

One Voice

THE OFFICIAL BUILDERS MERCHANTS FEDERATION MAGAZINE

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BMF Membership hits 22 year high

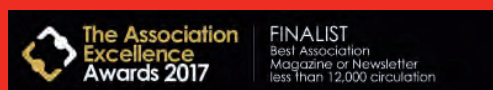
News • Business • Products • Training • Events



Chris Harding receives Lifetime Achievement Award

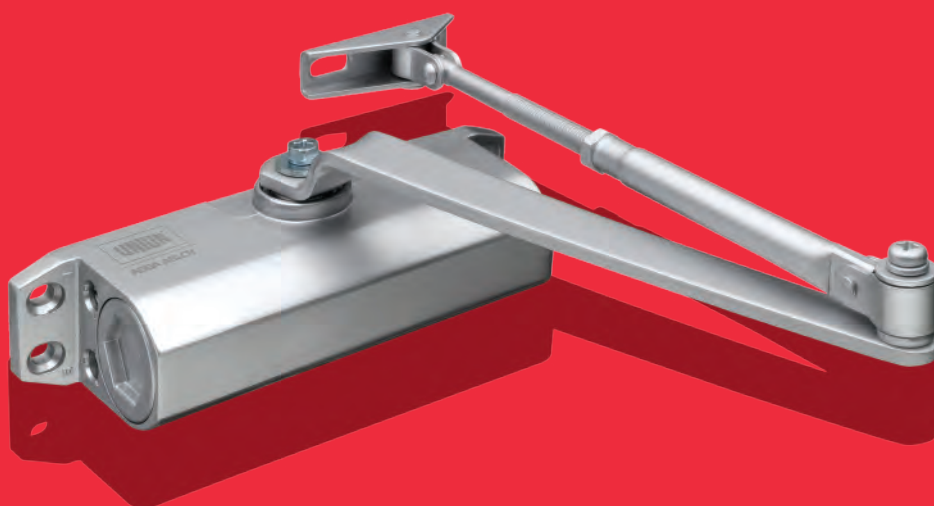


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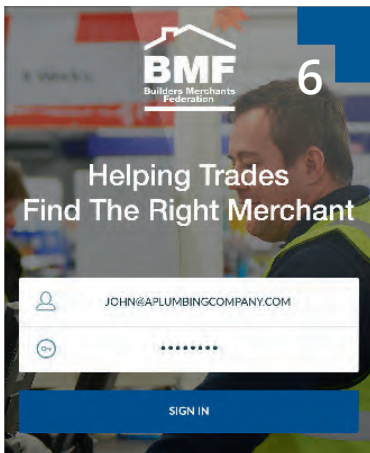
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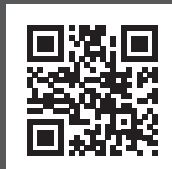


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Builders Merchants Federation Ltd and One Voice Magazine can be found on the following popular social media sites:



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



BMF's Chris Harding honoured with Lifetime Achievement Award

Christine Harding, who retired from the BMF last year, was honoured with the 2016 Lifetime Achievement Award at the annual Builders Merchants' News Awards for Excellence in November. She is the first woman ever to have won this prestigious Award.

Christine's natural skills as a "people person" singled her out for success in an organisation dedicated to helping its members. Her achievements during her 25 years at the BMF, latterly as



L-R: Dara O'Briain (Awards host), Chris Harding, Calum Forsyth (MD, H+H)

Marketing & Communications Manager, are too numerous to mention. She will, however, be best remembered for creating the Young Merchant Group in the 1990s and nurturing it through several generations. Many of the original members now hold pivotal roles within their organisations, and all hold Chris in the highest regard.

More recently, she was instrumental in creating a 2-day training forum for Branch Managers, which now runs regularly. Much of the success of the BMF All Industry Conference is also down to her organisational ability and, despite her retirement, she continues to work on the 2017 event as a consultant.

Jennie Ward, Group Editor of Builders' Merchants News and chair of the BMN Awards Judging Panel, said: "We were thrilled to name Christine Harding as winner of the 2016 Lifetime Achievement Award. Her nomination was supported by more testimonials from merchants and suppliers than any other nomination. The rapturous standing ovation she received on the day is testament to the high regard in which she is held."

Adding his congratulations, BMF MD John Newcomb said: "Chris is a modest lady and says she was just doing her job, but few could have done that job as well or made such a lasting impact. I'm delighted that someone whose lifetime of dedicated service has made such a difference to others has been recognised with this Award."



The BMF team congratulate Chris Harding

L-R: Matt Haines, John Newcomb, Richard Ellithorne, Chris Harding, June Upton, Chris Wall, Alex Clifford

BMF membership hits 22 year high

The strength and influence of the BMF continues to grow, with 578 companies now in membership – the highest number since 1995.

Whilst the number of supplier members is growing, merchants remain by far the largest membership category. With 316 merchant businesses trading from over 4,800 branches, the BMF's merchant members represent around 85% of the builders' merchants sector by turnover. Combined with



John Newcomb

the turnover of supplier members the total turnover of the BMF's trading members exceeds £24.6bn. The strength of the BMF's voice is also reflected in the 117,500 people employed by merchant, distributor and supplier members.

BMF MD, John Newcomb said: "Strategically and practically, it is much more effective to address government with a united and cohesive message. Through the BMF our members can speak with

a stronger collective voice. We have now achieved a position as the fourth largest trade association in construction, where the BMF is viewed as the commentator of choice for our supply chain."

John Newcomb added: "The more the sector unites, the more we can achieve. The growth in membership has been on a continuous upward curve for four years and I am confident that we will reach the 600 member landmark during 2017."

BMF beams spotlight on decorating channels

The BMF has not only teamed up with Akzo Nobel to host its latest Regional Centre of Excellence, it has also announced the launch of a new Decorating Forum to bring together members with responsibility for paint and decorative products.

The Dulux Academy in Slough will host the BMF's South-East regional meetings and training sessions. It will also host the first meeting of the BMF's Decorating Forum in May.

The Dulux Academy is ideally suited for this purpose. It opened last year as the first academy for painters and decorators and is equipped to teach design and application techniques as well as skills to build, run and promote a successful business to over 4,000 trainees each year.

Gary Good, Lightside Group Product Manager at Ridgeons will chair BMF's Decorating Forum. In addition to his responsibility for the Ridgeon Group's hardware and decorating ranges he is the category director responsible for the paint and decorative sector for the Fortis buying group.



L-R: Matt Haines (BMF), Matt Pullen (Akzo Nobel MD, UK & Ireland), Paul Roughan (Akzo Nobel), John Newcomb (BMF MD), Alistair Mc Auley (Akzo Nobel), Alex Clifford (BMF), Vickie Mather (Akzo Nobel)

Speaking at the Dulux Academy, BMF MD John Newcomb said: "This is a truly superb facility and I'm delighted that Akzo Nobel has opened their doors to host both our regional events and the BMF's Decorating Forum, which is an

exciting new venture for 2017. Gary is the ideal Chair for this group, both for his knowledge of the sector and the breadth of his contacts amongst merchants and suppliers with an interest in decorating products."

Wavin to host latest BMF Regional Centre of Excellence

Wavin is providing the BMF's latest Regional Centre of Excellence, the first in Yorkshire, at their Doncaster manufacturing and distribution centre of Hep20 Plumbing & Heating Systems. The BMF plans to open over 20 such centres, each designed to give members in the local area access to BMF training and events much closer to home.

The Yorkshire Centre is hitting the ground running in 2017, with three one day sales training courses scheduled in January, February and March. The next Yorkshire Regional meeting will also be held there in May.

John Stephenson, BMF Regional Manager Midlands/North, attended the launch with BMF MD John Newcomb and Chris King, Wavin UK & Ireland Commercial Director.

John Stephenson said "Wavin is providing the



L-R: Wavin RCOE: John Stephenson (BMF Regional Manager), Chris King (Wavin Commercial Director UK & Ireland), John Newcomb (BMF MD)

BMF with a superb facility which will be widely used by our members in Yorkshire. They have been extremely hospitable and I look forward to working with them to plan and host a wide range of our regional events."

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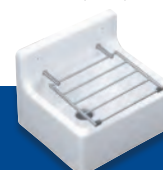
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Ibstock and Heatrae Sadia join BMBI Expert Panel

The Builders Merchant Building Index (BMBI), a brand of the BMF, welcomes two new Experts to its panel of industry commentators: Tony France, Sales Director of the UK's leading brick maker Ibstock, and Paul Rivett, Managing Director of market-leading electric heating and hot water products manufacturer Heatrae Sadia (Baxi Group), bringing the total number of BMBI Experts to eleven. Respectively, they speak for Bricks and Water Heating.

Launched and managed by MRA Marketing, the BMBI is the only reliable, up-to-date measure of Repair, Maintenance and Improvement (RMI) activity in UK using sales-out data from GfK's General



New BMBI Experts Tony France (left) and Paul Rivett

Builders' Merchants Point of Sale Tracking Data. A monthly series tracks what is happening in the market month by month, with an in-depth review every quarter. An integral part of the

Index is a panel of leading industry Experts who speak exclusively for their markets. Each Expert adds perspective and context to the data, and helps to make sense of trends for users of the BMBI.

The Experts explain issues, highlight opportunities, and where appropriate make the case for or against legislation, industry schemes or government policy.

Tony France has over 30 years of industry experience, with board level responsibility for sales of c£250m and a combined sales and customer service team of 120 people. Paul Rivett joined Heatrae Sadia in 1985 and has held the position of Managing Director for over 10 years.

Visit www.bmbi.co.uk to download the latest BMBI report or to learn more about each Expert. **Follow @TheBMBI.** If you'd like your brand to become an Expert and the voice of your market, call Tom Rigby of MRA Marketing on **01453 521621**.

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The BMF opens London Regional Centre of Excellence

The BMF has launched its first Regional Centre of Excellence in London thanks to the co-operation of SIG PLC.

SIG's Sheldon Square office will host the BMF's London regional meetings and training sessions. The spacious and modern venue, which opened in May 2015, is ideally suited for this purpose. Centrally located close to Paddington Station, the venue has a range of conference rooms that can accommodate 6 to 32 people as well as facilities for phone and video conferencing.

Mark Tomlin, SIG UK Group

Sales & Marketing Director said: "The builders' merchant sector is extremely important to SIG and we are delighted to be able to support the BMF and its members with the use of our facilities in London."

John Newcomb, BMF Managing Director said: "SIG has been extremely generous in opening this splendid facility to BMF members. We couldn't have asked for a better space for London members to meet and train together. I am sure we will be using this facility to the full in the coming months and years."



L-R Alex Clifford (BMF), Mike Tomlin (SIG), John Newcomb (BMF), Dave Burley (SIG)

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BMF Plumbing & Heating News

Have you seen the Winter/Spring edition of BMF's latest Plumbing & Heating News?

Please mail Christine Wall at christine.wall@bmf.org.uk to request a copy.



2017 BMF Members' Handbook

Last year suppliers and merchants alike told us how much they value our new-look reference guide, which combines a printed handbook with an easy-to-use smartphone app listing the location of every BMF supplier and merchant outlet in the country. The new handbook will be published in early April and this year it's bigger and better than ever.



New BMF app to launch in spring

The BMF is currently working with Expert Trades to develop a more sophisticated smartphone app to launch in the spring. With over 78% of trades now using their smartphone daily to help them with business activities, giving a trade support through their smartphone is a must for the construction industry.



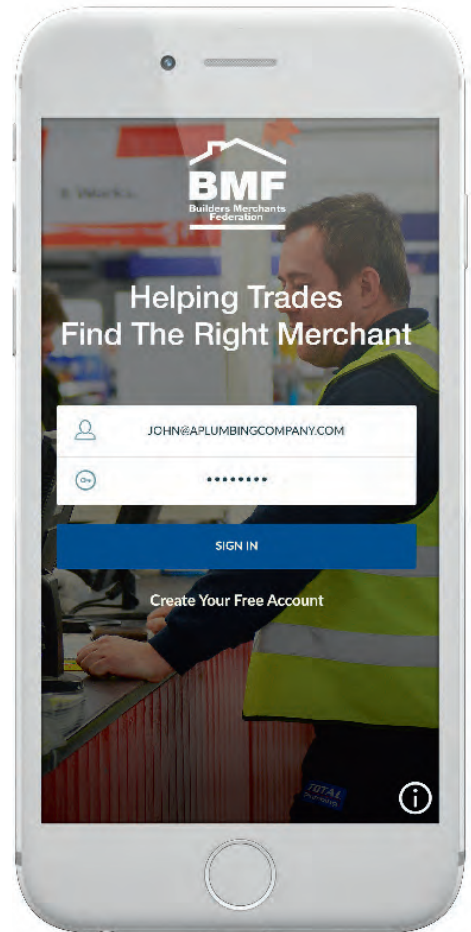
Expert Trades' mission is to deliver a consistent level of excellence in home

improvement, by empowering the trades professional with the tools, knowledge and relationships they need to deliver excellent service, on every job. They work closely with the supply chain to make this happen and have built a highly engaged community of more than 13,000 trades professionals since 2013.

The app is an exciting new way to engage with others in the industry:

- All merchant and supplier members will be listed in the app with their branding and contact details
- Merchant members will be able to place adverts on their profile pages to further engage and inform the trade of in-branch offers
- Supplier members will have their brand placed in the new 'Browse by Brand' area of the app to help trades find their local stockist

The app will have full analytic tracking, allowing members to see how many times their brand was searched and clicked. Mapping this data also create powerful insights into trade buying habits by region and trade category.



If you would like the team at Expert Trades to help you get the most value out of the BMF app please contact Adam Callow at Expert Trades at adam@experttrades.com.

Thank you for your FMB Award nominations

Nominations are now closed for the 2017 FMB awards Builders Merchant of the Year. The BMF and FMB thank those who have sent in their nominations. Regional judging will take place in February-March, then national judging in May.

The national final of the FMB Awards will be held at the Intercontinental Hotel, Park Lane, London on 15 September. The BMF and FMB look forward to recognising the valuable contribution made by our merchants to the construction industry.

The BMF thanks Reisser and Ibstock for hosting tables at the dinner and Reisser for sponsoring the main prize.





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The BMF has welcomed a number of high-profile members over the last few months:

Ideal Standard joined in January, further strengthening the Federation's dynamic Plumbing and Heating Sector. With a 200-year heritage, Ideal Standard is the UK's leading manufacturer and supplier of residential, commercial and healthcare bathroom solutions and products. The company comprises three market leading brands – Armitage Shanks, Ideal Standard and Sottini – and employs 1,000 people in the UK and Ireland, with flagship production operations in Hull in East Yorkshire and Armitage in Staffordshire.



Jim Moore, Ideal Standard MD said: "The activity level of the BMF is really impressive and energetic. We are looking forward to taking part in the Plumbing & Heating Forum as well as other groups. In our 200th year we have lots of great stories to tell."

Forterra, leading manufacturer of clay bricks, concrete blocks and bespoke masonry products is the 200th supplier member



to join the BMF. With annual revenues in excess of £300m, Forterra's industry-recognised brands include London Brick and Thermalite and its products are widely used in both residential new build and RMI. Builders merchants are a key customer group and Forterra supports them with both technical and brick matching services.

Adam Smith, Commercial Director of Forterra, said: "Joining the BMF is a natural step for us. We aim to make it easy for customers to do business with us across our extensive product range and this brings us closer to an important customer group. It is a superb forum for our dedicated sales and marketing team to increase their exposure to the UK's builder's merchants and better understand future trends and customer needs."

Expert Trades supports a community of 13,000 trades professionals with a number of services to help them manage and grow their business. From this community they work with suppliers and merchants to allow them to better understand the end user, build engagement and sell more product.



Founder Director Adam Callow said: "We aim to align ourselves with forward thinking companies that understand where the industry is moving to and willing to continuously challenge the norm to deliver results. After learning more about the BMF vision and speaking to a number of current members it was clear this would be a great platform for Expert Trades to join."



The Plumbing and Heating Division of Travis Perkins have joined the BMF. The P&H division has a turnover of £1.4bn, operates from over 400 branches around the UK, and serves a broad range of customers. City Plumbing focuses on local plumbers, heating engineers and bathroom installers, while PTS serves larger contract customers. Other brands within the division distribute to independent local merchants, and offer specialist services, such as solar, thermal and underfloor heating packages.



Paul Tallentire, Divisional CEO, Plumbing and Heating Division, Travis Perkins said: "The BMF plays an important role in bringing the industry together and representing its interests. We recognise the value in that and look forward to becoming involved, in particular by contributing to the BMF's specialist P&H Forum."



Birchwood Price Tools (BPT), part of the Travis Perkins Group, joined in February. Based in Nottingham, with a state-of-the-art warehouse operation in Warrington, BPT has over 40 years' experience of developing innovative products and market-leading trade brands. These include Scruffs, Defender, Van Vault and Rhino. BPT also distributes well-known power and hand tool brands such as Bosch, Makita and Stanley.



BPT's new Managing Director, Matt Hunt, said: "We're delighted to be joining the BMF. Having been involved with the BMF in my previous organisations, I've experienced at first hand the value membership brings and I look forward to BPT participating in the numerous opportunities to engage with other members".

A photograph of four construction professionals on a site. In the center, a man with a beard, wearing a red hard hat and a high-visibility yellow vest, holds a tablet computer up to his eye. To his left, two other men in white hard hats and high-visibility vests look on. To his right, a woman in a white hard hat and glasses looks towards the tablet. The background shows a building under construction with rebar and scaffolding.

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New BMF Members

The largest independent timber merchant in Scotland, MGM Timber (Scotland) joined in January. Established in 1991, MGM Timber has grown to become Scotland's local merchant of choice for both trade and retail customers, employing over 165 staff and with an annual turnover of over £42m.

Brian Smith, Sales Director at MGM Timber said "MGM Timber sees joining the BMF as a positive move for our company. The benefits the BMF can bring to us such as training and development, market data and networking will help us as we grow our company."



Grundfos Pumps Ltd, the UK market leader in domestic and commercial heating circulators, has joined the BMF. The company employs 19,000 people worldwide, and produces 16 million pumps each year. It is estimated that every 10th newly installed pump, anywhere in the world, bears the Grundfos name. In the UK, Grundfos has a reputation for quality, reliability and innovation.

Dave Lacey, Grundfos Pumps' Director of Sales said: "We are delighted to be joining the BMF and will fully support their members with our unrivalled comprehensive heating and plumbing product ranges. We look forward to building upon the already strong relationships enjoyed with our merchant customers."



John Newcomb, BMF MD said: "The BMF is the trade association that brings together merchants and their suppliers and I'm delighted to welcome all our new members and I look forward to working with them in 2017. As the fourth largest construction industry trade body the BMF is now viewed as the commentator of choice for our supply chain, one that speaks on behalf of our members with a strong collective voice."

The BMF welcomes new members

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BMF Members' Day 2017

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MONUMENT TOOLS

BMF Members' Day takes place on 20 September at Jurys Inn Hinckley Island Hotel in Leicestershire, which proved an excellent location last year.

Along with a new format and new headline sponsor – Encon Insulation, the new Business Programme theme will be “**Building Beyond Brexit**”, focusing on the national need for more house building, as well as challenging BMF members to consider if they are doing enough to continue to build their businesses in a

changing political and trading landscape.



Jadon Silva



Keynote speaker, Jadon Silva, Procurement Director at McCarthy and Stone, will focus on critical supply issues for a national house building group. A Fellow of the Chartered Institute of Purchasing and Supply, Jadon was previously Director of Procurement at HomeServe, Head of Procurement at BT and also held procurement positions at both Carillion and Tarmac.

Professor Nigel MacLennan, a Chartered Psychologist with a doctorate in leadership coaching, has been equipping builders' merchants to thrive through all sorts of changes over the last two decades. His day job is coaching CEOs, MDs, directors and business managers to achieve improved results. He has

produced 60 publications (books, DVDs and audios) on how to enhance leadership and business performance, each of which provides original techniques that can be used to achieve better results immediately.

Nigel's BMF Members' Day presentation will take a look at what makes some businesses just about survive in the face of change, while others thrive. His session will look at the approaches that change thrivers take that change survivors (and non-survivors) don't. He will also share tools that everyone can use to build beyond Brexit.

The Business Programme and Black-tie Awards Dinner celebrating the achievements of young people working in the industry (sponsored by Marsh Industries) will both take place on 20 September. The annual Golf Tournament (sponsored by Monument Tools) will be held on 19 September.

All exhibition stands have now been sold for this popular event. An early bird rate for merchants attending is available until 31 March 2017 (maximum 2 per company). For more information or to book your place contact June Upton at june.upton@bmf.org.uk



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BMF Wales News

BMF Wales is now part of the influential Wales Construction Federation Alliance.

They were invited to join the group, along with the Mineral Products Association, at the start of the year and are already benefitting from membership of the group.

The WCFA is made up of the Federation of Master Builders; Home Builders Federation, SEC Group – specialist engineering contractors and CECA – civil engineers, as well as BMF Wales and the Mineral Products Association.

During the spring BMF Wales and the rest of the group will have important meetings with three Welsh Government Cabinet Secretaries – Mark Drakeford, Finance and Local Government Cabinet Secretary; Ken Skates, Economy and Infrastructure

and Lesley Griffiths, Environment and Rural Affairs.

The meeting with Mark Drakeford has already taken place and BMF Wales expressed concerns about the Welsh Government’s ‘framework agreements’ and other procurement issues, as well as member’s dissatisfaction with navigation issues on the ‘Sell2Wales’ website.

Mr Drakeford was extremely positive about the



David Harding

industry and listened to our arguments and his Head of Procurement has agreed to meet a small delegation from

BMF Wales to discuss the issues.

David Harding, BMF Public Affairs Consultant for Wales says: “There is a general dissatisfaction, particularly in North Wales, that the smaller independent merchants are losing out as far as framework agreements are concerned. We also find it difficult to filter out unwanted information on the Sell2Wales website. So much so that we don’t bother with it anymore.”

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

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Matt Haines – Regional Manager West Midlands/ North West/North Wales	M 07702 569001	matt.haines@bmf.org.uk
Richard Jones – Regional Manager South West & South Wales	T 01934 644197 M 07980 075863	richard.jones@bmf.org.uk

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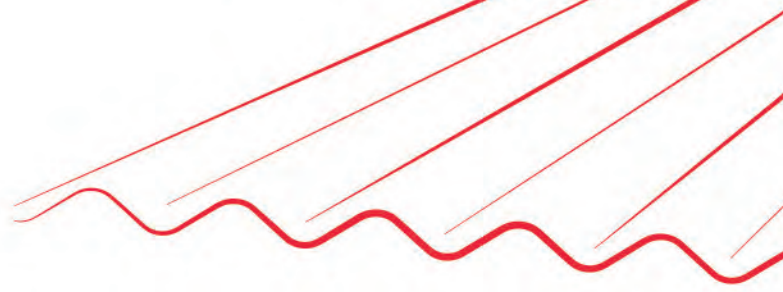
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Clean Air Zones in English cities

The BMF is lobbying to mitigate proposals designed to improve public air quality that will adversely affect BMF merchants and their suppliers and customers. A network of Clean Air Zones is being drawn up by Whitehall and several local authorities in the English cities most affected by air pollution.

Background

The EU Ambient Air Quality Directive 2008 sets legally-binding limits for air pollutants such as particulate matter, ozone and nitrogen dioxide that affect public health.

The Department for Environment, Food and Rural Affairs (Defra) is responsible for policy in England. Air quality is a devolved matter for Scotland, Wales and Northern Ireland. The law requires Defra to produce a National Air Quality Strategy

setting out action needed at national, regional and local level.

In recent years, the UK Government has failed to bring down air pollution to within legal limits – and has lost High Court and Supreme Court cases brought by Client Earth, a group of environmental lawyers. Last November, Defra was given eight months to devise an improved plan to reduce nitrogen dioxide levels as quickly as possible. If Whitehall does not comply by the end of July 2017, Client Earth is likely to take the Government back to court.

The problem is tailpipe emissions from diesel vehicles – predominately cars. The UK is divided into 43 zones for air quality monitoring and reporting purposes. During 2013, air pollution exceeded the legal limit in 37 of the 43 zones, especially for nitrogen dioxide (NO_x). One of the

main reasons is that strict standards for NO_x emissions from diesel light duty vehicles did not lead to an expected reduction in emissions. These vehicles emitted more on the road than under test conditions. This occurred before the Volkswagen ‘defeat device’ emission test scandal hit the headlines.

To comply with EU rules and the court judgement, Defra has produced air quality plans for each of the 37 affected zones showing how ministers intend to improve air quality as quickly as possible. A network of Clean Air Zones is the main proposal and the first cities being considered are Leeds, Derby, Nottingham, Birmingham and Southampton. London already has an Ultra-Low Emissions Zone. In future, Edinburgh, Glasgow, Dundee and Aberdeen are likely to have zones.

The Proposals

In the last 18 months, Whitehall has held two consultations. The last one closed in December 2016 and the BMF responded, as did others such as the Freight Transport Association.

Defra sought views on implementing Clean Air Zones in Leeds, Derby, Nottingham, Birmingham and Southampton. Restrictions on access for the most polluting vehicles are planned – i.e. older buses, coaches, taxis and lorries. Birmingham and Leeds also want to discourage old polluting diesel vans.

Vehicles will be required to meet Euro VI/6 standard or face a charge. Private cars, motorcycles and mopeds will be exempt. The zones are expected to come into force in 2019.

What has the BMF done?

The BMF have been actively working on this policy for several months.

In December 2016, the BMF replied to the Defra consultation and argued:

- against allowing local authorities to set the level of entry charges – unless charges are set nationally, councils will be tempted to use it as a revenue-raising exercise
- for better traffic flow management to lessen stop/start driving and queues forming
- for changes to the phasing of traffic lights and road junctions to improve traffic flow
- sufficient time to be given, and as far in advance as possible, before any controlled access and/or charges come into force





- for financial help to enable BMF members to make changes to their vehicle fleets.
 - an independent television film crew went to Howarth Timber in Leeds to interview Jason Sinclair, Finance Director
 - a radio station in Birmingham did a telephone interview with John Newcomb, BMF MD.
- to John A Stephens in Nottingham to interview Andy Stephens

In January 2016, the BMF issued news releases to regional print and broadcast media in the five cities that quoted BMF Regional Chairmen. This led to several media requests, notably:

Scrappage Schemes

Boilers

Whitehall recognises that emissions from heating systems contribute towards pollution. The BMF has urged ministers to introduce a boiler scrappage scheme(s) to help improve air quality. This could be either city-wide schemes – such as one currently being run by the London Mayor – or better still, a fully-financed national scheme.

Diesel

The idea of a diesel vehicle scrappage scheme has been around for a couple of years. Two House of Commons' Select Committees, the AA, Mayor of London, and the BMF have called for a scheme. Ministers have previously rejected these demands, claiming it would be ineffective and prohibitively expensive. But amongst

Tory MPs, diesel scrappage is gaining momentum. Pressure is being put on the Department of Transport to find the money to entice voters to trade in diesel cars in favour of electric or hybrid models.

In conclusion, the BMF did not ask for these new restrictions or charges. Unlike buses, coaches, taxis & hire cars, vehicles used by merchants tend not to make frequent stops, on demand. Any engine idling is likely to be due to being stuck in traffic through no fault of drivers.

The BMF and others are unlikely to stop Clean Air Zones being implemented. The best to hope for is more time to enable BMF members to plan ahead and take investment decisions on the type of vehicle they buy or lease in future.

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Yorkshire

Yorkshire region held its “Christmas” meeting at Middlethorpe Hall Hotel, York, on 7 December, 2017. Both BMF Chairman Peter Hindle MBE and MD John Newcomb were in attendance, accompanied by 25 merchants and suppliers, and 6 retired merchants.

Presentations were made by John Newcomb, Will Holman of The Bank of England, Ginny Hallam of BMF Employment Law Consultants Halborns Ltd, and Charlotte Quilter and Tracey Tenpow of the Federation of Master Builders.

During the meeting David Kilburn of MKM Building Supplies was re-presented with his National Award of Independent Builders Merchant of the Year, and Alix Haddleton of Howarth Timber & Building Supplies was re-presented with her Award



BMF Yorkshire region meeting

of Trainee of the Year. Both received warm applause and congratulations.

The previous day, 6 December, saw the launch of the first Regional Centre of Excellence in Yorkshire, at

the prestigious premises of Wavin Ltd in Edlington. The venue will be hosting training workshops during the Spring, and also the next Yorkshire region meeting on 17 May.

A new Diploma in



David Kilburn and Alix Haddleton

Merchanting group has been successfully launched in Wetherby, with 14 candidates in the programme.

North East

The North East Region Training Group is providing local training workshops in Middlesbrough and Hexham during January to March 2017. 6 days of training is being well supported.

East Midlands

The East Midlands Region Training Group is providing local training workshops utilising the excellent facilities of the BMF Regional Centre of Excellence at The Green Energy Centre at John A. Stephens Ltd, in Nottingham, during January and February. The same venue will host the next regional meeting on 29 March 2017.



Yorkshire retired members, with Peter Hindle MBE, John Stephenson and John Newcomb (BMF)

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

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



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Northern Ireland Health and Safety committee meeting

BMF Regional Manager Graham Bolton welcomed 14 members and Southalls to the first Northern Ireland Health and Safety committee meeting on 1 February at the BMF Regional Centre of Excellence at Keystone, Cookstown. All nine regional BMF members were represented at the meeting.

During the meeting Gavin McGuire, FMB Regional Director encouraged members to submit their nominations for the FMB Awards Builders Merchant of the Year category. The opportunity to recognise the valuable contribution made by our merchants to the construction industry was well welcomed.



Northern Ireland Health and Safety committee

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

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BMF Burns Supper raises £3,000 for charity

The BMF raised over £3,000 to share between the BMF's nominated charity, The Teenage Cancer Trust, and the merchant industry charity, The Rainy Day Trust, at its largest ever annual Burns Supper held in Glasgow on 27 January.

The event, which celebrates the life and works of Scotland's national poet, Robert Burns, is now an established fixture for BMF Members north and south of the border. Over 300 people attended this year including senior representatives from the BMF, FMB, SNIPEF, NMBS, Grahams, MKM, Howarth Timber, GPH, Saint Gobain, D W Nye, W Madden and other merchants as guests of many of the major suppliers from



Immortal memory to Robert Burns by Robert Wilson, President of FMB



BMF Scotland Regional Chairman Ian Glass making the toast to the lassies

within the industry. John Newcomb, BMF MD said: "Once again the BMF's Scottish region has organised a fantastic event. Our thanks go to sponsors SCA, Fakro,

Marshalls, Stonemarket, Marley Plumbing & Drainage Solutions, Floplast, Natural Paving and Lundie Marketing, and to all those who donated raffle prizes for

their generous support. We must also thank everyone who helped to raise such a fantastic sum for the two charities we are supporting throughout 2017."



Paula Hayter (Kerridge) making the reply for the lassies to the lads

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

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The UK's fastest growing builders merchant is preparing to play a more significant role in the Builders Merchants Federation in 2017.

Selco Builders Warehouse, which now has 47 branches across the UK, is ready to embrace the activity of the leading industry organisation, with plans already afoot to attend and contribute to events throughout the year.

Chris Cunliffe, Selco chief executive, said: "The Builders Merchants Federation (BMF) is a highly respected organisation within our industry and we are looking forward to increasing our activity and involvement with the BMF.

"We will be represented at a number of events throughout the year and members of our senior management team are already committed to giving presentations at the Federation's events.

"The training programme offered by the BMF is also of significant interest to us.

"At Selco, we are always mindful of ensuring our colleagues receive the best possible training to enable them to fulfil their potential in terms of career development.

"While we have a dedicated training department at Selco, there is the opportunity to support this further with the BMF training opportunities.

"The BMF offers a series of training and development initiatives at all levels and we are keen to explore those further to ensure we are in a position to offer excellent service to both our new and existing customers."

Selco Builders Warehouse is a trade-only merchant with a long and distinguished



history which dates back more than 120 years.

It has recently begun a rapid growth expansion plan aimed at doubling the size of the business within a five-year period.

Its 50th branch will open in the UK this summer. More than half of those are based

in London while Birmingham, Manchester, Cardiff, Swansea and Yorkshire are other key prominent areas for Selco branches.

In addition to the expanding branch network, Selco customers can benefit from a number of additional services including Selco Hire, Selco Direct – a courier deliver service – and a host of online initiatives including Click & Collect.

Selco also has a strong commitment to supporting charities, raising more than £365,000 for Macmillan Cancer Support and tens of thousands extra to local charities each year.

Visit www.selcobw.com for more details.

catch up with one voice news on twitter: @bmf_merchants

A new membership for the oldest brand

In 2017, Armitage Shanks, the British institution and leading brand within the UK bathroom industry turns 200 years old and in this year of celebration are very happy to be welcomed into the BMF as one of its newest, yet oldest members.

Armitage Shanks along with Ideal Standard represent two of the most recognised and respected bathroom brands in the United Kingdom. Consistently at the forefront of industry innovation, the company was founded on the philosophy of producing sanitaryware of exceptional quality, an essence that has always been at the core of the business and will continue to drive and focus the brands forward for the next two centuries as part of Ideal Standard International.

Together Armitage Shanks and Ideal Standard deliver bathroom solutions to a broad spectrum of the market, from installing the most technical taps into hospitals, to reduce infection and deliver the



Concept Air Suite

highest levels of hygiene, to creating beautifully designed bathroom suites for the domestic market. It is the combination of technical expertise and cutting edge design, working with leading

ceramic designers like Robin Levien RDI, Jasper Morrison and Seymour Powell that ensures each one of their products are incredibly functional, yet aesthetically pleasing.

“Becoming a member of the BMF, a very dynamic industry organisation, focused on really practical debate and development of the industry they underpin, seems a perfect way to start our 200th year” comments Katie Cope, Marketing Director. “The BMF provides a unique and fundamental forum to enable the industry to work together. Their investment in training and knowledge are the real things that are going to take our industry from strength to strength. We are looking forward to actively taking part in the many BMF activities”.

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The BMF 2017 All industry Conference will be held at the Five Star Intercontinental hotel in Budapest. Our host will be broadcaster and TV personality Gethin Jones. The Conference takes place on 15-18 June 2017 and has sold out.



Key speakers include:

Lord Paddy Ashdown

One of the UK's most influential politicians and former leader of the Liberal Democrats, Paddy Ashdown now sits in the House of Lords as a Liberal Democrat peer. His experience extends far beyond the bounds of domestic politics. Before entering Parliament in 1983 he served as a Special Forces Commando in the Royal Marines, then joined the Foreign Office where he was posted to the British Mission to the United Nations in Geneva. As a leading international political strategist Lord Ashdown is well placed to speak on the future of the UK outside the EU.



Steve Ingham, Page Group CEO

Steve is CEO of Page Group, worldwide leader in specialist recruitment. He will address the challenges of recruiting young talent into the building materials industry and draw on lessons that can be learnt from other sectors.



Glen Sabin, Polypipe MD

Glen has a long and distinguished career in building products manufacturing and construction. After an early career with Wimpey and Redland,



he spent 22 years in a variety of sales, commercial, business development and marketing roles at Marshalls. He is currently MD of Polypipe's Plumbing & Drainage Division, having been a member of the company's executive team for 12 years.

Shanker Patel, Lords Group CEO

Shanker never planned a career in merchanting. He intended to be a lawyer, but after graduating during the early 90s recession he was drawn into the family business only to discover it was on the brink of insolvency. Since becoming MD in 1997 and CEO in 2010 he has turned the merchanting business around and diversified the group's holdings to encompass manufacturing, distribution, retail, real estate, e-commerce and care homes growing annual turnover to £50 million.



Andrew Harrison, Travis Perkins Director

Andrew Harrison, a member of Travis Perkins' Group Executive Committee, started his merchant career in 1980 as a management trainee with Graham Reeves in Cornwall. Following branch and area management roles, he moved to Sharpe & Fisher as Operations Director prior to its acquisition by Travis Perkins in 1999. Andrew was MD at CCF, Benchmarx Kitchens and Joinery, and Keyline before becoming Divisional CEO, General Merchanting in 2013. In January he became Group Commercial and Business Development Director.



Floyd Woodrow

Since leaving the SAS in 2008, where he earned a Distinguished Conduct



Medal for his work in Iraq and an MBE for his work in Afghanistan, Floyd Woodrow has brought the motivational lessons and techniques learnt in the world's toughest environment to businesses, governments, sports teams and the police. Floyd is challenging, supportive and committed to developing elite commercial value in strategic planning and execution. He regularly lectures on leadership all over the world.

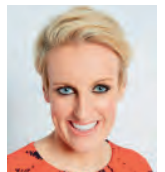
Michael Jackson

Michael was voted Speaker Magazine's 2016 Speaker of the Year, and has carved an enviable reputation over the last 15 years as one of the best business-to-business speakers and facilitators on the global professional circuit. He regularly speaks at around 150 events each year worldwide.



Steph McGovern, award winning broadcaster

Steph McGovern not only hosts the Industry Forum and its lively Q&A session, she will also help set the agenda by speaking about her own career, the importance of recruiting more women to work in industry, and the significance of the construction industry to the UK economy.



For details of all Conference sponsors please visit www.bmfconference.co.uk

Registration

Register your individual delegates now on the conference registration website at www.bmfconference.co.uk. For more information please contact June Upton at june.upton@bmf.org.uk

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Finance Forum – 11 October 2016

Stephen Vickers of Turnbulls, BMF Finance Forum Chairman welcomed 42 members to the Finance Forum held at BMF Coventry on 11 October. Presentations included:

- Cyber Security & Threats: Francisco Sanches Senior Manager Mazars
- Vat Visits and Risk: Emma Robotham VAT Manager Mazars
- Digital Disruption: What this is / how can Merchants gain? – Andy Scothern and Jon Thelwell Ecommonsense

The next Finance Forum will take place on 4 May at BMF in Coventry. For more information contact Richard Ellithorne at richard.ellithorne@bmf.org.uk

Branch Managers' Forum – 22/23 November 2016

54 Branch Managers and aspiring Branch Managers from merchants large and small, attended the fourth Branch Managers' Forum, held at BMF HQ in Coventry on 22-23 November.

To date some 219 people have attended the four forums. This popular Forum was introduced in 2014 and is aimed at bringing Branch Managers together to network with one another, listen to industry speakers and suppliers, debate in workshops, and take new ideas back to their businesses.

The first day of the Forum covered issues such as Health and Safety Management, 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 and Retired Lieutenant Colonel Stewart Hill, who suffered a life-changing brain injury while leading troops in the largest ever ground battle with the Taliban in Afghanistan.

One delegate said "Great event, lots crammed in for obvious reasons and a great presentation. Very informative with passionate speakers, was really interested in the law side of things – a bit more on that subject would have been ideal, great venue and facilities."



The next Branch Managers' Forum will take place on 27/28 June at BMF, Coventry. For information about future BMF Branch Managers' Forums please contact June Upton at june.upton@bmf.org.uk

BMF Timber Forum – 29 November 2016

Meyer Timber welcomed 32 members to the Timber Forum held at their Stoke on Trent facility on 29 November. Presentations included:

- Stephen Cope Meyer Timber: European Standards Plywood
- Mike Greenland Ligna: Assuring Timber Supply Chains,
- Dave Hopkins Managing Director TTF Update on TTF and CTI,
- Julia Young WWF Economic Case Report
- Hannah Mansell, BWF Schemes and Technical Manager: Fire Door Safety

The Forum also saw the launch of Timber Forum News – a joint bi-annual publication, produced by Timber Trades Federation and the BMF.

The next Timber Forum will take place at BMF in Coventry on 22 June. For more information contact Richard Ellithorne at richard.ellithorne@bmf.org.uk



Supplier Forum – 1 December 2016

On 1 December BMF hosted the Supplier Forum for 71 members at BMF headquarters in Coventry. Forum presentations included:

- BMBI: Speaking for your market by Lucia Di Stazio – MD, MRA Marketing
- Ecobuild 2017 by Trevor Crawford, UBM
- Youth recruitment/BMF Ambassador update by James Spillane – BMF Training Development Manager
- Supplier benefits of the BMF Post-Graduate Diploma in Merchandising by Sam Hanks – Business Development Manager, Icopal
- JCB: "Working with the BMF" by Darren Brookes, Business Development Manager, JCB
- Connecting Construction – the app trades need by Adam Callow – Founder CEO, Matthew O'Reilly – Project Manager, Expert Trades

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

The next BMF Supplier Forum will take place on 6 July at BMF in Coventry. Contact Christine Wall at christine.wall@bmf.org.uk for more details.



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Transport & Distribution Forum – 6 December 2016

Forum Chairman Chris Paul EH Smith welcomed 34 members to the Transport & Distribution forum held at BMF Coventry on 6 December. Presentations included:

- FTA thoughts for the next roads spending period and why they have backed the fixed 5 years spending periods for roads: Malcolm Bingham FTA
- Impact of introducing forward facing cameras on vehicle fleet : Chris Paul EH Smith
- Compliance Requirements of a Restricted O licence: Bob Sands and John Fairey Prompt Training and BMF Transport Plus
- The Importance of Tachograph Compliance: Jack Chapman Tru Tac

The next Transport & Distribution Forum will take place at BMF in Coventry on 10 May. For more information contact Richard Ellithorne at richard.ellithorne@bmf.org.uk

BMF HR Forum – 8 December 2016

BMF Kevin Paterson Forum Chairman MKM welcomed 36 members to the HR Forum held at BMF Coventry on 8 December. Discussion, topics, and activity included:

- Modern recruitment (Blue Octopus)
- BMF and BMF Training update and training needs and requirements of merchants and apprenticeship show opportunity (BMF)
- Law update – Brexit effect, Gender Pay reporting (Halborns)
- Apprenticeship Levy and Trailblazers (Didac)

The next HR Forum will take place at BMF in Coventry on 11 May. For more information contact Richard Ellithorne at richard.ellithorne@bmf.org.uk

Regional and Sector Chairmen’s Meeting – 10 January 2017

BMF Regional and Sector Chairmen met at BMF Coventry on 10 January.

Issues covered included BMF Strategy, key membership services and BMF Training, BMF key events, Regional meetings, BMF Customer Charter, BMF Youth Recruitment Campaign, Key Policy issues.

Details of the next meeting will be confirmed in due course. For more information contact John Newcomb at john.newcomb@bmf.org.uk.



Roofing Forum – 15 February 2017

At the first BMF Roofing Forum newly-elected Chairman Steve Revell of Skyline Roofing welcomed 53 members to the BMF in Coventry on 15 February. Topics covered included:

- Presentation by James Talman, CEO of National Federation of Roofing Contractors, (NFRC)
- An introductory overview to roofing standards, Kevin Taylor, Head of Technical Standards (NFRC) by Kevin Taylor
- Enhancing the supply chain by Matt Downs (RCI Editor)
- Open Discussion on Skills shortages, Best Practice and Supply chain shortages
- BMF update by BMF MD John Newcomb
- BMF Apprenticeship scheme update by John Henry of EDA



Steve Revell, Roofing Forum Chairman



The next Roofing Forum will take place in the autumn. For more information contact Richard Jones at richard.jones@bmf.org.uk

Coming soon: Decorative Forum

The BMF has launched a new Decorative Forum to bring together members with responsibility for paint and decorative products.

The Dulux Academy in Slough will host the first Forum on 4 May and Gary Good, Lightside Group Product Manager at Ridgeons will chair the Forum. In addition to his responsibility for the Ridgeon Group’s hardware and decorating ranges he is the category director responsible for the paint and decorative sector for the Fortis buying group.

For more information about the Forum contact Matt Haines at matt.haines@bmf.org.uk



Decorative Forum Chairman: Gary Good

For details of forthcoming Sector Forums please view the BMF diary dates page



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BMF Regional Centres of Excellence



The BMF is opening Regional Centres of Excellence across the UK (in at least 20 locations – 2 per region), each designed to give members in the local area access to BMF training and events much closer to home.

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

- Dulux Academy, AkzoNobel, Slough
- Encon Insulation, Chorley
- JCB International Training Centre, Rocoester
- John A Stephens, Green Energy Centre, Nottingham
- Kellaway, Bristol
- Keystone Group, Cookstown, Northern Ireland
- Norbord, Stirling
- RGB, Tiverton
- Ridgeons Green Light Centre, Cambridge

- Saint Gobain Innovation Hub, Glasgow
- SIG plc, Paddington Green, London
- Wavin, Doncaster

Commenting on the Regional Centres of Excellence, BMF MD, John Newcomb said: “We have been working with members to identify appropriate spaces as regional hubs where local groups can come together for meetings and training. Further Centres of Excellence will launch during 2017. Localisation is an important strategy for the BMF going forward. With a network of Regional Centres of Excellence alongside our enhanced Regional Management team we are in an excellent position to engage with our growing membership on their home ground.”

For more information about BMF Regional Centres of Excellence contact Christine Wall at christine.wall@bmf.org.uk or your BMF Regional Manager.



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**Young Merchants meeting
- 24 November 2016**

The final Young Merchants meeting for 2016 took place in London, kindly hosted by SIG in their Paddington offices. This meeting saw the end to the tenure of Jamie Pierce after a successful and eventful 2 years as BMF Chairman. The meeting saw Victoria Fiddies, Regional Sales Manager at Catnic- Tata Steel take up the mantle as the new Chair and Glenn Paddison, Branch Director of MKM Building Supplies-Anlaby was voted in as new Vice Chair by his peers. We thank Jamie for his efforts and wish the best of luck to the new Chair and Vice Chair.

Victoria said: "I am very excited to have the opportunity to take on the role of Chair and I am looking forward to working

with Glenn. Jamie set a high standard and the Young Merchants Group has grown rapidly over the last couple of years through the hard work that we put in to promote it and make it relevant to the younger generation working in our industry."

The day itself had a packed agenda with keynote guest speaker Penny Mallory, first female World Rally Champion, kicking off proceedings with her inspirational and motivating story of her achievements through adversity. We then heard from Kevin Parr of PGS who roused the group with an engaging interactive presentation around Leadership and personal motivation. Bart Murphy of MP Moran and BMF Young Merchant Achiever



of the Year has re-joined the Young Merchants and reintroduced himself with an informative presentation about his efforts at MP Moran over recent months in improving the company's performance and illuminating the group on the very reasons he was deserving of the BMF's Merchant Achiever accolade.

The next Young Merchants meeting will take place on 23 March at St Georges Park (England International Training Facility). Victoria Fiddies explained; "I'm keen

for the group to hear from successful people both within our industry and from a wider community. Our next meeting in March will feature Fiona Kerr and Patricia Hendry, who both have senior roles within Travis Perkins. Hearing how they have shaped their careers and moved up the ladder is something we can all learn from and emulate."

For more information about the next meeting and joining Young Merchants contact James Spillane at **james.spillane@bmf.org.uk**

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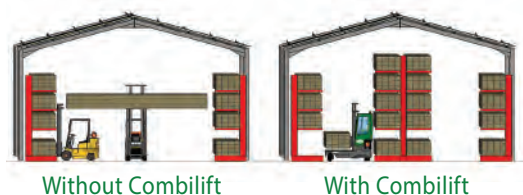


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BMF Health and Safety Survey 2016 Summary

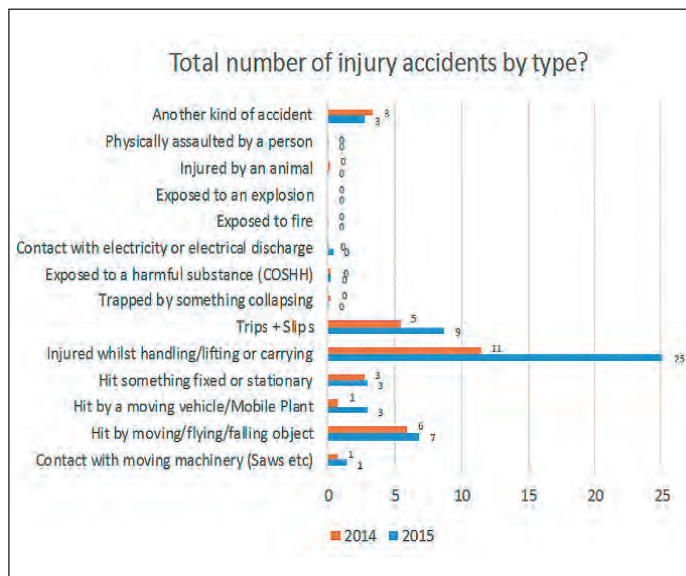
The BMF Health & Safety Group commissioned a member Health & Safety Survey last year and the results are summarised opposite:

BMF Health & Safety survey	2015	2014	Year on year growth %
Mean number of lost time accidents (1+ days)	12	11	9
Number of lost time accidents per 100,000 hours	1.17	1.04	12.5
Mean number of days lost (in year)	141	115	23
Total number of lost days per 1,000 employees	13.8	10.6	30
Mean number of RIDDOR accidents	5	4	25

- Sample number:** 52 individual responses
- Mean average employees:** 666 (2015), 465 (2014)
- Mean number of branches:** 62 (2015), 40 (2014)
- Region:**

In which of the twelve standard planning regions are you based?		
Answer Options	Response %	Response Count
Scotland	1.9%	1
Northern	7.7%	4
Yorkshire	7.7%	4
North West	7.7%	4
East Midlands	5.8%	3
West Midlands	3.8%	2
East Anglia	3.8%	2
South East (North of Thames)	17.3%	9
South East (South of Thames)	15.4%	8
London Postal Districts	3.8%	2
South West	11.5%	6
Wales	13.5%	7
Total		52

- Mean number of lost time accidents (1+ days):** 12 (2015), 11 (2014)
- Number of lost time accidents per 100,000 hours:** 1.17 (2015), 1.04 (2014)
- Mean total number of days lost (in a year):** 141 (2015), 115 (2014)
- Total number of lost days per 1000 employees:** 13.76 (2015), 10.55 (2014)
- Mean number of RIDDOR accidents:** 5 (2015), 4 (2014)
- Mean number of injuries by type:**



As a response to this survey the BMF Health & Safety Group which comprises senior health and safety representatives from merchant, supplier and service member companies including BMF Safety Plus providers Southalls, have so far produced two business guides namely Workplace Transport – In Branch and Material Storage and Handling – In Branch. They

are also working on a Working at Height Guide. NB these Guide documents are only meant to be guidance and each member should ensure that the risks at their own branches and sites are identified and assessed appropriately. These guides do outline the proposed standards to be defined and adopted for BMF member organisations.

The intention is that such standards and guidance will create a more formal definition of what constitutes “standard industry practice” or “industry best practice” and will eventually lead to the development of an HSE-agreed Approved Code of Practice (ACoP). These documents examine a specific subject/operational aspect and defines “target industry standards”, “enhanced

standards” and “acceptable reduced standards. Wherever reasonably practicable the reduced standards should be operated in limited circumstances and should be viewed as a stepping stone to meeting the Target Industry Standard. For more information please contact Richard Ellithorne at **Richard.ellithorne@bmf.org.uk**



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Your BMF Plus Services

NEW – Cyber Insurance Plus

Nearly every business today is reliant on electronic systems and networks, and merchants are no exception. This reliance is giving rise to new risks which are not generally covered by traditional insurance policies. Cyber insurance protects your business against these new risks. The best way to protect against cyber-attacks or breaches is to prevent them in the first place – but as is so regularly reported in the press, failures do occur. If the first line of your defence is breached, a cyber insurance policy will help protect the business from financial loss, plus manage and control the impact.



The new BMF Cyber Insurance Plus service has access to cost effective cyber products, designed to help merchants get back to business as usual.

BMF Credit Insurance Plus

The BMF have sourced a solution for our members to help mitigate the risks of trading on credit terms such as customer insolvency, overdue accounts and bad debts. The BMF now offers a robust credit insurance policy from Bluefin Insurance Services Limited, a very experienced broker providing credit insurance solutions to small, medium and large businesses. With BMF Credit Insurance Plus Bluefin will work with you in order to



make a credit insurance programme designed to suit your business specifically.

BMF Insurance Plus

BMF Insurance Plus is a service designed specifically for BMF members to access insurance solutions from an insurance broker with more than 25 years' experience of working with builders' merchants and suppliers. With large volumes of stock, staff and customers to worry about, it's vital you have the insurance you need in place to protect your business. Because every business is different, you need a policy to suit your particular requirements, giving you the peace of mind that should the



worse happen, you are protected. BMF members can benefit from a 10% discount on property and liability insurances.

BMF Intelligent Employment Plus

Do you want to take the pain out of workplace problems? The BMF have partnered with Halborns a specialist employment law firm and launched a new employment and hr advice service called BMF Intelligent Employment Plus. For 12 months BMF Intelligent Employment Plus allows you to focus on building your business rather managing difficult employment issues. BMF Intelligent Employment Plus offers you the



support that you need to be able to address employment issues with confidence.

BMF Safety Plus

The BMF have teamed up with Southalls to offer BMF Safety Plus, which offers practical and tailored health and safety support for BMF members with up to the minute health and safety advice designed to keep you and your employees safe. There is both telephone and online support. BMF Safety Plus offers a Free Health and safety review for BMF members. A consultant will survey your business, review documentation, understand



current practices and advise on possible areas of improvement.

BMF Transport Plus

BMF Transport Plus is designed to help you manage one of your biggest company cost centres-your vehicle fleet. Not only are vehicle operations a major area of expenditure but they are also one of the most heavily regulated areas of your business. BMF Transport Plus will ensure your company's vehicle operations comply with road transport regulations, driver hours and employment legislation and also with the Fleet Operator



Recognition Scheme (FORS) compliance requirements.

BMF Legal Helpline 0870 420 7373

The BMF legal helpline is provided for Members by carefully selected employment and commercial lawyers at law firms Halborns and DCH Law. The helpline provides high quality legal advice, quickly and conveniently on any employment, commercial, civil or criminal matter (excludes health & safety) relating to your normal business activities. The first 15 minutes of your call to the helpline will be free of charge.

For further details about any of these Services contact Richard Ellithorne at richard.ellithorne@bmf.org.uk

BMF Business guides

Printed Business Guides covering subjects a wide range of industry issues such as Health & Safety, Transport, Environmental, Employment, IT and Security are available for members. Here is a selection of our recent guides:

NEW – Material Storage and Handling – In Branch

This guide is only meant to be guidance and each member should ensure that the risks at their own branches are identified and assessed appropriately.



Slavery, trafficking and supply chains

The Modern Slavery Act (the 'Act') was brought into force in October 2015. It is designed to take action to prevent the exploitation, servitude and trafficking of people who may be forced into working against their will. BMF's employment lawyers Halborns outline the requirements



of the Modern Slavery Act 2015 in this guide.

Selling fire doors and compatible third party certificated fire door components

Fire Doors are critical life safety products and must be fitted with compatible components to work safely if a fire breaks out. A fire door is not just a single product, it is a tested system of compatible products. Responsibilities under the Consumer Protection Law 2015 define the merchant's responsibilities for supplying products that are fit for purpose. This business guide outlines a practical route to managing obligation and liability using the BWF-Certifire Approved Fire Door Centre (AFDC) approach.



Timber Chain of Custody certification

The BMF and WWF-UK's Global Forests & Trade Network (GFTN) have come together to promote responsible trade in forest



products. This guide seeks to inform members' choice on whether to obtain timber chain of custody certification. It outlines the background to the debate, gives views from our marketplace, and details key considerations for BMF merchant members.

NEW – Workplace Transport in Branch

This guide outlines the proposed standards to be defined and adopted for BMF member organisations. The intention is that such standards and guidance will create a more formal definition of what constitutes standard industry practice" or "industry best practice" and will eventually lead to the development of an HSE-agreed Approved Code of Practice (ACoP).



For more information about any BMF Business Guides contact Richard Ellithorne at Richard.ellithorne@bmf.org.uk

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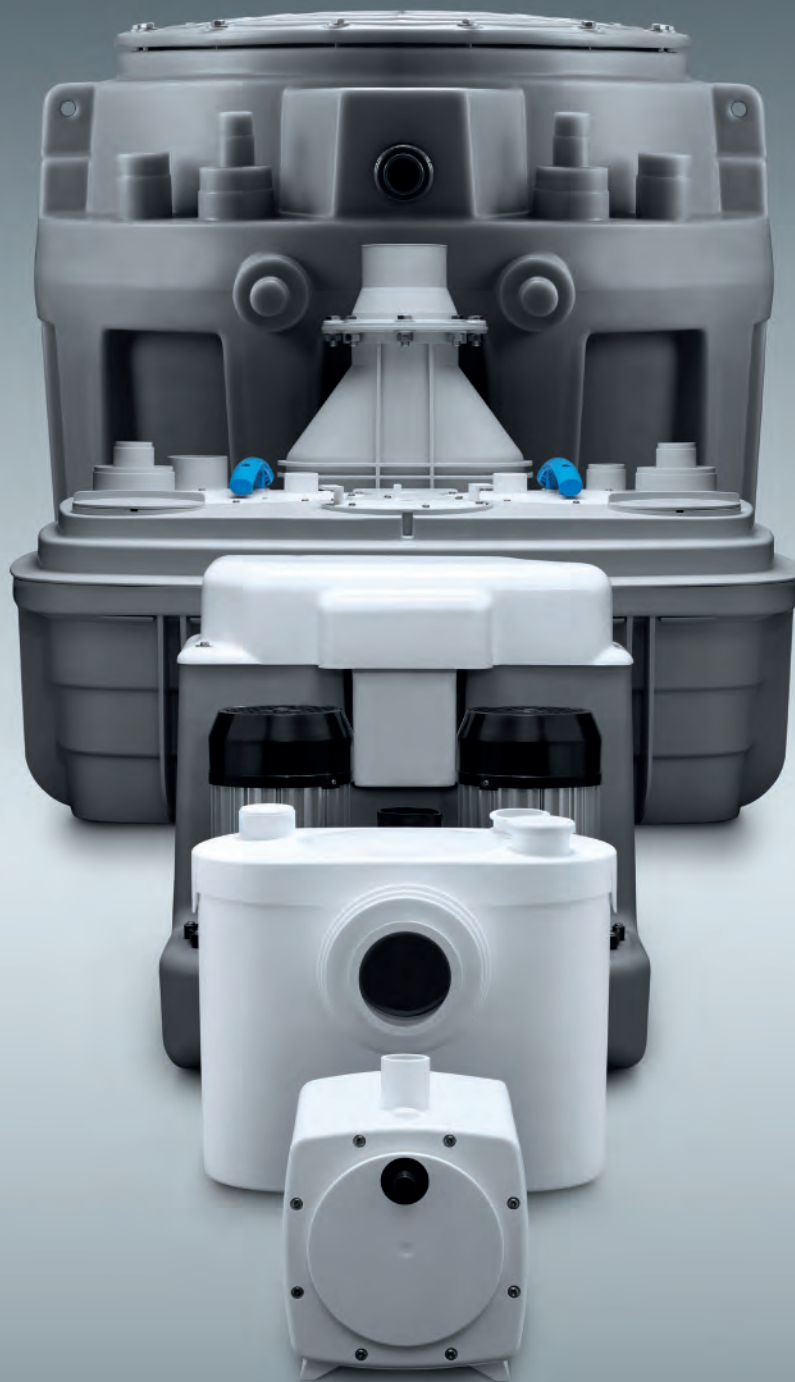
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PLUMBING THE POSSIBILITIES

BMBI shortlisted for national CIM Awards

The Builders Merchant Building Index, a brand of the BMF, using gold standard data from GfK, a leading international data and insights company, has been shortlisted for 'Best Use of Data and Insight' at the prestigious national Chartered Institute of Marketing's (CIM) 'Marketing Excellence Awards'.

The CIM Awards identify and celebrate outstanding marketing by organisations, individuals and teams nationally. They recognise and reward high standards of quality and integrity in the field of marketing, celebrating the finest minds within the profession, and showcasing the successes of B2C and B2B marketing campaigns. The judges include Google, LinkedIn, IBM and similar high

CIM

MARKETING
EXCELLENCE
AWARDS 2017



FINALIST
BEST USE OF DATA AND INSIGHT – LARGE

profile organisations.

Awareness and understanding of BMBI has grown rapidly since its launch by MRA Marketing in 2015. The BMBI is a reliable and up-to-date measure of UK Repair Maintenance & Improvement (RMI) activity.

An integral part of the Index is a panel of leading industry Experts who speak exclusively for their markets. Each Expert adds perspective and context to the data, and helps to make sense of trends for users of the BMBI. These include: Encon Insulation, Timbmet, Knauf Insulation, Keylite Roof Windows, Hanson Cement, Keystone Lintels, Crystal

Direct, IKO PLC, Alumasc Water Management Solutions, Ibstock Brick and Heatrae Sadia.

BMF Managing Director John Newcomb comments "We're delighted to be a finalist at the CIM Marketing Excellence Awards. Sitting alongside well-known brands such as the BBC, Tesco and Salesforce is acknowledgement of the success of the BMBI and the momentum it's building. The BMBI would not exist without the combined efforts of the BMF, MRA and regular insights from GfK."

GfK Trade Channel Manager Ricky Coombes adds "The BMBI is helping to

put construction on the map and through the use of new data available to the channel, highlights the importance of quality insights on which to make smart business decisions. We look forward to an enjoyable evening at the ceremony in April, and are keeping our fingers crossed!"

Visit www.bmbi.co.uk to download the latest report, learn more about the Experts and listen to the first Round Table Debate on key issues affecting the building industry. Follow on twitter @TheBMBI.

The CIM Awards finalists are listed at www.cim.co.uk/marketing-excellence-awards/2017-finalists/

Plumbers' merchants market forecast to increase by 4% in 2016

November 2016 – Cheltenham

The plumbers' merchant market was worth an estimated £4bn in 2015, having recovered strongly in recent years. From 2013 onwards, demand has increased, leading to greater demand for plumbing materials, bathroom and

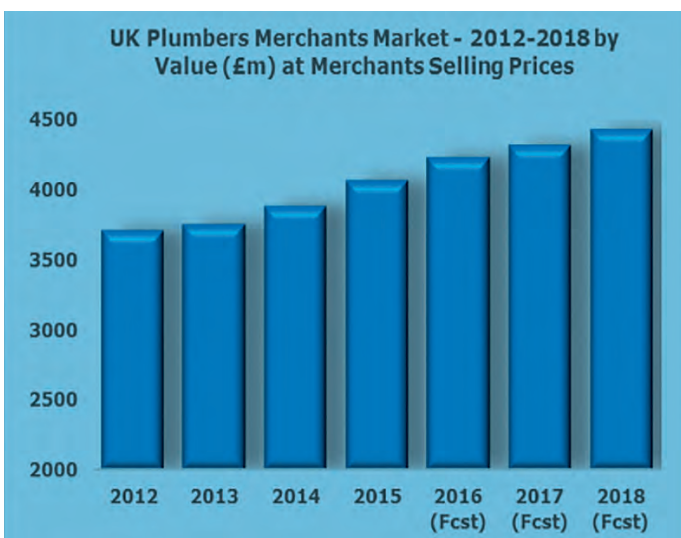
shower products, and the plumbers' merchants market is forecast to grow by around 4% in 2016. Increasing demand has been due to the improving economic climate in general since 2013, with demand increasing for both new work and RMI activity.

Output growth, which has been particularly strong

during the past 2 years, was also experienced across most construction sub-sectors, including the housing and commercial sectors, such as offices, retail and entertainment and leisure. It is extremely difficult to forecast the impact of the outcome of the EU Referendum on the economy going forward.

Several economic forecasts suggest that the UK economy will start to slow, with business and consumer confidence affected, potentially with lower GDP growth in 2017 and 2018. The situation may improve after this, depending on the outcome of trade negotiations, both within and outside the EU, which have yet to take place.

For more information on the www.amaresearch.co.uk report or to speak to the author, please contact Anna Eriksson or Keith Taylor on 01242 235724. Email annaeriksson@amaresearch.co.uk



Market data for members

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

- Builders Merchant Building Index (BMBI)
- BMBI with Sales Indicator
- Remuneration survey
- KPI report
- CPA weekly notes
- CPA forecast



To order any of these documents please contact Ammar Qayyum at ammar.qayyum@bmf.org.uk

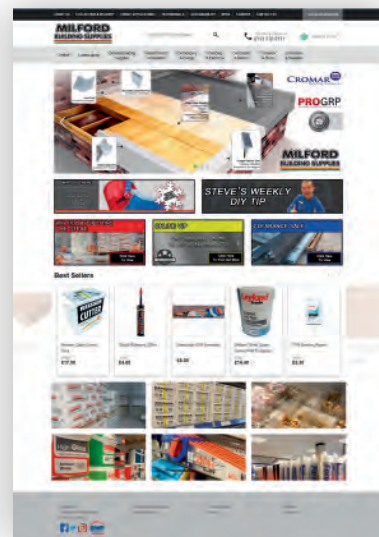
The power of BMF branding

Members increasingly use the BMF brand on their advertising, literature, vehicles, showrooms, email signatures, websites and even their stationery. Why not join them and use the BMF to enhance the power of your brand? By doing so you demonstrate the quality and integrity of your business. Here are some recent examples.

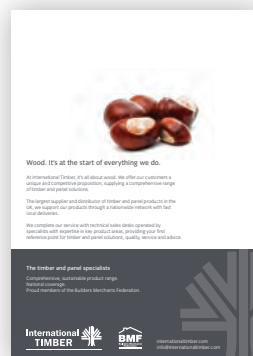
Window Stickers



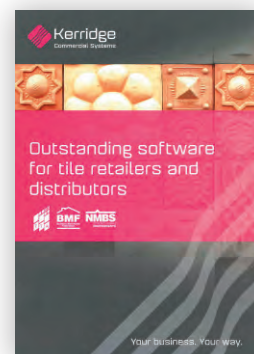
Websites



Campaigns



Literature



Marketing Materials



The BMF can supply guidelines for members to use electronic logos, customer literature, vehicle and window stickers. You can also include a link to www.bmf.org.uk on your website.

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



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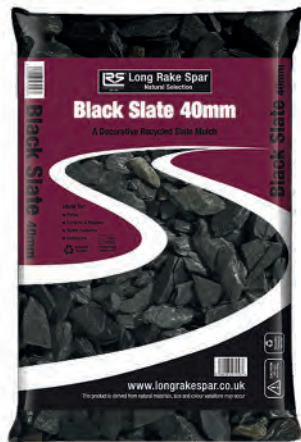


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NEW PRODUCT INNOVATIONS FROM ANCON AT ECOBUILD 2017



Keeping innovation at the top of its agenda, high integrity structural fixings manufacturer, Ancon, will further expand its wide product range with new product launches at the UK's largest event for specifiers in the built environment, Ecobuild 2017.

On the Ancon stand B135, key product zones will include the innovative Nexus brick-faced support system for prefabricated soffits, a comprehensive range of low thermal conductivity wall ties and structural thermal breaks for balcony locations.

The Ancon stand gives visitors an excellent opportunity to talk one on one with our experienced technical and sales support team who will be happy to help with specific project or business requirements.

Contact Ancon on 0114 275 5224, email info@ancon.co.uk or visit www.ancon.co.uk

UNION UNVEILS NEW CE3F DOOR CLOSER

The new CE3F Door Closer is now available from UNION, part of ASSA ABLOY Security Solutions, a UK division of ASSA ABLOY, the global leader in door opening solutions.

The CE3F is the only fixed size 3 rack and pinion door closer in its class, that is CE Marked to EN 1154 and fire rated for metal and fire doors, in all three mounting positions: regular, transom and parallel arm.

It is also Certifire approved, delivering assured peace of mind and protection in the event of a fire. The CE3F is remarkably robust, having undergone rigorous testing and is supported by a ten-year guarantee.

The CE3F provides absolute peace of mind to both installers and end users. Everything the installer requires is supplied

in one box, with the assurance that it's fully fire compliant in whatever configuration it's installed in. In addition, it's supplied with easy-to-follow instructions and is easy to install, adjust and set up.

Alison Aston, Category Product Manager for Door Closers at ASSA ABLOY Security Solutions, said: "The CE3F is the first in a new range of high-quality and reliable UNION door closers for the trade.

Designed and developed in the UK and manufactured at our own facility, the CE3F is the first and only door closer in its class to be CE Marked in all three positions and be fire rated for timber and metal fire doors.

UNION is proud to provide such strong peace of mind for the installer and absolute safety for the end user.

For further information, please visit www.uniononline.co.uk/CE3F or contact UNION on 0845 223 2124. Like us on Facebook and follow us on Twitter

SHAWS PROFESSIONAL COLLECTION

Products

Shaws products are handcrafted to the highest standards in their vast premises in North West England, using time-honoured methods and state-of-the-art kiln technology. Durable, robust and practical, the Shaws Professional Collection represents their commercial offering, designed to provide merchants' customers with products of substance and created to deliver a lifetime of service.

The Company are renowned for their experience in manufacturing



a wide and varied range of white glazed fireclay sinks and accessories for use in public building applications such as laboratories, hotels, institutions, colleges, schools, hospitals, nursing/care homes, restaurants and many other buildings.

Every style of sink required by the merchant is catered for. The range includes eight sizes of Belfast, four sizes of the very popular laboratory sinks, a shelf sink, three sizes of practical floor and wall mounted cleaners gratings, a combination sink with drainer plus other industrial/commercial products including luxury wall mounted and slab urinals. All are resistant to acids and alkalis and are produced with a highly durable glaze that carries a 10 year warranty. As all

of these sinks are manufactured in England, there are no added import or freight costs involved.

Safety

All products within this Collection hold a number of independent industry accreditations for quality and durability, including resistance against impact, chemicals and staining. The hardwearing glaze applied to every Shaws sink has been proven to reduce bacterial colonies of E-Coli and MRSA by 99.99% over a 24 hour period and are classified as Excellent in this area, which makes them ideal for healthcare and school installations.

New Product

One sink which will be of interest to plumbers and installers alike, is the unique Whitehall



Butler – a sink created for those installing a fireclay farmhouse style sink which works perfectly with laminate worktops. This clever design gives a classic Butler appearance from the front but protects all cut edges of the laminate from water seepage by using a subtle lip on all exposed sides. It can be installed using a standard Belfast sink base cabinet, therefore, no bespoke cabinetry or template is required, making for a lower cost installation.

Visit us at www.shawsofdarwen.com to view our complete ranges of both Commercial and Domestic sinks and accessories or telephone our customers service department on 01254 775111.

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TIMBMET: MORE THAN JUST TIMBER

This year, Timbmet celebrates 75 years of trading. Over that time, they've used their knowledge and expertise to develop their product and service offering, supporting the changing demands of customers, focusing on quality and value-added services.

Renowned for their hardwood timber expertise, the Timbmet range now includes doors, flooring, mouldings, cladding, and a wide range of panel products- both decorative and raw board. Their recent acquisition by the Hadleigh Timber Group has given Timbmet access to increased panel lines. The majority of these are available direct from Timbmet's stock, meaning merchants can offer additional products without giving up valuable warehouse space or making a large stock investment.

Timbmet's experienced picking team hand select sawn timber to fill specific orders, a service which helps merchants and their customers obtain best value for money. Timbmet's stock mouldings range, for example, is pre-dimensioned and pre-cut to optimum lengths so your customers can purchase the exact amount needed for a particular job; saving time, money and waste. If your customer needs something a little different, bespoke mouldings are available through Timbmet's full machining and milling service. Merchants can add this service to their portfolio, adding margin and increasing loyalty, without the need to invest in expensive resources and infrastructure.

For more information on how Timbmet can help your business, contact their dedicated Merchant team on 01865 860322.

CATNIC'S THERMAL INNOVATION

Catnic's latest addition to its market leading range of lintels provides a solution to meeting the criteria of Appendix R of SAP 2012 and compliance with Part L of the Building Regulations. The Catnic Thermally Broken Lintels achieve Psi values of just 0.02 to 0.05 W/mK.

The Catnic Thermally Broken Lintel comprises two powder coated, galvanised steel sections bonded to a high density, insulating core. This provides a complete and continuous thermal break between the inner and outer steel leaves. As such, by replacing traditional lintels with Catnic Thermally Broken Lintels, the heat loss through window head details can be reduced by up to 96%. Crucially, it also provides the

same safe working loads as the rest of the Catnic lintel range, meaning customers can easily convert from traditional lintels to TBL without concerns about structural suitability.

The range has been designed to cover all building types from small domestic dwellings to large apartment buildings, including concrete floor loads. The lintels are available in standard, heavy duty and extra heavy duty specifications, to meet the requirements of the project.

Catnic is the only lintel manufacturer listed on the BRE Certified Thermal Details and Products Scheme, having demonstrated independent testing of product performance to the required thermal standards.

To find out more about Catnic's Thermally Broken Lintel range visit www.catnic.com.

SUPERGLASS. INSULATION WITH MORE BOTTLE.

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

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

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

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

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

CELOTEX LAUNCH NEW PRODUCT TO OVERCOME CONDENSATION RISK IN PITCHED ROOF REFURBISHMENT

One of the biggest challenges in pitched roof refurbishment is the requirement to improve thermal performance without raising the roof height or doing any internal works. Installing a vapour barrier beneath insulation without having to take down the existing ceiling is another consideration for these projects.

Very often in roof refurbishment the rafters are only 100mm or 125mm deep, and to upgrade the insulation to meet current Approved Document L of the Building Regulations would mean raising the height of the roof, which is not usually an option.

Adding a vapour control layer to prevent condensation risk is important for the overall performance of the roof; traditionally this would be done by disturbing the ceiling below. Celotex has worked with fellow insulation manufacturer TLX to create a solution which overcomes both of these challenges with a single product, Celotex Rafter-Gold.

Celotex Rafter-Gold is a system designed for re-roofing existing properties using a combination of Celotex GA4000 high performance PIR insulation and TLX Gold - the unique intelligent 2 in 1 insulating breather membrane. This system enables the upgrade of pitched roof insulation to provide excellent thermal comfort without the need to raise the roof height or remove the existing ceiling, as all work is carried out from the outside of the building during re-roofing works.

To find out more about specifying or using Celotex Rafter-Gold on your project, visit <http://www.celotex.co.uk/rafter-gold>

New training prospectus

The BMF have undergone the task of updating their Training Prospects. The portfolio of training on offer has been reinvigorated by amendments to existing courses and brand new courses to reflect the changing climate of the merchanting sector.

We have courses ranging from Leadership to Management Development to Product Knowledge to Transport and Operations relevant to both merchants and suppliers. We will send new training prospectuses out in March. To pre-order your copy now contact

james.spillane@bmf.org.uk



Forthcoming training

Date	Event	Venue
21 March	Digital Transformation of the Builders Merchant Sector This one day course will look at and help you understand how best to digitally market your organisation to your customers. This course is relevant for both Merchants and Suppliers.	BMF, Coventry
22 March	Presentation Skills This one day workshop is suitable for those new to presenting and those who would like to brush-up on their skills. No prior knowledge is required. Suitable for those in supervisory and management positions from junior to mid-level seniority	BMF, Coventry
4,5,6, April	Managing for Success This three day course is designed for newly promoted or soon to be promoted Managers who are looking for an introduction to the key principles of effective modern management. Aimed at Branch Managers, Assistant Managers, Department Managers, Trading Managers.	BMF Regional Centre of Excellence – JCB Academy, Rotherham
19-20 April	Essential Sales Skills This two day engaging and interactive workshop explores the fundamental sales skills for internal sales staff that are essential in the modern marketplace. Elements of 'Increasing Sales on the Telephone', 'Maximising Margin' and 'Sales Negotiation Techniques' (all BMF courses in their own right), are included, resulting in a comprehensive and thought-provoking course.	BMF, Coventry

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Press releases

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BRAND NEW FITTER FRIENDLY REWARD SCHEME - DRIVING SALES AND CUSTOMERS TO YOUR BRANCH

The new Fitter Friendly Reward Scheme from Knauf Insulation is a great opportunity to drive sales of the highly successful multi-application Earthwool OmniFit® range forward and direct customers to your branch.

The scheme offers builders and installers buying packs of Earthwool OmniFit Slab, Roll or Stud at participating stockists a chance to collect points towards a wide range of rewards, including games and gadgets, leisure breaks, extreme sports experiences and much more.

Stephen Smith, Marketing Manager of Knauf Insulation said "The Fitter Friendly Reward Scheme will be promoted with a comprehensive marketing campaign, to make sure your customers know all about the rewards on offer. Participating stockists will also receive specially designed POS to display in branch. Plus, there are a number of incentives in place by driving customers to your branch.

Builders and installers signing up for the scheme will be able to register their points and swap them for the rewards of their choice using their personal log in details on www.fitterfriendly.co.uk



If you would like to know more about the Fitter Friendly Rewards Scheme, please contact your local Knauf Insulation sales representative, or speak with the Merchant Support Team on 01744 766 866 / kimerchantsupport@knaufinsulation.com

LONG RAKE SPAR ARE PLEASED TO WELCOME GRAHAM BOYD WHO HAS JOINED THE BUSINESS AS JOINT MANAGING DIRECTOR

Graham joins the company from Knauf Insulation where he held the position of Business Development Director since 2011. Previous to that, Graham worked at Hanson in a number of key commercial roles within the brick, packed products and cement divisions.

The appointment underpins Long Rake Spar's ongoing commitment to customer service and the existing Company Managing Director, Trevor Broadhurst, commented: "Graham's experience within senior commercial positions at Hanson and Knauf Insulation, coupled with his knowledge of the construction industry will be invaluable to our business.



Given the scale of our company, it is crucial that we have a strong team and Graham's drive and dedication to customer satisfaction will ensure that we will continue to offer a market leading proposition in a competitive market."

contact Long Rake Spar for more information on 01629 6366210 or email sales@longrakespar.co.uk

LAGAN PRODUCTS LAUNCHES NEW TOWN & COUNTRY RANGE OF CLAY BRICKS

Lagan Products, specialising in manufacturing market leading building products for the construction industry, has developed a new range of clay facing bricks.

The company has been investing for growth and has designed the Town and Country Range to have colours and textures ideal for stockists supplying local and regional builders/developers across the country.

The core range of Red, Buff and Brown bodied bricks are available in 65mm options. Lagan also produce red bodied bricks in 73mm to suit the RMI market. The Town and Country range also carries bricks popular with the specification and commercial markets alike.

As a privately owned family business, with Ireland's only

remaining brick manufacturing plant, Lagan Products 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 Lagan Product's range of building products.

Mixed Loads

The company manufactures a wide range of high quality bagged cement products and concrete roof tiles, all available to merchants across the country.

Clay Facings

Naturally, bricks are one of the most important elements in any housing project. And whatever the size, shape or style of your development, the new Town & Country collection of clay bricks is ideal for any developer.

For more information on Lagan Products, or to place an order, please call 028 9264 7100 or visit www.laganproducts.com.

MARSH MERCHANT APPEAL TO BENEFIT LOCAL CAUSES - #MARSHAPPEAL

Marsh Industries has unveiled a campaign to help its UK merchant network raise money for local charities and community groups.

The company is encouraging merchant branches to get involved by displaying a unique, fundraising 'Appeal Tank' on their trade counters, with all the money raised going to a local charity or cause of their choice.

Steve Boyer, MD at Marsh industries, said "We all like to give something back to our local communities.

"The objective of the Marsh Merchant Appeal is to help our merchants and partners raise valuable funds for the causes they care about most. The Appeal also provides the opportunity to gain positive local and social media exposure whilst boosting corporate social responsibility and morale within the workplace.

"We hope as many merchants as possible will get on board and show their support for the campaign."

Those who sign up will receive an Appeal Pack to kick off their campaign. The pack includes the Appeal Tank and counter display accompanied by special merchant discount vouchers.



Sign up for the Marsh Merchant Appeal by contacting Marsh industries on 01933 654582 or marshappeal@marshindustries.co.uk.



50 years supplying hard landscaping products to builders merchants.

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

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

Characteristics of 'L'Altra Pietra:

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

Some of the benefits of L'Altra Pietra:

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

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

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

A new type of indoor-outdoor living has just been created ...



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Tel: 01264 735371

Eastern England, East Midlands & North East
Tel: 01623 513108

The BMF's 2017 charity partners are Teenage Cancer Trust and Rainy Day Trust:

Teenage Cancer Trust

Teenage Cancer Trust (TCT) make sure young people don't face cancer alone, by helping young people and their families deal with the many ways that cancer can affect a young person's body, mind and life. TCT work in partnership with the NHS to bring young people together so they can support each other, doing it from the moment cancer is diagnosed until long after treatment is over.

TCT provide a range of services including:

28 specialist cancer units across the UK

Their units aren't like ordinary cancer wards. They are designed to feel like places young people might naturally hang out. The walls are bright, the furniture is

funky, there might be pool tables and a jukebox and there's always a place to watch films and get online.

A specialist team of professionals:

Youth Support Coordinators provide one-to-one and group support, keep patients active and encourage them to stay connected with other young people during long stays in hospital.

Specialist nurses are experts in teenage and young adult cancer. They are responsible for developing and providing excellent clinical care for young people as well as emotional support for them and their families.

Free cancer awareness sessions in schools

Their education sessions are up-beat and positive and



teach young people about the signs of cancer, cancer treatments and healthy living.

For every young person TCT supports, there's another they can't reach. The BMF's pledge to support them will make a huge difference to them:

£25... Could provide an hour of vital nursing care from a Teenage Cancer Trust Clinical Nurse Specialist

£900... Could pay for a young person to attend TCT's annual 'Find Your Sense of Tumour' weekend conference

£6,900... Could fund activities organised by a TCT Youth Support Coordinator for one year including arts and crafts, music lessons, pizza nights and more...

£25,000... Could pay for a year's costs to maintain a unit including ongoing maintenance and repairs, operation costs and wifi/TV contracts

For more information visit www.teenagecancertrust.org Twitter @TeenageCancer

Rainy Day Trust



The Rainy Day Trust is the only charity existing solely to help people who have worked in the UK's home improvement and enhancement industry. The Rainy Day Trust provides financial and other assistance to those who have fallen on hard times. For more information visit www.rainydaytrust.org.uk

JOIN US FOR THE ADVENTURE OF A LIFETIME



An exhilarating 4 day journey through 10 countries 7th - 10th September 2017

Simple buy a road-legal car for under £500 (the cheaper the car, the more fun!) and hit Europe's greatest roads and cities for 4 days to Monte Carlo.

All in fancy dress, you'll complete challenges along the way, have loads of laughs and a whole lotta fun - and all in aid of charity. Every pound you raise will help two well deserving charities, Teenage Cancer Trust and The Rainy Day Trust.

Entry fee is £350 per person (based on twin room accommodation)

Contact Aaron on 07826 867888 or email aaron.frogley@pavestone.co.uk or visit our website www.pavestone.co.uk

Closing date for entries 17th March



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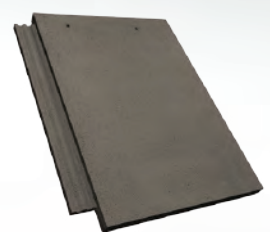
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or call 028 6774 8866

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SMART SOLUTION

There was a time when OSB was used purely for boarding up broken windows, or constructing shed roofs and floors. However, recent advances in manufacturing technologies now mean that OSB is now the perfect answer to numerous design challenges. Old 'Daylight Press' technology led to OSB often being out of tolerance, out of square and out of consideration for high quality specified applications. Whereas modern, 'Conti-Roll' manufacture ensures products are flatter, straighter and within stricter tolerances than ever before.

SMARTPLY began manufacturing OSB on a 'Conti-Roll' press in April of this year and the resulting board has taken customers aback. Head of Marketing & Brand Stuart Devoil said: "It's no secret. We're really excited about the new



board and the improvements it brings. Even more exciting is that our customers have reacted in the same way. When you hand someone a sample and the first words out of their mouth are "Oh, wow", you know you've done a good job. We've listened to our customers and we've delivered just what they asked for. It's an amazing achievement and a great feeling."

SMARTPLY
PROPASSIV

To find out more about the SMARTPLY range or to request a sample, visit www.mdfosb.com or call 01322 424900

TRADE COUNTER SIGNATURE CAPTURE APPLICATION LAUNCH

Renown for having one of the fastest and most flexible Merchants solutions for busy trade counters, this year we're focussing on our market-leading Apps for Android to improve the performance of your business even further.

This year is the year for Android™, and Merlin has launched its fast and flexible trade counter solution, the Trade Counter Signature Capture Application for Android™. A great tool for builder's merchants of all sizes, it has three main purposes; a promotional tool, order review and signature capture. Operating under the basic premise that the tablet sits on the trade counter, and when an order is being processed the

screen displays a real time list of the ongoing order. The screen can then be used as a signature capture tool, which stores the signature electronically making the signed POD available immediately for printing, whilst also providing the option to email the document to the set contact.

Contact us for more information and to see the benefits afforded by our applications for Android™:

- Mobile Quote/Order entry and CRM app
- Mobile Drivers app for confirming deliveries and taking POD's in the field
- Tablet-based Signature Capture, Order Display and Merchandising app for the Trade Counter.

For more information on Merlin Business Software, please visit www.merlinbusinesssoftware.com or call 01246 457150

SOMETHING BIG IS COMING FROM CENTURION...

Centurion starts 2017 with a new range from Mellerud, Germany's number one Premium Cleaning Products Manufacturer.

Centurion secured exclusive distribution rights in the UK after impressing Mellerud with their knowledge, attention to detail and impressive customer service.

Vincent Volpe, International Area Sales Manager for Mellerud said

"We strive to deliver customers with the highest quality products. Mellerud's own Research and Development department work hard to produce cleaning solutions. We analyse the problem, develop a solution and create a formula to effectively tackle the problem.

Centurion is the ideal partner to help Mellerud become a household name in the UK. We are both leaders in our fields, and we both put our customers at the forefront of everything we do."

The range is presented in eye-catching packaging and includes Bathroom, Household, Garden, and Tiles and Stone products.

Mellerud will join Centurion's established brands including URFIC premium door furniture, Pest Clear electronic pest repellents, Trade Packs range of fixings and fastenings and Value Pac budget home essentials, as well as their own bestselling Centurion branded pre-packed Hardware and Ironmongery ranges.

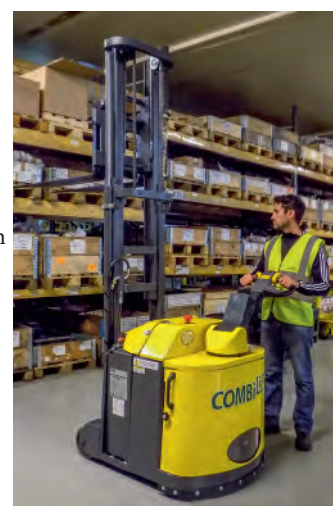
Find out more at www.centurioneurope.co.uk/mellerud or contact Centurion on: dmckane@centurioneurope.co.uk or call 07931 400727

MORE PEDESTRIAN MODELS FROM COMBILIFT

The materials handling specialist manufacturer Combilift – originally best known for its range of multidirectional forklifts – continues to expand its model range and has recently developed a number of pedestrian operated stacker trucks. These offer very safe operation in areas where personnel or members of the general public may be present and are increasingly preferred to ride-on forklifts when lighter loads are being handled.

The Combi-WR reach stacker and its multidirectional counterpart the Combi-WR4 have been joined by the new Combi-CS counterbalance design stacker.

A key innovative feature of all Combilift's pedestrian models is the unique patented multi-position tiller arm, with power steering and integrated display monitor. This allows the operator to steer the rear wheel from the right or left and remain at the side of the unit rather than at the rear and also enables full visibility of the forks, load and surroundings for maximum safety.



www.combilift.com

Click for more info...

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

BREATHE. THE NEW RANGE OF BREATHER MEMBRANES FROM ICOPAL

Monarperm Breathe AllZones, part of the NEW Monarperm Breathe range, is a high performance vapour permeable underlay for use in warm or cold ventilated or non-ventilated pitched roof construction. Its moisture vapour permeability helps to avoid the risk of condensation whilst remaining airtight, watertight and protecting against wind and rain.



Monarperm Breathe AllZones offers exceptional performance in the UK's five wind pressure zones, fulfilling the requirements of BS5534:2014 annex A without the use of tape. This makes AllZones a cost effective solution, whilst ensuring that the best performance is possible wherever it is installed in the UK.

Consisting of a vapour open microporous film, sandwiched between layers of spun bonded polypropylene, Breathe AllZones acts like a one way valve allowing vapour to escape whilst preventing water penetration through the membrane. Its inner white surface protects against abrasion and provides a high level of light reflectance.

Monarperm Breathe membranes are suitable for installation when fully supported directly over insulation boards or draped unsupported over rafters.

For more information visit www.icopal.co.uk

INTERNATIONAL TIMBER COLLABORATES TO SUPPORT EDINBURGH SCHOOL BUILD

As the part of the Saint-Gobain brand, International Timber helped supply products for the new £28.5 million Portobello High School building, in Edinburgh.

Commissioned by the City of Edinburgh Council, the new building accommodates 1,400 pupils and has replaced the existing building on Duddington Road, home to the school for 51 years.

In addition to more traditional teaching and learning spaces, the development incorporates a 25m swimming pool, games hall, gymnasium and two all-weather sports pitches for school and wider community use.

International Timber worked closely with the Jewson Branch in Falkirk to supply a range of

timber products for the stairways and corridors in the school, as well as the outside entrance.

Fire-treated Siberian larch cladding, lacquered oak timber and MDF Oak and skirting was specified, in addition to dressed timber, sawn timber and plywood sheets.

The solutions specified will provide key benefits, such as thermal efficiency, rot resistance and sound insulation to create a comfortable learning environment.

Ruth McKay, Headteacher at Portobello High School, said: "The new school building has had a positive impact on all of us. It feels special to come into a building like this; the environment will be a great place to learn for the students."

For more information please visit www.internationaltimber.com or email info@internationaltimber.com

TIME FOR AN INTEGRATED POS/ERP SYSTEM?

Today the choice of electronic point of sale (EPOS) products is wide and varied. It's not uncommon therefore to find many merchants working with a patchwork of hardware and software from different vendors. For any business, this can be both costly and inefficient.

With fully integrated EPOS systems you can organise, control and analyse various parts of your business, from cash transactions to backend reporting, staff monitoring and stock control. You can report on your best-selling items, best-performing staff and peak sales times, allowing you to optimise your business operations easily.

With only one database to work from and manage your staff,

get instant access to real-time information at the point of contact. Plus with a single partner to deal with you eliminate the 'blame game' that often occurs when issues arise with disparate systems.

There is no doubt that purchasing an EPOS system can be daunting:

Invest sufficient time into making an informed decision

Be clear about what you need so you aren't paying for unnecessary features.

Dig deep into the specific functionality each EPOS system offers e.g. payment types, user access controls, quick search capabilities etc. This will help you determine exactly what you require for your business.

If you're still unsure about which EPOS system to choose, feel free to ask us anything – Mark Gurney, Intact Software 01442 878879, www.intactsoftware.com

Absolutely watertight

Built on solid groundwork

Planned by experts

THE IDEAL BUILD LOOKS LIKE THIS. WHY SHOULD BUYING AND SELLING BUSINESSES BE ANY DIFFERENT?

When it's time to exit, expand or join forces, Jim Collins M&A Consultants facilitate the smoothest of transitions. With decades of experience and an impressive network of contacts, we'll put you in prime position to secure the right result for all parties.

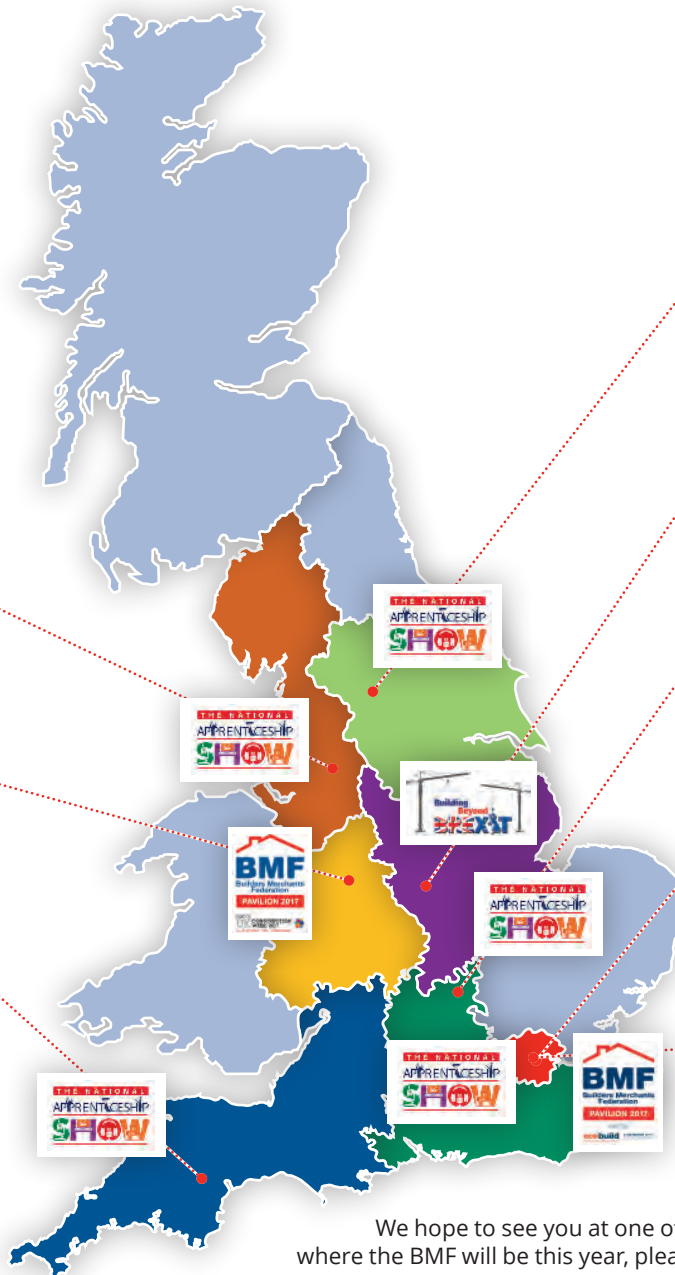
Contact the experts for a transition that ticks all the boxes.

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www.collinsma.com

On the road with the BMF in 2017

The BMF team enjoy attending trade shows, offering a great opportunity to chat to members and meet potential new members. The BMF exhibits, partners and attends a wide range of shows and trade fairs during the year, helping us to build membership engagement.



16-17 October
National Apprenticeship Show
Manchester

10-12 October
UK Construction Week
NEC, Birmingham

3-4 May
National Apprenticeship Show
South West, Westpoint, Exeter

9-10 March
National Apprenticeship Show
Yorkshire & North East, Harrogate

19-20 September
BMF Members' Day
Jury's Inn, Hinckley Island

13-14 March
National Apprenticeship Show
Central, Milton Keynes

6-7 March
National Apprenticeship Show
London & South East, Sandown Park

7-9 March
Ecobuild
Excel, London

BMF will also be attending ISH in Frankfurt 14-18 March and hosting the All Industry Conference in Budapest 15-18 June

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

ISH upgrade package – exclusive to BMF members

The BMF will be attending ISH, the world's largest trade exhibition for innovative



bathroom design, sanitary installations, energy-efficient heating, building, air-conditioning technology and renewable energies. Held from 14–18 March 2017 in Frankfurt am Main, it is the industry's meeting place for the trade.

BMF Members can benefit even more from their visit with the ISH Upgrade benefit package, which offers a range

of exclusive services to enjoy as a VIP Guest:

- Free ISH season ticket including cloakroom service and use of local public transport on the RMV network to and from the fair
- Access to the exclusive Upgrade Lounge in Hall 5 with breakfast, refreshments and free WiFi
- Reduced price hotel accommodation in selected Frankfurt hotels (subject to availability)
- Ideal conditions for networking with industry contacts

Register free at www.ish.messefrankfurt.com/upgrade or contact info@uk.messefrankfurt.com for more information.

In the driving seat

The Driver and Vehicle Standards Agency has a vision of 100% compliance to help ensure all road users are safe. This may be ambitious but they are aiming high, as Gordon Macdonald, head of enforcement policy explains

You may already be aware that the two government agencies responsible for testing vehicles and administering driving tests have merged into one in order to improve efficiency and reduce costs. The Driving Standards Agency (DSA) and the Vehicle & Operator Services Agency (VOSA) are now known as the Driver and Vehicle Standards Agency or more simply put, the “DVSA”. The Driver and Vehicle Licensing Agency (DVLA) is still a separate entity.



The DVSA is best known for its enforcement and guidance in the large commercial vehicle sector and bus and coach fleets. In recent months however it is starting to increase the focus on UK van fleets which are used for the transportation of both passenger and goods.

DVSA has a vision of 100% compliance and it is stepping up its education campaign to achieve this ambition in the van sector.

The enforcement statistics gleaned so far this year show that the Prohibition rates (GB & non GB) for vehicles stopped

at the roadside by enforcement officers continue to show poor levels of van compliance, which has for some years been the subject of concern.

The results show that over 50% of vans fail their annual test, compared to an 18% failure rate for public service vehicles (PSVs) and 22% for heavy goods vehicle (HGVs). The harsh reality is that 89% of vans stopped and inspected by DVSA when used on public roads are grossly overloaded and are in poor mechanical condition.

Large goods vehicles (LGVs) still outnumber heavy goods vehicles on British roads by more than 7 to 1 and have a lower burden of regulation.

Most LGV drivers do not need to keep a record of their hours under domestic rules and currently LGVs attract a lower burden of enforcement action from DVSA, but they do pose a greater threat to road safety (less road deaths but more accidents than HGVs).

There is a serious choice for government and policy makers about how to increase

compliance in this market. DVSA at the moment is focusing on enforcement and raising drivers’ awareness about the most common mistakes that can lead to fines, and the inconvenience of un-roadworthy vehicles being detained at roadside checks.

We want to increase van examinations and provide better awareness and compliance advice through more effective channels, and will be working with industry to deliver this through the remainder of the year.

Enforcement statistics 2014

Prohibition rates (GB & non GB)	HGV	PSV	LGV
Roadworthiness	30%	21%	56%
Drivers Hours	15%	11%	23%
Overloading	59%	75%	89%

Overall research strongly indicates that successful messages the industry needs to focus on to improve compliance are, legal culpability, reduced speed limits, driver's hours and overloading.

People currently have a fairly hands-off approach to their employees and are unaware of potential corporate manslaughter risks. If your drivers don't have a license or the right insurance, you're responsible – unless they've signed a declaration saying they have these. You could face massive fines or corporate manslaughter charges, and repeated driver transgressions could result in additional fines for your business.

It also seems that very few people know about the 60 mph limit – transit sized vans and larger have a legal limit of 60 mph on dual carriageways. You exceed the speed limits because you either don't know the speed limits for vans or you're in a rush. Not having speed-limiters fitted enables drivers to easily exceed the speed limits.

It is well known that many drivers drive for too long and don't keep any record of driver hours, where their type of operation allows for that. Inexperienced driving, where drivers don't appreciate that driving a van is different from a car, can also play a part in increasing the detrimental

affect of extended driving periods.

While the numbers of vehicles found to be overloaded is very worrying, particularly as overloading a van can be so noticeable. There is a legal weight limit for your van and it's easy to exceed this. For example, overloading by as little as 5% is noticeable and can have serious consequences for your tyres, steering and braking, not to mention your chances of getting stopped. Being stopped for overloading can attract big fines and take your van out of action for some time.

Overall, it is clear that the standard of vehicle maintenance needs to be raised, along with an improvement in driver behaviour. Therefore, we need to raise awareness about the economic and road safety importance of improved maintenance systems and driver education.

DVSA is determined to raise the standards of the van fleets that operate on UK roads through joint working, education, assistance, and if necessary, enforcement action. We want to assist the industry to better maintain and service vehicles so that your businesses are more efficient, and the risk of unsatisfied customers is reduced because vehicles are fit for purpose.



Top ten risky behaviours van drivers need to be aware of:

- Speeding – because they don't know the speed limits for vans and/or they are in a rush
- Assuming there's no restriction on van driver hours
- Not doing regular, or thorough enough, checks on bodywork, oil, lights, tyres, etc.
- Driving with dents, sharp edges, etc because they haven't noticed them and/or don't think they matter
- Running tyres or brakes right down to and past the legal minimum
- Driving in a very messy, chaotic van where an empty can could roll under one of the pedals.
- Only servicing the vehicle when you absolutely have to
- Occasionally drastically overloading a van because otherwise they think they will lose a job.
- Not securing a load properly because you're worried about damaging the load
- No understanding of the legal weight limit for your van



You can find a copy of both the guide and pocket diagram here:

<https://www.gov.uk/government/publications/staying-legal-the-basics-for-van-drivers>

<https://www.gov.uk/government/publications/van-drivers-daily-walkaround-check>

Skills London – December 2016

The BMF exhibited at the Skills Show in London, ExCeL on 9 and 10 December. This interactive and inspiring jobs and careers event attracted over 30,000 visitors made up of 15-24 year old and their teachers and families. The BMF were there to highlight the benefits of the Merchant Sector Industry on behalf of our members and

to give an insight into the broad range of careers on offer.

The BMF highlighted its Youth Recruitment campaign to schools and colleges to try to get them thinking of the Construction sector as a viable option for school leavers. The BMF left with contacts to further our campaign with some schools enquiring for BMF Ambassadors to visit their schools and colleges to talk to the young learners about our sector.



Ambassadors

The BMF is looking for enthusiastic Ambassadors for our industry who can:

- Visit schools, colleges and job centres to promote the campaign
- Give media interviews to local and regional press
- Support our campaigns and events on social media
- Speak at recruitment events

Did you know?

BMF members can advertise jobs free of charge on www.merchant-recruitment.co.uk.



If you would like to know more about Youth Recruitment or think you have what it takes to become an Ambassador please contact James Spillane at james.spillane@bmf.org.uk or call 02476 854980.

BMF attends Career Show at UTC

The BMF exhibited at a Career Show Buckinghamshire University Technical College in Aylesbury on 31 January and 4 February to give an insight into the industry and explain the breadth and range of careers on offer. Around 100 people attended the show (mostly Sixth formers).

BMF MD John Newcomb attended on 31 January and Regional Manager Alex Clifford exhibited on Saturday 4 February, together with Tanya Elliott of Grant & Stone, who sent 2 ambassadors for youth recruitment on both days. Alex said "This gave the BMF an excellent opportunity to meet young people looking to create a career path for the future, allowing us to promote to them directly the advantages they would have of working within both the Builders and Plumbers Merchants industry. It's an excellent platform for promoting youth into our industry."

For more information about Youth Recruitment please contact James Spillane at james.spillane@bmf.org.uk



Alex Clifford (BMF) and Tanya Elliott (Grant & Stone)

BMF helps merchants to rise to Apprenticeship challenge

As part of its industry youth recruitment campaign, the BMF will be offering discounted rates to bring members together in a dedicated BMF Exhibitor Zone at the 2017 National Apprenticeship Shows across the UK, hoping to create an impressive and memorable demonstration of the wide variety of career opportunities offered within our industry.

The spring shows coincide with the introduction of the Apprenticeship Levy paid by businesses, which is part of the Government's drive to create 3 million new apprenticeships by 2020 to help overcome the growing skills shortage in many sectors. This should give companies an even greater incentive to take on and train the next generation:

Date	Area	Venue
6-7 March	London & South East	Sandown Park, Esher
9-10 March	Yorkshire & North East	Event Centre, Harrogate
13-14 March	Central	Arena MK, Milton Keynes
3-4 May	South West	Westpoint, Exeter
16-17 October	Manchester & North West	Manchester Central

BMF MD, John Newcomb said: "The National Apprenticeship Shows provide an excellent opportunity to engage with young people and encourage them to enter the merchant industry. Each show attracts high quality visitors, primarily teachers, careers advisors and students considering their career options. Many of the students attending events this year were actively weighing up the relative benefits of an apprenticeship over university. They are definitely attracted by the "earn while you learn" apprenticeship message."

To find out more, and to book your exhibition space, please contact James.Spillane@bmf.org.uk

Women in merchanting

In line with the BMF's initiative to bring more women into the merchant industry, the BMF Young Merchants are shining a light on two prominent examples of female success in the industry. The Young Merchant's next meeting which will be held at St Georges Park on 23 March will feature two influential women from Travis Perkins Fiona Kerr, Regional Managing Director for Scotland and North England and Patricia Hendry, Regional Director in general merchanting for the Scottish Borders and the North East of England.

Fiona Kerr

Fiona recently joined Travis Perkins as Regional Managing Director for Scotland and North England from FirstGroup plc, where she was Managing Director for Scotland in their UK Bus division and Managing Director of First Glasgow. She was also chair of the Confederation of Passenger Transport (CPT), the industry



Fiona Kerr



Patricia Hendry

body for bus operators in Scotland. A chartered accountant by profession, she has previously worked for PwC and John Menzies plc.

Fiona was the first female MD of any of FirstGroup's local bus businesses in the UK, and she has often spoken of her desire to attract more women into the bus industry. Under Fiona's leadership, First Glasgow won a number of awards, and was named 'Public Transport Operator of the Year' at the 2015 Scottish Transport Awards. Later that

year Fiona was named both 'Woman of the Year' at the FTA Everywoman Transport & Logistics Awards and 'Manager of the Year' at the Route One Transport Industry Awards.

Patricia Hendry

Patricia joined SIG from university and was there for 2 years before moving onto Keyline. As a BM at Keyline she de-stocked the building materials at the branch and brought in a specialist range of insulation and drylining, going on to open 4 more specialist insulation and drylining branches within Keyline. This was a big success and these branches eventually became part of the CCF brand within the Travis Perkins group. After a career in specialist and contract merchanting she has now moved over to TP as Regional Director in general merchanting for the Scottish Borders and the North East of England as she realised it was time she learned about bricks and blocks!

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SAFEGUARD ROXIL WATERPROOFS WOOD FOR LONGER LIFE AND BETTER LOOKS

Roxil Wood Protection Cream from Safeguard Europe – the UK’s leading specialist in damp-proofing and waterproofing technology – is a cream-based silicone emulsion used to waterproof and protect wood from the undesirable effects of moisture which can promote organic growth and result in rot, decay and staining.



Recommended for use on softwood, including water susceptible species such as pine, Roxil Wood Protection Cream waterproofs the surface and can be applied by brush or roller. The benefits of applying Roxil Wood Protection Cream to timber, such as fences or garden furniture, include reduced organic growth such as algae; reduced water uptake – improving longevity and lessening the possibility of fungal growth – and improved dimensional stability. These benefits are enjoyed for approximately 10 years on softwoods.

Simple and straightforward to apply, ensure wood is clean and dry before application. It can be applied by brush or roller, and a single coat will deliver optimum coverage.

After application the cream will penetrate into the wood and form a water repellent barrier. Full water repellency will develop over a period of one month. Do not apply if rain is forecast.

Enquiries to Safeguard Europe Ltd,
Redkirk Close, Horsham, West Sussex RH13 5QL
or info@safeguardeurope.com.

SCA MERCHANT SERVICES EXPANDS WORKFORCE

SCA Merchant Services is kick-starting 2017 with two new appointments.

With effect from 1 February, Russ Ellis has been appointed into the newly created role of Production Development Manager for SCA Timber Supply UK.

Working closely with SCA’s production teams at its sites in Stoke, Melton and Welshpool, Mr Ellis will be coordinating SCA’s production activities in order to assess capabilities, improve productivity performance and to determine future investment requirements.

Meanwhile, Pete Hall has been promoted to the position of general manager for SCA Merchant Services based in Welshpool, Powys. Having been



Peter Hall



Russ Ellis

with SCA for 15 years, Mr Hall moves from his present position of supply chain manager.

Email: merchantservices@sca.com Web: www.scatimbersupply.com

RIGHT PRODUCT FOR THE RIGHT JOB

With the most comprehensive range of macerators, pumps and condensing units on the market, Saniflo is sometimes questioned about why it’s necessary to have so many models, some 30+ in total, many of which seemingly do the same thing. The answer is quite simple.

“One size doesn’t fit all.”

With over 50 years’ experience in the plumbing sector, every model that Saniflo produces is based on research, investment and customer feedback. The original Saniflo unit was introduced in the UK over 37 years ago to take the waste from a single WC where mains drainage wasn’t available. Today there are models that take waste from the basin, shower, bath or the washing machine, dishwasher and glass washer and even the condensing boiler and air conditioner. The Saniflo commercial range makes

it possible to take large volumes of waste from multiple sources. Some of these feature twin pumps to ensure continuity of service and 3-phase to work with industrial electricity supply.

Installers are at pains to point out that every job is different and being able to source just the right product for the job in hand is imperative.



www.saniflo.co.uk or telephone: 020 8842 0033

GREAT CHEMICALS COME IN SMALL PACKAGES

- New Sentinel Commercial Chemicals Dose Systems Over Three Times Bigger -

What’s better than protecting commercial heating or cooling systems with Sentinel’s award-winning water treatment chemicals? Using Sentinel’s new ‘Triple Power’ chemicals, of course. These market-leading chemicals are not only able to dose systems more than three times larger compared to the previous formulations, but can also treat more system volume than the next best competitor product - approximately 20%, in fact.

Sentinel’s mighty Triple Power products - which are available to buy as X100 Inhibitor, X300 Cleaner (for new systems), and X400 Cleaner (for older systems) chemicals - allow smaller or fewer drums to be used on bigger jobs. This offers a number of practical, cost-saving and environmental advantages, including easier storage, transportation, handling and dosing, in addition to less waste.

The Triple Power range comprises a new 5 litre drum, which treats a system volume of 1,667 litres, a 10 litre drum, which treats 3,333 litres, and a 20 litre drum, which treats 6,666 litres. The chemicals are a crucial part of Sentinel’s best practice system of ‘clean, protect, maintain’, an approach designed to deliver life-long protection from corrosion and limescale, and avoid costly and disruptive issues such as premature parts replacements and breakdowns.



For more information please contact Sentinel at info@sentinelprotects.com.



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STIXALL HAS IT ALL

The Stixall range from Everbuild – A Sika Company is renowned for its extreme power, versatility and the ability to bond virtually everything to anything with ease.

The recently expanded range includes firm favourite Stixall Extreme Power – the ultimate combined adhesive and sealant based on hybrid technology, with the ability to bond and seal under water and in the rain. With almost limitless benefits and possibilities, Stixall is a product that should be in every toolbox.

Also within the range is Stixall Multi-Purpose Wall and Floor Adhesive, a totally water and solvent free product designed to be trowel applied to virtually all materials including wood floor,



tiles, lino, vinyl and hygienic panels, even in wet or damp conditions.

The latest addition to the brand is Stixall on a Roll – an invisible double-sided tape with extreme bonding power. Ideal for use when bonding glass or clear surfaces, Stixall on a Roll bonds virtually all materials with outstanding adhesion, both indoors and outdoors.

For information on the Stixall range or any other product within the Everbuild or Sika brands, contact your sales representative, call the sales office on 0113 240 2424 or visit www.everbuild.co.uk.

MAXICUT ULTRA 44-3745

Feels like bare hands – but it is cut level 5

MaxiCut® Ultra™ is our latest cut offering for dry environments that integrates the core values of MaxiCut® into a thinner, more comfortable and durable package.

To offer high levels of cut resistance, we developed our own unique high performance yarns and fibres. These fibres offer cut protection whilst maintaining high levels of comfort. MaxiCut® Ultra™ gloves meet EN cut level 5 and offer similar comfort and abrasion resistance as our iconic MaxiFlex® gloves.

Our patented micro-foam nitrile coating offers outstanding breathability, which we call 360° breathability. Since there is consistent penetration of the liner by the nitrile, only the soft liner rests against the skin. This combination makes MaxiCut® Ultra™ unique in today's cut-resistant market.

To give our glove wearers maximum safety, we make sure that all ingredients used in the manufacturing and construction of this product are compliant with the REACH legislation. But that's not all. We launder all our gloves prior to final packaging to make them clean and safe for use. They are certified to the Oeko-Tex® Standard 100.

MaxiCut® Ultra™ gloves have been dermatologically accredited by the Skin Health Alliance, based on robust science and research. The Skin Health Alliance seal gives, for the first time in the safety industry, professional glove users confidence since ATG's entire range of gloves are "dermatologically safe".

ATG® Lanka (Pvt) Ltd. www.atg-glovesolutions.com

PIPE CONNECTION PRODUCTS MADE CLEAR FOR BMF MEMBERS

Flexseal, the leading manufacturer of Flexible Couplings and supplier member to BMF, has developed an eLearning module to further support BMF members and their staff.



The easy to use module takes around 20 minutes to complete and covers the basics in civils & drainage pipe connections and repair, the standards within the industry and features & benefits of Flexseal products as well as helpful product installation videos. The module also outlines the many support services offered by Flexseal.

The aim of the module is to enable staff to confidently discuss with customers the possible solutions to drainage problems and suggest or specify products for best practice applications. All of which help drive sales in-branch.

The new eLearning module is the latest of many support services that Flexseal have launched to the merchandising industry. It is co-ordinated with their more in-depth practical training offered at branch level which is bespoke in its content.

If you want to enhance yours or your colleagues' knowledge of civils & drainage pipe connections & repair, log onto the BMF Campus (www.bmfcampus.co.uk) to start the 20 minute module.

If you wish to learn more about a specific product call your local Flexseal Area Sales Manager or the Flexseal office on 01226 340 888 to arrange in-branch practical training.

HANSON'S MULTICEM NOW AVAILABLE IN TOUGH NEW PAPER PACKAGING

Hanson's Multicem is now available in tougher paper packaging, and has been verified as the strongest paper cement bag on the market.

Independently tested by Smithers Pira* and proved to be 50 per cent stronger than any other paper cement bag available in the UK, the new packaging will reduce mess and waste in store.

Multicem is a high quality, high performance air-entrained packed cement suitable for use in concrete, mortar, render and screed, and offers improved workability and resistance to frost.

Andy Simpson, Hanson Cement's packed products national commercial director, said: "The new bags complement our fully waterproof Multicem plastic packaging, allowing merchants to offer their customers two tough options. Both bags reduce waste and improve durability, helping to maximise sales and profits."



Merchants can learn more through the updated Hanson Merchant Academy which is available on the free training portal: www.hanson-academy.co.uk or by visiting www.hanson.co.uk

BMF Diary dates

Month	Date	Event
March	6-7	National Apprenticeship Show – London & South East, Sandown Park
March	7-9	Ecobuild , London
March	9	BMF North West regional meeting , Encon, Chorley
March	9-10	National Apprenticeship Show – Yorkshire & North East, Harrogate
March	13-14	National Apprenticeship Show – Central, Milton Keynes
March	14-18	ISH , Frankfurt
March	22	BMF South West regional meeting , RGB, Tiverton
March	23	BMF Young Merchants meeting , St George's Park, Burton
March	23	BMF North East regional meeting , Ramside Hall, Durham
March	29	BMF East Midlands regional meeting , Nottingham
March	30	BMF Health & Safety Forum , BMF, Coventry
May	3-4	National Apprenticeship Show – South West, Westpoint Exeter
May	4	BMF Finance Forum , BMF, Coventry
May	4	BMF Decorative Forum , Dulux Academy, Akzo Nobel, Slough
May	10	BMF Marketing Forum , ACO, Shefford – FULLY BOOKED
May	10	BMF Transport & Distribution Forum , BMF, Coventry
May	11	BMF HR Forum , BMF, Coventry
May	17	BMF Yorkshire region meeting , Wavin, Doncaster
May	23	BMF Plumbing & Heating Forum , Fernox, Woking
June	15-18	BMF All-Industry Conference , Budapest – SOLD OUT
June	22	BMF Timber Forum , BMF, Coventry
June	27/28	BMF Branch Managers' Forum , BMF, Coventry
July	6	BMF Supplier & Service Member Forum , BMF, Coventry
July	13	Bob Beaver Memorial Clay Pigeon Shoot
July	14-16	BMF Mastermerchant competition , Ambleside – SOLD OUT
September	7-10	Pavestone Rally – Dover to Monte Carlo
September	13	BMF South West regional meeting , RGB, Tiverton
September	15	FMB Master Builder Awards final , London
September	19-20	BMF Members' Day , Jury's Inn Hinckley Island
October	11	BMF Anglia regional meeting , Cambridgeshire
October	10-12	UK Construction Week , NEC, Birmingham
October	16-17	National Apprentice Show – Manchester
October	18	BMF South Wales regional meeting , Rockwool, Pencoed
October	19	BMF North East regional meeting , Ramside Hall, Durham
January 2018	23-24	BMF Branch Managers' Forum , BMF, Coventry

For more BMF events visit www.bmf.org.uk/events

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

ENCON INSULATION: LET'S GROW TOGETHER

Encon Insulation is the UK's leading independent distributor of thermal and acoustic insulation, fire protection and roofing materials from well known manufacturers. It is also a committed independent merchant partner, which aims to help independents grow their business.

With hundreds of independent merchants already working with Encon Insulation, the company has a vast amount of experience in what merchants need. Whilst always ready to provide tailored support, Encon Insulation's main offering can be summarised under the following three headings:

Products

While independent merchants offer many advantages over nationals, one area they often struggle to compete in is the

range of products on offer or readily available. By working with Encon Insulation, merchants can unlock one of the largest product portfolios in the sector for their customers.

Storage

Space is always at a premium for independent merchants so the good news is that partners can use Encon Insulation as an ancillary storage depot – that is, buy products but hold them offsite to call on as and when it is needed and have it delivered to their premises or direct to customer site.

Technical Support

Encon Insulation's dedicated merchant sales team offers market leading technical support so that merchants have the confidence to upsell and provide onsite and design guidance to their customers.

KLOBER UNDERLAY FOR LOW PITCH ROOFS

A problem facing contractors with roofs on building extensions in particular is that the pitch may be restricted by existing windows or pipework. As a result, using a clay or concrete plain tile which are laid at 35-40° is rarely possible but the problem applies in just the same way too many smaller and medium format profiles. Now, Klobber Permo® extreme RS SK2 underlay enables merchants to supply a product for use significantly below minimum recommended pitches – in fact as low as 12.5° with profiled tiles and 15° with flat ones.

This new development is already proving immensely popular as the product also has exceptional tear, puncture and wind resistance. Permo extreme has to provide a lasting weatherproofing layer to take account of possible water penetration and does this by having a heavy duty fleece, a capillary stop to control formation of condensation and double self-adhesive edge strips to seal laps. Laid on 12mm ply or OSB sarking board, it is used with Klobber Butylon® Tape beneath battens to seal any nail penetrations.



To find out how Encon Insulation can help your business in 2017 please visit www.merchantchoice.co.uk

Enquiries to:- Klobber@yourresponse.co.uk
T: - 01332 813050 W: - www.klobber.co.uk

CRYSTAL PLATINUM PARTNERS – SUCCESSFUL TOGETHER

WITH AN ANNUAL UK SALES VALUE OF £5BN+, THE MARKET FOR PVC-U WINDOWS, DOORS AND CONSERVATORIES HAS NEVER BEEN BUSIER!

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

To become a Crystal Platinum Partner, you'll need to appoint your branch champion, who will in turn be advised of your dedicated Crystal contacts. Branch champions are then invited to attend the Crystal Academy to complete a comprehensive training course, learning about our full product range styles and colours, marketing support, factory processes and order/delivery procedures. Crystal Academy courses also include full factory tours and supporting product demonstrations.

Crystal Platinum Partners hold a small amount of Crystal stock products (12 windows and 4 doors) and are afforded a FREE SHOWROOM development fund worth £3,500.00 on successful completion of the Crystal Academy course, for which full certification is provided.

Stock products are fully branded with your merchants detail and are proven to drive made to measure and associated products sales, when utilised in conjunction with a dedicated 'showroom area'. Our full range of Platinum Partner marketing options, with digital and online applications and including our online pricing configurator, will further ensure your sales success.

Crystal is the UK merchants preferred partner for PVC-U windows, doors and conservatories. Achieve Platinum Partner status to unlock, secure AND grow this huge revenue stream!



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