

One Voice

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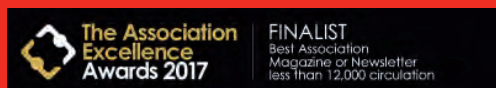
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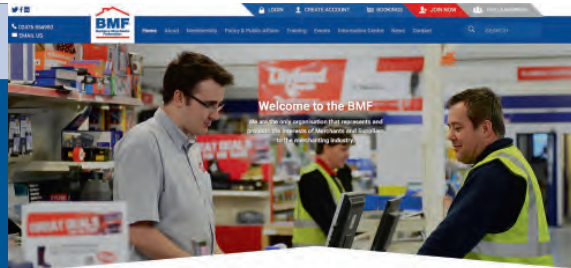
“One industry One voice”

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

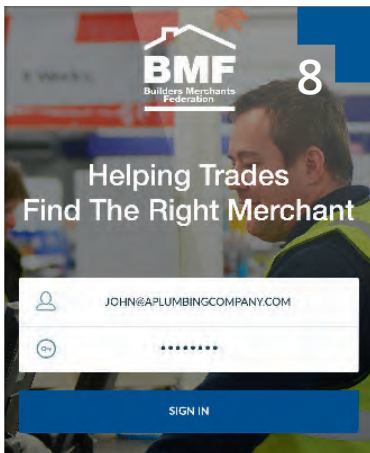


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The NEW BMF website

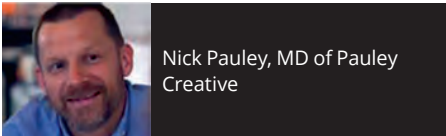
www.bmf.org.uk

In April the BMF launched a new website at www.bmf.org.uk to serve its members across the industry.

BMF Managing Director John Newcomb says: "Following the survey conducted with our members last year, we have listened and I believe this new website will enable members to gain even more value from their BMF membership. We very much look forward to stronger communication with all our members in the future.

Building the new website, the BMF worked closely with BMF Service member Pauley Creative, who work with many companies across the construction industry.

"New website looks great – crisp and clear and easy to find your way around. Just what we needed!"

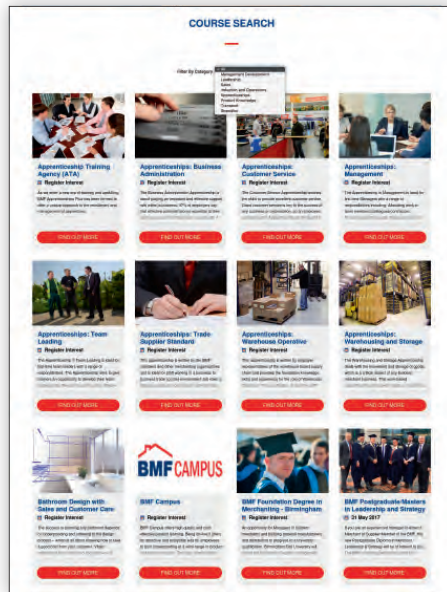
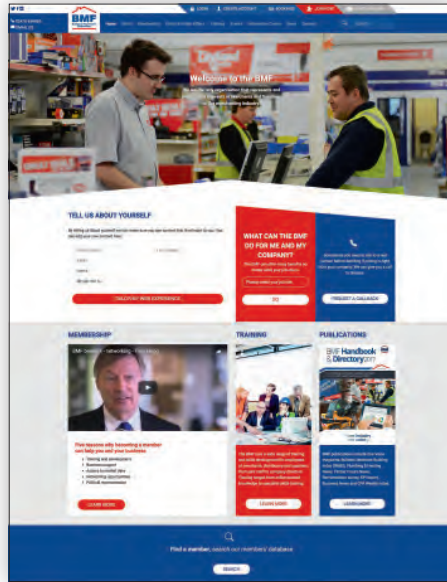


Nick Pauley, MD of Pauley Creative

Nick Pauley, MD of Pauley Creative talks more about this project and the new website, which is designed to enhance the benefits of BMF membership:

"Pauley Creative believe marketing tactics should only be employed if they support a well thought out marketing plan, and only when there is a highly functioning website at its core to measure the effectiveness of said tactics. The purpose of marketing tactics (or channels) should be to attract, engage and guide a visitor or ideal user through the stages in the buying cycle via a measurable user journey. Fail to get those fundamental building blocks right and you'll waste time, money and resource on what we know as "random acts of marketing".

With this in mind, Pauley were approached by the BMF to help create a website brief which aimed to improve the user experience. Using a tried and tested 'Digital Profit Hunter' research process as a starting point, it took the BMF right back to the start.



Find the right course for you and book online

"The website is looking fantastic and a credit to all the hard work put in!"

What did BMF wish to achieve?

The BMF really can add value to their members' businesses. It was felt that some members didn't fully understand how. The job of the new website is to make members fully aware of the value

that BMF can offer as part of their membership.

So, by creating a website that was tailored towards BMF visitor personas ie. ideal user profiles. A one-size-fits all approach rarely works online (or offline), so existing and potential customers would need to be presented with the most relevant content at each stage of their journey – wherever that may be. For members to extract what they require as quickly and efficiently as possible we'd need the sign-posting to be clear and simple.

Another element of the organisation's marketing function is to encourage further member sign-ups. In order to understand how we could improve this part of the journey we needed to understand first how both new and existing members currently perceived the existing service.

"Congratulations on the new website – looks great!"

Customer research and analysis

Customer research is crucial when trying to understand exactly where the gaps are. We needed to understand the specific challenges and requirements of each customer persona to improve online usability and the experience as a whole. Carrying out detailed surveys at this stage before implementing any design changes typically guarantees long-term success for future website performance.

With any business, creating clear customer personas is crucial to developing your content marketing strategy going forward. By analysing the customer research survey results, we would be able to identify the everyday challenges and unique pain points for every persona type – from supplier, through to merchants or service providers.

In this case the findings demonstrated that the majority of BMF members were not currently seeing the full value of the content or services by visiting the website. For example, most were not even aware of the members' area which contains a wealth of really useful information.

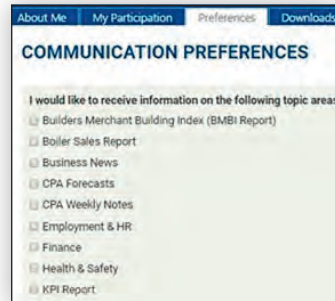
Using the details of this research, complied with a thorough technical audit of the current website to understand current performance and user experience, Pauley Creative were able to suggest the most appropriate direction for the new BMF website.

The new BMF website design

It is clear to see that alongside a less cluttered design, the overall user experience of the BMF website has been enhanced; sign-posting methods using clear headers and 'call-to-actions' across the BMF website ensure that every visitor can easily navigate to their required information with minimum effort. These eye-catching buttons include finding out what BMF can do for you specifically, requesting a call back for a face-to-face interaction, as well as highlighting information on training, upcoming events and latest news.

The use of a video on the homepage also helps to engage any potential new members by detailing the benefits of becoming a BMF member, which further demonstrates how BMF are supporting current memberships by communicating the value simply and effectively.

As personalisation and user relevancy was a key aspect of the website communications plan, the homepage offers the option to display the most appropriate content to your job role and sector. This enables certain website visitors to tailor their BMF experience depending on their exact requirements and interests.



Select which communications you would like to receive

Furthermore, the training page, which needed much higher visibility, now filters courses by category type and details a full description of what each course includes.

So what can you expect from the BMF website?

- Access to informative content most relevant to your job role and sector
- Detailed BMF information, such as BMBI data, BMF Business News, CPA reports and forecasts, BMF Weekly Economic Bulletins
- The option to become a member and receive the listed benefits
- Book events and forums online
- Access and book a range of useful training courses
- An information centre with useful and relevant blog

content, case studies and more

- Keep up to date on the latest news in the sector
- Better communication with members and unlimited individual accounts across member companies

The BMF website brief and functionality specification was created so that it could be built with a future measurable marketing strategy in mind. The main challenge was that it had to be built within the boundaries and confines of the new CRM software called IMIS. Our role has been two-fold;

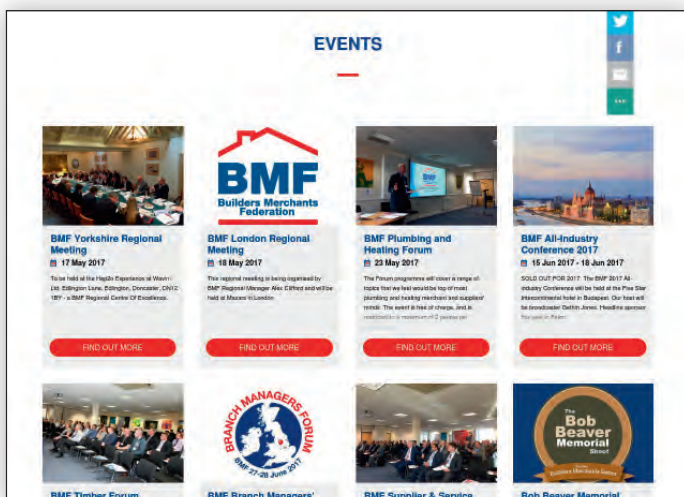
- to help the BMF manage the build process with their IMIS supplier and
- as digital marketers to stress test the boundaries of the IMIS system to optimise BMF member and

prospective member user journey and to capitalise on the opportunities of search and content marketing.

The real work starts now the site is live, so for us to continually improve the service we'd fully appreciate your initial user experiences."

Interested in what the new BMF website design has to offer you?

Check it out at www.bmf.org.uk and set up your personalised account. The BMF appreciate feedback of your experience, so that we can improve the site where possible to meet your needs – please send your feedback to Christine.wall@bmf.org.uk



Book Forums and events online



BUDAPEST

15-18 JUNE 2017



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Final BMF Conference speakers announced



Host: Gethin Jones

Final speakers and Special Interest Forum details have been announced for the BMF All-Industry Conference in Budapest on 15-18 June:

Golden Girl Gunnell

Sally Gunnell OBE is confirmed as the final speaker for the BMF All Industry Conference in Budapest in June, completing a fantastic line up of speakers from the worlds of business, politics and sport.



Sally remains the only woman ever to hold four major track titles concurrently – Olympic, World, Europe and Commonwealth. But her rise to the pinnacle of her sport was hard won.

John Newcomb, BMF MD said: "Sally's mental attitude and approach enabled her to hit some incredible highs as well as recovering from some devastating lows. There are many similarities between high performance in the worlds of sport and business and this promises to be another fascinating session."

RIBA Director to give architects' view

Adrian Dobson, the Royal Institute of British Architects' (RIBA) Executive Director for Members, will also speak at the Conference.



RIBA members are at the start of the design process that eventually drives product sales through builders' merchants. Yet this is the first time that a senior executive from the RIBA has presented at a BMF Conference.

Adrian's Conference presentation will include a light-hearted look at the perception of architects through the eyes of merchants and vice versa.

John Newcomb said: "It is an opportune moment for the BMF Conference to hear from a RIBA spokesperson for the first time. Every element of the construction process – design, building and the supply of products – is facing up to change and the challenges and opportunities that brings."

Kenton Cool offers new slant on Peak Performance

Kenton Cool, one of the world's leading high altitude climbers, will draw on his experience of leading summit expeditions to offer insights into leadership in extreme moments at the BMF Conference.



Kenton has climbed all over the world, establishing new routes and first ascents of peaks in Alaska, France and India. He is also one of the world's most sought after guides and has successfully climbed Everest twelve times, including an ascent leading the explorer, Sir Ranulph Fiennes.

His years in the mountains have taught him how to face and overcome his own challenges as well as how to bring out the best and inspire belief in those around him.

John Newcomb, BMF MD said: "Leading teams into uncertain danger in the mountains – and bringing them back alive – provides valuable guidance on the criteria for a peak performing team. Kenton's presentation demonstrates both his passion for his sport and highly practical lessons for any high performance business."

Special Interest Forums

Interactive industry workshops at the Conference will give delegates an opportunity to experience one of the BMF's most popular recent innovations and chance to hear from expert speakers on the issues that most affect them and the wider industry. The workshops are based on three of the ten specialist BMF Industry Forums serving different interest groups

within the merchant sector and encourage broader member engagement.,

Marketing Forum

Chair: Mark Mallinder, E H Smith Marketing Director,
Speakers: Floyd Woodrow and Michael Jackson
Q&A session host: moderated by Conference host – broadcaster and TV personality, Gethin Jones
Sponsor: MRA Marketing.

Plumbing & Heating Forum

Host: Broadcaster and journalist, Steph McGovern,
Chair: P&H Forum Chairman, Keith Jones
Speakers: Patrick Headon, Wolseley UK MD and Jonathan Collier Monument Tools MD



P & H Forum guest speaker: Patrick Headon (Wolseley UK MD)

Sponsor: Monument Tools

Young Merchants Forum

Host: Kevin Parr who heads PGS-Team
Chair: Victoria Fiddies, regional sales manager at Catnic
Guest speaker: Hannah Earnshaw: one of five Britons, and 100 people worldwide, shortlisted for Mars One, a one-way mission that aims to create a human colony on Mars
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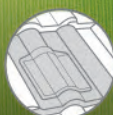
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Crystal donates star prize to drive fundraising at BMF Gala Dinner

The BMF is arranging a very special Gala Dinner to conclude the BMF Conference in Budapest.

In conjunction with the evening's main sponsor, the Crystal Clear Group, the BMF is aiming to raise a record sum for Variety, the Children's Charity, the official charity of the Crystal Clear Group, and the Teenage Cancer Trust, the BMF's charity of the year.

The Conference Gala Dinner will be a feast of fun and fundraising with prizes to suit all interests. One lucky winner will even drive away in a brand new limited edition Fiat Abarth 595 Turismo, valued at £20,000! This "star prize", donated by Crystal, will be the subject of an auction hosted by one of Britain's best impressionists, Jon Culshaw.



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Jon, whose TV credits include Spitting Image, Dead Ringers, Newzoids and the BBC's The Impressions Show, has a catalogue of over 350 voices and impersonations, so we are not yet certain, which of his many characters will be in charge of the proceedings.

Martin Randall, Crystal

Clear Group chairman and Variety patron said: "We are delighted that Jon Culshaw, who has strong links with Variety, has agreed to help Crystal at the BMF Gala Dinner to raise valuable funds for both charities.

Variety is a special charity with incredibly inspiring people who work to support disadvantage children throughout the UK and I was honoured to be invited to become a patron. I believe business today has a responsibility to be part of the community in which it is based and to work with charities to make a difference to the lives of the people who live there."

BMF MD, John Newcomb added: "BMF members always contribute generously to our charity fundraising and in past



Jon Culshaw

years we have been proud to hand over significant sums. The Teenage Cancer Trust, our charity partner for 2017, is looking to provide many more TCT nurses across the country. I would like to thank the Crystal Clear Group for their support in creating a memorable Conference Gala Dinner that I'm sure will raise a record amount for TCT and Variety, two very special charities."

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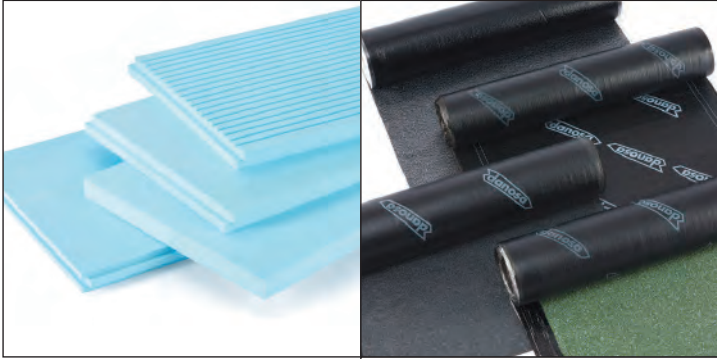
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Further details are available on the Conference website at www.bmfconference.co.uk

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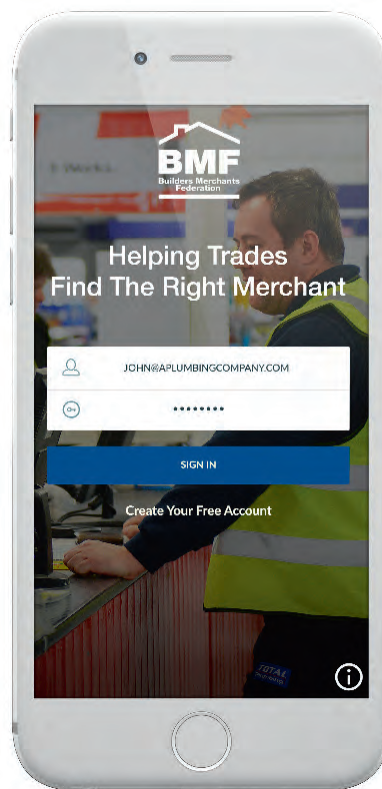
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The BMF launches free Stockist Search app



In response to demand, the BMF is proud to launch its new Stockist Search app – the easy way to find a local BMF stockist.

With over 78% of trades now using their smartphone daily to help them with business activities, giving a trade support through their smartphone is a must for the construction industry. The BMF have worked with Expert Trades to develop this easy to use app, which is free for all trades professionals to use and is available for Apple and Android platforms – just search BMF Stockist Search in iTunes or Google Play.

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

- Nearly 50% of supplier members are joining the app for launch
- The app is being rolled out to the Expert Trades community of 14,000 trades professionals

Continuous marketing efforts will ensure this is the number one app for trades professionals to find their local stockist.

The Stockist Search app features many suppliers and all merchant profiles of BMF members and enables users trades professional to search for their favourite brands and find out where they are stocked at their local BMF builders' merchant.

The app has full analytic tracking, creating powerful insights into trade buying habits by region and trade category. For more information please contact Adam Callow at Expert Trades at adam@experttrades.com.



BMF MD shortlisted for Director of the Year Award

John Newcomb, MD of the BMF, is one of the top business leaders in the West Midlands shortlisted in the prestigious Director of the Year Awards. The annual awards ceremony, held by the regional branch of the IoD, recognises the achievements of business leaders across the West Midlands. Regional winners



then go on to represent the West Midlands in the National Awards in October.

Calum Nisbet, IoD West Midlands Regional Director said: "The IoD Awards are public recognition of the key role that business leaders

play in driving forward our region's economy and in job creation. They champion those who provide inspiration for the next generation. Only those who have shown business excellence, ambition, commitment, innovation and strong leadership qualities will reach the shortlist."

Mr Newcomb is

shortlisted in the small company category, for businesses with an annual turnover under £10m. Winners will be announced at a Champagne Breakfast ceremony on 22 June, when judges will announce a winner for each category as well as the overall West Midlands' Director of the Year.

BMF and PDA announce strategic partnership

The BMF and the Painting and Decorating Association (PDA) have agreed a strategic partnership designed to raise the profile of the decorative sector.

The new strategic partnership coincides with the launch of the BMF Decorative Forum, meeting on 4 May at Akzo Nobel's Dulux Academy in Slough. Stuart Yates, National President of the PDA will be the main speaker at this meeting, which brings together merchants and suppliers with an interest in

decorating products.

BMF MD John Newcomb said: "Our agreement sets the foundations for the BMF and the PDA to work together to raise the profile of a sector with enormous potential. The PDA represents over 1,300 painting and decorating companies' members, while 221 of the BMF's 316 merchant members are selling decorative products and there are also 17 BMF supplier members supplying decorative products to merchants in BMF

membership."

PDA CEO, Neil Ogilvie said: "The core values of our two organisations are closely aligned. Like the BMF, the PDA represents both large national contractor organisations through to small businesses. The annual market value of decorating sector is £4bn. We have a clear purpose to ensure that all our members adhere to the highest standards. By joining with the BMF we are aiming to raise both the profile of this valuable sector and the professionalism of our



members working within it."

The partnership will also involve sharing knowledge and experience on training and apprenticeships.



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BMF and IoBM agree strategic partnership



The BMF and the Institute of Builders Merchants (IoBM) have agreed a strategic partnership that will see the two bodies working together more closely to develop the professionalism of the industry.

The aims of the two organisations are already well aligned. While the



Dennis Smith,
President of
the IoBM

BMF represents merchant and supplier companies, the IOBM represents the individuals whose skills and professionalism help make those companies succeed.

Under the partnership agreement the IoBM will promote learning and development across the builders merchants sector and ensure the availability of suitable training. Wherever possible, that training will be provided by the BMF and the IoBM will accredit the BMF's training courses. The IoBM will also create a CPD Training Programme for its members.

The IoBM will continue to fund training for deserving individuals in support of their personal development. Applications for this fund will be open to employees from all BMF member companies, both merchant and supplier. The aim would be for all IoBM additional net funds to be awarded in full every year with IoBM approved BMF courses being used wherever possible.

The BMF will support and promote the IoBM, offering Affiliate membership free of charge to all BMF member company employees and

running IoBM networking events at BMF Regional Centres of Excellence.

IoBM President, Dennis Smith added: "Our aim is to grow membership and support our members as they progress through their careers. Working closely with the BMF will bring the IoBM to the attention of a far wider community of merchants and building materials suppliers, all of whom are potential members."

The two bodies will operate as separate entities from the BMF's Coventry head office.

BMF urges political parties to support Britain's merchants

The BMF has written to each of the major political parties in the run up to the General Election asking them to commit to supporting Britain's builders merchant industry in their manifesto.

In particular, the BMF wants to see action in three crucial areas:

- action on air quality – where it believes the current Government's air quality proposals, released last Friday, missed a golden opportunity to modernise the larger vehicles in cities
- progress towards a

custom agreement based on low or zero tariffs after Britain leaves the European Union

- a commitment to ensure that the construction industry has skilled people in place to keep Britain building.

John Newcomb, BMF MD, said: "These three policies are supported by BMF members and it is vital that they are implemented by the next Government.

"Unlike private motorists, merchants have no choice but to use commercial diesel vehicles to deliver to

customers. We are asking the next Government to support SMEs with a diesel vehicle scrappage scheme to modernise and replace old lorries, trucks and vans with cleaner, greener models in order to improve air quality.

"Leaving the Customs Union without a comprehensive UK-EU free trade agreement will unsettle business confidence and planned investments, with severe consequences for merchants and building materials manufacturers.

We are asking all parties to commit to negotiating a mutually-beneficial

customs agreement based on zero or low tariffs to avoid uncertainty for affected businesses.

"BMF members create meaningful jobs in every constituency. More apprentices are central to this and more needs to be done to redress the parity of esteem between academic and vocational training. We are asking all parties to commit to improving technical education, and to work with schools and parents to promote our industry, and others like it, to young adults who are not considering university."

Fernox joins the BMF

Leading chemical water treatment and filter manufacturer, Fernox has joined the BMF, providing an additional platform to promote best practice and reach out to customers through the federation's unique forum of merchants and suppliers.

Joining the BMF will enable Fernox to participate in numerous political lobbying sessions and events, which form the BMF's 'One Industry, One Voice' ethos, as well as



working closely with allied industry groups and regulatory and planning bodies.

Gavin McLeod, Fernox Product Manager, said: "Fernox is delighted to join the BMF, which shares our vision of delivering leading customer care and support. Collaboration is at the heart of everything we do at Fernox and input from our customers is especially important when

it comes to developing our market leading ranges of filters and chemical water treatments.

"The unique value of the BMF is that it represents the entire building industry from the market contractor, merchant wholesaler to the supplier and manufacturer. A demonstration of our commitment to our merchant partners, by joining the BMF we hope to better understand the industry challenges at both a micro and macro level to aid

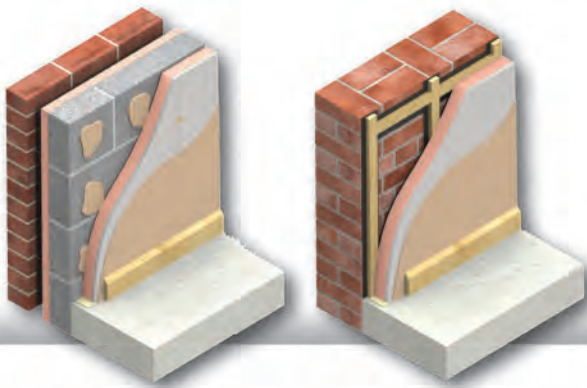
the progression of the heating and plumbing sector."

John Newcomb, BMF MD said: "I am very pleased to welcome Fernox to membership. The BMF is the trade association that brings together merchants and their suppliers and I'm delighted that Fernox are already planning to take a very active role with the BMF and I look forward to working with them in 2017."

For more information on Fernox, visit www.fernox.com.



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BMF Members' Day

Tues 19 & Weds 20
September 2017

You are invited to join us at the **BMF Members' Day 2017** which is taking place on 19 and 20 September 2017 at Jurys Inn Hinckley Island Hotel in Leicestershire.

The theme **"Building Beyond Brexit"** will focus on the national need for more house building, as well as challenging BMF members to consider if they are doing enough to continue to build their businesses in a changing political and trading landscape.

Programme

Tuesday 19 September - Social Programme

See over for details

Wednesday 20 September - Conference and Evening Awards Dinner

BMF Members' Day is our annual event, exclusive to our members, bringing both merchants and suppliers together, providing:

- Valuable networking opportunities
- Informative Business Sessions with dynamic guest speakers who have excelled in their business
- Workshops on issues affecting you and your business
- It is your chance to hear what your trade association is doing for you, have your say, ask questions and to meet and talk with the BMF staff and fellow Members
- 24 Exhibition stands

Speakers so far...



Jadon Silva FCIPS
*Group Procurement Director,
McCarthy & Stone*

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



**Professor Nigel
MacLennan**

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



Ian McCafferty
*Member of the Monetary Policy
Committee*

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

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For more information please contact Oz Bham at oz.bham@bmf.org.uk.



Three new members elected to BMF Board

Andrew Harrison of Travis Perkins plc, Shanker Patel of Lords Group and Ian Haldane of the Haldane Shiells Group have been elected to the Board of the Builders Merchants Federation with effect from 1 July 2017. They replace Stewart Pierce of Parker Building Supplies and Stephen Thompstone of Wyckham Blackwell, who retire by rotation having each served two three year terms of office, and Nikki Mortimer who resigned from the board on leaving GPH Builders Merchants.

Andrew Harrison, a member of Travis Perkins' Group Executive Committee, has been Group Commercial and Business Development Director since January 2017. He joined the Group in 1999 following its acquisition of Sharpe & Fisher and has served in senior roles throughout the group.

Shanker Patel has been CEO of the Lords Group since 2010. He joined the family-owned business in the 1990s and has been instrumental in growing the group's turnover to over £50m.

Ian Haldane is Group Managing Director of The Haldane Shiells Group, which trades



L-R: Andrew Harrison, Shanker Patel, Ian Haldane

as Haldane Fisher in Ireland and the Isle of Man and GE Robinson in England. He is the third generation of the family in the business, which now has over 475 employees and a turnover of £100m.

BMF Chairman, Peter Hindle said: "We are delighted to welcome three excellent representatives of the Federation's broad membership to the Board. The range of experience they collectively offer will be extremely valuable as we move forward."

BMF MD, John Newcomb added: "I am looking forward to working with the new Board members, but I would also like to add my personal thanks to those who are stepping down, particularly Stewart and Stephen. Both have been on the Board since 2012 and I have valued their advice and support throughout my first five years with the BMF."

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Starmer support for the BMF on customs

“We want to negotiate to ensure there are no new customs burdens when the United Kingdom leaves the European Union in two years’ time” was the message from Sir Keir Starmer MP to the BMF.

The Shadow Brexit Secretary was answering a question from Brett Amphlett, who represented the BMF at a major Labour Party event in Westminster. Sir Keir gave a keynote televised speech to set out his Party’s approach to leaving the EU if Labour wins the forthcoming General Election.

The BMF wants politicians of all parties to understand that leaving the Customs Union without a comprehensive UK-EU free trade agreement will unsettle business confidence and planned investments – with severe consequences for the merchants and manufacturers it represents.

Sir Keir was asked whether the HMRC and port authorities have sufficient



Sir Keir Starmer MP and Brett Amphlett (BMF)

resources to deal with millions more customs declarations that will be necessary when the UK leaves the EU Customs Union. The BMF argues that if inspections at ports are not properly resourced, consignments will be stuck on quaysides causing unnecessary backlogs and delays in fulfilling customer orders.

Sir Keir said that the country cannot have a situation where ‘no deal’ is better than a ‘bad deal’ and that there will have to be transitional arrangements to avoid uncertainty for affected businesses.

Since the Prime Minister triggered the EU Article 50 clause, the BMF has been lobbying MPs to persuade the Government to negotiate a mutually-beneficial new customs agreement based on zero or low tariffs. More should be done to prepare for the possibility of no deal with the EU – and the unwanted extra bureaucratic and financial burdens that will arise from that, says the BMF.

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Andrew Betchley, Parker Building Supplies Ltd

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Entry is restricted to 4 Branch Managers per merchant company. Visit www.bmf.org.uk/events TODAY and book online or contact June Upton - call **02476 854988** or email june.upton@bmf.org.uk.

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Rebrand in the UK leads to successful growth for SCA Merchant Services

Longstanding BMF Supplier member, SCA Timber Supply UK, rebranded their builders' merchant business stream to SCA Merchant Services in 2014. Since then SCA Merchant Services has thrived, supplying over 55,000m³ of timber and associated products to the UK's builders' merchant sector.

Following the rebrand there have been many more changes within SCA Merchant Services which have helped to grow the business into what it has become today. Toby Lewis, Head of Sales for SCA Merchant Services, joined the business in 2014 and has led many of the changes that have impacted the business.

Toby comments, "At SCA Merchant Services, we learn from our customers every day. Our approach to wood supply is knowledge-led and we want merchants to have only the products that they are most likely to sell. That's why we've listened to them and their customers, analysed our ranges and adjusted our product offering. Our team has expertise extending from market and product knowledge to range review capabilities and seasonal promotions to help our customers promote their local business. We want our customers to realise that we don't just want to sell to them, we want to help them to sell – we are, after all, on the same team!"

"Working with our customers we have been able to extend our range to offer a one-stop-shop of timber products. We supplemented our core machined timber product portfolio with the introduction of sheet materials and we are constantly developing our decking and landscaping offer through



our Outdoor Living brochure. We listened to what our customers

need and having one supplier for a collection of timber products makes for a simple ordering and replenishment process. Our strengthened supply chain team has reinforced our purchasing ability. With new leadership and procurement managers for both timber and sheets, we have been able to source our materials at market competitive prices."

"Last year we acquired a timber supply business in Cumbernauld, Scotland. During tenders for new accounts it became clear that we required a distribution platform in Scotland to develop further builders merchant business and present SCA Merchant Services as a national operation. Acquired in September 2016, the business is now fully operational as part of SCA Merchant Services and making an impact in the marketplace."

"Being supplier members of the BMF, we have invaluable contact with our customers at a range of events throughout the year. The platform which the BMF provides to the industry enables us to collaborate as one and learn from each other. We regularly attend the training courses that the BMF run and keep our eyes closely on the market data released – they are not just valuable to merchant members! With the industry rapidly changing, we are looking to continue our transformation alongside our customers with the help of the BMF."

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(L) Toby Lewis, Head of Sales for SCA Merchant Services, and Simon Messam, Strategic Account Manager

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M&J Builders Merchants

M&J Builders Merchants is a family owned timber, building and landscaping merchant established in 1999, to this day the company is still run by the Rodger family. M&J cater to both public and trade customers offering an extensive range of products covering the west coast of Scotland.

Mark Rodger, Managing Director said: "We understand that not everyone has a vast knowledge of DIY or construction and therefore our knowledgeable staff are always on hand to share their experience with the customer so that they can find the right product for the job."

"Since moving our head office to larger custom built premises in 2010 we have installed state of the art storage systems ensuring



our materials are kept in the safest and best conditions, this gives the customer peace of mind that their materials will be delivered in premium condition."

"Our new premises have allowed us to expanded our range of products to include paint mixing, underground

and overground drainage, PVC roofline and a stock holding of roof windows. These product lines complement our already large stock of timber, insulation, building, roofing and landscaping products. Our online shop is another addition to our business where goods and services can be easily accessed, paid for securely, and delivered straight to the customers' door. Our aim is to make the DIY process as hassle free as possible."

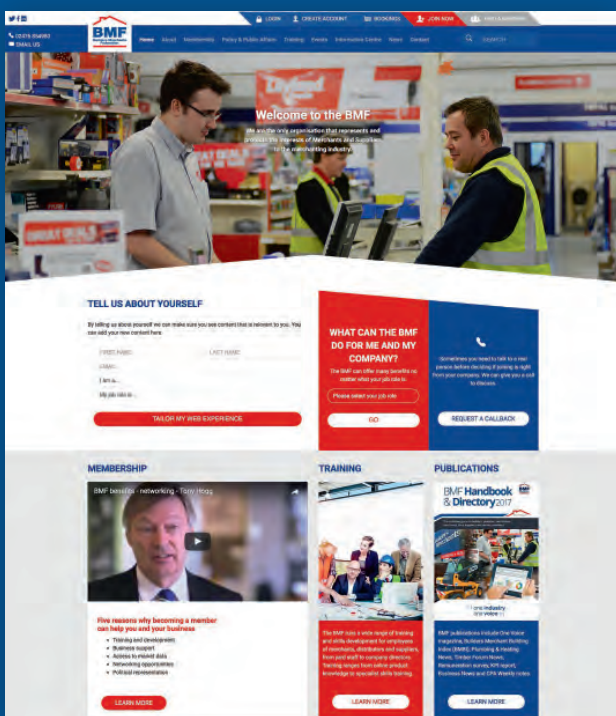
In 2013 M&J joined the H&B Buying Group which has over 80 members across the U.K. This large buying group Mark explained 'gives us the platform to access the buying

prices of the big national merchants and being an independent merchant we are in a position to pass them on to the customer whilst maintaining our independent service. The H&B Buying Group allows us to be at the forefront of competitive pricing and have access to many of the top brands and suppliers from the U.K and beyond. Joining the BMF was the next natural step for our business. The extensive range of training and development courses will give our staff the tools to deliver the best customer service in an industry that is continually growing and improving."

Lucy Rodger, Operations Director said: "At M&J we don't believe in standing still and we are always looking for new ways to improve our service and grow our business. Our head office has recently had a large retail showroom installed which has a dedicated sales area for our retail customers. It is here that we can offer one to one sales appointments to help the customer with any project, large or small."

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West Midlands Regional Meeting – 23 February

The recreated BMF West Midlands Region met for the first time on 23 February at the newly opened BMF Centre of Excellence at JCB Cheadle with a new Chairman, Neil Lawrence of Gibbs and Dandy.

The main guest speaker at the meeting was Richard Butler, Regional Director of the CBI who gave an enlightening insight into political changes, the economy and some of the

effects that Brexit may have in the future.

Adam Callow of Expert Trades gave a presentation about the development of the new BMF Stockist Search app and how technology today is used by merchant customers to source and purchase materials.

John Newcomb gave the members an update of BMF activities and strategy, then Clark Hunter of Southalls who

provide the BMF Safety Plus service spoke about Health and Safety issues.

It would be great to see members located in the West Midlands at future meetings. The next West Midlands Regional Meeting will take place at Worcester Bosch, Worcester on 31st October 2017 for further details please contact BMF Regional Manager, Matt Haines on **07702 569001**.

Anglia regional meeting – 2 March

The Anglia regional meeting was held at Newmarket Racecourse on 2 March, attended by 35 independents and National Merchants.

The meeting centred around training and information on The Apprenticeship levy, plus presentations on Health and Safety in the workplace by Clark Hunter of Southalls.

Also, a presentation by the FMB included activity and links to supplying building materials within the region associated to main developments in the area

The next regional meeting will be held on 11 October at Ridgeons in Cambridge. For further details please contact BMF Regional Manager, Alex Clifford on **07703 837710**.

North West Regional Meeting – 9 March

The main guest speaker at the North West Regional meeting on 9 March at the BMF Centre of Excellence in Chorley was Steve Malone, Managing Director of Inprova Group who gave an overview of the local authority procurement market, opportunities for

merchants and how best merchants could maximise the opportunities.

John Newcomb gave all those present an update of the BMF activities and strategy.

Other speakers were Clark Hunter of Southalls, who provide the BMF Safety Plus

service and Joe Milkins of Estimators On-line.

The next North West Regional meeting will take place on 4 October at the recently opened BMF Centre of Excellence at Sentinel Performance Solutions in Warrington.

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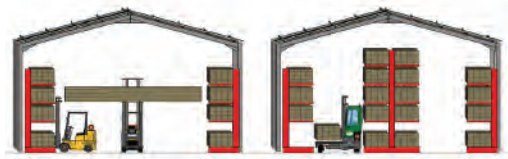


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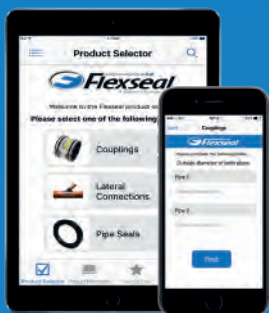
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South West Regional Meeting – 22 March

The Bank of England South West Agent, Donna Kehoe was guest speaker at the BMF South West regional meeting held at the newly opened RCEO at RGB Tiverton on 22 March.

Donna who was attending a BMF regional meeting for the first time since taking up her post following the retirement of Stephens Collins provided an in depth

an interesting overview of the economic climate which was well received and prompted an interesting discussion between members.

BMF Membership Director, Richard Ellithorne brought members up to speed on a wide range of business support services and training courses which are available to

BMF members and an update on the forthcoming Apprenticeship reforms and introduction of the Apprentice Levy was given by John Henry.

The next BMF South West meeting will be held on 13 September at RGB Tiverton. For further details please contact BMF Regional Manager, Richard Jones on **07980 075863**.

North East Regional meeting – 23 March

A regional meeting was held at Ramside Hall Hotel, Durham, on 23 March, attended by a record number of 17 members. Every North East Regional merchant was represented, as well as 3 invited Supplier members.

Presentations were made by Didac regarding Apprentice Levy, Service member RDS Global regarding Cyber Security and Data Protection, and the CBI Regional Director gave an economic update.

The next meeting will be

held at the same venue on 19 October, 2017.

The North East Region Training Group has completed a successful programme of training which took place between January and March 2017.

East Midlands Regional meeting – 29 March

A regional meeting was held in the BMF Regional Centre of Excellence at The Green Energy Centre, John A. Stephens in Nottingham on 29 March, with BMF Chairman Peter Hindle MBE as our guest.

This was the first meeting held since the Midlands Region reverted to its original configuration, and a full house of 21 members attended. Presentations were made by Ginny Hallam of Halborns on BMF Intelligent

Employment Plus, the CBI Regional Director, and Sean Price of RDS Global.

The East Midlands Region Training Group has completed its programme of training with 25 candidates attending the 2 courses.

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

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

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An Industrial Strategy that showcases the construction industry, based on a clearly-defined, well-articulated mission to give it purpose, drive and direction, is our message for the new Government. And a resilient, functioning and enduring supply chain must be a central component if the Industrial Strategy is to be successful.

In this article Brett Amphlett, BMF Policy & Public Affairs Manager, discusses proposals in this article from the last Government and highlights what should be in an Industrial Strategy that works for merchants and manufacturers:

Background

At the end of January, the UK Government issued a 132-page consultation to invite comment from businesses, local authorities and others on a draft strategy based on ten themes. We responded to this consultation that closed the day before the General Election announcement.

The BMF welcomes the Government's enthusiasm for a proper Industry Strategy and we want it to be a long-term partnership between government and business. But Whitehall should be clearer in what it means because



Brett Amphlett

often the word 'industry' is used to loosely describe not just manufacturing. Politicians would do well to remember that construction and house-building cannot function properly without the active support of the building materials' supply chain the BMF represents.

The need for a strategy

Theresa May's decision to enhance the Business Department by putting Industrial Strategy in its name gave a clear signal of her intentions. It confirms the approach is to carry on with the work done begun under the Coalition Government – namely a blend of horizontal policies, regional devolution and sector deals.

This is not without risk because it perpetuates the advantage that certain companies and industries have in access to ministers. We believe it is better to pursue far-reaching action to support clearly-defined missions that affect many businesses, large and small, like merchants.

Any Industrial Strategy must strive to improve living standards and economic growth by increasing productivity throughout the UK. The aim ought to be to foster economic conditions that allow companies (irrespective of type, size or geography) to trade and grow. This Strategy requires strong political determination behind stable but stretching policy goals and a clearly-defined mission that sets out action over several years.

Politicians are keen to devolve further powers to city regions and growth and city deals are the preferred method. Last month's elections for Metro Mayors are a turning point – and initiatives like the Northern Powerhouse and Midlands' Engine enjoy wide support. But there are towns and areas whose performance lags behind in terms of prosperity. The next Government will have to do more to help such areas if this Industry Strategy is to succeed.

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Developing people

Low productivity cannot be overcome without improving technical education. 'T' Levels are a step in the right direction but more needs to be done to redress the parity of esteem between academic education and vocational training.

Official figures obtained by the BMF show the West Midlands has a shortage of skilled workers. The proportion of highly-skilled people in the region is about 15% below the England average. One in every eight people in the West Midlands have no qualifications.

For this Strategy to succeed, parents must be encouraged that university is not always the right choice for their child. Without proper careers information and advice, the risk is that young people are channelled into a career that may prove to be the wrong choice. After three

years at university, students leave with no guarantee of a job and have a £40,000 student loan to repay.

Improving purchasing

Central and local government can use their buying power for the public good. There are moves underway to increase the share of central procurement that goes to SMEs to be one-third of total public spending. We take a commonly-held view that government at all levels has a poor record on the strategic use of procurement to support British business.

Local authorities and other public sector bodies are slow to recognise the wider public benefit of awarding tenders to local independents. Money spent with small firms is more likely to be kept in local economies. More action is required to ease arbitrary procurement rules that make it harder for SMEs to bid for

contracts that generate local prosperity.

Procurement policy is shaped by EU law as contracts above certain thresholds are required to go through the EU Official Journal process. Following the vote to leave the EU, we want a "Made in Britain" presumption put into public purchasing. This will also help the Balance of Payments.

Conclusion

The new Government will be (rightly) pre-occupied with complex negotiations to leave the EU. The BMF will continue to lobby in London and elsewhere so ministers do not forget domestic policy.

For this Strategy to succeed, the BMF wants ministers to focus their efforts on creating conditions for merchants and manufacturers to thrive by:

- improving the flow of money – notably

availability of finance and fair payment

- reforming business rates that are unfair on merchants & manufacturers
- extending capital allowances to boost spending on new plant & machinery
- assisting manufacturers with rising energy costs and merchants with road fuel costs
- investing in training and skills and persuading parents that university is not always better
- returning to a "Made in Britain" presumption in public purchasing policy
- addressing the continuing shortage of qualified HGV drivers.

Whoever wins the General Election on 8 June, the BMF looks forward to working with the new team of ministers in the coming months.

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BMF Scotland Regional Spring Meeting, Norbord, Stirling – 28 February

Scotland region held a meeting at BMF Centre of Excellence at Norbord Cowie, Stirling, on 28 February 2017. BMF Chairman Peter Hindle and MD John Newcomb were in attendance, accompanied by 21 merchants and suppliers.

After an introductory overview by Peter Hindle a presentation was made by John Newcomb updating

members on BMF activity and initiatives.

Presentations were also made by Maurice Fitzgibbons of Norbord, Joe Milkens of Estimators Online and Gordon Nelson of Federation of Master Builders.

The next regional meeting will be held in October at BMF Centre of Excellence in Glasgow.

FMB Merchant of the Year Award Scotland

The Federation of Master Builders recently held its annual awards event at The Merchants Hall in Edinburgh.

In conjunction with BMF a new award has been introduced for Regional

Builders Merchant of the Year. The winner of the Scottish Regional award was Beatsons Building Supplies who go forward to the Grand Finals in London on 15 September



L-R: Gordon Nelson (Director FMB Scotland), Mark Northway (Director Beatsons Building Supplies Ltd), Graham Bolton (BMF)

Scottish Diploma in Merchanting Group

Following the success of the first group a second BMF Diploma group has been formed in Scotland. This group has been drawn from 5 different merchant members including MGM Timber, Thistle Builders Merchants, J W Grant, M&T Builders Merchants and Travis Perkins

Workshops will be held at both the Stirling and Glasgow Centres of Excellence over the next two years, with the first one taking place on 25 May.

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

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BMF Northern Ireland regional spring meeting – 22 February

The second Northern Ireland regional meeting was held at BMF Centre of Excellence, Keystone Group Headquarters, Cookstown, on 22 February.

MD John Newcomb and Regional Manager Graham Bolton were in attendance, accompanied by 20 merchants and suppliers.

Members were welcomed by Sean Coyle Chairman of Keystone Group who gave a short presentation and presentations were made by John Newcomb, Mark Parrish of Cortexa and BMF Campus and Francis Hill of Bank of England.

The next regional meeting will be held in October at the Regional Centre of Excellence at Keystone in Cookstown.

Northern Ireland/England Diploma in Merchanting Group

Haldane Shiells Group who trade in Northern Ireland and Isle of Man as Haldane Fisher and as G E Robinson in North West England have formed a BMF Diploma Group spanning both countries in what is believed to be a first.

Three candidates from

Northern Ireland one from IoM and four from North West England have teamed up to form the group with workshops being held in both NI and England.

The first workshop took place on 5 February at group head office in Newry.

Graham Bolton BMF Regional Manager for both Scotland and NI commented "It will be beneficial for candidates to visit other locations within the business to understand how the company works as a whole as well as doing the Diploma"



L-R: Mark Freeman (Haldane Fisher), Graham Bolton (BMF), Stephen Rooney (Haldane Fisher)

FMB Merchant of the Year Awards – Northern Ireland

The Federation of Master Builders recently held its annual awards dinner at the Europa Hotel in Belfast. In conjunction with BMF a new award was introduced for Regional Builders Merchant

of the year.

The winner from Northern Ireland region was Haldane Fisher who go forward to the National Finals held in London on 15 September.

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



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Wales policy update

Welsh merchants are continuing their campaign to press Welsh Government to make fundamental changes to the procurement process in the principality.

Following a meeting with Finance and Local Government Secretary, Mark Drakeford earlier in the year a delegation of merchants is to discuss their concerns with the Welsh Government's head of procurement.

North Wales merchants will talk through the issues at a meeting at Welsh



David Harding

Government's offices in Llandudno Junction, with the discussions being telecast to their offices at Merthyr Tydfil for the benefit of south Wales' merchants.

There is continued dissatisfaction regarding navigation issues on the Sell2Wales website, and merchants are seeking more transparency in the tendering and awarding of contracts; they want more feedback when bids are not successful and they also feel there is a bias against the smaller SME merchants.

The BMF in Wales is also in discussions with Federation of Master Builders and Welsh Government with a view to staging a programme of breakfast events across Wales to increase engagement with SME builders.

A spokesperson for the Federation of Master Builders said: "Engaging with SME builders has proven difficult, particularly with the very small companies that traditionally don't attend formal events. We think one of the best ways of talking to them is through their local merchants."

South Wales regional meeting – 1 March

BMF merchant and supplier members attended the regional meeting hosted by ROCKWOOL at their Pencoed site on St David's Day for the "Spring" BMF South Wales Regional meeting, which was chaired by Richard Brian, Managing Director, Hughes Forrest.

Deputy Agent Ian Derrick, Bank of England Wales was guest speaker on this occasion and provided members with an up to date summary of regional and national economic climate, with further contributions and



ROCKWOOL's BMF Regional Centre of Excellence

presentations being made by BMF Managing Director John Newcomb and Clark Hunter of Southall Associates on the BMF Safety Plus service.

The meeting coincided with the official launch and opening of the first Regional Centre of Excellence in Wales at the Rockwool site in Bridgend (for more details see Regional Centres of Excellence updates page later in this edition)

The BMF and its members look forward to returning to Rockwool on 18 October for the Autumn meeting when the guest speaker will be Ifan Glyn FMB Director for Wales.

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

Name	DDI	Email
David Harding – Public Affairs Consultant for Wales	T 01686 640630 M 07967 655379	dh@hardingpr.co.uk
Matt Haines – Regional Manager West Midlands/ North West/North Wales	M 07702 569001	matt.haines@bmf.org.uk
Richard Jones – Regional Manager South West & South Wales	T 01934 644197 M 07980 075863	richard.jones@bmf.org.uk

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Young Merchants meeting: St George's Park, Burton – 23 March

St George's Park played host to fifty Young Merchants and Suppliers in March for the group's first meeting of the year. The day was kicked off by Fiona Kerr and Patricia Hendry, two high profile women in industry from Travis Perkins; Regional Managing Director for Scotland and North England and Regional Director for Scotland respectively. Their career experiences and prediction for the future of merchanting in the UK fuelled some very weighty discussion.

The industry issues segment of the day focused around Supplier and Merchant views on price increases, product allocation with both sides giving their point of view. The Apprenticeship Levy, as



L-R: Glenn Paddison, Fiona Kerr, Patricia Hendry, Victoria Fiddies

a timely issue was discussed, with merchants discussing the potential fall out this would have within their companies. The BMF Apprentice Training Agency (ATA) launch was

discussed. The BMF ATA, designed to deal with the recruiting of new apprentices on behalf of our members giving them access to a larger network of training

providers whilst taking away the administrative burden was brought to the floor as a remedy for any headaches member companies may be facing.

The keynote speaker section of the day was led by James Pearce, BBC sports journalist and Communication Guru who led a lively workshop on effective communication touching on ways to get the message across clearly in interactions and how to deal with any tricky questions!

The day's fun carried on into the evening with a VIP guided tour of England's Training Facilities led by Dr Dorian Dugmore a world leader in fitness coaching which proved very insightful for the group. The evening



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group will be visit the sites in Milan and the delights of Lake Como with a guided tour from 29 June to 1 July. There will even be an opportunity to see an Italian Builder's Merchant. Many thanks to our hosts for this great opportunity and until then, Ciao!

The next domestic and final Young Merchant meeting of the year will take place at Microsoft's HQ in Paddington, London on 23 November. The group will have the chance to experience what working in a high tech company will feel like with hosted facilities and a presentation on the 'Internet of things'.

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

was wrapped up with a sports quiz led by James Pearce who kindly stayed on well into the evening ensuring the group got the most out of the day

and venue. The Young Merchants will assemble again this summer with a trip to Milan, kindly hosted by Mapei. The group

will get a chance to see Mapei's operations in Milan and see where it all began for this adhesives and chemical products world leader. The



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BMF Health & Safety Forum, BMF, Coventry – 30 March

There was a BMF Health & Safety Forum event entitled The Worst Case Scenario dealing with an interview under caution on 30 March attended by 50 delegates that was administered by Ian Hatherly from Southalls who provide BMF Safety Plus and covered:

- A Fork Lift truck toppling over accident.
- HSE/LA investigating and looking to take formal action.
- Southalls did a mock interview under caution between a HSE interviewer and a Branch Manager interviewee to show what questions may get asked
- Discussions on best practice around lift truck use.
- Discussions around sentencing guidelines



The next BMF Health & Safety Forum will take place in the autumn at BMF in Coventry. For more information contact Richard Ellithorne at richard.ellithorne@bmf.org.uk

BMF Finance Forum, BMF, Coventry – 4 May

Chaired by Steve Vickers of Turnbills, nearly 50 delegates attended the BMF Finance Forum on 4 May at BMF Coventry and were given an update by Julie Langford NMBS on NMBS edi options; a tax update from the March 2016 Budget by Purdah Joshi from Mazars; a presentation on Distance Selling Regulations by Pip Dawkins DCH Law and Ginny Hallam from Halborns (BMF Intelligent Employment Plus providers) talked about the implications of GDPR (General Data Protection Regulation) on members' businesses.

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

BMF Transport & Distribution Forum at BMF, Coventry – 10 May

The BMF Transport & Distribution Forum event on 10th May at BMF Coventry was attended by nearly 40 delegates and was administered by Anton Balkitis and Laura Newton of Rothera Sharp – specialist road transport solicitors and supported by John Fairey and Bob Sands from Prompt who provide the BMF Transport Plus service and Chris Paul, EH Smith Forum Chairman and covered:

- Overview of transport legal issues likely to affect and apply to BMF members
- Hints and tips to staying legally compliant
- Mock Public Inquiry – What to expect, how to prepare and how to survive!!

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

BMF Decorative Forum at Akzo Nobel, Dulux Training Academy – 4 May

The first BMF Decorative Forum took place at the BMF Centre of Excellence at the AkzoNobel Training Academy in Slough on 4 May 2017 and was attended by 28 members. Gary Good of Ridgeons was elected the Forum Chairman.

Paul Roughan of AkzoNobel welcomed everyone to the facility and gave an overview of AkzoNobel, its history, growth and products there were the following presentations:

- Ridgeons decorative strategy by Gary Good which gave a detailed insight into how Ridgeons as a general merchant, succeed in the Decorative product sector



- BMF activities, progress and strategy by John Newcomb
- The Painting and Decorating Association, who they are and what they do – Stuart Yates. This gave a valuable insight into the tradesman's requirements of a merchant
- Levy Funded Training

and Apprenticeships the changes and the opportunities now for merchants – John Henry

The objective is now for the Forum to become the entity which ensures customers get outstanding service from

merchants in this product category and ensures that merchant sales grow.

The next BMF Decorative Forum will take place in the autumn. For more information contact Matt Haines at matt.haines@bmf.org.uk



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BMF Marketing Forum at ACO, Shefford – 10 May 2017

At the BMF Marketing Forum Chairman Mark Mallinder (of E H Smith) welcomed around 70 members to ACO in Shefford. As well as BMF updates, presentations included:

- Brand or be branded (Peter Ridgway, ACO)
- Content marketing: The three Ps (Steve Kemish, IDM)
- The smartphone: the most used tool of the professional tradesmen



(Adam Callow, Expert Trades)

- The social media revolution (Carine Jessamine, Selco)

ACO ran their popular Race Team Manager during the breaks and networking lunch. The winner was John Newcomb, BMF MD, with a time of 17:73, closely followed by David Watling of Pauley Creative with 17.86 and Mark

Mallinder of E H Smith with 18.00. Winner of the best race photo tweeted was Millie Barlow of Long Rake Spar. The winners received exclusive Lotus merchandise prizes.

Thanks to our excellent hosts at ACO.

The next Marketing Forum will take place on 8 November at BMF in Coventry. Visit www.bmf.org.uk/events for more information and to



Race Team Manager winner: John Newcomb (left) with Phil Windus (ACO)



ACO

book your place or for more information contact Christine Wall at christine.wall@bmf.org.uk

BMF HR Forum at BMF, Coventry – 11 May

Chaired by Kevin Patterson MKM the BMF HR Forum met on 11 May at BMF Coventry involved one hour sessions on the following topics that included a presentation, table and group

discussion and feedback amongst the 33 attendees:

- Staff retention and engagement: Jason Routley BMF Tutor
- BMF Apprenticeship Training Agency (ATA):

John Henry

- Employment Law update: Ginny Hallam of Halborns and BMF Intelligent Employment Plus
- Absence Management: Jenny Naylor RGB

The next HR Forum will take place on 16 November at BMF in Coventry. For more information contact Richard Ellithorne at richard.ellithorne@bmf.org.uk



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- BMF Training
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- Leadership & Management

Entry is **FREE**. Places are limited to 2 per company. To see the full agenda and to book your place online visit www.bmf.org.uk/events or for more information contact June Upton – call **02476 854988** at June.upton@bmf.org.uk



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The BMF welcomes new members in Northern Ireland

The BMF is delighted to welcome two new independent Merchant members in Northern Ireland:

The first local independent merchant in Northern Ireland to sign up is BJ Mullen & Sons Ltd, bathroom, tiles, building and plumbing supplies are based in Moy, County Tyrone, Northern Ireland, BJ Mullen was founded in 1977 and is in its third generation of family ownership, employing 20 people. By joining, BJ Mullen show commitment to continuous development and standing at the forefront of industry advances, reassuring their customers of professionalism and expertise.



L-R: James O'Hagan, (General Manager, BJ Mullen), Shane Mullen, (Director, BJ Mullen), John Newcomb (BMF Managing Director), Graham Bolton (BMF Regional Manager)



Shane Mullen, Director of BJ Mullen said: "We are excited to be joining the BMF as a smaller independent and we are looking forward to working with the BMF in all areas, but especially training and health and safety."

Kellys Point cover South Down and South Armagh

areas, leading into Southern Ireland, and employing around 30 staff. They operate out of a four acre site which is shared by their sister companies Kellys Point Hire Ltd and Kelly Bros Building Contractors. With a



reputation for good service, product knowledge and reasonably priced products, Kelly's Point have a vast array of products, catering to both builders and DIY enthusiasts.

Kenny Toner, General Manager of Kellys Point said: "We are delighted to be joining the BMF as the latest local independent merchant in Northern Ireland. We are looking forward to building upon the already strong

relationships enjoyed with our suppliers and customers."

John Newcomb, BMF MD said: "I am delighted BJ Mullen and Kellys Point see the value in being part of the BMF. We are looking forward to working with them both. The Federation has changed a lot in recent years and has a great deal to offer every merchant, no matter where they are in the UK, or the size of their operation."

Lecico joins the BMF

Lecico Bathrooms has marked its 30th anniversary by becoming a supplier member of the BMF.

Lecico, which is based in Bedford, is one of the world's largest designers and manufacturers of bathroom suites and fittings. Exporting to more than 50 countries worldwide, its outstanding reputation is founded on design-rich, competitively priced sanitaryware that has been crafted to the highest manufacturing standards.



In 1987 Lecico first ventured into the UK market and it is now firmly established as a market leader.

Paul Gemmill, Head of Marketing at Lecico, said: "The merchant sector is crucially important to our business in

the UK and we are delighted to be joining the BMF.

"We supply our products to the vast majority of the national and independent merchants and believe our already strong relationships with the merchants will be further cemented by being members of the same trade association.

"We plan to play a full and active role in BMF meetings, events and activities."

John Newcomb, BMF MD said: "I am delighted that

Lecico Bathrooms have joined the growing number of supplier members within the BMF. They have already made clear their intention to fully utilise their membership to the full and I am looking forward to working with them."

All Lecico products are subjected to a wide range of quality checks and controls throughout design and production. For more information visit www.lecico.co.uk



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BMF launches new Training Solutions prospectus

The BMF has published a new Training Solutions Prospectus, which details the full programme of specialist training support available for merchants and their suppliers.

The Prospectus, which includes a number of newly added and updated courses as well as longstanding favourites, is an easy to use reference guide covering the BMF's full training portfolio of regional, in-company, distance learning, online and modular programmes from apprenticeships to postgraduate study.

The easy to use guide is divided into eight sections covering management development, leadership, sales, induction and operations, apprenticeships,



product knowledge, transport and specialist kitchen and bathroom courses.

An overview for each course outlines its purpose and objectives, who would most benefit, course

content, duration and learning format, as well as further development opportunities for those attending. The Prospectus includes a Training Roadmap that highlights courses that work well together to help individuals to progress from an apprenticeship to senior management.

The Prospectus also introduces the BMF's new Apprenticeship Training Agency, BMF Apprenticeships Plus, which has been set up to make it easier for members to recruit, employ and support their apprentices. The distinctive feature of this service is that it is BMF Apprenticeship Plus that acts as the apprentice employer, placing them with a "host" member employer. Those

BMF members who wish to employ their own apprentices can still make contact to find out how the ATA can advise and support them.

Richard Ellithorne, BMF Membership Services Director said: "BMF Training Solutions offers something for everyone, no matter what stage they are at in their career. We are undoubtedly the merchant industry specialists, not only in the course content we offer, but also in the flexible ways available to learn and enhance skills."

For more information or to order your copy of the BMF Training Solutions Prospectus, call the BMF Training Team on 02476 854980 or email training@bmf.org.uk.

BMF launches new leadership development programme

Talent Development is the BMF's new leadership and team development programme to help builders' merchants to grow existing and future leaders.

The BMF has linked with PGS Team to deliver the exciting programme, which can be tailored for individual merchant and supplier businesses. The programme has been honed over the last 12 years, during which time PGS Team has built a leadership and high performance team building practice that specialises in building resilience and elite

behaviour in business leaders.

Richard Ellithorne, BMF's Membership Services Director said: "A lot of businesses and organisations concentrate their people development on product and technical knowledge. They promote the people who are best at this into team leaders or management positions without giving much consideration to the support they will need in their new role. Leadership Development turns that idea on its head and provides a more focused development plan that challenges people to maximise their potential."



Forthcoming training

June	
8	Transport for non-transport
July	
13	Managing & Controlling Stock
19 & 20	2 Day Digital Marketing Training Event
21	Search Engine Optimisation
September	
12	Rack Safety Awareness
13	Improving Customer Service
14	Quicker, Better Meetings
26-28	3 Day Managing for Success
October	
17	Social Media
17-19	3 Day Leadership Skills
25	Presentation Skills

RGB has already experienced the dramatic difference that the Talent Development programme can make. Kevin Fenlon, RGB's CEO said: "Talent Development has inspired even higher levels of sustained engagement and enthusiasm within RGB. In

the competitive market that we operate in, it is great to work with somebody who understands the diversity and challenges of our industry."

For further information about the Talent Development Programme, please contact james.spillane@bmf.org.uk

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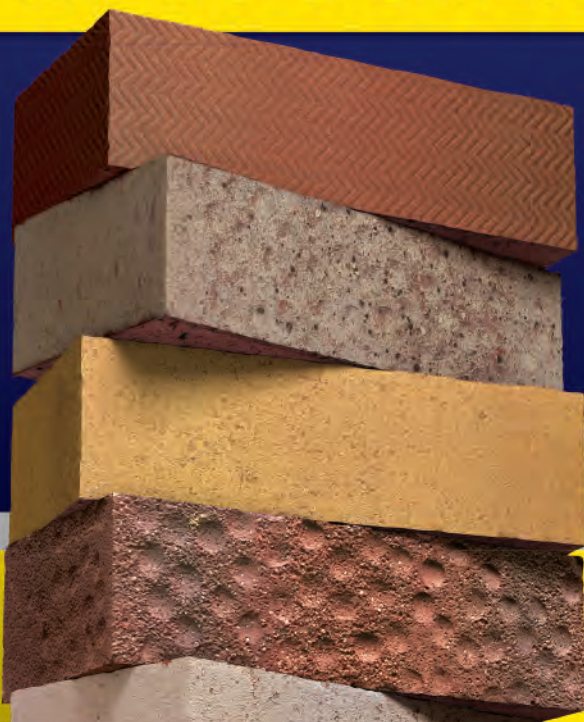
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New Expert Natural Paving Products joins BMBI Panel

Group Sales & Marketing Director of Natural Paving Products Ltd Malcolm Gough is the latest Expert to join the Builders Merchant Building Index (BMBI) panel. The BMBI is a brand of the BMF. It now includes 12 industry experts that speak exclusively for their markets. Malcolm will be speaking for Natural Stone Landscaping Products, Vitrified Paving and Artificial Grass.

The BMBI is a reliable, up-to-date measure of Repair, Maintenance and Improvement (RMI) activity

in the UK using GfK's Builders Merchant Point of Sale Tracking Data which analyses sales out data from over 80% of generalist builders' merchants' sales across Great Britain. Produced and managed by MRA Marketing, monthly reports track what is happening in the market month by month, with an in-depth review every quarter.

The panel of leading industry Experts is an integral part of the Index. The Experts add perspective, meaning and context to the data. They help to make sense of trends for users



Malcolm Gough of Natural Paving Products is the latest Expert to join BMBI

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

Visit www.bmbi.co.uk to download the latest BMBI report, learn more about each Expert or watch the latest round table debate videos.

If you'd like your brand to become a BMBI Expert and the voice of your market, call Tom Rigby, MRA Marketing on **01453 521621**. Follow **@TheBMBI**

BMBI Industry Experts debate key issues at Round Table Debate

The Builders Merchant Building Index (BMBI), a brand of the BMF, hosted its first annual Round Table debate at BMF's offices in Coventry. Chaired by BMN Group Editor Jennie Ward, BMBI Experts discussed important issues, and the potential implications for merchants and construction overall. The debate covered Brexit, capacity, housing, the role of the merchant, and changing customer requirements.

17 comprehensive videos from the debate can be browsed on www.bmbi.co.uk. Each topic can be watched on its own so people can focus on the issues and challenges that are important to them. Topics range from skill shortages to offsite manufacturing and imports.

The BMBI Experts that took part included: John Sinfield, Knauf Insulation; Andy Simpson, Hanson Cement; Derrick McFarland, Keystone Lintels; Steve Halford, Crystal Direct; Andy Williamson, IKO PLC; Steve Durdant-Hollamby, Alumasc Water Management Solutions; Mike Beard, Encon Insulation; and Nigel Cox, Timbmet. BMF Chairman Peter Hindle, BMF MD John Newcomb and MRA Marketing CEO Mike Rigby also contributed.

The BMBI is a reliable and up-to-date measure of Britain's Repair Maintenance & Improvement (RMI) activity using GfK's Builders Merchant Point of Sales Tracking Data, which analyses sales out data from over 80% of generalist builders' merchants' sales across Great Britain. The Experts speak exclusively for their markets, explaining trends,



BMBI Industry Experts debate key issues at Round Table Debate

issues and opportunities. They also add perspective and meaning to the data, and help to make sense of trends for users of the BMBI.

The debate was covered extensively over two issues of Builders' Merchants News, and the suite of videos has been a hit, attracting many visitors to the website and lots of engagement on social media from companies, organisations and bodies in and outside the industry. The quality of the engaging debate continues to attract views.

Mike Rigby says: "The set of 17 videos works as an important resource for the industry. Whether viewers agree or disagree with the arguments put forward, listening to them helps frame your own thinking."

The second round table will take place on 27 September and will include new BMBI Experts Tony France, Ibstock Brick; Paul Rivett, Heatrae Sadia; and Malcolm Gough, Natural Paving Products Ltd. Visit www.bmbi.co.uk to watch the videos.



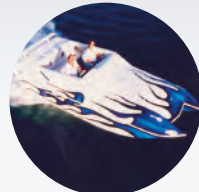
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Find out more by calling 01744 766 866
or visit www.fitterfriendly.co.uk



Women in merchanting

Last year the BMF set an ambitious target to double the number of women entering the merchanting profession by 2020.

BMF Ambassador Samantha Hanks, National Key Account & Specification Manager at BMF Supplier member Cembrit, discusses the importance of educating, supporting, encouraging and inspiring women in the merchant industry:

The merchanting industry is evolving. We see new products launched every month, and new support services introduced on a regular basis. But now, we are also seeing the personnel in builders' merchants change, as more women start to take on jobs that have traditionally been considered as roles for men.



Sam Hanks

My experience in the industry

Having worked within the industry for over 12 years, I am familiar with this market and what a great opportunity it holds for women. I have worked at Jewson Ltd, Icopal UK Ltd and most recently, Cembrit, where I joined as National Key Account & Specification Manager.

I spotted the opportunity that this industry presents to women early on in my career, and it is for this reason that I have continued to stay in this area of business. To further enhance my skills, I recently completed the BMF Postgraduate Diploma in Multi-Unit Leadership and Strategy at Birmingham City

University and am now doing a Masters Degree in Multi-Unit Leadership and Strategy.

I have always been one of a small group of women in the industry. However, this is slowly but surely changing, but there is still more that needs to be done. Although we may be a smaller percentage of the construction workforce, I have never felt disadvantaged within any of my roles and am treated with respect and equality.

The population in the UK is very close to being equally split between male and female, so why shouldn't our industry reflect that? Walking into builders' merchants, or attending industry shows and events, you can't help but be aware of how male-dominated the industry currently is.

Women in Roofing

Earlier this year saw the second annual conference of Women in Roofing (WinR), and I was impressed to see how many people attended this event.

Women in Roofing has been



Sam learning how to lay roof slates

established by like-minded individuals working in all aspects of the roofing industry. The group aim to inspire, foster and develop individuals to ensure that the next generation of our workforce is in place to cope with the future construction requirements needed for the economic growth in the UK.

It provides an opportunity for professional development, education networking and best practice within our industry, and this is sorely needed.

The benefit to having

women involved

Men and women offer a different perspective and range of skills. Women often bring an alternative viewpoint to a scenario, as we approach problem solving in a different way to men, and this can be very beneficial to gain balance within a business.

So, having both men and women in a business can surely only be complementary.

Getting more women into the industry

The construction and merchanting industry is exciting, vibrant, changeable and challenging. But the greatest thing about our industry is the diversity of roles on offer; from warehouse and distribution to sales, marketing, management and CEO positions. So, there is something for everyone. Also, once you get started in the industry there is always the opportunity to further your career through training and education. Traditional gender-based views and role should not stop anyone from pursuing their passion and if you show resilience, determination, ambition and confidence, you'll get there.

As Peter Drucker, the noted management consultant, once said, "The best way to predict the future is to create it!"

For more information being a woman in the industry or taking part in BMF further education please contact Sam Hanks at Samantha.Hanks@cembrit.co.uk. For more information about Cembrit please visit www.cembrit.co.uk



Sam presenting at the BMF Supplier & Service Member Forum



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 **PAVESTONE**

The BMF bids a fond farewell to:

Fred Craig

It is with great sadness that Jordanhill Garden Supplies have announced the sudden death of Fred Craig on 27 March 2017 aged 72.

Originally a slater and plasterer to trade, Fred started Jordanhill Garden Supplies in 1979 in the West End of Glasgow with his father and successfully grew the merchant side of the business through the 1980s and 1990s. Fred only recently retired from the business



Fred Craig

in November 2015 but the business still continues to prosper.

Over the years Fred became very well known within the industry and was very involved with the Builder's Merchant's Federation. He was particularly honoured when he was asked by the BMF in 2013 if he would take on the role of Chairman for the Scottish Region. This was a role he took immense pride

in and committed much of his time to until he gave up the role in 2015 when he retired.

Throughout his life, Fred built many long-lasting friendships particularly with his staff, customers, suppliers and business associates alike due to his endearing personality. There is no doubt that he touched the lives of many and will be greatly missed by everyone who knew him.

Jeff Hulme

Sharples Davies Limited have sadly announced the passing of Managing Director Jeff Hulme after being diagnosed with cancer in June 2016. Jeff passed away on the 7 March aged 61.

Jeff was well known in the Building Products Industry having been the Sales Director for Uponor, Sadolin and Bernstein and for the past 20 years the Managing Director of Sharples Davies Limited.

Jeff began his career within Building Products in 1982

with Sadolin as a Distribution salesman before progressing on to Key Account Manager, National Account Manager, Sales & Marketing Manager and then Sales Director. In 1990 Jeff moved onto Uponor as Sales & Marketing Director where he spent 4 years before becoming Sales Director of Bernstein.

In 1996 Jeff set up his beloved Sharples Davies where he built a recruitment consultancy built on his strong beliefs of honesty and



Jeff Hulme

integrity and eliminating the frustrations he experienced whilst recruiting for his sales teams in his time as Sales Director. Due to Jeff's approach Sharples Davies is now recognised as a leading recruitment consultancy within our industry.

Son and Sales Director of Sharples Davies Gareth Hulme said "The Hulme's and Sharples Davies will never be the same again, we are certainly better for having being guided by him."

Richard Wilkinson

Richard Wilkinson (Thomas Wilkinson & Son, Keighley) passed away, very suddenly, on 24 April 2017, aged 74. Richard - whilst still in his twenties - took over the running of the business following the death of his father.

Richard very soon became involved with the BMF and subsequently became President of the Yorkshire Area. He represented Yorkshire BMF nationally on various sub committees. He was



Richard Wilkinson

a staunch supporter of the BMF and like other independent merchants found membership invaluable. He became friends with many other merchants and that friendship continued after his retirement, following the sale of the business to Travis Perkins

Richard looked forward to his lunches with the other retired merchants and in particular to the Yorkshire BMF Christmas lunch to which he was always invited.

Outside his business, his interests were his family and motor cars. In his earlier days he was an accomplished rally driver. Latterly a collector of some very special vintage cars

Phil Daggett (ex J H Walker, York), a good friend, added Richard developed the business to become one of the finest independent merchants in the area. He was greatly respected by all in the industry. A true gentleman who will be sadly missed.



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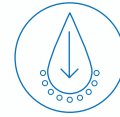
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The BMF team enjoy attending trade shows, offering a great opportunity to chat to members and meet potential new members. The BMF exhibits, partners and attends a wide range of shows and trade fairs during the year, helping us to build membership engagement.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

The BMF visit ISH in Frankfurt – 14-18 March

In March BMF MD John Newcomb and BMF Marketing and Communications Manager Chris Wall visited Messe Frankfurt for the ISH world trade fair and enjoyed meeting up with members.

The show, which offered a VIP Package to all BMF members, covered a range of plumbing and heating technologies; The Bathroom Experience, Building, Energy,



FernoX

Air-conditioning Technology and Renewable Energies.



Siamp

This year ISH welcomed over 200,000 visitors, again

demonstrating its significance as world's leading trade fair, with 2,482 world-market leader exhibitors from 61 countries, including many BMF supplier members such as ACO, Adey, Aliaxis, Baxi, Bosch Thermotechnik, FernoX, Floplast, Geberit, Grundfos, Hansgrohe, Honeywell, Ideal Standard, IMI, IVAR, JG Speedfit, Kingspan Environmental, Pegler, Saint Gobain PAM, Roca, Roman, Siamp, Thomas Dudley, Twyfords, Wavin

For more information about ISH visit www.ish.messefrankfurt.com.

BMF at the NMBS annual exhibition – 5 April

The BMF enjoyed a busy day meeting merchants and suppliers at the highly successful 2017 NMBS Annual Exhibition on their stand at the Ricoh Arena in Coventry.

The event saw record attendance levels and



Century Plastics

attracted over 900 visitors from across the NMBS and BMF merchant membership,



Crystal Direct

who enjoyed the many incentives and promotions on offer. The BMF met with many



ROCKWOOL

of their supplier members exhibiting on the 275 show stands.

The BMF Pavilion at Ecobuild – 7-9 March

BMF members enjoyed a busy show in the BMF Pavilion throughout the three days at Ecobuild in March. Marsh Industries, Kalsi Plastics and Builders Merchants News joined BMF in the Pavilion.

Over 20,000 industry professionals visited Ecobuild this year to

explore the latest innovations from more than 450 leading exhibitors, joining the Redefining Sustainability debate and discussing the key issues currently facing the built environment.

For more information about Ecobuild visit www.ecobuild.co.uk.



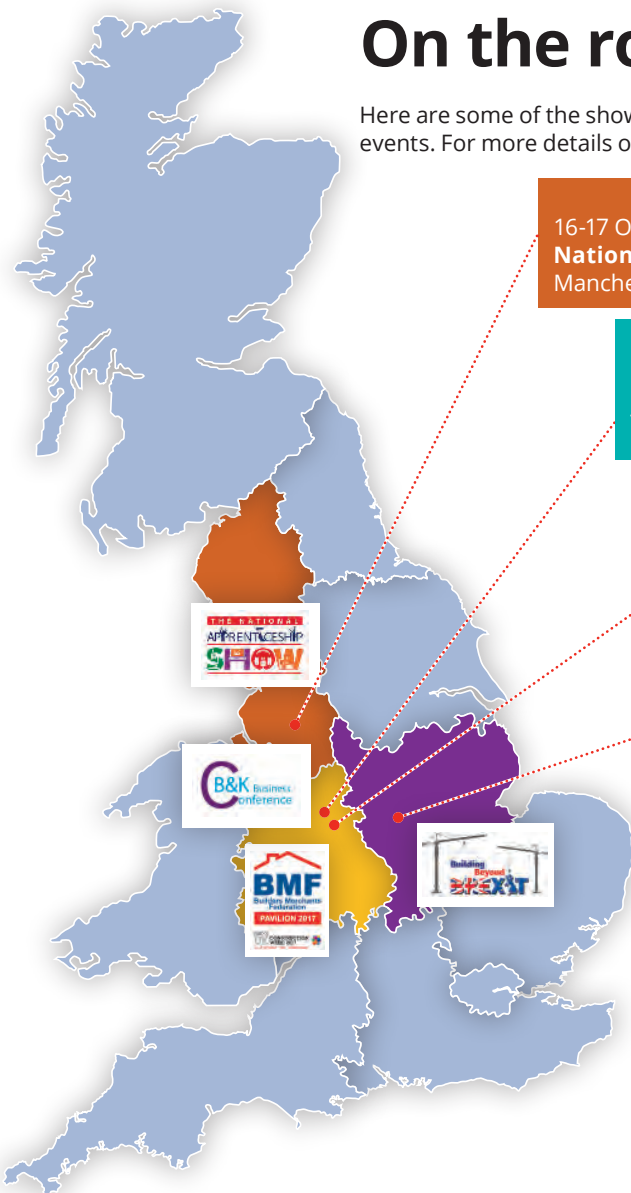
Marsh Industries



Kalsi Plastics

On the road with the BMF in 2017

Here are some of the shows the BMF will be attending in 2017. We hope to see you at one of these events. For more details of where the BMF will be this year, please visit www.bmf.org.uk/Event



16-17 October
National Apprenticeship Show
Manchester

17 October
B & K conference
The Belfry, Wishaw

10-12 October
UK Construction Week
NEC, Birmingham

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

BMF Pavilion at UK Construction Week, NEC, Birmingham



Building on the success of 2016 UK Construction Week, the BMF will host another branded Pavilion at this year's exhibition at the NEC from 10-12 October.

The BMF Pavilion will be located in the Build Show area of UK Construction Week, which features nine separate shows in total, including Grand Designs Live. Exhibition space within the BMF Pavilion will be reserved for BMF members who can benefit from a 20% discount.

BMF member, EasyTrim, had great success launching a new product at the 2016 show, as Rachel Gibson, the company's Marketing Manager explained. "We decided to launch our product at the Build Show because the show attracts such a broad demographic of visitors. We had a fantastic week at our stand and garnered a lot of high-quality leads."

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

Building Beyond Brexit – BMF Members Day, Hinckley Island Hotel



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

Programme includes

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

Book your place now at www.bmf.org.uk/events or contact June Upton at june.upton@bmf.org.uk

B & K Conference, The Belfry



The BMF will be attending this conference for the bathroom and kitchen industries on 17 October at The Belfry Hotel & Resort, Sutton Coldfield. The conference brings together key people from bathroom and kitchen businesses and has, over the last decade, seen delegate numbers grow to over 240.

For more information please visit www.bathroom-association.org.uk/annual-conference.



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Enhance your brand with BMF branding

Members increasingly use the BMF brand on their advertising, literature, vehicles, showrooms,

email signatures, websites and even their stationery. Why not join them and use the BMF to enhance the power of your

brand? By doing so you demonstrate the quality and integrity of your business. Here are some recent examples.

Websites



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Regards
James Spooner

Staffordshire Builders' Supplies Ltd
27 Bagnall Street
Ocker Hill
Tipton
DY4 0EQ
Tel: 0121 556 0496
Fax: 0121 505 3409



Stationery

The BMF can supply guidelines for members to use electronic logos, customer literature, vehicle and window stickers. You can also download them when you're logged in on the new website.

include a link to www.bmf.org.uk on your website.

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

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New BMF Apprenticeship Training Agency to boost apprentice employment

The Builders Merchants Federation (BMF) has formed an accredited Apprenticeship Training Agency (ATA) that will help its members gain maximum benefit from the opportunities created by the Apprenticeship Reforms – whether or not they are required to pay the Apprenticeship Levy.

BMF Apprenticeships Plus is an entirely new division of the BMF that utilises the expertise of an existing ATA, which has supported apprentice training for the Electrical Distribution Association (EDA) for the past five years. During that time EDA apprentice numbers have seen a six fold increase, rising from 54 in 2012 to 391 in 2016.

BMF Apprenticeships Plus is designed to remove potential administrative hurdles and make it easy for BMF members to take on apprentices in any job role. The BMF ATA qualifies as a levy payer and will act as the apprentices' formal employer – taking full administrative responsibility – and place them with a host member. After the successful completion of the apprenticeship, employment is seamlessly transferred to the host member.

Another key aspect of

the scheme is the flexibility it offers to both the host member and the apprentice. This is particularly helpful if merchants or suppliers are unable to commit to the length of time needed for a full apprenticeship. If the member company's circumstances change during the apprenticeship BMF Apprenticeship Plus will aim to find alternative and appropriate employment for the apprentice. This also gives the apprentice the reassurance that they will complete their training and gain a qualification.

John Newcomb, BMF MD, said: "The experience of the EDA gives us confidence that establishing a sector specific BMF ATA will have far-reaching and positive consequences for the merchant sector. Removing the administrative burden and giving access to a far wider range of training will encourage members to increase their recruitment of young apprentices or take them on for the first time."

BMF members will be able to continue to use their existing preferred training providers but they will also have access to a far wider portfolio of established and pre-vetted training providers covering all areas of the UK offering new qualifications



and funded training opportunities.

Richard Ellithorne, BMF Membership Services Director said: "BMF Apprenticeship Plus will enhance the appeal of merchanting as a career option. Young people entering the industry using this route are supported by a full employment contract and apprenticeship

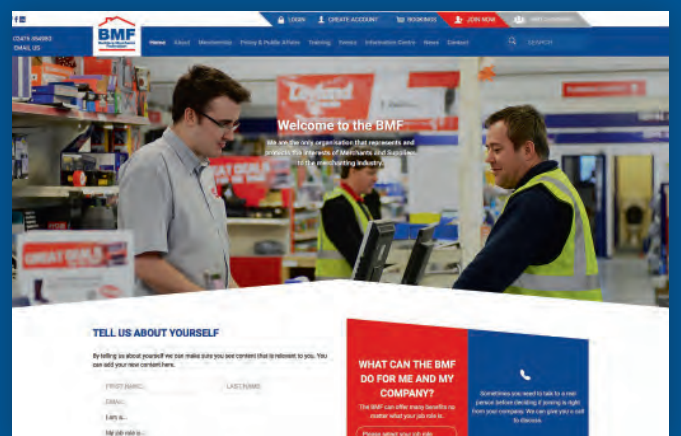
agreement that gives them the opportunity to train and be recognised as proficient across the range of skills that our members need, as well as providing increased security for the duration of their apprenticeship."

To find out more about BMF Apprenticeship Plus contact **James.Spillane@bmf.org.uk** or on **02456 854980**.

Visit the new BMF website

- Access to informative content most relevant to your job role and sector
- Detailed BMF data, reports and forecasts
- Book events and forums online
- Access and book a range of useful training courses
- Keep up to date with BMF blogs, case studies and more
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Get more from your membership now at www.bmf.org.uk.



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Membership Services

www.bmf.org.uk

BMF business guides

BMF provide business guides covering subjects a wide range of industry issues such as Health & Safety, Transport, Environmental, Employment, IT and Security are available for members.

Three new business guides written by Mazars on VAT issues covering Property

Investments, Rebates and Refunds and Reduced and Zero Rated Supplies and a new Price Marking guide written by DCH Law have been produced for members. If you would like to receive copies of these guides please contact Richard Ellithorne at Richard.Ellithorne@bmf.org.uk

Other popular BMF Business Guides include:

- Material storage and handling – in branch
- Slavery, trafficking and supply chains
- Selling fire doors and compatible third party certificated fire door components
- Timber Chain of Custody certification
- Workplace Transport in Branch

For more information about any BMF Membership Services contact [Richard Ellithorne at Richard.ellithorne@bmf.org.uk](mailto:Richard.ellithorne@bmf.org.uk)

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

Fundraising initiatives in 2017 are being held at the BMF's main industry events – BMF Burns' Night Supper, the BMF All Industry Conference and Members' Day. BMF will also support the Pavestone Rally in September, which aims to raise an amazing £100K.

Rainy Day Trust

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



Teenage Cancer Trust

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



For more information visit www.teenagecancertrust.org or email hello@teenagecancertrust.org

This year 41 teams will be taking part in the Rally on 7-10 September from England to Monte Carlo, including teams from the BMF and the BMF Young Merchants Group who enjoyed the 2016 Rally so much they are both taking part for a second year.



The 2016 Vado Rally raised £60K for charity, and the 2017 Pavestone Rally is aiming to raise an amazing £100K, to be divided equally between the Teenage Cancer Trust and the Rainy Day Trust.

The Pavestone Rally organisers are seeking sponsorship of team goodies which will help substantially towards the fundraising target. This is your opportunity to raise your brand profile to 135 key members of the industry. And if you can source the item at a cheaper cost or you have an alternative option then please contact Aaron Frogley at aaron.frogley@pavestone.co.uk.

Boost your brand profile and select your sponsorship package now. Please contact Aaron Frogley at aaron.frogley@pavestone.co.uk with your preference. Or for more information call Aaron on **07826 867888**

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ADEY'S NEW 10-YEAR COMPLETE PRODUCT WARRANTY

Magnetic filtration pioneers, ADEY, has increased the warranty on its MagnaClean Professional2 and Micro2 filters, becoming the first filter manufacturer to provide whole product protection for ten years*.

The new warranty reflects the company's confidence in the proven performance and quality of its products, which is supported by more than 2,000 hours of rigorous component testing.

John Vaughan, ADEY Chief Executive, says: "For more than a decade, ADEY has provided the industry with the best quality products on the market. The extensive testing we undertake on our products means that we are the only filter manufacturer

that can provide installers with a 10-year warranty on the whole product, not just the shell of the filter. This gives installers and their customers peace of mind that they can trust MagnaClean to provide optimum boiler protection for the long-term without issue."

MagnaClean filters are proven to reduce home heating bills and carbon emissions by 6% year on year, saving up to £66 for a three-bedroom property. By protecting heating systems from a build-up of damaging black iron oxide sludge, MagnaClean also helps to reduce maintenance call-outs and increase the lifespan of boiler beyond the average 12-15 years.

*T&Cs apply.

For more information contact Rachel Meagher or Bethan Simkins on 01242 633100 or visit our website: www.adey.com

FORTHCOMING LAUNCHES FROM BLM

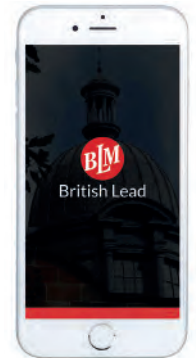
BLM are to strengthen their support to roofing contractors and Leadworkers with the launch of a new smartphone App and three new products during July.

Available free of charge for both Apple and Android devices, the app will contain many features including full product information, installation guides including exclusive video content, weight and roof pitch calculators and a stockist locator, enabling users to search for their nearest British Lead supplier by current location or postcode.

Search results will be listed by closest proximity, with additional information including contact details, web address and directions and the ability to call or email the branch directly from the app.

The app is designed to offer a one-stop solution for users of BLM's products.

BLM are also launching three new products – Site Wipes, Hallclip + and Hallhook. Site Wipes are a new hand wipe, designed to reduce Lead particles on hands for contractors working on site without access to soap and water. They have been developed to help promote better lead hygiene and awareness. With the benefit of an added grime remover, Site Wipes also offer all-round general purpose use. Additionally, the Hallclip +, for fixing Lead flashings into a wider chase, and the Hallhook, for replacing broken slates, will join BLM's extensive ancillary product range.



For more information, visit www.britishlead.co.uk

COMMITTED TO EXCELLENCE

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

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

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

Catnic also offers a wide range of other steel and PVCu products, including the lightweight yet durable SSR² Roofing and Cladding system, high quality builders' metal work and precision engineered plasterers' bead and mesh.

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

SUPPORTING THE BUILDERS MERCHANT NETWORK

There is an ever-growing demand on builder merchants to support their customers in the best way possible; this is primarily due to increased on-site activity leading to more pressure on supply and demand. As a result, merchants need to deliver more than just products. In response to this issue, Celotex Energy Assessments provide a useful way for builders to add value to their customer base.

Celotex understand that the energy and sustainability requirements on site can be tricky to overcome, particularly from a technical perspective. Our experienced team handle it all for your customers, ensuring compliant high-performance buildings for the long term. We understand that very often, customer timeframes are tight so we can support you in a range of services to ensure they are quick, easy and hassle free.

For your housebuilder and developer customers, our comprehensive services include:

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- Part G Water Calculations for building regulation compliance
- Pre-Tender Support

To find out more about energy assessments or the other additional support we can provide to your customers, visit Celotex.co.uk/support

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 974 3002

BRITISH GYPSUM LAUNCHES NEW PATCHING PRODUCT TO HELP SPEED UP SMALL REPAIR JOBS

British Gypsum has launched Thistle Bonding 60, an innovative new undercoat plaster that decreases setting time by as much as two thirds, in three different pack sizes to suit the needs of a variety of trades.

The revolutionary product has all the attributes of original Thistle BondingCoat plaster, but with a much shorter setting time of just 60 minutes, meaning it's ready to finish in 75 minutes. Effectively, this means installers can double their productivity on repair work, potentially even having the time to complete two jobs a day instead of one.

The new product is ideal for patching deep holes or chases, and is available in a 10kg re-sealable tub or 12.5kg and 25kg bags. The different sizes reflect the needs of different trades, the tub and smaller bag is ideal for the occasional user while the larger bag suits those who regularly do patch and repair work or those that have a large job planned. Easy to store, the bags and tubs are available to order in pallets of 20 units.

Gareth Dunn, Innovation Project Manager at British Gypsum, explains: "After spending time working on site with a range of installers, it's clear that a lot of time is being spent waiting for undercoats to set. On smaller jobs in particular, this makes up a substantial amount of the overall time spent working on that project."

All products are available from your local trade supplier. To find out more information about Thistle Bonding 60, visit: www.british-gypsum.com/products/thistle-bonding-60

SHAWS DOUBLE BOWL SINK A ROARING SUCCESS

For a stylish kitchen the Shaws fireclay Double Bowl sink comes with a central dividing wall and is available in both white and biscuit finishes. Each bowl has central 3½" waste outlets for basket strainer or waste disposer and traditional style round overflows. Available in two sizes, 800 and 1000, these distinctive, heavyweight English made, double bowl sinks require bespoke cabinetry, due to their weight. Visit www.shawsofdarwen.com to view the complete range of sinks and complementary taps.



Shaws of Darwen
Tel: 01254 775111 • www.shawsofdarwen.com

SPARKPAK QUALITY ACCESSORIES

Sparkpak UK Limited offers a comprehensive list of electrical accessories, either pre-packed for excellent retail display or loose for the most popular off the shelf items.

With a vast array of customers, ranging from small independent retailers to multi-national builders merchants and DIY superstores.

Sparkpak UK Ltd is the leading supplier of Point of Sale electrical accessories in the UK, with customers from as far south as the Channel Islands to as far north as the Shetland Isles - and everywhere in between!!!



Our online store is a fully functioning live ecommerce website, giving stockists only customers a convenient and secure way of ordering from our comprehensive range of accessories.

Sparkpak UK Ltd,
Unit 18 Foxes Bridge Road, Forest Vale Industrial Estate,
Cinderford, Gloucestershire GL14 2PQ
Tel: 01594 829444 Fax: 01594 824333
Email: sparkpaksales@sparkpak.co.uk Web: www.sparkpak.co.uk

EGERTON CERAMIC SINK FROM SHAWS OF DARWEN

Egerton is a popular Shaws 'British' made sink. A heavyweight 997x470x255mm hand-crafted double bowl, ceramic fireclay sink, manufactured with a unique and distinctive patterned front. The sink features an offset dividing wall and is branded with the well-known Shaws logo to complete the finished 'look'. The sink is available nationwide through merchants and retailers and due to its weight, it is recommended that this sink is installed by a professional with bespoke cabinetry.

Egerton is just one sink from the wide Shaws portfolio and comes without overflows but includes 3½" waste outlets for basket strainers or waste disposer. Shaws sinks are manufactured with a durable glaze in both white and biscuit finishes, designed for years of usage and will keep their good looks if cleaned regularly using a soft sponge or cloth and a non-abrasive cleaning product.

Basket strainer wastes are available in chrome, brushed nickel, gold and antique bronze complete with porcelain indices with the Shaws insignia. Our exclusive collection of designer taps are the perfect choice to complement our range of ceramic sinks.



Shaws of Darwen
Tel: 01254 775111 Fax: 01254 873462
www.shawsofdarwen.com

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 974 3002

MELLERUD - LOOK FOR THE RED AND WHITE

As part of the new range from **Mellerud**, Germany's No.1 Cleaning Solutions Manufacturer, a number of products specifically developed to target mould is now available exclusively from Centurion Europe.

Mellerud CHLORINE FREE Mould Killer Spray. Designed to permanently kill and remove mould without bleaching, making it especially suited to bedrooms, children's rooms, kitchens, wallpaper, carpets, curtains, soft furnishings and upholstery.

Mellerud Mould Killer Spray is powerful and fast acting. It kills mould, algae, fungi and bacteria quickly and easily and is suitable for use on tiles, grout, ceilings, masonry and plastics.

Mellerud Mould Inhibitor is designed to be added to paint, wallpaper paste, plaster and other water dilutable materials and effectively inhibits the growth of mould.

Mellerud Mould Shield offers long term protection against mould, algae and fungal infestation on walls, ceilings and furniture.

Mellerud products are manufactured in Germany following decades of research and development and cover everything in the home, garden, garage or workshop and even motorhome and caravan.

Centurion also have a selection of bespoke Merchandising POS options available - contact us today and ensure you don't miss out on this superb new range.

Visit: www.centurioneurope.co.uk/mellerud
Call: 01302 800262

CENTURY PLASTICS - THE TRADE AND DISTRIBUTION ARM FOR PALRAM INDUSTRIES

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

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

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

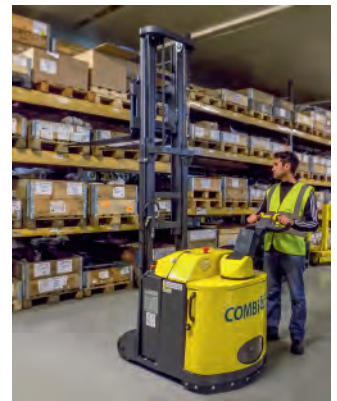
Century's Sales and Production Teams are fully Industry Trained and pride themselves on Excellent Customer Service, whether supplying a single item order or fulfilling a multi-national contract.

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

www.centuryplastics.co.uk

TAKE A WALK WITH COMBILIFT

The Irish specialist forklift manufacturer **Combilift** offers a wide range of 4-way forklifts, straddle carriers and sideloaders, but there is more to the company's portfolio in the form of pedestrian trucks, which handle palletised material as well as longer loads in very confined areas. These include the Combi-WR, its multidirectional counterpart the Combi-WR4 and the recently introduced counterbalance stacker, the Combi-CS. These walk behind models were developed to enhance health and safety procedures in areas where not only employees but also the general public may be present.



The patented multi-position tiller arm is a key feature on these machines for safer operation, maximum operator visibility and narrow aisle performance. The tiller can be turned to the left or right of the unit to position the rear drive wheel, allowing the operator to remain at the side of the machine rather than at the rear as is the case with other pedestrian stackers.

This position eliminates the risk of operators being trapped or crushed between the back of the machine and racking when handling products. It also allows for full visibility of the load, the forks and the surroundings as the operator does not need to look through the mast.

www.combilift.com

GET THE BIGGER GRUNDFOS PICTURE

The Grundfos name is synonymous with reliable pumping and today their portfolio is wider than ever.

You will be aware of the popular UPS2 15-50/60 domestic circulator but perhaps not about the new award winning ALPHA3 System that is our most energy efficient pump and offers the opportunity to achieve fast and accurate system balancing.

Then there is the Conlift family will safely remove condensate from boilers, air-con, cooling and refrigeration systems in domestic and light commercial situations.

Achieving perfect water pressure can be a challenge, so Grundfos have a range of products that can give you the pressure you need such as the SCALA2, a new compact and easy to install fully integrated unit.

Grundfos also offer an extensive range of compact macerators from their SOLOLIFT2 range that will remove grey, wastewater or toilet waste, where the outlet is away from the main soil stack.

These are just few examples of the wider range of products that can deliver the solutions that will meet your customers' needs and will give you even more opportunities to deliver additional business.

For more information on the full domestic line-up visit www.grundfos.co.uk

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 974 3002

STIXALL HAS IT ALL

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

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

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



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

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

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

MAXIMISE YOUR OPPORTUNITIES WITH FREEFOAM CLADDING

All merchants are looking for ways to expand their business. Products to upsell to existing customers, opportunities to revisit previous customers and options to develop new markets – PVC cladding could be that opportunity.

There has been a huge interest in external cladding products in recent years, partly driven by aspirational TV shows like Grand Designs where it seems that every new build project features cladding in some way. Timber is still popular but homeowners are now looking for more low maintenance options – many busy families have little time or skill for the on-going re-painting and repair that timber requires.

PVC-U external cladding is one of the fastest growing external building products. Its versatility means it can be used on a huge variety of projects from a feature wall on an existing building, an exterior finish for a new extension or to give an attractive finish to a loft conversion. Cladding is one of the quickest and simplest ways of totally transforming the look of any home.

Freefoam Building Products are specialist PVC manufacturers producing a wide range of long lasting, low maintenance cladding products. The Freefoam cladding range features a choice of a smooth woodgrain finish or Fortex® timber effect embossed boards in Shiplap, Double Shiplap and Weatherboard styles.

To find out about Freefoam cladding products go to <http://freefoam.com/products/cladding> Contact Freefoam on 01604 683864 or email marketing@freefoam.com

PROTECT YOUR MOST IMPORTANT TOOLS WITH HAND ARMOUR

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

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

Available in 100ml tubes, Hand Armour is packed into printed display boxes which are sure to attract attention when sat on the counter, bringing builders back for this product time and time again.



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

UNIQUE NEW PORCELAIN PAVING RANGE LAUNCHED

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

As market leader, we continually like to keep our product offerings fresh and innovative and carefully study the market and key trends. During 2016 and early 2017 sales of porcelain grew exponentially and, as it has become more widely used, we have seen an increasing demand for "natural stone" effect porcelain paving. So, for 2017 we

are delighted to have extended our Porcelain Collection with a further five ranges of which four are designed specifically to meet this need; adding to our existing "natural stone" looking porcelain products.

We are particularly excited about the new and unique Florence Range which has a mature, aged and weathered appearance including edges with a tumbled effect, enabling the creation of a softer and more natural look. Available in four colours this really is a range that appeals to those people wanting a more classic or traditional garden.

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

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 974 3002

MERCHANT CHOICE BY ENCON INSULATION - FOR INDEPENDENTS, BY AN INDEPENDENT.

Demonstrating ongoing dedication to its customers, leading building materials distributor Encon Insulation is continuing in its commitment to builder's merchants, partnering with independents to help grow their businesses through uniquely tailored support.

Showcasing its determination to help independents, the business has built a dedicated merchant team, available to cover the UK and armed with product knowledge, sales expertise and technical support to help independents identify new ways to build their businesses and enhance their own customers' experience.

More and more merchants are joining forces with the UK's leading distributor of insulation, interior systems, roofing and fire

protection products and seeing the benefits of this relationship. Partnering with Encon and taking advantage of the dedicated team's ongoing support brings a host of benefits including access to a wider range of leading brands and value added products, bespoke training from a team with technical expertise, business and marketing support and sales leads.

Reflecting on Encon's Merchant Choice initiative, Merchant Development Director Mike Beard commented, **'It's been fantastic watching our merchant team build and strengthen important relationships with merchants across the country and to see the success stories. Our merchants are seeing a real benefit from this personalised support.'**

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

KLOBER LAUNCHES WALL AND UNDERFLOOR VENT RANGE

As part of its continuing specialisation, roofing accessory manufacturer Klobber has introduced a comprehensive range of wall and underfloor vents. This includes through-the-wall and drill vent sets, weep and face-fit vents, interlocking airbricks, liners, extensions, converters and ductings to provide background ventilation or whatever is needed for heating appliances. For plumbing work, products are supplied with elongated spigots.



Underfloor ventilation removes stagnant air and prevents condensation while weep vents can be slotted between bricks and mortared into position to provide an unobtrusive ventilation point for the cavity.

All Klobber products conform to the relevant Building Regulations and British Standards and, where appropriate are BBA, BRE and IAB certified. They come with a 10 year guarantee against manufacturing defects and are available in up to five colours.

Go to www.klobber.co.uk/shop/category/wall-ventilation

SUPERGLASS. INSULATION WITH MORE BOTTLE.

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

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

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

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

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

ARTIFICIALGRASS.COM - THE OPPORTUNITY THAT KEEPS ON GROWING!

The merchant industry's biggest synthetic turf supplier has seen a significant increase in business and is urging merchants to take advantage of this growing opportunity.



ArtificialGrass.com offer both yard stock and direct to site options and merchants can be up and running quickly, with free POS material supplied.

Artificial grass can be installed throughout the year but the biggest demand is from March to September, when the sun is shining and people are looking to enhance their gardens.

ArtificialGrass.com has a comprehensive product range that is highly natural looking,

durable and practical for a variety of applications (lawns, play area, roof gardens, golf).

Pete Toghil, Commercial Director, comments: "This is an exciting period of growth for ArtificialGrass.com. To enable merchants to take advantage of market developments, we offer installation training and educational learning programmes with dedicated account managers to support merchants and their customers".

For more information or if you are interested in becoming a stockist, visit www.artificialgrass.com or call 0843 224 7878

60 Minutes Flat

New Thistle Bonding 60 achieves a consistent set time of sixty minutes, making it ideal for patching jobs.



Available in **12.5kg** and **25kg** bags and our new **10kg** tub for less waste and easy storage.

Available to order from British Gypsum now.

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 974 3002

HANSON'S MULTICEM NOW AVAILABLE IN TOUGH NEW PAPER PACKAGING

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

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

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

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



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

CAST IRON IN THE 21ST CENTURY

We have been casting iron at Hargreaves Foundry for 135 years and are well known for traditional and bespoke products. However, we also produce a modern cast iron drainage system that is both BS EN 877 and BBA (Certificate 06/4401) certified. Our Halifax Soil and Drain system has an epoxy paint coating plus simple and effective mechanical jointing systems making it a reliable, easy to install, fit and forget choice for internal and below ground drainage. It is an excellent choice for new build, internal drainage needs.

And as modern as the Halifax system is, it still bears all the reliable benefits of Hargreaves' cast iron. It is strong, durable and long lasting. It also has the best fire resistance properties and lowest noise transmission compared to other materials. It is a sustainable option as cast iron is one of a handful of products that can be fully recycled without any deterioration in its original properties, and will never need to go to landfill.

Couple these product benefits with first class Hargreaves service that will deliver standard items ex stock to site within 3 to 5 days of order, and the Halifax Soil and Drain system is a compelling choice.

T: 01422 330607 • E: info@hargreavesfoundry.co.uk
W: www.hargreavesfoundry.co.uk

CRYSTAL PLATINUM PARTNERS - EVEN MORE SUCCESSFUL TOGETHER

Crystal are grateful to have the so many builders' merchants as our partners – the numbers are growing daily! And that's why we've introduced the Platinum Partner programme.

Our proven programme will ensure that your sales of PVC-U and aluminium windows, doors and conservatories will rise dramatically, making certain that you gain a real stake in this lucrative market – a market place valued at £5bn+ in the UK

You'll need to appoint a branch champion, who will in turn be advised of your dedicated Crystal contacts. Champions are then invited to attend the Crystal Academy to complete a comprehensive training course, learning about our full product range, styles and colours.

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

Here are some of the benefits our Platinum Partners receive:

- FREE SHOWROOM development fund worth £3,500.00!
- Preferential discounts
- Dedicated Account Manager to dual call with merchant sales team
- Free access to Evo-Sat—allowing branch champion to quote and place orders online

- Dedicated and highlighted Preferred Stockist Listing on the new Crystal website (with branch locator function)
- Use of CESAR for promo, demo days and staff training
- Merchant branded stock products
- Merchant branded protective tape to M2M products
- Free merchant branded and personalised online pricing configurator – quote instantly 24/7
- Early access to new product launches
- Personalised and merchant branded quotes and order acknowledgements
- Attendance at the Crystal Academy (2 day training course)

to create merchant branch champions

- Dedicated trading areas (website lead generation)

Steve Halford, Crystal's Group Managing Director says:

"We are excited to introduce this new business development programme – it's a great opportunity to build relationships and offers merchants a real opportunity to take their share of this sector and grow their sales with ease!

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

Call us on 01462 489900 or email marketing@crystal-direct.co.uk for more information.

National Apprenticeship Shows

The BMF has been on the road this year attending the series of National Apprenticeship Shows



spread out regionally across England. This was part of the BMF's commitment to its Youth Recruitment Campaign to bring young talent into the merchanting Industry. There has been a long-standing bias towards University places but the tide seems to be turning towards the merit of Apprenticeships. With the Apprenticeship Levy now in place and the Government's continued pledge to reach their housebuilding targets, this was a timely opportunity to get the message out.

The first show was at Sandown Park, London held on 5-6 March where at the BMF stand we showcased the diverse range of job roles on offer for young people entering the industry. Heavy footfall from teachers and school kids and leavers made for a very busy day. Special thanks to Lawson's who came to support the stand on the second day.

The second show the BMF exhibited at was just a week later on 12-13 March at Arena MK in Milton Keynes. This show saw the likes of Travis Perkins, the Army and Mercedes Benz take out large stands, all aware of the value of bringing in young talent.

The third stop on the



Sandown Park



Phil Hawkes of Didac, Luci Pitt of Lawsons



Milton Keynes Show



tour was the South West Apprentice Show held in Exeter on 3 and 4 May. Our stand was a hive of activity with Jenny Naylor HR Director from RGB manning the stand



Exeter show

on the first day and Sarah Daniels ex-apprentice and now Category and Merchandising Assistant at Interline and BMF Ambassador, stopped by to talk about BMF Training programmes and we had other members in our midst with Bradfords Group taking out a stand. Hot on the topic list was the new BMF Apprentice Training Agency which will help members deal with their higher numbers of desired apprentices in the coming months. During the same time as these shows BMF members and members of the Electrical Distributors Association have worked together in a Trailblazer group defining a specialist NVQ Level 2 for our Industry entitled Trade Supplier Apprenticeship. This apprenticeship is currently

awaiting approval from the Skills Funding Agency but will a bit of luck will be ready to launch this September. This is a great development for our Industry to remain competitive by having a fit for purpose apprenticeship designed by the Employers within it.

Hopefully we will see many of the young people who attended these shows go on to start Apprenticeships in Builders Merchants. The BMF will be exhibiting at one more National Apprenticeship Show this year in Harrogate on 21-22 September. If you would like to attend this show or would like any more info on BMF Apprenticeships then please contact James Spillane, Training and Development Manager for BMF at james.spillane@bmf.org.uk

Could you be a BMF Ambassador?

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

- Visiting schools, colleges and job centres to promote the campaign
 - Giving media interviews to local and regional press
 - Supporting our campaigns and events on social media
 - Speaking at recruitment events
- If you think you have what

it takes to become an Ambassador contact James Spillane at the BMF at james.spillane@bmf.org.uk or call 02476 854980.



Northumberland's No.1 Independent welcomes MP Trevelyan

Following the General Election, the new Government must remember that housing is not built and homes are not improved without the involvement of builders, plumbers and timber merchants.

That was the message from JT Dove, the North East's no.1 independent builders' merchant, to Anne-Marie Trevelyan when she visited the 148-year old business in Berwick-Upon-Tweed in May.

Mrs Trevelyan was shown around JT Dove by its Managing Director, Steve Robinson, and discussed the role, value and importance of merchants in creating local



Anne-Marie Trevelyan, Steve Robinson (Managing Director) and Eddie Burness (Branch Manager)

jobs and growth.

Mr Robinson explained how the company is investing

in its 17-strong branch network throughout the North East, Cumbria and Scottish Borders. He also raised several key issues facing the construction industry including housing demand & supply, vocational training and skills (especially apprentices), and the consequences of the vote to leave the European Union.

Steve Robinson is also the Regional Chairman of BMF North East Region. Mrs Trevelyan was particularly interested in the latest BMF economic data that shows sales figures across the UK in February were up nearly 8% in total, compared to the same time in 2016.

Touring the 4-acre site,

Anne-Marie Trevelyan said: "I was delighted to visit JT Dove here in the constituency and learn of their contribution to not only rural Northumberland's prosperity, but also the wider North Eastern economy. I pay tribute to Branch Manager, Eddie Burness, and his team in helping customers with their building projects".

"Housing and home-ownership are central to my Party's thinking and our work on the Northern Powerhouse. I want to see a modern Industrial Strategy continue to succeed here in the North East. Boosting output and employment, educational achievement, and the quality of life in less-well performing parts of the country, compared to London and the South East, must continue to be our aim".

Concluding the visit, Steve Robinson said: "I was grateful to Anne-Marie for taking time to come today and gain insight into our supply chain. We wanted to show her that builders' merchants create meaningful jobs, at all levels, in every constituency. Apprentices are central to this and we want to see the next Government doing more to redress the parity of esteem between academic and vocational training".



Left to right: Paul Dewson, Anne-Marie Trevelyan, Lee Charlton, Steve Robinson (Managing Director), Eddie Burness (Branch Manager) and Tommy Ryder at JT Dove Building Materials in Berwick-Upon-Tweed

Clean Air Zones: DEFRA and air quality

Responding to the Government's air quality proposals released on 5 May, John Newcomb, MD of the BMF said the Government has 'missed a golden opportunity' to modernise the use of larger vehicles in cities. He said: "Builders merchants have a vital role to play if the Government is to meet its air quality ambitions. However,

as it currently stands, Clean Air Zones have the potential to slow down construction, hamper delivery to our customers and increase the cost of running our members' 4,800 branches across the UK.

"Unlike private motorists, merchants have no choice but to use diesel vehicles to deliver to building sites. The Government has today missed a golden opportunity

to help SMEs modernise and replace old lorries, trucks and vans with cleaner, greener models to comply with Clean Air Zones. We will continue to urge ministers in the next Government to introduce a diesel vehicle scrappage scheme to alleviate harmful emissions from HGVs & LGVs."

"We are also concerned that Clean Air Zone charges

will significantly increase the cost of delivering vital building supplies into towns and cities. Local economies depend on housing and other construction projects that create jobs and growth. This is why the BMF is keen to work with any local authority as they implement a Clean Air Zone so that their local building supply chain is not adversely affected".

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 974 3002

WIN JUST BY HELPING YOUR CUSTOMERS WIN!

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

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

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

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

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

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

INTACT SOFTWARE TO LAUNCH NEW FULLY INTEGRATED E-COMMERCE SOLUTION

As traditional bricks and mortar businesses find themselves amongst increased competition from online players in the market, interest is continuing to grow amongst merchants towards this potentially lucrative sales channel.

With Intact Software's rich heritage working with builders' merchants and a deep understanding of the industry's needs, it was only a matter of time before they would introduce their own e-commerce platform.

This summer, the company is set to launch Intact cliQX - a bespoke online platform that has been designed to cater for both b2b and b2c e-commerce sites and integrate seamlessly to Intact Software.

The new platform enables businesses to manage a single database where all stock, pricing and product details are updated in real-time online from their back office system. Intact cliQX also allows you to create a personalised shopping experience for each and every one of your customers. The online account portal allows your customers to securely log on to access their own account information, order status, history, price lists, product information, invoices etc.

Intact cliQX offers a wealth of features and capabilities designed to create the optimum online store experience for your customers.

Designed to maximise your online sales potential Intact cliQX is the smart way to sell online. If you'd like to find out more, contact Gary Mason on 01442 878879

QUINN THERM ISOSHIELD FULL FILL CAVITY BOARD RECEIVES BBA CERTIFICATION

The newest addition to Quinn insulation range, the Quinn Therm Isoshield Full Fill cavity board recently received BBA certification, acknowledging the high quality of the product and giving assurances on its technical compliance within the construction industry.

The certificate was presented to Kevin Lunney, Quinn Building Products Operations Director and Áine Osojca, Quinn Therm Polymer Engineering Manager, by representatives of the British Board of Agrément at Ecobuild 2017.

BBA certification is widely recognised as a mark of quality and reassurance throughout the industry, with testing by the Board covering compliance,



technical specification, design, installation and performance.

Quinn Therm Isoshield Full Fill is a superior cavity wall insulation board which combines ease of

construction with the benefits of Full Fill PIR insulation. U-values of as low as 0.13W/m2K can be achieved with a 150mm wide cavity, a huge improvement over partial fill cavity insulation.

The use of the Full Fill insulation board, in many cases, eliminates the requirement for using an insulated plasterboard on the inside of the wall, improving the thermal mass of the building which results in a much more comfortable room to live in all year round.

Like all Quinn Therm products, the Full Fill board has zero ozone depletion potential (zero ODP), a low global warming potential (GWP) and achieves an A+ BRE Green Guide rating, making it a

very sustainable product.

Some of the performance factors assessed for the certification include:

- **Thermal properties:** Quinn Therm Isoshield Full Fill Board achieved thermal conductivity (λ) of 0.022 W/mK
- **Water resistance:** the board will resist the transfer of water across the cavity
- **Behaviour in relation to fire:** the board has a reaction to fire classification of E to BS EN 13501-1: 2007
- **Durability:** the product is durable, rot-proof, water resistant and sufficiently stable to remain effective as insulation for the life of the building

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



CAN YOU AFFORD NOT TO ATTEND?



BMF Branch Managers Forum
27-28 June 2017

- Improve branch performance
- Expert presentations
- Product masterclasses
- Networking opportunities
- Guest speaker
- Save money

The Forum costs £199+VAT per person, including hotel accommodation on 17 June. Entry is restricted to 4 Branch Managers per merchant company.

Visit www.bmf.org.uk/events TODAY and book online or contact June Upton – call 02476 854988 or email june.upton@bmf.org.uk.

Kerridge Annual Customer Conference – 17-18 May

The BMF were delighted to attend the Kerridge annual Kconnect Customer Conference on 17-18 May at Chesford Grange Hotel near Kenilworth.

The conference was attended by around 200 delegates and consisted of presentations, customer stories and break out sessions.

On the first night guests enjoyed a networking BBQ and were entertained with valuable lessons on goal setting, leadership, teamwork and success by Steve Parry, Former English competitive swimmer who represented Great Britain in the Olympics, FINA world championships and European championships, and England in the Commonwealth Games.

For more information visit kerridgecs.com.



Jeremy Norris of Lawsons talking with Stephen Younger about how eCommerce benefits your business

Hosts announced for BMF Members' Day

Miriam Staley, who kick-started a high profile career at the age of 26 when she made it to the final five of the first series of The Apprentice, will host the Business Conference at BMF Members' Day on 20 September.

Following her appearance on the TV show she joined Lloyds TSB, heading up their Corporate Sponsorship programme during their partnership with the London 2012 Olympic and Paralympic Games. Since then she has developed her career as a dynamic facilitator as well as an engaging speaker. Miriam, who is one of the few people Lord Sugar has publicly apologised for firing from The Apprentice, says her life's purpose is "to communicate and inspire".

The day-long business programme takes the theme "Building Beyond Brexit" and will include construction industry speakers, expert economic analysis, thought-provoking presentations from business leaders beyond the building industry, and workshop sessions where delegates can raise issues and question experts directly.

Members Day concludes with an Awards Dinner to celebrate the achievements of young people working in our industry, hosted by Dominic



Miriam Staley

Holland. Described by the Sunday Times as "the UK's master of observational comedy", Dominic's material is accessible to all audiences. He has performed three sell-out shows at the Edinburgh festival, winning a coveted Perrier Award, written and performed in two comedy series for BBC R4 and appeared on numerous TV and radio

shows as well as theatres and comedy clubs all over the country.

BMF MD, John Newcomb said: "Members' Day has a new look this year with a more in-depth programme of business presentations and, for the first time, our Award ceremony held on the same day. With this in mind we wanted to refresh the overall presentation of both elements and I know our two great hosts, Miriam and Dominic, will add that extra dimension."

Members' Day 2017 will be held at Jurys Inn Hinckley Island Hotel in Leicestershire. The Business Conference and the BMF's black-tie Awards Dinner both take place on 20 September. The BMF's annual Golf Tournament will be held on 19 September, along with our other social activities, Quad Biking and Rifle Shooting.

The BMF thanks Members' Day headline sponsor, Encon Insulation, and Marsh Industries, Monument Tools and First Event who sponsor the Awards Dinner and Golf Tournament and Social Activities.

For more information and to book your place at the BMF Members' Day event please visit www.bmf.org.uk/events or contact: june.upton@bmf.org.uk

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 974 3002

GRANT & STONE AND K8 SOFTWARE

Grant & Stone, the 25 branch, home counties-based builders' merchant, is now live on K8 software. K8 is a fully integrated trading and business management solution designed for all types and sizes of merchant, wholesaler or distributor. Sales processing, stock management, CRM, business intelligence and financials are all supplied as standard, fully integrated modules.



The system's modern, multi-channel eCommerce software delivers a strong internet presence with full online trading facilities – and this was another key differentiator for Grant & Stone, as were the fully integrated financials and robust rebate management functionality.

Mat Miller, Director at Grant & Stone said, "K8 delivers all the functionality we were looking for with plenty more for us to grow in to. We were also reassured by our industry peers about the stability of KCS and its support structure. I'm confident we've chosen the solution that's right for us as we develop our business in the future."

For more information visit, www.kerridgecs.com

KNAUF INSULATION CLOSES THE LOOP WITH VEOLIA

The UK's leading mineral wool insulation manufacturer, Knauf Insulation, has entered into a long term contract with Veolia to support the construction of a state-of-the-art glass cullet processing facility, next to its manufacturing plant in St. Helens, Merseyside.

The facility will take glass from Veolia's wide portfolio and process it to a 'furnace-ready' quality. It will provide Knauf Insulation with a stable supply of high quality recycled glass from packaging, which is a key raw material used to manufacture energy saving insulation products. This end-to-end process supports the strategies of both companies in regards to sustainability, recycling and

preserving scarce raw materials. The facility will be built by the end of this year.

John Sinfield, Managing Director at Knauf Insulation Northern Europe, adds: "We are delighted to be working with Veolia on this project, which perfectly aligns our goals for sustainability and the circular economy. Given recent shortages impacting the construction sector, our customers can be reassured that we are working proactively upstream to further enhance the security of our supply. The construction of the new facility should also help grow the local economy through the creation of new jobs and the use of local firms to carry out the relevant construction work".

For more information call 01744 776 600 or visit: www.knaufinsulation.co.uk

KINGSPAN KOOLTHERM K100 RANGE EXPANDS

Kingspan Insulation has announced the launch of two new products to join their innovative Kooltherm K100 Range- Kingspan Kooltherm K112 Framing Board and Kingspan Kooltherm K107 Pitched Roof Board- designed to deliver lower U-values with a minimal construction thickness.



All products in the range have an advanced, fibre-free insulation core with a thermal conductivity of just 0.018 W/m.K across all available board thicknesses, the lowest for any rigid phenolic insulation board. This revolutionary composition offers architects, specifiers and builders the freedom to design and construct buildings with inherently outstanding fabric performance, without having to compromise on internal space.

All the products in the Kooltherm K100 Range are manufactured with a blowing agent that has zero Ozone Depletion Potential (ODP) and very low Global Warming Potential (GWP). The insulation boards are non-deleterious, easy to handle and install, and are unaffected by air infiltration.

Kooltherm, Therma and KoolDuct insulation products and cavity closers manufactured at Kingspan Insulation's facilities in Pembridge and Selby are certified to BES 6001 (Framework Standard for the Responsible Sourcing of Construction Products) 'Excellent'.

The Kingspan Kooltherm K100 Range is now available on the Kingspan Insulation U-value Calculator, and detailed product brochures are available for download on the website: www.kingspaninsulation.co.uk

For further information, please contact: Tel: +44 (0) 1544 387 384

MARSH INDUSTRIES REALLY CAN CATER TO ALL YOUR OFF MAINS DRAINAGE NEEDS

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

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

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

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

If you require further information please visit our website at www.marshindustries.co.uk or contact the sales office on 01933 654 582

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 974 3002

SAFEGUARD'S DRYBASE IS IN THE MIX FOR FLOOR AND WALL SEALING

Part of the Drybase range from Safeguard Europe – the UK's leading specialist in damp-proofing and waterproofing technology – ECS Epoxy Floor Coating is a highly durable damp-proof epoxy coating for floors and walls from. Supplied as a two-part water-dispersed epoxy resin, Drybase ECS Epoxy Floor Coating is applied in two coats using a brush or roller.

Hard-wearing, stain resistant and able to withstand foot and light vehicle traffic; typical applications for Drybase ECS Epoxy Floor Coating would be treating damp and staining problems in solid concrete floors (eg garage floors); floor and wall coating for kitchens and other food-processing spaces; warehouse and storage facilities; and light industrial factory areas to give resistance to foot and light vehicular traffic

Water-based and low odour, Drybase ECS Epoxy Floor Coating consists of a pigmented base resin component and a water-dispersed hardener component. Surface finish appearance of the surface finish will reflect the texture and nature of the substrate and, when applied, contact surfaces must be sound, clean, dry and provide a 'light' mechanical key.

For best results, grit Drybase ECS Epoxy Floor Coating can be applied as a moisture suppressant coating, where dampness may be expected. Where Drybase ECS Epoxy Floor Coating is being used to provide a decorative finish it is important that it is applied to a dry substrate; and it should be applied by skilled operatives familiar with the application of epoxy coatings to a high decorative standard.

For more information, visit www.safeguardeurope.com

A NEW CHAPTER FOR SCA TIMBER SUPPLY UK

The SCA Group to become two listed companies: the forest products company SCA and the hygiene and health company Essity

SCA was founded in 1929 as a forest products company operating in Sweden. Over the years the company has developed its business towards more and more value-added products, such as wood products for specific applications, paper for packaging and print, renewable energy but also hygiene products. Today SCA is a global hygiene and forest products company with about 50,000 employees and sales in more than 100 countries.

The synergies between the two businesses have decreased over time and at the Annual General Meeting on 5th April, SCA's shareholders approved a proposal to split the SCA Group into two listed companies, a hygiene company and a forest products company.

Forest Products will retain the SCA name and will continue to manage and develop this brand. The company will include all of SCA's forestry and forest industry assets, such as SCA Timber Supply UK, and all the products, employees and other values connected with these. The split of the company will be carried out at a suitable time following completion of the listing process, but no later than in the second half of 2017.

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

KINEDO KINEPRIME NOW WITH GLASS

A popular model in the Kinedo range of cubicles by Saniflo, the Kineprime, has been upgraded to include internal glass panels. The white framed quadrant or corner cubicle is popular with a range of customers in the domestic, hospitality and leisure sectors thanks to its speed and ease of installation. An intuitive assembly process, with no need for tiles, grout or silicone ensures that a new shower can be installed and ready for use in just a couple of hours, once the showering area is prepared.

The Kineprime Glass is a highly adaptable shower cubicle. With four corner versions available - 700 x 700, 800 x 800, 900 x 900 and the 700 x 1100, it can be installed directly over existing tiles in the case of a replacement or directly on to a wall surface



in a new build. In the case of the quadrant there are two sizes - 800 x 800 and 900 x 900. Each model has the option of a sliding or a pivot door to suit and comes complete with an adjustable height shower tray and a thermostatic shower as part of the package.

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

DOSE A SYSTEM IN UNDER 30 SECONDS WITH NEW RAPID-DOSE™

Dosing heating systems with Sentinel's water treatment chemicals is now easier and faster thanks to Sentinel's new Rapid-Dose™. This innovative aerosol features a unique pre-assembled adapter and 'twist and dose' mechanism that allows easy hands-free dosing of a system in 30 seconds. This makes it ideal for everyday jobs in addition to service, emergency, pre-dose and social housing applications where time is limited.

The distinctive Rapid-Dose adapter can be used in an extended number of locations, such as via a radiator, male filling loop stop valve, bleed valve, boiler drain valve, and many filters (via the vent pin), giving maximum flexibility to the installer even when working on awkward or difficult to reach systems.

Sentinel's X100 Inhibitor, X400 High Performance Cleaner and Leak Sealer chemicals are available in the new Rapid-Dose format. Furthermore, installers that don't like the new X100 Rapid-Dose can claim a free bottle of X100 Inhibitor from Sentinel (subject to T&Cs).

"Installers will love the new Rapid-Dose. It saves time on site, is easy to use, can be connected to multiple locations, and there's no loss of product or spillage.



For more information on new Rapid-Dose, please contact Sentinel on 01928 704330 or visit sentinelprotects.com

BMF Regional Centres of Excellence

The BMF has so far opened 14 Regional Centres of Excellence, hosted by members around the UK and will continue to open

Regional Centres throughout 2017. Each centre is designed to give members access to BMF training and events much closer to home.



London Centre of Excellence – SIG

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

SIG's Sheldon Square office will host the BMF's London regional meetings and training sessions. The spacious and modern venue, which opened in May 2015, is ideally suited for this purpose. Centrally located close to Paddington Station,

the venue has a range of conference rooms that can accommodate 6 to 32 people as well as facilities for phone and video conferencing.

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



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

West Midlands – JCB

The BMF West Midlands regional meeting was recently held at JCB's Regional Centre of Excellence at JCB Compact Products, in Cheadle.

JCB Industrial Business Development Manager Darren Brookes said: "We are delighted to host the BMF members for training and regional meetings. They are doing a great job of bringing together different elements of the supply chain and we

are looking forward to playing our part in the West Midlands area."

BMF Regional Manager Matt Haines said: "This is a fantastic centre and we look forward to holding our West Midlands meetings here, along with training courses for local members. Hosting the BMF's West Midlands Centre of Excellence demonstrates JCB's commitment to continuing as one of the BMF's most active supporters."



BMF West Midlands regional meeting held at JCB Compact Products, Cheadle

North West – Sentinel

The BMF launched its second Regional Centre in the North West at Sentinel Performance Solutions' superb facility in Warrington.

Matt Haines (BMF Regional) attended the launch with Sentinel's Neil Davies (Trade Marketing Director) and Daniel Cheung (Trade Marketing Manager).

At the launch Neil Davies said: "Sentinel is proud to be partnering with the BMF. At Sentinel, we look forward to working with the BMF

as we seek to educate and inspire the next generation of builders' merchants to meet the challenges of the rapidly changing construction industry."

Matt Haines said: "The BMF is very appreciative of Sentinel allowing the BMF to use the impressive facilities at their Warrington Offices. We very much look forward to welcoming members to the venue when the BMF Regional Meeting is held there on 4 October."



Sentinel L-R: Matt Haines (BMF) and Neil Davies (Sentinel)

Wales – Rockwool, Pencoed

BMF members made a visit to the Rockwool site in Pencoed on St David's Day for the "Spring" BMF South Wales Regional meeting, chaired by Richard Brian, Managing Director of Hughes Forrest.

The meeting included the official launch and opening of the first Regional Centre of Excellence in Wales at ROCKWOOL

Mark Bungay, National Sales Manager DIY & Merchants, ROCKWOOL said: "ROCKWOOL is proud to be partnering with the BMF and we are fully committed to providing the very best in product training to



L-R: Richard Jones (BMF Regional Manager), Mark Bungay (ROCKWOOL), Richard Brian (Hughes Forrest & BMF Wales Chair), John Newcomb (BMF MD)

merchants, both in branch and at the new training academy. We look forward to working with the BMF as we seek to educate and inspire the next generation of builders' merchants to meet the challenges of the rapidly changing construction industry."

Richard Jones, BMF Regional Manager in South Wales is looking forward to setting up a South Wales training group to fully utilise the superb facilities within the Regional Centre and Training Academy for a wide range of popular BMF training courses throughout 2017 and the next regional meeting on 18 October.

For information about BMF Regional Centres of Excellence in your area visit www.bmf.org.uk/About or contact your BMF Regional Manager.

Your leading trade association for the plumbing & heating industry in England & Wales and what they can offer you!



APHC & The Plumbing & Heating Business

Providing leadership and guidance in the plumbing & industry by supporting the work to:

- Develop qualifications/apprenticeship standards;
- Determine operative pay and conditions;
- Represent members and the wider industry to Government and other industry bodies.

Providing members with:

- Our highly regarded technical, legal & HR helplines;
- A portfolio of discounted products/services;
- Access to online member resources to assist in plumbing & heating business development;

and finally:

- Accreditation and/or membership of:



APHC & The Plumbing & Heating Supplier

Supplier members including merchants and manufacturers can promote their products & services to our member database and help strengthen their position in the marketplace by:

- Accessing a range of marketing and APHC partnership opportunities
 - Quarterly magazine
 - editorial and advertising opportunities
 - Bi-monthly e-bulletin
 - Weekly e-news items
 - Joint APHC/Supplier loyalty schemes
- Exclusive invitation to the Annual Supplier Forum
- Speaker opportunities at our Employer Events



Our business services are constantly evolving and we always welcome dialogue surrounding new ideas and business opportunities so please give us a call.

Interested in working with APHC? call: 0121 711 5030 or visit www.aphc.co.uk for more information

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

- Finding a local professional BMF merchant made simple
- Find BMF merchants by location or postcode
- Need a specific brand? Find local BMF merchant stocking that brand in just a few clicks

Available on the iPhone
App Store

ANDROID APP ON
Google play



Save Time Finding Products



Find Professional BMF Merchants



All Your Contacts In One App

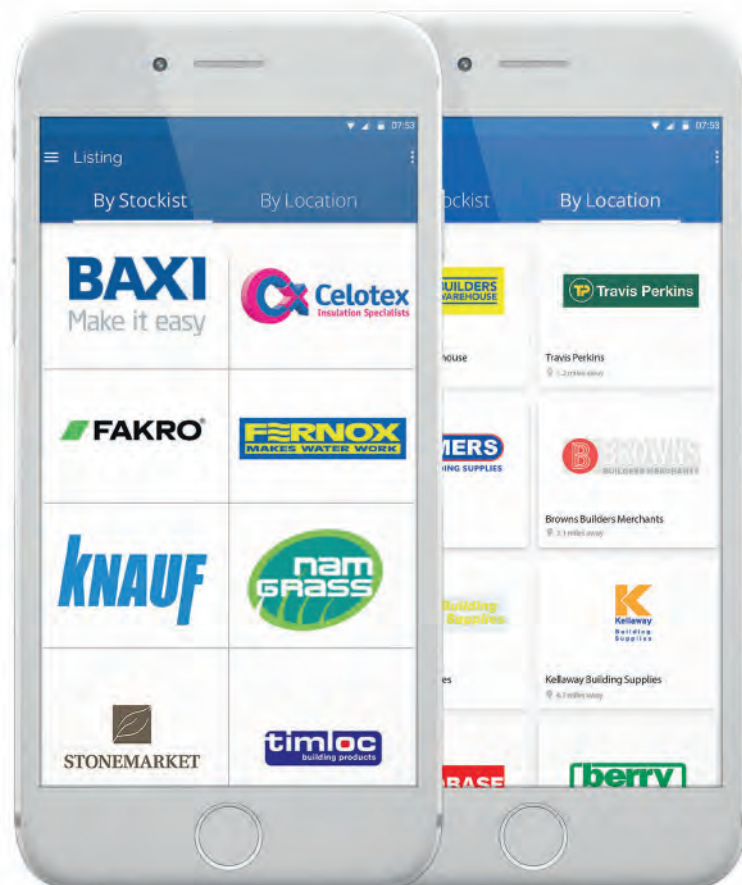
With 316 merchant members operating over 4,800 branches across the UK and over 200 supplier members; the Builders Merchant Federation is proud to launch the stockist search app.

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

The app launches in Spring 2017 and is free for all trades professionals to use.

BUILT AND POWERED BY:  Expert Trades

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





FEDERATION OF
**MASTER
BUILDERS**

fmb.org.uk

HOW WOULD YOU LIKE TO EARN £50*?

Recommend one of your customers to become a Master Builder and if their application is successful we'll give you £50*!

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- 2** Display the posters and leaflets in your store
- 3** Start referring customers and earn £50* for every successful application

Contact marketing@fmb.org.uk to find out more!

*Terms and Conditions apply

2017	Date	Event
June	15-18	BMF All-Industry Conference , Budapest - SOLD OUT
June	22	BMF Timber Forum , BMF, Coventry
June	27/28	BMF Branch Managers' Forum , BMF, Coventry
July	6	BMF Supplier & Service Member Forum , BMF, Coventry
July	13	Bob Beaver Memorial Shoot , Royal Berkshire Shooting Ground
July	14-16	BMF Mastermerchant competition , Ambleside
Sept	7-10	Pavestone Rally - Dover to Monte Carlo
Sept	13	South West regional meeting , RGB, Tiverton
Sept	15	FMB Master Builder Awards final , London
Sept	19-20	BMF Members' Day , Jury's Inn Hinckley Island
Sept	27	BMF Yorkshire Regional golf day , Ganton Golf Club, Scarborough
Sept	27	Second BMBI Round Table , BMF, Coventry
Oct	4	BMF North West and North Wales Regional Meeting , Sentinel, Warrington
Oct	10-12	UK Construction Week , NEC, Birmingham
Oct	11	BMF Anglia regional meeting , Ridgeons, Cambridge
Oct	16-17	National Apprenticeship Show , Manchester
Oct	16-17	B & K Conference , The Belfry
Oct	18	BMF South Wales regional meeting , Rockwool, Pencoed
Oct	19	BMF North East regional meeting , Ramside Hall
Oct	25	BMF East Midlands regional meeting , John A Stephens, Nottingham
Oct	31	BMF West Midlands regional Meeting , Worcester Bosch, Worcester
Nov	7	NEW BMF & NMBS Independent Merchants' Forum , BMF, Coventry
Nov	8	BMF Marketing Forum , BMF, Coventry
Nov	16	BMF HR Forum , BMF, Coventry
Dec	6	BMF Yorkshire regional meeting , Middlethorpe Hall Hotel, York
2018	Date	Event
Jan	23-24	BMF Branch Managers' Forum

BE THE BEST

WE ARE DELIGHTED TO ANNOUNCE THE 16TH BMN AWARDS.

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

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

or contact Melanie Fry
0207 973 6687
m.fry@hgluk.com

Submission deadline:
Friday 1st September 2017

BUILDERS' MERCHANTS NEWS

BMN awards 2017



FRIDAY 24th NOVEMBER 2017, THE LONDON HILTON HOTEL, PARK LANE

Sponsored by



Press releases

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 974 3002

TRADE COUNTER SIGNATURE CAPTURE APPLICATION LAUNCH

Reduce the paperwork on your trade counter with Merlin's Trade Counter Signature Capture Application for Android™, which allows the capture of customer signatures using low-cost and readily available Android Tablet devices.

Developed with your industry in mind, the app has already "halved the paperwork" on one customer's trade counter. Not only does it reduce the paperwork, when not in use the tablet can be used as a promotional tool, with the tablet showing promotional images in a slideshow format. Automatically switching to a live order form when the order process begins, 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 to confirm the 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?

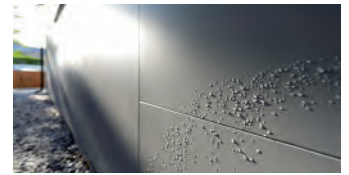


For more information on Merlin Business Software, please visit www.merlinbusinesssoftware.com or call 01246 457150

MEDITE SMARTPLY ANNOUNCES MAJOR INVESTMENT IN NEW FACTORY

In a significant move for the construction industry, MEDITE SMARTPLY, producers of innovative timber panel products, has signed a commitment as part of a consortium planning the construction of the world's first Tricoya® wood chip acetylation plant. To be built in Hull, the plant will produce the raw material for the manufacture of MEDITE® TRICOYA® EXTREME, the market leading high performance wood panel.

The consortium is between MEDITE SMARTPLY, chemical technology group Accsys, venture capitalists BP Ventures and Acetyl industry leader BP Chemicals. The plant, due to come on stream in 2019, will produce Tricoya Wood Elements using Accsys' proprietary technology for the acetylation of wood chips and particles.



These acetylated elements are used to manufacture the high performance MEDITE TRICOYA EXTREME Medium Density Fibre panels.

Neil Foot, MEDITE SMARTPLY CEO, is clearly delighted with this development: "The commitment to develop this facility is a huge step forward, providing the opportunity to significantly increase our manufacturing volume and unlock interesting new markets where wood-based products would not previously have been applicable. It's a very exciting development for the company and the construction industry as a whole."

For more information please visit www.mdfofb.com

IN IT FOR THE LONG HAUL

Decorative aggregate supplier Long Rake Spar is celebrating a major milestone in its history as it reaches its 150th anniversary. Set in the heart of the Peak District, the company has evolved from a local mine to one of the country's leading suppliers of decorative aggregates and landscaping stone.

Originally founded in 1867 near the village of Youlgrave, the Long Rake Spar Co. was chiefly concerned with extracting, processing and distributing the area's famed 'Derbyshire Spar'. The mineral, well known for its white, sparkling appearance was popularly used in Victorian gardens and as pebble dashing.

By the 1920s there were 15 miners working to extract over 12,000 tonnes of Spar each year which was distributed across the British Isles into for use in construction.

At the height of production in the 1950s, the mine was operating on three levels underground and stretched for 2 kilometres beneath the surface works.

However by the 1970s the company had reached the end of the Spar vein, meaning that extraction was no longer possible and the business had to diversify. The surface works were already processing aggregates from other Derbyshire quarries but expansion was on the horizon as T&T Broadhurst acquired the Long Rake Spar Co. Ltd in 1985.

Trevor Broadhurst along with his mother Jean and his father Tom began to expand the works, establishing specially developed product lines and building a strong reputation in the dashing, flooring and concrete markets.

Technological advances in

mineral processing meant that the washing, blending and drying capabilities at the Derbyshire site were able to meet the changing trends and high demands of the construction industry; allowing Long Rake to contribute to some of the UK's largest building projects in the 1980s and early 90s.

Through a combination of determination, entrepreneurial thinking and innovation, the company went from strength to strength, increasing its product offering to include a range of imported materials alongside its UK sourced products.

The unique colouring of products like Flamingo, Onyx and Black Ice meant that builders and landscapers could expand their design options, offering homeowners a wider

selection of choices, supplied exclusively by Long Rake Spar.

As it celebrates its 150th anniversary Long Rake Spar continues to look to the future with expansion in the South East with its new dockside depot at Rye.

At the beginning of 2017 the team also welcomed Graham Boyd as Joint Managing Director. These developments enable Long Rake Spar to remain at the forefront of the Decorative Aggregate market as it enters the next phase of its long and industrious history.



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

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 974 3002

PAVESTONE HITS NEW HEIGHTS

Never a company to rest on its laurels, Pavestone has always been keen to introduce new and exciting materials for home flooring and garden landscaping. And its two latest innovations demonstrate just that - one on the ground, the other up in the air.

Never mind the weather

Purposely designed for quick, easy pointing and infilling between all types of surfaces from concrete and natural stone paving to brick and stonework, Pavestone's Pointfix multi-use jointing and repair compound can be applied no matter whether it's pouring with rain or blisteringly hot. Either way it doesn't need covering whilst curing to produce a perfect finish.

Something in the air

Readers picking up Pavestone's brochure this year will be whisked off on exclusive flights around Pavestone's own inspirational landscapes to see for themselves what can be achieved in the home or garden. Scanning the QR codes scattered throughout their brochure on a smartphone or tablet will allow the magic of drone technology to take them off on genuine flights of fancy!

For over a decade now Pavestone has been synonymous with elegant, high quality, hard landscaping and building products. So it's easy to anticipate many more such breakthroughs in their next ten years from this undoubtedly imaginative company.

To see the full Pavestone range of inspirational landscaping & internal flooring visit www.pavestone.co.uk

APP FINDS PRODUCTS AT YOUR FINGERTIPS

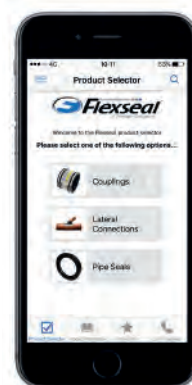
The Flexseal App, available to all BMF members, instantly finds coupling, saddle and pipe seal products for branch staff and their customers.

"The Flexseal team developed the app to give customers the information they need quickly," stated Lee Pashley, Managing Director of Flexseal. "Once the app has been downloaded from the relevant App Store, it's usable even when you don't have a signal, so can be used on site, and the product results can be saved as a reminder for later.

The interface has been made as simple and easy to use as possible. To find the correct product solution, the user will only need to:

- enter the outside diameters of the two pipes to be connected, for couplings;
- answer a maximum of three multiple choice questions about the main pipe and lateral, for saddle applications;
- know the size of pipe (or socket for gully seals), where a pipe seal is needed.

"Our app is simple to use. It offers a user-friendly alternative to looking at coupling charts or looking through lists to find the right product and it presents saddles and seals in a simpler way than ever before," Pashley commented.



call your local Flexseal Area Sales Manager or the Flexseal office on 01226 340 888 to arrange in-branch practical training.

INVESTMENT CONTINUES AT TRAFFORD PARK

2017 has seen continued investment into the International Timber Trafford Park facility with the introduction of a fully integrated production system.

The new custom built Powermat 1500 7 head moulder has been networked with the existing four Powermat moulders using Weinig Powercom Plus software.



Trafford Park Mill now has five individually custom designed Weinig Powermat Moulders which can provide unlimited 360-degree moulding in 125mm by 300 mm max sections.

These improvements will enable reduced process steps, improved data management and CNC accuracy which will allow International Timber to maintain and improve production throughout while delivering shorter lead times and smaller production runs.

Andy Moore, Production Manager at International Timber, said: "2017 has seen continued investment into Trafford Parks production facility with the introduction of a fully integrated production system provided by market leader Michael Weinig AG, who are experts in providing machines and systems for solid wood processing.

"New Moulder Master CAD software and Opticontrol digital tooling calibration system support the new custom built Powermat 1500 7 head moulder which has been networked with the existing four Powermat moulders using Weinig Powercom Plus software, allowing full system integration from concept to production."

For further information visit: www.internationaltimber.com/range

DANOSA - ENGINEERING VALUE WITHOUT COMPROMISING QUALITY

DANOSA have been protecting buildings worldwide for over 50 years. During that time we have come to appreciate that each market has its own demands, its own standards and its own nuances that we must respect.

Despite the differences, the one key similarity across the globe is the demand for both quality of product and, at the same time, overall value. The question is, how do we meet those seemingly opposing demands?

We made a commitment to produce the highest quality products and partner this with our passion to educate our clients and customers to ensure that they specify responsibly. By building together in partnership, we are with you every step of the way, engineering value without compromising quality.



For more information, email uksales@danosa.com Tel:+448 450 740 553 or visit www.danosa.com

Press releases

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 974 3002

STERLINGOSB STRONGFIX - NEW STRONG PANEL FOR HEAVYWEIGHT FIXTURES AND FITTINGS IN DRY LINING APPLICATIONS FROM NORBORD



Norbord has launched a new member of the popular, market-leading SterlingOSB family for domestic and commercial applications. This is particularly pertinent as Norbord's trade statistics indicate that sales of OSB panels in the UK have overtaken imports of plywood for the first time.

The SterlingOSB StrongFix panel has been designed to strengthen and provide secure anchorage areas for fixtures and fittings up to 400kg – such as cabinets, radiators, wash basins and railings - in metal C-stud dry lining applications.

Simple to fit, SterlingOSB StrongFix is precision-engineered to fit metal C-stud walls with 600mm centres. A continuous recess down one side allows quick installation and ensures a seamless finish, ready for hanging plasterboard without adding extra thickness to the stud wall.

The pre-prepared panels boast the same inherent qualities as SterlingOSB 3 which, unlike ply, has no knots or voids and a consistent density throughout that allows fixings to hold securely at any point across the board. Additionally, in accordance with the requirements of BS5234 Part 2, it achieves excellent pull-out ratings and is capable of supporting heavyweights of up to 400kg with standard wood screws.

Call 01786 812 921 or visit www.norbord.co.uk

EASY CLICK COMES TO THE UK



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

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

No tools are required, fits all brands of lock & tubular latches, no cutting of spindle required, automatically adjusts to fit most doors (example tape version 33mm - 48mm), all come with a full 25 year guarantee.

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

For further information on the Urfic range of decorative door furniture please call the Sales Office on 01767 315468 or visit www.urfic.co.uk

TT CONCRETE PRODUCTS ARE DELIGHTED TO BECOME A SUPPLIER MEMBER TO THE BMF

Established in 2001 TT Concrete embarked on a programme of continued investment to create a much needed regional producer of prestressed concrete floor beams and hollowcore slab.

Peter Mace, Managing Director of TT Concrete, said "becoming a member of the BMF is a natural progression after having joined NMBS, British Precast and The Precast Flooring Federation several years ago. The business has maintained good growth, even during the recession period of 2007/08, by ensuring excellent levels of service to the support received from builders merchants. At the start of 2017 further investment took place with the installation and commissioning of another production bed capable of producing annually an additional 180,000 linear metres of 150mm T beams. Based in Oxfordshire TT Concrete are ideally located to supply builders merchants and their customers throughout The Midlands, Home Counties, South and Southwest."

Builders merchants are recognising the importance of stocking prestressed concrete floor beams by allocating space to a limited range of sizes for local deliveries and collections. Larger quantities can be delivered direct to site by our large fleet of rigid, wagon and drag or articulated lorries using "beam specific finger grabs" for safe and efficient off-loading.

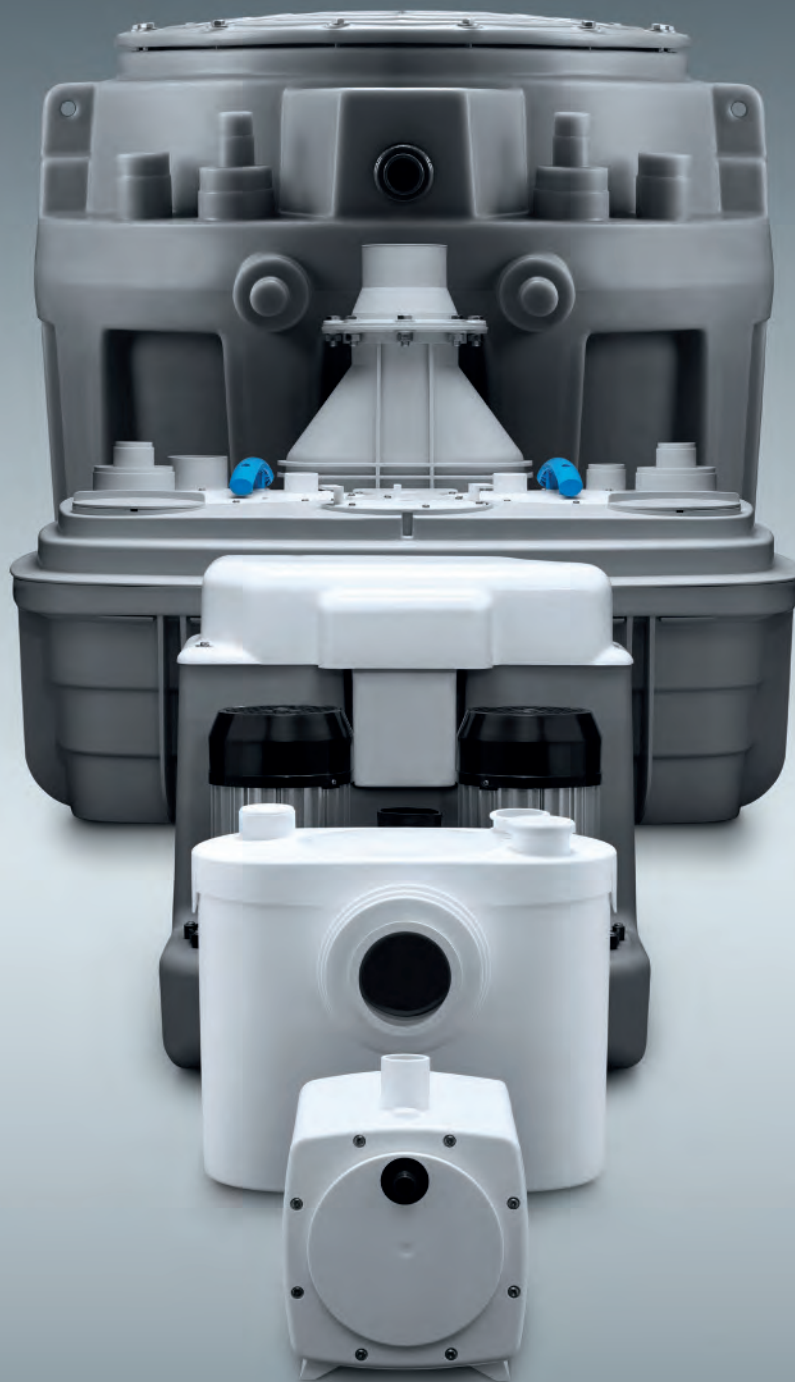
If required TT Concrete are also able to quote for and supply precast concrete stairs. In addition we work closely with our highly skilled, professional installation partners who offer a full installation service for beams, hollowcore slab and stairs covering pre-site meetings, risk assessments and method statements prior to installing product.

To coincide with joining BMF a new website has been launched at www.ttconcreteproducts.co.uk. As well as giving details on the full range of concrete products, services and accessories we offer, builders merchants and their customers will be able to access and download technical information reports and data, guidance on safe installation, COSSH and Health & Safety.

Peter Mace added "There are positive signs that the construction industry will continue to grow and prosper for the foreseeable future and we very much look forward to actively working with and supporting the BMF Members."

TT Concrete Products Limited, Gill Mill Quarry, Ducklington, Witney, Oxfordshire OX29 7PP. Tel: 01993 706688 Fax: 01993 706678.
Website: www.ttconcreteproducts.co.uk • Email: sales@ttconcrete.co.uk

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