

“building **excellence**
in materials supply”

Builders Merchant Building Index



Monthly report for November 2019

Building the Industry & Building Brands from Knowledge



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Quarterly reports contain additional analysis, macro-economic factors and expert comments. Click the images below to read or download the Q3 report.

Monthly and Quarterly Indices
September 2019 and Q3 2019

Heavy Building Materials

GfK's Product Categories
Reports cover category headline values & in-depth, level insights

Macro factors impacting Merchants

Consumer Confidence Index

Expert Panel
Cement & Aggregates
(Part of Heavy Building Materials)

Andrew Simpson, National Commercial Director Hanson Cement is BMFI's Expert for Cement & Aggregates.

The Mineral Products Association reported that seasonally-adjusted demand for construction products improved in Q3 compared to Q2. Mortar sales were up 5.2% followed by asphalt (4.1%), aggregates (3.7%) and Ready Mixed Concrete (RMC), up 4.4%.

This is an improvement, but the construction market is still weak. For instance, RMC is the biggest sales channel for cement, so it's a concern that important markets such as London and the South East are in decline year-on-year. These two markets account for about a third of Q&D demand with volumes now 10% lower than 2018. The underlying problem is the decline in commercial projects and the postponing of infrastructure projects. These can be directly linked to Brexit and political uncertainty which are stifling investment and delaying decisions. It could be some time before confidence and investment returns.

Sales to builders' merchants have been difficult to predict. Wet weather has been a factor, but many merchants report lower order books and a slowing in demand. With continued political uncertainty and heavy rain this autumn, Q&D will be a challenge.

Electricity producers and other industries have renewed subsidies to move from fossil fuels to renewable energy sources, but these subsidies are not available for cement producers. Even though producers have made significant progress in moving to dry processes and replacing considerable proportions of fossil fuel usage with alternatives, there is a gap between allocation and usage as set by the European Union in 2005, and there are limited options due to the high energy-intensive production process. One option is to allow a wider range of cement to be used on construction projects. Investment in carbon capture technology is also essential.

The effect of the tightening cap and other policies has resulted in a steep increase in the cost of European Emission Allowances (EUA) over the last five years from around €7 to €25. The UK government forecast in 2017 that carbon would be around €10/tonne in 2020. However, the actual increase has already been much higher than predicted.

"The construction market is still weak. The underlying problem is the decline in commercial projects and the postponing of infrastructure projects. It could be some time before confidence and investment returns."

Introduction



This Builders Merchant Building Index (BMBI) report contains data from GfK's ground-breaking Builders Merchants Panel, which analyses data from over 80% of generalist builders' merchants' sales throughout Great Britain. GfK's Builders Merchant Point of Sale Tracking Data sets a gold standard in reliable market trends. Unlike data from sources based on relatively small samples or estimates, or sales from suppliers to the supply chain, this up-to-date data is based on actual sales from merchants to builders and other trades. It's therefore a very good proxy for housing RMI.

BMBI trend data is indexed on the 12 month period July 2014 to June 2015. The monthly series tracks what is happening in the market month by month and includes an in-depth review every quarter. This trend series gives the industry access to far more accurate and comprehensive insights than that available to other construction sectors. BMBI data is highlighted by the Department for Business, Energy & Industrial Strategy in its monthly construction update, alongside the ONS, CPA, Experian, IHS Markit and the Bank of England.

MRA Marketing produces the Builders Merchant Building Index, a brand of the BMF, to communicate to the wider market as the voice of the industry as well as the voice of individual Expert Brands: The Crystal Group, Keylite Roof Windows, Timbmet, Alumasc Water Management Solutions, Hanson Cement, IKO PLC, Keystone Lintels, Knauf Insulation, Encon Insulation, Ibstock, Talasey Group, Heatrae Sadia, Dulux Trade and Lakes, who provide valuable commentary on market trends and influences.

Further recognition for BMBI

One of the aims of BMBI is to reach across and beyond construction. It's now syndicated to a growing number of trade magazines in different sectors on a regular basis. Outside the industry, economists, banks, consultancies, investment bodies and the big accountants regularly refer to it and BMBI is referenced alongside the Office for National Statistics (ONS) data in the Government Department for Business, Energy and Industrial Strategy (BEIS) monthly construction update. From time to time, news outlets, including the BBC will contact BMBI Experts and MRA for commentary on the industry.

More data available

This BMBI report provides valuable top-level indices but there's considerably more data available. GfK insights go much deeper and include sales value data. GfK can quantify market values and drill down into contributing categories, tracing product group performance, to focus on aspects that are critical to you.

GfK can also produce robust like-for-like market comparability tailored to the requirements of an individual business. As more merchants join to submit their monthly sales-out data the quality of this information can only become more extensive and rigorous. Merchants or suppliers who are interested in acquiring data or getting involved should contact Emile van der Ryst at emile.van-der-ryst@gfk.com.

Overview

November merchant sales show pre-election dip

The short trading day month of November saw subdued sales for merchants with the lowest total sales in 10 months.

Year-on-Year

Total Builders' Merchant sales in November were down 7.4% compared with the same month in 2018. On one less trading day, average sales a day were 3% down. The best performing sectors in November were Renewables & Water Saving (+5.3%) and Workwear & Safetywear (+3.7%). As average sales a day, Renewables & Water Saving were up 10.3%, Workwear & Safetywear up 8.6%.

Tools (-12.7%), Timber & Joinery (-9.6%), Ironmongery (-8.0%), Heavy Building Materials (-7.9%) and Landscaping (-7.4%) were particularly affected, although a little less dramatically on a sales a day basis (8.5%, -5.3%, -3.6%, -3.5% and -3.0% respectively).

Month-on-Month

Compared with the previous month, October 2019, November's sales were 10.0% down. However, when adjusted for two less trading days in November, sales were down 1.4%.

All product categories were down month-on-month, including Heavy Building Materials (-10.9%), Timber & Joinery (-10.0%) and Ironmongery (-9.8%). Adjusted for trading days, the strongest performing sectors were Workwear & Safetywear (+9.3%) and Kitchens & Bathrooms (+8.0%).

Other periods

Sales in the 12 months December 2018 to November 2019 were down 0.2% on the same period last year. However, adjusting for one less trading day year-to-date sales are slightly ahead at 0.2%.

Index

November's BMBI index was 113.4, with Plumbing, Heating & Electrical the highest at 134.6.

Total Builders' Merchant sales in November were down 7.4% compared with the same month in 2018. Average sales a day were down 3%.

The Expert Panel

Speaking for their markets - 1

The Builders Merchant Building Index (BMBI) includes a growing panel of industry Experts. In each quarterly report they comment on the market, with a particular focus on the story behind the trends. Experts are leading brands, or brands aspiring to become leaders, who are the voice of their markets.

The Q3 2019 report, which includes commentary from our experts is available [here](#)

Meet the Builders Merchant Building Index Experts:



Kevin Morgan
Group Commercial Director
The Crystal Group



Expert for PVC-U Windows & Doors

[Read latest Comment: Q3 2019 Report](#)



John Coe
Commercial Director
Alumasc Water Management Systems



Expert for Civils, Metal Rainwater & Drainage

[Read latest Comment: Q3 2019 Report](#)



John Duffin
Managing Director
Keylite Roof Windows



Expert for Roof Windows

[Read latest Comment: Q3 2019 Report](#)



Andrew Simpson
Packed Products Director
Hanson Cement



Expert for Cement & Aggregates

[Read latest Comment: Q3 2019 Report](#)



Nigel Cox
Managing Director
Timbmet



Expert for Timber & Panel Products

[Read latest Comment: Q3 2019 Report](#)



Paul Owen
Commercial Director Distribution
IKO PLC



Expert for Roofing Products

[Read latest Comment: Q3 2019 Report](#)

The Expert Panel

Speaking for their markets - 2



Derrick McFarland
Managing Director
Keystone Lintels

Expert for Steel Lintels



[Read latest Comment: Q3 2019 Report](#)



Simon Taylor
Director of Sales – Builders Merchants
Ibstock

Expert for Bricks



[Read latest Comment: Q3 2019 Report](#)



Neil Hargreaves
Managing Director
Knauf Insulation

Expert for Mineral Wool Insulation



[Read latest Comment: Q3 2019 Report](#)



Jeff House
Head of External Affairs
Baxi Heating UK (incorporating Heatrae Sadia)

Expert for Water Heating



[Read latest Comment: Q3 2019 Report](#)



Mike Beard
Merchant Development
Director
Encon Insulation

**Expert for Insulation Products -
Distribution**



[Read latest Comment: Q3 2019 Report](#)



Malcolm Gough
Group Sales & Marketing
Director
Talasey Group

**Expert for Natural Stone
Landscaping Products,
Vitrified Paving & Artificial Grass**



[Read latest Comment: Q3 2019 Report](#)



Paul Roughan
Trade Merchants Sales Director
Dulux Trade

Expert for Paint



[Read latest Comment: Q3 2019 Report](#)



Mike Tattam
Sales & Marketing Director
Lakes

**Expert for Shower Enclosures and
Showering**



[Read latest Comment: Q3 2019 Report](#)

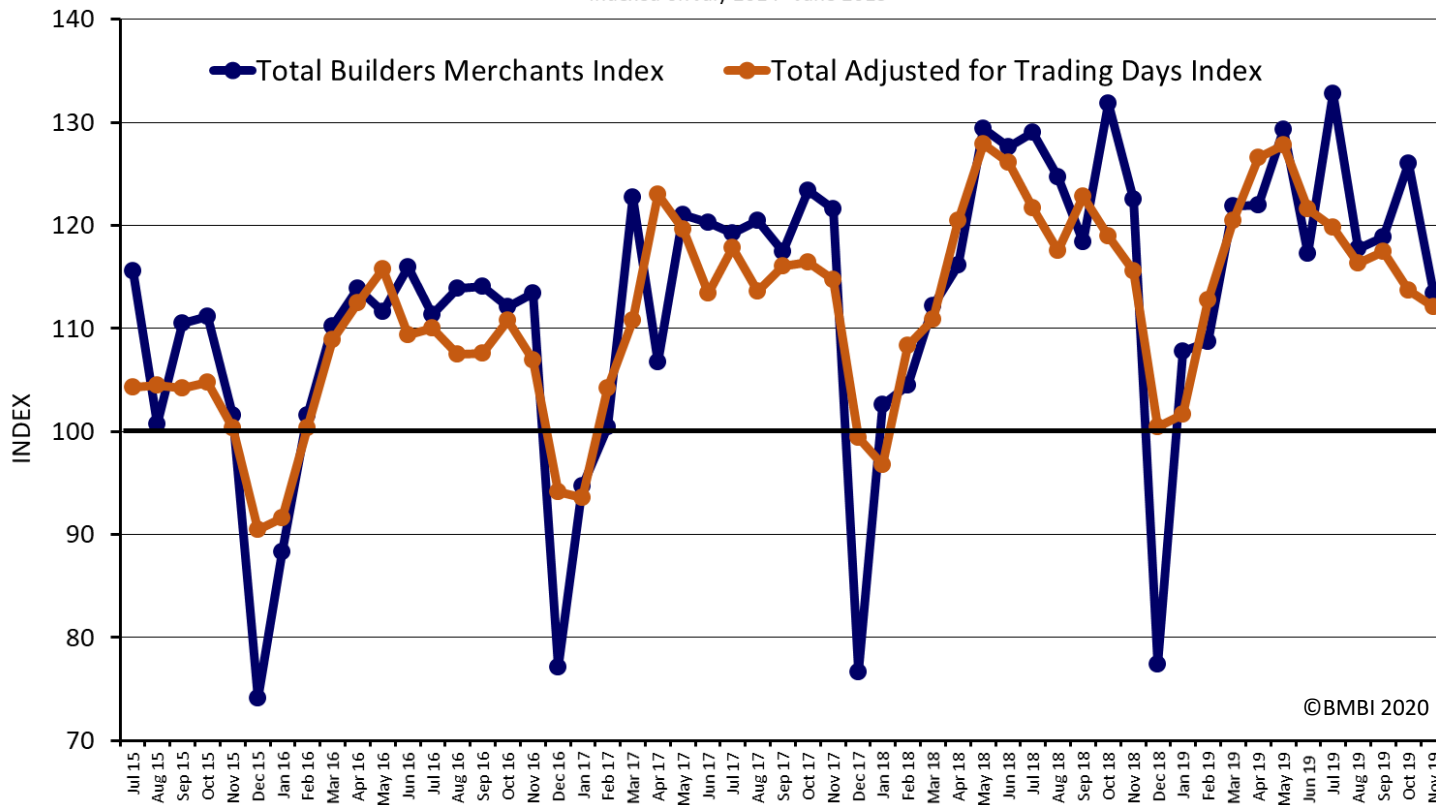
Monthly: Index

Adjusted and unadjusted for trading days



Total Builders Merchants Index v Total Adjusted for Trading Days Index

Indexed on July 2014 - June 2015



©BMBI 2020

For number of trading days, see [here](#)

GfK Source: GfK's
Builders Merchants
Total Category Report
July 2015 to November 2019

Monthly: Index and Categories

November 2018* – November 2019

(Indexed on monthly average, July 2014 – June 2015)



		2018	2019										
MONTHLY SALES VALUE INDEX	Index	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov
Total Builders Merchants	100	77.4	107.8	108.7	121.9	122.0	129.3	117.2	132.8	117.7	118.9	126.0	113.4
Timber & Joinery Products	100	79.9	114.7	112.2	123.3	122.3	127.9	118.3	130.9	117.0	119.3	127.4	114.7
Heavy Building Materials	100	75.6	106.6	108.1	121.2	121.1	129.2	116.2	132.5	117.3	119.1	125.9	112.2
Decorating	100	78.9	104.7	103.4	114.8	109.7	115.1	108.1	124.2	113.2	112.5	122.1	113.1
Tools	100	73.0	100.3	99.8	108.8	99.5	104.5	96.7	106.7	97.3	100.0	111.8	102.8
Workwear & Safetywear	100	79.9	111.5	96.8	101.5	95.5	100.1	99.3	108.8	95.5	110.9	134.6	134.3
Ironmongery	100	84.5	120.8	115.5	125.2	122.5	127.6	117.7	133.1	120.6	120.7	131.9	118.9
Landscaping	100	64.0	87.1	98.2	131.6	154.5	171.1	146.6	165.4	136.7	125.3	119.1	98.2
Plumbing, Heating & Electrical	100	96.9	130.8	125.7	131.2	117.6	120.2	109.7	123.8	111.8	124.6	141.5	134.6
Renewables & Water Saving	100	45.8	69.3	65.7	78.5	64.5	61.4	73.1	76.1	78.0	76.0	74.6	72.2
Kitchens & Bathrooms	100	81.2	109.5	115.3	122.8	115.2	116.5	112.7	129.2	116.4	118.5	127.6	125.8
Miscellaneous	100	85.1	122.7	111.6	115.1	113.6	122.5	113.7	135.8	118.5	128.0	131.6	121.1
Services	100	79.9	94.5	99.7	110.0	113.6	121.8	106.4	125.6	116.0	113.2	122.6	112.9

*Click the web link below to see the complete series of indices from July 2015.

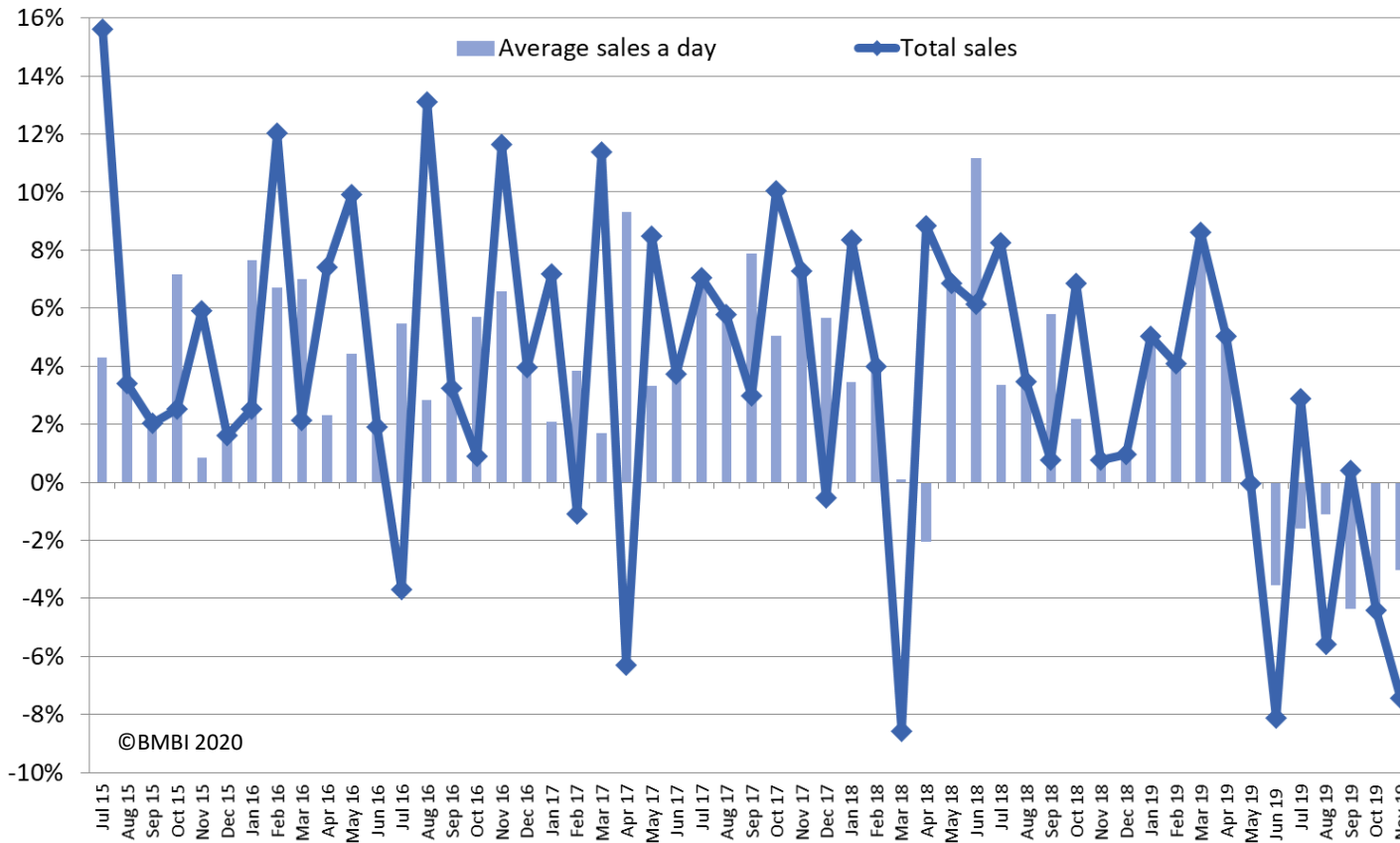
Source: GfK's
Builders Merchants
Total Category Report
July 2015 to November 2019

Monthly: Sales Indices

Adjusted and unadjusted for trading days



Monthly: Year on Year



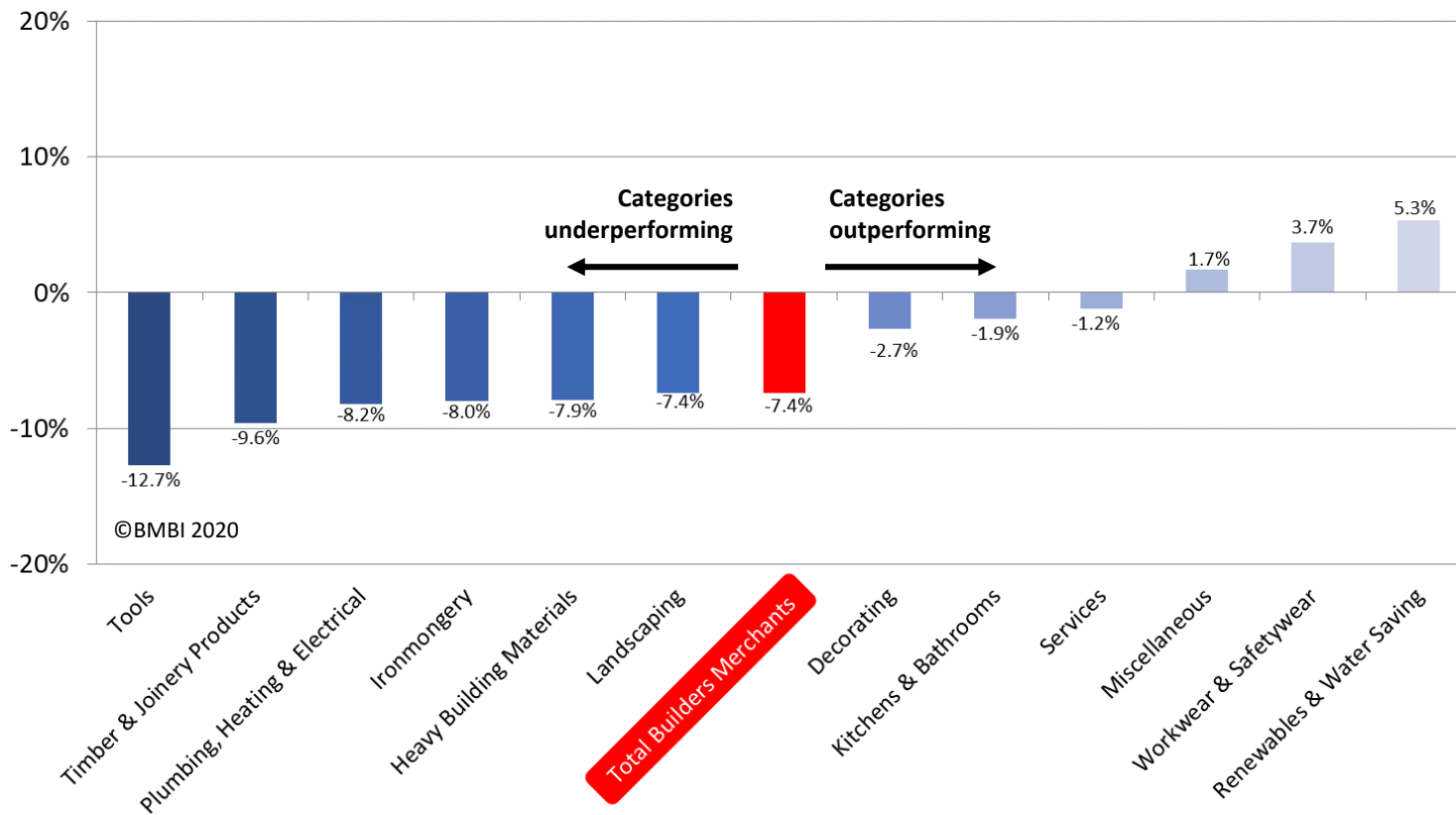
For number of trading days, see [here](#)

Source: GfK's Builders Merchants Total Category Report July 2015 to November 2019

Monthly: This Year v Last Year

November 2019 sales indices

November 2019 index v November 2018 index



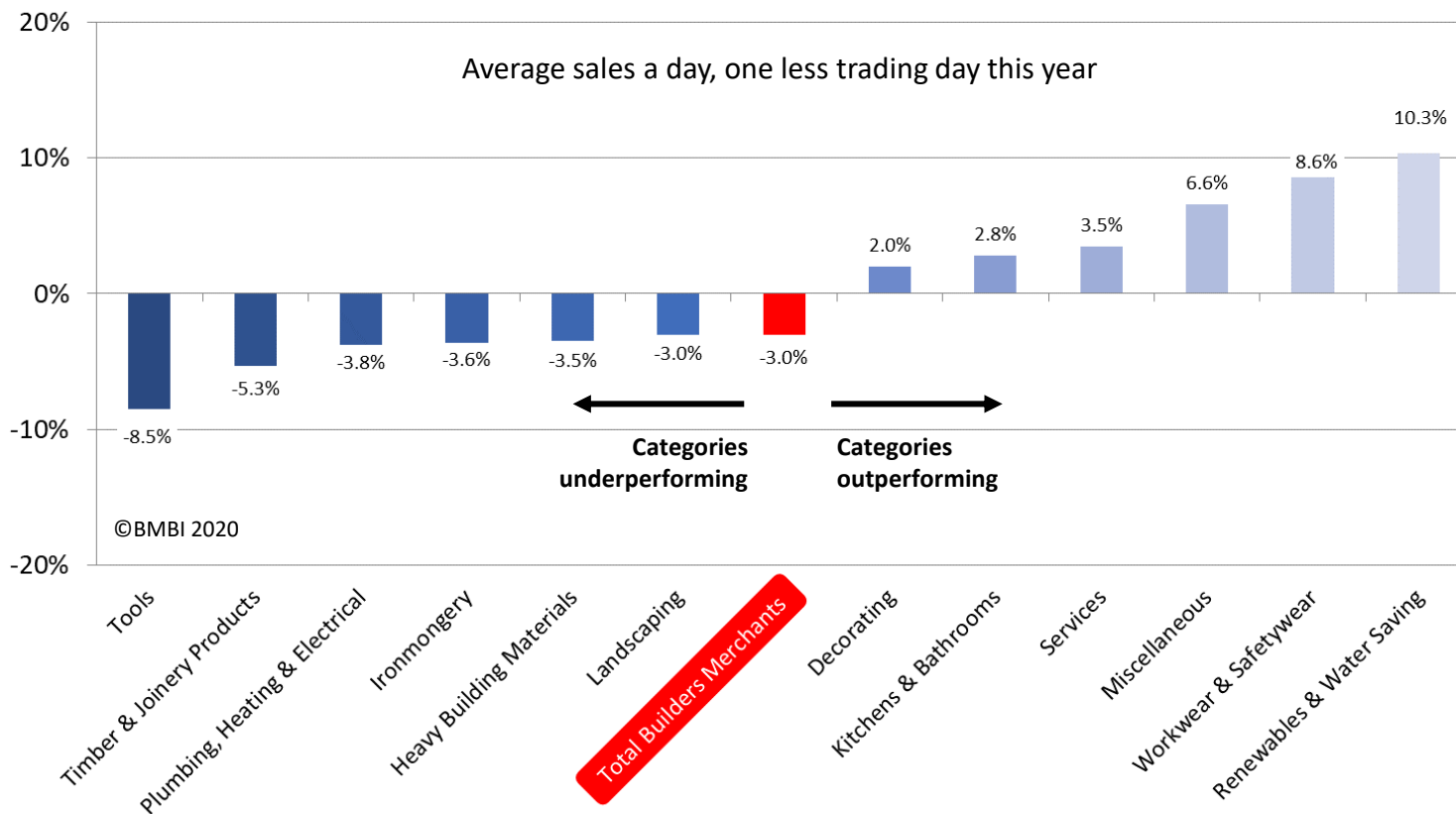
 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to November 2019

Monthly: This Year v Last Year

November 2019

average sales a day indices

November 2019 index v November 2018 index

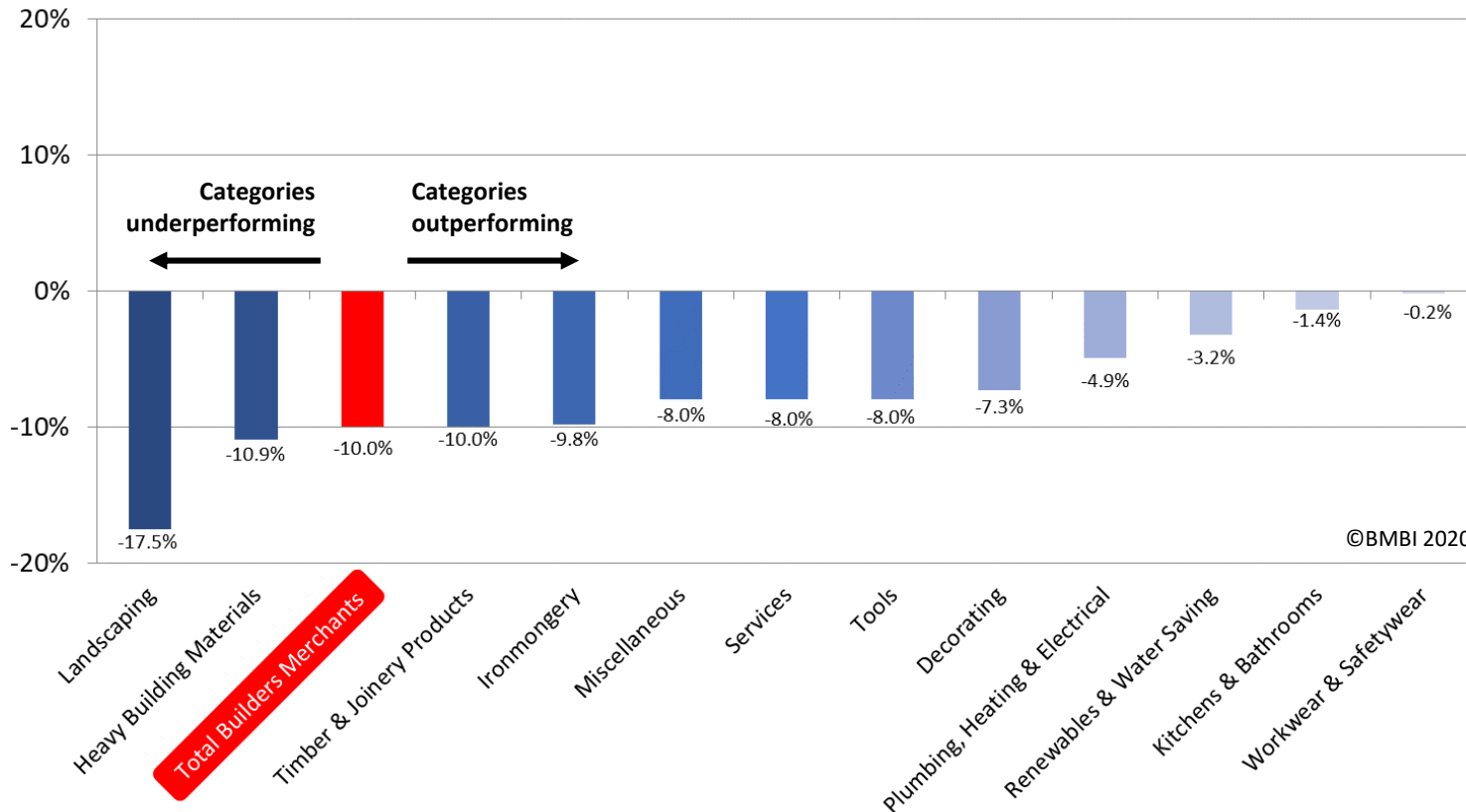


 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to November 2019

Monthly: This Month v Last Month

November 2019 sales indices

November 2019 index v October 2019 index



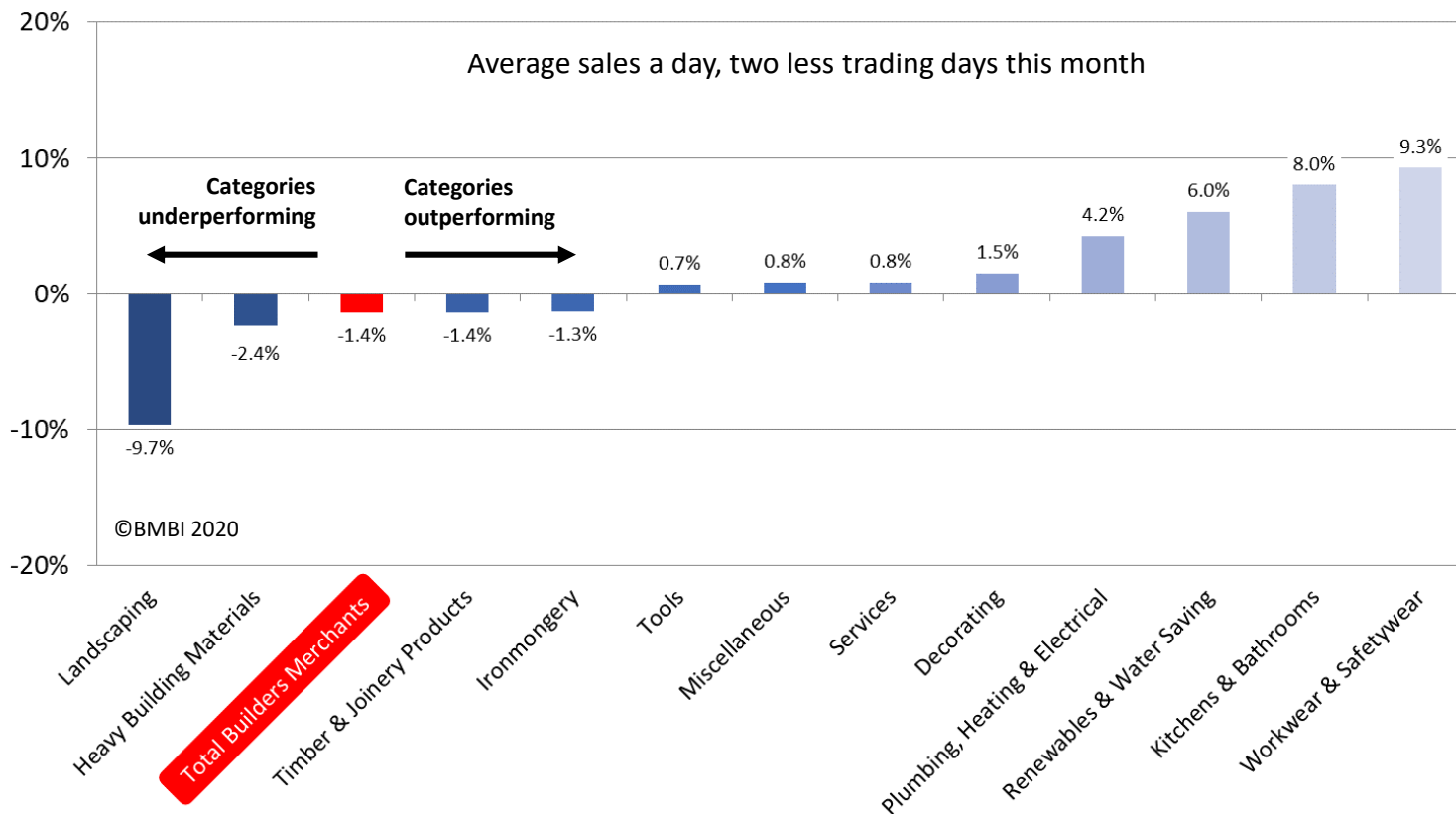
 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to November 2019

Monthly: This Month v Last Month

November 2019

average sales a day indices

November 2019 index v October 2019 index

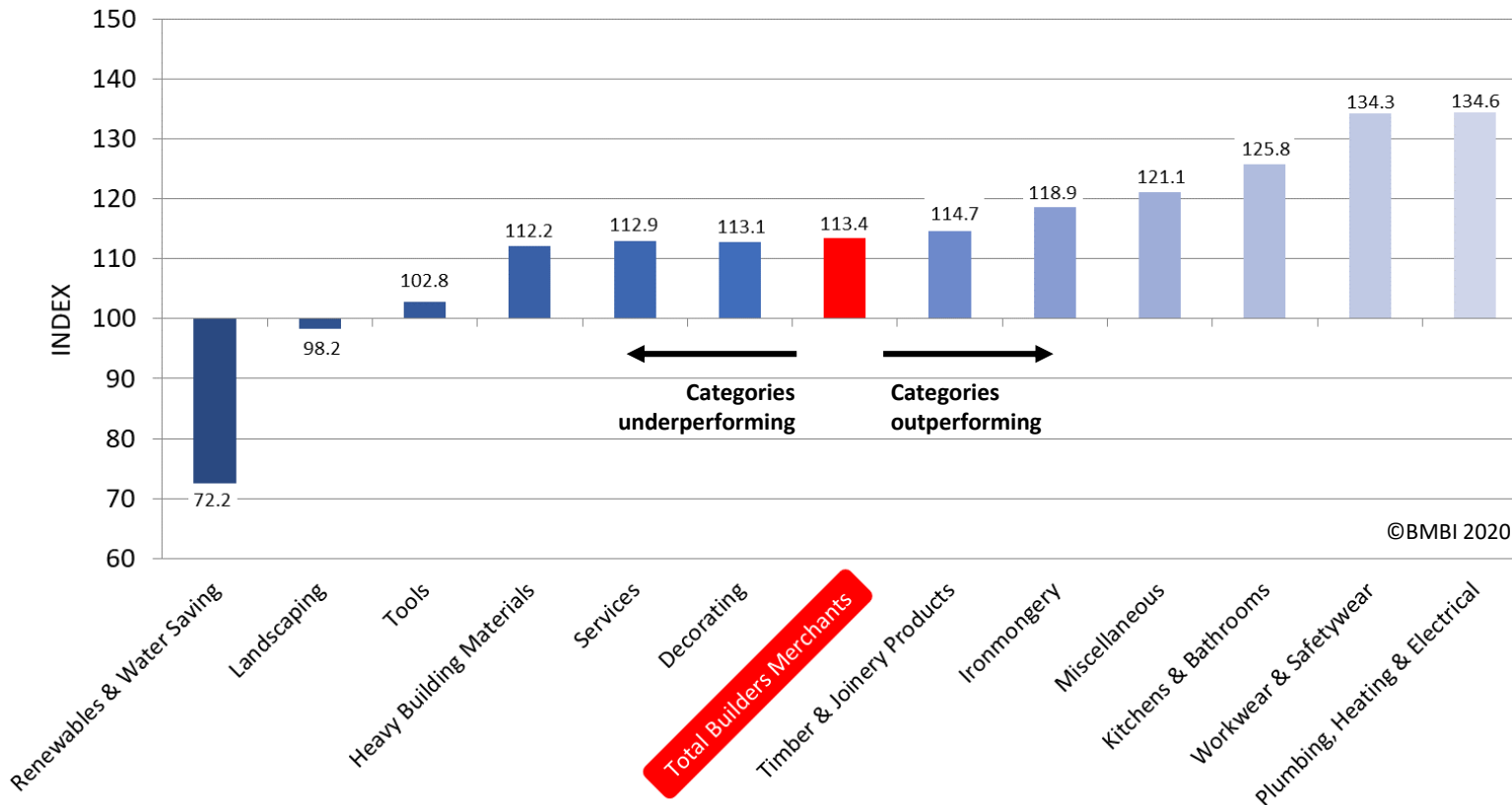


Source: GfK's
Builders Merchants
Total Category Report
July 2015 to November 2019

Monthly: Index and Categories

November 2019 index

November 2019 Index



 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to November 2019

Quarterly: Index and Categories

Quarter 3 2018* to Quarter 3 2019

(Indexed on July 2014 to June 2015)



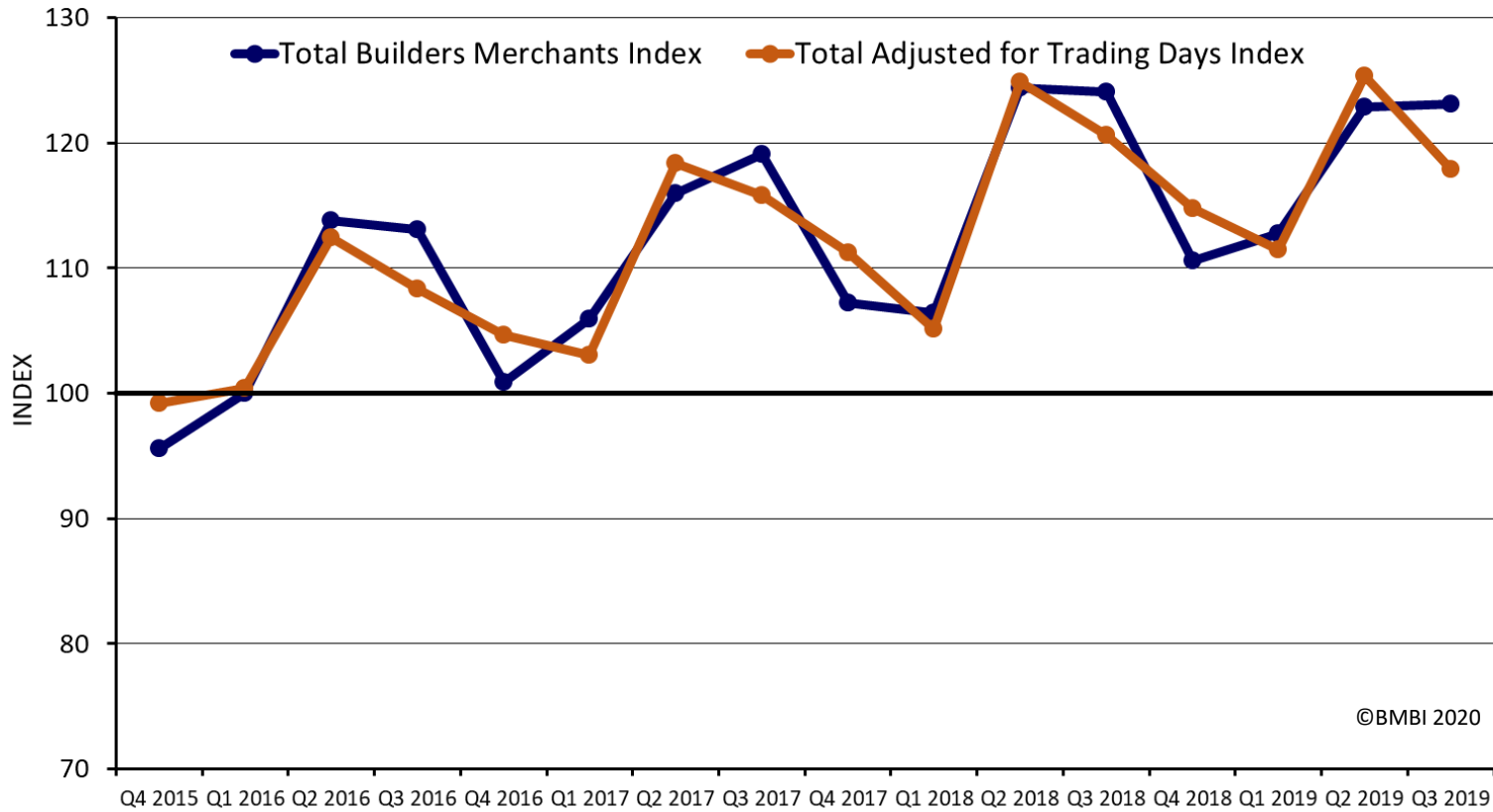
QUARTERLY SALES VALUE INDEX	Index	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019
Total Builders Merchants	100	124.0	110.6	112.7	122.9	123.1
Timber & Joinery Products	100	128.3	114.7	116.7	122.8	122.4
Heavy Building Materials	100	123.5	109.9	112.0	122.2	123.0
Decorating	100	116.5	106.5	107.5	111.0	116.6
Tools	100	110.1	104.7	103.0	100.2	101.4
Workwear & Safetywear	100	100.6	110.9	103.2	98.3	105.0
Ironmongery	100	123.7	115.8	120.5	122.6	124.8
Landscaping	100	140.6	98.7	105.6	157.4	142.5
Plumbing, Heating & Electrical	100	117.2	128.1	129.2	115.8	120.1
Renewables & Water Saving	100	68.7	63.6	71.2	66.3	76.7
Kitchens & Bathrooms	100	117.6	110.6	115.9	114.8	121.4
Miscellaneous	100	112.4	110.1	116.5	116.6	127.4
Services	100	116.1	106.4	98.8	113.9	118.3

*Click the web link below to see the complete series of quarterly indices from Q2, 2015.

Source: GfK's
Builders Merchants
Total Category Report
July 2015 to September 2019

Quarterly: Index

Adjusted and unadjusted for trading days



©BMBI 2020

 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to September 2019

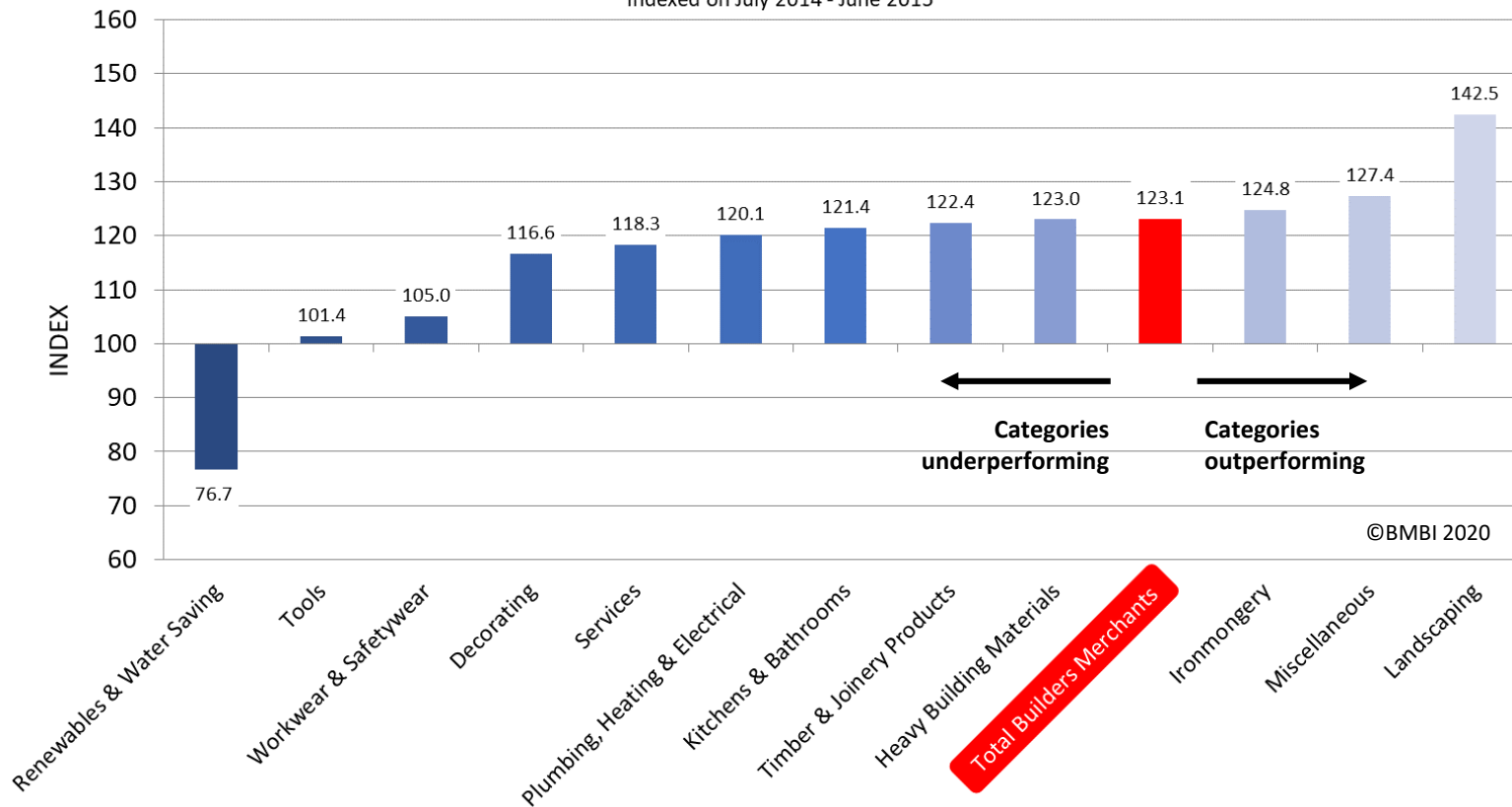
Quarterly: Index and Categories

Q3 2019 index



Quarter 3 2019

Indexed on July 2014 - June 2015



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GfK Source: GfK's
Builders Merchants
Total Category Report
July 2015 to September 2019

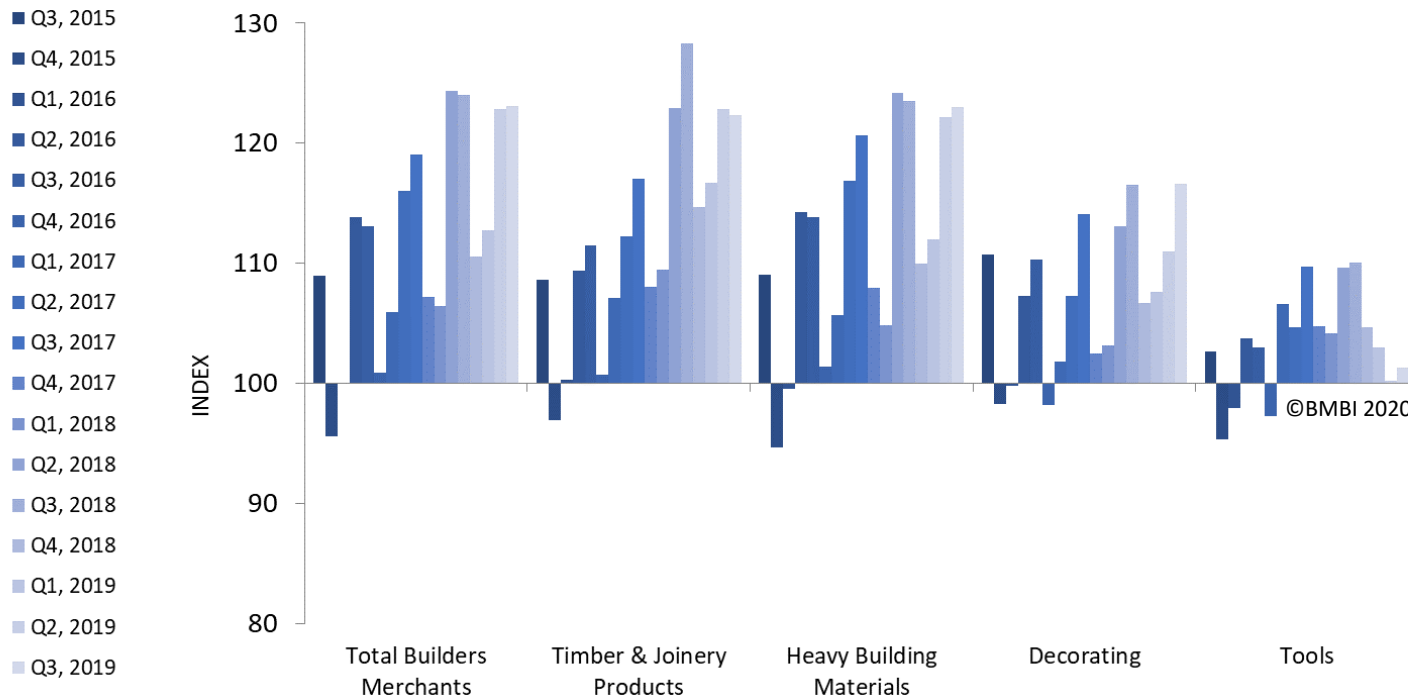
Quarterly: Index and Categories

Quarterly indices



Quarterly Indices

Q3 2015 to Q3 2019



Indexed on July 2014 to June 2015

Source: GfK's
Builders Merchants
Total Category Report
July 2015 to September 2019

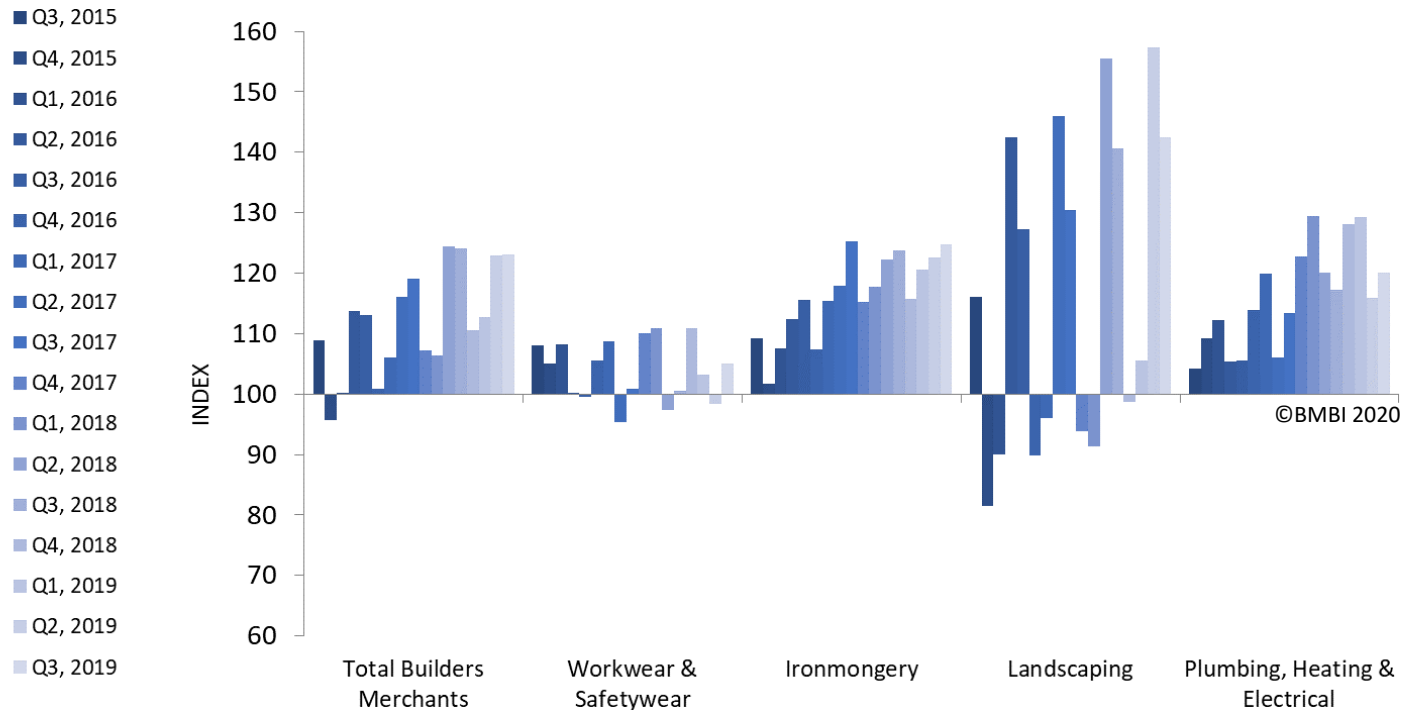
Quarterly: Index and Categories

Quarterly indices



Quarterly Indices

Q3 2015 to Q3 2019



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Source: GfK's Builders Merchants Total Category Report July 2015 to September 2019

Indexed on July 2014 to June 2015

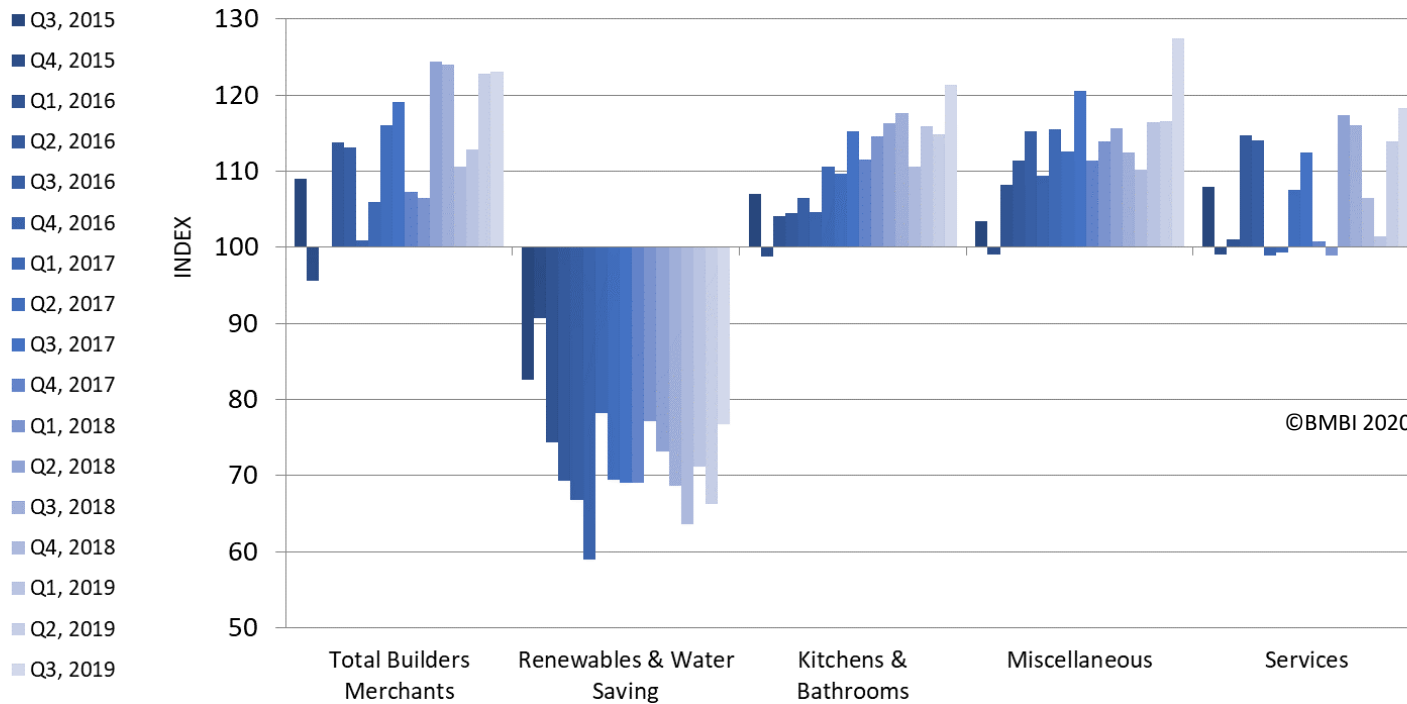
Quarterly: Index and Categories

Quarterly indices



Quarterly Indices

Q3 2015 to Q3 2019



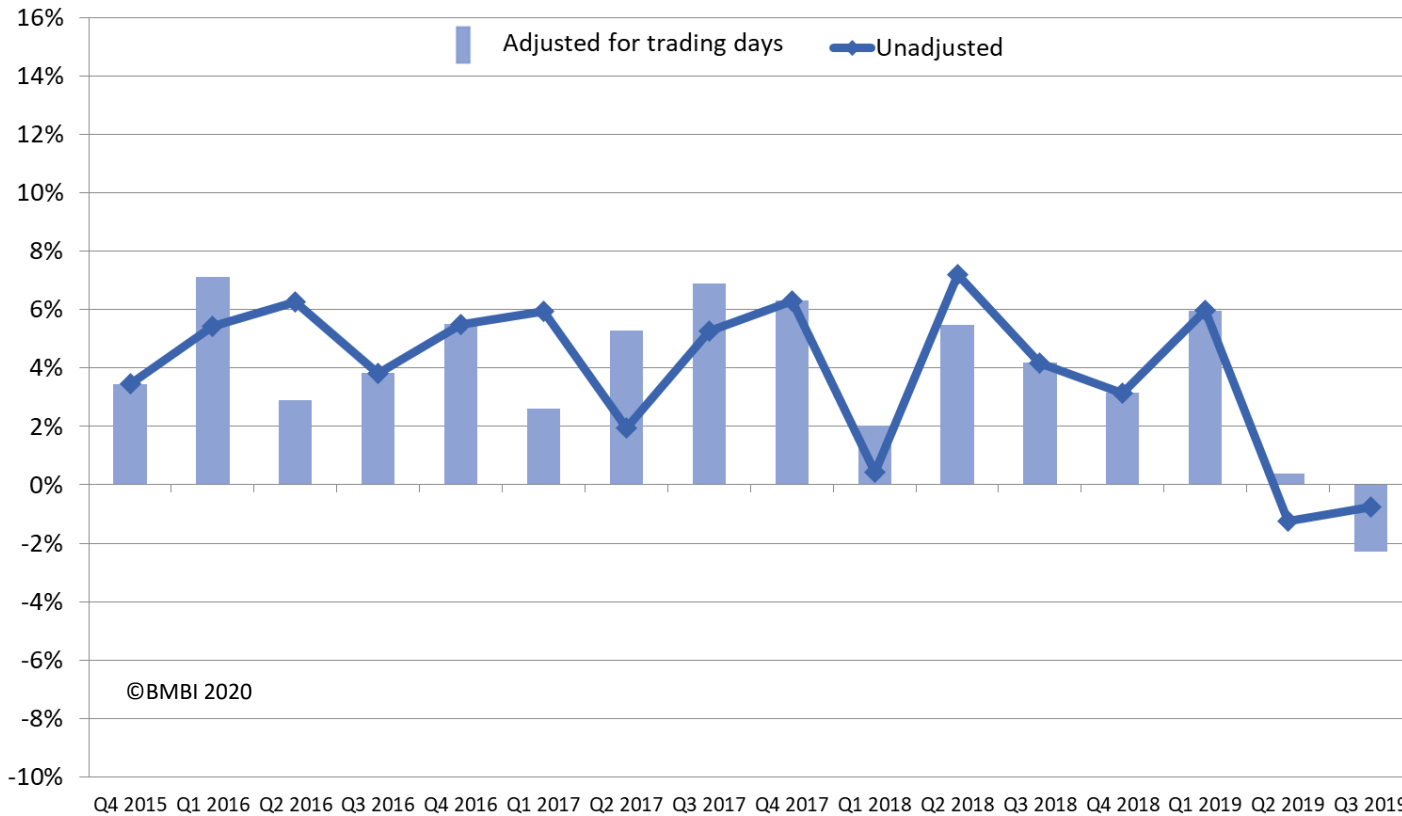
Indexed on July 2014 to June 2015

Source: GfK's Builders Merchants Total Category Report July 2015 to September 2019

Quarterly: Sales Indices

Adjusted and unadjusted for trading days

Quarterly Indices: Year on Year



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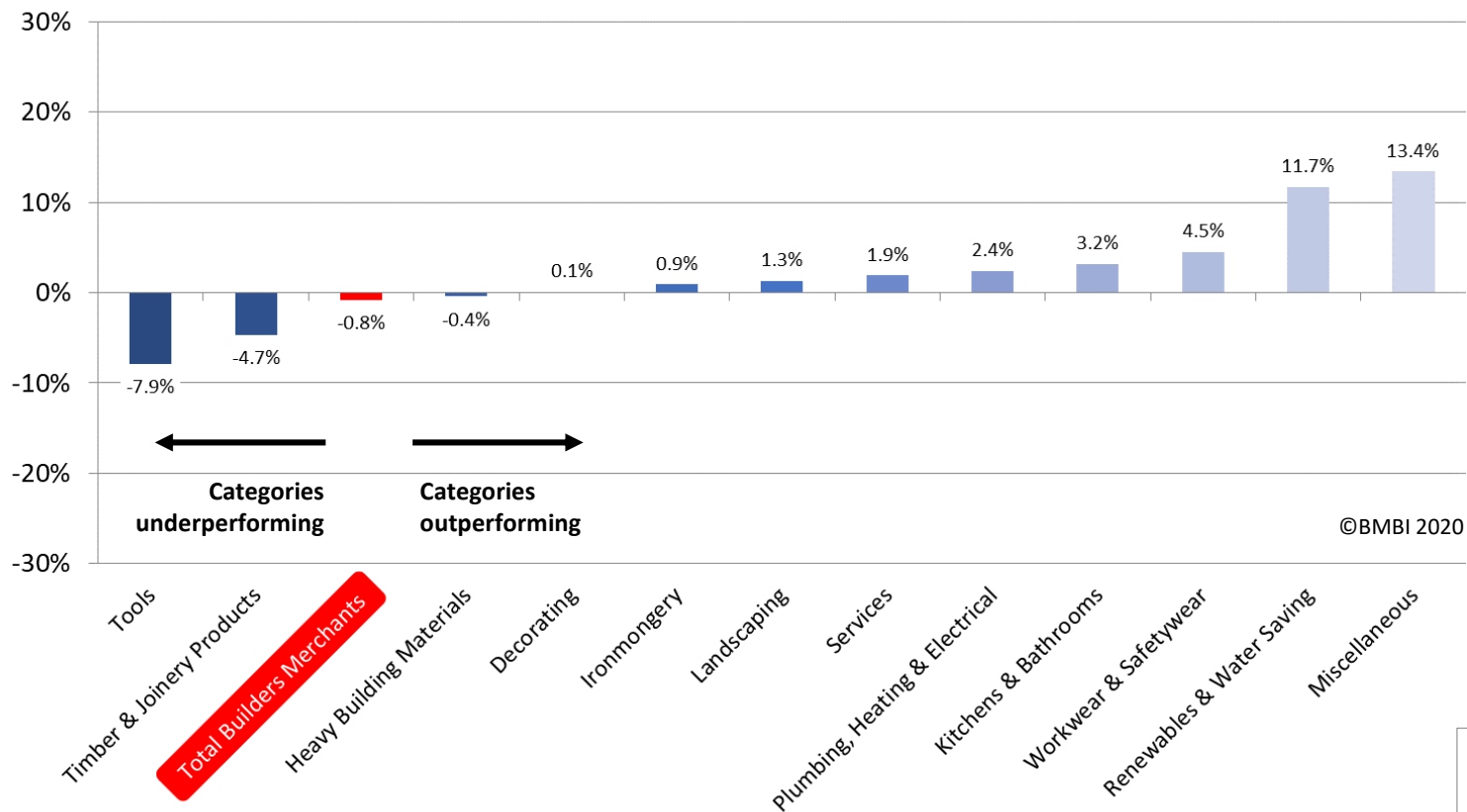
 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to September 2019

Quarterly: This Year v Last Year

Q3 2019 sales indices



Quarter 3 2019 index v Quarter 3 2018 index



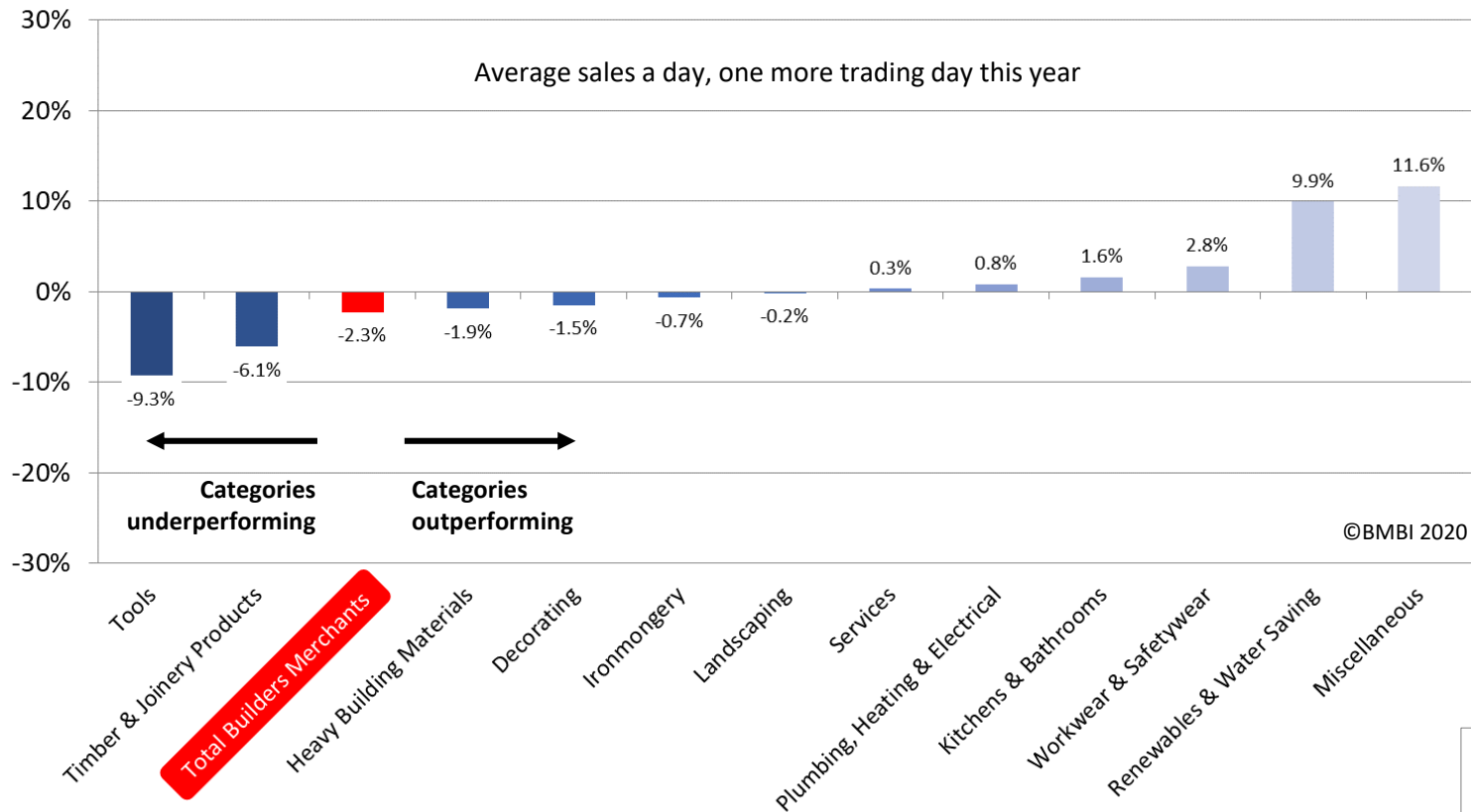
GfK Source: GfK's
Builders Merchants
Total Category Report
July 2015 to September 2019

Quarterly: This Year v Last Year

Q3 2019 average sales a day indices



Quarter 3 2019 index v Quarter 3 2018 index



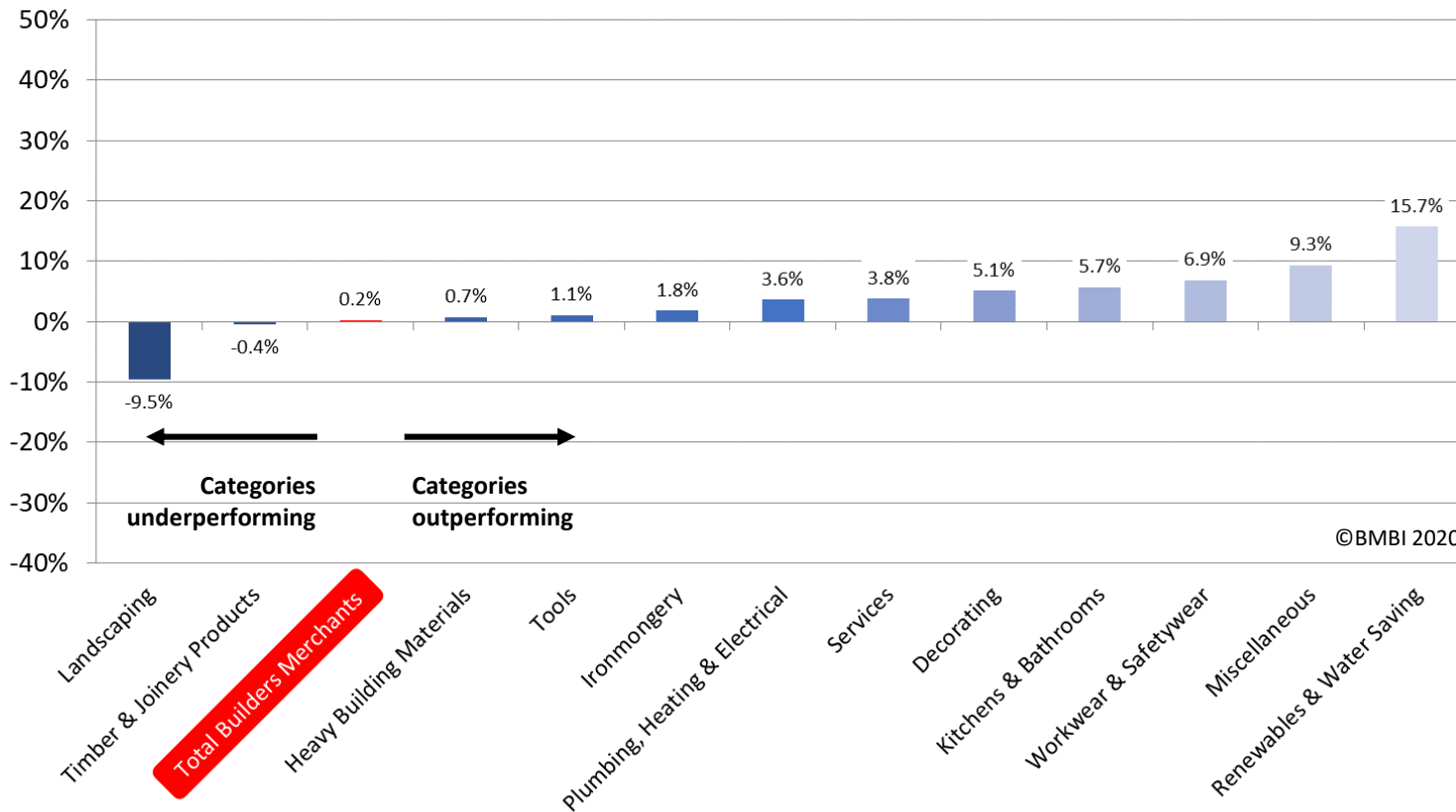
Source: GfK's Builders Merchants Total Category Report July 2015 to September 2019

Quarterly: Quarter on Quarter

Q3 2019 sales indices



Quarter 3 2019 v Quarter 2 2019



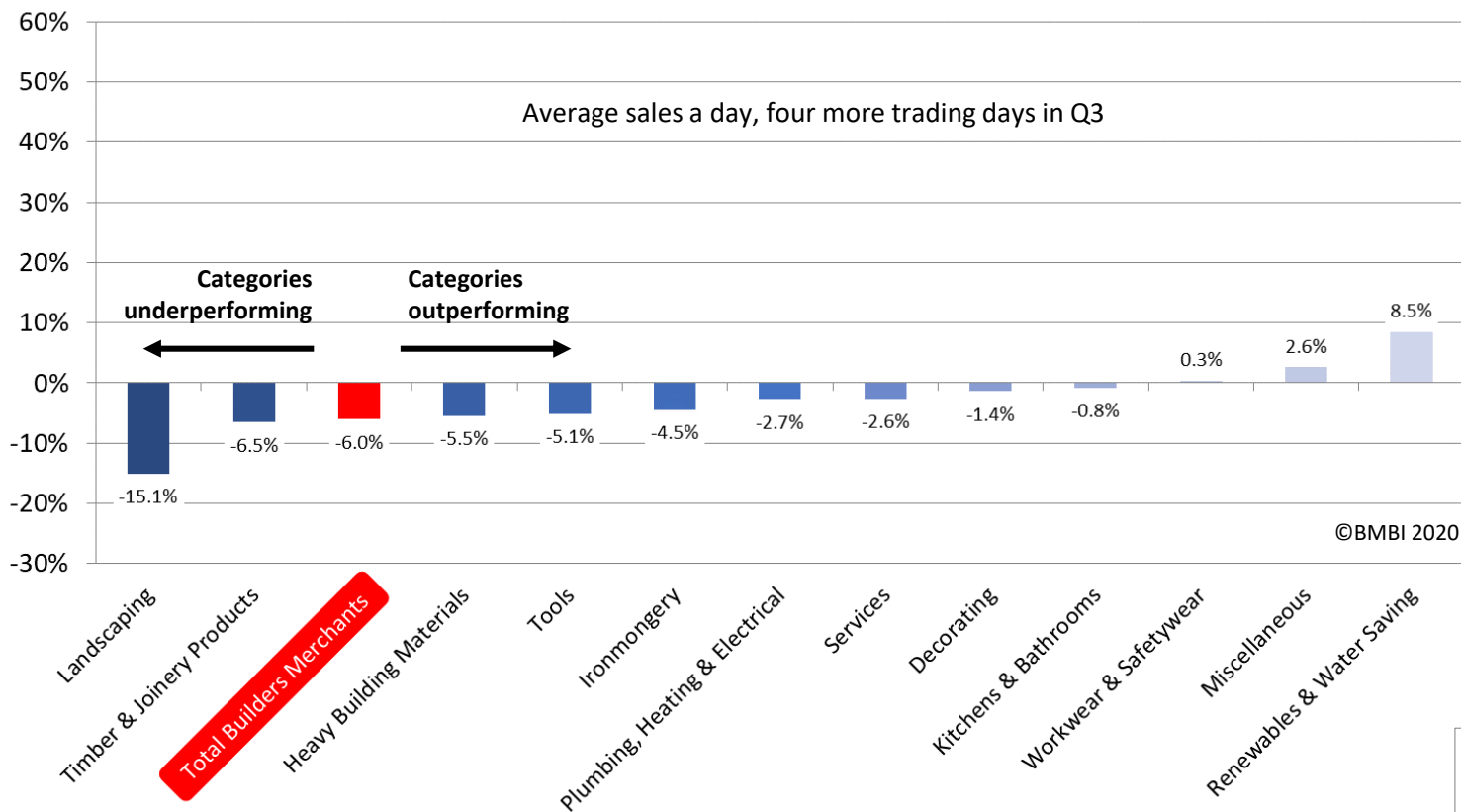
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Source: GfK's
Builders Merchants
Total Category Report
July 2015 to September 2019

Quarterly: Quarter on Quarter

Q3 2019 average sales a day indices

Quarter 3 2019 v Quarter 2 2019



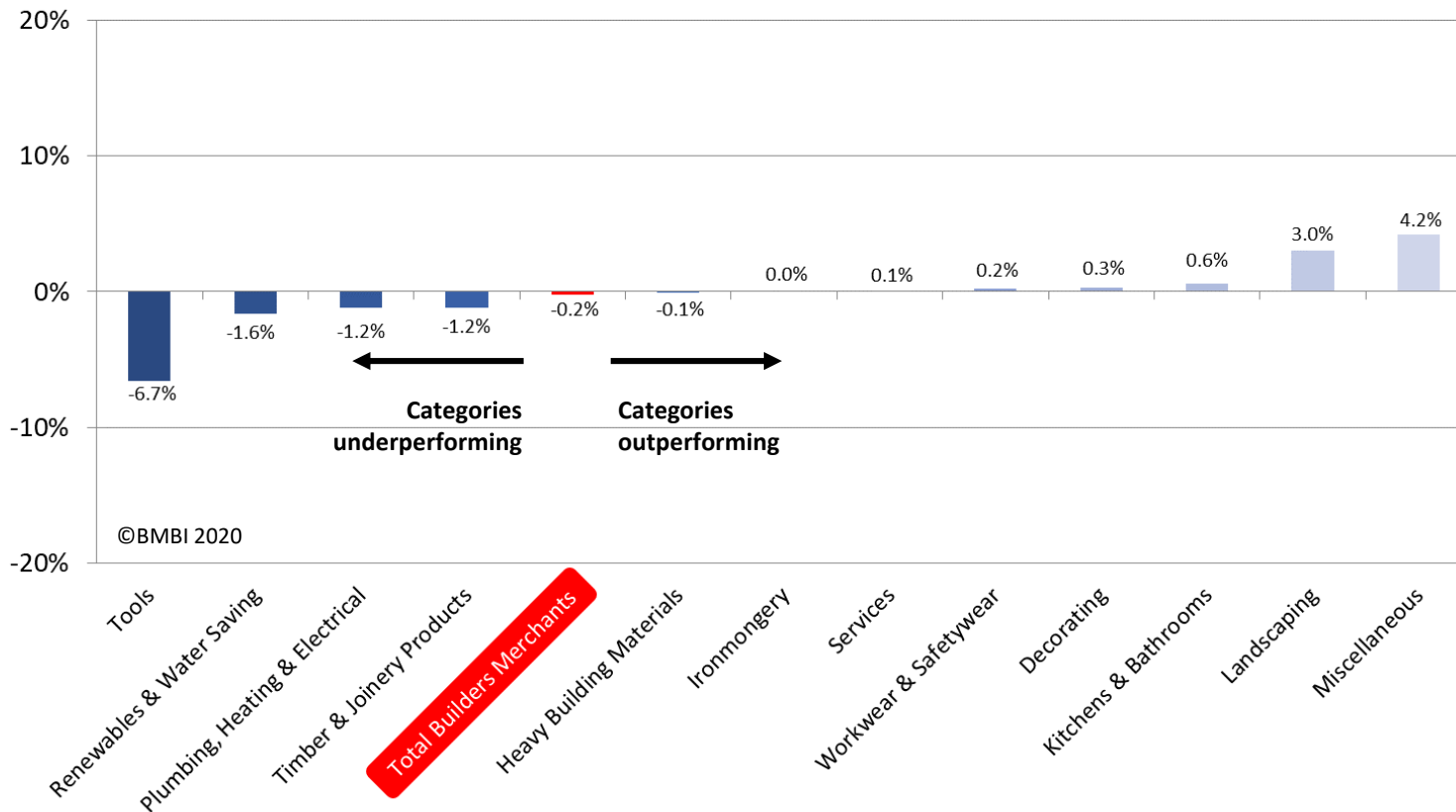
Source: GfK's
Builders Merchants
Total Category Report
July 2015 to September 2019

Last 12 Months: Year on Year

Rolling 12 months sales indices



12 months Dec 18 to Nov 19 v 12 months Dec 17 to Nov 18



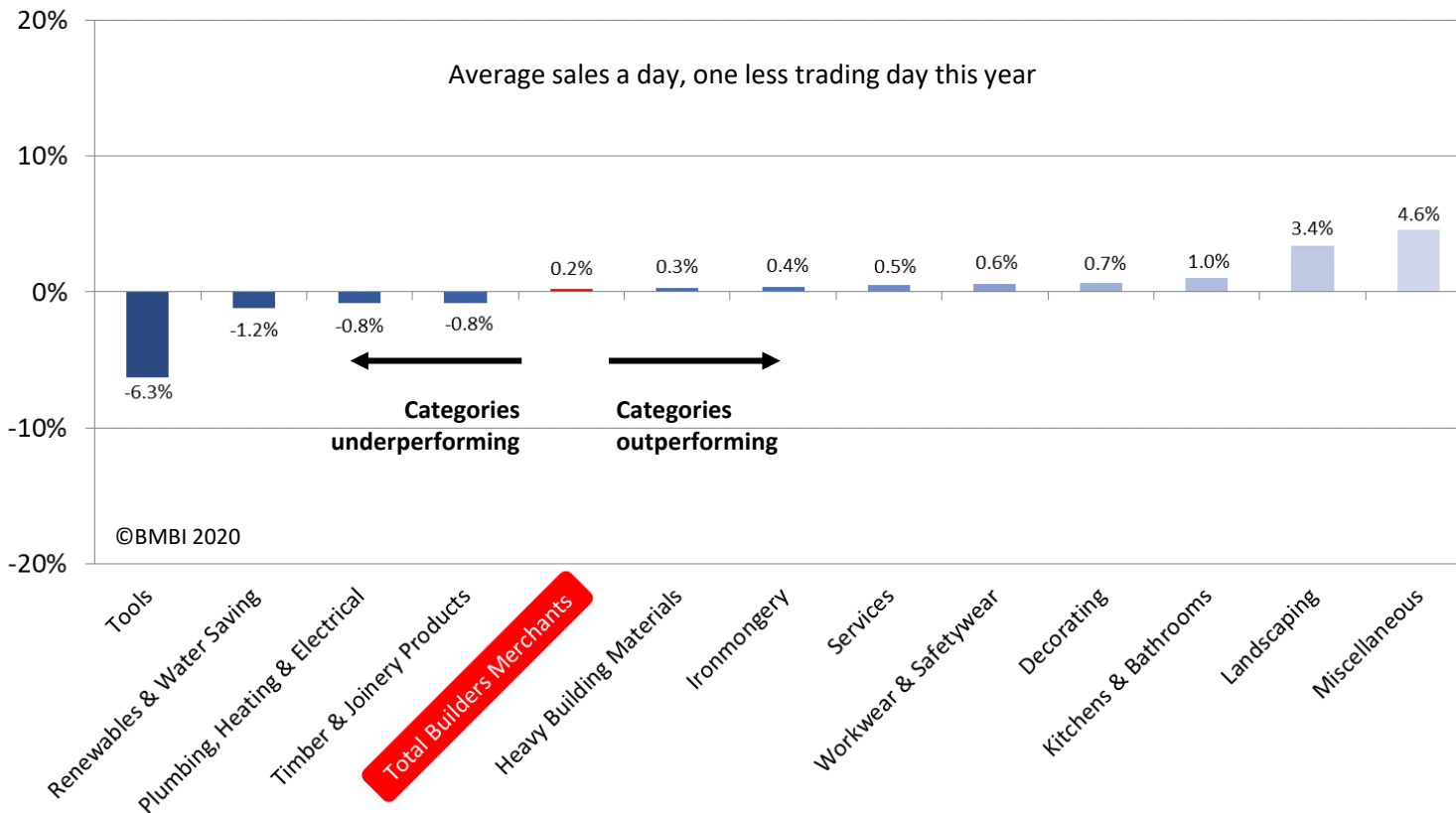
GfK Source: GfK's
Builders Merchants
Total Category Report
July 2015 to November 2019

Last 12 Months: Year on Year

Rolling 12 months
average sales a day indices



12 months Dec 18 to Nov 19 v 12 months Dec 17 to Nov 18



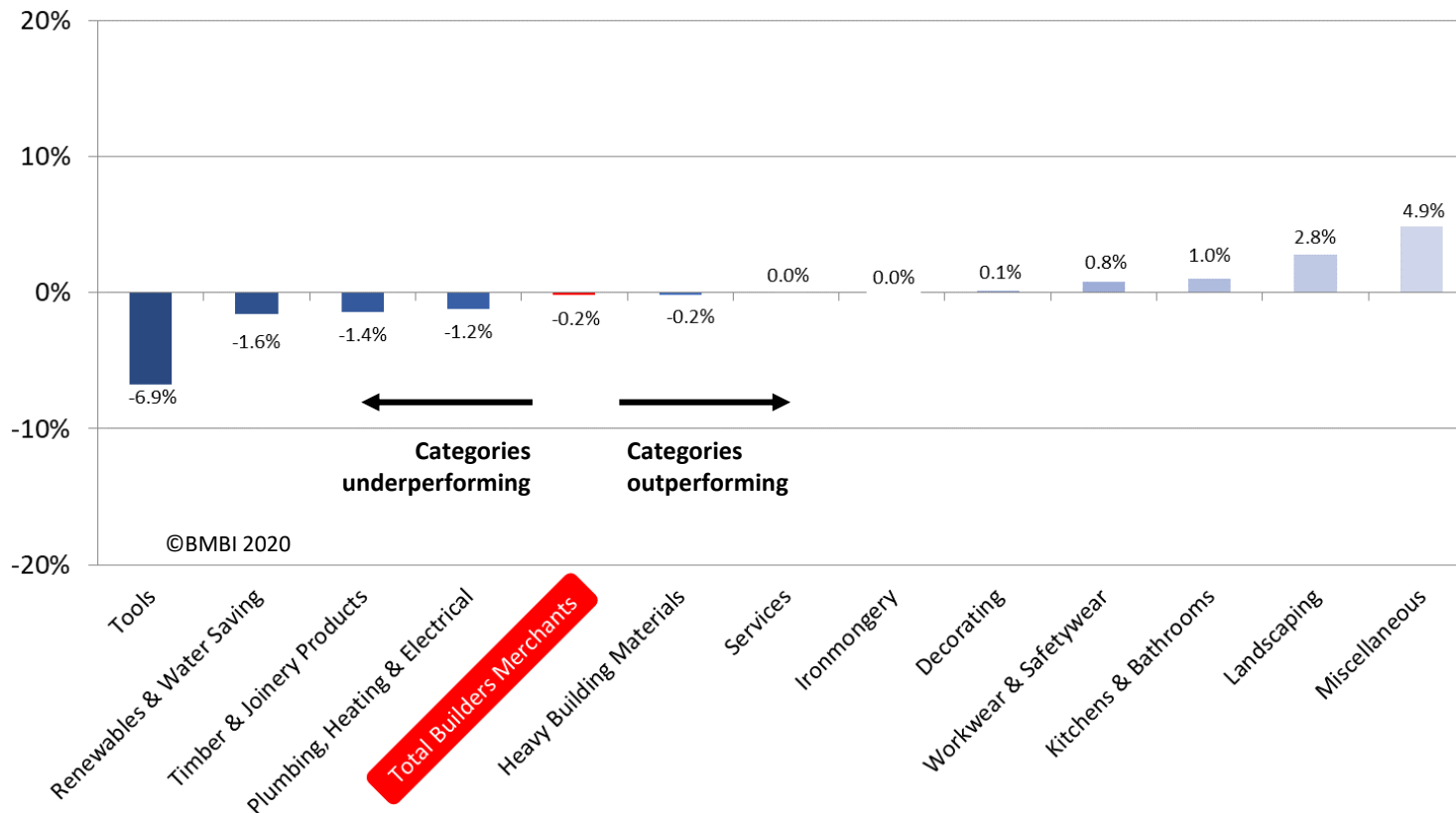
 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to November 2019

Year to Date: Year on Year

January to November



YTD Jan to Nov 2019 -v- Jan to Nov 2018



GfK Source: GfK's
Builders Merchants
Total Category Report
July 2015 to November 2019

Year to Date: Year on Year

January to November
average sales a day



YTD Jan to Nov 2019 -v- Jan to Nov 2018



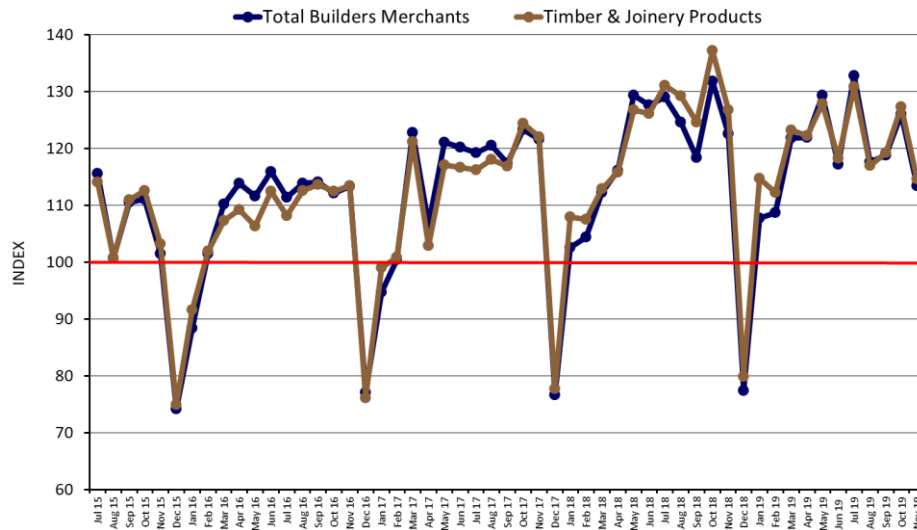
Source: GfK's
Builders Merchants
Total Category Report
July 2015 to November 2019

Monthly: Indices

November 2019

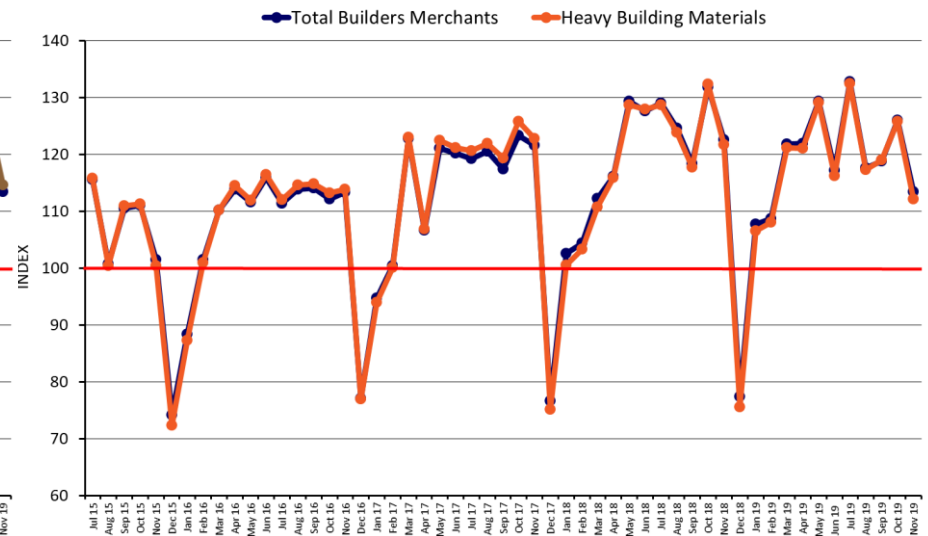


Timber & Joinery Products



Indexed on July 2014 – June 2015

Heavy Building Materials



Indexed on July 2014 – June 2015

Source: GfK's
Builders Merchants
Total Category Report
July 2015 to November 2019

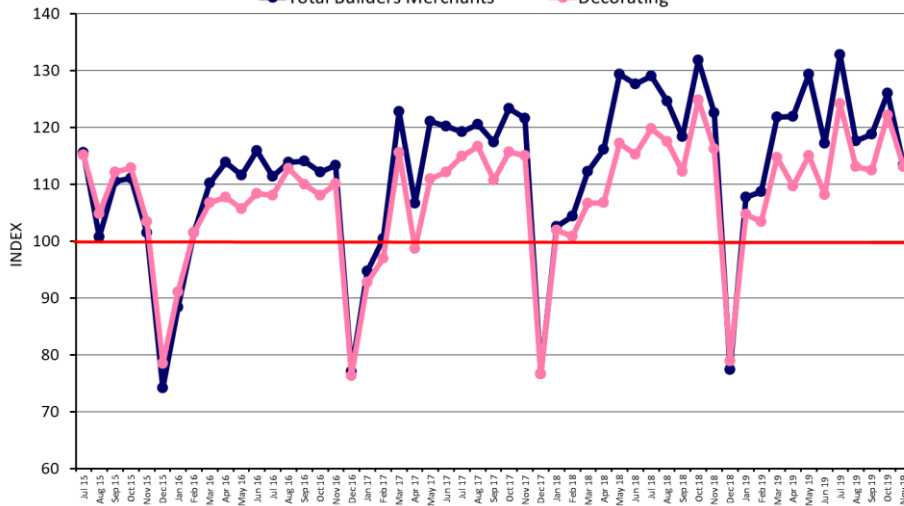
Monthly: Indices

November 2019



Decorating

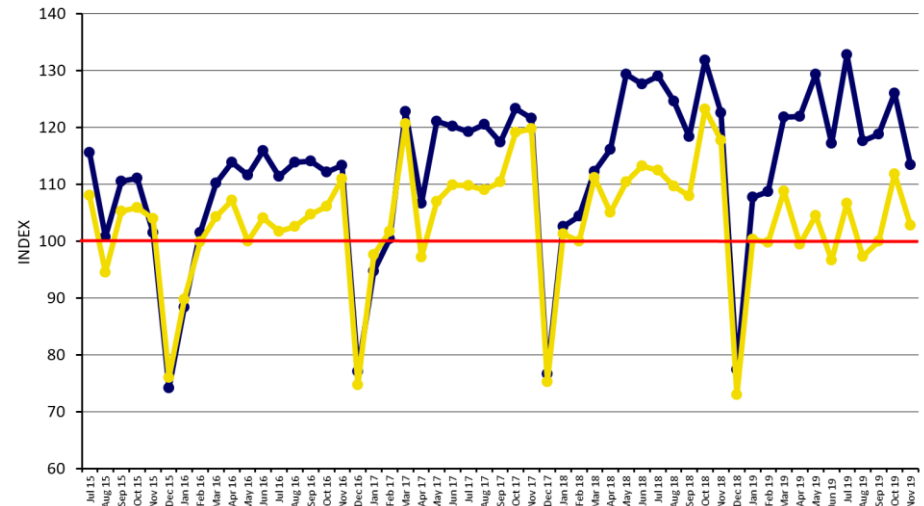
— Total Builders Merchants — Decorating



Indexed on July 2014 – June 2015

Tools

— Total Builders Merchants — Tools



Indexed on July 2014 – June 2015

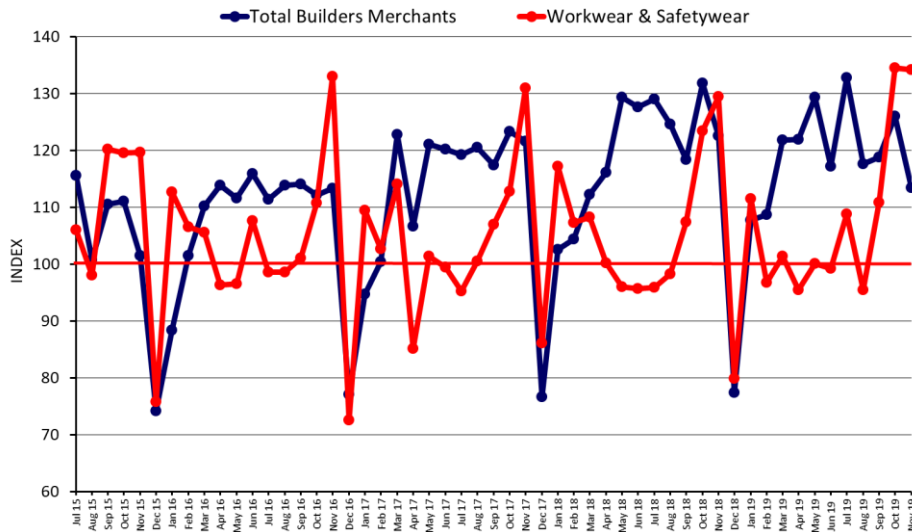
Source: GfK's
Builders Merchants
Total Category Report
July 2015 to November 2019

Monthly: Indices

November 2019

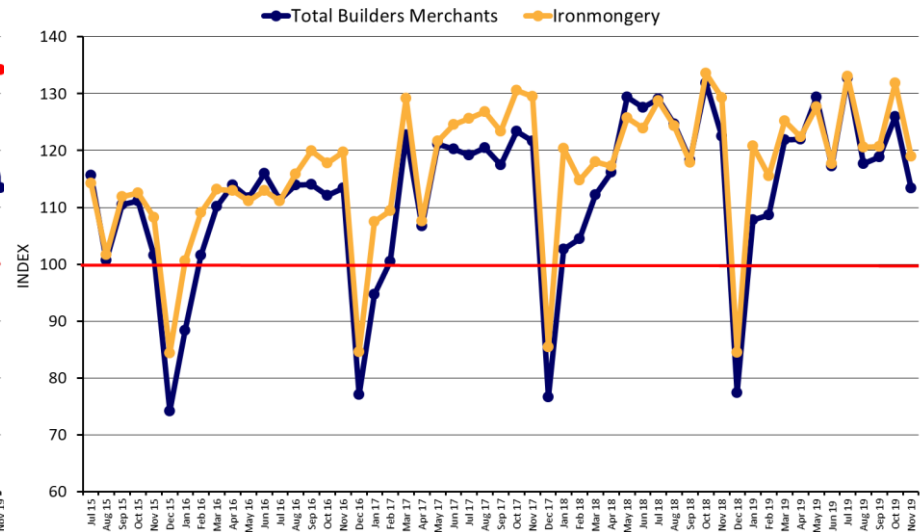


Workwear & Safetywear



Indexed on July 2014 – June 2015

Ironmongery



Indexed on July 2014 – June 2015

Source: GfK's
Builders Merchants
Total Category Report
July 2015 to November 2019

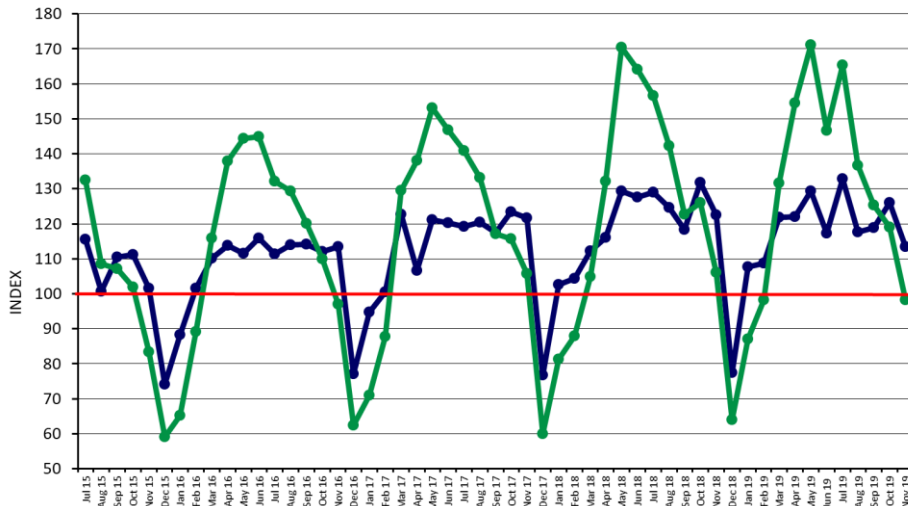
Monthly: Indices

November 2019



Landscaping

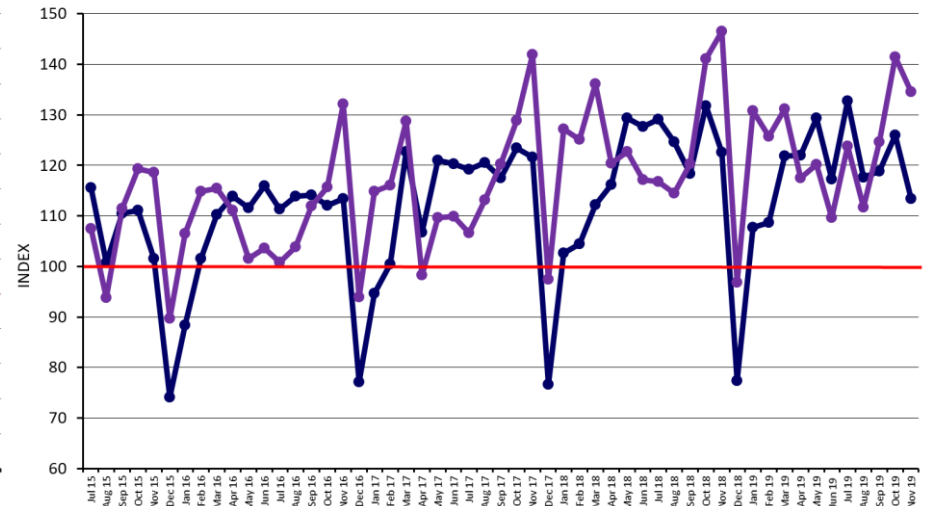
■ Total Builders Merchants ■ Landscaping



Indexed on July 2014 – June 2015

Plumbing, Heating & Electrical

■ Total Builders Merchants ■ Plumbing, Heating & Electrical



Indexed on July 2014 – June 2015

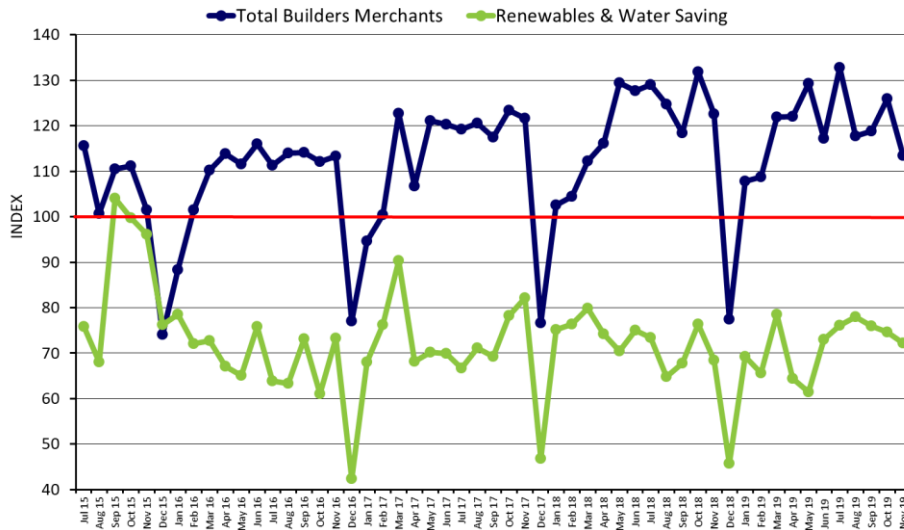
Source: GfK's
Builders Merchants
Total Category Report
July 2015 to November 2019

Monthly: Indices

November 2019

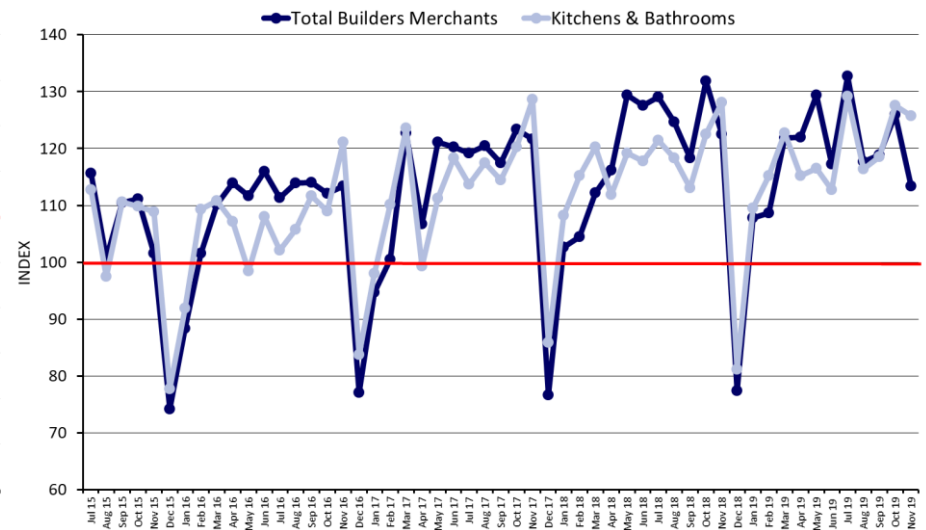


Renewables & Water Saving



Indexed on July 2014 – June 2015

Kitchens & Bathrooms



Indexed on July 2014 – June 2015

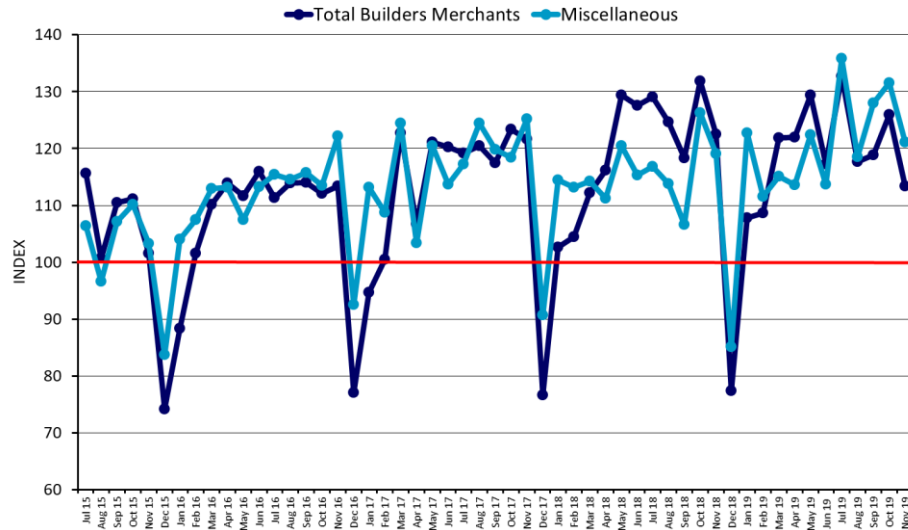
Source: GfK's
Builders Merchants
Total Category Report
July 2015 to November 2019

Monthly: Indices

November 2019

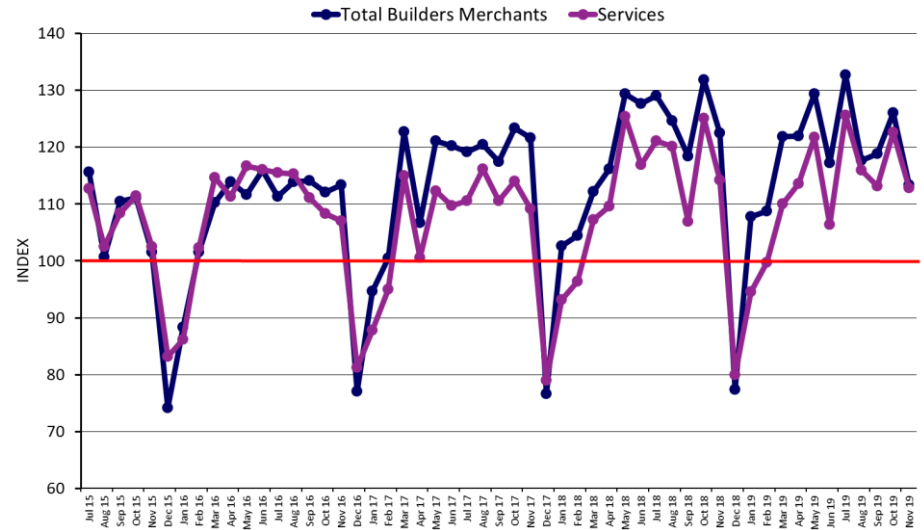


Miscellaneous



Indexed on July 2014 – June 2015

Services



Indexed on July 2014 – June 2015

Source: GfK's
Builders Merchants
Total Category Report
July 2015 to November 2019

Trading Days



Monthly

Index: 20.8

2015											
						Jul	Aug	Sep	Oct	Nov	Dec
						22	20	22	22	21	17
2016											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
20	21	21	21	20	22	21	22	22	21	22	17
2017											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
21	20	23	18	21	22	21	22	21	22	22	16
2018											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
22	20	21	20	21	21	22	22	20	23	22	16
2019											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	
22	20	21	20	21	20	23	21	21	23	21	

Quarterly

Index: 62.4

2015			
			Q4
			60
2016			
Q1	Q2	Q3	Q4
62	63	65	60
2017			
Q1	Q2	Q3	Q4
64	61	64	60
2018			
Q1	Q2	Q3	Q4
63	62	64	61
2019			
Q1	Q2	Q3	
63	61	65	

Half Year

Index: 125

2016	
H1	H2
125	125
2017	
H1	H2
125	124
2018	
H1	H2
125	125
2019	
H1	H2
124	

Full Year

Index: 250

2016
250
2017
249
2018
250
2019

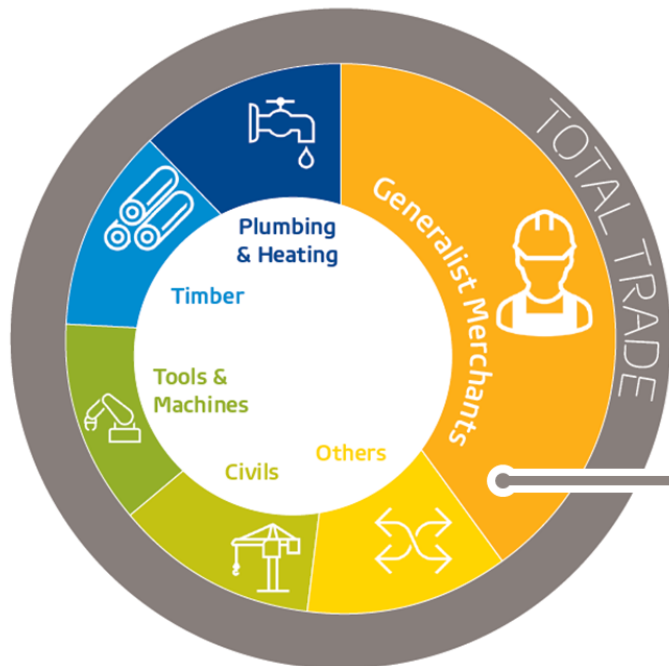

 Source: GfK's
 Builders Merchants
 Total Category Report
 July 2015 to November 2019

GfK's Panel

Generalist Builders Merchant Panel (GBM's)



The Multiple Generalist Builders Merchants Channel



Generalist Builders Merchants

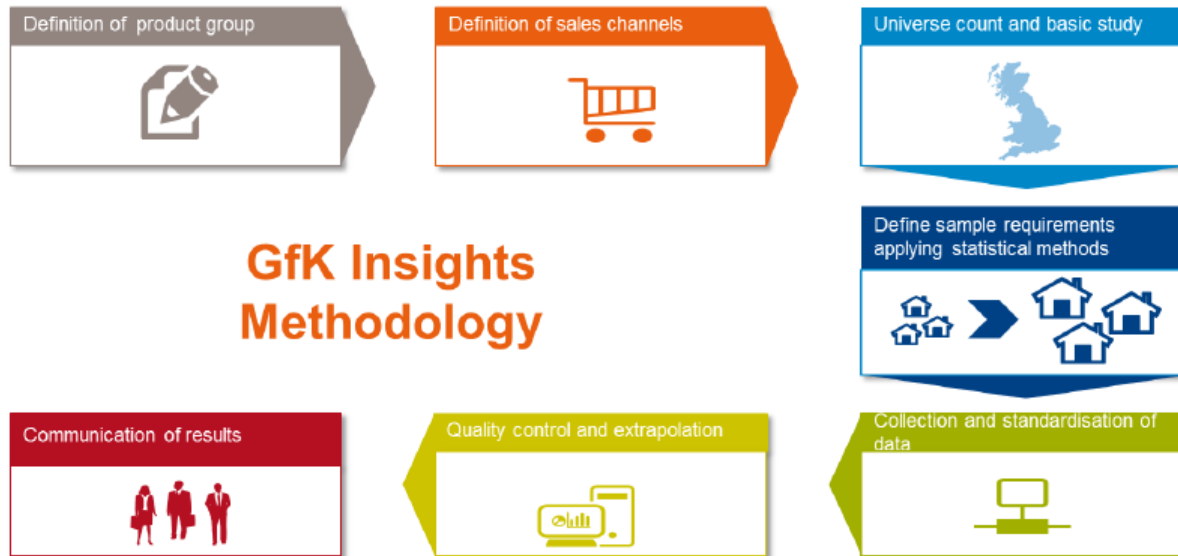
Builder Merchants handle an extended range of building materials and components (e.g. doors, windows, interior furnishing materials, insulation materials, tiles, cement, mortar, adhesives, sealants, nails, hardware products, pipes, ironware, paint) and generate their turnover with professional end users.

Multiple merchants are those defined as having more than 3 outlets or a turnover of greater than £3m p.a.

Examples include:



GfK Insights Methodology



GfK collect live sales-out data from our panel of merchant partners.

We add value to that data through the application of each sold product's unique technical features. We compare like-for-like products and categories from like-for-like merchants and aggregate this within our reports.

Our international methodology is based on robust scientific principles and delivers continuous, reliable information that can be applied to your business requirements.

GfK's Product Categories

Reports cover category headline values & in-depth, brand-level insights



Headline values available

Timber & Joinery Products

Timber
Sheet Materials
Cladding
Flooring & Flooring Accessories
Mouldings
Stairs & Stairparts
Window & Frames
Doors/Door Frames

Heavy Building Materials

Bricks Blocks & Damp Proofing
Drainage/Civils/Guttering
Lintels
Cement/Aggregate/Cement Accs
Concrete Mix/Products
Plasters Plasterboards and Accessories
Roofing Products
Insulation
Cement Mixers/Mixing Buckets Products
Builders Metalwork
Other Heavy Building Equipment/Material

Decorating

Paint/Woodcare
Paint Brushes Rollers & Pads
Adhesives/Sealants/Fillers
Tiles And Tiling Accessories
Decoration Preparation & Decorating Sundries
Wall Coverings

Tools

Hand Tools
Power Tools
Power Tool Accessories
Ladders & Access Equipment

Workwear And Safetywear

Clothing
Safety Equipment

Ironmongery

Fixings And Fastenings
Security
Other Ironmongery

Landscaping

Garden Walling/Paving
Driveways/Block Paving/Kerbs
Decorative Aggregates
Fencing And Gates
Decking
Other Gardening Equipment

Plumbing Heating & Electrical

Plumbing Equipment
Boilers Tanks & Accessories
Heating Equipment/Water Heaters/Temperature Control/Air Treatment
Radiators And Accessories
Electrical Equipment
Lighting And Light Bulbs

Renewables And Water Management

Water Saving
Renewables & Ventilation

Kitchens & Bathrooms

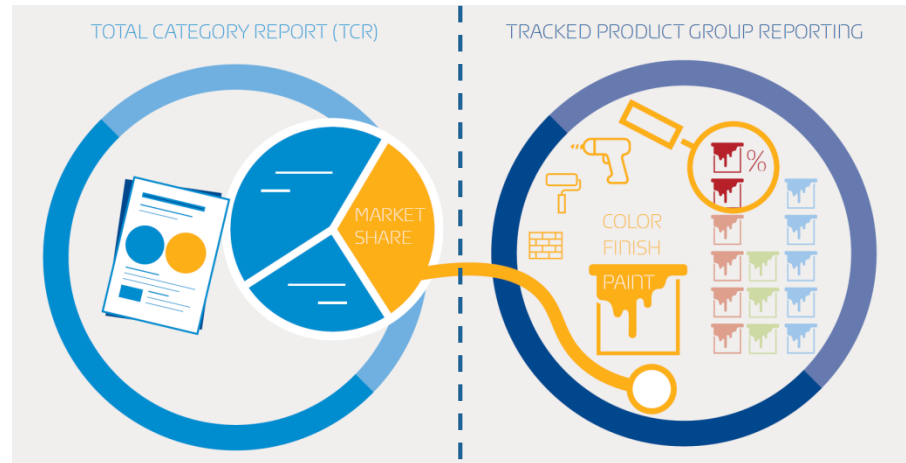
Bathroom (Including Showering)
Fitted Kitchens
Major Appliances

Miscellaneous

Cleaning/Domestic/Personal
Automotive
Glass
Other Furniture & Shelving
Other Misc

Services

Toolhire / Hire Services
Other Services



In-depth product group reporting

Monthly sales values, volumes, pricing analysis & distribution facts available by brand and key product features.

For insights on your product group please contact Pete Church at GfK (pete.church@gfk.com).

Available categories:

Heavyside

Bricks
Insulation

Lightside

Emulsion Paints (incl. Masonry & Base)
Trim Paints
Primers/Undercoats
Woodcare
Adhesives
Sealants
Fillers/PU Foam
Tile Fixing (Adhesives/Grout)

BMF Forecast Report

Q3 2019 edition



Builders Merchants Industry Forecast Report

The BMF have released the Q3 edition of their Builders Merchants Industry Forecast.

While Builders Merchants Building Index (BMBI) data, which is provided by GfK and is based on actual sales category performance, has enabled users to see which products and regions are currently growing, the forecast report takes this one stage further to meet the industry's need for accurate forecasting.

The BMF forecast model incorporates several lead indicators to signal future events that will impact our markets.

Using BMBI data coupled with advanced modelling techniques the BMF have developed a channel specific forecasting model to show what is likely to happen in the next 12 months, making it possible for merchants and suppliers to forecast their customers' requirements more accurately.

The report is updated on a quarterly basis, with the Q3 edition available now. The forecast report can be downloaded by BMF members free of charge - once logged in – [here](#).

Non-members can purchase the report by contacting Nyssa Patel on 024 7685 4994 or email nyssa.patel@bmf.org.uk



**Builders Merchants
Industry Forecast**
2019 - 2021

Winter edition – £195

The BMF. Building your people. Building your skills. Building your business. Building your voice. Building excellence.

Contact us

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