

One Voice

THE OFFICIAL BUILDERS MERCHANTS FEDERATION MAGAZINE

www.bmf.org.uk

2017 Members' Day announced

News • Business • Products • Training • Events



BMF Members' Day highlights

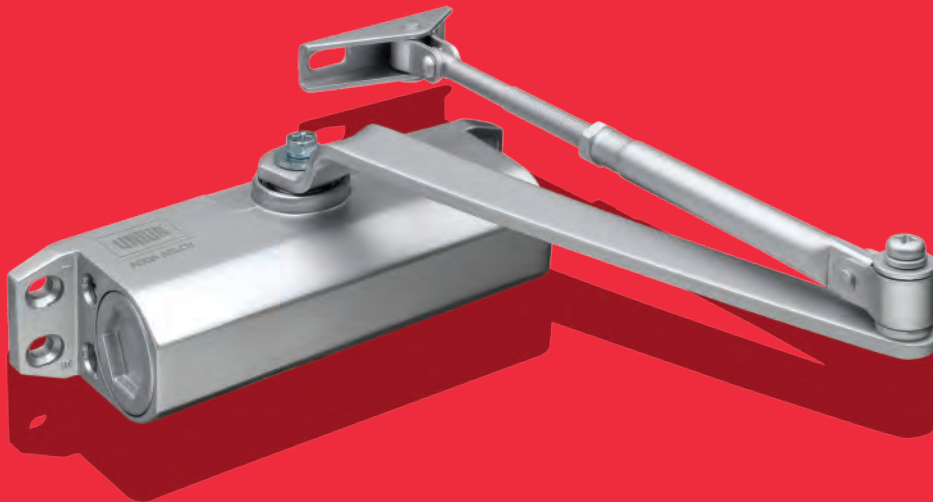


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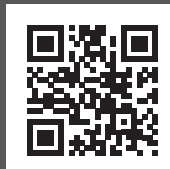
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Scan the QR code opposite with your smartphone to go direct to the Builders Merchants Federation website.



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BMF Members' Day highlights



headline sponsor

This year's BMF Members' Day was held at Jurys Inn, Hinckley Island Hotel in Leicestershire. The event was sponsored for the third year running by ACO.

Following the BMF Golf Tournament on 20 September, attended by 34 members and the Driving Challenge attended by 36, the BMF/ACO Awards Dinner was attended by 220 guests.

The black tie dinner was an evening of celebration with the BMF annual awards ceremony recognising our achievers during the year.

The BMF recognised two leading apprentices with awards in an effort to highlight the importance of youth engagement and employment to the merchanting industry's future. The BMF also reiterated its pledge to the Young Women's Trust and its ambitious target to double the number of women entering the profession by 2020.

Daniel Bartos of Buildbase Farnworth and Kelly-Lea Woolley of Parker Building

Supplies Crowborough won the Level 2 Apprentice award, receiving a trophy and £1,000 towards training. Each apprentice has a bright future ahead of them.

John Newcomb said "We are proud to recognise the hard work of our apprentices at our conference this year. Our members are at the very heart of everything we do and it is our apprentices today who will provide our leadership tomorrow. We have set ourselves high expectations and ambitions but we believe that with increased youth engagement, we will continue to grow and succeed in the future."



Headline sponsor: Richard Hill, MD of ACO welcomes guests to the Awards Dinner and Members' Day



BMF MD John Newcomb



Award host: Comedian Aaron James

Huge congratulations to all of our award winners



Winner of the Driving Experience:
Mark Terry, Howarth Timber
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Mastermerchant 2016 winner
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Sponsor: BMTT



Training Company of the Year
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Supplier Engagement Award 2016
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BMF Apprentice of the Year
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Sponsor: Siniat



BMF Apprentice of the Year
Kelly-Lea Woolley, Parker Building Supplies, Crowborough
Sponsor: Institute of Builders Merchants



BMJ/BMF Supplier Achiever of the Year Commendation
Rebecca Fortescue, TIMco



BMJ/BMF Supplier Achiever of the Year
James Rowlands, Encon
Sponsor: GfK



BMJ/BMF Young Merchant Achiever of the Year
Bronze winner: Darren Smith, MKM Building Supplies
Sponsor: SCA Timber



BMJ/BMF Young Merchant Achiever of the Year
Silver winner: Alix Haddleton, Howarth Timber
Sponsor: Bostik



BMJ/BMF Young Merchant Achiever of the Year
Gold winner: Bart Murphy, M P Moran & Sons
Sponsor: SCA Timber

Proceeds from the BMF Members' Day Awards Dinner raffle of £2,500 in September 2016 will be donated to the Rainy Day Trust. Many thanks to everyone who contributed. For more information about the Rainy Day Trust visit www.rainydaytrust.org.uk



There was a record attendance at the Awards Dinner and the largest ever number of delegates at the

Members' Day conference – 270 members.
Within the theme Together Towards Tomorrow delegates

enjoyed presentations which included:

- Welcome and AGM hosted by BMF Chairman Peter Hindle MBE
- BMF update by John Newcomb, BMF MD
- Anna Leach, Head of Economic Analysis, CBI
- Digital Marketing, covering:
 - "Understanding the road map for digital marketing success for Builders Merchants" – Nick Pauley, Pauley Creative
 - A manufacturer perspective – Lizzie Seaton, Celotex



Conference Host: Kevin Parr (PGS)

- A merchant perspective – Jamie Pierce, Parker Building Supplies
- Dr Mark Jenkins,

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Cover Story Continued: Members' Day



Digital Marketing L-R: Nick Pauley (Pauley Creative), Lizzie Seaton (Celotex), Jamie Pierce (Parker Building Supplies)

Lynsey Sweales (Social B), leading the Digital Marketing Workshop

Professor of Business Strategy at Cranfield School of Management "Performance at the Limit: Business Lessons from Formula 1® Motor Racing"

- Paul McNamara, Williams Advanced Engineering

- A *Strategy and Leadership* (led by Dr Mark Jenkins)
- B *Digital marketing* (led by Lynsey Sweales – Social B, Lizzie Seaton – Celotex, Nick Pauley – Pauley Creative and Jamie Pierce – Parker Building Supplies)
- C *The Economy, the Brexit debate and its potential impact on the Construction Industry* (led by Anna Leach)

In the afternoon workshops offered a chance for delegates to get more involved in key topics:



L-R: Dr Mark Jenkins (Cranfield School of Management), BMF Chairman Peter Hindle MBE, BMF MD John Newcomb, Paul McNamara (Williams Advanced Engineering)



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Anna Leach, Head of Economic Analysis, CBI



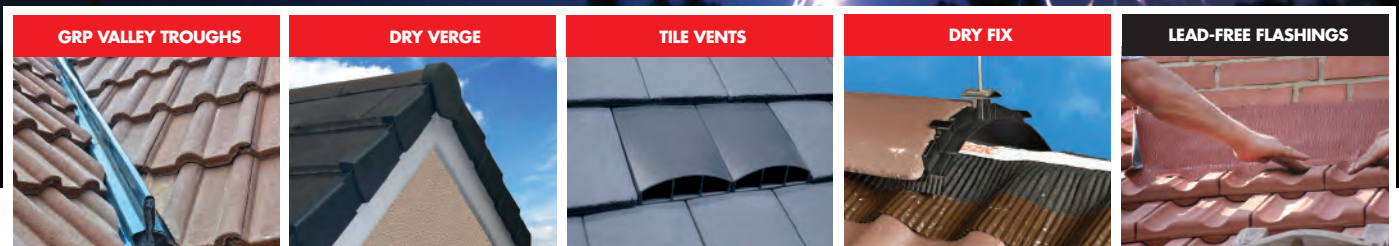
Keynote speaker: Mandy Hickson former Royal Air Force Tornado GR4 pilot

The conference closed with keynote speaker Mandy Hickson, former Royal Air Force Tornado GR4 pilot.

Thank you to all our sponsors, exhibitors, providers of raffle prizes and members for supporting Members' Day this year.

The next BMF Members' Day will be held at Hinckley Island Hotel on 19/20 September 2017. See page 12 for more details.

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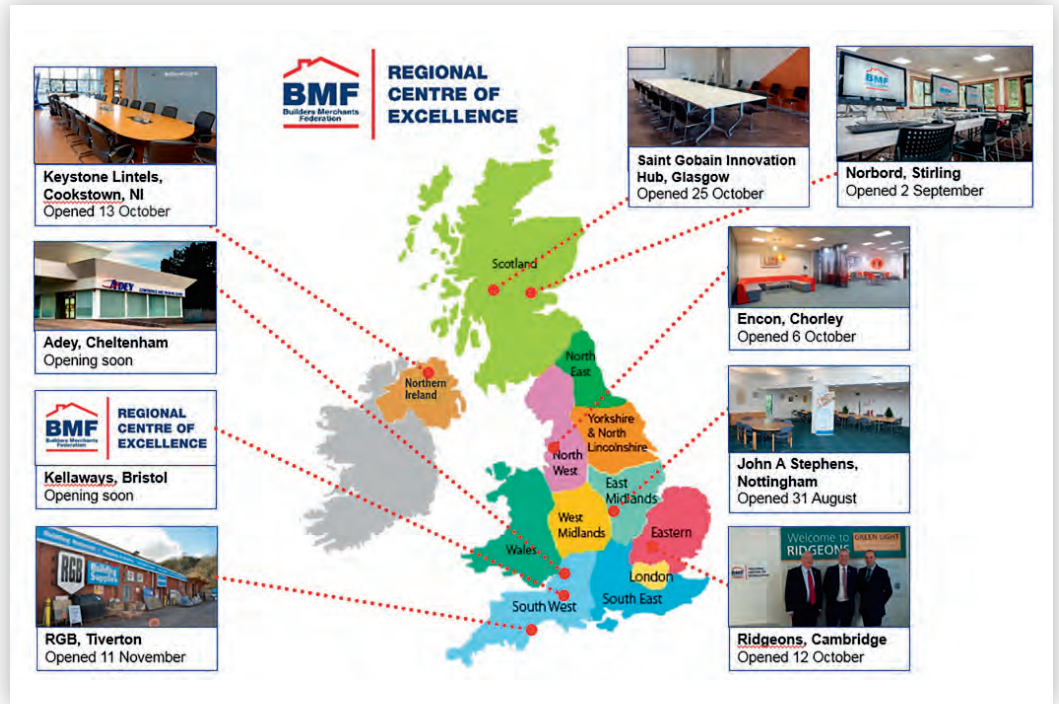
BMF Regional Centres of Excellence gain momentum

The roll out of the BMF Regional Centres of Excellence gained momentum in October, with more new centres launched. Members around the country have welcomed the move, which will give them access to BMF training and events on their doorstep. The centres will be used as regional hubs, centres for BMF training and will also host regional BMF meetings and forums.

The first Centre of Excellence in England opened at John A Stephens in Nottingham in August and the first centre opened in Scotland at Norbord in Stirling in September, as part of a localisation programme designed to strengthen the organisation's regional presence and add to the support it offers members in their geographic area.

In October and November a further five centres opened:

- Encon Insulation, Chorley
- Ridgeons' Green Light Centre, Cambridge



- Keystone Group, Cookstown, Northern Ireland
 - Saint Gobain Innovation hub, Glasgow
 - RGB, Tiverton
- Commenting on the

Regional Centres of Excellence, BMF MD, John Newcomb said: "We have been working with members to identify appropriate spaces as regional hubs where local groups can come together for meetings

and training. Further Centres of Excellence will launch during the Autumn, with others following in 2017. We have also increased our team of Regional Managers, with five now covering the UK. Localisation is an important strategy for the BMF going forward. With a network of Regional Centres of Excellence alongside our enhanced Regional Management team we are in an excellent position to engage with our growing membership on their home ground."

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



John A Stephens
L-R: John Newcomb (BMF), Andy Stephens (John A Stephens Director), John Stephenson (BMF)



Norbord
L-R: Maurice Fitzgibbon (Norbord), Graham Bolton (BMF), Andrew Francis (Norbord)



Ridgeons Cambridge
L-R: John Stephenson (BMF), John Newcomb (BMF), Martin Hurrell (Ridgeons)



Encon Insulation RCOE opening
L-R: Peter Worthington (BMF NW Chairman), Mike Beard (Encon), Peter Hindle MBE (BMF), John Newcomb (BMF)



Saint Gobain Glasgow
L-R: John Newcomb (BMF), Stuart McKill (Saint Gobain), Peter Hindle (BMF)



Keystone Cookstown
L-R: Adrian Forbes (Keystone), Graham Bolton (BMF), Derrick McFarland (Keystone), John Newcomb (BMF)



RGB Tiverton
L-R: Kevin Fenlon (RGB/BMF Board Director), Jenny Naylor (RGB), Richard Jones (BMF)

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Record member numbers will increase BMF influence

The BMF now has more companies in membership than at any time in the last 20 years. Speaking at BMF Members' Day, MD, John Newcomb confirmed total membership of 560 companies. He also announced that the BMF is adding members at the rate of one per week and that overall membership has grown by more than 75% in the last four years.

John Newcomb said: "The BMF is now, to the best of my knowledge, the fourth largest construction trade organisation in the UK. In terms of the builders' merchants sector our members account for £11.5 billion of the sector's overall turnover of £14.5 billion. This undoubtedly helps us to effectively represent the interests of the industry, particularly as we engage with

government. Strategically and practically, it's much more effective to address government with a united and cohesive message. Through the BMF our members can speak with a stronger collective voice."

John Newcomb said: "Our members include 305 builders' merchants and 190 supplier members, and a number of trade associations and businesses linked to

the industry. Together, our merchant and supplier members have combined sales of over £22bn and employ over 109,000 people in the industry. They play a crucial role in the building supply chain. Similarly, the BMF has a vital role to play by providing training and support services as well as representing members' interests nationally and locally."

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

Key speakers include:

Lord Paddy Ashdown
One of the UK's most influential politicians and former leader of the Liberal Democrats, Paddy Ashdown now sits in the House of Lords as a Liberal Democrat peer. His experience extends far beyond the bounds of domestic politics. Before entering Parliament in 1983 he served as a Special



Lord Paddy Ashdown



Steve Ingham

Forces Commando in the Royal Marines, then joined the Foreign Office where he was posted to the British Mission to the United Nations in Geneva, taking part in the negotiation of several international treaties. As a leading international political strategist Lord Ashdown is well placed to speak on the future of the UK outside the EU.

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



Gethin Jones

Registration

Companies already registered to attend the conference next year, please ensure you register your individual delegates now on the conference registration website at www.bmfconference2017.co.uk. For more information please contact Chris Harding at bmfconference2017@btinternet.com

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Nominations are open for FMB Master Builder Awards – Builders Merchant of the Year

The BMF's relationship with FMB continues to grow stronger and the BMF is delighted to announce an exciting new opportunity in 2017, when the BMF will be sponsoring the FMB Master Builder Awards for the first time ever.

At the 2017 FMB Master Builder Awards (held every 2 years) the BMF will be looking for the builders' merchant that has most successfully developed and



improved its business since January 2016.

Whether you are a merchant self-nominating or a supplier/manufacturer, you are all welcome to take part. FMB's 8,500 members are also being encouraged to join the nomination process.

To submit a nomination please complete the form at www.bmf.org.uk Events page and send it to awards@fmb.org.uk. The closing date for nominations is 31 January 2017.

Regional finals will take

place across seven regions around the UK in Spring 2017 and the national final of the FMB Awards, including the BMF Builders Merchant of the Year Award, will be held at the Intercontinental Hotel, Park Lane, London on 15 September 2017.

Nominate now and join the BMF and FMB in helping to recognise the valuable contribution made by our merchants to the construction industry.

BMF to boost charity fundraising in 2017

The BMF has nominated the Teenage Cancer Trust as its charity partner for 2017. During the year the Federation will raise funds through four major events, the proceeds to be shared equally between the Teenage Cancer Trust and the merchant industry's own charity, the Rainy Day Trust.

Fundraising initiatives will be held at the BMF's three main industry events in 2017 – its Burns Night Supper in January, the BMF All Industry Conference in June and Members' Day in September.

In addition, the BMF has agreed with the organisers of the Pavestone Rally (formerly

Vado Rally) that the proceeds of this event will also be divided equally between the Teenage Cancer Trust and the Rainy Day Trust. This year's Vado Rally raised £65K for charity, and the Pavestone Rally 2017 is aiming to raise an amazing £100K.

John Newcomb, BMF MD said: "BMF members always contribute generously to our charity fundraising and in past years we have been proud to hand over significant sums to our nominated charity. However, with the support of the 2017 Pavestone Rally added to our other fundraising, we are delighted that we will be able to help fund the work of



two very worthwhile charities with an extraordinary five figure contribution."

The Pavestone Rally, a fun event that involves teams driving from Dover to Monte Carlo in old cars purchased for £500 or less, will take place from 7-10 September 2017.

Aaron Frogley, who organises the Rally, said: "After the huge success of the Vado Rally I am looking forward to

welcoming more teams on the 2017 Pavestone Rally. The four days are guaranteed to be filled with laughter! I am extremely grateful for the support that John and all at the BMF have given both rallies and Pavestone is proud to be supporting two such deserving charities."

Teams from the BMF and the BMF Young Merchants Group enjoyed the 2016 Rally so much they are both taking part for a second year. If you would like to join them, the official entry will open on 1 January and close on 28 February. Contact **Aaron Frogley@pavestone.co.uk** for further information.



UFEMAT conference – BMF award

During UFEMAT's AGM held on 29 September in Berlin, five members presented their Best Practice cases and the BMF's Best Practice was voted as the best case.

On the evening of 30 September in the Wintergarten Theatre, the overall winner was announced and John Newcomb was delighted to receive the award on behalf of the BMF.



Best Practice Winner 2016: John Newcomb (BMF)



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New look for BMF Members' Day 2017

The BMF is planning a new format for the next BMF Members' Day, which will take place on 20 September 2017.

Along with a new look, the event also has a new headline sponsor, Encon Insulation. Encon Insulation is the leading independent UK distributor, offering a vast array of insulation and drylining products, roofing materials, interior systems and passive fire protection from trusted leading brands.

BMF Members' Day combines the Federation's AGM with a day-long Business Conference and a black-tie Awards Dinner to celebrate the achievements of young people working in the industry. In previous years, these two elements took place on consecutive days. In 2017 both take place on 20



Hinckley Island Hotel



September, with the Awards Dinner following the Business Conference. Marsh Industries continue their sponsorship of

the Awards Dinner for a third successive year.

The BMF's popular annual Golf Tournament will be on 19 September, the day before the main business event and Black Tie dinner. Once again this will be sponsored by Monument Tools, which is supporting the event for a fifth time.

Members' Day 2017 will be held at Jurys Inn Hinckley Island Hotel in Leicestershire, which proved an excellent and accessible location this year. However, the BMF is committed to revolving Member's Day between venues in the north, midlands and south, to better serve

members around the country. 2018 will see Members' Day move to a new location.

BMF MD, John Newcomb said: "We are delighted that our new headline sponsor Encon Insulation, together with existing sponsors Marsh Industries and Monument Tools, recognise the value of the BMF's most important annual event. The number of merchants and suppliers in attendance has grown in each of the last five years. We are always looking at ways to make their experience even better, and believe that holding the conference sessions and awards dinner on the same day will do just that."

Mike Beard, Merchant Development Director, Encon Insulation, said: "Like the BMF, Encon works to support both suppliers and merchants and we welcome the opportunity to be associated with BMF Members' Day. It gives a cross section of the industry a chance to share opinion, ideas and best practice and a great opportunity to network with new and existing contacts."

For more information or to book your place contact June Upton at june.upton@bmf.org.uk.

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BMTT support for BMF training

Builders Merchant Training Trust (BMTT) have kindly agreed to provide BMF training with financial support for the following training for merchants in 2017:

1. Subsidise BMF Diploma in Merchancing Groups in Scotland, Northern Ireland and Wales
2. 50% subsidy of the BMF course fees for each of the BMF Foundation Degree, BMF Post Graduate Diploma and BMF Masters cohorts at Birmingham City

3. Sponsorship of the BMF Branch Managers' Forum events in November 2016 and 2017
 4. Subsidise a NVQ Diploma in Merchant Supplies - Timber
- The BMTT will also present an award at BMF Members' Day in September 2017 to the top performing BMF Masters degree student from BCU.



Click for more info...

Mapei seals BMF membership with Young Merchant trip to Italy

Mapei UK, part of the world's largest producer of adhesives and chemicals for the construction industry, has become the latest supplier member of the BMF. The company immediately demonstrated its commitment to the BMF by offering to host a visit by members of the BMF Young Merchants Group at their parent company's main R & D facility in Milan.

Mapei, which was founded in Milan in 1937, established Mapei UK Ltd in 1989. In 2004 the company cemented its commitment to the UK market with the opening of a brand new state-of-the-art manufacturing facility in Halesowen, near Birmingham. Over 100 products are



manufactured there and the facility is capable of producing up to 103,000 tonnes of product a year.

Product innovation is a key factor in Mapei's success. The company invests over 5% of its turnover in R&D with 12% of its workforce employed in this critical area. Much of their work is geared to the development of environmentally sustainable, LEED-compliant products.

The BMF's annual Young

Merchants' tour is designed to give them an opportunity to learn more about suppliers and their operations. BMF Young Merchants will also have an opportunity to visit an Italian merchant and compare with their own branches back in the UK.

John Newcomb, BMF MD, said: "I am delighted to welcome Mapei UK into the BMF. They have immediately demonstrated the importance they place on membership

and I would like to thank them for generously giving our young merchants access to their most advanced R&D facility. Tours like this not only enable our young merchants to develop their knowledge of different product areas, but also the opportunity to get together with other young senior managers to build relationships."

Dave Jordan, Mapei UK's National Business Development Manager said: "We are delighted to support the BMF in the forthcoming trip. I'm sure the young merchants will learn a great deal at our Milan R&D facility. We are continually developing new products to meet the requirements of design and construction markets around the world."

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Merchant Member feature

Blanchfords and Company Ltd

It is now 70 years since the brothers Blanchford left London to found what has become one of the best known and highly respected builders' merchants in this part of the country.

Fred, Cecil and Ronald Blanchford began with comparatively modest premises in Queen Street, Oxford selling items like box shaped Belfast sinks made in thick lime clay, cast iron baths, fireplace surrounds and tortoise stoves. It was completely different from today's prestigious and elegant showrooms and orderly warehouses.

By the mid-50's the Blanchford brothers retired and sold their business to 2 employees and a third



party whose families remain owners today.

Blanchford and Company Ltd remains an independent traditional builders merchant, with the provision of customer care and professional service to the building trade and retail sector its main objectives. Blanchford's branches at Headington, Wallingford, Princes Risborough and soon to open

Bicester can service Oxfordshire, Buckinghamshire and parts of Berkshire.

John Hayden, Purchasing Director at Blanchfords said "We joined the BMF to be part of our industry's voice and to benefit from all that they have to offer in training and advice."

For more information visit www.blanchford.co.uk

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ISH upgrade package – exclusive to BMF members

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

More than 2,400 exhibitors, including all market and technology leaders, will launch their latest products onto the global market at ISH. The motto for 2017 is 'Water. Energy. Life.', which shows clearly where the focus of the world's leading trade fair is and, in particular, where the keystones are located. With its broad spectrum of future-oriented building-services technology, the biennial trade fair offers a host of solutions meeting current political and economic demands.

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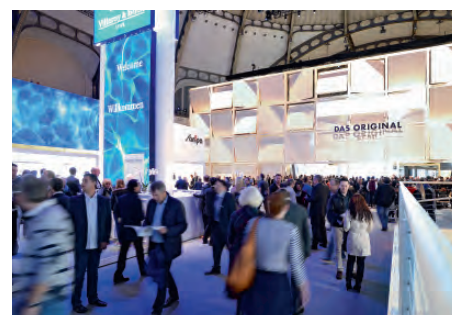
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Conservative Party Conference

BMF calls for help for 'last time buyers'

Speaking at the Conservative Party Conference, the BMF called for government help for older people who want to move from large family homes into more suitable housing in later life.

John Newcomb, Managing Director of the BMF, said: "The BMF believe that, as people are living longer, older people must get more help with their 'last time buys'. We need to help older people live in more suitable, cost-effective accommodation.

"This will release much-needed homes at the top end of the property ladder which are more suitable for growing families. We are calling on the Government to ease the financial burden on last time



David Davies MP and John Newcomb

buyers by changing the rates and rules on Stamp Duty to release homes back into the market."

Speaking at the conference on a panel alongside housing experts from the National

Housing Federation, L&Q, Metropolitan, Midland Heart, Moat and One Housing, the BMF also called for more to be done to help smaller builders, who need easier access to finance and more

innovative Government policies, to get building.

The BMF called for greater interventions to encourage people to make better use of existing property, such as through home-improvements and renovations.

John Newcomb, Managing Director of the BMF, said: "We need around 240,000 homes a year to beat the housing crisis, and we're not building nearly enough. More must be done to enable small builders to make their contribution."

"Housing refurbishment and renovation will also provide an opportunity to improve our housing stock and the Government needs to give home owners and landlords greater incentives to refurbish."

Scottish National Party Conference

BMF in Glasgow with the Scottish National Party

New policies from the Scottish Government and changes at the top of the Party took the BMF to the Scottish National Party Conference in Glasgow.

Graham Bolton, BMF Scottish Regional Manager, and Brett Amphlett, BMF Policy Manager, met elected members of the Scottish, United Kingdom and European Parliaments - and spoke to SNP government ministers about their ideas and policies.

The Minister for Employment, Jamie Hepburn MSP, thanked the BMF for contributing to policy on the funding, eligibility and administration of Scottish apprenticeships that are due to change next April. Whilst his Government is not responsible for the Apprenticeships' Levy, Mr Hepburn said he saw no need for a fundamental shift in the way apprenticeships are currently delivered in Scotland.

Brett Amphlett explained why the BMF is lobbying for members to be free to



L-R: Graham Bolton (BMF Regional Manager), Angus Robertson MP (SNP Deputy Leader) and Brett Amphlett (BMF Policy Manager)

spend Levy payments to train apprentices that are not their own staff in firms up or down the supply chain. Cross-border rules were raised with the Minister on behalf of members who trade across the England-Scotland border. Mr Hepburn noted the concern and asked the BMF to wait for an announcement shortly.

The Minister for Housing, Kevin Stewart MSP, re-iterated

the Government's pledge to build 50,000 new affordable homes in this parliamentary term - including 35,000 homes for social rent. On a smaller scale, Mr Stewart outlined trials for self- and custom-build in the Highlands to help people who want to stay in their community. The Minister told the BMF that in August, he increased the cap on the available loan funding to

£175,000 per home.

Mr Stewart gave details of a new equity loan pilot scheme for energy-efficient improvements and associated essential repairs being conducted with Glasgow, Argyll & Bute, and Perth & Kinross councils that relates to merchants. To qualify, the work carried out must include having certain energy-efficient improvements done - but funding for external housing repairs is also available.

Kevin Stewart MSP said "The Scottish Government has set ambitious housing targets which will see the delivery of 50,000 affordable homes during this parliamentary term. We have also designated energy efficiency as a National Infrastructure Priority. The cornerstone of this will be Scotland's Energy Efficiency Programme which will provide an offer of support to buildings across Scotland, domestic and non-domestic, to improve their energy-efficiency rating over a 15-20 year period".



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Local Authorities and smaller developers must be mobilised to build more homes

Speaking at the Liberal Democrat annual conference in September, the BMF called for Government to do more to help local authorities and smaller developers build more homes.

At a roundtable led by Tim Farron MP, Liberal Democrats Leader, the BMF emphasised the important role local builders and developers can play in beating the housing crisis.

John Newcomb, BMF MD, said: "Large private developers only build around 150,000 properties a year, and we need around 240,000 to beat the housing crisis. We must mobilise smaller developers, builders and local authorities to build more, and this requires support from central Government.

During the roundtable, the BMF welcomed the contribution made by self and custom building and the impact of making better use of existing buildings, but argued in favour of the mobilisation of local authorities and private builders to make a real



Tim Farron MP (Lib Dems) and John Newcomb



Lord Paddy Ashdown and John Newcomb

difference in tackling the housing crisis.

Party leader, Tim Farron MP added: "Housing is a top priority for the Liberal Democrats. Successive Governments and the housing industry have consistently failed to build enough homes to keep up with demand for the past few decades and we need far more new homes per year just to keep up with demand.

Like the BMF, we believe that more should be done to boost house building, including looking at the contribution of

smaller builders and developers".

During the discussion, Mr Farron outlined Liberal Democrat plans to boost house building which include:

- A government commissioning programme to boost house building
- At least ten new Garden Cities in England
- Targets for development on unwanted public sector sites
- A new government-backed Housing Investment Bank



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Labour Party Conference

BMF in Liverpool with the Labour Party

The return of familiar faces as Official Opposition Spokesmen were in Liverpool when the BMF attended the annual Labour Party Political Conference.

Housing is their number one domestic priority. Labour is committed to building one million homes before 2020 - a restatement of their General Election pledge.



L-R Brett Amphlett (BMF) and Steve Rotheram MP, Labour Member for Liverpool Walton



BMF were guests at a live recording of BBC2 "Newsnight" with John McDonnell MP, Shadow Chancellor

Shadow Chancellor, John McDonnell MP, told Conference he is looking at ways to expand local authority mortgage lending. He wants councils to copy Manchester, Sandwell

and Warrington Councils by offering cheap, local authority-backed mortgages to help first-time buyers.

Despite losing last year's Election, Labour has been rebuilding existing links with

business representatives like the BMF. The BMF has enjoyed good relations with Labour since it began attending all the Party Political Conferences in 2009.

The BMF met Labour representatives to explain the role, value and importance of merchants and the Federation, and discuss:

- planning permission - including bricks and pre-commencement conditions
- fair payment and ending cash retentions
- the new Apprenticeships Levy

Meetings were held with John Healey MP, Shadow Housing and Planning Minister, who is well-regarded by builders and housing professionals, as well as Steve Rotheram MP, former bricklayer and Labour's candidate for directly-elected Metro-Mayor next May.



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BUILDERS' MERCHANTS NEWS

BMN awards 2016



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Marketing Forum – 1 November



In November BMF hosted the third hugely popular Marketing Forum for 71 members at BMF headquarters in Coventry. Chaired by Mark Mallinder of E H Smith, this Forum is going from strength to strength. Forum presentations included:

- The role of manufacturers in driving growth in a flat market – Chris Hemmington-Green and Jim Coates, VELUX
- The power of PR – Andy Sawford, Connect Communications
- Add power to your marketing with BMBI and GfK data – Mike Rigby, MRA
- Launching the Plumbstock brand - Joe Douglas, Ridgeons

Following the Forum delegates enjoyed lunch and networking.

The next BMF Marketing Forum will be held in spring 2017. Details will be confirmed soon. Contact christine.wall@bmf.org.uk for more details

Plumbing & Heating Forum – 10 November

BMF Plumbing and Heating Chairman Keith Jones welcomed 50 members to the Plumbing and Heating Forum held at BMF in Coventry. Presentations included:

- “The Smart Revolution” by Floris Blok of Baxi
- “Merchanting the Belgian way” – Caroline Van Marcke of the Van Marcke Group and FEST President
- Presentation on CiPHE by Richard Soper of CiPHE
- P&H Newsletter and BMF Marketing update by Christine Wall of BMF
- GfK market information update by John Newcomb of BMF
- ISH 2017 by Stefan Seitz, ISH Brand Management

David Gledhill, MD of Grahams Plumbers Merchants said “This was the best BMF Plumbing and Heating Forum to date. It was encouraging to see the biggest turnout at the Forum yet, with a good mix of merchants and manufacturers



taking part. Presentations and lively discussions around innovation and the need to attract young people into careers in both merchanting and the plumbing trade showed that we all face similar challenges and that the BMF P&H Forum can be a strong platform for taking the sector forward.”

The next Plumbing and Heating Forum date will be announced soon. For more information contact alex.clifford@bmf.org.uk.

BMF will soon publish its second plumbing and heating newsletter. For more details contact christine.wall@bmf.org.uk.

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Bathroom and Kitchen Business Conference 2016

Behaviour change, sustainable products, change of mindset, digitalisation and globalisation were just a few of the topics discussed at this year's Bathroom & Kitchen Business Conference.

The annual event, attended by the BMF, was designed to expand the minds of its delegates, with Circular Economy as its agenda theme.

The conference, hosted by BBC News presenter Sophie Long, was kicked off by Chris Goodall, whose presentation focused on climate change and how business can become 'green'. Chris informed delegates that consumer attitudes are the key to driving climate change.

Chris was followed by behavioural scientist Marc

Atherton, who examined how businesses can influence behaviour change in their consumers. "Companies need to make it easy, desirable, rewarding and habitual for consumers to buy sustainable products," he told delegates.

Tim Pollard, head of sustainability at Wolseley UK, spoke about the issue of Circular Economy from the view of a merchant. Tim noted that "If you accept there are finite materials, that demand WILL exceed supply - the circular economy gains momentum". Tim also spoke of how the circular economy could change entire business models creating new jobs, new business opportunities, save the manufacturer money and reduce the amount of waste going to landfill.



Tim Pollard, Head of Sustainability at Wolseley UK

- Other speakers included:
 - Sustainability Policy Advisor for Construction

Products Association – Jane Thornback. Jane focused on Megatrends and how the competition for resources is not going away.

- Professor Margaret Bates, leading professor of sustainable waste management at the University of Northampton spoke on how waste management fits into the Circular Economy.
- Julia Hailes MBE, business consultant and speaker on social, consumer and ethical issues closed the afternoon session with a stirring account of how "businesses must be committed to eliminating negative impact to the environment".

The day of presentations closed with motivational speaker Steve Head, followed by the annual Gala Dinner and Media Awards hosted by Paul Massey, BMA President.

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BMF Pavilion at UK Construction Week

The BMF Pavilion at UK Construction Week 2016 at the NEC from 18-20 October proved popular. The Pavilion was sited across the Build Show and HVAC areas of the exhibition, featuring nine separate shows, including Grand Designs Live.

Members exhibiting in the BMF Pavilion were ARTIFICIALGRASS.com, BLM British Lead, JCB, Crystal, EasyTrim, Encon Insulation, Estimators Online, Glen Castings, Icopal, Kerridge, Klobber, Marsh Industries, Phocas, Plasson, Seevent and Ubbink.



UK Construction Week attracted 30,276 trade visitors and over 650 exhibitors, showcasing their latest innovations, debating the industry's biggest issues and doing business together. If you couldn't make it to the show, here's what you missed:

- 19,930 attendees with direct purchasing authority
- All of the UK's top housebuilders attended (in total 3,058 housebuilders, 47% up from 2015)
- 3,633 attended from Architectural & Design firms (38% up from 2015)

Here are a few quotes from BMF members exhibiting at the show:

"We've had a fantastic week and garnered a lot of high-quality leads." **Easy Trim**

"UKCW has definitely lived up to our expectations. We've seen a good mix of people from across our target range." **Knauf Insulation**



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Regions

BMF England update and BMF branding

BMF Yorkshire Region Golf Day - 27 September



The annual Yorkshire Region Golf Day was held in blustery conditions at Ganton Golf club, near Scarborough, but it remained dry and warm. Andrew Skelton of Prosell Building Products won for the second successive year with 29 points. Andrew only scored 10 on the front nine, but came back with a very impressive 19. Second was Ian Thorp of B. Danby & Co. on 28, and BMF Treasurer Mark Smith of MKM Building Supplies Ltd., was third with 26.

Chris West was warmly thanked for once again providing the excellent hospitality of Ganton.

Crowds flock to Grand Launch event

Hundreds of visitors joined renowned Shropshire builders' merchant Tudor Griffiths Group for a two-day launch weekend in Bridgnorth in September.

The gala event marked the opening of its Chartwell Park branch on a six-acre site and both trade and retail customers enjoyed a whole host of activities. The event was aimed at trade customers, with a number of industry experts on site to offer free professional advice, as well as some promotional giveaways. Local MP Philip Dunne also attended.

Saturday's celebrations were for retail customers with all kinds of children's activities available including a bouncy castle and face painting, free refreshments, and a visit from the Dulux dog!



L-R: Matt Haines (BMF), Tudor Griffiths

MD Tudor Griffiths said: "We were absolutely delighted with the response to our Grand Launch, and it was great to see so many people on site."

As well as eight builders' merchants, Tudor Griffiths Group also operates 12 ready-mixed concrete plants, two sand and gravel quarries, a sea-dredged sand operation, recycling services and skip hire. www.tggroup.co.uk

The power of BMF branding

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

The BMF can supply guidelines for members to use electronic logos, customer literature, vehicle and window stickers. Contact Christine Wall at christine.wall@bmf.org.uk for details and to order electronic or printed logos and window and product stickers.



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Regions

BMF Wales update

Welsh Nest Fuel Poverty Scheme

Although the Welsh Government has limited powers over low incomes and energy prices, the BMF has urged the Welsh Assembly to continue helping residents to improve the thermal and energy performance of homes in the most deprived areas of Wales.

The BMF was responding to a consultation asking for views on the Warm Homes Nest and Arbed schemes. The BMF said to Lesley Griffiths, the Environment Minister, that Nest should continue beyond the current end date of August 2017.

Spending caps are necessary to control public funds that must be spent on homes in most need - and on fitting the right improvements in as many homes as possible. A higher cap for off-grid properties is right and recognises higher rural costs.

Nest should provide



Lesley Griffiths AM

support with:

- advice on ways to save on energy and water costs, switching tariffs, and managing money
- installing free energy-efficient measures, where eligible

The BMF welcomes the continued existence of the Welsh National Home Improvement Loan Scheme that offers finance to the owners of sub-standard properties.

BMF Scotland update

Beatsons launch first Scottish In House BMF Diploma Group

Beatsons Building Supplies have recently launched a new BMF Diploma in Merchanting Group. The group consists of seven employees from five branches in central Scotland. The group held its first workshop recently where Graham Bolton (BMF Scottish Regional Manager) and Richard Green (course tutor) met the candidates.

The BMF Diploma in Merchanting is a management development programme. The programme of learning is designed to be studied on a part time basis. The content of the learning focuses on the skills, knowledge and attitudes needed to carry out the role of 'front-line' manager effectively within a merchant's branch or office. High priority is given to ensuring that skills taught can have a direct benefit to the

learner's company.

Graham Bolton commented "The BMF are delighted that Beatsons have decided to commit to an in house Diploma Group. This demonstrates a long term commitment by the company to their younger staff who are being given a great opportunity to develop and improve management skills."

Mark Northway MD of Beatsons added "Our people are vitally important to our business and we believe that quality training is the key to developing and retaining quality staff. BMF Diploma in Merchanting is an ideal training platform to nurture and enhance the management abilities of the candidates which will give us a stronger skilled and focussed management team for the future."

The BMF proudly present their annual



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BMF Ireland Update

BMF boosts support for Northern Ireland members

October saw the official foundation of the BMF's Northern Ireland (NI) Region and the BMF is boosting support for its growing membership in Northern Ireland in a number of ways.

Eighteen people, including BMF MD, John Newcomb and BMF Chairman, Peter Hindle MBE, attended the inaugural BMF NI Regional Meeting, which took place at Windsor Park, the national football stadium and was sponsored by Lagan Cement Products.

During the day, David Haldane was appointed as the BMF's first ever Northern Ireland Regional Chairman. David is MD of Haldane Fisher, one of the region's largest independent builders merchant with 10 of its 16 branches in Northern Ireland.

David Haldane said: "I am honoured to be the first NI Regional Chairman for the BMF. We had a fantastic response from merchants and suppliers to our first meeting, which offered many insights into the support BMF can bring to all of us operating in Northern Ireland. There were useful discussions in the room and I am looking forward to playing my part in bringing even more members together for future meetings."

During his visit to Northern Ireland John Newcomb opened the latest BMF Regional Centre of Excellence at Keystone Group's design, production and distribution centre in Cookstown. This will provide ongoing meeting and training facilities for BMF events in the region.



John Newcomb said: "I'm delighted that so many members from Northern Ireland are keen to participate and work with the BMF. A trade association is only as strong as its members and I am confident that our latest region will quickly form a cohesive group. We recognise that we must engage with our members locally and our NI Regional Manager, Graham Bolton, will be working closely with our new regional chairman and Keystone, who have offered their superb facility as our first Centre of Excellence here."

BMF MD wins Special Award

The BMF was shortlisted in two categories at the UK Associations Awards held in London on 17 November; the Best e-Learning and Online Education category for BMF Campus. Also BMF MD John Newcomb was shortlisted for the Chief Executive of the Year Award, and was presented with a Special Award as runner up.

With over 15,000 members, Associations Network is the largest community of professional associations in the UK and Europe.

Damian Hutt, executive director of the Associations Network, said: "The Association Awards recognise those who have demonstrated outstanding achievements and best practice in leadership, development and service within membership organisations throughout the UK. Finalists have been selected following a rigorous judging process by a prestigious panel consisting of influential association leaders, all focused on the continuous improvement of associations."



Training Roadmap

BMF launch new training roadmap

Welcome to the newly designed BMF Training Roadmap (centrefold overleaf) which is a multi-lateral visualisation of all our current BMF training courses. This means that BMF training can be done in various pathways. There is no prescribed path of progression. There are no rules for the order or number of BMF training courses to be undertaken, but rather, a general recommended path signified by the pink career path line, which becomes less strict as you start to specialise throughout your career.

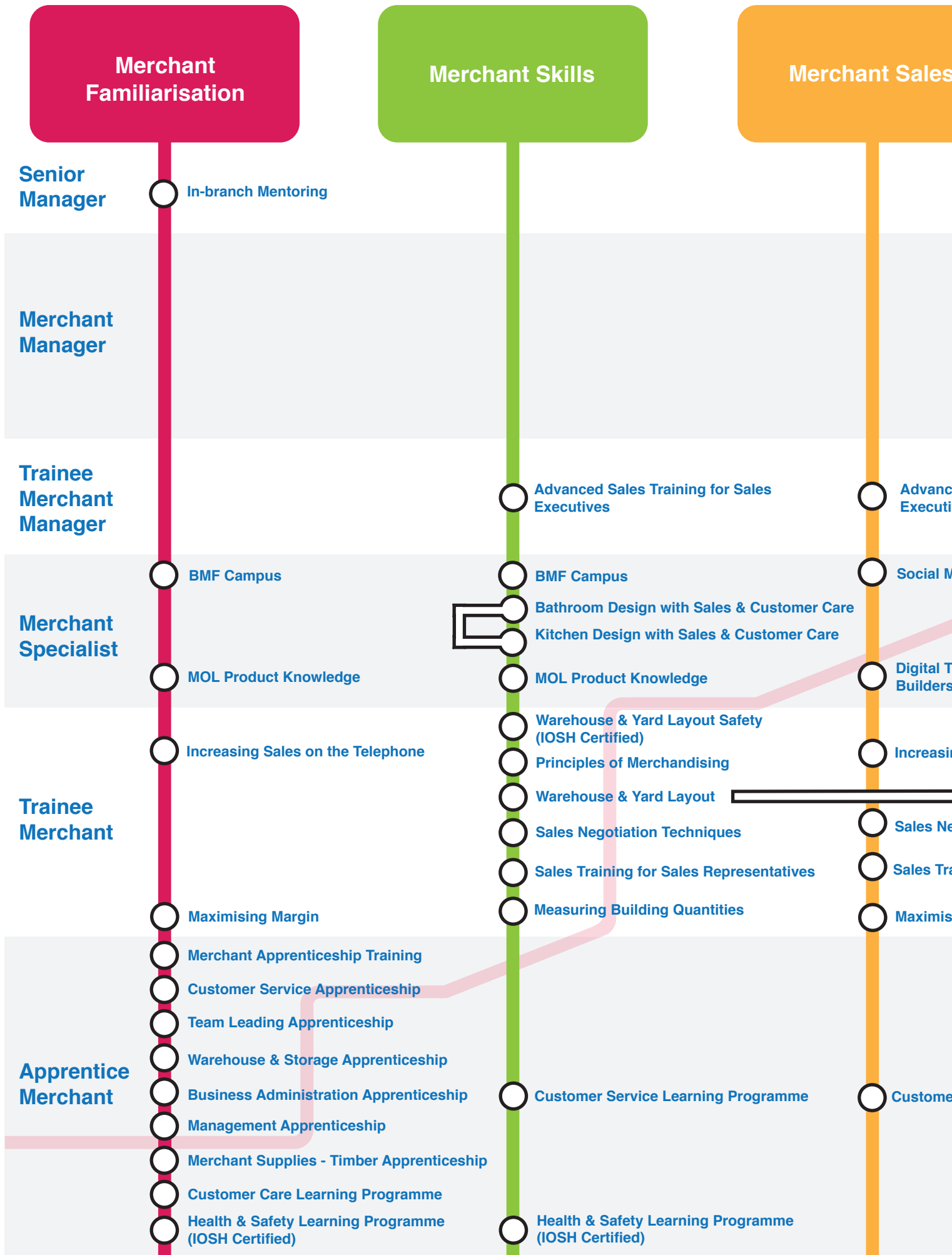
The Roadmap highlights the wide range of BMF training and skills development for employees of merchants, distributors and suppliers, be they Yard and Counter Staff, Sales Staff and Managers or Directors. Training can be arranged privately in your company or you can send employees to open courses the BMF organises at venues local to your company. Training is run

by qualified trainers and courses are accredited as appropriate to national standards. The Roadmap for BMF Training includes:

- Apprenticeship NVQ Level 2 or 3 qualifications
- BMF Campus on-line and MOL product knowledge
- Transport training, including Transport for non-Transport Managers, and Driver CPC training
- Skills training, such as sales, margin and finance management
- Health & Safety (IOSH Certified) and Customer Care Distance Learning
- BMF Diploma (for trainee Managers) and Foundation Degree in Merchanting and Postgraduate Diploma and Master Degree in Leadership & Strategy

For further information on any aspect of the BMF Training Roadmap contact James Spillane at james.spillane@bmf.org.uk

BMF Training

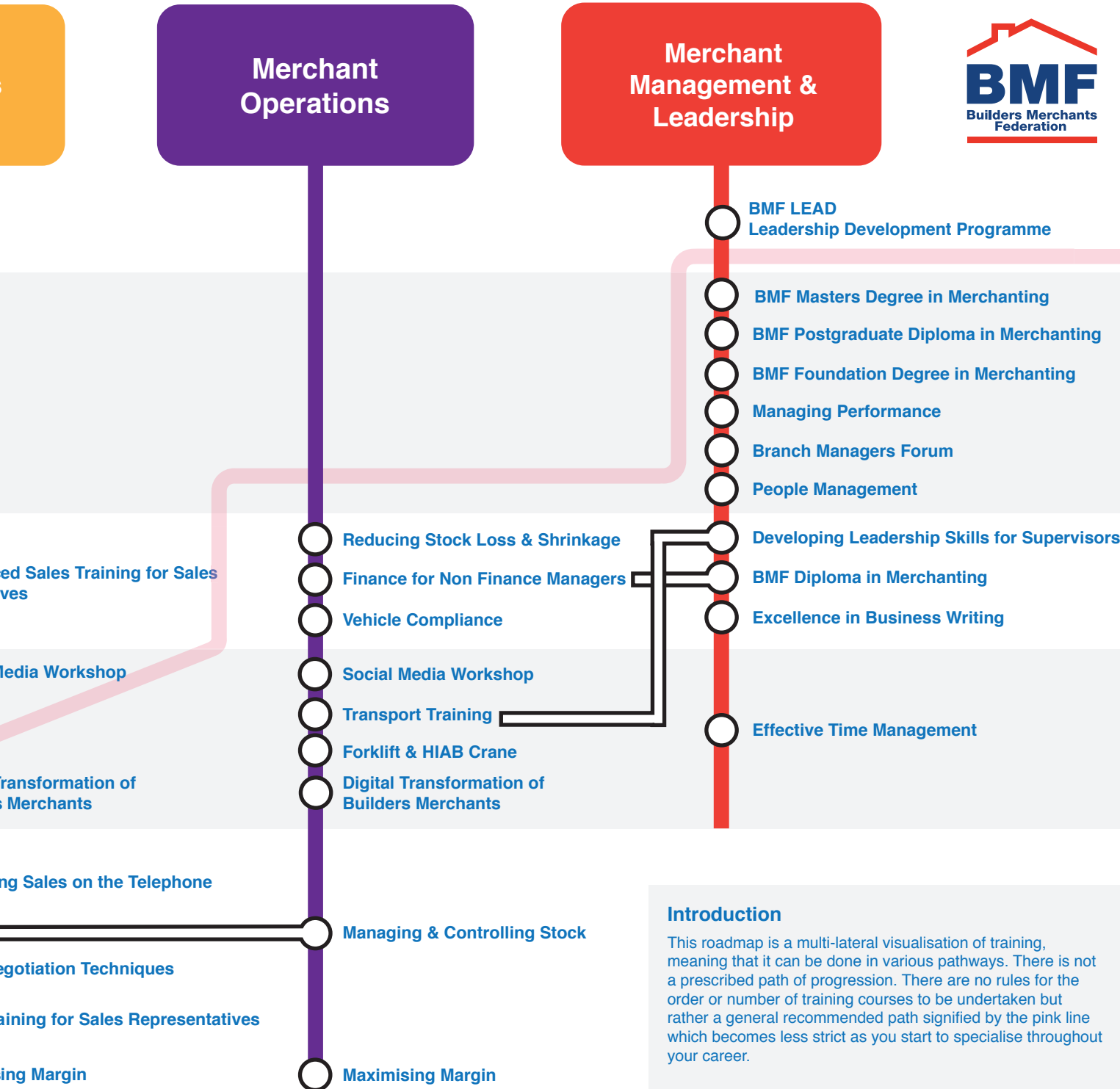


g Roadmap



Merchant Operations

Merchant Management & Leadership



Introduction

This roadmap is a multi-lateral visualisation of training, meaning that it can be done in various pathways. There is not a prescribed path of progression. There are no rules for the order or number of training courses to be undertaken but rather a general recommended path signified by the pink line which becomes less strict as you start to specialise throughout your career.

How to use:

Start by looking for current role level on the left hand side, whether you are an 'Apprentice Merchant' at the very beginning or some way through your career as a 'Merchant Specialist'. Next, look to see which sector of merchancing is most relevant to you, along the top. For example if you are involved with sales, cross-reference this with your level and the box that is created will list all training courses that may be of use to you.

As you progress through your career, you will be homing in on a different box which will show you the next group of courses that may be suitable for your progression. There are some course progression routes, for example 'Finance for Non Finance Managers' which allows you to progress to 'BMF Diploma in Merchancing'.

These courses are shown with 



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Your BMF Plus Services

BMF Insurance Plus

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

BMF Insurance Plus is



supported by Bluefin, one of the UK's leading insurance brokers and a specialist in the builders' merchant industry. BMF Members can benefit from a 10% discount on property and liability insurances.

BMF Credit Insurance Plus

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

Bluefin will work with you in order to make a credit insurance programme



designed to suit your business specifically.

BMF Transport Plus

BMF Transport Plus is designed to help you manage one of your biggest company cost centres - your vehicle fleet. Not only are vehicle operations a major area of expenditure but they are also one of the most heavily regulated areas of your business.

BMF Transport Plus will ensure your company's vehicle operations comply with road transport regulations, driver hours and employment legislation and also with the Fleet Operator Recognition Scheme (FORS) compliance requirements. The service is operated by Prompt whose team of advisors are



industry qualified and vastly experienced within the transport industry. Their guidance, advice and recommendations will help you become compliant, remain compliant and protect your operator licence.

BMF Safety Plus

The BMF have teamed up with Southalls, who work with over 100 merchant clients over 500 locations to offer BMF Safety Plus. This service offers practical and tailored health and safety support for BMF members with up to the minute health and safety advice designed to keep you and your employees safe. There is both telephone and online support.

BMF Safety Plus offers a Free Health and safety review for BMF members. A consultant will survey your business, review documentation, understand



current practices and advise on possible areas of improvement. This will be relayed back in a written report format and has a market value of £595.

BMF Legal Helpline

The BMF legal helpline is provided for members by carefully selected employment and commercial lawyers at law firms Halborns and DCH Law. The helpline provides high quality legal advice, quickly and conveniently. The first 15 minutes of your call to the helpline will be free of charge. The helpline will provide advice on any employment, commercial, civil or criminal matter (excludes health & safety) relating to your normal business activities. For any query which cannot be resolved within your 15 minute free call, your lawyer will ask you if you wish to take the matter further.

BMF Intelligent Employment Plus

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

Running a business is challenging enough, but staffing issues can take more time than they should. Use



BMF Intelligent Employment Plus advice to manage the employment situation and the risks efficiently and professionally.

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

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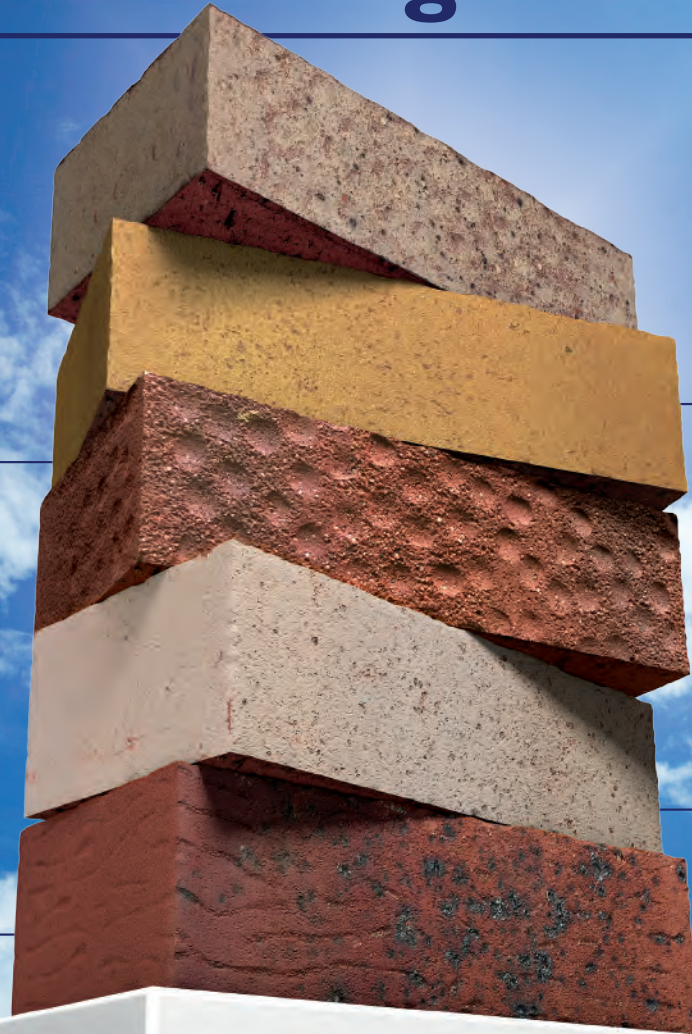
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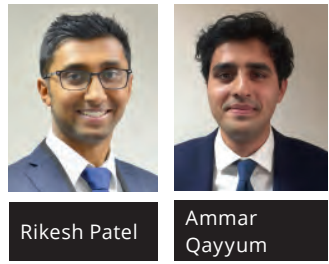
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BMF recruits new Industry Analyst/Economist

Ammar Qayyum is the BMF's new Industry Analyst/Economist replacing Rikesh Patel who left the BMF in November to take up his new position with the Office for National Statistics (ONS) in London. Ammar has a BSc Honours Degree in Economics from The University of Birmingham. He is also in the process of completing a Macro econometric Forecasting Course accredited by The International

Monetary Fund. We welcome Ammar to the BMF and to the Merchant sector and wish Rik every success in his new position with the ONS.



Market data for members



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

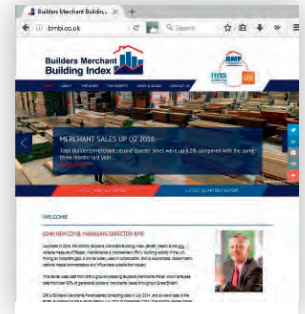
- Builders Merchant Building Index (BMBI)
- BMBI with Sales Indicator
- Boiler sales report

- Remuneration survey
- KPI report
- CPA Weekly notes

If you would like a copy of any of these documents contact Ammar Qayyum at ammar.qayyum@bmf.org.uk.

BMBI launches new website

The Builders Merchant Building Index (BMBI) have launched a website www.bmbi.co.uk. The BMBI is a brand of the BMF, launched and managed by MRA Marketing, filling a gap in the UK's measure of building activity. The Index uses data from GfK's General Builders' Merchant Panel, with input from national and regional builders' merchants accounting for over 80% of industry sales. Using sales-out data no other indicator in construction is as comprehensive, up to date or reliable.



Visitors to the new website can access the latest monthly and quarterly indexes, download past reports, read the Expert comments and get in touch with the Experts directly. An interactive chart facility enables visitors to look at trends and compare different market sectors. BMF MD John Newcomb comments "Since its launch last year, awareness of the BMBI has grown strongly. It's gathering momentum and reaching a wide audience with monthly reports, trade and consumer PR. A new website gives it a focus and a platform so we can build awareness and understanding of the importance of builders' merchants and their suppliers in the economy."

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Rainy Day Trust (RDT)

Vado Rally

The BMF and BMF Young Merchants entered the VADO Rally in September (UK to Monte Carlo), raising a fantastic £2,561 for the Rainy Day Trust, towards the overall Rally fundraising total of around £65K. Many thanks to all sponsors and congratulations to the BMF/First Event team for finishing in second place. To support the teams and The Rainy Day Trust, visit www.justgiving.com/BMFVadoRally. Your support is greatly appreciated.



The BMF/First Event team

Members' Day

Proceeds from the BMF Awards Dinner raffle of £2,500 in September will be donated to the Rainy Day Trust. Many thanks to everyone who contributed. For more information visit www.rainydaytrust.org.uk

Rainy Day Trust partnership with Shelter



The RDT is delighted to announce a 12-month partnership with Shelter to provide high quality, specialist advice to beneficiaries from the home improvement sector that have a housing need. Shelter helps millions of people every year struggling with bad housing or homelessness through advice, support and legal services. Shelter campaigns to make sure that one day, everyone will have a safe and stable place to call home.

Commenting on the new partnership, RDT CEO Bryan Clover said: "In a time of economic uncertainty, some companies in our industry are tightening budgets, which in turn places an increased burden on families' budgets and housing needs. This new project will help many of our beneficiaries keep a roof over their heads and we look forward to a long and fruitful partnership." For more information, contact the Rainy Day Trust on **0203 192 0486**.

BMF Director in Charity Cycle for Cancer Research UK

In August BMF's Membership Services Director Richard Ellithorne (pictured) took part in a charity cycle challenge - 'Ride across Rio', organised by Halborns Ltd (who provide the BMF Intelligent Employment Plus Service) in support of Cancer Research UK.

With other participants, Richard cycled 10 of the 150 miles allocated for the challenge, helping raise £900 for the charity in one day.



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Join the BMF Pavilion at Ecobuild 2017

The BMF is working with exhibition organisers, UBM, to have its own branded Pavilion at Ecobuild, the UK's largest event for construction, design and energy in the built environment, which takes place at Excel, London on 7-9 March 2017. Exhibition space within the branded Pavilion will be reserved for BMF members.

Ecobuild is the leading exhibition and conference for construction, design and energy in the built environment, attracting over 33,000 high calibre, senior level decision makers and influencers from architects and developers, to local government and major infrastructure clients.

Martin Hurn, Brand Director of Ecobuild, commented "Merchants have an important role to play in helping move

the regeneration and sustainability agenda forward. We're therefore excited to be able to work with the BMF to

create a dedicated platform for their members to maximise the opportunities available at Ecobuild."



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Gold	£411	£322	£421	£332	£429	£340	£436	£347
Silver	£406	£317	£416	£327	£424	£335	£431	£342

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Gold	£591	£497	£601	£497	£609	£497	n/a	
Silver	£586	£497	£596	£497	£604	£497	n/a	

BMF Pavilion is positioned in a gold zone of Ecobuild.
Additional £299 marketing and £49 data capture fees apply per exhibitor.

The BMF has negotiated special rates for members (see table) exhibiting at Ecobuild, both within the BMF Pavilion and the main exhibition area. Former BMF Marketing Manager, Christine Harding, has been contracted to manage exhibition space within the BMF Pavilion. For further information, or to reserve space within the BMF Pavilion at Ecobuild 2017, please contact cv.harding@btpopenworld.com. For more information visit www.ecobuild.co.uk



A special offer for BMF Members



Be a part of the BMF pavilion at Ecobuild 2017

"With its focus on regeneration and building better communities, Ecobuild provides a unique opportunity to bring merchants, suppliers and specifiers together to discuss vital issues and do business." John Newcomb, BMF managing director

BOOK YOUR STAND TODAY. BMF members have exclusive access to preferential rates. To find out more contact Grant Elrick T: +44 (0)207 560 4452 E: grant.elrick@ubm.com www.ecobuild.co.uk

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www.merchantchoice.co.uk



BMF helps merchants to rise to Apprenticeship challenge

The BMF has joined with the organisers of the National Apprenticeship Show to offer BMF members discounted exhibition space at the five apprenticeship shows taking place around the country next year.

Four of the shows take place in March and April, with the final one at the start of the academic year in September. The timing of the first tranche coincides with the introduction of the Apprenticeship Levy paid by businesses, which is part of the Government's drive to create 3 million new



apprenticeships by 2020 to help overcome the growing skills shortage in many sectors. This should give companies an even greater incentive to take on and train the next generation. The 2017 schedule is shown below.

As part of its industry youth recruitment campaign, the BMF will be exhibiting at all

five National Apprenticeship Shows. By offering discounted rates to bring members together in a dedicated BMF Exhibitor Zone, it hopes to create an impressive and memorable demonstration of the wide variety of career opportunities offered within our industry.

BMF MD, John Newcomb said "The National Apprenticeship Shows provide an excellent opportunity to engage with young people and encourage them to enter the merchant industry. With an average footfall of 20,000, each show attracts high quality visitors, primarily



teachers, careers advisors and students considering their career options. Many of the students attending events this year were actively weighing up the relative benefits of an apprenticeship over university. They are definitely attracted by the "earn while you learn" apprenticeship message. These shows provide an ideal forum to learn about different industries, and what companies within those industries can offer them."

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

London & South East	Sandown Park, Esher	6 & 7 March
Yorkshire & North East	Event Centre, Harrogate	9 & 10 March
Central	Arena MK, Milton Keynes	13 & 14 March
South West	Westpoint, Exeter	19 & 20 April
Manchester & North West	Manchester Central	16 & 17 October

BMF comment: Apprenticeships funding changes

The UK Government is right to listen to the building materials' supply chain if it wants to switch the emphasis for investing in apprentices from taxpayers to employers, the BMF said on 28 October.

The BMF was responding to decisions announced in late October by Justine Greening MP, Secretary of State for Education, about the Apprenticeships Levy that is due to be introduced next April.

The BMF has issued a briefing to all its members to outline the policy as it stands in England, highlight the main changes and explain the likely effects for building, plumbing and timber merchants and suppliers.

John Newcomb, BMF MD comments "The BMF has been involved in the Apprenticeships Levy since the then Chancellor, George Osborne,

announced it in July 2015 Budget. We did not ask for a compulsory new levy to be imposed on our members. There is a case for greater employer participation in the training and funding of apprentices, and we were not convinced the early proposals were the right ones".

"Taking on the youngest apprentices has additional costs for employers, such as extra time taken to supervise and mentor them. We are pleased that ministers have recognised this in additional payments for 16-18 year olds. We are also pleased that training for 16-18 olds by our members who employ fewer than 50 people will be met in full by the taxpayer".

Small and micro businesses play a crucial role in helping young people into work for the first time. These companies are the overwhelming majority of customers of merchants

that the BMF represents. Moves to clarify funding, eligibility and administration are welcome. Concessions have been won on additional payments and allowing longer for BMF members to spend their Levy contributions.

The absence of clarity on how the Levy will operate in Scotland, Wales and Northern Ireland continues to give the BMF cause for concern. Education and training and skills' policy is devolved to Edinburgh, Cardiff and Belfast. Their schemes have different funding arrangements, procedures and qualifications. John Newcomb said "there is a more to do between the four nations - especially on cross-border rules for BMF members who trade across internal borders. It is imperative that different rules and rates are clear to employers, training providers and training assessors."

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- Supporting the development of qualifications and apprenticeship standards;
- Supporting the work to determine operative pay and conditions;
- Representing members and the wider industry to Government and other bodies.

Providing members with a range of benefits and services including:-

- Our highly regarded technical, legal and human resources helplines;
- A portfolio of discounted products/services;
- Access to online member resources to assist in plumbing & heating business development;
- Membership of the Watersafe Scheme;
- Through our sister organisation APHC (Certification) Ltd. - Microgeneration Certification Scheme (MCS) and Competent Persons Scheme (CPS) accreditation.

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
- Participating in our APHC Supplier Forum

Our business services are constantly evolving and we always welcome dialogue surrounding new ideas and business opportunities.

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



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The Association of Plumbing and Heating Contractors (APHC) is a not-for-profit employers' trade association for the plumbing and heating industry operating across England and Wales. AOH have been around since 1925, representing large companies working on commercial projects through to sole trader working in domestic properties.

We provide leadership and guidance in the industry by representing businesses in the following key areas:

- Education & training –significant input into the development of qualification and apprenticeship schemes for plumbing & heating technicians
- Industry terms and conditions –the lead employer organisation in negotiating plumbing & heating operative terms and conditions through the Plumbing Joint Industry Board
- Lobbying Government and other bodies in order to seek improved trading

conditions for the plumbing & heating business – current areas include Building Regulations enforcement and Gas ACS re-assessment.

In addition to trade association membership APHC also operates under the WaterSafe Scheme, enabling businesses to participate in our Water Regulations Approved Contractor Scheme. Through its organisation APHC (Certification) Ltd, APHC also accredits businesses to self-certify under the Building Regulations and provide Microgeneration Certification Scheme accreditation.

Their members are provided with a range of services to assist them in developing their business. These range from our highly regarded subject-specific helplines through to products such as our discounted group insurance scheme and discounted employee purchasing scheme featuring high street brands.

APHC Supplier Members contribute enormously to the development of the organisation through the partnership opportunities APHC establishes with them. They in turn get the benefit of being able to utilise a range of marketing channels to raise awareness of their products and services to the key influencers in plumbing and heating businesses.

As an organisation, APHC always seeks to support and promote the quality plumbing & heating contractor through initiatives such as its Quality Plumber Week. As an organisation APHC sees a natural synergy with the BMF whose members pride themselves on the quality of service and product offered. The two organisations working together can only bring mutual benefit to the members of each organisation.

To learn more about the work of APHC and the benefits of being involved call APHC today on **0121 711 5030** or visit **www.aphc.co.uk** for more information.

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Supplier Member feature

Rob Pond Plumb Heat Solutions



www.robpondplumbheatsolutions.com

Rob Pond Plumb Heat Solutions specialises in unique and niche products for the plumbing & heating industry. Operating for over 10 years, the company strives for innovation and puts the needs of the independent merchants at the heart of what it does.

The company has grown from supplying a handful of products in the south of England, to supplying merchants and distributors across the UK, with a mix of everyday plumbing essentials and innovations. With an ever-growing catalogue, the company aims to keep bringing in new products to the plumbing & heating industry.

Here at Rob Pond Plumb Heat Solutions we provide a friendly and



personal service to all our customers, big or small. Our main focus is to listen to our customers and respond to their needs. Whether it's sourcing some hard to find items, or just providing help and advice with our products, our small and dedicated team are only a phone call away.

The training and advice issued by the BMF will be key to maintaining our high standards in the future, and we take confidence from being part of a larger organisation such as the BMF that has the strength to fight for our interests and our business.

For more information about Rob Pond



Plumb Heat Solutions visit
www.robpondplumbheatsolutions.com
or email sales@robpondplumbheatsolutions.com

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BLM SHOWS OFF NEW VISUAL IDENTITY AT UKCW

BLM British Lead, the UK's leading Rolled Lead Sheet manufacturer, exhibited at this year's Build Show, part of UK Construction Week, from 18th - 20th October 2016 at the NEC. Visitors to the show were welcomed at BLM's newly designed exhibition stand, within the BMF Pavilion, and the company used the show as a platform to launch their new Product Guide to the industry.



The new 40-page product guide reflects BLM's new visual identity and features its wide range of Rolled Lead Sheet and Lead ancillary products, appropriate applications, stunning images and technical illustrations, together with comprehensive sizing and fitting information, all presented in an easy to navigate format.

"We are very proud of our new Product Guide; its bright, sleek, modern look together with lots of helpful information for our customers is reflective of our market position", commented Russ Taylor, Sales Development Manager at BLM British Lead.

To compliment with the redesigned Product Guide, BLM British Lead have also revamped their Merchants Training Guide specifically designed to aid staff within their merchant customer base by improving knowledge and ultimately enhancing the experience for contractors and end-users.

www.britishlead.co.uk Telephone: 01707 324595

SENTINEL LAUNCHES MARKET'S MOST INNOVATIVE AEROSOL DOSING CAN

Dosing heating systems with Sentinel's award-winning and boiler-manufacturer endorsed water treatment chemicals just got even easier and faster thanks to the company's new Rapid-Dose™ aerosol.

Already being hailed as the most innovative aerosol product to enter the market, the new, smaller Rapid-Dose features a unique pre-assembled adapter and 'twist and dose' mechanism (there's no need to depress a lever or trigger) that allows easy hands-free dosing of a system in just 30 seconds. This makes it ideal for everyday jobs in addition to service, emergency, pre-dose and social housing applications where time is of the essence.



The new, no fuss, mess-free Rapid-Dose cans can be tried out on a no-risk basis since installers who don't like the new Rapid-Dose can claim a free bottle of X100 Inhibitor from Sentinel (subject to terms and conditions). Not that Sentinel expects this to be the case:

"We have total confidence that installers will love the new Rapid-Dose. It saves time on site, is incredibly easy to use, can be connected to multiple locations on a system, and there's no loss of product or spillage. It's yet another Sentinel product which installers can add to an arsenal of tools that will help give them the edge over their competitors," said Daniel Cheung, UK Trade Marketing Manager for Sentinel.

Find out more at <https://www.sentinelprotects.com/rapiddose>

GUTTERCREST FORGES AHEAD

Guttercrest Limited, a leading UK manufacturer and supplier of Aluminium Rainwater Goods, architectural fabrications, as well as fascia / soffit and coping / capping systems, is pressing ahead with their exciting expansion plans with the arrival of the first machines.

Guttercrest limited has invested in a new automated Trumpf Punching machine. Complimented by a Trumpf Trubend Centre, a specialist bending / folding machine, the first to be supplied into the UK. Both machines are currently being installed at Guttercrest's new 40,000 square foot facility in Shropshire.

Another addition to the new



unit is a 6 metre gantry 5-Axis Machine Centre which will give Guttercrest the ability to produce very complex profiles and casting moulds in house. This will reduce lead times, giving Guttercrest total control of the process.

Alongside Guttercrest's latest machinery purchases, the company have invested in a 12m high bay racking system. This advanced storage system will increase standard stock levels, giving Guttercrest the opportunity to shorten their

delivery lead times even further.

These developments will allow Guttercrest to broaden their product ranges from their existing 26,000 square foot factory, which will be refitted to manufacture associated and complimentary products, details of which will be released in the near future.

Innovative design, quality products and fast deliveries have always been a core feature of Guttercrest's offering to the industry, their intention is to improve all of these.

Guttercrest is ready to meet the requirements and challenges of today's fast track construction industry. Enhanced by their new factory and machinery purchases.

For more information about their products, any help or advice, please don't hesitate to get in contact.
W: www.guttercrest.co.uk E: info@guttercrest.co.uk T: 01691 663300

BMF Mastermerchant Competition

Friday 14-Sunday 16 July 2017

Following a very successful Mastermerchant event in July 2016, we are already making plans for next year's event and hope that you will be able to join us again!

As the event is increasingly popular and there has been an increase in the number of teams entering, we have decided to remain at our new venue: Ambleside YHA which worked very well last year. We can confirm that the popular rock climbing activity, Ghyll scrambling and water activities will remain in the programme, together with many other challenging and fun activities.



2016 winners: MKM Building Supplies



Ambleside YHA

Congratulations to 2016 winners (second year running): MKM Building Supplies. Who wants to knock them off the top?

Despite increased accommodation costs for 2017 we are able to offer each team place at a cost of £995 + VAT.*

We hope you can join us again in July 2017 for this fantastic event. Please visit www.bmf.org.uk Events page to download a booking form as soon as possible and return to June Upton at june.upton@bmf.org.uk to secure your place. If you have any questions, please call June Upton on **02476 854980**.



Team entries will be limited to 2 per Merchant company and 1 per Supplier company. Visit the Events pages at www.bmf.org.uk to download a booking form.

Thank you to our 2017 sponsors:



* Please note that all teams will be required to sign a Disclaimer to confirm that they will agree and adhere to the YHA Terms, Conditions and Rules.

Diary dates

December 2016	13	Measuring Building Quantities Training Course, BMF, Coventry
	14-15	2 Day Essential Sales Skills Training Course, BMF, Coventry
January 2017	26	Search Engine Optimisation Training, BMF, Coventry
	27	Burns Night Supper and Ceilidh, Glasgow Marriott Hotel
February 2017	2	Presentation Skills training, BMF, Coventry
	15	BMF Roofing Forum, Swindon
	23	BMF West Midlands regional meeting, JCB, Cheadle
March 2017	1	BMF South Wales regional meeting, Rockwool, Pencoed
	2	BMF Anglia regional meeting (venue TBC)
	6-7	National Apprenticeship Show - London and South East, Sandown Park
	7-9	Ecobuild, London
	9	BMF North West regional meeting, Encon, Chorley
	9-10	National Apprenticeship Show - Yorkshire and North East, Harrogate
	13-14	National Apprenticeship Show - Central, Milton Keynes
	14-18	ISH, Frankfurt
	15	BMF South West regional meeting, RGB, Tiverton
	23	BMF North East regional meeting, Ramside Hall, Durham
	29	BMF East Midlands regional meeting, Nottingham
April 2017	19-20	National Apprenticeship Show - South West, Westpoint Exeter
June 2017	15-18	BMF All-Industry Conference, Budapest
July 2017	13	Bob Beaver Memorial Clay Pigeon Shoot
	14-16	BMF Mastermerchant competition, Ambleside
September 2017	13	South West regional meeting, RGB, Tiverton
	15	FMB Master Builder Awards
	19-20	BMF Members' Day, Jury's Inn Hinckley Island
October 2017	11	BMF Anglia regional meeting, Ridgeons, Cambridgeshire
	16-17	National Apprenticeship Show - Manchester/N West, Manchester Central
	18	BMF South Wales regional meeting, Rockwool, Pencoed
	19	BMF North East regional meeting, Ramside Hall, Durham

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KNAUF INSULATION INVESTING IN THE CUSTOMER

Knauf Insulation is investing €5m into its rock mineral wool plant in Queensferry, increasing the plant's capacity and capabilities to meet customer needs.

The upgrades will deliver thermal and mechanical improvements, along with an increased portfolio

of insulation solutions. Furthermore, the investment continues the evolution of Knauf Insulation's ground breaking, no added formaldehyde, ECOSE® Technology binder.

The increased production of high-density products will reinforce the company's strategy to supply the optimal product for every application, across its glass and rock mineral wool product ranges.

John Sinfield, Managing Director at Knauf Insulation Northern Europe, said: "Our manufacturing capability must be underpinned by a strong strategy that enables all of our mineral wool plants to capture every opportunity open to them – be they existing or new markets. The shareholders' continuing desire to invest in the UK gives me great confidence. We must be customer focused and that's exactly how this investment has been secured; I very much look forward to seeing the benefits it will bring to them."



For more information visit www.knaufinsulation.co.uk

MRA SHORTLISTED FOR A RECORD 17 CONSTRUCTION MARKETING AWARDS

BMF Service member and full service agency MRA Marketing has been shortlisted for a record 17 awards in this year's prestigious Construction Marketing Awards (CMA). A category winner 11 times, MRA's latest shortlisting adds to a long list of industry accolades achieved during the agency's 25 year history.

MRA Marketing helps companies grow in construction, building materials and home improvements. This year's CMA finals see MRA nominated for its work in a number of different award categories including Strategy; Best Product Launch; Best Use of Press and Public Relations; Advertising; Best Website; Social Media; Direct Marketing; and Agency of the Year.

"We've been a CMA finalist every year since 2004," says Managing Director Lucia Di Stazio. "It is fitting that in 2016, our 25th anniversary year, we achieve the greatest number of nominations of any company in the history of the awards."

"Our nominations recognise the powerful results we achieve for customers with strategic, integrated marketing," continues Lucia. "The CMAs are widely regarded as a national measure of excellence in construction marketing and business development."



Download the full CMA Shortlist 2016 at www.cmawards.co.uk/cma-shortlist-2016-announced
For more information visit www.mra-marketing.com
or email lucia@mra-marketing.com

SCA TIMBER SUPPLY UK IS PLEASED TO ANNOUNCE THE ACQUISITION OF SWEDSCOT TIMBER LTD BASED IN CUMBERNAULD SCOTLAND



SCA Timber Supply UK comprises of 3 business streams located at; Stoke, Welshpool and Melton and now Cumbernauld. They supply a range of timber and associated products to the home improvement and building material sector. Combined, SCA has a manufacturing capability of 140,000m³ and 15,000m³ timber treatment facilities.

Swedscot, who service the builder's merchant market with timber and associated products, was established in 2003 and has been based in Cumbernauld since 2011. SCA has also acquired additional property next to the Swedscot operation in order to expand upon current trading activities. All existing Swedscot employees will remain under the leadership of previous owner, Steven McRitchie. Steven now becomes General Manager for the Scottish operation which will be rebranded 'SCA Merchant Services'.

Steven McRitchie: "We are excited about the future. We believe that with SCA's scale and expertise we will be able to realise our ambitious plans and offer further benefits to our loyal customer base" SCA Timber Supply UK Managing Director John Griffiths comments: "We have been interested in expanding our distribution capabilities into Scotland to offer national distribution. We are delighted to have acquired Swedscot in addition to retaining the services of Steven McRitchie and his team."

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

MORE PEDESTRIAN MODELS FROM COMBILIFT

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

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

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



www.combilift.com

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DEFINING THE STANDARD OF OSB

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

ENCON INSULATION GOES FROM STRENGTH TO STRENGTH

It's been an exciting few months for leading UK independent distributor, Encon Insulation, from winning awards for their outstanding people, to being announced as the headline sponsor of the BMF Members Day 2017.

The company's North West branch was presented with the BMF Regional Centre of Excellence title in October, allowing Encon to support BMF members with access to their superb facilities.

The distributor has also featured in the prestigious Grant Thornton's Top Track 250 league table in association with The Sunday Times, ranking 94th, an increase of 36 places from last year, demonstrating their substantial growth.

All of this was during the successful roll out of Encon's latest campaign, Choice; a commitment to becoming the Distributor of Choice for independent merchants. The recent introduction of an experienced merchant team has been well received, with each customer throughout the UK having a local dedicated account manager to call upon.

Commenting on the campaign, Peter Worthington, MD of Builders Supplies Ltd and Regional Chairman of BMF said "Following a presentation from Encon highlighting the benefits of the campaign, I'm keen to build a stronger relationship with joint initiatives, shared training and customer visits."

To contact your local Encon representative and for more information visit www.merchantchoice.co.uk

DID YOU KNOW...?

Merlin Business Software has a range of Applications for Android™ that are perfectly suited for Builders Merchants. One of our more popular solutions is the Trade Counter Signature Capture app. Not only can it be used to electronically capture and store signatures for proof of collection, it has many other helpful features:

- Live order screen, showing the customer what they have ordered as it is being entered including pricing and totals.
- By capturing the signature at time of sale, the customer account can be emailed their collection note/invoice without the need to print and post, saving you time and money. One particular Merlin customer has already stated that by using this app they have "halved the amount of paperwork on the counter".
- Promotional tool when idle, allowing you to promote products and offers at point of sale between serving customers.
- Finally Android tablets are a low cost tool to buy and run, plus you get the added saving of reduced paperwork and associated costs.



Contact Merlin info@merlinbusinesssoftware.com or 01246 457150 to see how we can help you and your business.

SURVEY REVEALS BUSINESS OPPORTUNITY ARISING FROM DAMP

A new YouGov survey – commissioned by damp-proofing experts Safeguard Europe – into the UK's experience of damp problems reveals an ongoing massive market opportunity for builders merchants.

When it comes to house purchasers, the survey further established that damp could either reduce house prices by up to 20% – or deter purchasers from making an offer at all. YouGov spoke to around 1,300 homeowners, discovering that 91% of them would be discouraged from making an offer should they discover damp of any kind in a home for sale.

Asked what they would do should damp be discovered



after they had made an initial offer, 42% of homeowners said that they would abandon the purchase altogether, with 48% saying that they would reduce their offer, over one third of those by up to 20%. With an average UK house price* of around £214,000, this would equate to over £42,000. Nearly half of the homeowners surveyed (48%) said that they had lived in homes with a damp problem.

www.safeguardeurope.com

For full details of the survey, visit <http://www.safeguardeurope.com/news/053-080916-house-buyers-scared-off-by-damp>

CALDERS & GRANDIDGE

Calders & Grandidge have for many years supplied high quality pressure treated fencing in both Creosote and Celcure treatments to the UK and European markets, with particular emphasis on supplying quality fencing which is treated correctly and seasoned to allow for maximum penetration of treatment. These products can be supplied in part packs, full packs or by the job, as required, and they do not require full load volumes to make a delivery.

Correctly treated fencing needs virtually zero maintenance providing the initial treatment and erection is carried out correctly.

A full range of softwood and hardwood field gates is also available in either treatment of green Celcure or Creosote; these are supplied with or without ironwork as required and can be ordered in single gate volumes or multiples.

In addition to the supply of fencing products Calders & Grandidge also offer a third party treatment option in Creosote or Celcure enabling customers to send in their own timber for treatment. Prices are available from the Sales Team for this service.

Calders & Grandidge offer a reliable and professional service and are very happy to come and discuss your requirements at your premises nationwide.

Please contact the Sales Team for more information on 01205 358866 or email enquiries@caldersandgrandidge.com



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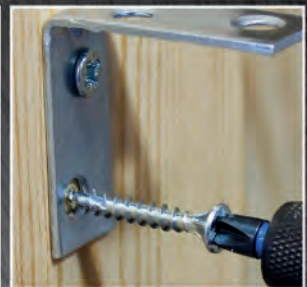
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FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 661 4182

CALVERT TRUST ACCESSIBILITY IMPROVED WITH SNOWGRIP ANTI-SLIP DECKING

Last year, the Calvert Trust in Exmoor was able to provide additional accessibility for wheelchair users thanks to our donations of anti-slip decking. They used the lengths of SnowGrip that to create a trackway through the woodlands between their main accommodation and a new activity area that has been installed. There was even enough of the decking left to build a raised platform which has given access to guests wishing to try their hand at 'panning for gold'!



Surpassing the donations made last year, we delivered a total of 260 lengths of decking to the Calvert Trust a month ago. We went back to catch up with them recently and were given a tour of the facilities, which gave us a fantastic insight into the work they do providing challenging activity holidays for people with disabilities.

With the SnowGrip we've donated, the plan is to build a safe and accessible pathway to their woodland trail. The work will begin over the next few months and we can't wait to see what they're able to achieve following the success of the last project!

For more information visit www.snowstimmer.com

LOOKING TO BUY OR SELL A BUSINESS?

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

Whether you'd like to find a business for sale or to buy, we bring our expertise and industry reputation to bear at every stage of the process. From analysing and evaluating the business, to making commercial introductions, to negotiating the best possible deal while managing the M&A process through to completion and delivering your shareholders' objectives.

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

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

Our services include:

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



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

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

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

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

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

IBSTOCK LAUNCHES TWO NEW PRODUCTS TO ITS EVER-POPULAR TRADESMAN RANGE

Ibstock Brick, the UK's largest brick maker, has launched two new bricks into its ever-popular Tradesman Range. The new Antique Rustic Blend and Common products strengthen the range of renovation and improvement bricks designed specifically to blend in with characteristic Oxfordshire clays, which were widely used on UK housing built from the 1930s onwards. For this reason, Tradesman bricks can often be used to 'match in' on extensions and home improvement projects on houses built during that period.

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

"The enhanced quality of our Tradesman range means that they are completely frost resistant, meaning less wastage of stock on site and fewer complaints from customers. The manufacturing process ensures excellent colour consistency throughout, making it easier to shift each pack without needing to root through to find the bricks that are the best match."

"We're really proud of the Tradesman range and are committed to further product development and marketing support for 2017 and beyond.

For more information, go to www.ibstock.com, call 0844 800 4575 or contact your local Ibstock representative.

Click for more info...

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

ENVIROFLEX - THE WINTER LIQUID WATERPROOFING SYSTEM



Enviroflex liquid applied waterproofing membrane, part of Icopal's Sealoflex range, is the user-friendly option for flat roof applications of varying shapes and sizes, thanks to its versatility and ease of application. The Enviroflex System, which comprises of primers, liquid coatings, reinforcing fabrics and walkway accessories, can be used for both small domestic and large commercial projects.

Don't let the weather stop you working

Liquid waterproofing installers are familiar with unpleasant odours issues, bad weather, differing application processes and multi-component systems. Enviroflex answers these considerations with key features. Resealable packaging makes it completely reusable. Virtually no odour and fast curing make usage easier. In addition, wet-on-wet, low temperature application makes Enviroflex ideal for winter weather conditions.

Seamless Installation, Durable Surface

Applied directly to new timber or existing waterproofing systems, Enviroflex cures to form a completely seamless, durable and flexible surface that can tolerate minor building movement and foot traffic.

Competitively Priced: Contact Samantha Hanks (SE) 07725 245394, Andy Dillon (SW) 07760 993626, Sam Bradshaw (N) 07970 455074 or visit www.icopal.co.uk

SMART SOLUTION



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

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

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

SMARTPLY
PROPASSIV

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

LAGAN PRODUCTS EXPANDS GB SALES TEAM

Lagan Products has appointed James FitzGerald as Area Sales Manager for the North West & West Yorkshire regions.

James joins a team of five other Area Sales Managers across the UK and has almost 15 years' merchant experience working for manufacturers, distributors and more recently IBC Buying Group.



James commented "Joining the team at Lagan is an exciting challenge for me, I have a wide range of sales experience and a key focus of my role within Lagan will be to develop and promote the fantastic new range of clay bricks from our Kingscourt Plant".

Mark Morris, Commercial Director at Lagan Products in the UK, commented "James will have a sole focus on developing the clay brick side of our business. Key to this will be to introduce merchants and house builders to our range and demonstrate how we can help make a difference to their projects."

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

For more information on Lagan, or to contact your local Area Sales Manager, please visit www.laganproducts.com or call 028 9264 7100

BRUSHED NICKEL TRENDS IN UK MARKET PLACE

The company behind innovative and traditional brassware designs, Francis Pegler, has launched a range of brushed nickel taps to satisfy consumer demand.

"Trends change all the time and right now more and more consumers are wanting to step away from the high shine that chrome offers and prefer a more muted style which perfectly complements cookware and kitchen appliances often found in brushed textures," said Mike Johnson, washroom market manager for Pegler Yorkshire.

Successful kitchen designs encompass a range of finishes and textures to provide a harmonious space. And with the plethora of taps on the market manufacturers



such as Francis Pegler are listening to consumers, taking note of trends and developing a range of finishes to support demand.

The new brushed nickel range from Francis Pegler embodies the most popular designs in the portfolio including the Adorn, Strata, Rune and Chef. Varying in shape and style these taps provide elegant fashion through to contemporary chic designs.

For further information about any of Pegler Yorkshire's products call 0800 156 0010, email brochures@pegleryorkshire.co.uk or visit www.pegleryorkshire.co.uk

Supported Feature

SMART METERS AND YOUR BUSINESS

- HOW THEY CAN HELP YOU GET YOUR ENERGY COSTS UNDER CONTROL



Most of us have by now read or heard something about smart meters. But with the million and one things the average small business owner has to do every day, how many of us can honestly say they've taken the time to understand all the ins and outs and the pros and cons of getting a smart meter?

So we've teamed up with Smart Energy GB – the voice of the smart meter rollout – to give you all the key info on what they are, how you get one, and how you can use them to make life easier and keep costs down.

What is the smart meter rollout?

By 2020, every household and many small businesses will be offered a smart meter by their energy supplier.

The smart meter rollout is an essential technology upgrade unprecedented in scale. It will improve Great Britain's energy infrastructure and bring the same benefits already enjoyed by over 4 million homes to small businesses across England, Scotland and Wales.

How does it benefit me and my business?

The key attribute of a smart meter is that it communicates information about your energy use in near real time. This gives you as a small business owner two key benefits that you may well not be getting already.

1. No more estimated bills and you'll only pay for the gas and electricity actually used

As a small business, cashflow management is perhaps the most important juggling act, and anything that causes uncertainty is a problem.

Imagine if you had to arrange for someone to come and check the number of text messages you'd sent every quarter? Or if your web hosting service sent you estimated invoices every month, only to land you with a big bill at the end of the year? Because smart meters send energy readings directly to suppliers, estimated bills and inconvenient meter readings will become a thing of the past, as is the looming threat of being hit with an unexpectedly large bill in the future due to incorrect estimates. So you'll only ever pay for the energy you've used.

According to Citizens Advice, the cost of mains electricity is currently the main concern of nearly 50% of all small businesses and estimated billing can make it very difficult to budget for energy bills, especially over the winter months that can incur a considerable amount of debt. Accurate information on energy use can help small businesses make sure they're on the best tariff for them.

2. Help you identify where savings can be made

As it shows near real time information about your energy use in pounds and pence, your smart meter can help you identify what's costing you the most (and it may well be something unexpected).

According to The Carbon Trust, existing smart meter data has already revealed that businesses use around 46% of their energy outside normal working hours (6pm-8am) and smart meters can help identify appliances that are big culprits. You probably don't give a moment's thought to the energy consumed by the tatty old fridge/freezer in the back room, but it may be using a lot more than you think. Your smart meter can help you work out if you could save significant sums by upgrading to a more efficient one.



How do I get one?

Your smart meter is installed by your energy supplier. Many small businesses will be able to get a smart meter at no additional cost but some might be charged for part of the upgrade such as installation and access to information about energy use. This will depend on your energy supplier and tariff but if there are any charges the supplier is obligated to tell you about them up front.

Depending on your supplier and tariff you will be offered a variety of ways of monitoring your energy consumption quickly and easily. These include from hand-held digital displays, to websites and apps.

If you operate from rented premises and you have a contract for the supply of gas and electricity, you can still claim your smart meter (though it's probably best to inform your landlord of your plans). If you don't have a contract for the supply of gas and electricity you should still check with your landlord to see if it's possible to get a smart meter for the building.

Installation work will only take around 2 hours depending on the type of property and energy suppliers will try to work with you to find a time that's convenient for you to minimise disruption to the business.

To find out more about how to get a smart meter from your energy supplier, or anything else about the smart meter rollout, visit www.smartenergyGB.org/small-businesses



Click for more info...

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

TIMBER TRADE FEDERATION AND BMF LAUNCH "TIMBER FORUM NEWS"

The BMF and TTF are launching "Timber Forum News".

This is a new publication designed to bring up to date timber news and expert guidance to all merchants selling timber and timber products.

John Newcomb, Managing Director of the BMF said: "Timber is one of the most important categories in our merchants' portfolios and one of the fastest growing. Our partnership with the TTF means we can bring our members up to date expert news, views and guidance, direct from the timber specialists. Being able to team up with other trade associations like this is another benefit of your membership."

David Hopkins, Managing Director of the Timber Trade Federation said: "The Merchant sector is one of the biggest outlet markets for our members. We want to do all we can to help it grow even further and this new joint-initiative can help do just that."

The BMF and TTF have had a long standing relationship for some years. This new joint initiative helps cement that bond and will hopefully lead to more new projects in the future.



For more information about timber and timber products please visit: www.ttf.co.uk

SAAS - THE BENEFITS FOR MERCHANTS

"SaaS or 'Software as a Service' is the term used to describe the way in which a business rents its software over a period of time from the provider – rather than purchasing a one-off perpetual licence. The software sits on the provider's cloud and is accessed by the customer over the internet.

It represents a way for smaller merchant businesses to implement otherwise unaffordable, function-rich ERP, because heavy up front costs are replaced by monthly or quarterly per-user charges. Another benefit is that there is no need for you to maintain servers on your premises – your provider handles all system maintenance remotely.

Using SaaS means your business is more secure too. For example, the Kerridge Commercial Systems' K-Cloud operates within a 'tier 3' standard data centre where the latest firewall and power source technology, physical security and climate control combine to protect their customers' dedicated versions of K8 software – and their critical business data.

K8 is used widely in the merchant industry. It manages sales order processing, purchasing, finance, stock control, CRM, e-Commerce and business intelligence. Depending upon how you like to operate your business, K8 can be delivered in a variety of ways – including competitively priced SaaS.

For more information visit www.kerridgecs.com
Email: hello@kerridgecs.com or call 01488 662 000.

SOUTHPORT SHOW - A VIEW OF THE OLIVE TREE

The annual Southport Flower Show welcomed a new entrant in the featured show gardens this year, with C&W Berry Builders Merchants undertaking their first show garden with "A View of an Olive Tree", which was designed to embrace the Mediterranean theme of the show.

This award winning garden was designed and created by Kirman Design and picked up a total of FOUR awards including the much coveted Best in Show, along with Best Large Garden, Best Theme of Show and Best Outside Garden.

The concept behind the show garden was to provide an inspirational insight into what can be achieved with a collection of products which are available from their branch. As many people relate Builders Merchants to heavy-side building products, it provided a unique opportunity to educate consumers on what a diverse range of quality decorative landscape products are also stocked at C & W Berry's yard.

C & W Berry have excelled over the years by expanding their product range to encompass more unique and exclusive decorative chippings and landscaping products, some of which, featured prominently in the garden. Ice Blue chippings in both a 3-8mm and 20mm grade were just some of the products that were on display and complemented the overall Mediterranean theme.



The Ice Blue chippings were kindly donated by Long Rake Spar, and form part of their platinum range of exclusive decorative aggregates. Richard Maughan, Sales Director for Long Rake Spar stated, "having been suppliers to C & W Berry's for over 20 years' we have built up a great working relationship that has seen both our businesses continue to increase and grow, so it's great that having been stockists and promoters of our products for many years, they have received this great recognition for all their hard work".

The extent of exclusive and unique decorative chippings available from Long Rake Spar have been a key driver in promoting C&W Berry as a merchant that offers a point of difference in a competitive market place as well as an innovative and inspirational supplier.

Contact Long Rake Spar for more information on 01629 636210 or sales@longrakespar.co.uk



Timber Trade Federation

growing the use of wood

Seeking the right supplier for your next timber project?



Look for the Logo, Ask a TTF Member



Sustainable



Reliable



Resilient



The Timber Trade Federation is committed to the highest standards of trade and product quality.

100% of our members are signatories to the Responsible Purchasing Policy – a sustainability due diligence process covering all of their timber products for EUTR compliance.

The TTF Codes of Conduct covering panel products, hardwoods and softwoods commit our members to trading only products of the highest quality. Finally, all of our members must respect the highest standards of trade and business practice. They are traders you can trust.

If you are looking for quality timber products, Look for the Logo, and ask a TTF Member.

Press releases

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

MaxiDry® Zero™

ANYTIME YOUR HANDS FEEL COLD

The MaxiDry® Zero™ integrates the core values of the MaxiDry® brand to bring comfort and liquid repellence together and combine them with our THERMtech® technology platform to offer thermal resistance inside with a coating designed for temperature up to -30°C / -22°F*.

The super soft and flexible coating provides ultimate flexibility even in extremely cold environments allowing you to channel energy into the heating of rather than the moving of your hand. The insulation liner is bonded away from the flex and movement points of your hands i.e. knuckles, to ensure ultimate comfort.

In cold and wet environments grip is needed more than ever. Optimized grip is delivered through the ultra soft coating to ensure maximum flex and contact with the things you handle.

MaxiDry® Zero™ is certified according to the European food standards and compliant to FDA CFR Title 21 Part 177.

As with all our gloves MaxiDry® Zero™ is dermatologically accredited by the Skin Health Alliance as part of our HandCare™ program. They are also pre-washed prior to packaging enabling us to guarantee them "Fresh out of the pack" as certified by Oeko-Tex®.

Anytime your hands feel cold MaxiDry® Zero™ is the solution for you. Guaranteed skin friendly.

**related to the characteristics of the coating*

For more information please contact Chris Busby at the following email address: chrisb@atg-glovesolutions.com

KLOBER PERMO® MARKETING-LEADING ROOFING UNDERLAYS

When it comes to choice of roofing accessories, Klobber Permo underlays offer the widest range of application and performance. From the air-open Permo air to the low pitch Permo extreme RS SK2 the company continues to pioneer technological advancements to maintain its position among the market leaders.

Such high performance is supported by independent testing of aspects such as wind uplift to support BBA certificates, some of which are among the longest standing in the industry. The marketing-leading 4-layer Permo® forte offers the benefit of a mesh reinforcement which provides added safety for the roofer while Permo forte SK2 has integral edge tapes to seal the product at laps, abutments and junctions.

Permo® air remains the most breathable air-open underlay currently available and enjoys NHBC approval for use without supporting high level ventilation. This has led to its specification for complex re-roofing projects including those on many historic buildings.

Permo® extreme RS SK2 has a tear-resistant PEF fleece as well as self-adhesive edge tapes to seal laps and is routinely used for monopitch extensions on pitches as low as 15°. Its use enables double lap tiles such as clay and concrete plain tiles to be laid significantly below their normal recommended pitch.

Klobber Ltd, Unit 6F, East Midlands Distribution Centre
Short Lane, Castle Donington, Derbyshire DE74 2HA
T: 01332 813050 E: klobber@yourresponse.co.uk



UNION UNVEILS NEW CE3F DOOR CLOSER

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

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

It is also Certifire approved, delivering assured peace of mind and protection in

the event of a fire. The CE3F is remarkably robust, having undergone rigorous testing and is supported by a ten-year guarantee.

The CE3F provides absolute peace of mind to both installers and end users. Everything the installer requires is supplied in one box, with the assurance that it's fully fire compliant in whatever configuration it's

installed in. In addition, it's supplied with easy-to-follow instructions and is easy to install, adjust and set up.

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

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

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

Competitively priced, both installers and users can be assured that the CE3F is unmatched in terms of accreditation, reliability and exceptional value for money."



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

MAKE IT UNION



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