

Plumbing & Heating News



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Issue 6: Autumn 2019

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Minister acknowledges building materials industry's net zero carbon role

Nadhim Zahawi MP, the Minister for Business and Industry has acknowledged the vital role the building materials industry will play in the development and delivery of new technologies to significantly reduce carbon emissions, to help deliver the Government's net zero target by 2050.

Mr Zahawi spoke at the BMF's Parliamentary Innovation Reception at the House of Commons on 29 October, which showcased some of the latest products developed by the BMF's supplier members. 13 companies displayed how they use materials, science and technology to develop low-carbon solutions, increase resource efficiency and improve product performance.

Paying tribute to the innovations that BMF members have developed, Mr Zahawi said: "Whether it is to improve insulation, develop new applications for traditional products, reduce environmental impact of buildings or products and processes, or bringing to market emerging technologies such as heat pumps, BMF members are playing a leading role in improving the productivity and international competitiveness of the sector in the UK."

The BMF's industry and parliamentary programme actively engages with politicians from all parties throughout the year, representing members'



Nadhim Zahawi MP with BMF CEO John Newcomb.

interests on relevant issues of the day and demonstrating the role they play in the construction supply chain.

Addressing the Parliamentary Innovation Reception, BMF CEO John Newcomb stressed the need for the building materials sector to shine a spotlight on its investment in innovation and the contribution this makes to the country's economy.

John Newcomb said: "We are aware that Construction and the Building Materials sector has for too long flown under the radar. Despite the importance of the sector in the UK, which directly provides jobs for hundreds of thousands of people and is critical to the future economic success of the country, is often overlooked by Government, being perceived as

"old fashioned" and lacking innovation. Collectively we need to address this error and this event is part of that process of change.

"It is extremely gratifying to hear Mr Zahawi praise the innovation he has seen today. Our desire is to work with Government to harness the current investment in innovation within the building materials sector to help to deliver the jobs and growth that we will need in a post-Brexit economy."

The BMF thanks UK Construction Week for their Headline sponsorship of this event. Thanks also to our supplier sponsors: ACO, Aliaxis, BSW Group, Crystal Direct, Fernox, Grundfos, Ibstock, JCB, Marsh Industries, Rockwool, Talasey, Velux and Worcester Bosch.



News

BMF Young Achiever of the Year winners announced

The winners of the BMF's prestigious Young Achiever of the Year Awards have been revealed, with Jayson Richards from City Plumbing Supplies named as Young Merchant Achiever 2019 and Jade Terry of Naylor Industries named as Young Supplier Achiever 2019.

Two honourable mentions were made in the Young Merchant Achiever category, with Fergus Bell of Bradfords Building Supplies taking the silver runner-up prize and Zia Islam of Gibbs & Dandy taking the bronze award for third place.

BMF CEO, John Newcomb said: "The Young Achiever of the Year Awards were launched in 2013 to recognise and reward talent, commitment, innovation and achievement amongst the next generation of BMF members. They provide a huge confidence boost not only to the winners, but to all those nominated for an Award. Once again we were delighted to see such a wealth of young talent within the industry and choosing the winners was a tough task. Our congratulations to them all."

The BMF would like to thank Hafele, Bostik and GfK for their kind sponsorship of these Awards.

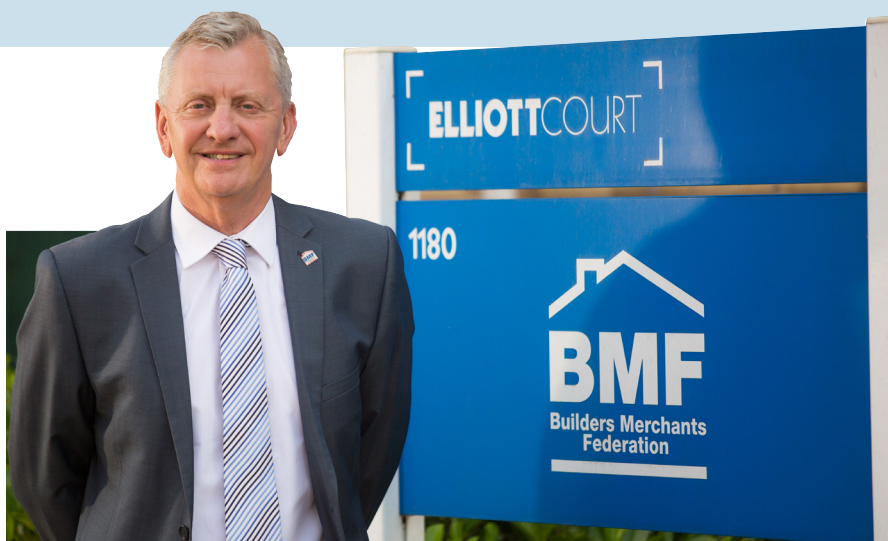


A sense of belonging

Over the last 12 months the BMF have undertaken a "deep dive" review to better understand the varying needs of each different segment of our membership. In particular, we are seeking to improve levels of engagement through our new Building Excellence Strategy, introduced last year, which aims to make BMF membership essential within the industry, rather than merely desirable.

The strategy has at its core the desire to continue to build membership value by providing a more personalised membership experience. Research has identified six different groupings of merchant members each with roughly similar needs.

There are proactive groups engaging with us because they believe strongly in the BMF and as a result, they feel they belong. Our priority is to engage with the three



member groups that are predominantly reactive at present, so they come to believe strongly enough in the BMF to feel that they too belong.

The initial focus will be on three categories. Plumbing & Heating Merchants are the specialist independents operating in this segment. Unignited Advancers are mainly smaller independents who currently make zero use of BMF services, and Aspiring Progressors who make only ad-hoc or minimal use of BMF services.

We are encouraging all members to complete a short on-line survey, which will give us a better idea of their service requirements. Our Regional Managers will be talking to members in the priority categories about the specific needs of their businesses both to provide focused service bundles, and to develop ways to reduce the amount of time required to attend meetings and training at regional centres. The Regional Managers will also provide prompts, to members who request this, so they don't miss opportunities that may benefit them.



News

BMF hosts first Kitchens & Bathrooms Forum



The inaugural Kitchens & Bathrooms Forum, hosted by the BMF, took place at Roca's new conference and showroom facility in Leicester on 12 November.

Newly-elected Chairman, Paul Bence (Managing Director of the George Bence Group) led the proceedings to a full-house of 74 members.

Presentations included:

- BMF update from BMF CEO John Newcomb
- K&B market report - Nyssa Patel, BMF Industry Analyst/Economist
- Economic and political update - Jamie Welch, Roca and Tom Reynolds, BMA
- The use of living spaces - Renee Mascari, Mascari
- BMF Building Blocks Training - Mark Parrish, Cortexa
- The importance of showrooms - Mike Tattam, Lakes Showering Spaces
- The world of 4D showrooms and their benefits - Ben Roberts, Virtual Worlds.

The forum closed with a very informative Q&A session, involving

the speakers, where members took the chance to discuss and share their own input in the points raised during the day.

Chairman, Paul Bence said: "I very much enjoyed chairing the new BMF K&B Forum, with very engaging and enlightening industry speakers. As discussed, there is so much opportunity for merchants to get involved with this sector to grow and diversify their businesses, and I actively encourage more members to get involved in future forums."

BMF CEO, John Newcomb said: "This was an excellent launch, addressing many aspects of the K&B supply chain. It was great to see such a huge attendance from our members at this first forum. Our thanks go to Paul Bence for chairing this event, all the great speakers, to Roca for offering their amazing new venue to launch this new forum and to Roca and Schneider for the 'goodie bag' for members.

Following the huge response to this new forum, the BMF are now actively looking for larger venues for the next K&B Forum in 2020. For more information please contact Joanne Exeter at joanne.exeter@bmf.org.uk.



BMF CEO John Newcomb wins Trade Association Leader of the Year Award

John Newcomb, CEO of the BMF, has been honoured at the Trade Association Forum (TAF) Best Practice Awards 2019, winning the prestigious Leadership Award.

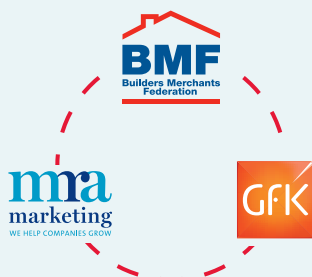
The BMF is one of over 300 members of TAF, which is the trade association for trade associations. Its annual awards, which are supported by the Department for Business, Energy and Industrial Strategy (BEIS), showcase the achievements of TAF members during the past 12-18 months.

Presenting the Leadership Award, Linda Cavender, Chief Executive of TAF said: "John has developed a highly capable team to serve the interests of the BMF's rapidly growing membership. He has introduced a whole raft of initiatives which has broadened the organisation's relevance and appeal, and this has added real value to the membership. John's leadership has proven to be exactly what the BMF needed in order to rectify a financial deficit and in the process, broaden member engagement, professionalise training and promote best practice within the industry. John leads from the front and is highly visible in the merchant industry. His determined approach has been key to the BMF's success and recognition of this is well-deserved."

A delighted John Newcomb said: "It is a tremendous honour to receive this Award, but I am well aware that I am just one member of a fantastic team at the BMF and this really is a reward for all of us."



Market Data



BMBI Market Overview

The exit of Theresa May, arrival of Boris Johnson and the passing of two Brexit deadlines has impacted business and consumer confidence in 2019. Noticeable effects of weather changes has also been a key factor affecting industry performance. Q2 2019 saw a decline of 1.2% in value terms against Q2 2018, driven exclusively by the month of June. June 2018 will be remembered for extreme heat and a lack of rain, while 2019 saw most of England and Wales with a higher rain fall than average. Furthermore Q2 2018 sales spiked due to Q1 external construction delays following the Beast from the East, so assessing Q2 2019 too harshly would be wrong.

In the Builders Merchants Building Index Quarter 2 report, Water Heating panel expert, Jeff House from Baxi Heating UK (incorporating Heatrae Sadia), provided his insight into the Plumbing & Heating Category.

The outlook for the wider economy worsened in quarter two, with both construction output and the consumer confidence index taking a hit. According to the Office for National Statistics (ONS) construction output was down by 1.3% in Q2, reversing the growth seen in Q1.

Continuing uncertainty over Brexit is partly to blame for this recent slowdown especially with an increased possibility of a hard exit. Bad weather in June also disrupted and delayed work in the RMI sector, giving a mixed picture in terms of build activity. The CPA cites 'pockets of activity in housebuilding from housing associations and local authorities' with 39.0% of starts in 2018/19 being funded under the Shared Ownership and Affordable Homes Programme (up from 32.9% in 2017/18), an indication that activity is increasing under this scheme. According to MHCLG data, private residential housing starts fell 7.3% in Q1 2019 against Q4 2018 (seasonally adjusted), a fall on the same quarter last year of 11%. Completions in England fell 0.4% in Q1 2019 against Q4 2018, but this is up 15.2% on the same quarter last year. Activity on major infrastructure projects is helping to offset falls in other sectors, but the CPA has revised its output forecasts for this sector in 2020 and 2021 downwards.

Looking at product performances, hot water cylinder sales were down by 3% as a moving annual total (EUA statistics).

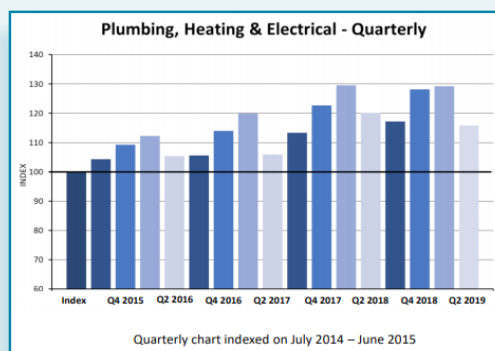
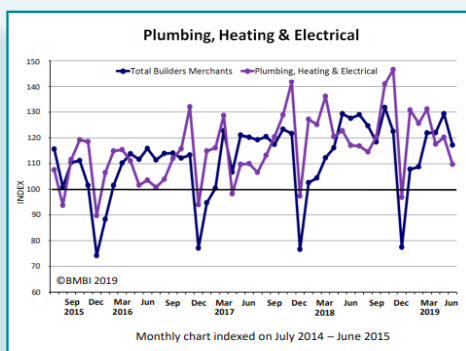
This is a product with its fortunes linked to future regulation changes. Although not required when combi boilers are fitted, they will be a positive option if new build specifications change to electric heating to meet environmental legislation.

Two important reports have been issued recently. The first, "Building a Safer Future", contains recommendations from the Hackitt Review that closed at the end of July. Its proposals have significant implications for, amongst others, those operating in residential buildings with a storey height above 18 metres.

The second report concerns environmental issues with wide policy implications. This was issued by the Green Construction Board (part of the Construction Leadership Council) and has recommendations with regard to the 2030 Buildings Mission. The report aims to show "how achieving the 2030 target to halve all new building energy use over 2018 standards is achievable by tightening energy and systems efficiencies and moving to a culture of transparency on out-turn performance through the measurement of total energy in use."

The BMBI quarter 3 report will be released on 21 November.

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





Industry Insight



Mark Bradley,

Chairman of the P&H Forum and Managing Director of Plumbase provided his Merchant industry insight for the BMF Quarter 2 Forecast

report. He discusses Brexit and the future of the Plumbing and Heating sector.

A red-hot agenda topic for the Plumbing & Heating sector currently is the political and environmental weight on the UK Government to reduce & cut carbon emissions allied to their new commitment to 'Net Zero emissions' by 2050.

With reference to the Chancellor of the Exchequer's Spring statement the most relevant initiative for BMF members is the new Future Homes Standard that will be introduced to end fossil fuel heating in new homes by 2025, a recommendation by the Committee on Climate Change.

We are making enquiries in Whitehall to learn more about what is likely to come out, probably as part of a review of the Part L of the building regulations. But until then our industry assumes that heat pumps are likely to be the primary source of heat generation for new builds, with a huge growth leap in the heat pump market over the coming months and years ahead.

This growth will have to be managed carefully, as it is not yet a mature market. BMF members would be wise not to over promise and under deliver, as it could lead to a repercussion if the 'low cost' heating promised under the Future Homes Standard fails to be delivered.

So, it's worth pointing out that the above said, it doesn't mean an end to the gas boiler as we are some way from that point, however, it is a sign post and a line in the sand for everyone to work with manufacturers leading the way through

technological advances in green fuels such as biomethane or hydrogen and of course Heat Pumps which can prime the way for new products aiming to reduce and ultimately remove carbon emissions.

"What the industry requires the most is a revamp and the government can truly take a lead on encouraging innovation..."

What the industry requires the most is a revamp and the government can truly take a lead on encouraging product innovation through supporting business investment and generating incentives for businesses, installers and consumers with a view to accelerating progress on all fronts. Enhanced capital allowances will also help the industry to invest in more research and development albeit many have taken a good leap forwards into new innovation already with new products which is very encouraging.

It is also no surprise that Brexit remains a lingering threat, with the deadline now moved to 31 January continuing the atmosphere of uncertainty. Whether or not to stockpile remains a consistent conundrum for Merchants in the months leading up to this with the industry focusing on advanced purchasing to protect market share. However, if Brexit is extended further then it is likely to precipitate merchant discounting with increased price pressures that may arise to reduce the additional stock held in merchants. The future still, remains unknown.

We'll be talking more about industry issues in our forthcoming Plumbing & Heating Forums and it would be great to share some of your work and initiatives from all



our merchants and manufacturers members as I believe together we can have a positive and significant impact across our sector for the good of all customers.

I'll just sign off by wishing all the very best for the Christmas holidays and let's continue to keep the flag flying high for UK Plumbing & Heating as we keep the heat on, showers running and produce some fabulous bathrooms!

Onwards and upwards!

Mark



As part of your BMF membership, the **Builders Merchants Industry Forecast** report is available to you free of charge. The Quarter 3 edition will be released in December.

For any queries or to access your copy, contact:
Nyssa Patel, BMF Industry Analyst/
Economist on 02476 854994 or
email nyssa.patel@bmf.org.uk.



New Members

Welcome to the following new Plumbing & Heating members:

John Newcomb, BMF CEO said: *"I am delighted to welcome all these new members. The BMF is the trade association that brings together merchants and their suppliers and I'm delighted all these members are already planning to take an active role with the BMF."*

Merchant Members



Pipeline & Heating Solutions



WILF NOBLE
BUILDING SUPPLIES LTD

Supplier Members



BSS joins the BMF

The BMF welcome their newest merchant member BSS - the UK's largest, leading distributor of pipeline and heating solutions.

With a rich history that began over 110 years ago, BSS (part of the Travis Perkins Group) are a nationwide business with over 60 branches across the UK and the Republic of Ireland and employing 1,200 experts. They have over 84,000 products in stock, with leading brands including Geberit, Grundfos and Polypipe. They also provide tool and equipment hire through Hire-It, a nationwide service.

BSS serves a wide range of sectors and trades with bespoke solutions to customers including products, technical support and aftersales care.

Angela Rushforth, BSS Managing Director says: "We are delighted to be joining the BMF. We look forward to benefiting from the industry-wide knowledge base within the BMF and are keen to support the ongoing work on diversity in merchanting."

Welcoming BSS into membership, BMF CEO, John Newcomb says, "I'm delighted that this thriving nationwide merchant recognises that the huge variety of networking opportunities and services the BMF offers will add value to their business. I look forward to working with them."

For more information about BSS, please visit www.bssindustrial.co.uk.



Pipeline & Heating Solutions

Did you know? of the BMF's 701 members...

46%

of our members
manufacture, stock and
distribute plumbing
materials



247

merchant members
are stocking and
distributing plumbing
materials



64 members are
plumbing and heating
suppliers



Next Generation

BMF relaunches industry recruitment website

The BMF has launched Building Materials Careers, a new, improved website to encourage more people to join the building materials sector by highlighting the wide range of careers available both in merchant and supplier businesses.

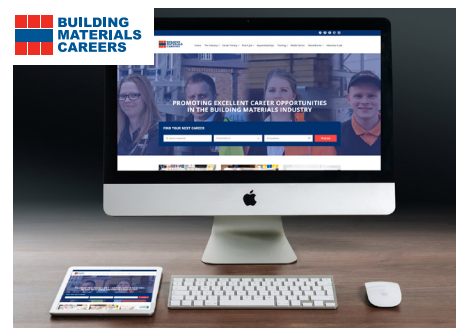
The relaunch follows policy research with members who told the BMF they wanted the Federation to help promote the widest possible range of job opportunities in the industry, fostering diversity and inclusion, helping members to recruit a workforce from a wide range of backgrounds and experience.

The website – www.buildingmaterialscareers.com – promotes apprenticeships, lifelong learning

and gives members the opportunity to manage their job advertisements free of charge using the 'Advertise A Job' facility. Potential apprentices and employees will then be able to easily locate these roles, using the region, sector and location search filters.

The website features merchant and supplier employees' video profiles. Each profile explains how they came to work in the materials supply industry and what they like about their specific job. Job seekers will be inspired by the range of career opportunities available to them in the building materials industry, no matter what educational qualifications they achieved at school or university.

John Newcomb, BMF CEO said, "We are delighted to launch our new Building Materials Careers website to help the industry attract and develop new



people. This is a fantastic opportunity for BMF members to get involved, by not only promoting their job vacancies, but by also becoming industry Ambassadors to spread the word about the great careers available in building materials."

For more information about the website visit www.buildingmaterialscareers.com or contact Hannah Taylor, BMF Marketing Assistant on 02476 854990 or email hannah.taylor@bmf.org.uk.

Building Materials Careers Ambassadors

Since the relaunch of the BMF's youth recruitment campaign, Building Materials Careers, there has been an influx of enthusiastic and passionate industry colleagues joining the ranks of the BMF Ambassador programme.

The new campaign has 47 knowledgeable ambassadors from all backgrounds and experience, who are ready to promote the incredible building materials supply industry.

Recently Ambassadors have attended the National Apprenticeship Show at both Cheltenham Racecourse and Bolton Arena.

Carmen Daley (BMF Apprenticeship Plus), Wyatt Tait (AWBS), Lucia Di Stazio (MRA Marketing; Bryan Clover (Rainy Day Trust) and Lee Gillman (Quinn Building Products) all joined BMF Training Coordinator Paige Godsell at the National Apprenticeship Show in Cheltenham where they excelled at engaging with members of the public.



The second autumn National Apprenticeship Show was held in Bolton. Ambassadors Carmen Daley (BMF Apprenticeships Plus); Joanne Callow (Knauf Insulation) and Paige Godsell (BMF) enjoyed breaking down stereotypes with female representation of the industry and showing the diverse opportunities available for women.

Ambassadors have also attended local schools and colleges to reach the younger generation. Darren House (Grant & Stone), Temi Kucuk (artificialgrass.com) and



Ashley Connor (Ridgeons) have inspired students by highlighting the industry through talks at careers fairs and insightful presentations.



Proactive ambassadors coupled with the variety of events, make it an exciting time to be a part of this campaign!

The Ambassador campaign currently includes enthusiastic merchant and supplier industry colleagues from Alumasc, Frank Key, MKM and Monument Tools. To represent your industry as a BMF Ambassador, contact Paige Godsell at paige.godsell@bmf.org.uk.

For more information about the Ambassador programme and the Building Materials Careers campaign visit www.buildingmaterialscareers.com.



Events

BMF Plumbing & Heating Forums: South - 3 October and North - 4 October

The BMF held their second Regional Plumbing & Heating Forums of the year in October - split again between two locations: the South Forum was hosted on 3 October in Warwick by Geberit UK (a BMF Regional Centre of Excellence), then the North Forum was held on 4 October at the Sheffield United Football Stadium in Bramall Lane.

Both Forums were well attended by BMF members, covering a range of key plumbing and heating sector topics. The agenda at both forums included a range of subjects, including:

- The future of Hydrogen being used in meeting government 2050 targets, associated to zero emissions
- Business Recycling
- Cyber Security Prevention & Risk Mitigation
- A full review on the Plumbing & Heating Renewable Market



- Key plumbing and heating issues relating to both Current Government Policies & Public Affairs.

Each half day forum took place in the morning and closed with a networking lunch.

Forum Chairman Mark Bradley, Managing Director of Plumbing & Heating Investments Ltd who continued to show his enthusiasm and commitment by promoting the continued expansion of Plumbing & Heating

membership within the BMF, highlighting how much the federation continues to represent and support its members.

The BMF will be organising future Plumbing & Heating Forums in North and South locations during 2020 – dates and venues to be announced soon.

For more information please visit www.bmf.org.uk/events or contact Alex Clifford at alex.clifford@bmf.org.uk.

Bathroom & Kitchens Conference - 8 October

Members of the BMF team attended the Bathroom Manufacturers Association's (BMA) 2019 Bathroom and Kitchen Business Conference, held at Carden Park Hotel, Chester on 8 October. The Conference featured presentations from top experts in a bid to "deliver the tools for success in a brave new world".

The conference was hosted by Tim Pollard, principal of sustainability consultancy at Pollard and Pollard. Speakers included Philip Crosbie from Eversheds, who spoke about the law and compliance, Suzie Williford from US trade body the NKBA on its Global Connect initiative, David Henig on the trade implications of Brexit, and David Harrop and Dan Thirkell from research firm BRG on the global bathroom market.



Cate Trotter

The Day Conference concluded with a Design, Influence and Trends panel, led by Cate Trotter and included Lindsay Blair (Editor of Kitchens

Bedrooms & Bathrooms magazine), Hayley Robson (Creative Director of Day True) and Marianne Shillingford (Creative director of Akzonobel Dulux for the UK and Ireland).



Tom Reynolds

BMA Chief Executive Tom Reynolds said: "It was a supercharged day with something for everyone. All the major issues that impact on the bathroom industry were covered, including compliance, global markets, design influences, trends and a fascinating insight into what the future of trade may look like post-Brexit."



The BMA Conference concluded with a gala dinner and special party to celebrate the retirement of former BMA CEO Yvonne Orgill, who will work in a part-time support capacity with the BMA until the end of 2019 and also takes on the role of CEO of the Unified Water Label.



Events

BMF Members Conference heads South for 2020



The BMF has confirmed that it will hold its 2020 Annual Members Conference and Awards on 16 & 17 September at the De Vere Beaumont Estate, Windsor.

Over 285 delegates attended the Federation's 2019 Members Conference last month where they enjoyed two days of presentations, business workshops, networking and social activities. The Annual Awards Dinner also raised £13,500 for the BMF's nominated charities, Variety, the Children's Charity, Samaritans and Kisima School in Kenya.

BMF CEO, John Newcomb said: "This year's Conference was one of the most successful to date. We know delegates value the opportunity to meet new contacts and catch up with familiar faces as well as hearing from our informative and inspirational speakers, and we are currently gathering feedback that will help inform the programme for 2020.

"In 2016 we committed to rotating our Members Conference between venues in the north, midlands and south to better serve members in all parts of the country. Having held our last four Members' Conferences at excellent venues in the north or the midlands, we are delighted to have found another superb venue in the Royal Borough of Windsor."

To book and for more information about the BMF Annual Conference and Awards 2020 visit www.bmf.org.uk/events.



BMF MasterMerchant 2020

Following a very successful Mastermerchant event in 2019 the event will be held again at Ambleside YHA. The popular rock climbing activity, Ghyll scrambling, zip wire and water activities remain in the programme, together with many other challenging and fun activities.

MasterMerchant is a team competition open to all BMF Members, whether you are a supplier, merchant, distributor or service member. It's demanding, provides great networking opportunities for members, helps build relationships between not just companies but individuals too – and it's great fun as well!

It involves a series of mental and physical problem-solving exercises such as code breaking, map reading, logic problems, climbing/abseiling, ghyll walking, zip wires, canoeing, clue trails and other tasks designed to test your creativity, leadership skills and improve channels of communication.

A team consists of any 4 people - male or female, counter staff through to managing directors! Teams can represent a whole company, a region, area or branch. Or why not invite your customers to join you!

For more information or to register a team visit www.bmf.org.uk/events or contact June Upton at june.upton@bmf.org.uk.

New Regional Training Centres

BMF has recently launched Regional Training Centres – mini Regional Centres of Excellence that will provide meeting and training space for smaller, local groups. This reflects the BMF's localisation strategy, developing ways to engage with members closer to their home base and reduce the amount of time staff need to take away from the business.

In line with the BMF's new strategy, these training centres are a welcome addition to the current Regional Centres of Excellences



**REGIONAL
CENTRE OF
EXCELLENCE**

around the UK, including: Adey, Geberit, Grundfos, John A Stephens, RGB, Ridgeons, Saint Gobain, Travis Perkins, Wavin and Worcester Bosch.

If your company would like to volunteer premises for a Regional Training Centre contact Paige Godsell, Training Co-ordinator at paige.godsell@bmf.org.uk or call 02476 854989.



Member Services / Training

BMF Learning Academy for accredited training

The BMF has announced plans to further professionalise training within the building materials supply sector with the launch of its own training brand, the BMF Learning Academy.

The BMF Learning Academy will help to build a talent pool for the building materials supply industry and enable individuals to excel by providing accredited qualifications and continuing professional development specifically for merchants and suppliers.

All existing third party accredited BMF training courses will now sit within the BMF Learning Academy, with a programme to introduce more each year. The ambition is to provide member companies with "cradle to grave" training for all staff.

The newly updated BMF Diploma in Merchandising Management and the BMF Foundation Degree in Merchant Management awarded by the University of Hertfordshire will be flagship BMF Learning Academy Courses.

Other current courses within the BMF Learning Academy include:

- CPD accredited: Managing for Success
- How a House is Built, Measuring Building Quantities



- ISM accredited: Essentials in Sales Management
- ISOH accredited: Warehouse and Yard Safety
- Occupational Award (OA) accredited: Building Blocks in Timber as a Building Material, Central Heating, An Introduction to Residential Construction.

Along with the BMF Diploma in Merchandising Management, a number of other Learning Academy courses are due to come on stream this year as accredited courses. They include Finance for Non Finance Managers and the BMF Branch Manager Forum (both CPD accredited), and Building Blocks in Insulation, Above Ground Drainage and Customer Service (all OA accredited).

Delegates completing three, five or ten Learning Academy courses will also receive certificates acknowledging their achievement and skills development.

For more information please contact Paige Godsell, Training Co-ordinator at paige.godsell@bmf.org.uk or call 02476 854989.



BMF Building Blocks is a flexible programme of online training designed to replace the MOL distance learning

workbooks which were retired in 2018. The Building Blocks series is designed to introduce apprentices, new starters and existing staff looking to broaden their knowledge to the intricacies of life in a builders' merchant. It starts with foundation Blocks that cover planning, regulations and structural components, moves on to cover key product groups and ultimately builds into a comprehensive guide to the industry and the products stocked and sold by every type of merchant.

The first two Building Blocks in the series – Timber as a Building Material and Heating and Hot Water Comfort - are now live on the BMF Campus website and can also be delivered via merchants' own Learning Management Systems.

With 15 e-learning Blocks planned for introduction over the next two years, BMF Building Blocks is set to be a fully accredited online programme that will define the standard of product training in the merchant industry.

Find out more about BMF Building Blocks and to register your staff visit www.bmfcampus.co.uk.

BMF Safety Plus

The BMF have teamed up with Southalls who work with over 100 merchant clients over 500 locations to offer BMF Safety Plus.

This service offers practical and tailored health and safety support for BMF members with up to the minute health and safety advice designed to keep you and your employees safe. There is both telephone and online support.

BMF Safety Plus offers a free Health and Safety review for BMF members. A consultant will survey your business, review documentation, understand current practices and advise on possible areas of improvement. This will be relayed back in a written report format and has a market value of £595.

To book your free health and safety review contact Southalls on 0345 257 2015 or email hello@southalls.com.





Trade Shows

UK Construction Week 6-8 October



An eclectic, forward thinking crowd of 34,327 construction professionals attended UK Construction Week on 8-10 October. Many visitors were keen to learn about future technologies and how they could be applied to their businesses.

The future of construction and how it is driving change was a major focus at this year's event and it was clearly a driver to bring the crowds to the show at the NEC in Birmingham.

Among the 300 speakers and 150 hours of content, major highlights included the first industry appearance for the Construction Minister, Nadhim Zahawi MP, and keynote

speeches and debates including Lord Digby Jones and architect George Clarke.

On its fourth year at the show, the BMF hosted another pavilion within the Build Show, which proved to be a fantastic hub for networking. This year BMF members exhibiting on the BMF Pavilion included BLM British Lead, ECI Software Solutions, Enable Software, Glen Castings, Global Stone, HB42, Intact Software and Kerridge Commercial Systems.

Other BMF members across UK Construction Week included Dart Tools, Easy-Trim, Crystal Direct, Snows Timber, Rawplug, Cemex, Superglass/Technonicol, Kingspan and Quinn Building Products. Innovation zones were also prominent across the 9 shows within UK Construction Week, showcasing the latest products from many BMF members such as Crystal Direct, JCB, Talasey, Marsh Industries and Ibstock.

Summarising a very successful show, Nathan Garnett, Event Director said: "This year's UK Construction Week for me was brimming with positivity. In a time of political

UK CONSTRUCTION WEEK | 2019

and economic uncertainty, the UK's largest showcase for the sector showed signs of transformation, as it adopts innovation at a faster pace than ever.

"UK Construction Week 2019 also tackled mental health in the sector with the support of the Every Mind Matters campaign, as we continue the role of improving mental health in construction. I was delighted how open the industry has become on this subject and that great conversations have started."

Next year's UKCW will take place between 6-8 October 2020 at Birmingham's NEC. For more information about exhibiting on the BMF Pavilion at our special member rates please visit www.bmf.org.uk/events or email christine.wall@bmf.org.uk or visit www.ukconstructionweek.com.



ISH – 11-15 March 2019

ISH once again gave an impressive demonstration of its importance as the world's leading trade fair for HVAC and Water at Messe Frankfurt.

From 11 to 15 March, around 190,000 visitors (including a team from the BMF) from 161 countries made their way to Frankfurt Fair and Exhibition Centre to discover the latest innovations and trends at ISH 2019.

2,532 exhibitors from 57 countries presented their new products for the first time in Frankfurt am Main. At the same time, a significantly higher level of internationality meant that ISH became even more relevant: 66 percent of exhibitors and almost 48 percent of visitors came from outside Germany.

BMF delegates John Newcomb, Oz Bham and Chris Wall attended from the BMF, visiting 24 members who were exhibiting across the show, including ACO

Technologies, Adey Innovation, Fernox, Flamco, Gastite, Geberit, Grundfos, Hansgrohe, Ideal Standard UK Ltd, Sentinel Performance Solutions, Thomas Dudley, Viessmann, Watts Industries and Wavin.

The BMF also met with many merchant members during the show.

Wolfgang Marzin, President and Chief Executive Officer (CEO) of Messe Frankfurt said "ISH has once again demonstrated that it connects all international players from the sector. Only together is it possible to achieve the climate targets – naturally in a personal dialogue here at ISH."

The next ISH will take place at Messe Frankfurt again on 22-26 March 2021.

BMF opens Regional Centre of Excellence at Travis Perkins



The BMF has launched its latest Regional Centre of Excellence at Travis Perkins Omega Centre in Warrington.

The growing network of BMF Regional Centres of Excellence is making training courses and regional meetings more accessible to BMF members around the UK and Ireland. The latest centre, based in Travis Perkins' stunning Omega Centre in Warrington, will serve BMF members in the North West region.

P&H Omega is a 630,000 sq ft National Distribution Centre providing next day order fulfilment, supporting 370 Plumbing & Heating Branches across the UK Network and direct to customer via e-commerce. With over 75,000 pallet/pick locations, the site has an outbound pick capability of over 2million units per week across 14,000 pallets. This is achieved through a core of over 300 colleagues, with flexibility for additional colleagues, as required, to meet business and seasonal demand.

John Newcomb, BMF Chief Executive, said: "We are delighted to open this outstanding Regional Centre of Excellence at Travis Perkins. It's a superb facility where members can meet and attend BMF training courses, regional meetings and other regional events."

Chris Ives, Supply Chain Director for Plumbing and Heating at Travis Perkins, said: "We are thrilled to be able to support the BMF. Omega is a state-of-the-art facility solely dedicated to delivering great service at low cost to our City Plumbing and PTS Branches and Customers. Over the last 12 months we have step changed our performance to support our business with online fulfilment, but maintain our traditional values of a huge range available next day in branches. It's great to strengthen our ties further with the BMF by inaugurating this site today as a Regional Centre of Excellence in the North West and we look forward to working with them and hosting many training events, regional meetings and offering networking opportunities for them in the future".

Feedback

We welcome your feedback on this new newsletter. If you have any comments about this edition or feedback for future editions please contact Hannah Taylor at hannah.taylor@bmf.org.uk.



Dates for your Diary

November 2019

- 13-14 PHEX Chelsea, Stamford Bridge Stadium
- 19-20 NBG Conference & Exhibition, Glasgow
- 22 BMN Awards, Park Lane Hilton, London

December 2019

- 5 BMF Young Merchants Meeting, Ideal Standard, Clerkenwell
- 12 BMF Supplier & Service member Forum, DCS Group UK Ltd, Banbury

January 2020

- 24 BMF Burns Supper, Double Tree Hilton, Dunblane
- 28 BMF Transport & Distribution Forum, BMF, Coventry

March 2020

- 1-4 KBB Birmingham, NEC, Birmingham

April 2020

- 22 NMBS Exhibition, Ricoh Arena, Coventry
- 30 BMF/JCB Charity Golf Day, JCB Golf Course, Rocester

July 2020

- 9 Bob Beaver Memorial Shoot, Royal Berkshire Shooting Ground
- 10-12 BMF Mastermerchant, Ambleside

September 2020

- 16-17 BMF Annual Conference & Awards, De Vere Beaumont Estate, Windsor
- 30 BMF Marketing Forum, BMF, Coventry

October 2020

- 6-8 UK Construction Week, NEC Birmingham
- 7 BMF Young Merchant Conference, NEC, Birmingham
- 15-17 UFEMAT Conference, London

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

Our vision



"building excellence in materials supply"