ

www.mansfield-sand.co.uk

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

LINDAB EXPRESS - NEXT DAY DELIVERY FOR RAINLINE STEEL RAINWATER PRODUCTS!

Rainwater products are often the final items to be installed before scaffolding can be removed from site. Lindab always aim to process customer orders efficiently and we're proud of our ability to delivery consistently on-time-in-full but we know that there are occasions when this is not quick enough.

The Lindab Express delivery service can guarantee next day delivery* for a core range of Rainline items from our UK distribution centre which is great for those additional items needed to finish a job and can prevent excess scaffolding charges.

Simply look for the Express logo next to applicable items in the Rainline Trade Price List which is available to download now from www.lindab.co.uk



Express service is subject to availability, additional carriage charges will apply.

Next day delivery is not available to all postcode areas.

Orders must be received and acknowledged by our sales office before 11am.

For more information contact
Tel: 0121 585 2780 or email: rainline@lindab.co.uk

CELOTEX ANNOUNCES NEW INDUSTRY-LEADING FLAT ROOFING RANGE

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

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

The new Flat Roofing range has been created in conjunction with contractors, installers and distributors. It was developed and rigorously tested for an 18 month period prior to its launch to ensure the result is of the highest standard, while giving installers a solution to meet their needs.

Celotex Crown-Bond in particular embodies their values of expertise and clever solutions, offering cutting edge thinness and thermal performance.

Not only does this new range provide the practical excellence and performance required, but Celotex customers enjoy the benefits of personal expert advice, support and service synonymous with the brand's name, which is unmatched in the market.

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

GUTTERCREST EXPANSION PLANS FOR 2016

Guttercrest Limited are well underway with their expansion plans and currently in the process of setting up an additional 40,000 square feet facility which will allow the company to offer its customers an enhanced service. The company plans to install high bay racking storage systems to increase stock levels and improve distribution facilities. In addition, Guttercrest will invest an additional £3 million in state-of-the-art manufacturing equipment so that it can further extend its product range of traditional and contemporary aluminium rainwater products, fascia, soffit and wall coping systems.

Managing director, Mr Gary Power commented "This is a very exciting time in Guttercrest's history; the planned expansion



will allow us to offer an improved service to the builders merchants and also enable us to manufacture and deliver both our standard and bespoke product ranges rapidly to meet the challenges of today's fast track construction projects"

Guttercrest based in Oswestry, Shropshire currently operates from a 25,000 square feet manufacturing unit from which it supplies standard and bespoke design aluminium rainwater goods, fascia/soffits, copings and column casings.

For more information visit: www.guttercrest.co.uk
Tel: 01691 66 33 00 E info@guttercrest.co.uk

DURA COMPOSITES LAUNCH NEW INSTANT ONLINE CLADDING COST CALCULATOR

Dura Composites have launched a new user-friendly Instant Online Cladding Cost Calculator to help homeowners, builders and other construction professionals make accurate decisions about the quantity of cladding material needed for their projects.

This tool simplifies the process of choosing timber to suit the needs of individual projects. Dura Cladding is available in different sizes, seven attractive colours and to specified elevations, openings and trims.

The Instant Online Cladding Cost Calculator can be used alongside the innovative Dura Composites cladding Colour Visualiser Tool.

International Timber is now the exclusive UK supplier of this fantastic cladding and decking technology, following a deal last year.

Commenting on the deal, Stuart Burns, director of Dura Composites, said: "This exciting agreement with International Timber is a logical step forward for both companies and we are anticipating high demand as more clients are exposed to the new technology."

Dura cladding is made from wood-plastic composite and is 100% FSC certified. It is ideal for demanding projects, boasting low maintenance and durability – with no colour fade in even the most challenging of conditions."

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