

One Voice

THE OFFICIAL BUILDERS MERCHANTS FEDERATION MAGAZINE

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2018 BMF Members' Day announced

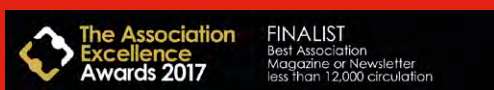
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BMF Members' Day highlights



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



www.onevoicemagazine.co.uk



Members' Day

BMF Members' Day Highlights

BMF Conference – 20 September



Social activities – 19 September

This year's BMF Members' Day was held again at Jurys Inn, Hinckley Island Hotel in Leicestershire on 19/20 September, with the theme Building Beyond Brexit. The event was sponsored by Encon Insulation.

The BMF Golf Tournament, sponsored by Monument Tools took place on 19 September, followed by the Quad Biking and Shooting Challenge, sponsored by First Event.



Headline sponsor: **Mike Beard**, MD of Encon Insulation



BMF CEO **John Newcomb**



Conference host: **Miriam Staley**

Within the theme Building Beyond Brexit delegates enjoyed presentations at the Conference on 20 September, hosted by Miriam Staley, which included:



Peter Hindle MBE, BMF Chairman



Prof. Nigel MacLennan, Chartered Psychologist



Alok Sharma MP, Housing & Planning Minister



James Akrigg, Head of Technology for Partners, Microsoft Ltd

During the Conference 287 members networked with exhibitors, including Quinn, Marsh Industries, Intact Software, Clark Drain, JCB Industrial, International Timber, VIPSeal, Cembrit, Coins Exact, Glen Castings Ltd, Woodpecker Flooring, East-Trim, ArtificialGrass.com,

eCommonSense, Filplastic, ACO, Timbmet, Birchwood Price Tools, Everbuild Sika, Centurion, Fakro, Monument Tools, Encon Insulation, Merlin, BMN, Phoenix Software, the Build Show and First Event.

During the afternoon delegates participated in one of three workshops:

- Building Business Performance Beyond Brexit, run by Nigel MacLennan
- The Future of Housebuilding and RMI, run by Jadon Silva/Arthur McArdle
- Information Technology Workshop, run by James Akrigg



Ian McCafferty, Monetary Policy Committee, Bank of England



Nicole Sykes, Head of EU Negotiations CBI



Arthur McArdle, Vice President, Federation of Master Builders



Jadon Silva, Group Procurement Director, McCarthy & Stone

The conference closed with an inspiring keynote speech by Simon Weston CBE, former Welsh Guardsman and Falklands war veteran, sponsored by The Build Show.

Keynote Speaker: Simon Weston CBE (sponsored by the Build Show)

Huge congratulations to all our award winners:



Quad Biking/Shooting overall winner:
Craig Burkitt, VIP Polymers
Sponsor: First Event



Mastermerchant 2017 winner:
Chandlers Building Supplies
Sponsor: MRA Marketing & Merlin



Training Company of the Year
Haldane Fisher
Sponsor: PBM



BMF Level 2 Apprentice of the Year
Jordan Boyce, James Burrell Builders Merchants
Sponsor: Siniat



BMF Level 3 Apprentice of the Year
Philip Ames, PGR Builders & Timber Merchants
Sponsor: Institute of Builders Merchants



BMF Post Graduate Diploma – Best Performing Student
Ed Finch, Bradfords Building Supplies
Sponsor: BMTT



BMF Supplier: Honorary Achievement Award 2017
Noel Shanahan, Fakro (accepted on his behalf by Dave Robertson)
Sponsor: PBM




BMF Masters Degree in Leadership & Strategy – Top Performing Student
Steven Webber
Sponsor: Worshipful Company of Builders Merchants

Black Tie Awards Dinner

BMF CEO John Newcomb welcomed 230 people to the fourth BMF Awards Dinner, sponsored by Marsh Industries. It was an evening of celebration, with the awards ceremony recognising our high achievers during the year.

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Members' Day

Award winners continued:



Supplier Engagement Award 2017
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Sponsor: MRA Marketing



BMJ/BMF Supplier Achiever of the Year
Amy Sellers, SCA
Sponsor: GfK



BMJ/BMF Young Merchant Achiever of the Year
Bronze winner: Kyle Leivers
Sponsor: SCA Timber



BMJ/BMF Supplier Achiever of the Year 2017 - Highly Commended
Reiss Digby, Digby Stone
Sponsor: GfK



BMJ/BMF Young Merchant Achiever of the Year
Silver winner: Katy Monk, City Plumbing Supplies
Sponsor: Bostik



BMJ/BMF Young Merchant Achiever of the Year
Gold winner: Greg Ace, LBS Builders Merchants
Sponsor: SCA Timber



Charity presentation to Rainy Day Trust and Teenage Cancer Trust



BMF Honorary Achievement Award: Aaron Frogley, Pavestone

Chques totalling £153,000 were presented by Aaron Frogley (originator and organiser of the Pavestone Rally in September) to Grace Higgins, Regional Fundraising Manager of Teenage Cancer Trust and Neville Singer, President of the Rainy Day Trust, being the proceeds from the 2017 Pavestone Rally.

John Newcomb announced that Variety will be the BMF Charity of the Year for 2018. Inaugurated in the UK in 1949 (as The Variety Club of Great Britain), Variety was one of the UK's first charities to be founded especially for children and young people.

The BMF thanks all Awards Dinner sponsors, exhibitors,

providers of raffle prizes and members for supporting the Members' Day Awards this year; Kerridge CS, Marsh, Bluefin, Encon and Mapei.

Thanks also to the Conference sponsors Encon Insulation, Sika Everbuild Building Products (Conference programmes) and the Build Show team for their sponsorship of Simon Weston CBE



5 fantastic prizes were donated to the Gala Dinner raffle:

- 2 VIP tickets for ringside seats at the Queensbury Boxing League including hotel accommodation and meal kindly donated by Charles Ledigo of Reisser.
- Overnight accommodation and dinner for 2 donated by Jurys Inn Hinckley Island.
- One free place at the Bob Beaver Memorial Clay Pidgeon Shoot in Berkshire next July, donated by Michael Dark of MDA;
- a Case of Wine donated by First Events,
- and a fantastic prize from Marsh Industries of 2 full corporate hospitality tickets for an International match of your choice in Marsh's box at Twickenham.

Proceeds from the raffle of £5,000 will be donated to the Rainy Day Trust and Teenage Cancer Trust (TCT). Many thanks to the prize sponsors and everyone who contributed.

2018 BMF Members' Day will take place on 26-27 September at St George's Park, with the theme "The Future Belongs to the Bold". The headline sponsor will be Encon Insulation again. Thanks also to Marsh Industries and Monument Tools for their continued support. For more details visit www.bmf.org.uk/events

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Crystal Clear Group to sponsor BMF All Industry Conference until 2023

The Crystal Clear Group has confirmed a three year Conference sponsorship arrangement with the BMF. Crystal will be the Headline Sponsor for the BMF All Industry Conference in 2019, 2021 and 2023.

Crystal, manufacturers and suppliers of Pvc-u and aluminium windows, doors and conservatories, played a prominent role at this year's BMF Conference, supporting the Gala Dinner fundraising event which raised over £62,000 for the two organisation's partner charities, Teenage Cancer Trust and Variety.

John Newcomb, BMF CEO said: "This year's Conference

was the best that I have been involved with and the fundraising event held in conjunction with Crystal was a particular highlight. Following on from this successful partnership I am delighted that Crystal will be the Headline Sponsor for our next three Conferences. It is great to have continuity and I am looking forward to working with them."

Martin Randall, Crystal Clear Group Chairman said: "We are delighted to support the BMF All Industry Conference. It is particularly exciting to become involved so early in the planning cycle for the 2019 Conference, our first as Headline Sponsor, and we look forward to playing our

part in its success."

Crystal takes over from Fakro, which was the first Headline Sponsor for the BMF All Industry Conference, and has supported the event in this role since 2013. John Newcomb added: "I would also



like to thank Noel Shanahan and Fakro for their support both this year and for our past Conferences."

Built environment brand specialists CMDi appointed by the BMF

To help accelerate and strengthen their commercial development, the BMF has appointed built environment brand specialists CMDi – based on the agency's recent work for the Federation of Master Builders.

"This move is part of the Federation's successful ongoing transformation programme," explains BMF CEO, John Newcomb. "This next phase is about sharpening our proposition to ensure we are meeting the needs of members exactly. A research programme and communications strategy will be developed to strengthen our positioning and raise our profile in the industry."

CMDi's research-based approach will help deliver customer focused benefits to all of the Federation's members and stakeholders, allowing the BMF to lead the industry in a way that delivers real value across the supply chain.

CMDi's MD, Dianne Lucas, says the agency is "excited about working with the BMF, one of the most important and growing organisations in the sector". CMDi's suitability was clear she felt, as "having worked closely with trade organisations in the sector,



most recently delivering the brand transformation programme for the FMB, we know how important it is for membership organisations to have absolute clarity about their role inside and outside the sector. That's how they make a difference to members, their members' customers, and to the industry as a whole."

CMDi helps numerous businesses working in the built environment, and recently developed the first online communication test for brands to help them evaluate and understand their effectiveness – known as the iTest.

For more information about CMDi please visit www.cmdi.co.uk or contact Dianne Lucas to see how CMDi can help sharpen your brand, increasing the differentiation and traction needed to take your organisation to the next level.

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Congratulations to Parker Building Supplies who received the BMF Builders Merchant Award at the recent Federation of Master Builders (FMB) Master Builder Awards, and EH Smith, who were 'Highly Commended' for the same Award.

The FMB Awards event featured a Builders Merchant Award for the first time, championing builders' merchants that have most successfully developed and improved their business since January 2016. The FMB held competitions across each region of England, as well as Scotland and Northern Ireland, with the winners from each region being put forward for consideration to win the national award. The winners were then announced at a ceremony at the InterContinental London Park Lane Hotel, hosted by DIY SOS: The Big Build presenter, Nick Knowles.

The regional builders' merchants finalists were:

- Northern Ireland: Haldane Fisher
- Midlands: EH Smith
- North: Milford Building Supplies



L-R: Nick Knowles, Tom Parker (Parkers), John Newcomb (BMF)



- Scotland: Beatsons Building Supplies
- South: Parker Building Supplies
- Wales: LBS Builders Merchants

The Builders Merchant Award was sponsored by the BMF. When announcing the finalists and ultimate winners, Nick praised all the merchants for their hard work, and highlighted the altruism of those merchants who continued to support DIY SOS: The Big Build with building materials, despite never receiving any direct coverage or exposure on the programme itself, due to BBC rules.

Nick said: "Quality building and craftsmanship are very dear to me. Lots of people fall through the net and DIY SOS: The Big Build is there to help them out, but we rely on the building industry and can only do the work if people turn up."

BMBI shortlisted for three Construction Marketing Awards

The Builders Merchant Building Index (BMBI), a brand of the BMF, has made the shortlist for three Construction Marketing Awards (CMAs). BMBI has been shortlisted for 'Best Product Launch', 'Best use of PR' and 'Best use of Research & Insight'.

The CMAs is a prestigious event that recognises the marketing achievements of organisations and individuals in the construction industry. The awards are run by the Chartered Institute of Marketing's Construction Industry Group (CIMCIG), and winners will be announced at the Radisson Blu, Portman Square in London on 30 November 2017.

Awareness and

understanding of BMBI has grown rapidly since its launch by the BMF and MRA Marketing in 2015. The BMBI is a reliable and up-to-date measure of UK Repair Maintenance & Improvement (RMI) activity, using gold standard data from GfK, a leading international data and insights company.

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



Water Management Solutions, Ibstock Brick, Heatrae Sadia and Natural Paving Products.

BMF Chief Executive John Newcomb comments: "Being shortlisted for three CMAs is a tremendous achievement for BMBI. With continued investment, the BMBI is becoming a key tool for our industry and achieving wide exposure in and outside construction. It is also proving to be a powerful vehicle for highlighting the importance of

builders' merchants to the UK economy."

Richard Frankcom, Senior Client Insight Manager – Trade Panel, adds: "The BMBI is helping to put construction on the map and through the use of new data available to the channel, highlights the importance of quality insights on which to make smart business decisions. It's great that the hard work is being recognised in such a phenomenal way."

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

The CMA Awards finalists are at www.cmawards.co.uk/2017-shortlist/

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Back to their roots: Builders' Merchants Awards for Excellence

This year's BMN Awards take place on 24 November at the Hilton Park Lane, London.

Sixteen years on from the launch of the Awards, the scheme continues to go from strength to strength, and still stands as the only industry-wide Awards event dedicated to celebrating the very best practice across the UK's merchant industry.

Builders' Merchants News are proud to organise and host the Awards, and having branded as the BMN Awards

for the past two years, they have made the careful decision to mark their 17th anniversary by going back to their roots to become the Builders' Merchants Awards for Excellence.

The 2018 Builders' Merchants Awards for Excellence, will be held on 23 November at the Hilton Park Lane, continuing to celebrate excellence across the sector, highlighting some of the most successful merchants and suppliers from across the country.

Builders' Merchants awards for excellence 2018

"As we get ready to shine a spot light on the hard work of individuals and businesses in the sector next month, this seems the perfect time to take next year's Awards to the next level," said Nichola Farrugia, Editor of Builders' Merchants News.

"With the 2018 Awards

reverting back to the Builders' Merchants Awards for Excellence, we feel the name is more representative of the industry as a whole, as it isn't affiliated with the BMN brand. Just like previous years, we will continue to work in partnership with the BMF, as well as key industry bodies such as NMBS, WCoBM, IoBM and CPA who form our independent judging panel."

Good luck to all of the 2017 nominees. For more information visit www.merchants-awards.co.uk.

Mary Creagh MP visits Howarth Timber Wakefield branch

Howarth Timber and Building Supplies recently welcomed Wakefield MP, Mary Creagh, to its branch on Doncaster Road, Wakefield, to learn about how merchants deliver for their communities - and to discuss issues affecting the supply chain and the wider West Yorkshire economy.

During the visit Mrs Creagh, Chair of the Environmental Audit Committee, met with long-serving branch manager David Storey, who provided an overview of Howarth Timber's recently-completed investments. She also spoke to young people benefiting from Howarth Timber's graduate scheme and discussed how the 177-year-old business is evolving to meet today's construction challenge with managing director Nick Howarth and marketing and product development manager, Neale Brewster.

Mary Creagh said: "It was wonderful to visit Howarth

Timber, a fantastic family firm which employs 2000 people across the country and is at the cutting edge of the construction industry. I was delighted to learn of its contribution to not only Wakefield's prosperity, but also the national economy.

"I pay tribute to Branch Manager, David Storey, and his amazing staff in helping customers with their projects. Better quality and more affordable housing is vital if we are to improve people's lives locally. That is why I want to see a low carbon Industrial Strategy and properly-funded Growth Deal for Yorkshire."

The visit was another arranged by the BMF as part of its industry and parliamentary programme. The BMF takes MPs to visit merchants in their constituency to see how the building materials' supply chain delivers for local communities.

For more details on Howarth Timber please visit www.howarth-timber.co.uk



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BMF website wins European Award

The BMF's latest website, launched in April, has been selected as the best in Europe in the annual Awards run by the worldwide software company ASI.

ASI, which developed the iMIS member engagement system which is instrumental to the functionality of the BMF's website, supports Trade Associations, membership bodies and other not for profit organisations around the globe. Their Awards judge websites on content, structure and navigation, visual design, functionality and interactivity and overall user experience.

Commenting on the Award, Oz Bham, Membership and IT

Manager said: "In designing their new website, the BMF was determined to place high functionality at its core. We had a clear set of priorities and winning this Award is recognition that we have achieved those aspirations.

"We wanted our merchant, supplier, service and distributor members to understand how the BMF can deliver added value to their businesses, which have different needs. We also wanted to engage with prospective members and lead them through the process from initial contact to full membership. To achieve



this, personalisation was a key aspect of the design. For example, the homepage offers the option to display the most appropriate content by job role and sector. This enables all visitors to tailor their experience depending on their exact requirements and interests.

"The overall user experience has been enhanced by sign posting methods using clear 'call to actions' across the website to ensure that every visitor can easily navigate to the required page with minimum effort. The call to action buttons include finding out what BMF can do for you specifically, requesting a call back where face-to-face interaction is preferred, as well as highlighting information on training up-and-coming events and latest news."

The current website is the first stage of a project to transform digital member engagement channels.

Travis Perkins confirms its commitment to Approved Fire Door Centre expertise

A major initiative within the builders' merchant sector is set to boost fire safety knowledge and the installation of properly certificated fire doors in a huge range of building projects, large and small.

Travis Perkins, the largest builders' merchant in the UK, has confirmed its decision to become a BWF-Certifire Approved Fire Door Centre as part of its long-standing commitment to fire safety.

It will establish 10 branches across the UK as experts in the specification and supply of BWF-Certifire third-party certificated fire doors and door sets; located in Battersea Lombard Road, Birkenhead Stores, Glasgow Pollackshaws, Luton, Paddington, Salford, St. Pancras, Staples Corner, Vauxhall and Vivark Stores (Huyton).

The service will be made available to all Travis Perkins customers, from individual tradespeople to the company's major contracts with local authorities and social landlords.



Richard Holland, category manager for doors, windows and joinery at Travis Perkins, said: "While we first started selling third-party certificated fire doors more than 60 years ago, becoming an Approved Fire Door Centre now means that our trained branch teams will be able to offer specialist advice based on a much deeper knowledge and understanding of third party certificated fire doors and compatible components."



Hannah Mansell, technical manager for the British Woodworking Federation and spokesperson for Fire Door Safety Week, said: "Travis Perkins' leadership in this area is to be celebrated. It is critical that the merchant sector steps up to this standard of expertise in products such as third-party certificated fire doors which play such an important role in saving life and property. A fire door won't work unless it is fitted with all its correct and

compatible components, and installed correctly, which some customers aren't aware of."

To download the BWF's Fire Door Procurement Tool and interactive app, visit www.bwfcertifire.org.uk.

The BMF's can also provide members with a business guide Business Guide "Selling fire doors and compatible third party certificated fire door components".

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

Housing Minister welcomes £50m investment in UK brick manufacturing

Housing and Planning Minister, Alok Sharma has welcomed plans by Ibstock to invest £50m in a new factory in Leicestershire.

Speaking at the BMF's Members' Day on 20 September, Alok emphasised the vital role builders' merchants play in getting more homes built in this country.

He welcomed the success of the BMF as a major representative of the sector and commended the resilient performance of builders' merchants throughout 2017, supporting housebuilding and building repair and refurbishment across the UK.

The Housing and Planning Minister also highlighted the need for the Government and



sector to work together to improve fairness across the housing market, bridging the skills gap and encouraging the development of well-designed and good quality homes.

Alok Sharma said: "Delivering more homes is a key priority for this Government. Builders' merchants have an absolutely vital role to play in this, supplying the essential

materials we need to get our country building faster.

"Ibstock's major investment at their Leicestershire site is fantastic news for the building materials industry, demonstrating continuing confidence in this sector and growing consumer demand.

"I congratulate the resilient performance of UK builders' merchants over this year, and I look forward to working with the sector to put into action the far-reaching reforms of the Housing White Paper. By working together, we will ensure we have the right building blocks in place to meet local housing needs and promote growth across all areas of the country."

Wayne Sheppard, Chief Executive Officer of

Ibstock, said of their £50m investment: "We're incredibly proud to be making such a significant investment in our Leicestershire site. Brick is the number one construction material of choice, and we are increasing our production capacity in order to meet growing demand from our customers that is being driven by growth in housebuilding.

"We welcome the Housing Minister's positive comments about Ibstock's investment, and we are pleased to see the Government recognise the important role that the building materials supply chain plays in providing essential materials to support housing growth and growing the economy across the country".

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Worcester hosts latest BMF Regional Centre of Excellence

The BMF has launched its latest Regional Centre of Excellence at Worcester Bosch, the UK market leader in domestic boilers. The growing network of BMF Regional Centres is making training courses and regional meetings more accessible to BMF members around the country.

The latest centre, at Worcester Bosch's flagship training academy, will serve BMF members in the West Midlands. 25 people attended the first BMF regional meeting held at the venue in October.

The 2,000m² academy, which has just reopened following a £3.5m redevelopment, offers extensive practical training facilities for Worcester's installers, in addition to the excellent meeting accommodation.

John Newcomb, BMF CEO,



said: "This is a fantastic centre that is well used by Worcester's customers and we are extremely grateful that they are opening it to our members too. We look forward to holding further West Midlands meetings and training courses in this region."

Nick Fothergill, National Training Manager, Worcester Bosch said: "Worcester

Bosch Group are proud to be recognised as a Regional Centre of Excellence by the BMF. This status will strengthen our relationship

with BMF members and enable Worcester Bosch Group to further promote excellence and best practice throughout the industry."

The BMF team is growing!

The BMF team continues to grow, as we develop more services for our members.

In our busy reception area in Coventry meet our new Senior Receptionist, Deborah Kennedy, who joined the BMF team in June and Chloe Hawkins,

Apprentice Customer Service/Events Assistant, who joined in September.

We also welcome Joanne Exeter, who joined the team in October as a Business Administrator.

More BMF team updates to follow soon.



Deborah Kennedy



Chloe Hawkins



Joanne Exeter

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New Members

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The BMF welcomes all new members

Merchants




Service

Suppliers








"I am delighted to welcome these new members. The BMF is the trade association that brings together merchants and their suppliers. I'm delighted that these organisations are planning to take an active role with the BMF and I look forward to working with them."

BMF Chief Executive Officer, John Newcomb



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Managing Director Scott Beattie comments: "Although we've been in the UK for many years, new owners were

introduced last year and are focussed on growth. At the start of this year, the decision was taken to expand our UK business nationally, and since then it's been a complete whirlwind! Investment in a new £14m factory in Norway reflects our ambitious plans.

"In this period of rapid growth and expansion it makes sense to start aligning ourselves to key industry

bodies like the BMF. We recognise the value of BMF membership and look forward to the many opportunities it will bring."

Fibo wall panels are perfect for both refurbishment and new build projects with a wide choice in range, style, colour and finish. For more information visit www.fibo.co.uk or call **01494 771 242**. Follow **@Fibo_UK** on twitter.

Sage

Sage, market leader for integrated accounting, payroll and payment systems, is already used by 1 in 2 businesses across the UK, Sage supports a wide range of trade businesses, distributors and manufacturers across the industry. Whether it's a small



business solution you'd like to offer your Trade customers, or

an ERP system for your own organisation, Sage has the strongest portfolio of cloud solutions to meet your needs.

Daniel Conroy, Sage Business Development Manager - Partnership and Alliances said "We're constantly reinventing

and simplifying business accounting through brilliant technology and look forward to adding value to the members of the Builders Merchant Federation."

For more information about Sage please visit www.sage.com

Viessmann

The Viessmann Group, leading international manufacturer of heating and cooling systems, which employs over 12,000 people worldwide, has its UK HQ in Telford. From here the company offers tailor-made systems for domestic, commercial and industrial

heating, cooling, power and air conditioning systems, and trains around 2,500 installers, contractors, specifiers on its products each year.

Membership of the BMF was recommended to Viessmann by one of its merchant customers, Plumbase.



Mark Bradley, Plumbase MD, commented: "As a longstanding member of the BMF ourselves, we have first-hand experience of the

benefits of membership. No other organisation brings the industry together in the same way. It is uniquely placed to inform, educate and represent the whole building materials supply chain."

For more information please visit www.viessmann.co.uk

Watts

Watts Water Technologies, global manufacturer and supplier of water and heating technology, has contributed to technological advancements in the industry since 1874. With a focus on continuous improvement and delivery of the highest quality products. Watts' know-how, combined with a focus on product reliability, health



and safety, and protection of the environment has made Watts a key provider to the plumbing and heating industry.

Watts Industries UK encompasses brands such as

Socla and Microflex, ranges such as Black Teknigas and Electro Controls and unique market leading products in OneFlow and Powerseat.

"The BMF plays a vital part in co-ordinating all sectors of the construction industry and we are pleased to be working with them to support those that require water technology products,"

said Dave Raynor, Product Manager Watts Industries UK. "As a supplier of well-known products and brands we are ideally placed to provide solutions to a variety of industries and we look forward to working with the BMF to facilitate this."

For more information about Watts please visit www.wattsindustries.co.uk

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Merchant Member Feature

St Andrews builds on recent expansion by strengthening its relationship with the BMF

St Andrews Timber and Building Supplies is a fast growing business. Within just 12 months, the business has opened a new location in Edinburgh and acquired Timber & Plywood Services in Paisley, which will soon rebrand under the new St Andrews banner.

As with many businesses which grow fast and value their employees, it's a good time to make the most of BMF membership. With over 60 employees, St Andrews is committed to supporting its staff and through the BMF it is set to begin a more thorough training programme, helping existing employees to develop and become the managers of tomorrow – something St Andrews believes in strongly. One example of this investment in people is where a member of the warehouse team at the Peffermill branch is undertaking sales training to support his move on to the sales counter. Similarly, a sales associate at Paisley will be doing a supervisor course to broaden his skills. The company is also looking at the opportunities presented by the BMF Diploma in Merchanting.

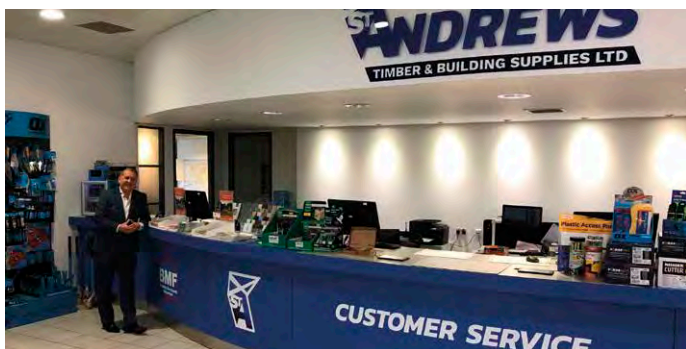
With a full rebranding exercise underway, a solid five year plan and hopes to expand the business further, developing staff and boosting the team is now crucial.

Ronnie Robinson, Managing Director of St Andrews, comments: "We really value



our BMF membership – the only trade association representing merchants in the UK. Not only is membership essential for us, it is also a great way to demonstrate our best practice to customers and suppliers.

"With the opening of our new branches, we've taken on a lot more staff and it's important to us that they feel valued and that they understand we're here to support their career development as part of our business. We have access to great resources through the BMF and as we grow, we have made a new commitment to engage with and benefit from our BMF membership. We've had great experiences so far, such as the apprentice who joined us through the BMF scheme a couple of years ago who is still here. We look forward to seeing the outcomes of our BMF initiative."



Ronnie Robinson



The benefits of ePOD

Tony Pey, Head of Product Marketing at Kerridge Commercial Systems (KCS), explains how using a computer system with integrated ePOD (electronic point of delivery) as part of its delivery management solution will enable you to manage every aspect of the delivery cycle.

"Delivering the right products to your customers at the right time is vital in maintaining high levels of customer service. Ensuring that deliveries are error free, or errors are resolved quickly and efficiently, is also important for ensuring accurate and timely invoicing. Capturing customer signatures at the time of delivery and having signed PODs instantly available to staff and customers is another key element to the fast and successful resolution of any issues.

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Supplier Member Feature

Quinn Building Products joins the BMF as Supplier Member



Quinn Building Products has recently joined the BMF as a supplier member, enabling the company to greater strengthen their relationships with merchant customers.

Quinn Building Products offer a uniquely diverse product portfolio, which includes Quinn Lite aircrete blocks, Quinn Therm PIR & Quinn Lite Pac EPS insulation, Quinn Cement, Quinn Rooftiles, and Quinn Precast hollow-core precast flooring and stair systems.

Manufacturing and service excellence, coupled with a passion for quality, is at the core of the business, and with over 40 years' experience in manufacturing construction products, Quinn have established a strong reputation among merchants nationwide.

Quinn Building Products is now at the forefront of providing pioneering, cost-effective, sustainable construction solutions designed to meet the needs of any construction project.

Speaking of the new BMF membership, Lee Gillman, Quinn Building Products' Sales and Marketing Director for GB, commented "We're delighted to formally announce our membership of the BMF, and look forward to a productive partnership.

QUINN THERM

Merchants are a core part of our business model, and supporting and working more closely with the merchant base is a crucial part of our strategy. The opportunity provided by the BMF to further build on existing strong relationships, meet new merchants, and in turn potentially help grow our merchant based business, meant joining as a Supplier Member was a logical step for us.

As large suppliers to merchants nationwide, and given the broad portfolio of products, we're a great fit for Supplier Membership with the BMF. It is important for us to support organisations who provide such a valuable contribution to these businesses, and to proactively be involved in the Federation."

"We recently hosted a meeting of the BMF Northern Ireland Health and Safety Sub-Committee (see Northern Ireland region page), and we're happy to have this opportunity to demonstrate our commitment to being actively involved in the BMF, as well as having the chance to network with many of the Northern Ireland members."

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BMF Forums

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Finance Forum – 10 October

The BMF Finance Forum was hosted by BMF Supplier Member Hafele at their site in Rugby, with 30 members attending.

After the welcome from Jodi Garrett, Hafele and from Steve Vickers of Turnbolls and BMF Finance Forum Chairman, members had presentations and discussions on the following subjects:

- Cyber Audit and GDPR by Andy Flinn of RDS Global
- Cyber Insurance from Oliver Richards of CNA Hardy
- Pre-Action Protocol for Debt Claims Emma Albins of Birketts

- Apprentice Levy Management John Henry of BMF ATA.

There then followed an open forum to discuss other finance issues and a networking lunch



Transport & Distribution Forum – 12 October

The Transport & Distribution Forum was held at BMF Coventry and 40 people attended.

The Forum was chaired by Richard Ellithorne of the BMF and John Fairey of Prompt and BMF Transport Plus. Members had presentations and discussions on the following topics:

- Compliance Management with respect to O licences and health and safety. by Simon Caltagirone of Birketts
- An update on Brexit

by Chris Yarsley, Policy Manager – Midlands and UK Brexit EU Affairs Manager Freight Transport Association (FTA)

- Load Safety by Ronald Arnutt, Policy Specialist – Driver and Vehicle Standards Agency (DVSA)
- An update on Clean Air Zones by Chris Yarsley of the FTA

There then followed an open forum to discuss other transport issues and a networking lunch.

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Plumbing & Heating Forum – 10 October



At the BMF Plumbing & Heating Forum on 26 October, Chairman Keith Jones and Paul Turner (Strategic Director, Wolseley) welcomed 40 members to Wolseley UK

in Leamington. As well as a BMF update by BMF CEO John Newcomb, presentations included:

- The Boiler and Heating

- Market – Trends and Current Data Update by Stewart Clements, HHIC
- Honeywell – Controlling the Market! By Martin Wilson, Honeywell
- BIM Technology – The Change, The Fear and The Perception for manufacturers & Merchants by Prabhat Shikotra, BAM Construction
- BMF Training Review – Key Areas within our Industry by Alex Clifford, BMF
- The BMF Apprenticeship

Plus Program by John Henry of BMF Apprenticeship Plus

- Cyber Security – by Andy Flinn, Director, RDS Global

An open forum followed the presentations, then a networking lunch and tour of the Wolseley Renewable Centre.

Visit www.bmf.org.uk/events for more information about future forums and to book your place, or for more information contact Alex Clifford at alex.clifford@bmf.org.uk

BMF launches new Product Forums for Bricks, Blocks and Civils



David Young



Nick Boyle

The BMF is building on the success of its sector-related discussion and networking forums, with the launch of two new product category groups planned for 2018. One of the new Forums will be dedicated to Bricks, Blocks and Landscaping, and the second will focus on Civils and Drainage.

While the new Forums are not scheduled to meet before the New Year, the BMF has already appointed a chairman to lead each of the groups. David Young, Managing Director of Bradfords, will chair the Bricks, Blocks and Landscaping Forum. Nick Boyle, Jewson's Civils Development Director will head up the Civils and Drainage Forum.

BMF CEO, John Newcomb said: "Product Forums play

a key role in broadening the BMF's relevance to different sectors of our industry and engaging with our members. They provide a unique platform for members with responsibility in these areas to discuss issues of the day. Furthermore, listening to the concerns and views expressed helps the BMF in its campaigning work to inform government and influence legislative policy on behalf of members."

From 2018 the BMF will have six dedicated product Forums meeting regularly. In addition to the two latest, there are well-established Forums for Timber, Plumbing & Heating, Roofing and Decorating.

The first Civils & Drainage Forum will take place at ACO in Shefford on 17 January.

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DIY SOS: The Big Build

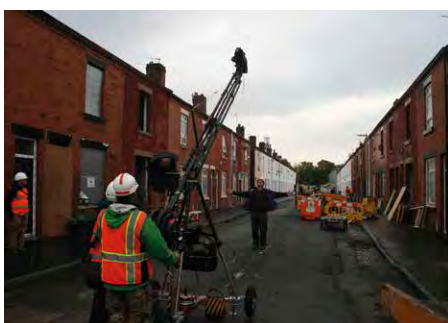
This month saw the start of the latest series of DIY SOS: The Big Build, the BBC's flagship home renovation programme. It's hard to believe that the show, which regularly attracts up to five million viewers, has been running for 18 years. During that time, presenter Nick Knowles and his team, currently Billy, Mark, Chris and Jules, have completed some extraordinary Big Builds across the country.



The programme can only be made with the support of building material suppliers – many of them BMF members. The extreme generosity of these donations and others from across the wider building trade, plus volunteer tradesmen giving up their time, ensure each build is successful and heartfelt.

As series producer, Hamish Summers says: "As well as transforming lives, the programme celebrates the spirit and the professionalism of the building community, who come to our rescue on every programme. We completely rely on their support and generosity, for which we are extremely grateful, and every time they pull out all the stops to make the project work."

The current season began with a return visit to Veterans Street in Manchester – which was featured in One Voice Autumn 2015 – to build the final home on the road for a decorated former soldier whose foot was blown off by a roadside bomb during a patrol in Iraq. Formerly a derelict street, the area is now a vibrant community.



The second show, broadcast on 15 November, saw the team in action in Swansea tackling one of their biggest challenges to date: a Million Pound Build for Children in Need to construct a bespoke centre and supported housing for young people in care and leaving care. This special DIY SOS shared the stories from some of Wales' most vulnerable young people as well as the founder of the Roots Foundation Wales, a charity that supports young people in and leaving care, who will operate the new buildings.

The Million Pound Build was a massive project, built from the ground up in just 11 days. The value of the groundworks alone was £150,000 and the project used 500sqm of plasterboard. As ever, the build was only possible with the help of hundreds of local volunteers and a huge number of building products donated by generous companies in Wales.

DIY SOS values the support it receives from the building community and to ensure that it doesn't ask the same people and companies for help too often, they are at pains to spread the eight projects they undertake each year across different areas of the country. The common criteria for each project is that it makes a huge difference to the lives of people who can't get help from anywhere else. While the latest programme was being broadcast, the team was on site with another set of volunteers in Suffolk on their current project, which will be transmitted next year. A very special confidential project in West London, soon to be confirmed, is among others in the pipeline for 2018.

Many BMF members – merchants and suppliers, national companies and independents alike – have supported DIY SOS on previous projects. But, as you can imagine, the production team always welcomes more fantastic companies to support their work.

The simplest way to get involved is to email your



interest to DIYSOS@bbc.co.uk. When they have a project in your area, you will be invited to a Trades Day three weeks in advance of work starting where they will explain what the project is, and what goods

and services they need to make it happen.

As the BBC is taxpayer-funded there are strict guidelines on publicity, although companies involved are allowed to

take photographs with Nick Knowles and the team. While the producers can never endorse a product or guarantee screen time, they do film tradesmen on site, large deliveries, and are always keen to work with new products, which again may be filmed as they are used in the build.

Essentially this is an opportunity to give back to the local community – which we know from our own charity fundraising is embedded in the DNA of BMF members. Like the DIY SOS team, we applaud you all.



BMF South Wales regional meeting – 18 October

Steve Doig, National Account Manager for Rockwool welcomed BMF Merchant & Supplier members to their Bridgend site for the “autumn” South Wales regional meeting.

Guest speaker on this occasion was Ifan Glyn, FMB Director for Wales, who gave

a brief update on the activities of the organisation and the ways in which both trade associations can work together on going in the future.

Bank of England Agent for Wales, Steve Hicks took part in a round table discussion on the state of trade, followed by a brief update from BMF CEO, John

Newcomb on the successful recent activities and events, plus future strategic plans and goals for the federation.

Nigel Humphries of RDS Global was on hand to advise members on Cyber Awareness and the General Data Protection Regulations (GDPR) which are being introduced

May 2018 and the help that is available through the BMF Cyber/GDPR Audit Plus Service to assist members with compliance.

For further information on BMF Plus Services, please contact Richard Jones, on **07980 075863** or **Richard.jones@bmf.org.uk**

BMF Wales breakfast events

Following a successful pilot at a Huws Gray branch, BMF Wales is rolling out a series of breakfast events for SME builders across Wales. They will join forces with the Federation of Master Builders Cymru and Welsh Government in staging the events.

Welsh Government agencies will be on hand to offer advice, including Sell2 Wales, Finance Wales and Help to Buy Wales. Advice will be available on a number of Welsh Government initiatives to provide business opportunities and the growth to local SMEs, including financial support.

Merchants in West Wales and South East Wales have already shown interest in the format which is aimed at bringing in new customers for BMF merchants and new members for FMB.

At a recent South Wales branch meeting FMB Cymru Director, Ifan Glyn, said: “Working in close partnerships with stakeholders is a key component of FMB Cymru activity. We are therefore delighted to join forces with BMF Wales and Welsh Government in putting on this roadshow.

One of the key barriers to SME growth is that small firms rarely have the time to find out about the support

and opportunities available to them. This initiative attempts to tackle the matter head on by going to the builders directly, via their closest point-of-contact; their merchants. We would urge BMF Wales members to get involved. After all, having a thriving local industry can't be bad for business!”

For more information please contact David Harding on **01686 640630** or email **dh@hardingpr.co.uk**



Llywodraeth Cymru
Welsh Government

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

NAME	DDI	EMAIL
Matt Haines - Regional Manager West Midlands/ North West/North Wales	M 07702 569001	matt.haines@bmf.org.uk
Richard Jones - Regional Manager South West & Wales	M 07980 07 5863	richard.jones@bmf.org.uk
David Harding - Public Affairs Consultant for Wales	T 01686 640630 M 07967 655379	dh@hardingpr.co.uk

BMF Northern Ireland Health and Safety Sub-Committee – 18 October



The latest Health & Safety (H&S) meeting of BMF Northern Ireland Region was held at the premises of Quinn Building Products, Derrylin near Enniskillen on 18 October.

The meeting was well attended, with 15 representatives from both merchants and manufacturers.

A variety of H&S issues were discussed including materials handling and serving customers in

merchants premises. An overview of Quinn Building Products latest H&S initiatives was given which members found to be interesting and informative.

The meeting also included a tour of the insulation factory.

Please visit the BMF diary dates page for details of forthcoming BMF regional meetings or for more information about Northern Ireland activities please contact Regional Manager Graham Bolton at **graham.**





BMF Scotland regional meeting – 24 October

BMF Scotland region held the Autumn meeting in the BMF centre of Excellence in Glasgow on 24 October.

The meeting was well attended by merchants,

suppliers and speakers. During the meeting the Scottish Chairmanship was handed over from Ian Glass (formerly of St Gobain Building Distribution) to incoming Chairman Allan Bartlett of

Keith Building Supplies. Ian was thanked for his 2 years chairmanship and his help and support during that time.

Presentations included: Apprenticeship Training, Cyber Security and BMF current

affairs activity. The Centre of Learning hosts SGBD updated the meeting on the latest good living initiatives. Regional Manager Graham Bolton also presented an update on BMF activities.

BMF Burns Supper – 26 January 2018

The BMF Burns Supper is the BMF's most popular and prestigious event in Scotland. The 2018 event will be held at the EICC (Edinburgh International Conference Centre) in Edinburgh. Tickets are still available, as well as some sponsorship opportunities.

To book your place please visit www.bmf.org.uk/events or for information please contact June Upton at june.upton@bmf.org.uk or Graham Bolton at graham.bolton@bmf.org.uk



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

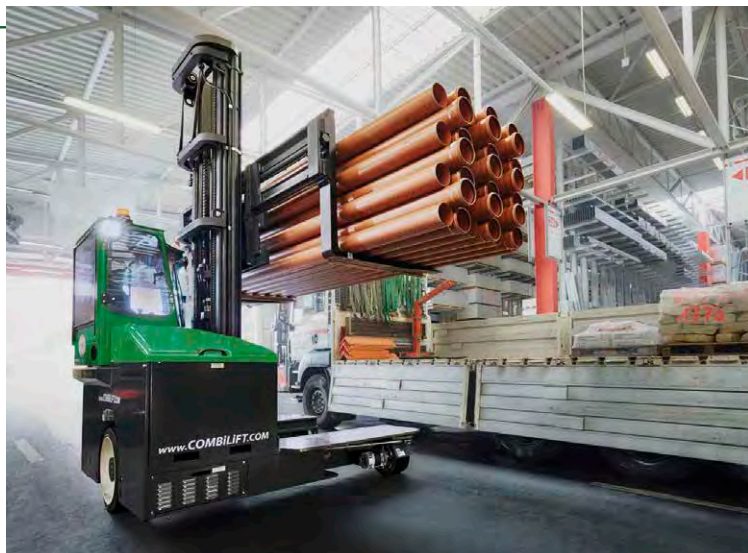
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South West regional meeting – 13 September

On 13 September merchant and supplier members attended the BMF South West Regional meeting in Tiverton. On this occasion guest speaker Geoff Harding, Deputy Agent for Bank of England was on hand to provide members with an overview of regional and

national economic conditions. John Henry from the BMF Apprenticeship Training Agency (ATA) brought the meeting up to speed on the apprenticeship levy and reforms that were introduced in May 2017 and the ways in which the BMF could guide and assist them with the changes to

the apprentice funding system. A presentation by Clark Hunter of Southall's, the Health & Safety consultants for the BMF rounded off an informative meeting by raising awareness of how the BMF Safety Plus web-based health and safety management system could provide

members with a modern approach to Health & Safety legislation, keeping them safe and compliant. BMF South West members will meet again on 7 March at Garador in Yeovil. For more details contact Richard Jones on **07980 075863** or **Richard.jones@bmf.org.uk**

Yorkshire Region Annual Golf Day held at Ganton Golf Club - 28 September

The Yorkshire Region Annual Golf Day was held at the prestigious Ganton Golf Club near Scarborough

on 28 September. The course was in excellent condition, the hospitality first class, and even the weather was

perfect, warm and tranquil. After a closely fought Stableford competition David Kilburn of MKM Building Supplies came out on top

with 35 points, followed by defending champion Andrew Skelton of Holme Build Supplies and Chris West of West Building Supplies.



BMF Chairman Peter Hindle MBE displaying the Rosebowl trophy to the competing Members.

South East regional meeting – 28 September

The South East Region held its first Regional Meeting of the year at the BMF's Centre of Excellence located at the Dulux Academy in Slough. 26 Suppliers and Merchants attended the event with Key presentations given

on the theme of training, Apprenticeships and future technologies associated to both marketing and customer intelligence that is now being introduced within the Builders & Plumbers Merchants Industry. John Henry illustrated the

advantages of recruiting and engaging current employment opportunities into our new BMF Apprenticeship Plus scheme now available to all our Members for both paying and non-paying Levy payers. Alex Clifford from the BMF commented that additional

speakers from Aurora Lighting, The Baca Training Authority in Brighton, and Pauley Creative demonstrated that attending these events keeps BMF members well-informed of the many new and exciting initiatives now available.



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SEARCH **ROCKWOOL INSULATION ORIGINS**



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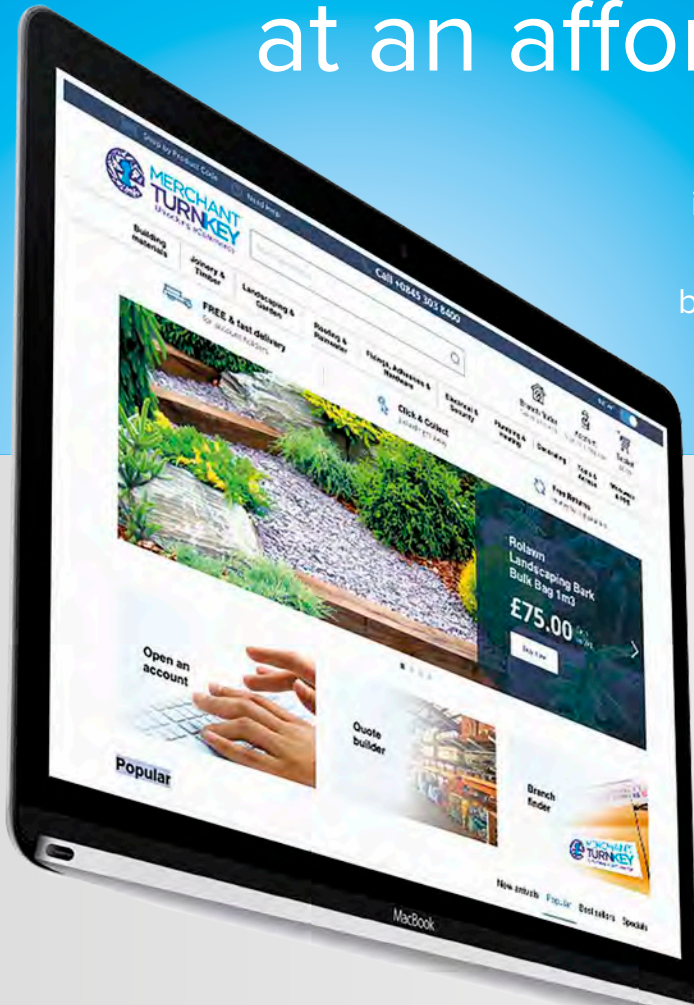


merchant@rockwool.co.uk
01656 862 621

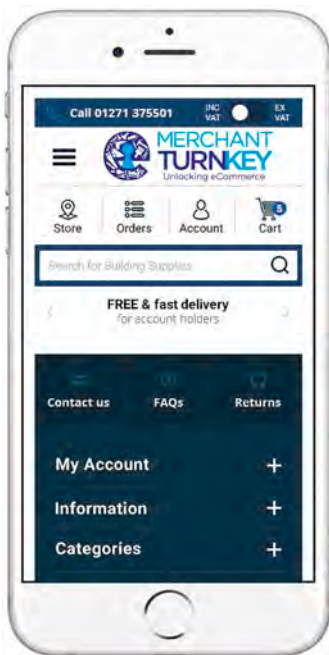
Get trading online lightning fast at an affordable cost

Remove the hassle of specifying, building and integrating a highly functional trading website.

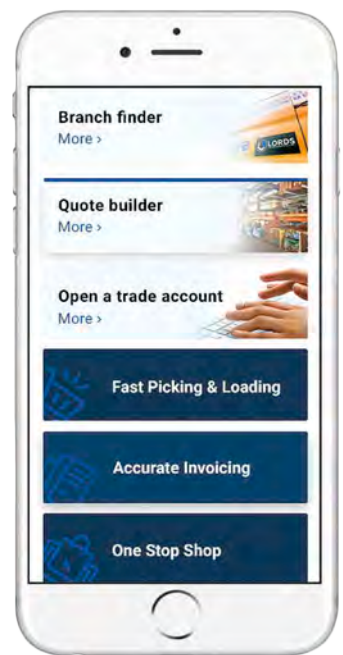
Merchant Turnkey is designed with the builders' merchant industry distinct eCommerce needs in mind, providing a powerful online sales and customer service channel



- ▶ Trade account compatible
- ▶ Sub accounts
- ▶ Quote builder
- ▶ Quote to basket
- ▶ Click & collect
- ▶ Delivery scheduling
- ▶ Secure platform
- ▶ One page checkout
- ▶ GDPR compliant



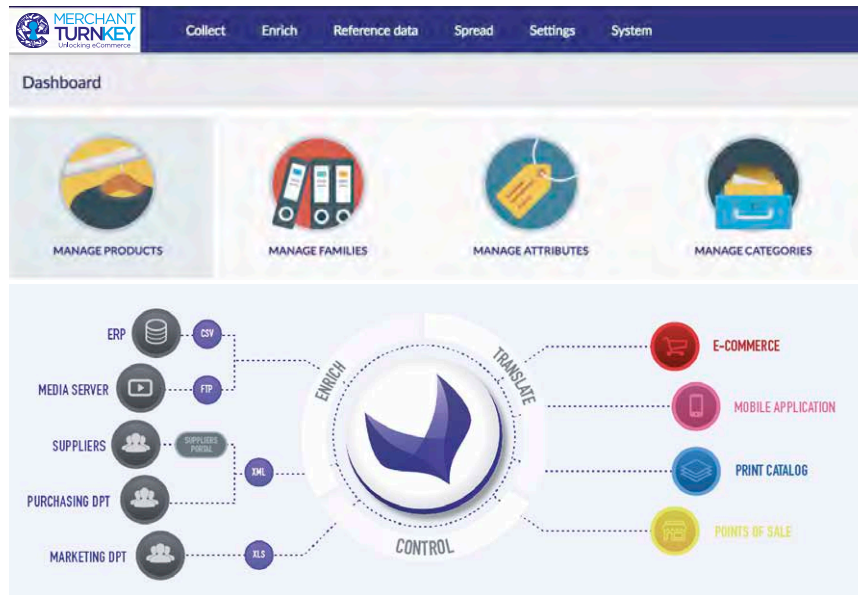
- ▶ Mobile website
- ▶ iOS & Android apps
- ▶ Delivery tracking
- ▶ Branch content pages
- ▶ Layered navigation
- ▶ Cloud scalable hosting
- ▶ Brick finder
- ▶ Window configurator
- ▶ Paint picker



Manage your products in one place


Remove the hassle of multiple spreadsheets, data sources and missing product descriptions and images.

-  Improve the quality and consistency of product data across all channels
-  Streamline the onboarding process for suppliers and data providers
-  Stop dreaming of giant spreadsheet monsters coming from outer space to destroy your data!!!
-  Establish one source of truth for product information
-  Marketers who value a great omni-channel product experience
-  Data Governance Drivers who want to maintain consistent and structured data within the organization
-  E-commerce Managers who understand the impact of product data quality on online sales
-  Buyers who need to strengthen their relationships with suppliers



 Marketing data (product stories, rich descriptions, labels...)

 Media files (images, PDFs, videos...)

 Technical data (measures, ingredients, specifications, ...)

Merchant Turnkey Interface: Enrich / Products

Products: en Views: Default view * + Create product

Bulk Actions Quick Export Page: 1 of 61 | 1501 records View per page: 25 Ecommerce Refresh Reset Columns

All	SKU	LABEL	FAMILY	STATUS	COMPLETE	CREATED AT	UPDATED AT	GROUPS	VARIATIONS
<input type="checkbox"/>	279232	4Trade Woven Rubble Sacks Pack of 5	Tarpaulins & Rubble Sacks	Enabled	57%	18/07/2017	18/07/2017		N/A
<input type="checkbox"/>	685283	Energizer Batteries AA Pack of 24	Batteries	Enabled	57%	18/07/2017	18/07/2017		N/A
<input type="checkbox"/>	506348	Duracell MN1500P Alkaline Batteries AA Pack 4	Batteries	Enabled	57%	18/07/2017	18/07/2017		N/A
<input type="checkbox"/>	611002	Energizer Batteries AAA Pack of 16	Batteries	Enabled	57%	18/07/2017	18/07/2017		N/A
<input type="checkbox"/>	495760	Panasonic Batteries AA Pack 4 + 4 Free	Batteries	Enabled	57%	18/07/2017	18/07/2017		N/A
<input type="checkbox"/>	495762	Panasonic D LR20 Battery (2)	Batteries	Enabled	57%	18/07/2017	18/07/2017		N/A
<input type="checkbox"/>	961064	Fire Angel Carbon Monoxide Alarm	Carbon Monoxide Detectors	Enabled	63%	18/07/2017	18/07/2017		N/A



Anglia regional meeting- 11 October

The Anglia Region held its second Regional Meeting of the year at the BMFs Centre of Excellence now located at the ACO Technologies Training Academy in Shefford.

22 Suppliers and Merchants attended the event with presentations given on the theme of training, apprenticeships and future technologies associated to both marketing and customer intelligence that is now being introduced within the Builders and Plumbers



Merchants Industry. John Henry again illustrated the advantages of recruiting and engaging

current employment opportunities into the BMF Apprenticeship Plus scheme, which is now available to all BMF Members for both paying and non-paying Levy payers.

BMF Regional Manager Alex Clifford reinforced that additional speakers from Aurora Lighting, EDP and ACO Drainage Technologies, that attending these BMF events keeps members well-informed of the many new and exciting initiatives now available.

North East regional meeting – 19 October

BMF North East Region held its autumn meeting at Ramside Hall Hotel, Durham, on Thursday 19 October.

The meeting enjoyed presentations by John Henry regarding the BMF Apprenticeships Training Agency (ATA) and Bank of England Agent Mauricio Armellini,

who made his annual visit to update members on the economic outlook. Meeting dates for 2018 were agreed as 22 March and 1 November.

East Midlands regional meeting – 25 October

BMF East Midlands Region held a meeting in the BMF Centre of Excellence at John A Stephens Ltd, in Nottingham, on

Wednesday 25 October. John Henry presented an update on the BMF Apprenticeships Training Agency, and Andy Scothern

of eCommonSense gave an entertaining presentation regarding “the digital transformation of the builders’ merchants sector and the

quiet evolution of the techie tradesperson”. Meeting dates for 2018 will be confirmed in due course after venues have been agreed.

West Midlands regional meeting – 31 October

There was a “full house” at the West Midlands Region meeting, held in splendid surroundings at Worcester Bosch Head Office, with 25 members around the table and 8 senior managers from the hosts present.

Presentations were made by Andre Bothma of Aurora Lighting, Carmen Daley of BMF Apprenticeships Plus, John Fairey of BMF Transport consultants Prompt, and John Newcomb.

After a buffet lunch and a tour of the state of the art premises, the venue was opened as the latest BMF Regional Centre of Excellence.



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

NAME	DDI	EMAIL
Alex Clifford - Regional Manager Anglia, London & South East	M 07703 837710	alex.clifford@bmf.org.uk
Matt Haines - Regional Manager West Midlands/ North West/North Wales	M 07702 569001	matt.haines@bmf.org.uk
Richard Jones - Regional Manager South West & Wales	M 07980 075863	richard.jones@bmf.org.uk
John Stephenson - Regional Manager Midlands/North	M 07887 678420	john.stephenson@bmf.org.uk

200

YEARS AND COUNTING

— *Armitage Shanks* —



CELEBRATING OUR FIRST
TWO CENTURIES IN BRITAIN'S
BATHROOMS AND WASHROOMS.

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www.celebrate200.co.uk

Autumn Party Political Conference Report 2017

When the leaves begin to fall from the trees, it heralds the party conference season. This year was the ninth in succession that the BMF has attended to put arguments direct to elected politicians and their parties. The BMF used the newly-published BMF Policy

Outlook to reinforce the role, value and importance of the merchants, manufacturers and suppliers the BMF represents.

The mood and tempo of each conference was very different. The Liberal Democrat and Labour gatherings were upbeat and outward-looking. The Conservative and SNP

conferences were said to tense and introspective. In this article, Brett Amphlett (BMF Policy and Public Affairs' Manager) describes three issues that he and John Newcomb (BMF Chief Executive) concentrated on, that showcases the BMF's lobbying efforts.



People and skills

The BMF sponsored a high-level round table at the Liberal Democrat Conference with Party Leader, Sir Vince Cable MP, and other Parliamentary spokesmen. We are grateful to the National Federation of Roofing Contractors who co-sponsored this event at which invitation-only guests were asked to find ways to:

- improve technical education and vocational training and skills (including apprenticeships)
- attract new people of all ages and backgrounds into both merchant and roofing businesses.

The BMF wants parity of esteem between academic and vocational

education. Merchants provide good career opportunities and parents must be encouraged that university is not always the right choice. Without proper careers advice, the risk is that young people are channelled into careers that prove to be the wrong choice – resulting in a £40,000 student loan debt.

These Conferences coincided with the first 6 months since the Apprenticeships Levy and associated funding changes, delivery arrangements, new standards and procedures came into force. The BMF argues for freedom for members to spend Levy contributions on apprentices in their customers' businesses. Sir Vince committed the Lib Dems to raise this



Sir Vince Cable MP (Lib Dem Party Leader) listens to John Newcomb (BMF CEO)

in the House to keep up the pressure to allow this. We do not have enough bricklayers, plasterers, plumbers or drivers needed now, nor in future. Unless some flexibility is allowed, shortages of builders and allied crafts and trades will worsen.

Brexit and international trade

The HMRC and port authorities may not have enough resources to deal with millions more customs' declarations after the UK leaves the EU Customs' Union. If border inspections are not properly resourced, goods will be stuck in ports, causing unnecessary delays and rising costs. Also unresolved is the question of paying customs duties and VAT.

Lib Dems: they strongly support another referendum. We spoke to Paddy Ashdown and Tim Farron MP, former Party Leaders, who were scathing in their criticism of the current Government.

Labour: MPs who were ministers under Blair and Brown heard our views. One was Hilary Benn MP who chairs the Select Committee that scrutinises



David Davis MP (Brexit Secretary) and John Newcomb (BMF)

the Department for Exiting the European Union. We gave timber as an example and the impact we envisage.

Conservatives: we asked Liam Fox MP (International Trade Secretary) and his deputy, Greg Hands MP, the same questions. Both dismissed stories about a cliff-



Brett Amphlett (BMF), Arlene Foster MLA (DUP Party Leader) and John Newcomb (BMF)

edge because the UK already trades successfully with the rest of the world on World Trade Organisation terms.

The BMF put its concerns to DExEU ministers Robin Walker MP (Worcester), Steve Baker MP (High Wycombe) and David Jones MP (Clwyd West). All were confident a deal would be reached - but recognised that business wanted contingencies

in place. As ex-Welsh Secretary, Mr Jones understands the risk of delays at Dover being repeated at small ports like Holyhead and Newport.

DUP: the BMF were fortunate to meet recent First Minister Arlene Foster and Simon Hamilton, lately Minister for the Economy, at the Tory Conference. Northern Ireland has a land border with the EU where there is serious concern over possible checkpoints with the Republic.

SNP: Scottish Brexit Minister, Mike Russell made it clear that the SNP wants to stay in the EU. The Scottish Government does not agree with legislation currently before the House of Commons. The SNP aim to amend or vote down certain Tory proposals.

Air quality and Clean Air Zones

In July, Environment Secretary, Michael Gove MP, revealed the Government's long-awaited plan to improve air quality. He decided to make charging Clean Air Zones the option of last resort. This is a win for BMF lobbying. At these Conferences, we were one of the few to speak up for diesel, as BMF members have no choice but to use diesel vehicles.

Labour: we spoke at a fringe meeting held by Labour's Socialist Environment & Resources Association at which Leeds City Council, London Assembly and Client Earth discussed moves to control diesel. We were the only people in the room to defend diesel HGVs.

Conservative: we attended and spoke at 3 fringe meetings by:

- Policy Exchange think-tank, with Roads Minister Jesse Norman MP, that discussed alternative fuels and vehicles of the future
- Westminster City Council about London air at which Labour's Deputy Mayor was guest speaker
- Bright Blue think-tank, with



Cllr Judith Blake (Leeds City Council Leader) speaking on air pollution

Trafford City Council, British Lung Foundation and Client Earth.

Again, we were the only business voice present to defend diesel HGVs.

Three Tory Transport Ministers spoke to us to make it abundantly clear they understood the concerns of merchants. They assured us it is not the Government's intention to unfairly penalise

commercial vehicle operators in solving poor air quality.

SNP: we attended a roundtable with the Glasgow bus companies because there are parallels between buses and HGVs. Transport Minister Humza Yousaf noted down points we made and met us later to hear BMF views.

The BMF is the only organisation capable of arguing on two other fronts:

- home heating: politicians

recognise that emissions from heating add to air pollution. If local councils want to run boiler scrappage schemes, we can help as we did in 2009/2010 and 2016

- materials science: we are aware that BMF members are developing paints and roofing materials that can absorb nitrogen dioxide pollution.

This makes the BMF unique in the clamour for action on air pollution. Our attention now turns to the local authorities faced with implementing this policy.

Summary

In the last 9 years, the BMF has earned the right to be taken seriously and be listened to by politicians of all colours. We enjoy good relations with MPs, MSPs, Peers, Assembly Members and local authority leaders. There is much at stake this autumn and winter – not least if Theresa May MP reshuffles her Government, meaning we have to forge new links with whoever she appoints.



John Newcomb (BMF) and Greg Clark MP (Business, Energy & Industrial Strategy Secretary)



Graham Bolton (BMF), Kevin Stewart MSP (Scottish Housing Minister) and Brett Amphlett (BMF)



Anthracite Grey Rainline



You Asked, Lindab Listened!

Lindab have listened to your requests and have now added the highly desired **Anthracite Grey – RAL 7016** shade to our range of painted rainwater systems.

Lindab Rainline is available in **13 colours and finishes** which reflect global trends and satisfy a broad range of design aesthetics. All painted Rainline systems benefit from a UV-stable, colourfast high-build polyester coating and carry a **15-year warranty**.

Anthracite Grey colour swatches and sample stop ends are available on request.



For more information:

T: 0121 585 2780 E: rainline@lindab.co.uk
www.lindab.co.uk/rainline

Pauley Deconstruct Conference – 5 October

BMF service member Pauley Creative hosted an inspiring Deconstruct conference at Ictank in London on 5 October.

Speakers included:

- Building and using impactful personas – Mark Kelly of Mark Kelly Consultancy
- Creating online product pages - Darren Lester of Specified By
- Engaging with specifiers - Jonathan Stock of



- Architecture Today
- Challenges and opportunities within construction marketing, then later Maximising



- social effectiveness - David Watling of Pauley Creative
- Search in construction – Jaber Khan of Google
- Virtual reality and customer

interaction - Matt Young of Exhibit Interactive
Delegates also enjoyed demonstrations of augmented and virtual reality tools during the breaks and all received a copy of Pauley's new Construction Marketing Guidance book.

Following the conference, delegates enjoyed networking and darts at the Flight Club.

For more information about Pauley Creative please visit www.pauleycreative.co.uk.

Apprenticeship Show, Harrogate – 21-22 September

The BMF attended the National Apprentice Show in Harrogate this September, the fourth National Apprentice Show the BMF exhibited at this year.

The show was held at the Yorkshire Event Centre and saw thousands of school-leavers, pupils and teachers



come through its doors over the two days.



BMF were pleased to have Glenn Paddison, Branch

Director of MKM Anlaby and BMF Ambassador, attend one of the days to support the BMF's Youth Recruitment campaign and the BMF are sure many young people left inspired after his story of real progression through the industry as he started off as an apprentice himself.

BMF Pavilion at UK Construction Week

On its second year, The BMF had a branded pavilion at the Build Show at the NEC from 10-12 October, as part of UK Construction Week, hosting the following members: EasyTrim, Rawlplug, ClicBox, Glen Castings, Sales-i, Werner, Wykamol and Intact Software.

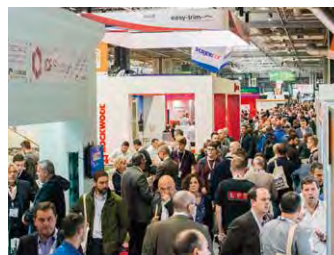
UK Construction Week provided both visitors and exhibitors an array of show exclusives, innovative products and leading industry speakers to provide all with plenty to talk about.

UK Construction Week enjoyed its most successful outing in its three-year history, with a record 33,697 construction professionals attending over three packed days of business, networking, discussion and celebration. The increased attendance represents an 11% increase year on year, proving that a large-scale construction event



for the whole sector is needed for this vital part of the UK economy.

Nathan Garnett, Event Director for UK Construction week commented "This was a big year for UK Construction Week. It was only our third year, but to get an 11% uplift in attendees is a real



stamp of approval that we are delivering the kind of innovative, forward thinking, national event that brings the whole sector together. It has proven itself as the place to meet and do business, and look at how we tackle the enormous challenges to come in the years ahead. It is also

a massive celebration, with thousands of professionals attending a variety of awards over the three days."

Plans are already underway for the 2018 event, with a number of new innovative features and events. UK Construction Week 2018 takes place from 9-11 October at the NEC, Birmingham. Please visit www.ukconstructionweek.com for more information.



FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 274 9330

SENTINEL MEETS MAJOR MARKET DEMAND WITH NEW ELIMINATOR VORTEX FILTER

Meeting customer demand for ever better boiler protection products is what Sentinel has been doing for 30 years – and its latest major innovation is no exception. The new Sentinel Eliminator Vortex300 Filter is the company’s most compact, powerful, robust, easy to install and service filter to date. It eliminates all of the major issues that installers face with most other brand filters, which include leaks and difficult fitting and servicing, instead answering the call for a filter with exceptional build quality, small size, and more magnetic debris collection than the current leading compact filter.

Standing just 202mm tall and 70mm wide, and with in-line installation and a 360° rotating T-piece, the Eliminator Vortex300 Filter is incredibly quick and easy to site. Servicing is just as simple with options to either flush for speed or wipe clean, and the filter’s unique Vortex Core prevents blocking while aiding the capture of other debris types. Additionally, the Eliminator Vortex300 Filter’s leak free design, lifetime dual seals and 10-year warranty bring peace of mind to both installer and end-user.

The Eliminator Vortex300 Filter will be available over-the-counter and in select Sentinel SystemCare Packs. A standard size Eliminator Vortex500 filter is also available.

For more information, please visit www.sentinelprotects.com.

FAKRO NATIONAL PRESELECT® COMPETITION WINNERS ANNOUNCED

2017 saw FAKRO launch its inaugural National preSelect® League, with points awarded for every preSelect window sold by participating branches. Focussing on the product’s unique ability to be switched from top hung to centre pivot operation at the flick of a switch in the frame, the competition saw exceptional sales results from a wide cross section of national and independent merchants. In the build up to announcement of the Overall Champion, a local FAKRO Business Development Manager presented each month’s winner with a bottle of champagne and a highly prized FAKRO turtle. The ultimate winner was Neil Mathers of Keith Builders Merchants in Forres who won a weekend for two in Krakow. Love2Shop vouchers



were awarded to the two runners-up, with Chris Graham of Roofing Superstore winning £250 and Sarah Laing of Rembrand Timber Dundee £100. The competition proved a major success with merchant partners acknowledging massive increases in interest in the product in addition to actual sales. With 15 standard sizes available in natural and white PU-coated pine as well as PVC in White, Natural Pine and Golden Oak, there’s a preSelect window for any project. Keep a look out for 2018 competition details coming soon.

For more information, telephone: 01283 554755, email: sales@fakrogb.com or visit www.fakro.co.uk

SRS RECRUITMENT ANNOUNCE RESULTS OF THE CONSTRUCTION PRODUCTS SALARY SURVEY 2017

SRS Recruitment Solutions, the UK’s construction product sector recruitment consultancy has released results of their annual salary survey for 2017.

The survey was open to all professionals working within the manufacturing and distribution sectors of the construction industry and over 400 responses were collected, providing an extraordinary insight into the current state of compensation levels across the United Kingdom.

The results of the survey show that salaries of those working in London within the manufacturing sector were approximately 30% higher than those working within distribution, with the average

annual salary for an individual working in distribution at £42,000.

The comprehensiveness of the survey extends to key motivation factors of professionals within the industry and the results showed that an astonishing 30% of respondents view job satisfaction as the most important factor above a higher salary, career progression and more desirable benefits.

The full report is available to download online.



To download a copy of the full salary survey report, please go to www.srsuk.com or contact us on 01234 826450 for more information

BOOST YOUR SALES AND MARGIN WITH ROCKWOOL

Boosting insulation sales and your profit margin couldn’t be any easier with ROCKWOOL. With a diverse range of Sound and Thermal solutions available, ROCKWOOL’s trusted products will fulfil all your customers’ insulation requirements.



Specifically designed with you in mind, ROCKWOOL offers a high performance ‘Trade Insulation’ range to help you take advantage of opportunities within the market, at a good profit margin for your business. Created to simplify insulation product choice, the range offers clear application focus and introduces a brand new family of thermal, sound and flat roof stone wool solutions. This offers builders a rationalised set of simple, cost effective and easy to fit products that bring many benefits.

Dedicated ROCKWOOL Merchant Sales Managers will also work to bring specification support and maximise sales through joint customer visits, assisting with project and contract work, and partnering closely with your national accounts team.

Alongside the specialist range and Sales Managers, ROCKWOOL has developed a complete support platform specifically designed for its stockist partners.

To find out more about our stockist support and the services we can offer, please follow the link for more details or email us at merchant@rockwool.co.uk

Bathroom and Kitchen Business Conference – 16-17 October

The BMF attended the annual Bathroom and Kitchen Business Conference at the Belfry, Wishaw on 16-17 October, organised by the Bathroom Manufacturers Association (BMA). This year the theme was Creating Opportunity Out of Change.

The conference, hosted by BBC Midlands Today's Nick Owen included the following speakers:

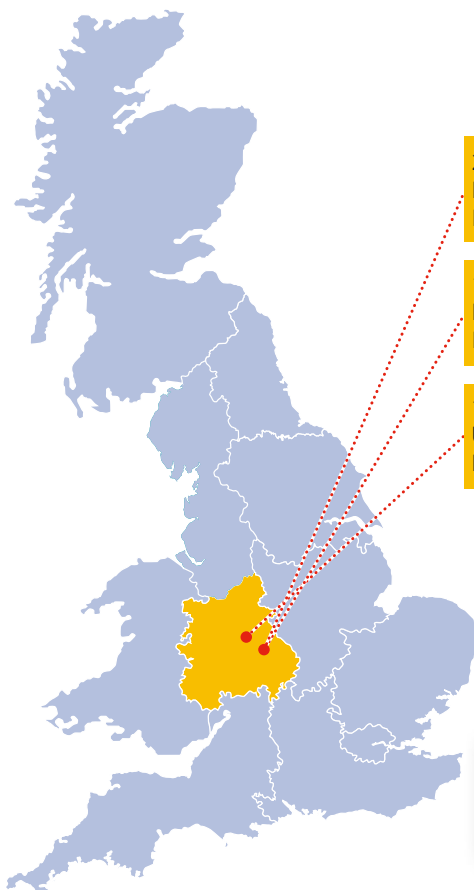
- Rob Brown - Business Networking
- Stephen Kay - WRAS – Compliance across Europe.
- Peter Adkins - The Law
- Jane Blakeborough - Culture & Demographics
- Dr Peter Bonfield OBE - Bonfield Report
- Joe Lynam - Brexit

The day of presentations was followed by the annual Gala Dinner and Media Awards.



Nick Owen

Here are some of the shows the BMF will be attending over the coming months



28-29 November
Painting and Decorating Show
Ricoh Arena, Coventry

11 April
NMBS Trade Exhibition
Ricoh Arena, Coventry

10-12 October
UK Construction Week
NEC, Birmingham



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

UK University/ Apprenticeship Search

James Spillane, BMF Training & Development Manager, attended the UK University/Apprenticeship Search at Edgbaston Stadium in Birmingham on 19 October.

The one day event was attended by 3,500 students who were making up their mind on whether to attend University or embark on an Apprenticeship. It was refreshing to see the long-term bias of Universities over Apprenticeship is starting to diminish, and earning while you're learning on an Apprenticeship is being held in the same regard as academic study.



James Spillane

Trailblazer Group successfully launch new Apprenticeship Standard for the Industry

As part of the government's Trailblazer apprenticeship initiative, the BMF and the Electrical Distributor's Association has championed the development of a new Level 2 Trade Supplier Apprenticeship Standard.

This new apprenticeship was developed by a host of industry experts in the builders' merchants and electrical related supply chains. Being employer-led has enabled a truly relevant and robust apprenticeship for



the sector to be created.

The BMF are pleased to say the apprenticeship has now been approved for launch by the Skills Funding Agency and Ofqual. This was an employer-

led initiative, meaning what has been created will serve as a truly robust and relevant apprentice for new-starters in the Industry.

The BMF is hosting a launch event at its Head Office in Coventry on 30 November for Training Providers to start preparing them to deliver the course in early 2018. There will be a subsequent event to launch this new Apprenticeship to members of both the BMF and EDA with more details to follow.



For more information about the BMF's new Apprenticeships Plus service please visit www.bmf.org.uk/informationcentre or contact Richard Ellithorne at Richard.ellithorne@bmf.org.uk

Youth Recruitment website refresh

The BMF has refreshed and updated its Merchant Recruitment Website www.merchant-recruitment.co.uk The changes have made the Job Providers and Jobs Board pages more prominent.

There is a fresh new home-page design to give people an exciting insight into the job roles on offer within our Industry. Many members have taken advantage of this free jobs board which BMF members can post their

vacancies on for nothing.

If you would like to become a BMF ambassador or to find out about posting your company's vacancies on the site please email James Spillane at james.spillane@bmf.org.uk



STRANGE NAME GREAT PRODUCTS, FANTASTIC SERVICE

First established in 2004, Temb  DIY and Building Products Ltd is a British company based in Doncaster. They proudly share their name with Temb  Park, a 300-square kilometre animal reserve located in Africa between Zululand and Mozambique. It's home to the Temb  people, the ancestral custodians of the area who are famous for their friendship and warm hospitality.

At Temb  they're passionate about their uncomplicated approach to business and making great quality products for professionals and DIY under brands like HIPPO® and FILLTITE®. In the UK, they also distribute for French filler business Toupret. An outstanding manufacturer of innovative indoor and outdoor filler solutions.

For merchants and retailers Temb  can combine low carriage paid order values with small case quantities and short delivery lead times. This allows efficient use of retail space and day to day operations with little and often stock replenishment.

New For 2018

Following the incredible success of Hippo PRO3 the amazing Adhesive, Sealant and Filler. Tembe are extending their range of cartridge based products with the exciting launch of Hippo PRO1, SEALit and GRIPit. A stand out range of sealants and grab adhesives that will bring outstanding, certified performance with real simplicity to a complicated and often confusing product category.

For builders, decorator's and



DIY users the carefully created packaging of the fresh new products will help to make the selection process of choosing the right product for the job far quicker and much easier.

To accompany the launch over the course of 2018 Tembe will invest their biggest ever amount in product support campaigns. Hippo commercials can already be heard regularly on talkSPORT radio. All commercials feature "Difficult Dick" their infamous, over demanding customer who's

"...wife's white carpets stay white or else!". During the last 3 years, in his own unique way, he's demanded that tradesman deliver bigger, better performance by using Hippo Carpet Protector, Heavy Duty Wipes and PRO3.

If you'd like to learn more about what Temb  service, brands and products can do for your business then get in touch below. Enjoy their warm hospitality, friendship and most importantly the value they can bring to your business.

QUINN BUILDING PRODUCTS

DELIVERING QUALITY & VALUE

In offering a multi-product portfolio, Quinn introduce an unrivalled flexibility from specification to delivery.



Quinn Therm

PIR Insulation

Quinn Lite

Aircrete Thermal
Blocks

Quinn Lite-Pac

EPS Insulation

Quinn Rooftiles

Quality Concrete
Rooftiles

Quinn Cement

Bulked and Bagged
Cement

quinn-buildingproducts.com

028 6774 8866

BMBI Experts debate key issues and trends in construction



In September, the BMF hosted the Builders Merchant Building Index (BMBI) second annual Round Table debate at its offices in Coventry. The BMBI is a brand of the BMF and the debate was organised for BMBI Experts to discuss topical issues, and the potential implications for our industry. It was chaired by Builders' Merchants News Group Editor Jennie Ward and included BMF Chairman Peter Hindle representing builders' merchants and Mike Rigby CEO of MRA Marketing who produce the BMBI report.

BMBI Experts taking part included: John Sinfield, Managing Director Knauf Insulation; Nigel Cox, Managing Director Timbmet; Andy Simpson, National Commercial Director Hanson



Cement; Derrick McFarland, Managing Director Keystone Lintels; John Duffin, Managing Director Keylite Roof Windows; Paul Rivett, Managing Director Heatrae Sadia; Tony France, Sales Director Istock; Andy Williamson, Group Managing Director IKO PLC; Malcom Gough, Group Sales & Marketing Director Natural Paving Products; and Michael

White, Business Development Director Alumasc Water Management Solutions.

The debate covered five main topics:

- Digitalisation & Omnichannel selling
- Brexit's effect on the industry
- Skills, Materials Shortages & Capacity
- Economy & Inflation

• Grenfell Tower Fire & the implications
As last year, the debate was videoed in full and individual topic videos will be available on the BMBI website and shared on LinkedIn and @TheBMBI on Twitter as well as Vimeo and YouTube. A full write-up will also feature in the November/December issue of Builders' Merchants News.

Visit www.bmbi.co.uk to download the latest BMBI report or to learn more about each Expert, and watch this space for updates on the Round Table footage. Follow @TheBMBI

If you'd like your brand to become an Expert and the voice of your market, call Lucia Di Stazio of MRA Marketing on 01453 521621.

Dulux Paint is new BMBI Expert

Paul Roughan, Sales Director of AkzoNobel for Trade Merchants is the latest Expert to join the Builders Merchant Building Index (BMBI) panel. Paul will be speaking for paint under AkzoNobel's leading brands including Dulux Trade, and will be joining from February 2018.



The BMBI is a brand of the BMF. It now includes 13 industry experts that speak exclusively for their markets.

The BMBI is a reliable, up-to-date measure of Repair, Maintenance and Improvement (RMI) activity in the UK using GfK's Builders Merchant Point of Sale Tracking Data which

analyses sales out data from over 80% of generalist builders' merchants' sales across Great Britain.

Produced and managed by MRA Marketing, monthly reports track what is happening in the market month by month, with an in-depth review every quarter.

The panel of leading industry Experts is an integral part of the Index. The Experts add perspective, meaning and context to the data. They help to make sense of trends for users of the BMBI. The Experts explain issues, highlight opportunities, and where appropriate make the case for or against legislation, industry schemes or government policy.

Visit www.bmbi.co.uk to view the list of Experts and to download the latest BMBI report, learn more about each Expert or watch the Round Table debate videos where the Experts discuss important issues and the implications for merchants and construction

overall. Follow @TheBMBI

If you'd like your brand to become a BMBI Expert and the voice of your market, call Luca Di Stazio, MRA Marketing on 01453 521621.



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 Indicators
- Boiler sales report
- Remuneration survey
- KPI report
- CPA weekly notes
- CPA forecast

If you would like a copy of any of these reports please update your account preferences on the BMF website or contact Richard Ellithorne at richard.ellithorne@bmf.org.uk.



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A British Business



BMF KPI Report 2017

The BMF Key Performance Indicator Report gives a picture of how builders merchants' businesses fared during the twelve months ending April 2017. The results are compared with those for the two previous years.

The BMF KPI report uses a core sample of participants that enables a true like for like comparison with previous year's



ratios. The core sample for 2017 has been maintained from last year. Revisions of some figures from member companies

has caused the results for previous years to have changed from those stated in previous reports.

Thank you to all those members who participated in the survey, without whose help there would be no report.

We hope the report gives members a useful benchmark on how their company has performed.

To download a copy of the report please log into the secure member areas at www.bmf.org.uk or email Richard Ellithorne at richard.ellithorne@bmf.org.uk.

BMF launches new Cyber Security service

The BMF has launched a new service, BMF Cyber Audit Plus, to help members to reinforce information security and to comply with new data protection laws which come into force in May 2018.

The General Data Protection Regulation (GDPR) will create uniform data protection rules for EU member states. The Government has confirmed that the UK's decision to leave the EU will not affect the implementation of the GDPR and UK organisations that want to conduct business with the EU must be in compliance.

The new service is offered in partnership with RDS Tailored IT Solutions, who will

provide BMF members with a free Cyber Risk Assessment and gap analysis of their current data management systems. They will also provide more information on the policies and processes the business needs to become compliant and avoid costly fines. Companies that do not provide adequate cyber protection for their customers will be penalised and could be fined by up to 4% of global turnover.

For more information about the BMF's new Cyber Security service, helping members to reinforce information security and to comply with new data protection laws which come into force in May 2018 (see page 48).



BMF launches IT Solutions Plus to overcome merchants' top 3 IT challenges



The BMF has launched BMF IT Solutions Plus to help its members to utilise digital technology to enhance their service and improve productivity.

Working in partnership with Phoenix Software, the new service offers enterprise IT at SME prices and addresses the top three IT challenges identified in a recent BMF survey. The main issues reported in the survey were keeping up to date with current IT software versions and retaining compatibility, the provision of 24/7 access and mobility, and renewing old hardware.

BMF IT Solutions Plus is a cloud-based service that provides user companies with access to the latest technology and software, eliminates the risks associated with managing site-based IT infrastructure and provides 24/7 support.

The service is designed to improve

productivity across the business, enabling teams to collaborate wherever they are. Software can be accessed 24/7 via PC, Mac, tablet or phone, with built in security to protect sensitive data.

Richard Ellithorne, BMF membership Services Director said: "One of the most comprehensive ways of addressing all three challenges identified by merchants is to consider moving to Microsoft Cloud. To introduce our new IT Solutions Plus service, our partners, Phoenix Software, are offering BMF members a free, no obligation, Cloud Assessment to review how it may help their business."

To find out more about how the BMF IT Solutions Plus service or to arrange for a Cloud Assessment, contact Phoenix Software on **01904 562200** or email info@phoenixs.co.uk

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 274 9330

ARMITAGE SHANKS CELEBRATES ITS 200TH BIRTHDAY

Iconic sanitary ware brand Armitage Shanks is this year celebrating its 200th birthday.

Founded in 1817, the company emerged during a time when the lack of sanitation was so bad in the UK that life expectancy was only 40 years. Since then, the business has been at the forefront of the sanitation industry for two centuries, building a reputation as one of the leading UK brands in commercial bathroom, sanitary ware and washroom installations.

Throughout these 200 years, Armitage Shanks has significantly improved sanitation in the UK. The business' designs and constant drive for innovation has improved product design, manufacturing processes and the public's quality of life.

Armitage Shanks continues to create market leading sanitary ware in the commercial bathroom and healthcare bathroom sectors – and it never stops looking to invest in the future

While Armitage Shanks may be the last remaining large scale British manufacturer, it certainly isn't a business stuck in the past, and the brand looks forward to continuing to push bathroom boundaries in the future for centuries to come.



For more information, visit www.celebrate200.co.uk
Email: idealstandardpr@havas.com | Tel: 0161 234 9711

KERRIDGE CS SET TO REVOLUTIONISE BUSINESS AT F30

An accounts package at 'breaking point' was the driver for F30 Building Products Ltd (F30) to upgrade to K8 software from Kerridge Commercial Systems (KCS). "The program wasn't capable of managing the volumes of data we now enter," explained managing director Rob Pearce.

F30 supplies the bricklaying and civil engineering sectors and operates depots in Bristol and Plymouth. Mr Pearce added, "K8's scalability and multi-site functionality means it's really future proof for us. I'm convinced its speed and having real time information in each depot will revolutionise the business. At the moment we process everything at our head office, which is frustrating for our team in



Plymouth as they are unable to operate autonomously. K8 will put us on a level operating field with the biggest names in our industry and we look forward to using a system that's tried and tested within construction."

K8 is a fully integrated trading and business management solution used widely in the merchant industry and other wholesale and retail businesses.

For more information, visit www.kerridgecs.com
Email: hello@kerridgecs.com | Tel: 01488 662000

BMF Handbook & Directory 2018

“One industry One voice”

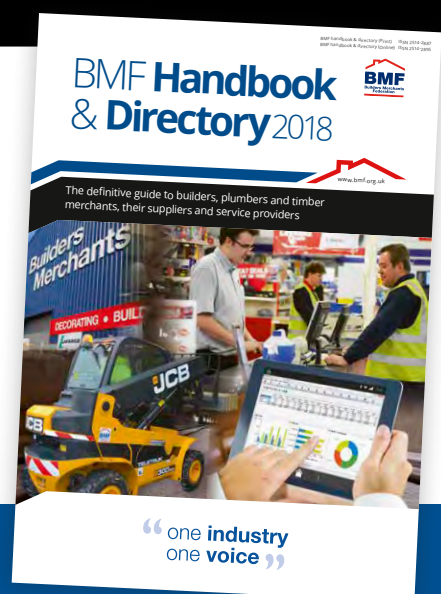


www.bmf.org.uk

Advertise in the 2018 Handbook & Directory

The handbook is the definitive reference guide providing Health & Safety, Training and other services from the BMF as well as giving you quick and easy access to the BMF Merchants across the Country.

Published in March 2018, the A4 handbook contains all the information you'd expect, from where you can find your local merchant to the products that they stock, along with a comprehensive list of members from manufacturers, service providers & distributors. The publication will be sent out to over 4,900 branches throughout the UK in a hard copy version and will be online via the BMF website in a digital version.



“one industry one voice”

For more info contact Nick Ackroyd

Tel 0161 274 9330 Email nick.ackroyd@crobyassociates.co.uk

Merchant GDPR Compliance will be more driven by supply chains than the ISO

Andy Flinn of RDS Global talks about the forthcoming General Data Protection Regulations (GDPR) Compliance Law:

As we approach the legal deadline (May 2018) for all builders' merchants to comply with the law regarding data protection, many of us may feel overwhelmed by the legal speak around GDPR compliance.

Smaller businesses can feel blinded by the volume of information now being pushed from all angles, mostly from the legal and professional services seminars, and may sideline or ignore this issue in the belief that smaller businesses will duck under the radar of the Information Commissioners Office (ICO) police.

This may be true for a while, but as the months pass, non-compliance will be highlighted by the supply chain well before the ICO gets its hands on your organisation

The GDPR law is specific, not an option, and will be enforced by the ICO on an increasingly rigorous basis. Larger customer organisations are now well prepared and have plans to be certified compliant by the deadline.

The supply chain eventually reaches YOU.

Customers and suppliers will insist on your certified compliance to continue to do business with you. Remain non-compliant, and you will lose those customers. It is this pressure and



Andy Flinn

requirement that will drive the take up of GDPR compliance, leaving the ICO to monitor and take action where the supply chain highlights.

The ICO are now being funded, and are taking on inspectors and other staff. However, going forwards, the ICO is gearing to become a self-financing organisation, which means that they will need to impose fines in order to fund themselves. This is bad news for businesses who will become targets for the ICO.

Many articles stop at this point, getting across the general issues of GDPR compliance, and focusing on the big picture only. We thought it was high time we now got specific, and help you by illustrating just some of the specific points that you must consider to become compliant.

Data management starts with the identification of what data you hold. This takes the form of multiple databases, your contact software, email software, and any ad hoc tools that have sprung up over the years that you use for marketing. This takes many forms, and at board level you may not even be aware of the existence of this data, driven by your teams, helpful today, but not compliant tomorrow.

Then there is the matter of hard copy, paper based records. These are included in the GDPR, so long forgotten documents fall into the remit of the ICO and GDPR framework. Do you understand where these are held, and who has access to them?

Access to data records is critical, as "sufficient controls" must exist to protect the data subject. Do you have controls over the place where data is stored, and who has access to it? Storage of data on people's local PCs has previously been highlighted as a security problem, but GDPR places a board level responsibility, to ensure this is controlled/audited by you.

Moving to the relationship with your suppliers and customers. Do you understand their compliance, the legal relationship to control the sharing of data, and your control over this process?

GDPR compliance is not an option, it becomes law in May 2018. Your business must comply to avoid the well-publicised fines and penalties.

This is NOT just an IT issue, it is a board room director-led matter, then will either promote and drive business, or in the case of non-compliance, will drag your business down, lose you customers and reduce your profits.

Don't delay. Establishing an early audit is the first step. This will provide you with the facts about your business, and help you decide next actions. Doing nothing is not an option if you want to do business in 2018.

For more information about the BMF's new Cyber Security service, helping members to reinforce information security and to comply with new data protection laws, visit www.bmf.org.uk/information_centre.

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 274 9330

FIBO FACTORY INVESTMENT IS BIG BUSINESS

Leading European kitchen and bathroom wall panel manufacturer Fibo has completed construction of its new £14 million production facility in Norway. The investment is good timing for Fibo UK, which is experiencing strong growth with builders' merchants nationally.

Currently supplying wall panels to over 70,000 bathrooms a year across more than 10 European countries, the expansion of the Lyngdal factory, in South Norway, boosts Fibo's capacity from 2.5 million m² to 8 million m² per year. The new Norwegian facilities will have a positive environmental impact too with a 50% reduction in energy cost per m² from 2.5 kWh/m² to 1.1 kWh/m².

Developed in Norway in 1952 and available in the UK since 1981, Fibo's wall panels are a stylish yet practical way of enhancing walls, from high-end domestic projects



and hotels, to leisure centres and social housing. They are perfect for both refurbishment and new construction projects with panels fitted directly to walls, including tiles, or onto stud partitioning. Fibo's unique Aqualock system means that the wall panels are quick and easy to install – up to five times faster than tiles. The simple tongue-and-groove system means that contractors don't need to sub-contract the job to tilers, saving further time and money.

Panels are manufactured to ISO 9001 quality standard and are available in a range of colours and finishes. Fibo wall panels come with a market-leading 15-year guarantee.

For more information on Fibo's innovative range of bathroom and kitchen panels call 01494 771 242. Visit www.fibo.co.uk and follow @Fibo_UK on Twitter.

INTACT SOFTWARE WELCOMES NICK ROGERSON TO THE TEAM

Nick Rogerson has recently been appointed Professional Services Consultant & Data Specialist at Intact Software.

Intact Software is a UK based leading developer of ERP, Accounting & Business Management Software to the merchant and distribution industry.

Before joining Intact Software Nick spent nearly a decade as Product and Development Manager at BisTrack UK.

Nick said "I joined Progressive Solutions in Jan 2004 where I focused on the BisTrack product. During my time there I worked in a variety of roles including support, implementation, business analysis and software development management which assisted in the effective delivery,

support and development of our ERP software for our customers.

"I felt the time was right for a change for me, and naturally, the change had to be the right one. After meeting the Intact team and seeing the Intact iQ product, I found that I immediately identified with the Intact culture. I could see an exciting future working with such an extremely powerful and flexible solution. Everything about the move felt just 'right' and I'm so happy I made that jump.

"I'm looking forward to applying my industry learnings to support Intact customers and assist in driving their business forward using the powerful functionality of Intact iQ."



For more information contact Kevin Faulkner
Peoplebuilding 2, Maylands Avenue, Hemel Hempstead
Hertfordshire, HP2 4NW | T: 01442 878879

A SUSTAINABLE APPROACH TO MANUFACTURING DELIVERED BY QUINN BUILDING PRODUCTS



Manufacturing a uniquely broad portfolio of building products for the UK and Irish markets has enabled Quinn Building Products to offer a distinct advantage to Merchants, and one which effectively reduces their carbon footprint. This solution is Quinn's blended logistics, which enables them to ensure the fleet of Quinn lorries on the road are carrying full loads of products.

It's common to have lorries transporting partial loads of goods due to demand and weight restrictions. The problem with this is clear. Apart from the increased transport costs involved, it means more trips are required to transport the same volume of products.

What differs for Quinn Building Products is their broad product portfolio, including a mix of heavier products such as cement and concrete blocks, and lighter products, such as PIR and EPS insulation. With weight restrictions limiting the volume of heavier products permitted on lorries, the company can ensure no space is wasted by carrying mixed loads. This cuts the number of vehicles required on the road, thus reducing the environmental impact, and is significantly more economical and efficient.

For Merchants, their smart solution also ensures flexibility and speed of delivery as Quinn can deliver multiple products in one load.

Speaking of the company's blended logistics scheme, and how this fits with their commitment to sustainable manufacturing, Rose Mullally, Business Support Manager with Quinn Building Products, said:

"There aren't many companies who can offer the same versatility, as they don't have the same multi-product portfolio. The scheme has been very well received by Merchants, who are seeking to partner with companies who can demonstrate a real commitment to sustainability, as well as offering them greater flexibility.

We're dispatching over 70 loads of product daily, so there's a significant reduction in the volume of lorries on the road due to our mixed load capabilities.

We've found that the industry is focusing on these priorities even more in recent years. Yes, people want to know you have high quality products that are fully accredited and you can offer value for money, but this needs to be backed-up by a unique service offering and a proven record of responsible operations. That's what we're committed to delivering."

And this commitment is reflected in Quinn Building Products' overall Sustainable Manufacturing Programme, which ensures every area of their business adopts sustainable practices, policies and procedures as a fundamental part of their operations.

For more information call 028 6774 8866 or visit quinn-buildingproducts.com

Kerry Lockyer, Learning and Development Business Partner at Travis Perkins Group talks about working in the industry



Kerry Lockyer

When I applied for a role in the Travis Perkins training team back in 2010, I didn't really know what to expect. I had heard of Travis Perkins and some of the brands that make up the Group, but I had no idea that it was so big or that the industry it served was quite so diverse!

I'd previously completed a Graduate Scheme with a large retailer after I left University. During this time I had turned my love of supporting, mentoring and developing others into a role in Learning and Development, which then became my career.

The thing that absolutely struck me on my first day in Travis Perkins was just how passionate everyone was about doing a great job, not only for our customers, but for each other. Everyone I met was genuinely interested in hearing my viewpoint. I remember being really surprised that a business so large and complex, with so many colleagues (already well over 20,000 at that point), still had that 'family feel'. This is still as true today and it's one of the many reasons I love working here!

During my time in the business, I've had the opportunity to work in many different roles, both within the Group and across the different divisions. I have always found that the most important things

I have been judged on are my skills, abilities and the value I can add, rather than on any other factors.

I've always had opportunities for personal growth and development of a breadth and depth that I'm not sure I would have received in any other business, including my recent completion of the CIPD Advanced Level 7 Certificate in HR.

Whilst it's been a great career choice for me personally, I'd still love to see more women and more diversity within our industry, which is why I'm proud to be a BMF Ambassador.

I love that the Travis Perkins Group recognises the value a more diverse workforce can bring to colleagues and customers alike. Our "Workforce with a Difference" approach is working hard to attract more women into the industry and people from all parts of our society.

At a recent Apprenticeship

Graduation Ceremony, around half of our apprentices receiving awards were women. That's really something to be proud of and the Apprenticeship Team lead by Louise Powell has ambitious plans around our response to the Apprenticeship Levy.

In 2017, more than a quarter of our apprenticeship intake were female. We want to bring this up to 50% over the next five years. Whilst this is certainly ambitious, we have a clear strategy in place to make it achievable.

Recently, part of my role has been to deliver programmes that develop a pipeline of future leaders. It has been important to me to help colleagues realise that they need to think differently about how they build inclusive, diverse teams. To this end, we now include a module on 'Unconscious Bias' within our Leadership Programmes. It's been a privilege to witness the shift in mindset that this

simple, powerful, module has created.

The Group has also been investing in other great initiatives that support women in the workplace; sponsoring colleagues through the all-female Duke of Edinburgh Award to develop their confidence and leadership skills, whilst building a future talent pipeline, and increased holiday for those returning from maternity leave are just a couple of examples.

All these initiatives have helped the Travis Perkins Group to triple the amount of women in senior roles since 2008, with four having reached the role of Managing Director.

With continued focus on our 'Workforce with a Difference' approach, combined with the exciting developments to the Apprenticeship Programmes, the future really is an exciting place for women in our industry!



Kerry with Laura McCaig (former Management Apprentice and now Assistant Branch Manager at City Plumbing Supplies in Warrington)

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Forthcoming training dates

Date	Course	Venue
5 Dec	1 Day Managing and Controlling Stock	BMF, Coventry
5-6 Dec	2 Day Effective Communication	BMF Regional Centre, Worcester Bosch
7 Dec	1 Day Conversion Rate Optimisation/ Online Lead Generation	BMF, Coventry
12-13 Dec	2 Day Selling into Merchants	BMF Regional Centre, Worcester Bosch
13 Dec	1 Day Digital Transformation of the Builders Merchant	BMF, Coventry
2018		
30 Jan-28 Feb	4 day Sales Training for Sales Representatives	BMF, Coventry

You can book your courses online at www.bmf.org.uk/training or for more information contact James Spillane at james.spillane@bmf.org.uk

INTRODUCING SCA MERCHANT SERVICES' NEW BRANDED LIVERY

SCA Merchant Services has announced that a new branded fleet will be taking to the roads in Scotland. A first for SCA in the UK, the vehicle will be delivering timber and associated products to SCA's Scottish customer base from their Cumbernauld site.



SCA's new logo and striking branding is designed to capture the attention of the general public and the lorry will help to establish the brand in SCA's newest market.

Steven McRitchie, General Manager of SCA Merchant Services in Scotland comments: "The branded vehicle will help us to become a more recognisable brand in Scotland. We continue to build our reputation here, so a visual reminder out on the roads everyday will help further awareness of our newly established existence in Scotland."

SCA Merchant Services expanded their operations by opening a new site in Cumbernauld, Scotland, in September 2016. SCA Merchant Services is now seen as a truly national business becoming the timber supplier of choice for many of the UK's Builders' & Timber Merchants.

Welshpool – Call: 01938 554 999 | Fax: 01938 554 982
 Cumbernauld – Call: 01236 454 916 | Fax: 01236 454 921
 Email: merchantservices@sca.com

FIBO: BUILDING RELATIONSHIPS AT UK CONSTRUCTION WEEK

Bathroom and wet room wall panel manufacturer Fibo UK recently exhibited at the Surface and Materials Show, part of UK Construction Week, and was impressed by the number of visitors and quality leads. The event was buzzing with contractors, housebuilders, architects and public sector specifiers, attracting over 33,600 visitors in total. It was a great opportunity to promote Fibo's stylish and innovative wall panels to potential customers.



Managing Director, Scott Beattie, comments: "The Surface and Materials Show was an excellent platform for us to reach out to target audiences. Our prominent stand was busy all three days, generating over 200 quality leads. Visitors were drawn by the look, design and installation benefits of our range."

"One of the main reasons for exhibiting was to attract new sales opportunities for our builders' merchant customers," adds Scott. "It was perfect for demonstrating our products and letting visitors know where our range is stocked. We are now busy following up our leads!"

Fibo's unique wall panels are a high-quality, long-lasting, cost-effective alternative to ceramic tiling. With a wide range of colours and finishes plus a market-leading 15-year guarantee, customers get the choice they want with peace of mind.

Visit: www.fibo.co.uk

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 274 9330

CRYSTAL ADDS A NEW SILENT SALESMEN TO BUILDERS' MERCHANT BRANCHES

Crystal's merchant supporting sales and marketing package, now includes a new eye catching 'product pallet' in its portfolio. The pallet is ideal for merchants who wish to stock Crystal products and will help merchants to grow their sales of PVC-U windows and doors.

The new pallet has been designed to hold 12 of the most commonly sold windows in the UK, and the accompanying 'easy fit' cavity closers. Wrapped in Corex, ensuring it's fully weatherproof, it's ideal for positioning in branch or outside – rain or shine! The pallet and products are fully shrink wrapped and dual branded with the merchant's logo and feature a QR code which directs customers to the merchant's Crystal online price configurator – allowing customers to price all made to measure products 24/7.



Steve Halford, Crystal's Managing Director said: "You can sell the best merchandise in the world, but if you don't display it properly, customers will pass it by!"

Our new window and cavity closer pallet display will draw your customer in and will be your silent salesman, always promoting the Crystal product range. It has been proven that merchants who stock and display windows, sell more made to measure products as well, due to constant awareness!"

Crystal have also introduced another new service for merchants – a pre-manufacturing measuring service, giving merchants peace of mind and ensuring products are a perfect fit.

From a simple casement window to a 7 leaf aluminium bi-fold door our expert team are available to provide the help and support merchants and their customers need. Customers simply need to take their own measurements and Crystal will check measure prior to manufacture.

Merchants may have previously missed out on a sale because they or their customer was unsure of how to measure – this is no longer the case, Crystal will do it!

Crystal's range of made to measure products is huge and available in almost any size, style and specification. They have the perfect product for any job, whether its replacement, multi-plot developments or commercial.

The PVC-U window and door market in the UK is worth over £5bn and is a market mostly untouched by merchants until now – Crystal's product pallet and new measuring service have been introduced to support merchant partners and to ensure they make the most of this lucrative market!

SUPERGLASS. INSULATION WITH MORE BOTTLE.

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

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

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

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

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

ROOFING POINT OF SALE MAKING AN IMPACT

The continued growth in sales of materials for loft conversions and extensions has had a positive impact on roofing products such as dry fixing accessories and flashings. As a result, many which previously were very much restricted to the warehouse have begun to be seen in the trade counter area, supported by point of sale material.

Feedback to Klobber confirmed the potential viability of high quality POS as Marketing Manager Andrew Cross explained. "Most roofing manufacturers acknowledge the value of product visibility near the trade counter but opportunities have been limited because space is

often at such a premium".

Sales of Klobber Wakaflex flashing have increased year on year through the impact of advertising and PR. Its unit size, in much the same way as dry fixing products, offers excellent scope for POS. The design approach taken by the company is not that of typical low cost displays and as a result units are being rolled out initially to around 50 branches. They can

be branded to meet individual merchant requirements and initial responses have been very positive. Unlike consumer POS designed to provoke impulse purchase, the emphasis is on encouraging customers to assess quality and ease of use.



www.crystal-direct.co.uk | Tel: 01462 489900
Email: sales@crystal-direct.co.uk | Twitter: @crystaldirectuk

For more information, email: klobber@yourresponse.co.uk
tel: 01332 813050 or visit: www.klobber.co.uk

The power of branding

Enhance your brand with the BMF

Members increasingly use the BMF brand on their advertising, literature, vehicles, showrooms, email signatures, websites and even their stationery. Why not join them and use the BMF to enhance

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

The BMF can supply guidelines for members to use electronic logos,

customer literature, vehicle and window stickers. You can also download them when you're logged in on the new website include a link to www.bmf.org.uk on your website.

Contact Christine Wall at christine.wall@bmf.org.uk

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

Advertising

Websites

Stationery

Exhibition Stands

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 274 9330

ROOFLINE TO ROOFING - INTRODUCING LINDAB SEAMLINER

Known for their steel rainwater system, Swedish building product manufacturer, Lindab, are bringing their standing seam sheet roofing solution to the UK.

One of the foremost advantages of steel standing seam roofing is flexibility. Lindab's steel sheeting is extremely formable. A skilled installer can work the material to fit any roof design, no matter how tricky it may be.

Strong coatings in a wide range of traditional and modern colours are available in a choice of finishes.

New textured finish standing seam offers revolutionary design and quality. Scratch-resistant DuraFrost PLX steel has improved corrosion resistance and is one of the market's most durable materials.

Matt and gloss finishes of GreenCoat PLX steel with a high

build polyester coating resist scratches and general wear and tear offering longer-life protection and making frequent maintenance a thing of the past.

Lindab Magestic is galvanised steel material with a strengthened magnesium-zinc alloy coating. Unpainted galvanised sheet steel is a timeless and exclusive roofing material. It requires virtually no maintenance and has natural beauty, which is a joy to behold for many, many years. Flashing sheets and Lindab's renowned steel rainwater system, Rainline, are available to match or complement Seamline colours and finishes.

UK enquiries and orders for Lindab building products are managed locally through the sales and distribution centre in the West Midlands.

Tel: 0121 585 2780 | E-mail: buildingproducts.sales@lindab.co.uk

MARSH INDUSTRIES - SATISFACTION GUARANTEED!

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

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

Also, manufacturing at our new state of the art facility in Bridgwater, Marsh can also make larger commercial and industrial projects seem simple thanks to the ease of our manufacturing

techniques. This is secondary to our state of the art computer programme 'Gai'a' which allows each project to be bespoke. Marsh also has an external sales team who cover the UK and are more than happy to undertake site visits both before and after projects are completed to guarantee 100% customer satisfaction.

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



If you require further information please visit our website at www.marshindustries.co.uk

MERCHANTS WIN £100 VOUCHERS IN CUSTOMER SATISFACTION SURVEY

Earlier this year the UK's leading decorative aggregate supplier Long Rake Spar asked its merchant customers for feedback to help improve customer experiences. Merchants were asked to complete a customer satisfaction survey to be in with the chance of winning a £100 voucher.

Sales director Richard Maughan outlined why Long Rake carried out the survey, "It's crucial we know what our customers need and receive the best possible value for money. We want customers to experience growth as landscaping retailers, so by carrying out the survey we can address any barriers to this and continue to develop strong business relationships."

The survey received a strong response and five merchants were



chosen at random to receive the vouchers. These included Elliotts at Totton, Peppard Building Supplies, Browns Builders Merchants, Crowthorne Fencing and Salisbury and Wood.

Brad Fedder from Crowthorne Fencing commented, "We are very happy with the service that we receive from Long Rake, our local representative Chris Bourne provides excellent support and the in-house team are always positive and happy to help."

If you require further information please visit our website at www.longrakespar.co.uk

MERLIN ANALYTICS

At their recent Customer Day events, Merlin Business Software proudly announced the launch of Merlin Analytics, its premium Business Intelligence tool, delivering advanced business intelligence at the click of a button.

Working in partnership with Phocas Software, Merlin Analytics is designed and built for non-technical users to quickly and easily get access to data across; sales, stock, forecasts, prices budgets...the list goes on. Drill down into your data for a more advanced review of your selected criteria. With this development you can say goodbye to rigid, pre-defined reports. It's your data, your way.

Clive Mallender, Managing Director at Merlin Business Software announced:

Merlin Analytics powered by Phocas

Get more reporting power and deep insights from the data in your Merlin system.

Merlin Analytics delivers advanced business intelligence and distributor analytics across manufacturing, distribution, and retail. It's your data, your way!

With our new out-of-the-box standard intelligence built for non-technical users, you can easily get data in seconds on sales, inventory, forecast, prices, profit margins, people and budgets. Get complete flexibility from an analysis point of view. Any drill path, any direction, and data ranges in seconds. Say goodbye to pre-defined reports!

Standard integration for Merlin success

- 1 Sales
- 2 Purchasing
- 3 Inventory
- 4 CRM
- 5 ERP
- 6 General Ledger

Optional

- 7 CRM
- 8 ERP

All inclusive dashboard and reports

- Sales analysis down right not just up and down
- Customer movement
- Product category movement
- Sales dashboard
- Supplier movement

Forecast

- Forecast data monitoring, whether good or bad, you're always in the know
- Current month sales
- Customer declining
- Customer increasing
- Products declining
- Products increasing

For more information, please contact your Account Manager or the Sales Department (Enterprise@merlinbusiness.com)

"It is very exciting to be teaming up with business intelligence experts, Phocas Software. We are outlining our commitment to continually develop and improve our products. Phocas' expertise in the business intelligence world make it a solid partnership choice, and our combined services will ensure our customers can continue to drive their business performance."

Visit merlinanalytics.co.uk for more information.

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 274 9330

GLOBAL CONTINUE TO INVEST IN MARKET LEADING PORCELAIN



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

Key amongst the benefits of porcelain are its hard wearing and durable qualities, which makes it scratch and abrasion resistant; ideal for patios, pathways and driveways. Due to the manufacturing process it is almost impervious to moisture and not impacted by salts, oils and chemicals making it ideal for outside kitchen and BBQ areas. It is also highly resistant to weather conditions including sunlight and severe heat, frost and cold which means it less likely to be damaged and will not fade. Its low maintenance properties make it easy to clean and maintain, requiring only mild detergents and brushing or jet washing.

As market leader, we like to keep our product offerings fresh and

innovative and carefully study the market and key trends. Sales in the past few years have grown significantly as the market recognises the benefits that porcelain can offer, and we have continued to increase our range to meet changing demands.

During 2017 we extended our Porcelain Collection with a number of ranges designed specifically to meet the increased demand for "natural stone" effect porcelain paving. Particularly popular has been our beautiful Granito Porcelain, available in a large format size it is equally at home in a traditional or contemporary setting. A beautiful "granite" looking paving it comes in two colours, Charcoal and Frosted and is complete with sparkling "mica", so not only is it striking but it is also very hard wearing and easy to maintain.

We are currently planning our new porcelain products for next year and are very excited by some of the new products we have seen, so watch this space to see what will be new in for 2018!

GLOBAL STONE
NATURAL STONE & PORCELAIN

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

GUTTERCREST'S BESPOKE SOLUTION FOR TAYLOR WIMPEY

Taylor Wimpey has installed over 400 metres of Guttercrest's aluminium guttering, 700 metres of downpipe, hopper heads, fascia and soffits onto its Station View development in Guildford after their architects worked closely with Guttercrest in the design process.



The contemporary design of the six storey apartment blocks required a bespoke deep feature box gutter to the main roof. Guttercrest provided precise calculations for wind and snow loadings due to the large size of the gutters, which measure 200mm width and 575mm height. To achieve the deep and narrow profile, new tooling was invested in which enable the firm to develop more unique profiles in the future.

The building's main entrance was finished with feature true curved fascia and soffits in the matching RAL9006 metallic silver, a popular colour choice for a contemporary finish.

ABP (Alifabs) architectural coping - a high performance BBA approved solution - was used on the project. The Ali-fabs range of products are now available exclusively through Guttercrest.

To view Guttercrest's full range of aluminium rainwater products, visit: www.guttercrest.co.uk call: 01691 663300, email: info@guttercrest.co.uk

WIN JUST BY HELPING YOUR CUSTOMERS WIN!

From June 1st to December 31st 2017, Ibstock is offering one lucky merchant the chance to win a £500 Buyagift voucher.

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

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

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

IBSTOCK® TRADESMAN®

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

BMF opens second Anglia Regional Centre at ACO

The BMF launched its second Regional Centre of Excellence in the Anglia region last week at ACO – a superb facility in Shefford.

BMF CEO John Newcomb and Alex Clifford (BMF Regional Manager London & South East) attended the launch with Phil Windus (ACO Marketing Manager) and Richard Hill (ACO Managing Director).

BMF members around the UK have welcomed the BMF regional centres, which will give them access to BMF training and events on their doorstep.

Speaking at the launch ACO MD Richard Hill said: “We are delighted to have been selected as a Regional Centre of Excellence and look forward to hosting BMF members for training and regional meetings. The BMF are doing a great job bringing together different elements of the supply chain and we look forward to playing our part in the Anglia area.”

Alex Clifford said: “The BMF appreciates ACO allowing the BMF to use their impressive facilities in Shefford, as the second Centre of Excellence in the



Pictured L-R: Phil Windus (ACO), Alex Clifford (BMF), Richard Hill (ACO), John Newcomb (BMF)

Anglia Region. We very much look forward to welcoming members to the venue when the BMF Anglia Regional Meeting is held there on 11 October 2017.”

To see a list of all the BMF Regional Centres of Excellence please visit: www.bmf.org.uk/BMF/Membership/RegionalCentresofExcellence



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Press releases

FOR FURTHER INFORMATION AND ADVERTISING OPPORTUNITIES PLEASE CONTACT NICK ACKROYD ON 0161 274 9330

PROTECT YOUR MOST IMPORTANT TOOLS WITH HAND ARMOUR

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

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



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

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

SELECT THE BEST WITH SIKA PRO SELECT

The sealants and adhesive range from Everbuild – A Sika Company is growing with the launch of Sika PRO Select, a fantastic new range bringing the renowned Sika technical expertise to the trade user.

This extensive new range consists of ten products including Sika MaxTack Super Charged, an extremely fast setting adhesive with a fixing time of just 20 minutes and the ability to bond to a variety of surfaces, both indoors and outdoors and even underwater.

The PRO Select range also includes Sika MaxTack Ultra Clear, a 100% transparent, high strength sealant and adhesive, Sika MaxTack Ultimate, an extra strong hybrid sealant and adhesive for use on almost every application imaginable, SikaSeal Multi Purpose Silicone and Sika MaxTack Instant Grab SF.

So whatever the application, there is sure to be a suitable product in the Sika PRO Select range.



For more information on the PRO Select range or any other product within the Everbuild and Sika ranges, contact your local sales representative, call the sales office on 0113 240 2424 or visit www.everbuild.co.uk.

“TRADING ONLINE WITH CUSTOMERS IS A VITAL PART OF THE MERCHANTING BUSINESS TODAY AND WE KNOW THAT WE NEED TO DO SOMETHING ABOUT IT...”

WE JUST WISH WE KNEW EXACTLY WHAT TO DO AND HOW TO DO IT!”

Specifying, building, launching and integrating a high quality functional website that drives customer & business value can be fraught with problems. You need to find the right development partner with appropriate industry experience to deliver you an effective solution. The process is so far removed from business as usual, it's not surprising that many builders' merchants don't get what they need.

We've taken all the hard work away by developing a solution that is designed with the builders' merchants distinct eCommerce needs in mind.

Our secure platform can be deployed quickly and efficiently to give you a powerful online sales and customer service channel that add huge value to your branch business.

***See our advert on pages 32-33**



If you're having problems making a success of the online trading opportunities in your business, then Merchant Turnkey could be the answer to your digital dilemma.

For more information: telephone 07920 015 885
email: andy.scothern@merchantturnkey.co.uk
visit: www.merchantturnkey.co.uk

GROW YOUR BUSINESS WITH ARTIFICIALGRASS.COM

The leading supplier and stockist of artificial grass for the merchant industry, ArtificialGrass.com, is now offering a Trained Installer Scheme for landscaping businesses to grow and support Builders Merchant sales.

This new initiative will allow any merchant that is promoting or selling ArtificialGrass.com products the opportunity to nominate landscaping professionals to apply for free install training and membership.

Contractors, Project Managers, Trade and Domestic customers will be able to find merchant stockists and request a trained installer quotation online at www.ArtificialGrass.com.



The scheme offers many benefits such as sales referrals, project support, marketing assistance and a rewards programme including annual competitions.

Commercial Director Peter Toghil said: "With the demand for artificial grass on the rise across the UK, most merchants are regularly asked about the availability of install services. Our scheme addresses this demand thereby facilitating more merchant revenue growth but also creating additional opportunities for the landscaping partners who install our high quality products."

To find out more about the Trained Installer Scheme your nominated installers are invited to apply at www.artificialgrass.com/trained-installer or call 0843 224 7878.

BMF launches third South West Regional Centre at Garador

The BMF launched its third Regional Centre of Excellence in the South West region this week at Garador's ultra modern production facility in Yeovil, Somerset. The BMF now have 16 of these Regional Centres, which provide members with appropriate training and meeting venues in various locations around the UK.

Garador is a leading British manufacturer of garage doors, front doors and operators, with over 50 years' experience in the garage door industry. Utilising German engineering expertise, it has developed an extensive range of garage doors unsurpassed in the industry.

Richard Jones (BMF Regional Manager - South



Pictured L-R: Richard Jones (BMF Regional Manager) and Simon Hipgrave (Garador Managing Director)

West & South Wales) attended the launch with Simon Hipgrave, Managing Director of Garador. Richard said: "Localisation is an important strategy for the BMF going

forward, and Garador offers an excellent facility for our members in the South West of England to meet and train together. I look forward to us holding the next South West

Regional at the new BMF Centre on 7 March 2018."

Commenting on the new status, Garador's Managing Director, Simon Hipgrave said "I am delighted with the recognition of Garador's excellent facilities and I'm pleased to be able to offer this support to the BMF."

"Along with the state of the art manufacturing facilities at our head offices here in Somerset, we offer a range of conference rooms and full phone and video conferencing services," he said "We also have a unique demonstration area showing some of the latest advances and designs in our garage doors."

For more information about Garador please visit www.garador.com

The new easy way to find your favourite brands from professional BMF merchants.

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

With over 320 merchant members operating almost 5,000 branches across the UK and over 215 supplier members; the Builders Merchant Federation is proud to host the **BMF Stockist Search** app.

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

Download the app for **FREE** today!



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For more information
call the BMF on 02476 854980
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one voice”



www.bmf.org.uk

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ATG® LANKA (PVT) LIMITED

ATG® Lanka (Pvt) Limited is a privately owned company established in Sri Lanka in 1992. It is today a recognised global player, operating across continents and in multiple countries.

Focused on innovation and quality, ATG® designs, develops and manufactures gloves that enhance the performance of the most sophisticated work tool, the hand.

As a fully integrated business we control all elements of the manufacturing process, this helps in the development and transition of products from laboratory concept to full production

Not a single element of any product is outsourced.

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All our gloves are dermatologically accredited by the Skin Health Alliance and are post washed prior to packaging enabling us to guarantee them “fresh out of the pack” as certified by Oeko-Tex®.

All ingredients used in the production of our gloves are according to REACH and none of our product contains SVHC.



Find out more at www.atg-glovesolutions.com

COMMITTED TO EXCELLENCE

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

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

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

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

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

NEW COMBILIFT 4T ELECTRIC MODEL LAUNCHED

Combilift has unveiled a new all-wheel drive, electric, multi-directional counterbalance design forklift truck, with a lift capacity of 4,000 kg. The Combi-CBE 4t forklift was launched by Managing Director Martin McVicar at a recent trade fair in Italy.

The innovative Combi-CBE 4t is based on the original and very successful compact Combi-CB which Combilift launched in 2008, and until now the electric models in the range have been available with a maximum lift capacity of 3,000kg.

The all-wheel drive Combi-CBE 4t, coupled with large rubber tyres, allows the truck to work effortlessly indoors and out and on all types of terrains. Its versatility enables it to offload from HGVs, bring product



directly to racking or free stacking areas, as well as to feed production lines. Combined with load sensing steering and no fumes, this makes it ideal for indoor warehouse operations.

Driver convenience and comfort was a priority during the design phase. Side shift comes as standard and an integrated hydraulic fork positioner is an option to facilitate the handling of various sized loads, without operators having to leave the cab to manually adjust the forks.

Find out more at www.combilift.com

ENCON INSULATION EXPANDS THEIR MERCHANT TEAM

Encon Insulation is delighted to announce the recent appointment of Gary Boone, Merchant Area Sales Executive in South West England. Gary comes from a strong merchant background having been with Jewson for the last 16 years, most recently as Branch Manager.

The UK’s leading independent distributor has created this new role in the South West to further strengthen and expand their dedicated merchant team, set up last year to offer tailored support to independent merchants through its initiative ‘Choice’.

Gary brings with him a wealth of experience and speaking about his new role, Gary commented “I’m really looking forward to the new challenge at Encon Insulation and building new



and strengthening existing relationships with local merchants”.

Encon Insulation works in partnership with hundreds of independents across the UK and has built a reputation in the sector for going the extra mile and adding value for merchants.

To find out how Encon could support your business or to find your nearest rep please visit their dedicated website www.merchantchoice.co.uk

Lt. Col. Peter Hempson Gill OBE

We announce the sad news of WCoBM Liveryman Peter Gill OBE. At such a difficult time, our thoughts are with his wife Adriana, and his daughters Clare and Sarah Jane.

Born on 25 February 1933, Peter sadly passed away on 21 September aged 84 years. A service for Peter was held on 3 October at Aldershot Crematorium.

Peter was successful in his personal and professional life – he gave his everything to all that he embarked on. He was a kind, proud and very generous family man, who served his country well through his time in the army.

Born in Chelmsford, Peter had vivid memories of the war years in Essex and of his evacuation to Wales. He reckoned this influenced him to join the army, fulfilling a career which took him to Korea, Hong Kong, Plymouth, a staff posting as a young



captain at the War office in Whitehall, then on to Germany, Malaya, Australia, and Papua New Guinea.

Peter married Adriana in 1967 and was soon posted to Virginia, then to Cyprus, back to Hong Kong and Germany, then Northern Ireland. His final job was as principal intelligence officer at UK Land Forces, Wilton.

Peter had a good time

in the Army, but after his family had had 15 or more moves in 12 years and the children many school changes, he thought it was time for a second career. This was to be with Fidor, the fibre building boards timber trade association, where he remained for 7 years until he was appointed to his final job as Director of the BMF at the age of 53. He played a major role in the industry's voice to government, lobbying MPs and organising annual conferences, both at home and abroad. During this time he received an OBE in recognition for services to the Construction Industry and to Training. He counted himself very fortunate to have had two very different and fulfilling careers.

In retirement, he became involved in local affairs and was chairman of Probus in 2006. He and Adriana enjoyed holidays both in Europe and further afield. Throughout

retirement Peter enjoyed DIY projects and spent many hours in the garden. He was never idle.

Having worked with Peter at the BMF, David Christison added "I was sad to learn of the death of my old BMF colleague. I served alongside Peter throughout his time as Director. He was in Soho Square and I was Director of Education and Training at Harlow. Peter was a man of the highest integrity and professionalism. Those Presidents he supported so ably will no doubt remember how much he helped each of them. He cared for his staff both pastorally and practically – his work on the BMF Pension scheme was an example. Peter was a serious-minded man and may have seemed shy and reserved at first meeting, but underneath he had a surprisingly robust sense of humour. I remember him fondly."

Keith Gerrett

Sales Director, Lliw Building Supplies Ltd

At the age of 16, Keith left school to start his first job with builder's merchants UBM at Swansea. From the start, it was clear that Keith was ambitious and determined to succeed. His career path progressed when he became a Sales Representative for the company.

In 1985 Keith left UBM to become General Manager of independent builders' merchant David Thomas & Son.

In 1991 Keith, along

with Geraint Llewelyn and Ian Bevan-Jones, formed a new company Lliw Building Supplies. Combining his role as Sales Director of Lliw Building Supplies Keith also became a predominant member of trade organisations NMBS and h&b, becoming chair of h&b's Insulation committee. His negotiating skills influenced many trade deals to the benefit of all h&b members.

In August 2016, Keith's health began to fail.

Subsequently diagnosed with having cancer he was admitted to Ty Olwen Hospice on the 27 June.

Despite his failing health, Keith showed remarkable strength and determination to see his granddaughter Alice who was born on 15 August. Sadly, Keith passed away just 13 days later on the 28 August at just 56 years old.

Keith is survived by his loving wife Ann, son Thomas and partner Katie, and granddaughter Alice.



Don't miss the BMF Branch Managers' Forum 14-15 March 2018, BMF, Coventry

The Forum is designed to help branch Managers improve branch performance and learn from industry experts.

Reserve your place today! To secure your place online please visit www.bmf.org.uk/events or for more information please contact June Upton at june.upton@bmf.org.uk. Early bird rate available until 31 December – Just £149 + VAT



Pavestone Rally – 7-10 September



After the huge success of the 2016 Vado Rally, 39 teams took part in the 2017 Pavestone Rally, including two BMF teams. The event raised an amazing £153,000 for Teenage Cancer Trust and the Rainy Day Trust.

Entrants bought a road-legal car for under £500, dressed it up and hit Europe's greatest roads and cities for 4 days to Monte Carlo. All in fancy dress, they completed challenges along the way.

Entrants met in Dover and then headed to Belgium and covered 2,500 miles across 10 countries, ending in Monte Carlo.

Congratulations go to the BMF/First Event team on winning the Rally team challenges this year.

Aaron Frogley, who organises the Pavestone Rally said: "The Rally is a simple concept and a lot of fun. Buy an old banger and take a four day drive in fancy dress through ten countries to Monte Carlo completing silly challenges along the way. With 39 teams competing this year we raised almost two and a half times as much as our previous record. I'm so proud of the generosity of our industry and I can't wait to see what they can achieve next year."

The BMF/First team thank their sponsors: All or Nothing (the Mod



The winners: BMF/First Event Wacky Races team

musical), Blue Rock Systems, Intact Software, Crosby Associates, Crystal Direct, Coins Exact, Filplastic, First Event, Kerridge Commercial Systems, Lundie Creative, Pauley Creative and RDS Global.

BMF Young Merchants team thank their sponsors: Actis, Bradstone, Carlisle Brass, DeWalt Stanley, Encon Insulation, Dulux

Trade, F & G, Ibstock, Knauf Insulation, Lundie Creative, Plasdor, Premdor, Reisser, Sika Everbuild, Tyvek, Ursa, Wienerberger.

Thanks to Aaron Frogley at Pavestone for organising another fantastic rally.

The 2018 rally will be organised by VADO in June – see facing page for more information.

BMF announces 2018 Charity partner, after amazing year of fundraising



The BMF has nominated Variety, the Children's Charity, as its charity partner for 2018. Variety works to improve the lives of children and young people throughout the UK who are sick, disabled or disadvantaged.

Nick Shattock, Variety's Chief Barker said: "We are absolutely delighted to be selected as the BMF charity for 2018 and are looking forward to working together in an exciting and successful partnership. We are grateful that commitment and generosity of the BMF and its members will make it possible

for Variety to reach even more children who need extra help."

This follows an amazing year of fundraising for the BMF's 2017 charity partner, the Teenage Cancer Trust and the merchant industry's charity, the Rainy Day Trust. Over £200,000 has been raised for so far this year. This includes £8,000 raised at the BMF Burns Supper and Members' Day, £62,000 raised at the BMF All Industry Conference Gala Dinner (which was shared with Crystal Clear's charity) and £153,000 from sponsors of the 2017 Pavestone Rally – a figure that may increase when

the final contributions are received.

John Newcomb, BMF CEO said: "BMF members are always generous but the total raised for charity this year has exceeded our wildest expectations. This would not have been possible without the support of the Crystal Clear Group, who donated the car that was auctioned at our Conference Gala Dinner, and the organisers of the 2017 Pavestone Rally, which has really captured the industry's imagination. We have now set ourselves a challenge to match or even exceed this figure to share between our

2018 charity partner, Variety and our industry charity, Rainy Day Trust."

Next year's Rally will be sponsored by Vado, and proceeds will be divided between Rainy Day Trust and Variety. The Vado Rally takes place from 7 to 10 June, with a brand new destination – the wonderful city of Copenhagen, and even crazier challenges for the teams to navigate. The closing date for entries is 22 December 2017.

Find out more and request an entry form by emailing vadorally@vado.com.

IN PARTNERSHIP WITH



**You are invited to join us on our exhilarating four day
VADO Rally from England to Copenhagen! To take part
all you need to do is buy a road-legal car for under £500*
and hit Europe's greatest roads and cities.**

Along the way you will complete challenges, laugh lots and help raise money for the Rainy Day Trust and Variety charities. Teams are encouraged to focus on dressing their crew and the car rather than their engines!

Entry fee £400 per person based on twin rooms or £600 per person single occupancy**

To enter, please email vadorally@vado.com to be sent a vado rally registration form

*The cheaper the car the more of an experience it will be, but if you want to rock up in a Ferrari then please do so!

** Entry fee covers: Hotels, Breakfast and Ferry Crossing. Not included: Car, Insurance, Fuel, Lunch, Drinks and Dinner (apart from Presentation Dinner on final evening)

CLOSING DATE FOR ENTRIES IS 22ND DECEMBER 2017

BMF Diary dates

To book your place or for more information about BMF events please visit www.bmf.org.uk/events

Month	Date	Event
Nov	23	BMF Young Merchants meeting , Microsoft, Paddington, London
Nov	24	BMN Awards - Hilton, Park Lane, London
Nov	28	BMF Timber Forum , BMF, Coventry
Nov	29	BMF Northern Ireland regional meeting , Keystone, Cookstown
Dec	1, 11, 14 & 15	Travis Perkins "How A House Is Built" workshops by Ltd
Dec	6	BMF Yorkshire regional meeting , Middlethorpe Hall Hotel, York
2018		
Jan	17	BMF Civils & Drainage Forum , ACO, Shefford
Jan	26	BMF Burns Supper , Edinburgh International Conference Centre
Jan	30	BMF Supplier & Service Member Forum , Coventry University
Mar	7	BMF South West regional meeting , Garador, Yeovil
Mar	13	BMF Scotland regional meeting , venue TBC
Mar	14-15	BMF Branch Managers' Forum , BMF, Coventry
Mar	21	BMF Roofing Forum , NFRC, London
Mar	22	BMF North East regional meeting , venue TBC
Jun	7-10	VADO Rally - England to Copenhagen
Jun	14-17	NMBS Conference , Lake Maggiore, Italy
Jul	12	Bob Beaver Memorial Shoot , Royal Berkshire Shooting Ground
Jul	13-14	BMF Mastermerchant , Ambleside
Sep	26-27	BMF Members' Day , St Georges Park, Burton on Trent
Nov	1	BMF North East regional meeting , venue TBC
Nov	23	Builders Merchants Awards for Excellence , Park Lane Hilton, London



BMF Branch Managers Forum



DON'T MISS THIS IMPORTANT EVENT!

14-15 March 2018
at **BMF Head Office, Coventry**

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

This IMPORTANT 2 day event includes:

Talks by industry experts on a wide variety of branch-related subjects:

- Health & Safety • Transport • Employment • Training
- Cyber Security • Leadership & management
- Marketing & Merchandising • Digital Media
- Increasing sales & maximising profit margins

Product masterclasses on:

- Kitchens & Bathrooms
- Insulation
- Bricks & Blocks
- Roofing
- Landscaping



JUST
£149.00
+ VAT

Reserve your place today! To secure your place online please visit www.bmf.org.uk/events or for more information please contact June Upton at june.upton@bmf.org.uk. Early bird rate available until 31 December - Just **£149.00 + VAT**

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ALUMINIUM

GUTTERING



DOWNPIPES & HOPPERS



GUTTERS

EXTENSIVE

DOWNPIPES

RANGE

FASCIA SOFFITS



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