

# One Voice

THE OFFICIAL BUILDERS MERCHANTS FEDERATION MAGAZINE

[www.bmf.org.uk](http://www.bmf.org.uk)

**60 page bumper edition**

News • Business • Products • Training • Events

## 2017 BMF All-Industry Conference: Budapest



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# “One industry One voice”

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



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w: [www.excelpublishing.co.uk](http://www.excelpublishing.co.uk)

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



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# The BMF announces more speakers for Members' Day

The BMF has announced two more speakers for Members' Day, which will take place at Hinckley Island Hotel on 20 and 21 September 2016 at Jurys Inn Hinckley Island Hotel in Leicestershire.

CBI leading economist, Anna Leach is head of the economic analysis team, overseeing the CBI's quarterly global macroeconomic forecast and the CBI's highly regarded business surveys of economic conditions across



Anna Leach

the UK economy. She has been at the CBI since 2008, previously working in the CBI's fiscal team on the UK's fiscal strategy. Before joining the CBI, Anna worked in macroeconomic analysis at the Treasury and as a labour market economist at DWP, as well as undertaking a secondment to the Treasury Select Committee. Anna will also lead a workshop on economic matters later in the day.

Paul McNamara, Technical Director at Williams Advanced Engineering, underscores the motor racing motif behind the event's overall theme, Together Towards Tomorrow. Williams Advanced Engineering takes technology originally developed for Formula One and adapts it for commercial applications. Paul is responsible for overseeing the overall technical management and delivery of the company's expanding range of projects in the automotive, motorsport, energy, defence and civil engineering sectors. He is key



Paul McNamara

to ensuring that the company continues to build a reputation for delivering projects in an agile and innovative way.

John Newcomb, BMF MD, said: "I'm delighted that Anna and Paul have agreed to join our line-up of speakers for Members' Day. The event is renowned for addressing business-critical issues and in a time of instability in global financial markets, and a year when 'Brexit' remains a very real possibility, everyone will want to know how the UK economy is likely to fare. The

economist slot is always one of the most popular parts of Members Day and I know everyone will be keen to hear Anna give the CBI's view on the Economy.

"Our Members' Day business programme will also focus on the role of teamwork in any successful organisation, with Paul McNamara and Mark Jenkins (Professor of Business Strategy at Cranfield School of Management) sharing their experience from F1, where the power of the team is clearly reflected in performance on the track."

In addition to the business conference, the two-day event encompasses a black-tie Awards Dinner, sponsored by Marsh Industries, and informal networking opportunities, including the BMF's popular Golf Tournament sponsored by Monument Tools, to be held at the nearby Nuneaton Golf Club.

**This event is now sold out, but another BMF Members' Day will be held in autumn 2017.**



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## **BMF Members' Day 20th & 21st September 2016**



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

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

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

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### **PROGRAMME OF EVENTS**

#### **Tuesday 20th September**

##### **Black Tie Awards Dinner**

*Sponsored by Marsh Industries*



##### **Golf Tournament**

*Sponsored by Monument Tools*



##### **Off-Road Driving Experience**

*Sponsored by First Event*



#### **Wednesday 21st September** **Members' Day Conference**

### **Speakers already announced...**



#### **Dr Mark Jenkins**

*Cranfield School of Management*

Mark is Professor of Business Strategy at Cranfield School of Management and author of *Performance at the Limit: Business Lessons from Formula One Motor Racing*.



#### **Anna Leach**

*CBI Economist*

Anna is head of the economic analysis team, overseeing the CBI's quarterly global macroeconomic forecast and the CBI's highly regarded business surveys of economic conditions across the UK economy.



#### **Paul McNamara**

*Technical Director, Williams Advanced Engineering*

Paul is responsible for overseeing the technical management and delivery of the company's expanding range of projects in the automotive, motorsport, energy, defence and civil aerospace sectors.

**For more information** call June Upton on 02476 854980 or email [june.upton@bmf.org.uk](mailto:june.upton@bmf.org.uk) or visit [www.bmf.org.uk](http://www.bmf.org.uk)



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The beautiful city of Budapest is the venue for the BMF All Industry Conference 2017! This is BMF's first conference in a city location since 2003. The venue was launched at the NMBS conference held in Lanzarote this month by John Newcomb, MD of BMF.

Fakro has been confirmed as the headline sponsor for the third year running and all key sponsors are confirmed; Alumasc Water Management Systems, Bradstone, Builders Merchants News, Crystal, Encon Insulation, Marsh Industries, Polypipe, SIG.

Budapest – the capital of Hungary – is a city full of history, culture and magnificent buildings, which is split into two areas either side of the river Danube – Buda and Pest.



*The Intercontinental Hotel*

The five star Intercontinental Hotel is located overlooking the Danube, with fantastic views of the Royal Palace and the Danube itself. The hotel has all the usual amenities of a five star hotel, with excellent conference facilities.

We are pleased to have secured broadcaster and TV personality Gethin Jones as our guest host for the

conference. Gethin's wealth of experience with some of the most established shows on TV has led him to become a popular event host on the corporate circuit. From his passion for rugby, musical skill, a love of adventure and also with his degree in Economics and Geography, Gethin appeals to an array of audiences.

With the theme of Change,



*Guest host: Gethin Jones*

Challenge & Opportunity, the whole conference will be focussed on a business programme and will include expert speakers, addressing the theme.



The conference website has all the information on the event and bookings can be taken online for merchants as well as sponsorship packages for suppliers.

Visit [www.bmfconference2017.co.uk](http://www.bmfconference2017.co.uk)  
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# BMF Pavilion at UK Construction Week 2016

The Builders Merchants Federation will have its own branded BMF Pavilion at UK Construction Week 2016 at the NEC from 18-20 October.

BMF is working with Media 10 to offer an amazing 25% discount on stands for members. Exhibitors already include JCB, BLM British Lead, Crystal, Estimators Online, Marsh Industries, Plasson and Ubbink.

A few stands remain, so members are advised to book soon to secure space and benefit from:

- Exhibiting at the largest UK construction exhibition in the UK

- Exhibiting within a key feature of the event
- Joint marketing campaign by UK Construction Week, Build Show, HVAC 2016 and BMF
- Great location at the hall entrance in the Build Show & HVAC 2016
- Shell scheme or space only stands

Visit [www.ukconstructionweek.com](http://www.ukconstructionweek.com) for more details.

To exhibit, contact Dale Nicholson on **020 3225 5217** or email [dale.nicholson@media-ten.com](mailto:dale.nicholson@media-ten.com), or Chris Harding email [cv.harding@btinternet.com](mailto:cv.harding@btinternet.com).



# Fortis Awards BMF members

The BMF was delighted to see two of its members win awards at the Fortis conferences held at the Hilton Metropole Hotel, Birmingham in March.



## Knauf Insulation win Insulation and Plasterboard Supplier of the Year award

Knauf Insulation was named Supplier of the Year in the Insulation and Plasterboard category at the Fortis Conference. Steve Duke, Commercial Director was presented with the award by Duncan Barker, Group Buyer and Category Manager at Howarth Timber and comedian Dara O'Briain.

John Gaunt, Commercial Manager at Knauf Insulation said: "We are delighted to have won the Supplier of the Year award. Knauf Insulation continually strives to innovate and help drive behavioural changes with its customers. This has included the unique service offering of Rock and Roll, our dedicated Merchant Support Team and the strong focus on growing Value Added Products (VAP). To win this award is testament to all the hard work our sales and merchant support teams do in conjunction with Fortis."

Knauf Insulation has a three year agreement with Fortis to supply a variety of its Earthwool® glass and rock mineral wool and Polyfoam® ECO XPS products. For more information please visit [www.knaufinsulation.co.uk](http://www.knaufinsulation.co.uk).

## VADO win Bathroom Supplier of the Year award

VADO are delighted to have won the Fortis Bathroom Supplier of the Year and Lightside Supplier of the Year Awards. The company works hard to ensure its customer service is unparalleled in the industry and takes great pride when this is recognised with awards of this calibre. With its large knowledgeable sales team and Aaron Frogley, VADO's dedicated National Group Accounts Manager, the company is ideally positioned to offer outstanding service to all Fortis members.

Aaron Frogley comments: "Thank you Fortis for recognising all the hard work that has led to VADO becoming the first choice for bathroom brassware amongst Fortis members."

In addition to VADO's great customer service, their products pass through stringent quality assurance processes to ensure they reach the exacting standards that allow them to offer their 12 year guarantee. Design and innovation are also crucial to VADO's success, with a dedicated team working tirelessly to ensure new and exciting products are launched on a regular basis. For more information on VADO's range of products, visit [www.vado-uk.com](http://www.vado-uk.com).



L-R Duncan Barker (Howarth Timber), Steve Duke (Knauf), Dara O'Briain



L-R Lee Tiffin (Fortis), Aaron Frogley (Vado), Rory Bremner

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# C T Baker unveils East Anglia's largest JCB Teletruk investment

**C**T Baker Ltd was pleased to unveil five new TLT30D Merchant Master Teletruk forklifts at its Holt, Norfolk branch in March. The vehicles are produced by JCB Industrial in Cheadle, Staffordshire and supplied by Watling JCB Ltd.

In attendance was Michael Baker (MD, C T Baker Group), Nick Baker (Director, C T Baker Group), Paul Pamment (Area General Manager, C T Baker Ltd), David Smith (Facilities Manager, Bakers and Larners of Holt), Mark Hobbs (Regional Business Development Manager, JCB Industrial Ltd), Lee Hagen (Area Sales Manager, Watling JCB Ltd) and Richard Ellithorne (Membership Services Director, BMF).

The Merchant Master model is designed specifically



L-R: Nick Baker (C T Baker Group), David Smith (Bakers and Larners of Holt), Richard Ellithorne (BMF), Michael Baker (C T Baker Group), Paul Pamment (C T Baker Ltd), Mark Hobbs (JCB Industrial Ltd), Lee Hagen (Watling JCB Ltd)

for the builders' merchant trade. "They perform the job very well and come endorsed by the BMF logo, of which JCB is a member. The logo affirms

that these vehicles are truly great tools for the builders' merchant trade," stated Mark Hobbs of JCB. "The Merchant Master has a telescopic arm

instead of a mast, which gives the operator the ability to reach forward, allowing vehicles to be unloaded from one side. With the JCB Teletruk, C T Baker Ltd can now utilise this forward reach to pick and place in a fraction of the time, and with minimal risk of damage to stock. It's all about utilisation of space."

"JCB have put the BMF logo on the Merchant Master Teletruk, demonstrating JCB's dedication to producing a range specifically tailored to the merchant's requirements. The BMF is proud to be associated with such a fantastic product," added Richard Ellithorne.

"This is an exciting day for C T Baker Group," affirmed Michael Baker. "We understand this is the largest fleet delivered into East Anglia!"

## BMF MD elected to CPA Executive Committee

**T**he BMF's MD, John Newcomb (pictured) was elected as an Officer of the Construction Products Association (CPA) at its AGM on 19 April. He will hold the non-executive position of Vice-Chairman on the CPA's Executive Committee, the first



BMF MD to hold this position. The CPA represents the UK's manufacturers and distributors of construction products and materials, and is the leading voice to promote and campaign for this major industry.

Mr Newcomb will continue to sit on the CPA's Trade Association Council, formed of senior personnel from member trade associations, which considers strategic issues of relevance to the construction products industry and agrees Association policies and priorities in relation to these.

CPA CEO Diana Montgomery said: "The BMF and its members play a valuable role in the construction materials supply chain. I have no doubt that John will be a valuable asset on the CPA Executive Committee, and look forward to working with him."

John Newcomb said: "I am a great supporter of the CPA, which plays an essential role supporting the interests of UK construction product manufacturers and suppliers, many of whom are BMF members. I am looking forward to playing a full role on the Executive Committee."

## BMF welcomes new Regional Manager for London/South East

**A**lex Clifford joined the BMF in June as Regional Manager for London and the South East. This is a new appointment and reflects the BMF's desire to strengthen its relationship with members at a local level. Richard Jones will now concentrate on developing member relationships in the South West and South Wales regions.

Alex has over 30 years' experience in the building materials industry, having worked for Travis Perkins and Keyline on the merchant side. He then left TP to join John Guest where he worked as National Sales Manager and National Contract manager for 10 years before joining Polypipe as Business Development



Director. Alex brings to the BMF a wealth of experience in the Plumbing and Heating sector, where he will play a key role with members in this important category.

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## The BMF supports first ever FMB 'Britain's Best Builders' show in Bristol

The BMF were among the exhibitors at the first FMB 'Britain's Best Builders' show on 16 April which aimed to allow members, self-builders and suppliers to meet and discuss all things housing. With key suppliers of services to the construction industry present as well as BMF members like Aliaxis, Kellaway Building Supplies and Siniat, the show proved a great success.

BMF Regional Manager, Richard Jones is pictured getting some skiing tips from former Olympic Ski Jumper "Eddie the Eagle" Edwards, who rose to fame in the 1988 Calgary Olympics and whose journey is chronicled in a movie recently released across the USA and UK.



Richard Jones (left) and Eddie the Eagle

## Worshipful Company of Builders Merchants celebrates successes of BMF students

The Worshipful Company of Builders' Merchants (WCoBM) hosted its 5th City & Awards luncheon in March at the City's historic Saddlers' Hall. The popular luncheon has become an important event in the Company's calendar, recognising achievements of individuals in the industry and within organisations the Company supports. It's also a key networking opportunity for Liverymen, Freemen and their guests to meet senior industry and City figures.

The Master Leo Martin and Guest of Honour Sheriff Dr Christine Rigden presented the prizes to all winners. These included four BMF Merchants for their achievements in MOL modules, three of whom are from MKM Building Supplies. Gerard Hull of MKM won First Prize receiving a tankard and cheque for £1,000, which was accepted by MKM CEO Philip Johns on Gerard's behalf. The Second Prize of a tankard and £500 cheque went to Matthew Cobb of MKM. Joint third was Mark Withall of MKM and Rebecca Hill of Howarth Timber. Both received a cheque for £300 with



BMF students with their prizes at WCoBM City & Awards Luncheon

a tankard for Mark and goblet for Rebecca. The Master comments: "We congratulate all the winners on their achievements. They work extremely hard and it was a pleasure to recognise and reward their focus and determination. It was a successful afternoon in superb surroundings and special thanks to our Guest of Honour Sheriff Dr Christine Rigden for contributing to an important event." For more information visit [www.wcobm.co.uk](http://www.wcobm.co.uk).

## NMBS Exhibition

In April the BMF hosted a stand at the NMBS Exhibition at the Ricoh Arena in Coventry. With over 260 exhibitors and many visitors, it was good to be part of such a busy show and great to see so many BMF members who were visiting or exhibiting.

Thanks go to Reisser for sponsoring the BMF prize draw and congratulations to prize winner Mark Northway of Beatsons, who won tickets to Queensbury Boxing in London.

Thanks to NMBS for a great day and the BMF looks forward to NMBS 2017!



## New sponsors at Elliott Court

BMF is delighted to welcome two new room sponsors at Elliott Court – Reisser and Knauf Insulation. The rooms have a capacity of 8 and 4 respectively.



Thank you also to all our continuing room sponsors:



If you are interested in booking a room at Elliott Court please contact Alyssa Moore at [alyssa.moore@bmf.org.uk](mailto:alyssa.moore@bmf.org.uk).

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## Beatsons trialling BMF/FMB joint initiative

**B**eatsons, a five branch merchant in Scotland, have recently decided to trial the Builders Merchants Federation/Federation of Master Builders joint initiative to recruit BMF merchants customers as FMB members.

As part of this initiative Graham Bolton, BMF Scottish Regional Manager, and Gordon Nelson, FMB Scottish Director visited Beatsons Dunfermline Branch in May to meet the manager Scott Gibson to explain the mutual benefits to his customers of being members of FMB. Since the visit FMB have received two membership enquiries via Beatsons Dunfermline.

For more information contact Graham Bolton at [graham.bolton@bmf.org.uk](mailto:graham.bolton@bmf.org.uk).



L-R: Gordon Nelson FMB, Gordon Peacock Assistant Manager, Gordon Johnson Roofing Manager, Angie McMillan Sales Assistant and Graham Bolton BMF

## BMF shortlisted for Trade Association Awards

**F**or the second year running the BMF has been shortlisted for three prestigious Trade Association Best Practice Awards in the Trade Association Forum's (TAF's) annual contest.

As "the trade association for trade associations" TAF represents over 300 of the top trade bodies in the UK. Their Awards, which recognise, reward and promote Best Practice amongst its members, are supported by the Department of Business, Innovation and Skills who are longstanding members of the independent judging panel.

The BMF is shortlisted for Magazine of the Year again this year for its quarterly member magazine, One Voice. They are also shortlisted for Event of the Year for BMF Members' Day 2015, and for Website of the Year for its dedicated youth recruitment site, [www.merchant-recruitment.co.uk](http://www.merchant-recruitment.co.uk).

BMF MD, John Newcomb said: "The BMF team works exceptionally hard to support our members and I am delighted that their work has again been recognised. Last year the BMF went on to win two TAF awards and it would be fantastic to have similar success this year, but reaching the shortlist against such stiff competition is worth celebrating in its own right."

This year's winners will be announced at an Awards evening in London on 6 July 2016.



In 2015 Castacrete introduced their 50mm Driveway block paving and in 2016, to mark our 50<sup>th</sup> Anniversary of trading to builders merchants, we have launched 2 new ranges of 50mm block paving, Pencil Edge and Rumbled.

Pencil Edge comes in packs of 11.52 square metres of mixed sizes, 240x160mm, 160x160mm and 120x160mm (approximately 120 of each size), and has a contemporary smooth finish with defined edges. Rumbled Paving has a more traditional worn and weathered finish. It comes in a mixed size pack of 10.45 metres but contains the same 3 sizes and approximate quantities. Both Pencil Edge and Rumbled are also available in single size packs and currently come in 6 distinctive colour mixes, which include Brindle and Charcoal and a bold, vibrant Autumn Mix.

Along with accompanying kerb accessories to suit these two additions allow the merchant to offer his contractors a wider choice of finishes. 50mm Driveway needs to be purchased in full loads but Rumbled and Pencil Edge can both be ordered together with other manufactured and natural stone products on the same delivery. With this added advantage of flexible ordering and the competitive price Pencil Edge and Rumbled block paving are a winner this season.



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# FloPlast joins new BMF H&P members



**F**loPlast, the manufacturer of high quality plastic building and plumbing systems is the latest plumbing supplier to join the BMF. Plumbing & Heating is now one of the fastest growing areas of BMF membership, with 200 merchant and supplier members operating in this sector.

With its head office and state of the art manufacturing facility in Sittingbourne, Kent, FloPlast specialist areas include PVC-UE Roofline, Window & Cladding,

Rainwater, Soil & Waste, Underground, Hot & Cold Plumbing and MDPE systems.

FloPlast has developed a product and service package designed to support merchant sales. This includes merchant staff training, technical/specification advisory service, knowledgeable and dedicated salesforce, one-to-one customer support, bespoke marketing material and much more. FloPlast have also achieved ISO 50001-2011, certifying them with an efficient Energy Management System. This demonstrates

best practice in monitoring and reducing energy usage within their organisation and ensures FloPlast are compliant with ESOS (Energy Savings Opportunity Scheme). FloPlast take great pride in consistently delivering high standards and this new accreditation plays a key role in meeting customer, supplier and FloPlast objectives.

Ian Ironmonger, FloPlast's UK Sales Director, commented: "We endeavour to make it as easy as possible for merchants to do business with us and being an active

member of the BMF is an important part of our strategy. We look forward to engaging and having full involvement in the BMF's Plumbing & Heating Forum and other initiatives."

John Newcomb, BMF MD, said: "I'm delighted to welcome FloPlast into BMF membership. I'm sure they will get great benefit from being part of our Plumbing and Heating Forum. Since it was established three years ago, it has become one of our most actively supported sectors."

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## We welcome into BMF membership:



## Crystal Group joins the BMF

Crystal Group, the manufacturer of made to measure PVC-U windows, doors and conservatories, has joined the Builders Merchants Federation. The company which has been established for more than 25 years, prides itself on the depth of service it offers to merchants, ensuring they have all the tools required to share in a market with an annual value of over £5bn.

In addition to Crystal's wide product range, which includes an innovative Aluminium/PVC-U hybrid range of bi-folding doors and windows, and builder specialties, such as reversible

windows and cavity closers, Crystal offers merchants full and comprehensive marketing support. 2016 will see the launch of a web-based

price-configurator to simplify quoting and ordering, and a survey and supply, or survey, supply and installation service.

Steve Halford, Crystal Group Managing Director said: "We are looking forward to playing a full part in the Builders Merchants Federation. Crystal has made it easy for merchants to tap into a lucrative market by fully assisting and essentially de-skilling what previously could have been seen as a complicated offering."

Said John Newcomb, BMF MD: "The BMF is the trade association that brings together merchants and their suppliers and I'm delighted that Crystal has joined our fast-growing supplier cohort. I'm looking forward to working with them."





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# New BMF member: Buckler Boots

The concept of Buckler Boots started in 1997 with a blank piece of paper on to which all the shortcomings which bedevilled outdoor safety footwear were poured. These shortcomings were mainly down to poor quality components and poor quality construction.

Buckler Boots came up with a simple solution: focus on designing and producing the highest quality outdoor safety boots available and back premium products with premium service.

Buckler Boots was formed in 1998 and since then, by adhering to these original principles, the company has carved out a special place in the market. The products are backed by a unique "Body and Sole Together Forever"

guarantee. When you see the Buckler Boots logos on any footwear product, you can be assured that you are looking at some of Europe's premier work boots.

The company employs 20 people at its Dundee base and has over 1,400 merchant customers in the UK.

New product development is key to Buckler Boots success and has brought two new ranges to the market for launching in Spring/Summer 2016 focusing on pioneering technology designed to further increase strength, reduce weight, enhance comfort and add value.

Over the next 12 months there will be more new product development announcements, giving merchants in the Buckler Boots dealer network real edge



L-R: Chris Payne (Buckler Boots FD), BMF Regional manager Graham Bolton, Andrew Duncan (Buckler Boots MD)

and advantage in the market place.

Andrew Duncan, Managing Director of Buckler Boots Ltd in 1998 I was party to the creation of the Buckler Boots concept, designed to produce the best safety boots available for people working in tough outdoors conditions. I get particular satisfaction therefore from our products appearing in an

ever-growing network in the builders merchants sector. We see achieving membership of BMF is an endorsement of the simple principles of putting quality, innovation and service first."

Safety is of paramount importance and recent data released by BMF shows that safetywear/workwear is one of the fastest-growing product groupings in the builders merchants sector.



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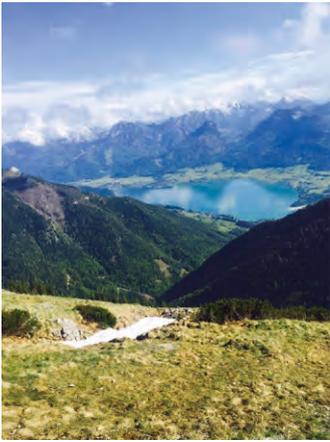
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# BMF Young Merchants Austria trip, hosted by Alumasc WMS



**B**MF supplier member Alumasc Water Management Solutions (AWMS) played host to 17 merchants and suppliers from the BMF Young Merchants group last month. The trip's itinerary included a factory tour with product training and a presentation on the following day. The group also enjoyed a boat trip and rail trip to Schafberg mountain by the cog railway SchafbergBahn, which provided stunning views.



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Steve Mascall of AWMS, and former Young Merchant, commented "AWMS were delighted to host the BMF Young Merchants in our distribution hub, showroom and factory in Austria. It was a great opportunity to bridge the gap between the supplier, distributor and merchant. Plus we got to see some great sites in Austria. I think the young merchants came away with a good understanding of the Gatic Filcoten products,

how they work and what applications they can be used in. It means they now have first-hand experience when advising their own customers on the product ranges, which I'm sure will prove valuable"

Jamie Pierce, Chairman of the BMF Young Merchant Group said "On behalf of the BMF Young Merchants I would like to thank our hosts Alumasc Water Management Solutions for their hospitality throughout the trip to Austria last month. All of the group in attendance will agree that the trip was very informative and the chance to see such innovative products will have left many of the group with some food for thought. The whole trip was a huge success and served as a great networking opportunity for all."

For more information contact James Spillane at [james.spillane@bmf.org.uk](mailto:james.spillane@bmf.org.uk).



# Rewarding your staff: The National Living Wage

The arrival of the new National Living Wage has been widely trailed in newspaper, television and radio adverts. But in the weeks since it became law, hidden consequences have begun to emerge.

Several high-street businesses have been pilloried by press and politicians when changes they made to staff terms and conditions became public. It began when a whistleblower at B&Q leaked a letter to "The Times". In it, management is alleged to have threatened to dismiss staff unless they sign a new, less-generous contract. Brett Amphlett, BMF Policy & Public Affairs Manager, discusses the main issues for merchants.



**Brett Amphlett**

BMF Policy & Public Affairs Manager

### What is it?

In his July 2015 Budget, the Chancellor of the Exchequer announced he would legislate to impose a new National Living Wage, over and above the National Minimum Wage. As the name suggests, it is all about living standards and aims to boost the pay of entry-level workers. It is part of complex but concerted moves by the Conservatives

to reconfigure the system of welfare and benefits payments and business taxation and tax credits.

### Rates and eligibility

The key determinant is the age of your staff: If they are under 25, you must pay the National Minimum Wage. If they are aged 25 and over, you must pay the National Living Wage.

### National Minimum Wage (NMW)

There are four hourly rates in law and they are increased annually on 1 October for all staff. Today, BMF members ought to be paying:

- 16-17 year old rate = £3.87
- Youth Development Rate for those



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- aged 18-20 = £5.30
- Adult Rate for those aged 21-24 = £6.70
- Apprentice Rate = £3.30

The Apprentice Rate applies to:

- all apprentices in their first year and
- 16-18 year olds in any year of the apprenticeship.

Otherwise, apprentices are entitled to the rate that relates to their age. If you provide staff accommodation, it can be taken into account at a daily rate of £5.35.

These hourly rates will rise again on 1 October as follows:

- 3.4% increase in 16-17 year old rate from £3.87 to £4.00
- 4.7% increase in 18-20 year old rate from £5.30 to £5.55
- 3.7% increase in 21-24 year old rate from £6.70 to £6.95
- 3.0% increase in Apprentice Rate from £3.30 to £3.40
- 12.1% increase in accommodation offset from £5.35 to £6.00.

They are above-inflation increases announced in the March 2016 Budget, on the recommendation of the Low Pay Commission.

## National Living Wage (NLW)

The Government has introduced a new hourly rate for all full- and part-time staff aged 25 and over. The National Living Wage came into force on 1 April 2016 at a starting rate of £7.20. It is, in effect, a 50p premium on the NMW Adult Rate and is now the top rate of the five statutory rates.

Over time, ministers will ratchet the NLW up every April so that it reaches over £9 by 2020. In other words, a legally-enforceable 6% year-on-year pay increase.

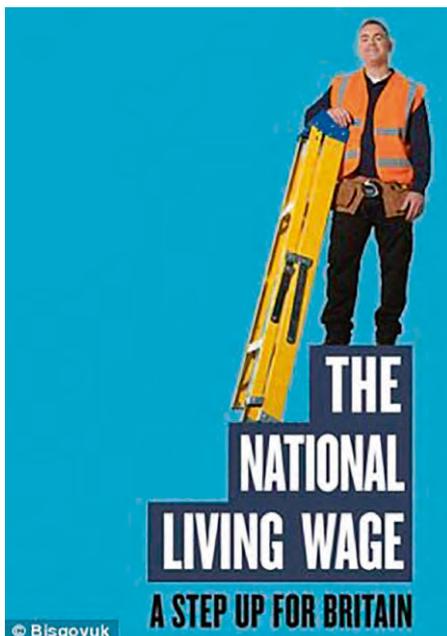
Annual uprating is due to be aligned in April 2017 because at present, NMW increases occur in October, whereas NLW occur in April. This is a sensible but it means that until next April, there are different dates for increases depending on staff age.

## Enforcement

The Conservatives are determined to see through these changes that were in the General Election Manifesto.

The HMRC will enforce rates more vigorously than before with harsher penalties. Employers found guilty:

- will have to pay arrears owed, plus a penalty, up to a maximum penalty of £20,000 per worker
- are likely to be disqualified from



- being a company director for 15 years
- will be automatically be 'named and shamed' by the Government.

The HMRC's enforcement budget is being doubled and a new team established to bring criminal prosecutions against firms that do not pay the correct rate.

Given other policies like protecting the term 'apprenticeship' from misuse by dodgy training providers and the Apprenticeships Levy, the HMRC is bound to focus on enforcing rates and rules for apprentices. NB: after apprentices aged 24+ finish their first year, they become entitled to the National Living Wage (£7.20), not the Apprentice Rate (£3.30).

## Discussion

The Minimum Wage was flagship Labour Party policy at the 1997 General Election and became law in April 1999. The Conservatives have now gone further and ministers have begun a complex set of policy, tax and regulatory changes (all at the same time) to boost productivity. Mr Osborne wants to correct an anomaly where taxpayers subsidise employers who pay low wages.

To offset the impact, the Chancellor is exempting small firms from National Insurance Contributions and cutting Corporation Tax to 17% by April 2020. Mr Osborne argues that higher wages lead to greater spending that would ultimately lead to the creation of more jobs in the wider economy. But

others are not so sure. The Office for Budget Responsibility warns of the hidden cost of 'wage spill-over'. This is where employers have to boost other staff wages to maintain pay bands - especially if they have no choice, for example, if set out in employment contracts.

## The Politics

A furore caused by businesses that withdrew benefits like Sunday and Bank Holiday pay, overtime, and time off in lieu for unsociable hours has erupted at Westminster.

A 130,000-strong petition calling for B&Q to ditch its changes led to a House of Commons' debate. MPs revealed tactics used by firms to lessen the impact by clawing back allowances or premiums.

The Government is taking a firm line and is putting pressure on companies. On ITV, the Chancellor warned that by cutting perks, firms are not acting in the spirit of the law and they should abide by their responsibilities.

Replying to the debate, Business Minister Nick Boles urged MPs to tell him of firms not upholding the spirit of the law so ministers can embarrass employers and apply pressure so they live up to their legal obligations.

## Conclusion

The BMF has no problem with the National Living Wage. The last BMF Remuneration Survey showed that average wages for merchants' staff are £16,000- 20,000 pa. For managers, salaries go up to £30,000 or beyond. BMF members tend to offer better terms and conditions than DIY retailers.

When the B&Q leak broke, the BMF wrote to "The Times" to give a more balanced view of our supply chain. We emphasised that BMF merchants have a much bigger share of the market than B&Q - approximately 4,500 outlets compared to their 750 stores.

No-one fully knows what the impact will be in relation to pay, productivity and employment. The Government admits it is likely to mean job losses. The National Living Wage will raise the pay of entry-level workers to (as yet) untested levels. One aspect is certain: if you already pay over the legal minimum, the NLW will catch up with you. Higher pay you offer today will be eroded over time and no longer act as a premium to retain or recruit staff.

**For more information, please go to [www.gov.uk/national-minimum-wage](http://www.gov.uk/national-minimum-wage) or [www.livingwage.gov.uk](http://www.livingwage.gov.uk).**



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## Market data for members

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

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

If you would like a copy of any of these documents contact Rikesh Patel at [rikesh.patel@bmf.org.uk](mailto:rikesh.patel@bmf.org.uk).



# Builders Merchant Building Index

The Builders Merchant Building Index (BMBI) is sent out to all our members every month as a benefit of membership. The report combines data from GfK's ground-breaking Builders Merchant Panel, which analyses data from over 80% of generalist builders merchants' sales throughout the UK, and the BMF's own Sales Indicators based on monthly returns from the majority of merchant members outlets. It gives our industry access to far more comprehensive data than that available to other construction sectors.

There are two tiers of report available to members,

depending on the level of regional sales data members wish to receive from the BMF Sales Indicators. BMF Sales Indicator report now features alongside the BMBI. All members of the BMF can receive the core BMBI report. However those members who have paid the subscription fee will also receive full insights from the BMF Sales Indicators. The core version still includes a general overview of each month's regional

sales findings. Alternatively, merchant members can contribute their monthly sales figures which will be included anonymously into the Sales Indicator report, to receive the full version for no added cost.

If you are interested in receiving the Full Report including Sales Indicators or believe they have been sent the wrong version please contact Rikesh Patel by email at [rikesh.patel@bmf.org.uk](mailto:rikesh.patel@bmf.org.uk).



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# Six new Experts join BMBI Expert Panel



BMBI's Experts in Q4 2015 report: L-R: Keith Ellis, Derrick McFarland, Steve Halford, Andy Williamson and Steve Durdant-Hollamby

The Builders Merchant Building Index (BMBI) welcomes six new Experts to its panel of industry commentators. Three Experts joined in the Q4 2015 report and three more join for the Q1 2016 report. They follow BMBI's founder Experts Andy Williamson, UK Group Managing Director IKO PLC representing Roofing; and Steve Durdant-Hollamby, Managing Director of Alumasc Water Management Solutions, speaking for Civils, Metal Rainwater & Drainage.

The three BMBI Experts who joined for the Q4 2015 report were Keith Ellis, Commercial Director of Hanson Cement, speaking for Cement & Aggregates; Derrick McFarland, Managing Director of Keystone Lintels, the Expert on Steel Lintels; and Steve Halford, Managing Director of Crystal Direct, speaking for PVC-U Windows & Doors.

Three more Experts join them in the Q1 2016 report: John Sinfield, Managing Director of Knauf Insulation speaking for Mineral Wool Insulation; Nigel Cox, Managing Director of Timbmet as the voice for Timber and Panels; and John Duffin, Managing Director of Keylite for Roof Windows.

The BMBI is a new monthly index of builders' merchant sales, with quarterly reports and expert commentary that explain market trends, markets and the issues that affect them. Launched in 2015 by MRA Marketing, under the aegis of the Builders' Merchant Federation (BMF), it fills a gap in the

UK's measures of building activity. It's based on gold-standard quality data from GfK's Generalist Merchant Panel, which takes data from national and regional builders' merchants accounting for over 80% of industry sales. No other indicator in construction is as comprehensive, up to date or reliable.

The Experts speak exclusively for their markets, and are an integral part of the Index, helping to make sense of trends for users of BMBI. They explain issues and opportunities in their markets, and where appropriate make the case for or against legislation, industry schemes or Government policy.

BMF MD John Newcomb comments: "Awareness of BMBI is building rapidly and we're pleased to see new Experts join the Index. BMBI provides reliable trend data, and is an excellent platform to build awareness of our industry and position these Expert brands as the leading voices in their markets. Filling an important gap, it will be widely used in construction, and by economists, Government, national media commentators and influencers outside the industry."

If you would like your brand to become the Expert for your market, call Tom Rigby of MRA Marketing on **01453 521621**. Follow **@TheBMBI**

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# BMF Forums: serving the interests of all members



The BMF has long been associated with industry training – formal and informal – and the networking opportunities we offer both merchants and suppliers. In the last year or so we have developed these strands to give members the opportunity to participate in a wide range of special interest Forums.

By the end of this year, the BMF will have nine Forums serving different interest groups. All nine Forums provide a great way for members to get involved and make the most of their BMF membership. They are each chaired by a member and, while some of the meetings take place at the BMF’s HQ in Coventry, increasingly the meetings take place at members’ premises, where they can involve participants in a tour of the facility as part of the day. Here are some highlights from recent BMF Forums:

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### Young Merchants – 17 March

The BMF Young Merchants held their first meeting of the year in March. This was held at the BMF Head Offices in Coventry for the first time and the theme of the meeting was focused around Leadership and Management. The group heard from Kevin Fenlon Chief Executive of RGB Building Supplies on his career in the industry, Dr Clinton Bantock and Stephen Wilson from Birmingham City University on management of multi-unit sites. Kevin Parr of PGS Team concluded the day with a stirring presentation on personal development and management. For more information contact James Spillane at [james.spillane@bmf.org.uk](mailto:james.spillane@bmf.org.uk).

### Plumbing & Heating – 5 April

BMF Plumbing and Heating Chairman Keith Jones welcomed 36 merchants and suppliers to the Plumbing and Heating Forum kindly hosted by Adey Professional Heating Solutions UK in Cheltenham. Speakers included Paul Strudley and Haimish Mead of Adey, Joanne Wade of ACE, Jon Gibson of Didac Training and Pete Diamant of Ridgeons/Plumbstock. The next Plumbing and Heating Forum will be held on 10 November at BMF, Coventry. For more information contact [richard.jones@bmf.org.uk](mailto:richard.jones@bmf.org.uk).



L-R: Paul Strudley (Adey), John Newcomb (BMF), Haimish Mead (Adey)



L-R: Pete Diamant (Ridgeons), John Newcomb (BMF), Keith Jones (Chairman), Joanne Wade (ACE), Haimish Mead and Paul Strudley (Adey), Jon Gibson (Didac)

BMF will soon be launching its first plumbing and heating newsletter, in response to demand from members. For more information contact [christine.wall@bmf.org.uk](mailto:christine.wall@bmf.org.uk).

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## BMF Marketing Forum – 14 April

In April BMF hosted a hugely popular Marketing Forum for 70 members at JCB's Worldwide HQ in Rocester. Chaired by Mark Mallinder of E H Smith, this Forum is going



from strength to strength. Forum presentations included:

- Search Engine Optimisation by Nick Pauley of Pauley Creative, including 7 key tips for any merchant to use, proving you don't need a big budget to bring your website up the search engine listings.
- Emma Addy of JCB, the first company to use the BMF logo on one of its products, presented a case study and reminded everyone of the power of the JCB brand. She explained how using the BMF brand alongside their own on the Merchant Master Teletruk is paying dividends.
- Andrell Dinham and Rachel Groom of Carvers Building Supplies talked about how Carvers was devastated by a fire in 2012, which they turned into a positive marketing opportunity. They explained how they used marketing in a creative way to rebuild and revitalise their business.

Following the Forum delegates enjoyed lunch and a tour of the Story of JCB and a tour of the Backhoe production line.

The next BMF Marketing Forum will be held on 1 November at BMF, Coventry.

Contact [christine.wall@bmf.org.uk](mailto:christine.wall@bmf.org.uk) for more details.

## Finance Forum – 21 April

BMF Finance Forum Chairman Steve Vickers welcomed 47 members to the Finance Forum held at BMF Coventry. Speakers included Emma English and Emma Robotham from Mazars who gave a presentation on the Chancellor's 2016 Budget. Mark Steggall from Kerridge Commercial Systems talked about EDI solutions available

to the Merchant Sector and Paul Cornford at Howarth Timber Group discussed how EDI has been implemented within Howarth Group and what were the current gaps in the solution.

The next Finance Forum will be held at BMF, Coventry on 11 October 2016. For more information contact [richard.ellithorne@bmf.org.uk](mailto:richard.ellithorne@bmf.org.uk).



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## Timber Forum – 10 May

BMF Timber Chairman Gary Froggart welcomed 26 members to a BMF Timber Forum meeting, kindly hosted for the first time by WWF at their stunning Living Planet Centre in Woking. Speakers included Craig White, Chair, Wood for Good – update on Wood for Good and Building with Carbon, Keith Fryer, TTF President

– update on TTF and third party certification for marine plywood, Hannah Mansell, BWF Schemes and Technical Manager – Digital toolkit for fire doors.

The next Timber Forum meeting will be held at Meyer Group in Stoke-on-Trent on 29 November. For more information contact [richard.ellithorne@bmf.org.uk](mailto:richard.ellithorne@bmf.org.uk).



WWF Living Planet Centre

If you haven't experienced the power of BMF Forums yet, what are you waiting for? You can find upcoming Forum dates listed in the events section of [www.bmf.org.uk](http://www.bmf.org.uk). With nine to choose from, there is sure to be one that will help you and your business.

## BMF Regional Meetings

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

### Anglia – 2 March

A BMF Anglia Region meeting was held in The Royal Box at Newmarket Race Course, attended by 16 members. Stefan Mars gave a presentation regarding BMF Intelligent Employment Plus. The next meeting will be held on 12 October (venue to be confirmed). For more details contact John Stephenson at [johnstephenson21@btinternet.com](mailto:johnstephenson21@btinternet.com).



### North East – 15 March

A North East Region meeting was held at Ramside Hall Hotel, Durham. BMF Chairman Peter Hindle MBE and MD John Newcomb attended, along with CBI Regional Director Sarah Glendinning who gave an update regarding the political and economic outlook. There were 14 around the table. The next meeting will be held on 20 October, again at Ramside Hall Hotel. For more details contact [johnstephenson21@btinternet.com](mailto:johnstephenson21@btinternet.com).



### Scotland – 22 March

Regional Chairman Ian Glass and BMF Regional Manager Graham Bolton hosted the Scotland Regional Meeting at Dalmahoy Hotel, attended by 17 members and BMF MD John Newcomb. The guest speakers were Martin James and Phil Hawkes of Didac who gave details of apprenticeship schemes. Also speaking were Stuart McKill of St Gobain who talked about sustainability and better living. The next Scotland Regional meeting will be held on 25 October at the Saint Gobain Scottish Innovation Centre in Glasgow. For more details contact [graham.bolton@bmf.org.uk](mailto:graham.bolton@bmf.org.uk).



### South Wales – 23 March

Regional Chairman Richard Brian and BMF Regional Manager Richard Jones hosted the South Wales Regional Meeting at Newport RFC, attended by BMF MD John Newcomb and 18 members. The guest speaker was Ian Derrick, Deputy Agent (Wales) from Bank of England who gave details of the economic climate. The next South Wales Regional meeting will be held on 12 October at Catnic, near Caerphilly. For more details contact [richard.jones@bmf.org.uk](mailto:richard.jones@bmf.org.uk).



South Wales Regional Chairman Richard Brian Keith Gerrett Lliw BS & Paul Rogers Blue Fin Trade Credit in discussion at the Rodney Parade Stadium

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# BMF Regional Meetings

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## North West – 31 March

Charles Ledigo of Reisser hosted the North West Region meeting at Michael Owen’s Manor House Stables, Malpas. BMF MD John Newcomb was in attendance and Stefan Mars from Halborns made a presentation regarding BMF Intelligent Employment Plus. There were 18 members in attendance. The next meeting will be held on 6 October at the Encon Academy in Chorley. For more details contact [johnstephenson21@btinternet.com](mailto:johnstephenson21@btinternet.com).



## South West – 20 April

Regional Chairman Julian Milligan and BMF Regional Manager Richard Jones hosted the South West Regional Meeting at RGB Building Supplies in Tiverton, attended by BMF MD John Newcomb and 17 members. The guest speaker was Stephen Collins, Agent (South West) from Bank of England who gave details of the UK economy. The next South West Regional meeting will be held on 14 September at Snows Timber in Glastonbury. For more details contact [richard.jones@bmf.org.uk](mailto:richard.jones@bmf.org.uk).



## Midlands – 6 April

John A Stephens Ltd hosted the Midlands region meeting held in The Green Energy Centre in Nottingham, attended by 23 members. The highlight of the meeting was the presentation of a personalised bottle of champagne by John Newcomb to Peter Stephens, in celebration of Peter’s award of an MBE in the New Year’s Honours List. The next meeting will be hosted by Keystone Group in Swadlincote on 26 October. For more details contact [johnstephenson21@btinternet.com](mailto:johnstephenson21@btinternet.com).



John Newcomb, Peter and Alice Stephens



## Yorkshire – 18 May

Dave Anderson of Rixonway Kitchens and BMF Regional Manager John Stephenson hosted the Yorkshire Region meeting held in Dewsbury, and 19 members were in attendance. Presentations were made by Lucy Thornycroft, CBI Regional Director and Stefan Mars of Halborns. The next meeting will be held on 7 December in York. For more details contact John Stephenson at [johnstephenson21@btinternet.com](mailto:johnstephenson21@btinternet.com).



For details of future BMF regional meetings visit [www.bmf.org.uk/events](http://www.bmf.org.uk/events).

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## Bob Beaver Memorial Shoot

The second 'Bob Beaver Memorial shoot' will take place on 14 July at one of the UK's finest shooting schools the Royal Berkshire, where guests have the opportunity to be treated to some fantastic shooting. The event is open to suppliers and merchants and is organised by MDA. BMF is proud to be a major sponsor at this year's shoot. Proceeds from the event will go to The Rainy Day Trust, who are actively involved in supporting those young and old who do, or have, worked in the Builders Merchant Sector.

This event provides a great platform for networking and building relationships with some of the key industry figures who will be there on the day. It is open to all levels of shooters. Come along to the 'Bob Beaver Memorial Charity Shoot' and you can be part of the industry's most sought-after events. You never know you, if you do well you might be going home with one of the 'Top Gun' awards as well!

Places are selling out fast, with over 75 people already registered, so don't miss out. Contact Michael Dark at [mda.mail@virgin.net](mailto:mda.mail@virgin.net) or give Michael a call on **01582 621121** to secure your participation and quote reference **BMFBFB**.



## Vado Rally



The BMF are putting two teams into the VADO Rally this September, which will involve purchasing a cheap and cheerful car (max value £500) and driving it from the UK to Monte Carlo, over a three day period, travelling through eight countries.

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

## Walking with the Wounded

BMF continues to support Walking with the Wounded this year and more details of activities in support of the charity will follow soon. Walking with the Wounded raises funds to retrain and re-skill our wounded servicemen and women, supporting them in finding new careers outside the Military. For more information about the charity visit [www.walkingwiththewounded.org.uk](http://www.walkingwiththewounded.org.uk).



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BUILDERS' MERCHANTS NEWS

# BMN awards 2016

### 2016 COULD BE YOUR YEAR

It's with great pleasure that we announce the launch of the BMN Awards 2016.

Now celebrating its 15th year, this established and prestigious Awards provides the perfect opportunity to recognise the people who have done an outstanding job over the last 12 months.

Your nominations will demonstrate best practice, new initiatives and the people making a difference across our industry.

To see this year's categories visit:  
[www.merchants-awards.co.uk](http://www.merchants-awards.co.uk)

The Awards have witnessed fifteen amazing years of growth, enterprise and major achievement, thanks to the accomplishments of entrepreneurial merchant companies and the people who make them great. Make sure you take this opportunity to submit your nominations and continue this tradition.

**NOMINATE NOW:** For further enquiries on how to nominate please visit: [www.merchants-awards.co.uk](http://www.merchants-awards.co.uk). Alternatively contact Melanie Fry on 0207 973 6687 or email: [m.fry@hgluk.com](mailto:m.fry@hgluk.com)

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# BMF Training update

**McNaughton Blair** one of the largest Building Material Suppliers in Northern Ireland are the latest company to sign up a group for the BMF Diploma In Merchanting. The BMF Diploma in Merchanting is a management development programme which can lead to a merchant-specific foundation degree and Mcnaughton Blair are the first Northern Ireland merchant to sign up for the Diploma and have formed an in house group of eight students. The BMF Diploma is a

modular distance learning course, consisting of nine modules, with a workshop for each group at the end of each module. It is suitable for candidates at branch manager and prospective branch manager level, although middle management in larger branches would also benefit. The prime aim of the Diploma is to help members to identify and develop tomorrow's leaders in our industry. BMF Managing Director John Newcomb commented

"We are delighted that McNaughton Blair have decided to utilise the BMF Diploma in Merchanting as their platform for management development. This is the first group in Northern Ireland and illustrates the mutual commitment between the BMF and Northern Ireland members. McNaughton Blair have also recently completed an 11 day in-house service training exercise in which 340 staff at all levels were trained.

**Haldane Fisher** have recently completed 8 days in-house training, covering Introduction to Management, Customer Care and Leadership for Supervisors. **New Scottish Diploma Group.** We currently have 5 delegates lined up and Graham Bolton, Scotland Regional Manager is seeking another 3-5 delegates to reach the optimum group size from an interaction perspective.

## BMF Training & Development Programme receives IoBM accreditation

**R**ichard Ellithorne of BMF was delighted to accept a formal IoBM certificate on 10 March from Allan Durning and Dennis Smith at the IOBM AGM for the BMF Training & Development Programme.



L-R: Allan Durning, Richard Ellithorne, Dennis Smith

## New BCU students start BMF Foundation Degree in Builders Merchanting

**B**MF welcomed new students to the first Birmingham City University BMF Foundation Degree in Builders Merchanting in March.

The course modules comprise: Leadership and Management, Law and Finance, Customer Service and Marketing and a research topic focused around Planning for Business Development. The course follows on directly from the long-standing BMF Diploma in Merchanting.

This BMF Foundation degree adds to BMF's growing portfolio of training with BCU which has seen two BMF Postgraduate Diploma and Masters Degree cohorts enrolled with the University.

This is a fantastic, unique opportunity to further personal development and gain industry recognition while also enabling delegates to apply learning and research findings to yield visible improvements directly back into your branch/business. For more information contact James Spillane at [james.spillane@bmf.org.uk](mailto:james.spillane@bmf.org.uk).



L-R: Richard Ellithorne (BMF), Clinton Bantock (BCU), Tim Briance and Steve Reeves (Parkers), James Rowlands (Encon), Leigh Barnes (Parkers), Steve Wilson (BCU), Talsa Middleton and Aron Ford (Howarth), Mike Dixon (Builders Supply), James Spillane (BMF)

## Masters sign ups

**F**ollowing successful completion of the BMF Post Graduate Diploma, 7 students have continued their studies at Birmingham City University with a merchant-specific Masters degree that has been developed in conjunction with the BMF. For more information about the BMF Masters degree please contact James Spillane at [james.spillane@bmf.org.uk](mailto:james.spillane@bmf.org.uk).



L-R: Andrew Brooker (T Brooker), Steven Webber (Elliotts), Damon Watts (Matthew Charlton), Lee Church (Parker Building Supplies), Darren MacAskill (Elliotts), Jamie Pierce (Parker BS), Gary Froggatt (Howarth Timber), Jason Rothwell (Howarth Timber)

## 150th anniversary for Higgins Building Supplies

**C**ongratulations to Higgins Building Supplies who are celebrating a major business milestone. The family owned builders' merchant, which operates from a depot in Wellingborough and a second site in Irthingborough, is commemorating 150 years of trading. The anniversary makes Higgins one of the oldest independent builders' merchants in the UK today.

First based on Midland Road, Wellingborough, the company was established in 1866 by Thomas Henry Higgins. Originally a stonemason, Thomas soon diversified in order to meet the needs of local customers who wanted their stonework and other building materials supplied at the same time.

Over the next century and a half, the business has continued to grow and evolve under the carefully direction and stewardship of five successive generations of the Higgins family.

Key highlights from the company history include the opening of a second depot in Kettering in 1902. This location was chosen as it was a day and half's horse and cart drive from Wellingborough

ensuring an efficient delivery service.

Higgins bought its current 4.5 acre Turnells Mill Lane site in Wellingborough in 2003, before constructing a number of buildings and officially opening the depot for business in January 2004.

The company's current second site, on Station Road in Irthingborough, was acquired in 2012. After extensive renovations to the existing on-site buildings, this depot opened in 2013, enabling Higgins to serve customers across a broader geographical area.

To mark its 150th anniversary, Higgins Building Supplies has a number of events, promotions and initiatives planned for 2016. This will include opening a new counter at the Wellingborough site and running prize draws with the chance to win prizes including a brand new van. The business will also stage an exclusive 150th anniversary trade day for customers in September.

Speaking of Higgins' 150th anniversary, Nigel Higgins, current Managing Director, said: "The entire team at Higgins Building Supplies is delighted to be celebrating the company's 150th anniversary.



**Major milestone:** The Higgins team, complete with Higgi Bears, are celebrating a century and a half of supplying the building trade

"We owe our longstanding success to a combination of factors. This includes a belief in offering a wide range of high quality, competitively priced products backed by the highest levels of service and friendly, expert advice. We also couldn't have achieved such an impressive milestone without the support of the local building trade. We'd like to thank our past, present and future customers for their loyal business."

For more information on this story, contact Wayne Leith at [wayne@tpz.uk.com](mailto:wayne@tpz.uk.com).



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# Holmes Noble

**H**olmes Noble is a leading executive search and executive interim firm led by a team of highly experienced, well-connected sector and functional experts, founded in 2005 as Artemis Executive Consulting by CEO Michelle Carson Williams. As of January 2016 the business rebranded to Holmes Noble, following a period of significant growth. This year has also seen their head office relocate to bigger Solihull premises, the opening of a Manchester office and continued growth of their Birmingham city centre office.

Skilled at identifying exceptional people, Holmes



Noble help clients to attract candidates who have the ability to genuinely transform businesses.

Holmes Noble have a proven track record across the full spectrum of the building products market, partnering



with UK and international builders merchants, building products manufacturing and distribution companies across the full spectrum from heavyside to lightside, including HVAC and civils and drainage. Combining extensive experience, a broad network with in-depth industry knowledge, functional expertise and a market-leading research team, they deliver unique solutions attracting senior leaders in keeping with the ever-growing demands of

this evolving industry.

Neil Holloway, Divisional Director & Partner (pictured) heads up the Builders Merchants & Building Products practice with a 16 year tenure of executive search experience in this sector. Neil said "We are proud and excited to join the BMF and look forward to working with them and member companies".

Alongside executive search, Holmes Noble have an executive interim division complementing their portfolio of search, development and support services.

For further information please visit **www.holmesnoble.com**

## Do you have photos for the BMF Timeline?

BMF are currently building a timeline of activity since BMF set up in 1908, and we are looking for historic images of builders merchants to incorporate into it. If you have any suitable images you would like to share with BMF please contact Christine Wall at [christine.wall@bmf.org.uk](mailto:christine.wall@bmf.org.uk).



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# Ambassadors update

The BMF has already recruited 35 Ambassadors from its members to support a national youth recruitment campaign, Builders Merchants Careers. Ambassadors are helping to promote the opportunities offered by the industry to students and young job-seekers nationwide. BMF Builders Merchants Careers is an ongoing campaign to encourage young people to recognise merchanting as an exciting career choice.

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

with the industry driving the message, will benefit us all.

During March, BMF worked in partnership with the Department of Work and Pensions (DWP) on a campaign, entitled Build Your Future, to raise awareness of our industry with Jobcentre Plus staff. BMF Ambassadors were encouraged to "adopt" their local Job Centre and attend recruitment open days to familiarise Work Coaches and Job Seekers with the Merchanting Industry and the career opportunities available. Many BMF Ambassadors have been very active recently - details can be found at [www.merchant-recruitment.co.uk](http://www.merchant-recruitment.co.uk). John Newcomb and June Upton have adopted Coventry Job Centre and have attended Job Shops and Career Days during March.

Our thanks go to Glenn



Paddison of MKM Building Supplies who gave some time on 22 March to take part in a "Spotlight on Construction - Hidden Jobs" telephone conference with the DWP, when Glenn spoke to over 600 work coaches and JobCentre Plus workers, telling his story about how he came into the Merchanting Industry and how he worked his way up to Branch Director. We would also like to thank all of our Ambassadors for sparing their time and helping to

showcase our Industry and the opportunities available therein.

BMF MD John Newcomb says "The Ambassadors play a key role in promoting the range of opportunities the industry offers, from first job roles all the way to the board room, to meet young people's aspirations at every level."

BMF Ambassadors selected are enthusiastic advocates of the industry, supporting the campaign with visits to local schools, colleges and Jobcentres, presentations at local careers fairs, interviews to local media and by promoting the campaign on social media. Ambassadors receive a full briefing pack, presentation support and leaflets to hand out to students. BMF would like to recruit more Ambassadors. For more information contact June Upton at [june.upton@bmf.org.uk](mailto:june.upton@bmf.org.uk).



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Contact Tim Cooke direct:  
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# Two new members elected to BMF Board

**M**ark Smith of MKM Builders Merchants Ltd and Charles Ledigo of Reisser Ltd have been elected to the Board of the Builders Merchants Federation.

They respectively replace Steve Vickers of Turnbull & Co and Paul Hetherington of Marshal Tufflex.

Mark Smith, who is Financial Director at MKM, has also taken over Steve Vickers' role as the BMF's Honorary Treasurer. Charles Ledigo, the Chairman of Reisser Ltd, has supported the BMF Board in an advisory capacity for the last two years. The BMF will be appointing a Supplier Adviser to replace him in this role.

The BMF Board now comprises:

**Executive Directors:**

- BMF Chairman: **Peter Hindle MBE**
- BMF Managing Director: **John Newcomb**
- BMF Membership Services Director: **Richard Ellithorne**



Charles Ledigo



Mark Smith

**Non-executive elected Directors:**

- Stewart Pierce** (BMF Deputy Chairman), Financial & Commercial Director, Parker Building Supplies
- Mark Smith** (BMF Hon. Treasurer), Financial Director, MKM Building Supplies
- Kevin Fenlon**, Chief Executive, Rawle Gammon and Baker Holdings Ltd

- Charles Ledigo**, Chairman, Reisser Ltd
- Nikki Mortimer**, Sales & Marketing Director, GPH Builders Merchants Ltd
- Stephen Thompstone**, Managing Director, Wyckham Blackwell

**Advisers:**

- Merchant: **Neil Lawrence**, Managing Director, Gibbs & Dandy
- Supplier: To be appointed.



At the March Board meeting (L-R): John Newcomb, Paul Hetherington, Charles Ledigo, Peter Hindle

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# BMF hold first Board meeting in Scotland

Norbord were proud to host the BMF Board of Directors at their Cowie manufacturing and distribution centre in Scotland for the May Board meeting – the first ever BMF Board meeting held in Scotland. Norbord’s site at Cowie was the UK’s first manufacturing facility for MDF. Operating state of the art production lines in both MDF and particleboard, the site leads the industry in product development.

Special thanks to Karl Morris (MD) and Maurice Fitzgibbon (Sales Director) at Norbord for their generosity and hospitality in hosting the BMF Board and for arranging a meal at a restaurant the night before the Board meeting.



L-R: John Newcomb (BMF MD), Stewart Pierce (Elected Director), Mark Smith (Elected Director and Honorary Treasurer), Peter Hindle MBE (Chairman), Charles Ledigo (Elected Director), Neil Laurence (Co-opted Advisor Merchants), Kevin Fenlon (Elected Director), Richard Ellithorne (Membership Services Director and Secretary to the BMF Board), Steve Thompstone (Elected Director).

## Diary Dates

June 2016	16-19	<b>NMBS All Industry Conference</b> , Lanzarote – <b>SOLD OUT</b>
	21-22	<b>4 Day Sales Training for Sales Representatives Course</b> – Days 3&4, BMF, Coventry – <b>SOLD OUT</b>
	21-23	<b>3 Day Developing Leadership Skills for Supervisors training</b> , BMF, Coventry
	30	<b>Social Media Marketing training</b> , BMF, Coventry – <b>SOLD OUT</b>
July 2016	7	<b>Social Media Marketing training</b> , BMF, Coventry – <b>SOLD OUT</b>
	8-10	<b>BMF MasterMerchant 2016 Competition</b> , Lake District – <b>SOLD OUT</b>
	14	<b>Bob Beaver Memorial Shoot for Builders Merchants</b>
September 2016	1	<b>Social Media Marketing training</b> , BMF, Coventry
	14	<b>BMF South West Region meeting</b> , Snows Timber, Glastonbury
	20-21	<b>BMF Members Day 2016</b> , Jurys Inn Hinckley Island, Leicestershire – <b>SOLD OUT</b>
October 2016	6	<b>BMF North West Region meeting</b> , Encon Academy, Chorley
	11	<b>BMF Finance Forum</b> , BMF, Coventry
	12	<b>BMF Anglia Region meeting</b> (venue TBC)
	12	<b>Presentation Skills training</b> , BMF, Coventry
	12	<b>BMF South Wales Region meeting</b> , Catnic, Caerphilly
	18-20	<b>UK Construction Week</b> , NEC, Birmingham
	20	<b>BMF North East Region meeting</b> , Ramside Hall Hotel, Durham
	25	<b>BMF Scotland Region meeting</b> , Saint Gobain Scottish Innovation Centre, Glasgow
	26	<b>BMF Midlands Region meeting</b> , Keystone Group, Swadlincote
	27	<b>BMF Central South Region meeting</b> , Williams F1, Wantage
November 2016	1	<b>BMF Marketing Forum</b> , BMF, Coventry
	10	<b>BMF Plumbing &amp; Heating Forum</b> , BMF, Coventry
	15	<b>BMF London &amp; South East regional meeting</b> , London
	22-23	<b>BMF Branch Managers’ Forum</b> , BMF, Coventry
	24	<b>BMF Young Merchants meeting</b> , London (venue TBC)
	25	<b>BMN Awards</b> , London
	29	<b>BMF Timber Forum</b> , Meyer, Stoke on Trent
December 2016	1	<b>BMF Supplier Forum</b> , BMF, Coventry
	7	<b>BMF Yorkshire Region meeting</b> , York
January 2017	27	<b>Burns Night Supper and Ceilidh</b> , Glasgow Marriot Hotel
June 2017	15-18	<b>BMF All-Industry Conference</b> , Budapest

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## NORBORD LAUNCHES NATIONWIDE STERLINGOSB BUILDERS' COMPETITION

Builders around the UK have the chance to win a bucketful of prizes in a new competition thanks to Norbord's SterlingOSB brand.



25 prizes are up for grabs in each of the six sales regions of the UK – Scotland/Northern Ireland, North England, East Midlands, Central/Wales, South West and South East.

With every region set to win 25 prizes, this means there are even more chances to win. Prizes include luxury holiday vouchers, sports events with hospitality, annual theme park vouchers, Power Tool World vouchers, Red Letter Days experiences, Scruffs clothing vouchers and family cinema tickets – a whopping 150 prizes in total!

Tradespeople can enter via text by texting “WIN STERLING” to 63666; or enter online at [www.sterlingosb.com](http://www.sterlingosb.com).

David Connacher, Brand and Communications Manager for Norbord Europe, comments: “2015 saw SterlingOSB’s 30th anniversary in the marketplace and we’re delighted to be running the campaign with even more prizes up for grabs and in even more regions. We’re hoping 2016 will prove to be even more successful.”

For further information on SterlingOSB, please call 01786 812 921 or visit [www.sterlingosb.com](http://www.sterlingosb.com). Visit [www.norbord.co.uk](http://www.norbord.co.uk) for the full range of panel products and flooring systems.

## CHECK OUT THE AWARD WINNING COMBILIFT REACH STACKER

Think of the Irish specialist forklift manufacturer Combilift and its range of 4-way forklifts and sideloaders probably springs to mind. But there has been a new Combilift product available for the last year or so: the very compact and manoeuvrable pedestrian reach stacker the Combi-WR and its multidirectional counterpart the Combi-WR4. The smallest models to date in the Combilift portfolio, they handle palletised material as well as longer loads in very confined areas and offer numerous advantages in terms of safer operations where the general public and employees may be present.



Incorporating the benefits of AC technology in the traction, pump and steering motors, the WRs offer load capacities of 1,450kg and are the only pedestrian reach stackers which can work in an aisle-width of 2.1m pallet to pallet.

The unique patented multi-position tiller, electronic power steering and fingertip controls make operation easy and effortless: push button control rotates the rear wheel parallel to the chassis and back again. The risk of incidents in narrow aisles is therefore greatly reduced as the operator is not positioned between the racking and the truck. The Combi-WR4 was the winner of the Ergonomics Award from the UK Fork Lift Truck Association in 2014.

[www.combilift.com](http://www.combilift.com)  
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## ARE YOU TOUGH ENOUGH TO BE A RACE TEAM MANAGER?



No sport is as competitive as F1. To succeed, you need teamwork, clear decision-making and outstanding technology.

That’s why ACO, drainage supplier to 11 Grand Prix circuits around the world, is working with the BMF to launch Race Team Manager ([www.raceteammanager.com](http://www.raceteammanager.com)): a competition to identify leading teams and individuals in the builders’ merchant sector working together to deliver outstanding service.

Running from 29th May – 14th September, entrants are asked five online F1 questions, which are released before each race, accumulating points for correct answers. Weekly F1-themed prizes are on offer too.

In September the top eight, and two ‘wildcards’ picked from those who enter after the competition starts, will be invited to the Grand Final at the 2016 BMF Members Day to win fabulous prizes and the title ‘Race Team Manager 2016’.

[www.raceteammanager.com](http://www.raceteammanager.com)

## INTERNATIONAL TIMBER INVESTS IN NEW MOULDING MACHINE AT TRAFFORD PARK

Following a £30,000 toolroom extension in December 2015, the UK’s largest supplier and distributor of timber and panel products International Timber has made a further £500,000 investment at Trafford Park.

The main investment was a new moulding machine; The Powermat which enables large savings in material and short setup times with maximum wood yield.

The move is in line with a shift review to increase capacity by 22%.

The new CNC controls for the £200,000 Powermat will increase accuracy and reduce the rejected amount of first cut-offs. Other features include networking capabilities with the toolroom and two additional moulders. The moulder is anticipated to yield 50% efficiency gains in set times and throughout.

A grinder was also purchased to the value of £60,000 providing efficiency gains due to the pneumatic and hydraulic assisted setting. Other improvements made include: a workshop extension, anti-fatigue flooring, new lighting and a toolroom office with full comms.

Tony Miles, Managing Director of International Timber said: “The introduction of these improvements to the Mill, enables streamlined processes, faster service and profitable production. Reliability, short setup times and maximum wood yield are seen with the use of the Powermat.

“The investment is the start of a mill improvement program with a further 700K planned over the next 12 months to enable us to meet our customer’s needs and deliver exceptional customer service.

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- \* Proactively meet with candidates in the following locations: Glasgow; Newcastle; Manchester; Leeds; Coventry; London; Bristol, as well as our premises in Hertfordshire.
- \* Established in 2003.

T: 01279 - 722888 email: [recruit@csguk.co.uk](mailto:recruit@csguk.co.uk)  
46B Bell Street, Sawbridgeworth, Hertfordshire CM21 9AN

## HANSON CEMENT

Hanson Cement is one of the UK's largest suppliers of packed cement, aggregates and construction materials and offers its customers a range of high quality products as well as high levels of service.

We work closely with merchants to ensure their customers have access to the right products at the right time – and with the right level of advice and support – in order to maximise sales and profits.

Our sales teams make regular visits and work with branch staff to demonstrate the benefits of our products and their ease of use, so this information can be passed on to customers.

This is particularly important for our core range of packed products – Multicem, Fastset PostFix, PostFix and 40N high strength concrete – which are available in waterproof plastic packaging to help merchants enhance their margins and benefit from storing products outdoors. The plastic packaging is strong, fully waterproof and recyclable and means that the products now have a 12-month shelf life.



Up-to-date product data and information on our packed cement and aggregates can be found at: [www.hanson.co.uk](http://www.hanson.co.uk).

## IBSTOCK TRADESMAN STILL DELIVERING A PERFECT MATCH

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

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

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

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

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

For more information, go to [www.istocktradesman.com](http://www.istocktradesman.com), call 0844 800 4575 or contact your local Istock representative.

## STONEASY - SUPPORTING CHILD LABOUR FREE ZONES IN INDIA

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

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

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



To find out more please visit [www.nochildleftbehind.co.uk](http://www.nochildleftbehind.co.uk) or follow us on Twitter @Children4school

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TEL: 01462 489900

### SCOTTISH PEBBLES

Long Rake Spar the UK's market leading supplier of decorative aggregates have expanded their product selection of Scottish Pebbles and Cobbles to include a further 4 additional product sizes.

Marketing Director Sarah Hill states **"new product development is a fundamental requirement of our business, with customers always looking to Long Rake to offer something more in a very competitive market place."**

The addition of the 8-14mm and 14-20mm pebbles as well as 30-50mm and 100mm+ cobbles complement the already established best-selling sizes of 20-30mm pebbles and 50-75mm cobbles.

These naturally rounded, hard wearing granite pebbles and cobbles are a recognised industry favourite and the addition of these further sizes enables stockists to embrace the sales potential these new sizes offer.

Long Rake Spar continue to be market leaders in the supply of hard landscaping aggregates to Builders Merchants, with an impressive collection of products including slate, pebbles, cobbles, rockery stone, boulders and polished pebbles for landscape design. All products are promoted by a range of attractive packaging, Point of Sale support and market leading literature.

Further information is available from Long Rake Spar on 01629 636210, by emailing [sales@longrakespar.co.uk](mailto:sales@longrakespar.co.uk) or by visiting the company's website at [www.longrakespar.co.uk](http://www.longrakespar.co.uk)

### CAPTURING THE TRADE COUNTER

Merlin Business Software has launched a new Trade Counter Signature Capture Application for Android™, which allows the capture of customer signatures using low-cost and readily available Android Tablet devices.

Not only does it capture the signature automatically it can store it electronically and transfer it to the immediate POD printed off at time of order. When not in use the tablet can be used as a promotional tool, with the tablet showing promotional images in a slideshow format. When a purchase is being made, the screen will then automatically switch to a

live order form, allowing the customer to see what items are being ordered (prices displayed are controlled, so you do not have to show them). Once the order is complete the screen then switches to the electronic signature capture screen, allowing the customer to sign (using a stylus) to confirm order and receive the POD.

The app has been designed for easy use by merchants of any size, and has been widely accepted by a number of customers already. Simplifying the order process and saving time at the trade counter. Why don't you get in touch to see how it can help your business?

For further information or to book a demonstration, Contact Us: Tel: 01246 457150 Web: [www.merlinbusinesssoftware.com](http://www.merlinbusinesssoftware.com)

### BRETT CONTINUES ITS COMMITMENT TO MERCHANT SERVICE

Brett Landscaping continue their customer service commitment by ensuring maximum transparency throughout their ethical trading activities.



Since the 1st of April, Brett Landscaping has been working with TFT Responsible Stone Programme to help them best manage their ethical trade work in the most high risk areas of their business and protect vulnerable workers throughout those supply chains.

"TFT works closely with factories and quarries throughout member supply chains to ensure that their guidelines, developed from the Universal Declaration of Human Rights, are being adhered to," explains Andrew Gill, Marketing Manager at Brett Landscaping.

Crucially the TFT Responsible Stone Programme allows customers to see how we are performing via the TFT Transparency Hub. This provides accurate reporting information for TiSC unlike many other ethical trading programmes which are far more opaque.

"Having a transparent supply chain gives our customers the peace of mind that they are dealing with a company that takes their corporate responsibilities seriously, something that is very much in line with our strapline of 'built on relationships'," explains Andrew.

Further information about Brett can be found at [www.brettpaving.co.uk](http://www.brettpaving.co.uk)

### NEW DECKING SCREWS ADDED TO POPULAR C2 RANGE

TIMco has extended its award winning C2 range with a new innovative decking screw. The new product now features in TIMco's new product catalogue.

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

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

The C2 Decking Screw boasts the other core benefits of the C2 screw including twin cut technology for rapid 'pickup' and reduced splitting. The patented twin cut technology also produces a 43% quicker screw time and half the torque of other screws bringing time and energy savings to users.

The new screw features in TIMco's latest 168 page product brochure. The brochure contains details of the company's full product range which now stands at more than 5,000 lines, an increase of more than 13% in the last year.



The brochure is also available online at [www.timco.co.uk/timco-brochures](http://www.timco.co.uk/timco-brochures).

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The UK's leading supplier of the finest natural roofing and flooring slates.

FROM SEED TO SALE WITH SCA MERCHANT SERVICES

SCA Merchant Services trip to facilities in Northern Sweden shows merchant customers where their wood comes from.

On a recent trip to SCA's facilities in Sweden, a group of customers from Huws Gray and Buildbase were given the opportunity to observe SCA's full supply chain. The trip's aim was to give customers a unique insight into where the products they sell are produced.

On the trip was BMF Young Achiever Award winner, George Palmer from Buildbase. The award, sponsored by SCA, aims to recognise and reward talent, commitment, innovation and achievement amongst merchants and their suppliers. SCA sponsors this each year, with the prize being a trip to SCA's Swedish facilities.

Participants were shown around SCA's Bogrundet tree nursery where SCA grows around 100

million saplings each year to replace the trees they harvest – a number that would cover just over 50,000 hectares or an area as large as 100,000 football pitches.

The group also visited SCA's privately owned forests where whitewood and redwood trees are grown and harvested then were shown how timber is sorted, graded and sawn at SCA's Bollsta Mill. A visit to SCA's Tunadal Mill showed how sawn timber is then planed to produce the finished goods which are then sent out to merchants in Sweden.

Dafydd Williams, Buyer at Huws Gray said; "The trip gave us a fantastic opportunity to learn more about where our timber comes from. Seeing the complete supply chain and processing involved before we obtain our timber will hopefully better our ability to effectively sell timber products."

T: 01938 554 999 E: [merchantservices@sca.com](mailto:merchantservices@sca.com)  
W: [www.scatimbersupply.com](http://www.scatimbersupply.com)

SLATESCAPE LTD

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



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

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

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

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

E: [sales@slatescape.co.uk](mailto:sales@slatescape.co.uk) W: [www.slatescape.co.uk](http://www.slatescape.co.uk)

KLOBER - SPECIALIST ROOFING ACCESSORIES AND INDUSTRY-LEADING BRANDS

As one of the UK's leading manufacturers of pitched and flat roofing accessories, KLOBER offers merchants complete peace of mind. In addition to its track record of quality, stock turnover of products such as tile vents and dry fixing accessories is quicker because products are designed for universal use.



Recent changes in British Standards have encouraged some manufacturers to say that the only way to guarantee performance and quality is to source all roofing accessories from them. At KLOBER, we prefer to acknowledge that installers know what works best and feedback from merchants, architects, contractors and builders has confirmed that KLOBER products have been proven over many years. The fact that we don't manufacture tiles or slates enables us to specialise and as a result KLOBER has pioneered developments that have become part of everyday roofing practice. With a range which includes underlays, tile and slate vents, lead-free flashings, dry fixing, airtightness, solar installation and roof safety products merchants can source almost every roofing accessory they are ever likely to need.

KLOBER products are being stocked by an increasingly wide merchant and distributor network and as an active member of NMBS merchants who have never purchased before can do so without difficulty. As a company which places high emphasis on its technical support, doing so need never be a risk.

T: 01332 813050 E: [technical@klober.co.uk](mailto:technical@klober.co.uk)

BLUEBIRD FIXINGS LIMITED

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

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

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

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

E: [info@bluebird-fixings.ltd.uk](mailto:info@bluebird-fixings.ltd.uk) W: [www.bluebird-fixings.ltd.uk](http://www.bluebird-fixings.ltd.uk)

## LOOKING TO BUY OR SELL A BUSINESS?

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

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

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

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Collins M&A Consultants  
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# BLUEBIRD FIXINGS LIMITED

Westminster Road Industrial Estate • Station Road  
North Hykeham • Lincoln LN6 3QY  
Tel: 01522 697776 • Fax: 01522 697771  
Email: info@bluebird-fixings.ltd.uk  
Web: www.bluebird-fixings.ltd.uk

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

## FRESH MARKETING INITIATIVES FROM FAKRO FOR 2016

2016 marks FAKRO's 25th anniversary in the UK, with major marketing initiatives in support of builders' merchants. Radio advertising will again take centre stage with prolific exposure having begun in April on Absolute FM and Planet Rock FM. Added brand awareness will also be created by the company's high profile presence at two of the UK's best known building and design exhibitions.

The first was April's National Home Building and Renovating Show at the NEC. Now firmly established as the most popular self-build show in the UK, FAKRO will again have one of the most prominent stands among 500 leading companies spanning four halls. It will also be making a first appearance at Grand Designs Live at ExCel



London from 30 April - 8 May. Tens of thousands of visitors will, therefore, be able to see the latest FAKRO innovations including Z-wave wireless technology which enables windows and blinds to be operated in a smart-home environment alongside devices from some of the world's best known manufacturers.

All told a lot to look forward to and talk about so why not call FAKRO now for more details?

T: 01283 554755 E: sales@fakrogb.com  
W: www.fakro.co.uk

## NEW DRAPER EXPERT 15KG BREAKER TAKES ON THE TOUGHEST JOBS

Brand new to the Draper Expert range is a powerful breaker delivering an impressive 45 joules of force.

The new breaker has a robust metal construction, making it an effective and efficient solution for most breaking jobs. It's powerful, hardwearing and portable.

This new Draper Expert Breaker is ideal for general demolition work and great for breaking old tarmac driveways, paths and heavier duty concrete slabs and footings.

A durable, heavy duty carrying case comes with the breaker for protection and easy transportation. Several other handy accessories come with the breaker too, including a flat chisel, a pointed chisel, an oil



bottle, a spare pair of carbon brushes and a spanner.

Customers looking for a powerful breaking performance that's also convenient to transport, carry and store, should look no further than the new Draper Expert 1600W 230V 15kg Breaker. Don't forget Draper Tools also offers all the personal protective clothing and accessories your customers will need when using a breaker, including ear and eye protection, safety gloves and dust masks.

Stock number: 83352

www.drapertools.com

## WHAT IS BI IN THE BUILDERS MERCHANTS TRADE?

BI stands for Business Intelligence, which is an umbrella term for the tools and systems that enable a company to gather, store, access and analyse corporate data, so as to make better decisions and improve performance.

BI software is big business, and it's growing fast, with the market for BI tools predicted to be worth \$114 billion by 2018. Hardly surprising, when research shows that investment in BI can offer a tenfold return.

As builders merchants you need high quality information and analysis in order to survive. With BI software, you can analyse your sales, marketing and suppliers' performances, as well as use customer data to

uncover trends and spot sales opportunities. This complete overview of your business could make all the difference in today's competitive market.

- Your business would benefit from BI software if you:
- Are relying on paper based systems
- Have lots of data but no information
- Find it hard to get consistent information
- Think that you could improve your business processes
- Need to improve your profitability but are not sure where to start
- Don't know how to measure success

T: +44(0)-1488-662000 E: k8info@kerridgecs.com  
W: www.kerridgecs.com

## IS YOUR BUSINESS THE NEXT TIMBER CENTRE OF THE YEAR?

Snows Timber created the Timber Centre of the Year category for the Builders Merchants Awards for Excellence two years ago. Entries are open for the 2016 awards: will you be the next winner? Mark Bowers, Snows' Product Director, encourages all builders' merchants to make the most of the timber category and reap the benefits: "In the fast-paced, wired world we live in, customer loyalty can't be taken for granted. Entrants so far for our Snows-sponsored award prove that being pro-active, in marketing, range development, customer relationships and stock management, has a solid commercial benefit," he comments.

"Using your suppliers' knowledge to the full - their marketing expertise, timber knowledge, reliable stock deliveries, and their ability to train your staff in-branch - can help you in gaining greater business, and in gaining greater value from each sale. Merchants shouldn't hesitate in tapping into this freely-available resource. Setting your business apart from the crowd through a well-stocked, well marketed timber offering will also put you in the running for the Timber Centre of the Year award in November," Mark Bowers continues. "If you're not sure how to write up your entry, contact Snows Timber for help. It's all part of our service."



E: enquiries@snowstimmer.com W: www.snowstimmer.com

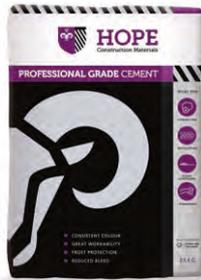
## GREY MATTERS! PROFESSIONAL GRADE CEMENT FROM HOPE

Hope Construction Materials, the UK's leading independent supplier of cement, concrete and aggregates, will be launching its own bagged cement range for the first time this summer.

Hope's Professional Grade Cement will be available to customers across the southern half of England; the newest entrant into a UK bagged cement market worth £180m annually.

Hope operates out of the UK's largest cement plant, which means all of its bagged Professional Grade Cement comes from a single source of limestone. As a result, customers will benefit from a consistently lighter mortar, which suits a variety of applications. Hope's Professional Grade Cement also has outstanding workability, frost protection and reduced bleed, giving customers exceptional results across the board.

The bags, which are plastic and weatherproof, also feature a unique transparent design ensuring the consistent colour of the cement is clearly visible.



For further information visit: [www.hopacement.com](http://www.hopacement.com)  
or follow @Hope\_InABag

## LAGAN PRODUCTS EXPANDS GB SALES TEAM

Lagan Products has appointed Darren Johnson as Area Sales Manager for the East Midlands, Yorkshire and the North West of England.

Darren, who joins a team of four other Area Sales Managers across the UK has over 28 years' experience in the construction industry and has built strong relationships in the marketplace.

Darren commented "I'm excited to join the Lagan team, my background is in brick and a key focus of my role within Lagan will be to develop and promote the fantastic new range of clay bricks from our Kingscourt Plant".

Mark Morris, Commercial Director at Lagan Products in the UK, commented "It's great



to have Darren join the team. He knows bricks inside out and will be a key driver in developing our brick sales and also supporting our customers.

Lagan Products manufactures and supplies market leading Clay Facing Bricks, Concrete Facing Bricks, Concrete Roof Tiles, Bagged Cement products and Insulation products (in conjunction with our trading partner Kingspan) to independent business customers throughout the UK.

For more information on Lagan, or to contact your local Area Sales Manager, please visit [www.lagancementproducts.com](http://www.lagancementproducts.com) or call 028 9264 7100.

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**CONTACT US NOW TO FIND OUT MORE:**

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## FLAT IS BACK

Earlier this year we launched our best flat roofing solutions to date and since then they have gone from strength to strength. Our "Flat is Back" campaign promotes our versatile, quality range which comprises of three products; Celotex Crown-Bond, Crown-Up and Crown-Fix. All which are in stock and in branches now!

Here at Celotex we want to help; training is offered to all branches by our dedicated Area Sales Managers and our knowledgeable Technical Team are always at the end of a phone to answer any questions or queries. You may even need some support from the Marketing or Customer Services Team, whatever it is, get in touch and let us know how we can help you.



When you are a stockist of Celotex, you work **with** Celotex. Plus, like all Celotex products, they come with online tools, support and aftercare.

For more information on the new Flat Roofing products...  
by Celotex visit [Celotex.co.uk/flatisback](http://Celotex.co.uk/flatisback)  
#flatisback 01473 822093

## THERE'S ONLY ONE CHOICE WHEN IT COMES TO WET



Builders' merchants have traditionally opted for plasterboard or cement-based boards as the specialist moisture-resistant boards to hang bathroom and kitchen tiles from.

Plasterboards have the advantage of being low-cost, easy to work with and readily available but unless they are sealed correctly there is a real risk of failure as even moisture-resistant plasterboards are susceptible to mould growth.

Cement-based boards on the other hand are almost totally impervious to moisture but are much more expensive, not appropriate for the traditional dot and dab technique, require specialist tools to work with, and the silica dust is potentially harmful.

Despite being made of the same materials as plasterboard – gypsum and paper – fermacell gypsum fibreboard is much more dense, and crucially, the paper is bonded in a homogenous mix rather than being an external layer. So its performance when exposed to moisture is very different. It's also a fraction of the price of cement-based boards.

The trend to hang sanitary ware and vertical radiators from walls is also catered for by fermacell as with up to 50kg per cavity fixing of load hanging strength, radiators and cupboards can be fixed directly onto it without the need for additional support or patressing.

For more information go to  
[www.fermacell.co.uk](http://www.fermacell.co.uk) or call 0121 311 3480

## UNLOCK A HUGE NEW PROFIT STREAM WITH PVC-U WINDOWS, DOORS AND CONSERVATORIES!

The PVC-U window, door and conservatory market is currently valued at around £5bn per annum. Merchants' customers undoubtedly buy these products, but the vast majority do not buy them from their chosen merchant.

Crystal's huge product range, amazing lead times (days not weeks) and full marketing support, means that merchants now have everything they need to profit from the sale of these products.

Once seen as a complicated trading sector for merchants, Crystal have made the entire process incredibly straight forward – including Crystal's online bespoke pricing configurator, allowing merchants to quote from their sales counters instantly 24/7! The price configurator has been designed to eradicate potential errors and is compatible with not only PC's but all tablets and Smartphones, IOS and Android.

Crystal's full service includes, supply only, survey & supply and survey, supply & install.

For larger projects, Crystal also offer a full 'plan take off' service.

Delivery can be made to depot or site and is always free of charge and Crystal never apply a minimum order value.

As new members of the BMF, Crystal products and services are now available to all builders' merchants.

Steve Halford, Crystal Group Managing Director says;

"We are delighted to have become a BMF Supplier Member and are very much looking forward to working closely with BMF members over the coming years.

For merchants the Crystal offer means no stock holding and no new skills required, just the opportunity for merchants to offer a fantastic new product and service that will generate a valuable profit stream."



No.1 for choice • No.1 for colour

For more information visit: [www.crystal-direct.co.uk](http://www.crystal-direct.co.uk) • Email: [sales@crystal-direct.co.uk](mailto:sales@crystal-direct.co.uk) • call 01462 489900



# JACK NEEDED A QUALITY KITCHEN, AND FAST!

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



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



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



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



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

To see our stunning range of kitchens visit  
[regencykitchens.co.uk](http://regencykitchens.co.uk)

**OR CALL NOW ON 01457 767026**

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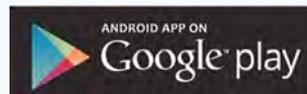
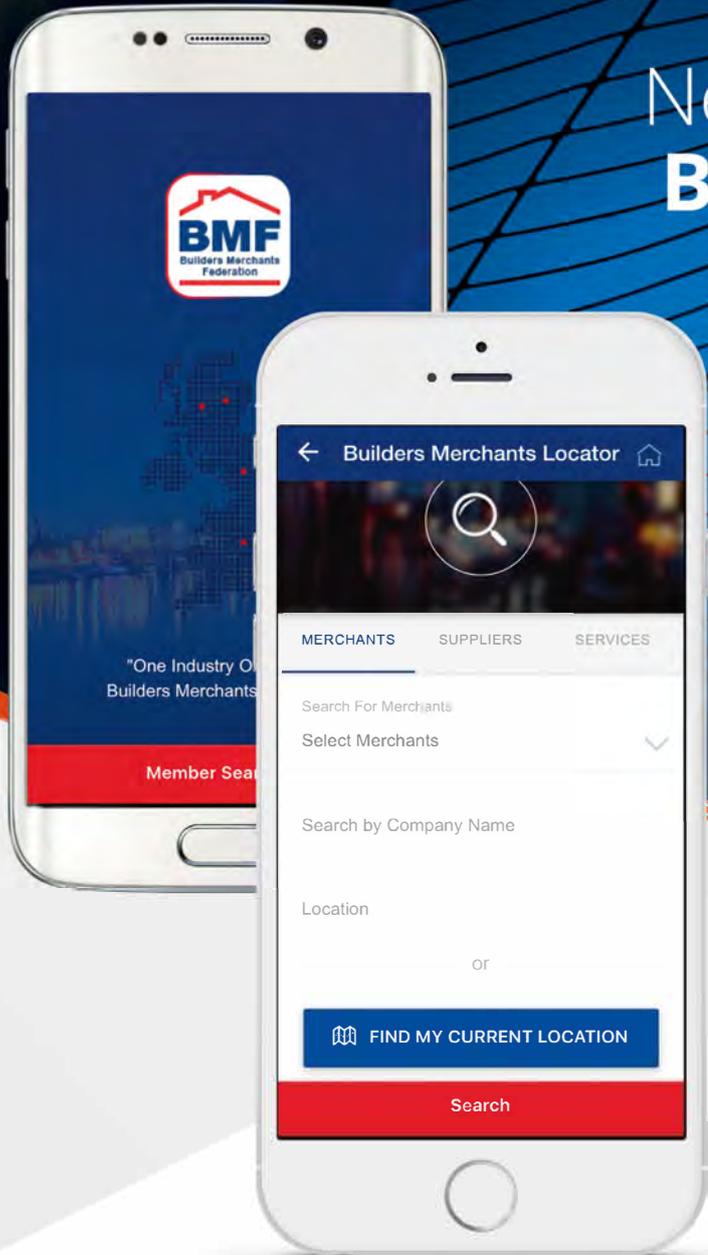


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# New for 2016 the BMF Builders Merchants Branch Finder App

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



- Download the BMF Builders Merchants Locator App today free from your App store. Available for both iOS and Android phones.
- Find Merchants, Suppliers and Services Providers near you for all your building needs
- One touch call and email contact
- Easy company search via GPS Tracking, Geolocation and Sat Nav

## Listing



## Details



## Call



## Geolocation



Download the free Builders Merchants Branch Finder App:



Scan to download the Android version



Scan to download the iPhone version



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

# BMF launches branch finder app

The new Branch Locator App from the BMF helps tradespeople to find a convenient outlet anywhere in the country. BMF merchants operate almost 4,500 branches across the UK and they can all be found instantly on the new app.

Available free of charge for both Apple iOS and Android users, this handy app enables tradespeople to search by the merchant's name, products sold or current location. It uses GPS tracking and geolocation functionality to display a list of the nearest outlets. Many BMF merchants offer enhanced functionality within the app,



which enables one-touch call and email options to contact the merchant directly or link users to their website. The BMF app also has Sat Nav functionality, using Google Maps to show users the quickest road route to their selected merchant.

BMF MD, John Newcomb said: "This is the only free app providing information and direct access to thousands of builders merchants throughout the country. Many tradesmen rely on their smartphone to contact merchants and order materials. This will be a real help when they are working

on site, particularly when they are away from their usual merchants. As there is no cost involved, I would urge everyone to download the app today, so it is ready on your smartphone when you need it."

The BMF Branch Locator App can be downloaded free at <http://apps.excelpublishing.co.uk/bmf/> or via Apple and Android app stores. BMF merchant members have also been sent a poster to display in their branches which has QR codes for customers to scan to download the app. For more information contact Oz Bham at [oz.bham@bmf.org.uk](mailto:oz.bham@bmf.org.uk).

## Your BMF Plus Services

For details contact Richard Ellithorne at [richard.ellithorne@bmf.org.uk](mailto:richard.ellithorne@bmf.org.uk).



## The power of branding

Members are increasingly using 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.

The BMF can supply guidelines for members to use electronic logos, customer literature, vehicle and window stickers. Contact Christine Wall at [christine.wall@bmf.org.uk](mailto:christine.wall@bmf.org.uk) for details.





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## ARE YOU TOUGH ENOUGH ?

The Race Team Manager - Merchant Competition

The Race Team Manager competition challenges your team to share, support and learn together as you answer a series of race team questions, based on the F1 season. If you prove yourselves to be a high performance team you will take your place in the live grand final to be held at the 2016 BMF Members Day. There are prizes all along the way but the overall winners will walk away with the title 'Race Team Manager Champions 2016' and a set of F1 tickets.

[www.raceteammanager.com](http://www.raceteammanager.com)

## WIN FANTASTIC PRIZES



Winners will walk away with the title 'Race Team Manager Champions 2016' and a set of F1 tickets for the team.

Along the way you will also have the chance to win from a sensational variety of F1 branded race merchandise in the Drivers Challenge.

## ENTER TODAY

### Website

You can easily register your team from a desktop computer or mobile phone. Go to website: [www.raceteammanager.com](http://www.raceteammanager.com) and then click **Register**.

### Text Messaging

Simply text **RACE** to **63333** and we will send you the link to register for the quiz. We can also keep you posted on latest questions and scoring.

A text message will be charged as the standard rate for your service provider.

# Reach, motivate and empower your employees, wherever they are!

**T**he BMF Employee Engage App is the ultimate engagement and communication tool, revolutionising the way that you motivate, engage and reward your employees.

Improve communication, increase employee engagement, attract and retain talent and enhance employee motivation. The BMF Employee Engage App provides the ultimate engagement and communication tool to empower your workforce.

This app combines all of

your internal communications, rewards, training and benefits into one power-packed mobile tool, ensuring all of your company information is at your employees' fingertips at all times. Features include training videos, employee surveys, push notifications, employee benefits, awards and recognition, and moodboards.

To find out more about the BMF Employee Engage App call BMF on **02476 854980** or email **james.spillane@bmf.org.uk**.



## BMF launches Leadership Programme

**T**he BMF has partnered with leadership and strategy development specialists QuoLux to offer LEAD, a practical 10 month programme to help owners and senior personnel in small and medium-sized builders merchants to enhance their leadership skills and grow their business.

The LEAD programme has been specifically designed for busy owner managers and directors to equip them with practical skills and relevant information that they can quickly use to make

a difference within their business.

LEAD gives delegates the time and space to step back and take a strategic view of their business. Having identified the challenges facing their company, the LEAD programme will help business leaders make necessary changes and deliver practical solutions for growth. No formal qualifications are required to take the course and it can form the first stage of a Master's Degree. For more information please contact **james.spillane@bmf.org.uk**.

## Updated BMF business guide on selling aggregates

The BMF has updated its Business Guide on Selling Aggregates based on:

- The previous guide is now five years old, having been printed in 2011 and
- Some bag packers and merchant companies are

filling bags to c.850kg and selling them as at a minimum of 800kg, rather than filling to the Standard's 900kg with a +/- variance of 5% and selling at a stated minimum weight of 850kg.



The BMF has also taken advice from Coventry City Council Trading Standards Business Compliance in updating the guide and the new guide incorporates their advice. To obtain a copy please email **richard.ellithorne@bmf.org.uk**.

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

## GUTTERCREST GOES LARGER WITH STANDARD HOPPER RANGE

Guttercrest are happy to announce the launch of two NEW Hopper Heads, to their standard range – The RWH202 and RWH208 are both supersized versions of existing designs, and cast from Marine Grade Aluminium.



The RWH 202 is the bigger brother of the existing RWH 201 Cast Hopper, still featuring the classic Fluted design, it has a much larger rainwater capacity, and is compatible with all of the Guttercrest downpipe range up to 200mm diameter for Round and 150 x 150mm on the Square and Rectangular range. Dimensions: 430mm width, 300mm height, 325mm depth

The RWH 208 is another large rainwater hopper design which can accommodate a vast range of downpipe sizes and is also designed to fit across a range of property styles, from modern structures to Period buildings. Dimensions: 600mm width, 275mm height, 275mm depth

Both NEW Hopper Heads are available to order now. If you would like to know more about Rainwater Hoppers or Guttercrest's extensive range of Aluminium Gutters, Downpipes, Fascia's, Soffits & Copings then please get in touch with Guttercrest or visit the website.

<https://www.guttercrest.co.uk/>

## MANAGING CHANGE AT HARGREAVES FOUNDRY DRAINAGE

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

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

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

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

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

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

T: 01422 330607 • E: [info@hargreavesfoundry.co.uk](mailto:info@hargreavesfoundry.co.uk)  
W: [www.hargreavesfoundry.co.uk](http://www.hargreavesfoundry.co.uk)

## DAF CONSTRUCTION RANGE - TOOLS OF THE TRADE

For builders' merchants, a robust, reliable truck chassis is a prerequisite. Add to the mix an excellent payload and willing performance, both on- and off-road, and you have a truck that's going to add to your profitability.



DAF Trucks manufacturers a full range of trucks from 7.5 to 44 tonnes and with a wide range of cab options and axle configurations to provide builders' merchants with a no-compromise specification.

DAF's LF range remains a firm favourite at 7.5- to 18-tonnes, including dedicated tipper models and a 'Construction' 18-tonner featuring a raised front bumper to offer high ground clearance. Moving up the weight range, DAF's CF 26-tonne chassis is available with various 6x4 and 6x2 axle configurations to suit exacting requirements.

DAF's 'Construction' CF models head-up DAF's tipper-spec offering, including 6x4 and 8x4 chassis, all with rugged reliability built-in. For predominantly off-road 'muck-away' work, DAF's 'FAD' eight-wheeler is equipped with straight beam front axles for high ground clearance. There is also a 'Haulage' model with drop beam front axles, front underrun protection and a lower mounted cab making it well suited to operations in urban environments.

There's a DAF truck for any construction job – drop side with crane, tipper-grab and skip loader – providing bodybuilders with the ideal platform to install a wide range of ancillary equipment.

[www.daf.co.uk](http://www.daf.co.uk)

## ATG GLOVE SOLUTIONS

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

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

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



E: [chrisb@atg-glovesolutions.com](mailto:chrisb@atg-glovesolutions.com)  
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## BACK TO BACK SUPPLIER AWARDS FOR EMBRASS PEERLESS

Embrass Peerless has been named Plumbing Supplier of the Year for the second time in succession by the Plumbing & Heating Group (PHG); voted for by its members across the country, and recognising the company's outstanding performance in many different aspects of service and supply.

The 2015 award was presented to Ian Barratt, Managing Director of Embrass Peerless, by the Chairman of PHG, David Pochin; during the buying group's annual awards staged at the Carden Park Hotel and Golf Resort in Cheshire.

The judges of the PHG Plumbing Supplier of the Year 2015 commented that Embrass Peerless had "beaten off stiff competition from other industry rivals" to take first place. Reflecting on the repeat success, Ian Barratt said: "I believe this award underlines the professionalism and commitment of our dedicated staff; and would like to thank all of them for their efforts over the years; if it wasn't for them, none of this would be possible."

Amongst the criteria considered by the judges were not just the quality of products and services, but effort made in improving profit opportunities and market share, innovation, commitment to PHG's competitive advantage, reaction to changing markets, and administration.

The PHG award is the third industry accolade won by Embrass Peerless this year with the company also having also been named Supplier of the Year by the Fortis merchant network.

For further information please visit [www.embrasspeerless.co.uk](http://www.embrasspeerless.co.uk) or call John Ward Turner Publicity on 01689 854868. Email: [pr@wardturner.co.uk](mailto:pr@wardturner.co.uk)

## BLM BRITISH LEAD LAUNCHES NEW WEBSITE IN LINE WITH ITS REFRESHED BRANDING

BLM British Lead are inviting visitors to explore their new website. The new website has been designed with a fresh new look and user-friendly navigation, allowing visitors to access extensive product and technical support information with an option to share content across all major social network platforms.

The site offers detailed information on Rolled Lead Sheet and a full range of Lead ancillary products, all incorporated to help visitors discover BLM's complete range of lead roofing solutions.

BLM British Lead Managing Director, Joss Campbell, said: "We have tried to make the new site a "go-to" resource for information on all aspects of Leadwork.

We hope our customers and end users will be able to benefit from the up-to-date information and news that will always be available on the site and thereby make it a regular destination for them.'

To keep the website fresh and interesting for its visitors, the company plans to add further sections and content including a new product brochure, which will be available to access via the new website in the not too distant future.

BLM are also gearing up to launch a number of exciting new initiatives aimed at its merchant and contractor customer base throughout 2016, further details will be released in due course.

E: [sales@britishlead.co.uk](mailto:sales@britishlead.co.uk) W: [www.britishlead.co.uk](http://www.britishlead.co.uk)

## ACO LAUNCHES STABILISATION TILE SYSTEM FOR GRAVEL APPLICATIONS

ACO Water Management has announced the launch of its new lightweight reinforced gravel tile, GravelGrid.

Designed for driveway applications, as well as paths and gardens, the robust system is suitable for loads of up to 40 tonnes per square metre, so is ideal for properties with vehicles of varying sizes.

GravelGrid's incorporated Dupont® Typar™ geo-textile fabric allows for easy installation and reduces the likelihood of weed growth. What's more, the structure of the tile eliminates the risk of potholes and the porous SUDs solution also allows for an unimpeded flow of surface water, decreasing the rate of run-off and leading to significant cost savings where conventional drainage solutions are not necessary.

Available in two sizes, GravelGrid DIY and GravelGrid PRO, the system is suitable for both professional driveway specialists and DIY enthusiasts. Ideal for smaller projects, GravelGrid DIY is available in 764mm x 390mm



tiles, whilst GravelGrid PRO (1520mm x 1180mm) facilitates a faster installation due to a larger tile surface area. Both tiles are 32mm in depth and can be easily cut to accommodate irregular edging.

Phil Windus, Market Manager – Merchants at ACO Water Management, comments: "GravelGrid is the newest addition to the Urban + Landscape range and demonstrates our continued commitment to providing outstanding ground reinforcement products combined with sustainable urban drainage solutions. While at the same time effectively complementing the market leading GroundGuard range which is certified for loads up to 250 tonnes per square metre.

"The issue of paving over driveways and front gardens is an ongoing concern when it comes to potential flood risk. Whilst many builders and homeowners have resorted to gravel to negate this risk, doing so can still result in problems, such as potholes. However, we're confident GravelGrid will prove to be a highly efficient solution, offering both stable and sustainable results. GravelGrid's incorporated easy-fit design and professional features are ideal for builders, driveway specialists and even the everyday DIY'er."

[www.aco.co.uk](http://www.aco.co.uk)



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### Ferrous Elite

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### Why Hargreaves?

Hargreaves have been manufacturing cast iron since 1881. We offer all the above cast iron ranges as standard and also specialise in a bespoke service that can deliver castings for any job. This includes unique hopper heads, radius gutters and other architectural castings.

Cast Iron is strong, durable and needs little maintenance. It's also a sustainable material and 100% recyclable – all our bespoke castings are made from recycled scrap iron. From our well stocked, modern warehouses we deliver throughout the UK, Ireland and worldwide.

### We also offer



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Installation advice

## Press releases

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

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

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

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

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

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

For further information: Tel: +44 (0)1623 622 441  
E-Mail: [info@mansfield-sand.co.uk](mailto:info@mansfield-sand.co.uk)  
or visit our website: [www.mansfield-sand.co.uk](http://www.mansfield-sand.co.uk)

## PLUS MARQUE FOR ULTRASTEEL

The Kingspan Albion Ultrasteel Plus is the latest addition to one of the UK's most popular and trusted names in stainless steel unvented hot water cylinders.

The Ultrasteel name is known to installers and homeowners alike for its outstanding quality, straightforward functionality and reliability. The new Ultrasteel Plus series, available in sizes from 120 to 300 litres, has the thermal expansion space built-in which results in simpler installation, maintenance and makes more efficient use of a customer's airing cupboard or loft space. With no need for an external expansion vessel, an average of 2m of copper tube can be saved per job, and up to 20 minutes on the time it takes for a typical retrofit installation. The side-mounted hot water outlet

gives greater flexibility to the homeowner, as the cylinder can be installed under shelving or other equipment.

Neil Overton, Commercial Director at Kingspan Environmental, says: "Together, Ultrasteel and Ultrasteel Plus provide a complete mid to premium range offer at attractive price points. Already, Kingspan Albion Ultrasteel comes highly recommended by UK installers who are confident in Kingspan quality and product support. The introduction of Kingspan Albion Ultrasteel Plus clearly improves the range architecture in terms of features and benefits and gives our customers the opportunity to trade up homeowners to a better hot water system with a market leading product".

For more information go to [www.kingspanenviro.com](http://www.kingspanenviro.com) or call 0345 260 0258

## FLEXITORCH 20 AND POLYTORCH 20 NEW TO ICOPAL'S XTRA-GARD RANGE

Two new products have been added to the Icopal's Xtra Gard range. Flexitorch 20 is an SBS modified bitumen membrane capsheet with a mineral finish that can be used on all roof types. Polytorch 20 is its APP modified bitumen stablemate. Both offer a 20 year product guarantee.

Like the other bitumen products in the Xtra Gard range, Flexitorch 20 and Polytorch 20 offer excellent low temperature flexibility and are suitable for flat, pitched or curved roofs.

The upper surface is finished with a choice of Green, Brown, Charcoal or Blue-grey slate granules and the underside has a thermofusible film which is rapidly removed during application with the roofer's gas torch.

Both products are available from May 2016.

Richard Thorne, Samantha Hanks and Sam Bradshaw of Icopal's Builders Merchants team will be attending the 2016 NMBS Conference in Lanzarote.

The Xtra Gard range is exclusive to Builders Merchants. Its products suit all applications from simple DIY projects to high performance professional roofing installations.



For more information visit [www.icopal.co.uk](http://www.icopal.co.uk)

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



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

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

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

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

For more information and to view the stunning ranges visit [regencykitchens.co.uk](http://regencykitchens.co.uk) or call 01457 767026.

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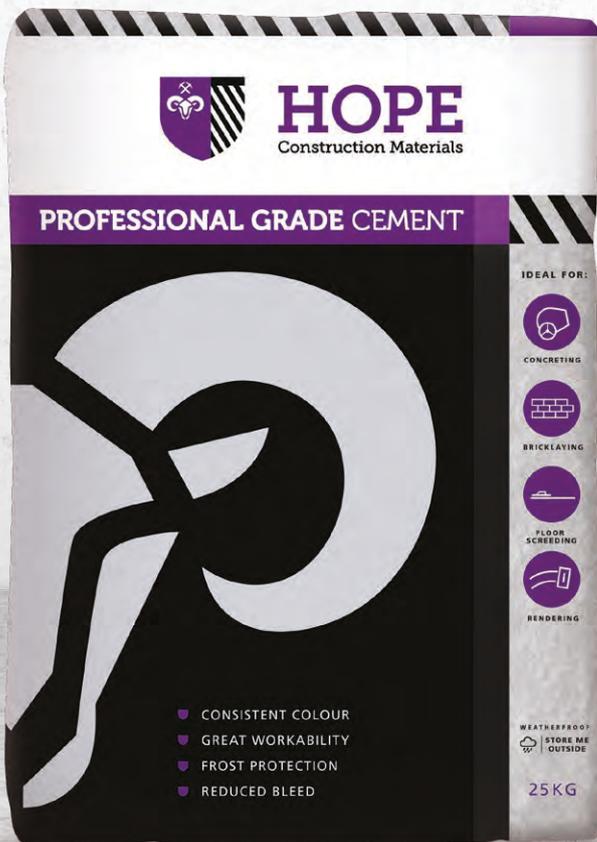
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The chances are your customers already use Hope cement – we've been supplying it to merchants for years. But this summer, for the first time, we're launching our own bagged cement range.

Hope's **Professional Grade Cement** gives you:

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- **All weather packaging** – durable bag means less waste

It's the sum of all the little things that makes **Hope** better. And it won't be long til summer comes...



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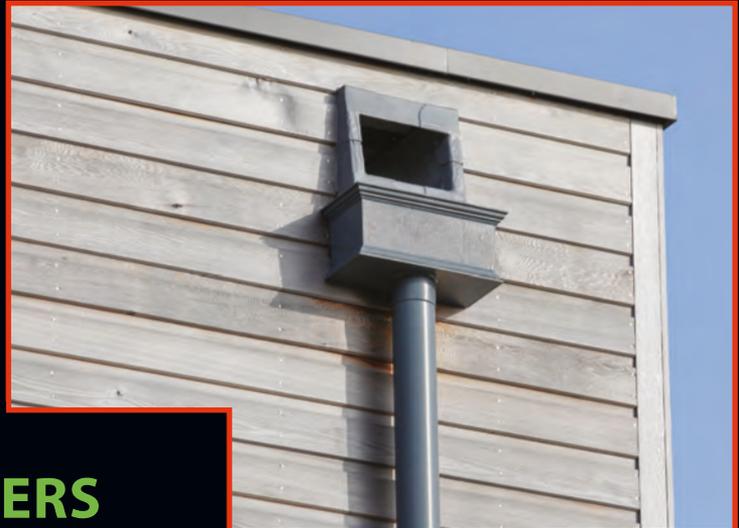
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