

“building **excellence**
in materials supply”

Builders Merchant Building Index



Monthly report for January 2020

Building the Industry & Building Brands from Knowledge



Contents - 1

Click links below to visit pages

Click links to visit pages:	Page
Introduction	5
Overview	6
BMBI Expert Panel	7-8
Monthly data:	
Monthly index chart, unadjusted and adjusted for trading day differences	9
Monthly BMBI indices, by category	10
January index chart, by category	11
Monthly year-on-year chart, unadjusted and adjusted for trading day differences	12
January year-on-year sales index chart, by category	13
January v December sales index chart, by category	14
January v December average sales a day index chart, by category	15
Quarterly data:	
Quarterly BMBI indices, by category	16
Quarter 4 index chart, unadjusted and adjusted for trading day differences	17
Quarter 4 index chart, by category	18
Quarter 4 average sales a day index chart, by category	19
Quarterly indices, by category	20-22
Quarter 4 year-on-year chart, unadjusted and adjusted for trading days	23
Quarter 4 year-on-year sales index chart, by category	24
Quarter 4 year-on-year average sales a day index chart, by category	25
Quarter 4 v Quarter 3 sales index chart, by category	26
Quarter 4 v Quarter 3 average sales a day index chart, by category	27

Click links on this page and overleaf to visit pages. The 'Contents' link in the footer brings you back to this page.

Continued over the page...

Contents - 2

Continued: click links below to visit pages



Click links to visit pages:	Page
Full Year data:	
Rolling 12 months compared with previous 12 months chart, by category	28
Rolling 12 months compared with previous 12 months chart, average sales a day by category	29
Monthly Category Charts:	
Timber & Joinery Products	30
Heavy Building Materials	30
Decorating	31
Tools	31
Workwear & Safetywear	32
Ironmongery	32
Landscaping	33
Plumbing Heating & Electrical	33
Renewables & Water Saving	34
Kitchens & Bathrooms	34
Miscellaneous	35
Services	35
Trading days	36
Methodology	37 – 39
BMF Forecast Report	40
Contacts	41

Quarterly reports contain additional analysis, macro-economic factors and expert comments. Click the images below to read or download the Q4 report.

Monthly and Quarterly Indices
December 2019 and Q4 2019

Heavy Building Materials

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

Macro factors impacting Merchants

Consumer Confidence Index

Expert Panel
Bricks & Roof Tiles
Part of new Building Materials

Kevin Tolson, Commercial Director Wienerberger UK is MBI's Expert for Bricks & Roof Tiles.

After a couple of interesting years across the industry we're seeing the merchant focus shifting slightly, with interest in factors such as specification, customer service and sustainability increasing within the sector.

Due to events in recent years, products such as cladding and fascias are now in the spotlight, prompting a change in the specification process. Because of this, now more than ever, merchants are adopting 'thrusters' further on all aspects of products to allow them to represent the right materials for the job. In addition, there is a much broader range of information available to merchants following changes to specifications, which have allowed for an improved merchant-customer relationship.

Customer service has always been naturally important in the merchant sector, especially as the market is so competitive. It's no secret that the construction sector is behind the times when it comes to the digital movement, but there is a distinct increase in online merchants who conduct all of their business digitally. While this has its own implications, there's no denying that the level of convenience is very attractive to the market. With this new competition in play, it's vital for all merchants to really listen to their customer service to stand out in the market, building on existing relationships and forging new ones along the way.

Finally, sustainability is an area of consideration that has become important across most industries over the past year or so. The construction sector, in particular, has been just under the microscope for its efforts to reduce any negative impacts on the environment and make the entire build process as green as possible. We respect agencies around the sustainable credentials of products, packaging and distribution will become more commonplace as merchants begin to actively push more sustainable offerings to meet the demand.

"Sustainability has become important across most industries. The construction sector, in particular, has been just under the microscope for its efforts to reduce any negative impacts on the environment and make the entire build process as green as possible."

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.

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: British Gypsum, Wienerberger, Midland Lead, Polypipe, The Crystal Group, Keylite Roof Windows, Alumasc Water Management Solutions, Hanson Cement, IKO PLC, Keystone Lintels, Knauf Insulation, Talasey Group, Heatrae Sadia (Baxi Heating UK), Dulux Trade and Lakes.

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 contacts 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

Subdued start to 2020

Year-on-Year

Total Builders' Merchant sales in January were down 2.6% compared with January 2019. Seven categories sold less, with Timber & Joinery Products (-7.0%) weakest, followed by Tools (-6.1%) which had its lowest average sales a day since BMBI data was first recorded in July 2014. Heavy Building Materials (the largest category) was down 2.7%. Five categories sold more this year, including Workwear & Safetywear (+7.3%) and Landscaping (+3.9%).

Month-on-Month

Comparing sales between January and December is always affected by a significant difference in the number of trading days (22 in January 2020 and 15 in December 2019). As a result, total January sales were 34.4% higher.

However average sales a day provides a more meaningful comparison, with January 8.4% weaker than December. Kitchens & Bathrooms (-14.0%) and Decorating (-12.4%) were particularly low. Although still selling less each day, six categories did better than merchants overall - including Timber & Joinery Products (-5.5%) and Workwear & Safetywear (-1.8%).

Other periods

Sales in the 12 months February 2019 to January 2020 were down 0.5% on the same period a year earlier, with one less trading day. Four categories sold less: Tools (-6.7%); Timber & Joinery Products (-2.0%); Plumbing Heating & Electrical (-0.8%) and Heavy Building Materials (-0.7%). The eight categories selling more included Landscaping (+2.9%), Workwear & Safetywear (+2.5%) and Kitchens & Bathrooms (+1.8%). Average sales a day in the last 12 months were down 0.1% overall.

Index

January's BMBI index was 105.3, with one additional trading day. Nine categories exceeded 100, with seasonal category Plumbing, Heating & Electrical (128.9) doing best. Workwear & Safetywear (119.9) and Ironmongery (118.4) also performed well. Landscaping (90.5) was one of only three categories below 100. The average sales a day index for January was 99.3.

Total Builders' Merchant sales in January were down 2.6% compared with the same month in 2019.

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 Q4 2019 report, which includes commentary from our experts is available [here](#)

Meet the Builders Merchant Building Index Experts:

Expert for Drylining Systems:



Stacey Temprell,
Marketing Director
British Gypsum

[Read latest comment: Q4 2019 Report](#)

Expert for Bricks & Roof Tiles:



Kevin Tolson,
Commercial Director
Wienerberger UK

[Read latest Comment: Q4 2019 Report](#)

Expert for PVC-U Windows & Doors:



No.1 for choice • No.1 for colour

Kevin Morgan
Group Commercial Director
The Crystal Group

[Read latest Comment: Q4 2019 Report](#)

Expert for Civils & Green Urbanisation:



Steve Durdant-Hollamby,
Managing Director
Polypipe Civils

[Read latest Comment: Q4 2019 Report](#)

Expert for Lead:



Lynn Street
Sales & Marketing Manager
Midland Lead

[Read latest Comment: Q4 2019 Report](#)

Expert for Roof Windows:



Roof Windows

John Duffin
Managing Director
Keylite Roof Windows

[Read latest Comment: Q4 2019 Report](#)

The Expert Panel

Speaking for their markets - 2

Expert for Steel Lintels:



Derrick McFarland
Managing Director
Keystone Lintels

[Read latest Comment: Q4 2019 Report](#)

Expert for Civils, Metal Rainwater & Drainage:



John Coe
Commercial Director
Alumasc Water Management Systems

[Read latest Comment: Q4 2019 Report](#)

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



Malcolm Gough
Group Sales & Marketing Director
Talasey Group

[Read latest Comment: Q4 2019 Report](#)

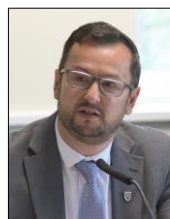
Expert for Mineral Wool Insulation:



Neil Hargreaves
Managing Director
Knauf Insulation

[Read latest Comment: Q4 2019 Report](#)

Expert for Cement & Aggregates:



Andrew Simpson
Packed Products Director
Hanson Cement

[Read latest Comment: Q4 2019 Report](#)

Expert for Paint:



Paul Roughan
Trade Merchants Sales Director
Dulux Trade

[Read latest Comment: Q4 2019 Report](#)

Expert for Water Heating:



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

[Read latest Comment: Q4 2019 Report](#)

Expert for Roofing Products:



Paul Owen
Commercial Director Distribution
IKO PLC

[Read latest Comment: Q4 2019 Report](#)

Expert for Shower Enclosures and Showering:



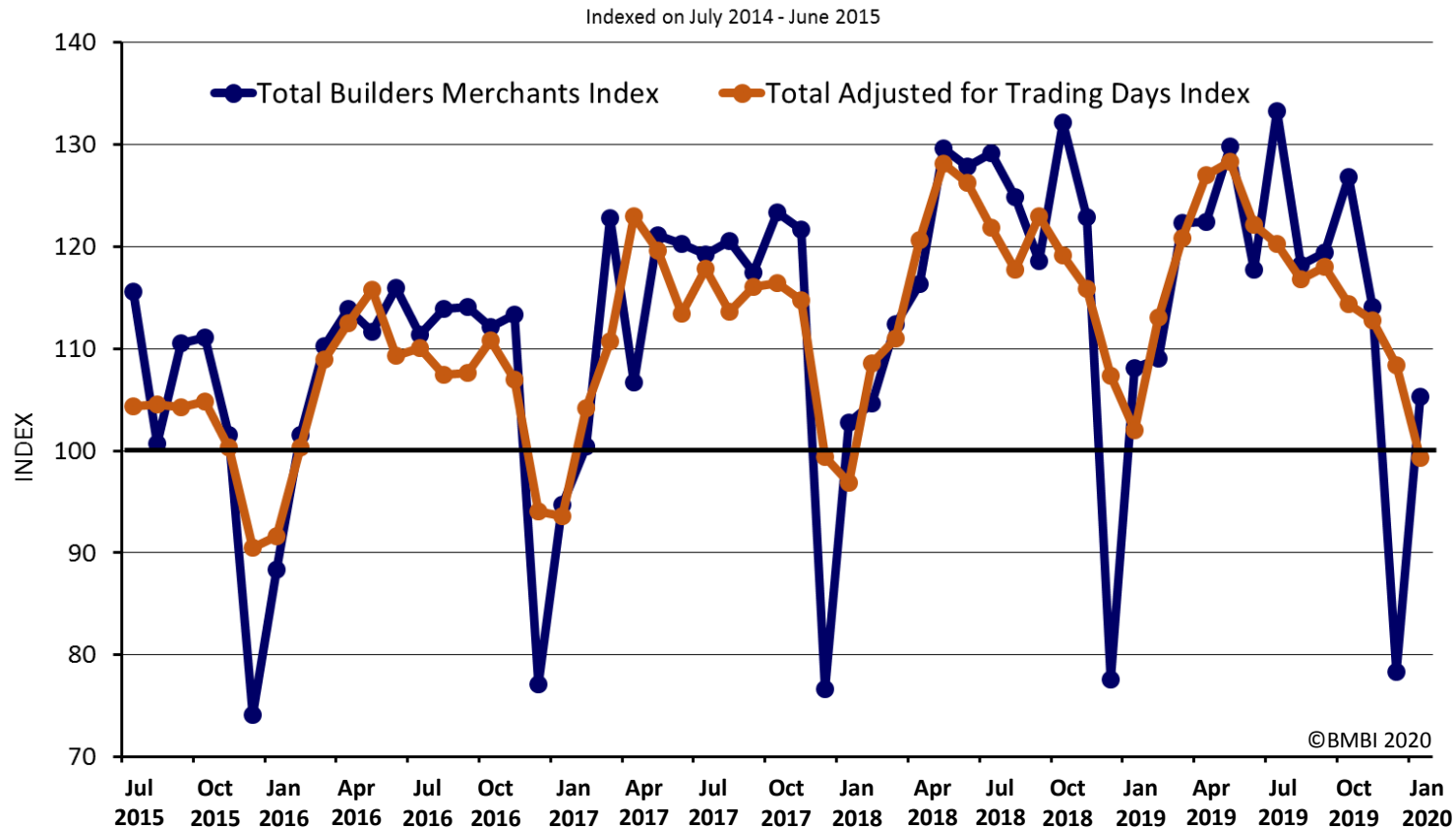
Mike Tattam
Sales & Marketing Director
Lakes

[Read latest Comment: Q4 2019 Report](#)

Monthly: Index

Adjusted and unadjusted for trading days

Total Builders Merchants Index v Total Adjusted for Trading Days Index



Source: GfK's
Builders Merchants
Total Category Report
July 2015 to January 2020

Monthly: Index and Categories

January 2019* – January 2020

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



		2019												2020
MONTHLY SALES VALUE INDEX	Index	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	Jan
Total Builders Merchants	100	108.1	109.0	122.3	122.4	129.8	117.7	133.3	118.2	119.4	126.8	114.1	78.4	105.3
Timber & Joinery Products	100	115.4	112.6	124.1	123.3	128.9	119.3	131.9	118.1	120.5	128.8	115.9	77.4	107.2
Heavy Building Materials	100	106.7	108.2	121.4	121.3	129.4	116.5	132.8	117.5	119.3	126.3	112.5	76.3	103.8
Decorating	100	105.0	103.8	115.1	110.1	115.5	108.5	124.7	113.6	112.9	122.7	113.7	81.6	104.9
Tools	100	101.0	100.2	109.3	100.0	104.9	97.2	107.3	97.7	100.4	113.7	103.9	70.3	94.8
Workwear & Safetywear	100	111.8	97.9	102.0	95.8	100.5	99.5	109.1	97.3	111.7	135.4	135.1	83.2	119.9
Ironmongery	100	121.5	116.3	126.2	123.2	128.4	118.6	134.0	121.6	121.7	132.9	119.9	88.4	118.4
Landscaping	100	87.1	98.2	131.7	154.6	171.1	146.7	165.5	136.8	125.5	120.2	99.0	66.7	90.5
Plumbing, Heating & Electrical	100	132.2	127.0	132.6	118.7	121.3	110.8	124.9	112.9	126.0	143.0	135.9	98.5	128.9
Renewables & Water Saving	100	70.3	67.1	81.0	66.1	63.6	74.8	78.3	79.6	77.5	76.7	74.2	54.1	79.7
Kitchens & Bathrooms	100	110.4	116.0	123.5	115.9	117.3	113.6	130.2	117.4	119.5	128.7	126.7	88.3	111.4
Miscellaneous	100	123.5	112.2	115.7	114.2	123.1	114.6	136.8	119.6	128.7	132.4	121.9	90.8	120.3
Services	100	94.6	99.8	110.0	113.6	121.8	106.5	125.6	116.0	113.2	122.7	113.1	87.2	100.1

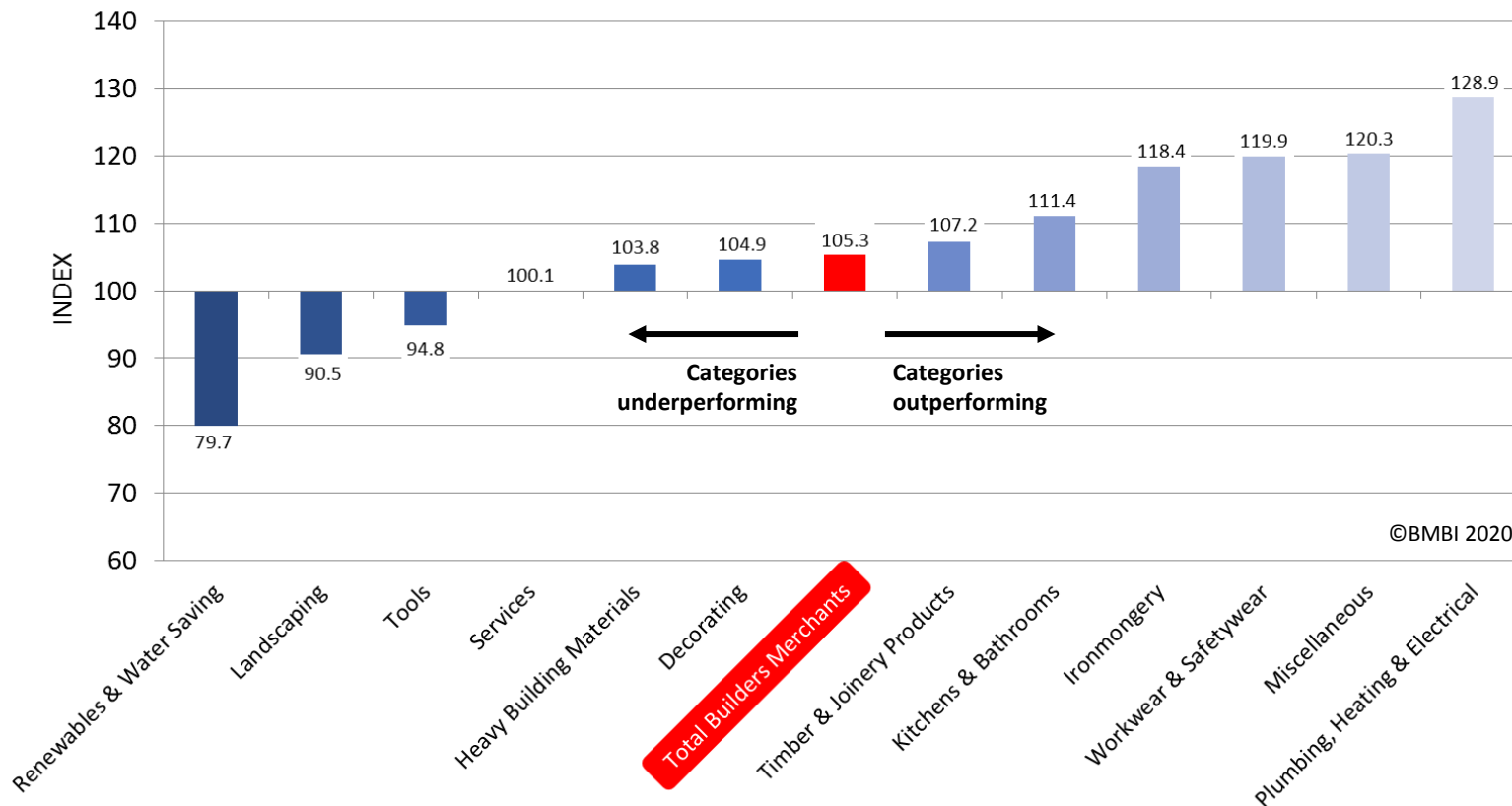
*Click the web link below to see the complete series of indices from July 2015.

Source: GfK's
Builders Merchants
Total Category Report
July 2015 to January 2020

Monthly: Index and Categories

January 2020 index

January 2020 Index

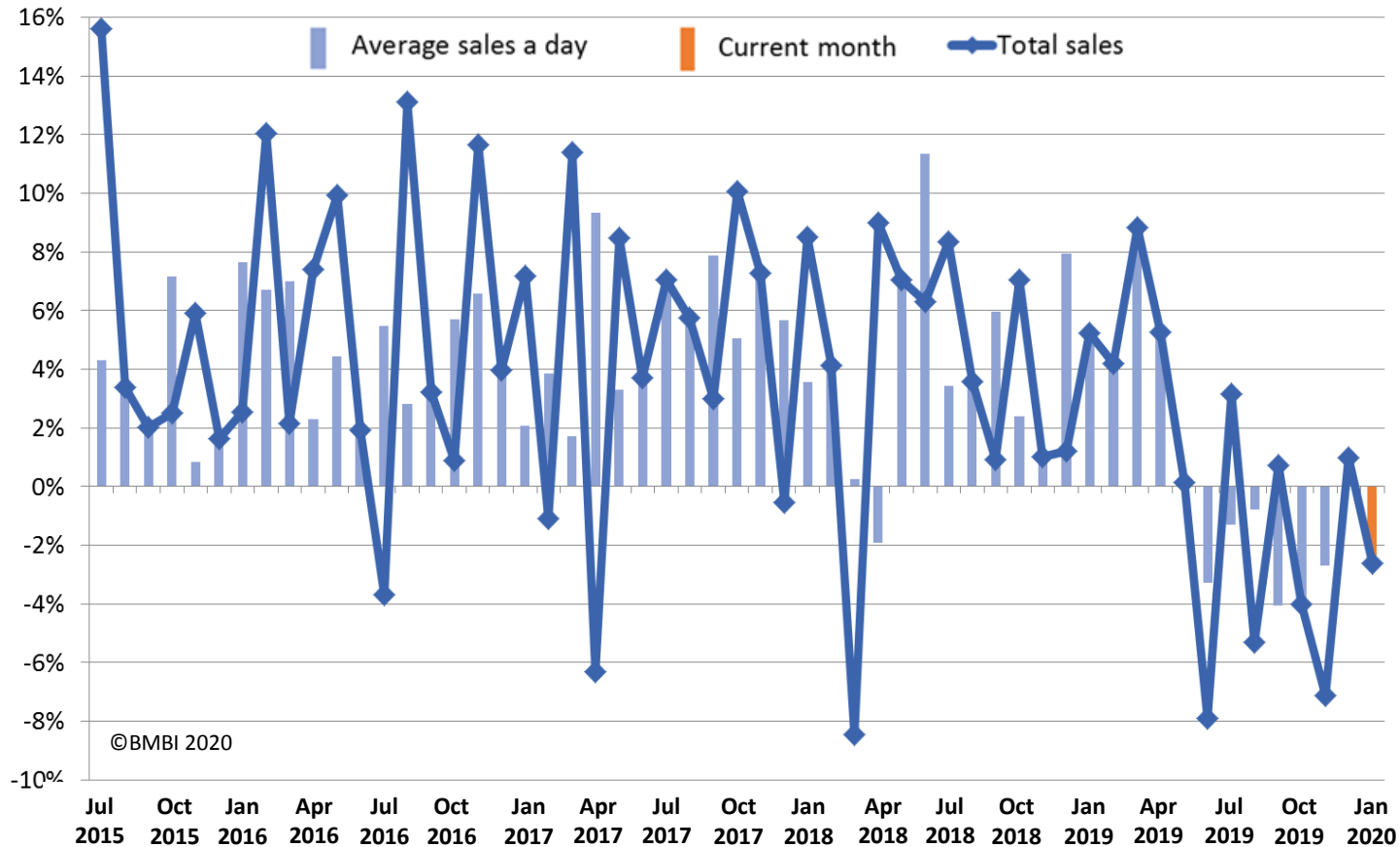


 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to January 2020

Monthly: Sales Indices Year on Year

Adjusted and unadjusted for trading days

Monthly: Year on Year

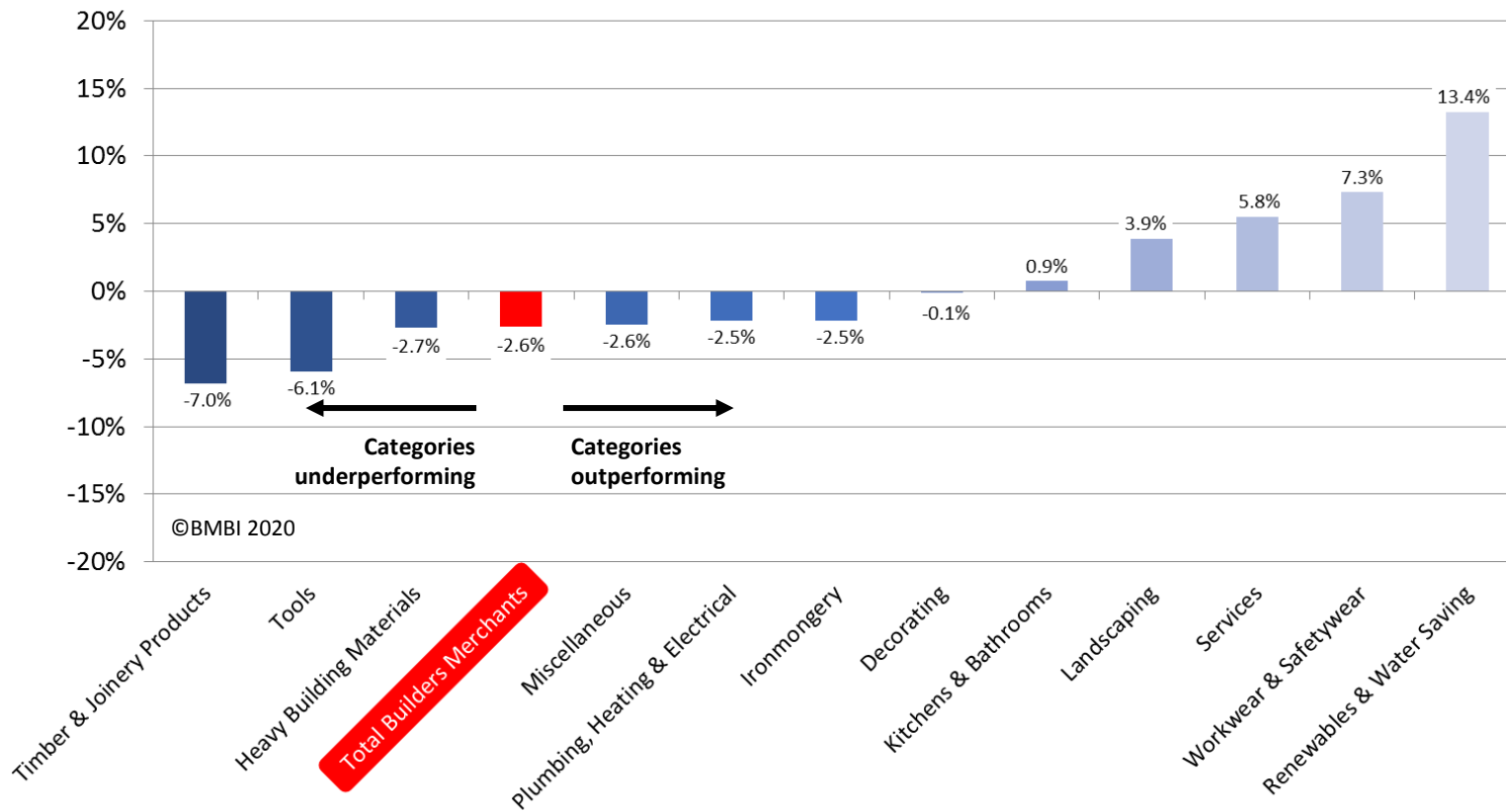


 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to January 2020

Monthly: This Year v Last Year

January 2020 sales indices

January 2020 index v January 2019 index

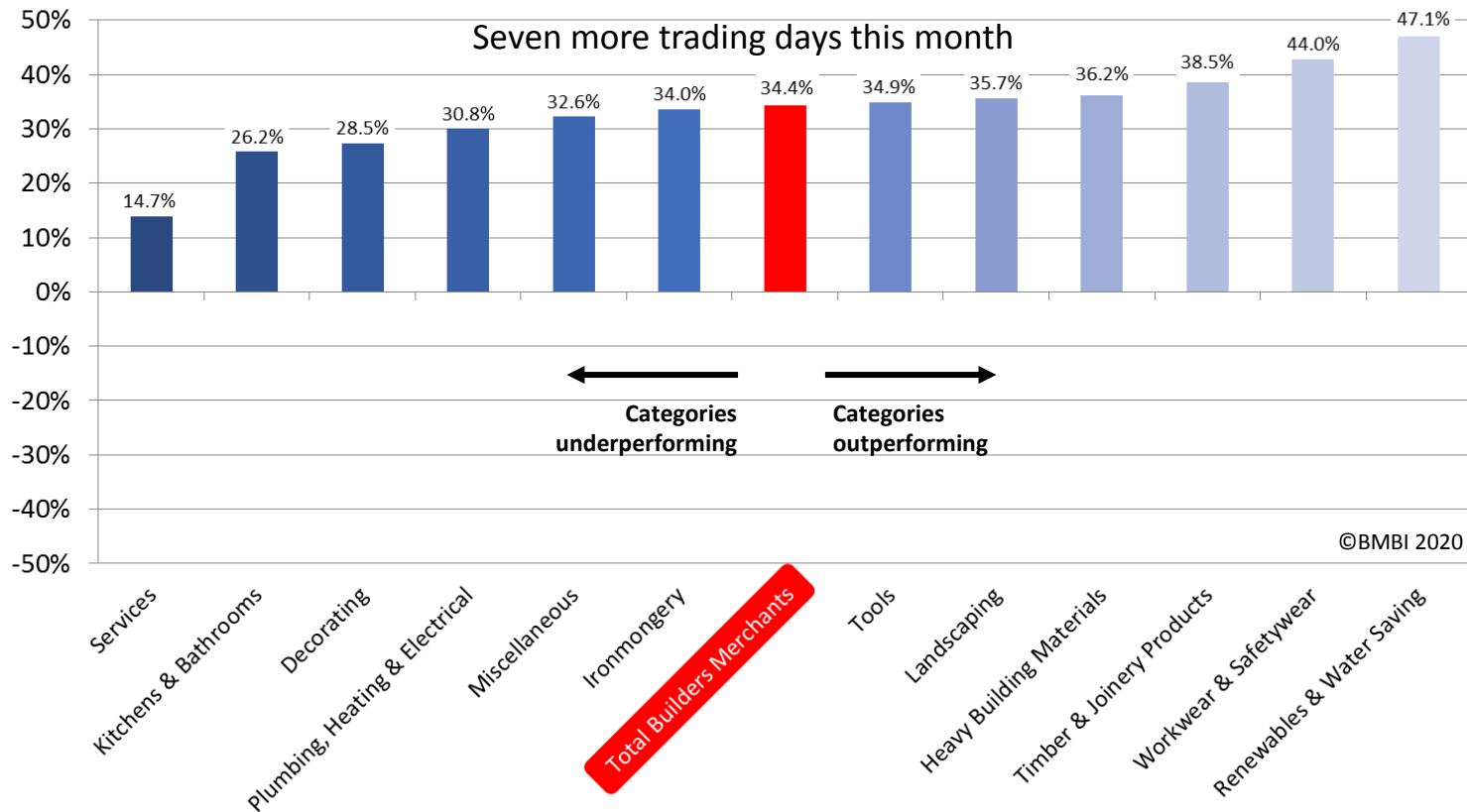


 Source: GfK's Builders Merchants Total Category Report July 2015 to January 2020

Monthly: This Month v Last Month

January 2020 sales indices

January 2020 index v December 2019 index

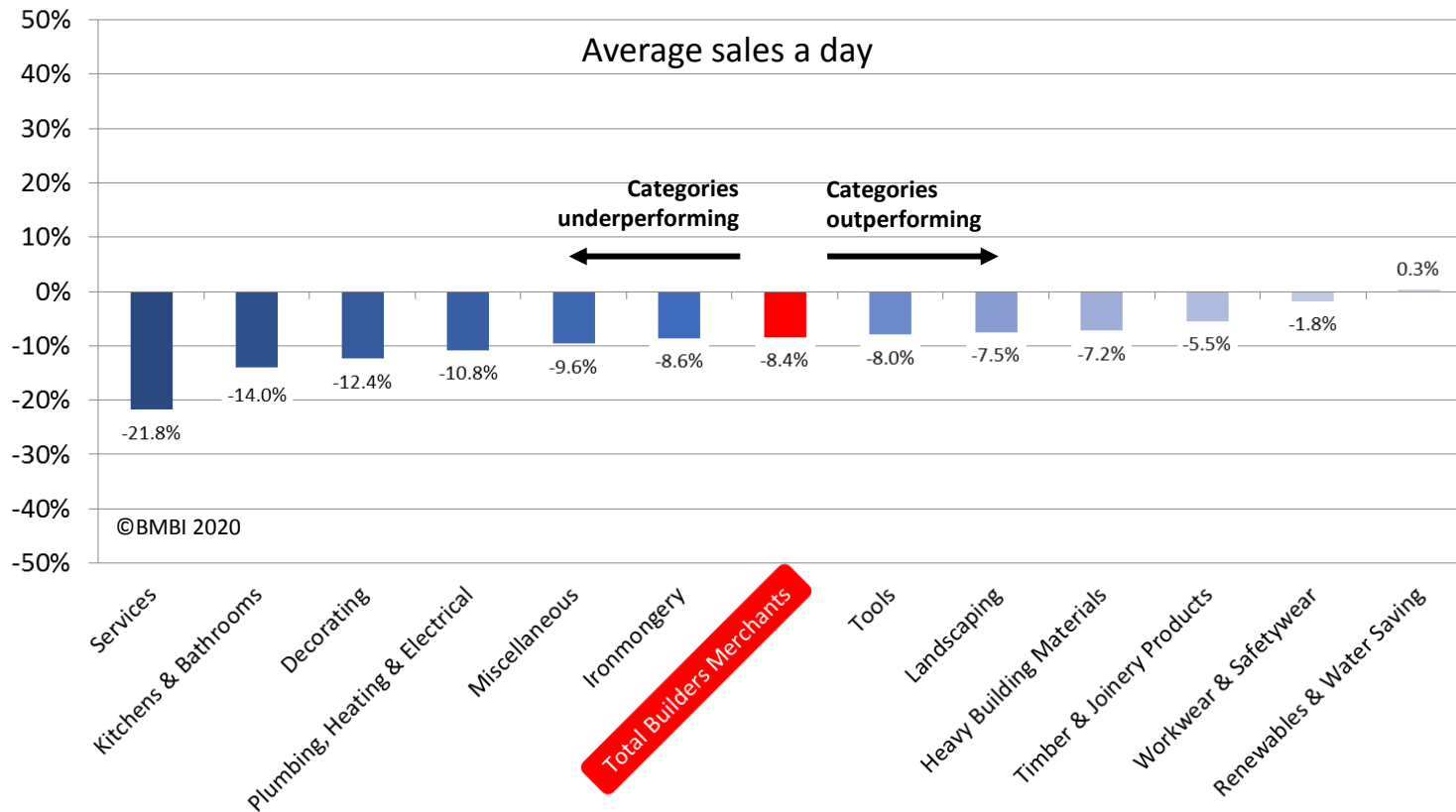


 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to January 2020

Monthly: This Month v Last Month

January 2020 average sales a day indices

January 2020 index v December 2019 index



 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to January 2020

Quarterly: Index and Categories

Quarter 4 2018* to Quarter 4 2019

(Indexed on July 2014 to June 2015)



QUARTERLY SALES VALUE INDEX	Index	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019
Total Builders Merchants	100	110.9	113.1	123.3	123.6	106.4
Timber & Joinery Products	100	115.1	117.4	123.8	123.5	107.4
Heavy Building Materials	100	110.1	112.1	122.4	123.2	105.0
Decorating	100	106.9	108.0	111.4	117.1	106.0
Tools	100	104.9	103.5	100.7	101.8	96.0
Workwear & Safetywear	100	111.5	103.9	98.6	106.0	117.9
Ironmongery	100	116.4	121.3	123.4	125.8	113.8
Landscaping	100	98.8	105.7	157.5	142.6	95.3
Plumbing, Heating & Electrical	100	128.8	130.6	117.0	121.3	125.8
Renewables & Water Saving	100	64.2	72.8	68.2	78.5	68.3
Kitchens & Bathrooms	100	111.3	116.7	115.6	122.3	114.6
Miscellaneous	100	110.7	117.2	117.3	128.4	115.0
Services	100	106.4	101.4	113.9	118.3	107.7

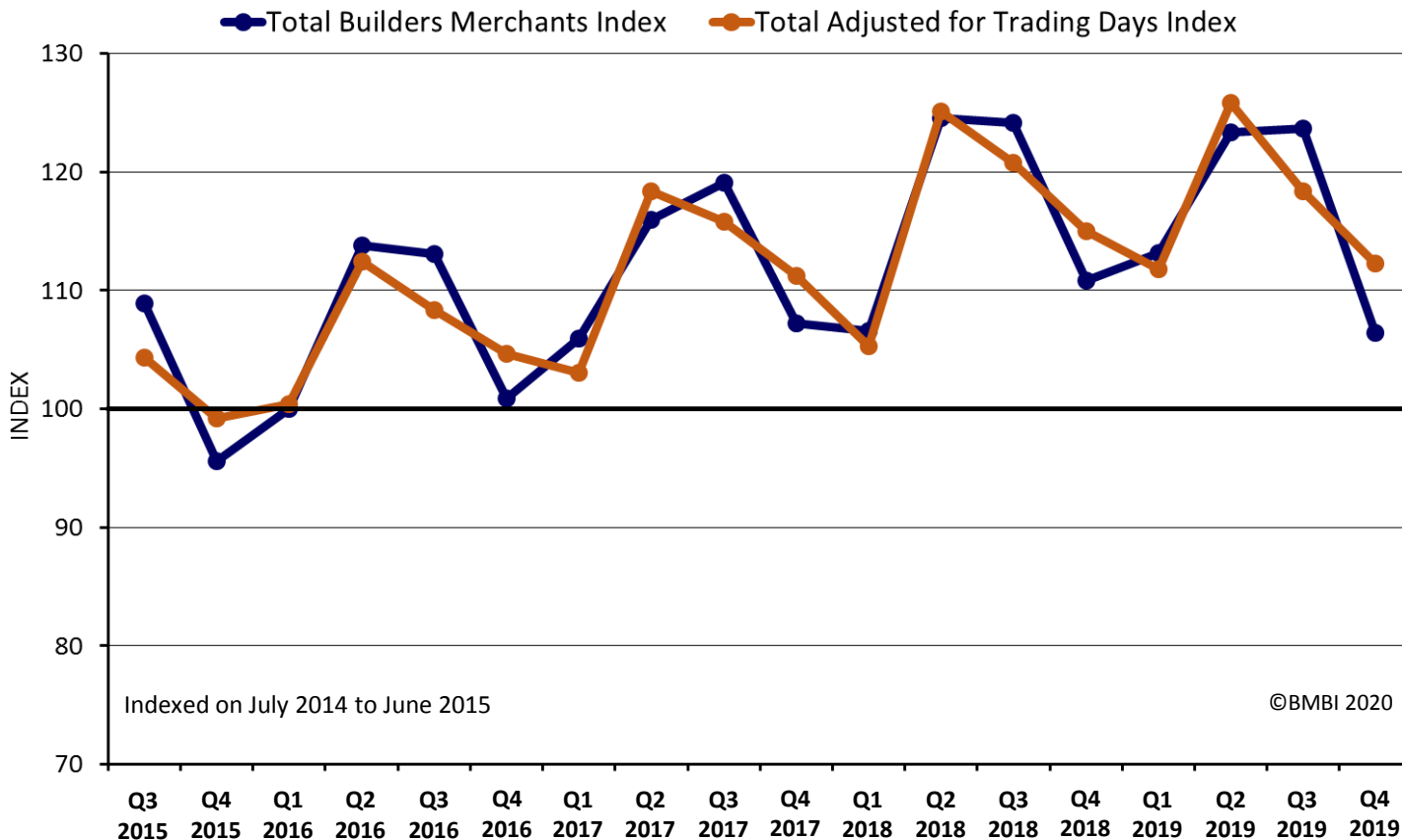
*Click the web link below to see the complete series of quarterly indices from Q2, 2015.

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

Quarterly: Index

Adjusted and unadjusted for trading days

Total Builders Merchants Index v Total Adjusted for Trading Days Index



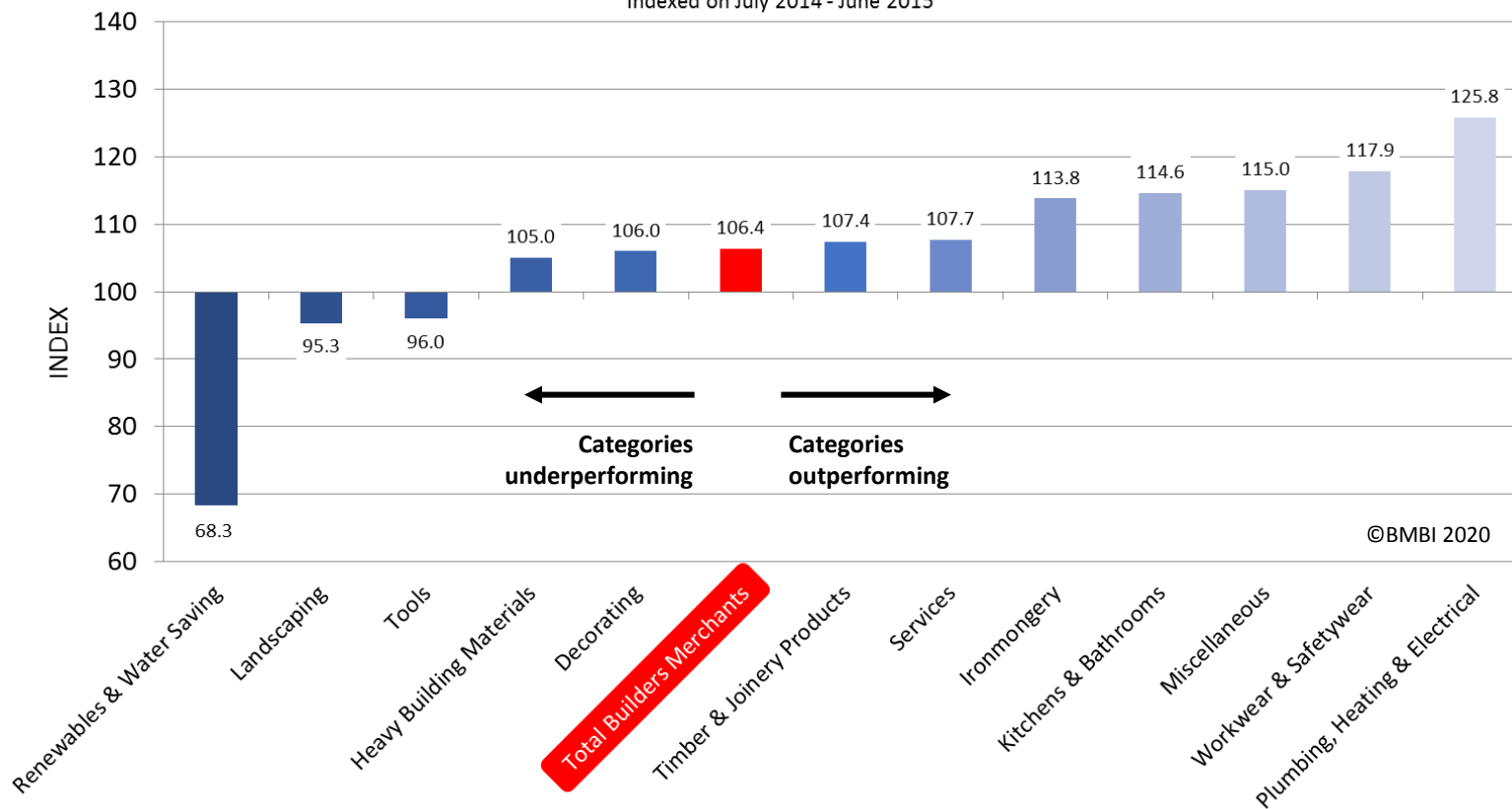
 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to December 2019

Quarterly: Index and Categories

Q4 2019 index

Quarter 4 2019

Indexed on July 2014 - June 2015



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

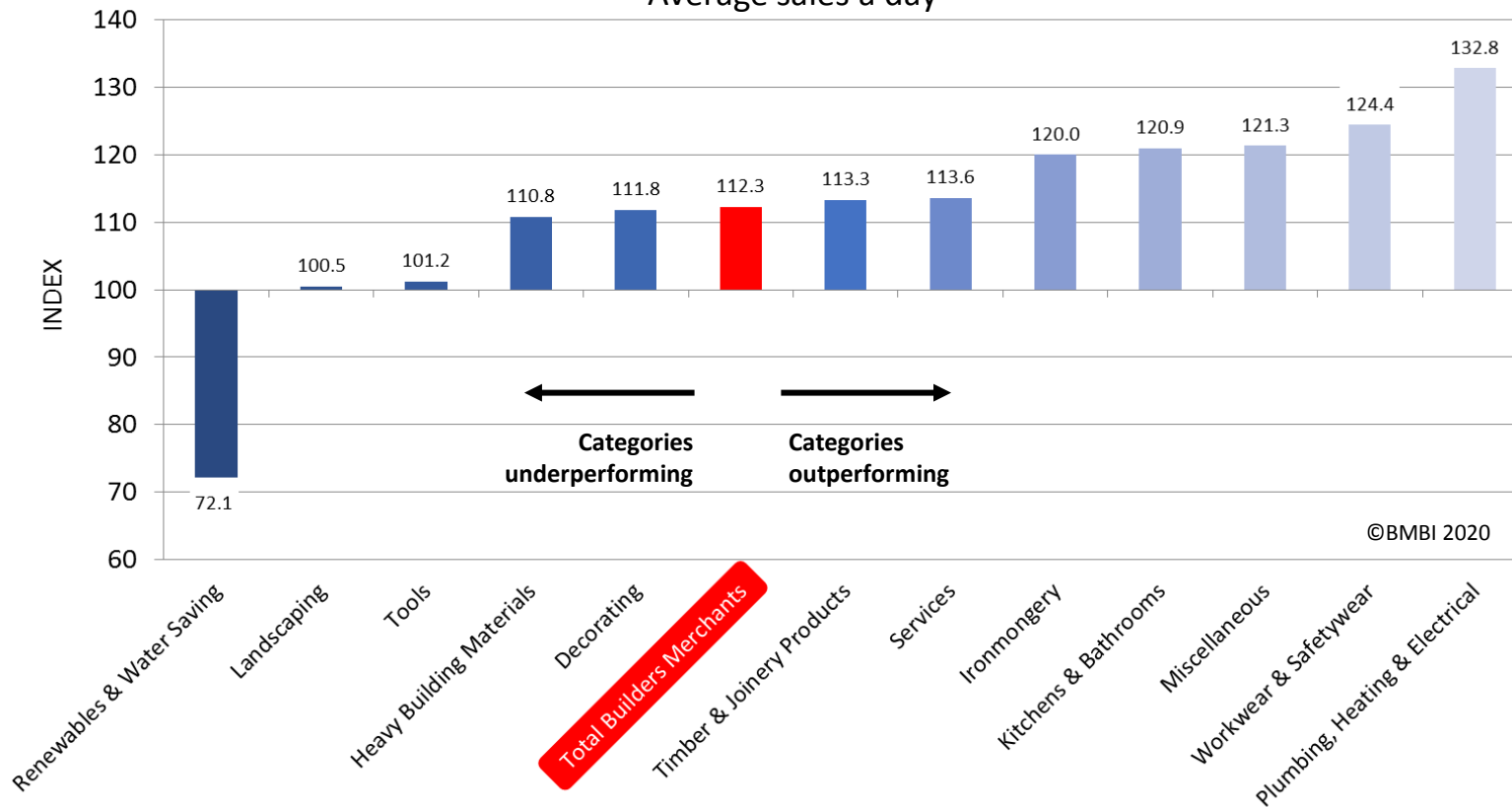
Quarterly: Index and Categories

Q4 2019 average sales a day index



Quarter 4 2019

Average sales a day



©BMBI 2020

Indexed on July 2014 - June 2015

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

Quarterly: Index and Categories

Quarterly indices

Quarterly Indices

Q3 2015 to Q4 2019

- Q3, 2015
- Q4, 2015
- Q1, 2016
- Q2, 2016
- Q3, 2016
- Q4, 2016
- Q1, 2017
- Q2, 2017
- Q3, 2017
- Q4, 2017
- Q1, 2018
- Q2, 2018
- Q3, 2018
- Q4, 2018
- Q1, 2019
- Q2, 2019
- Q3, 2019
- Q4, 2019



©BMBI 2020

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

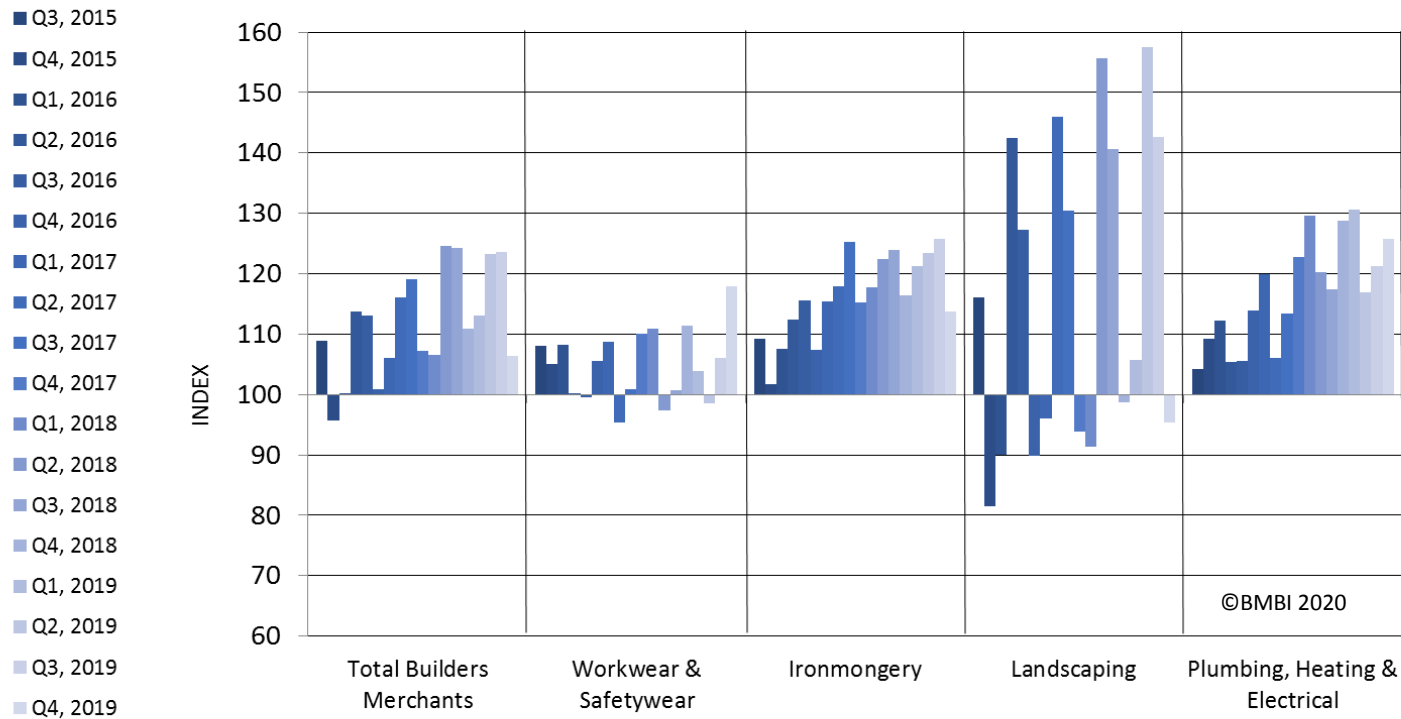
Indexed on July 2014 to June 2015

Quarterly: Index and Categories

Quarterly indices

Quarterly Indices

Q3 2015 to Q4 2019



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

Indexed on July 2014 to June 2015

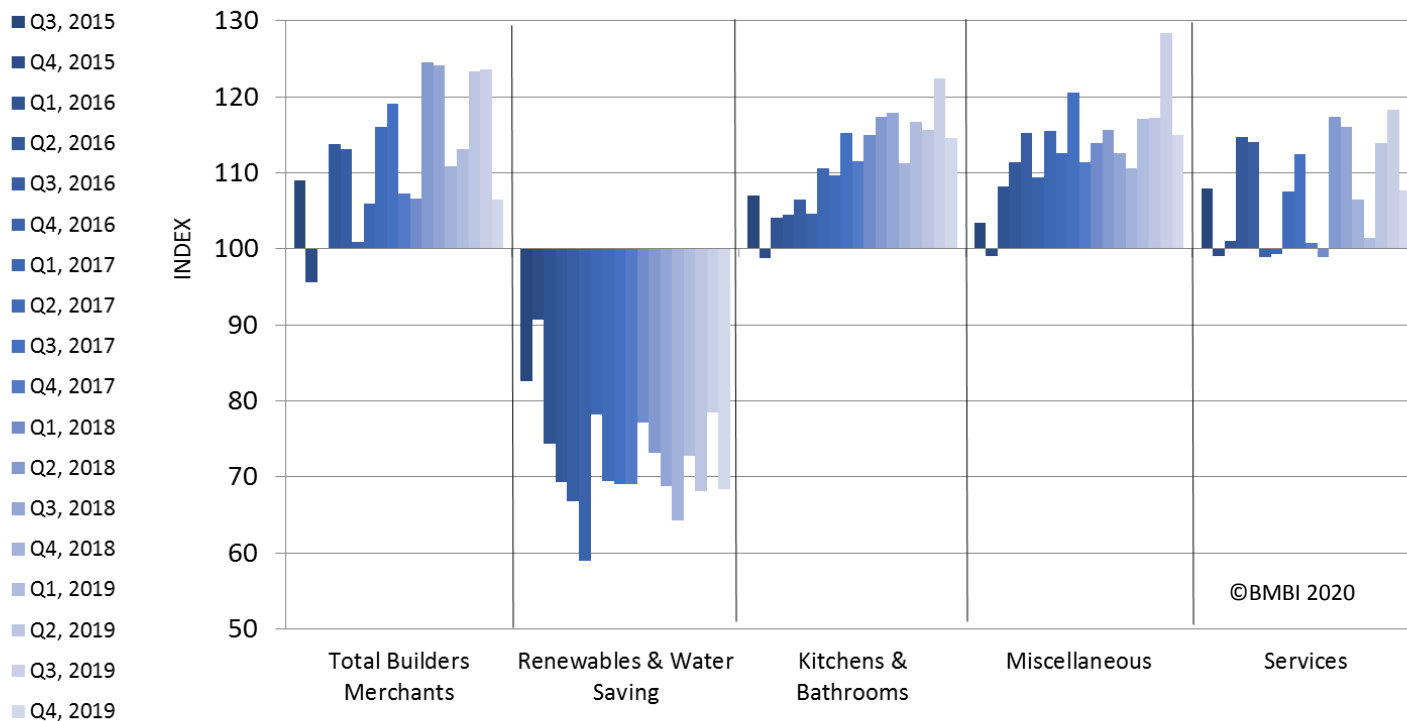
Quarterly: Index and Categories

Quarterly indices



Quarterly Indices

Q3 2015 to Q4 2019



©BMBI 2020

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

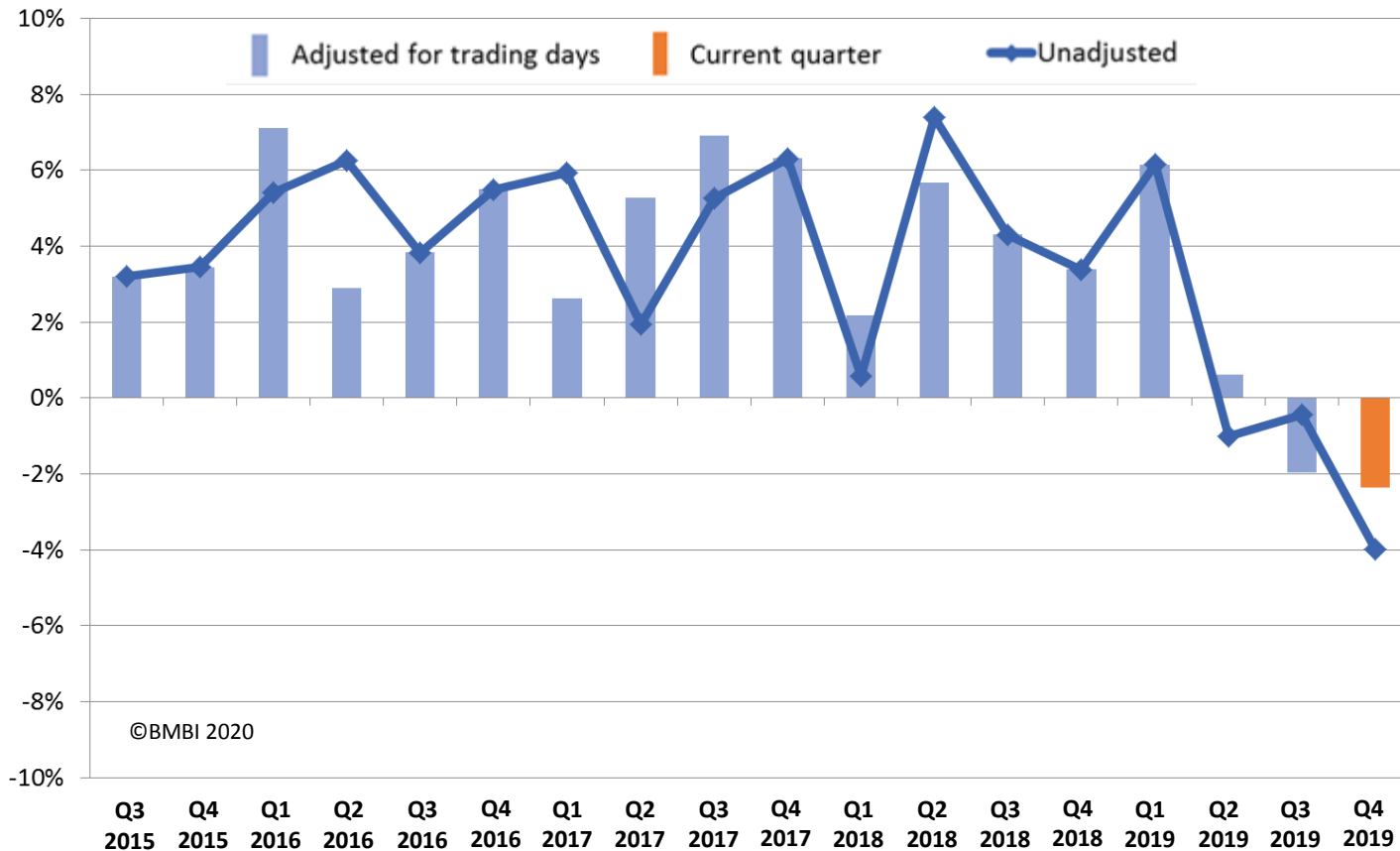
Indexed on July 2014 to June 2015

Quarterly: Sales Indices

Adjusted and unadjusted for trading days



Quarterly Indices: Year on Year

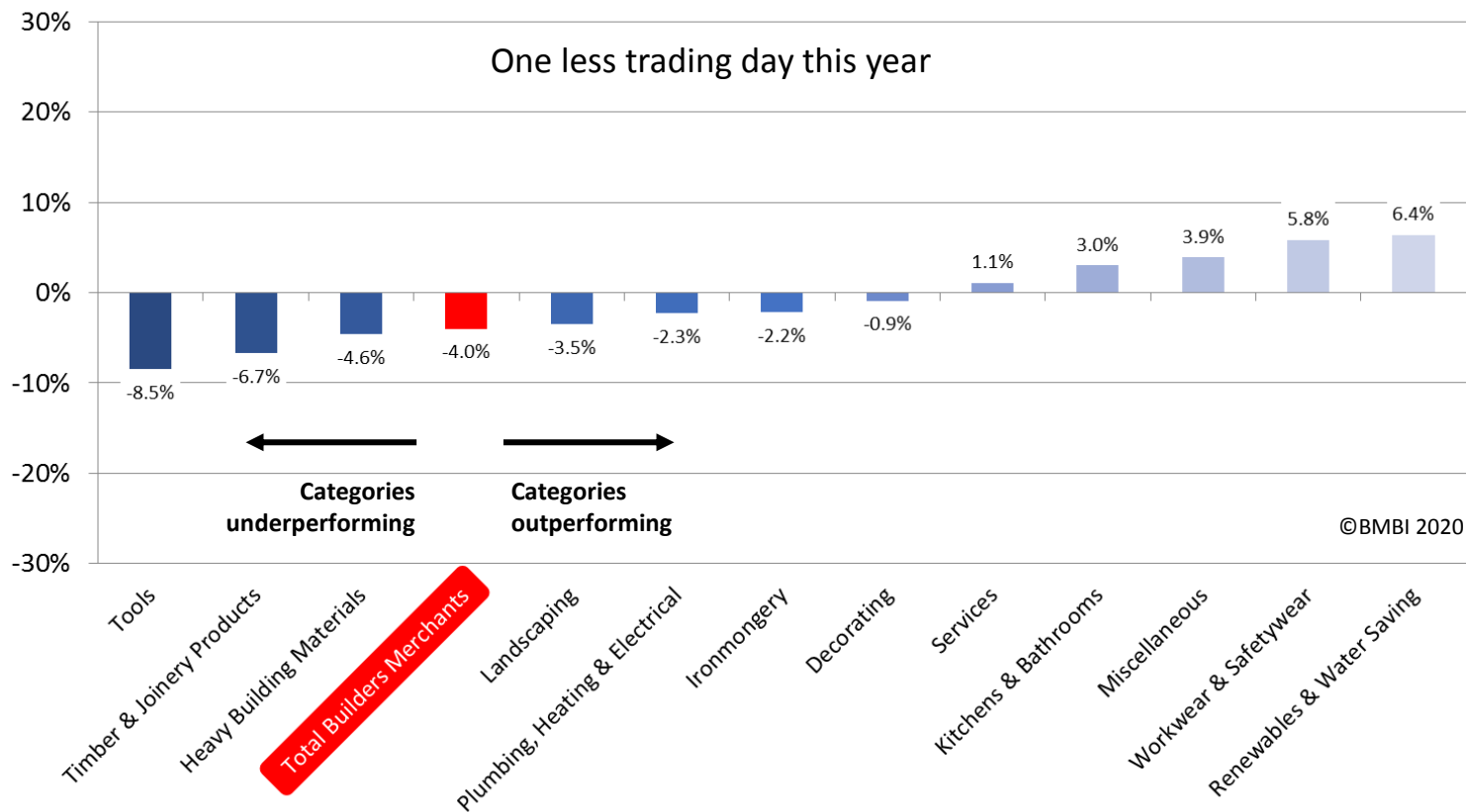


 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to December 2019

Quarterly: This Year v Last Year

Q4 2019 sales indices

Quarter 4 2019 index v Quarter 4 2018 index

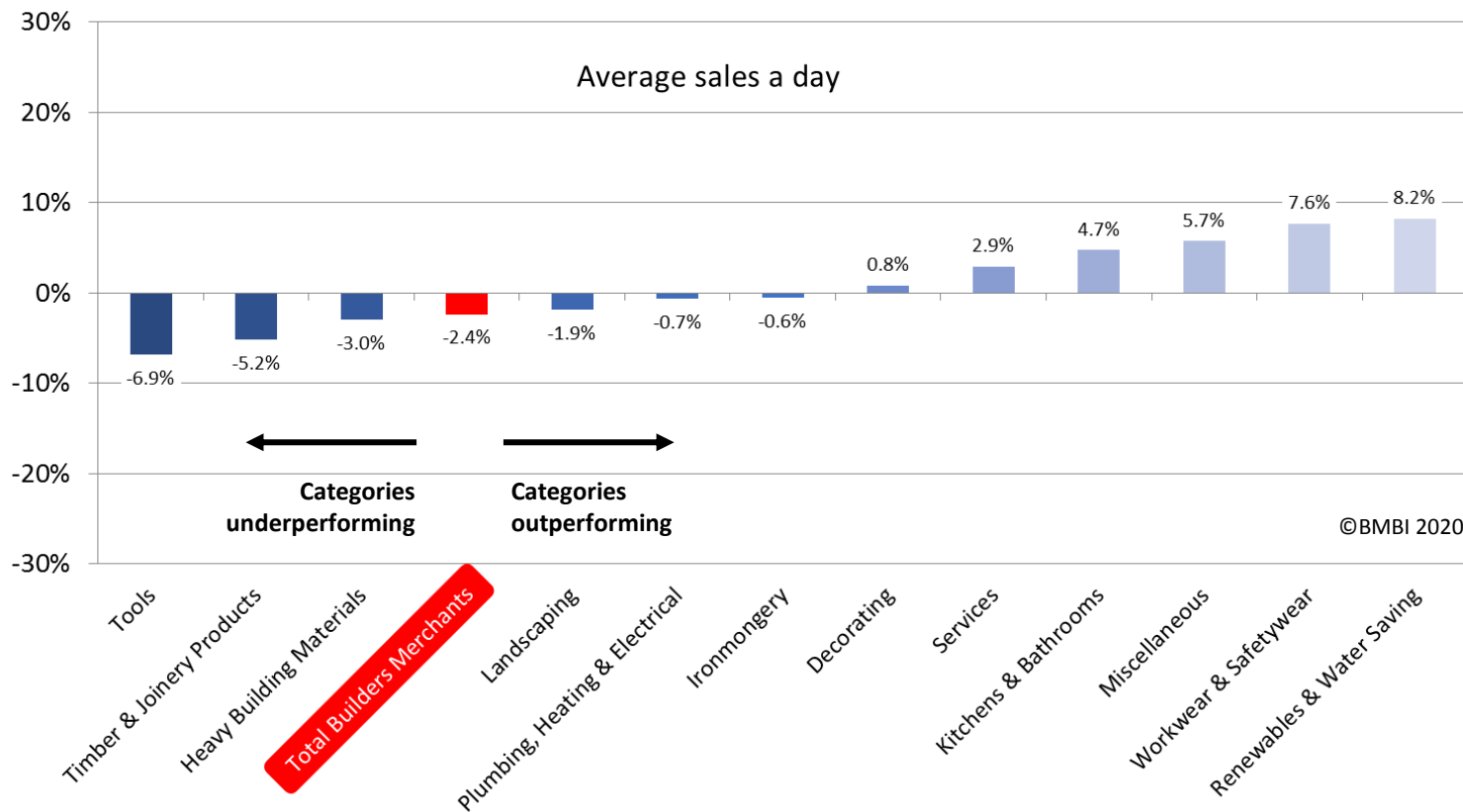


 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to December 2019

Quarterly: This Year v Last Year

Q4 2019 average sales a day indices

Quarter 4 2019 index v Quarter 4 2018 index

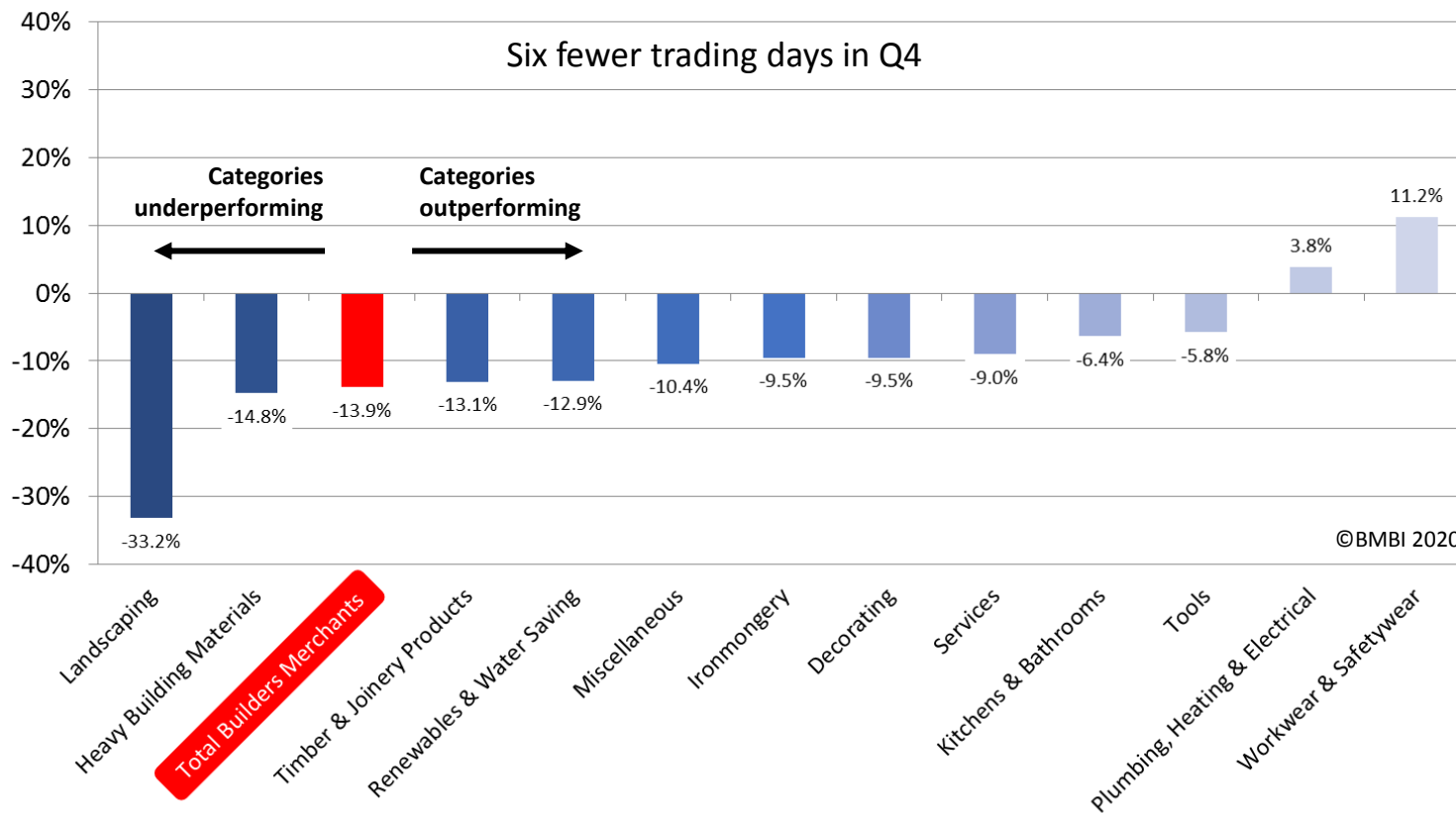


 Source: GfK's Builders Merchants Total Category Report July 2015 to December 2019

Quarterly: Quarter on Quarter

Q4 2019 sales indices

Quarter 4 2019 v Quarter 3 2019

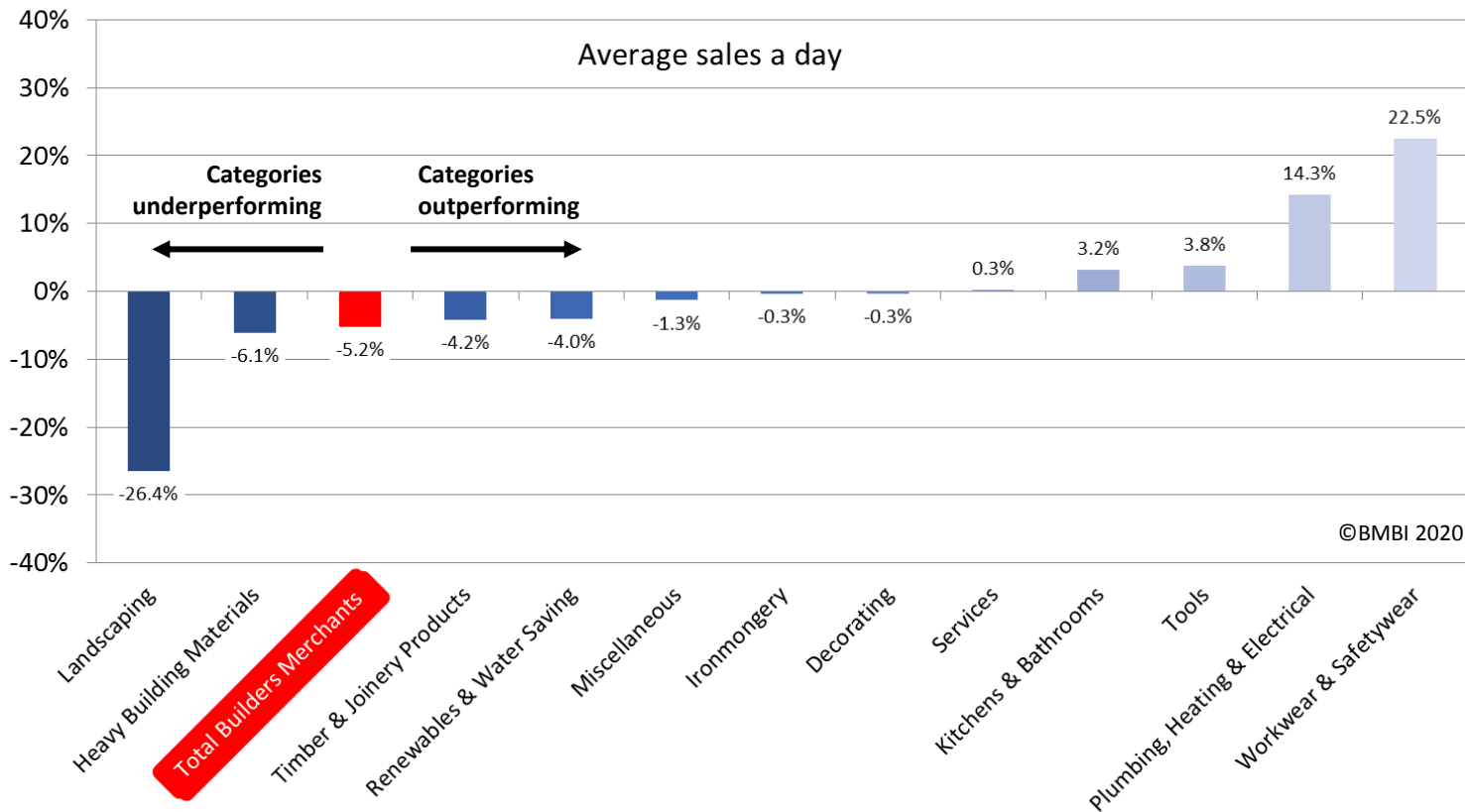


 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to December 2019

Quarterly: Quarter on Quarter

Q4 2019 average sales a day indices

Quarter 4 2019 v Quarter 3 2019

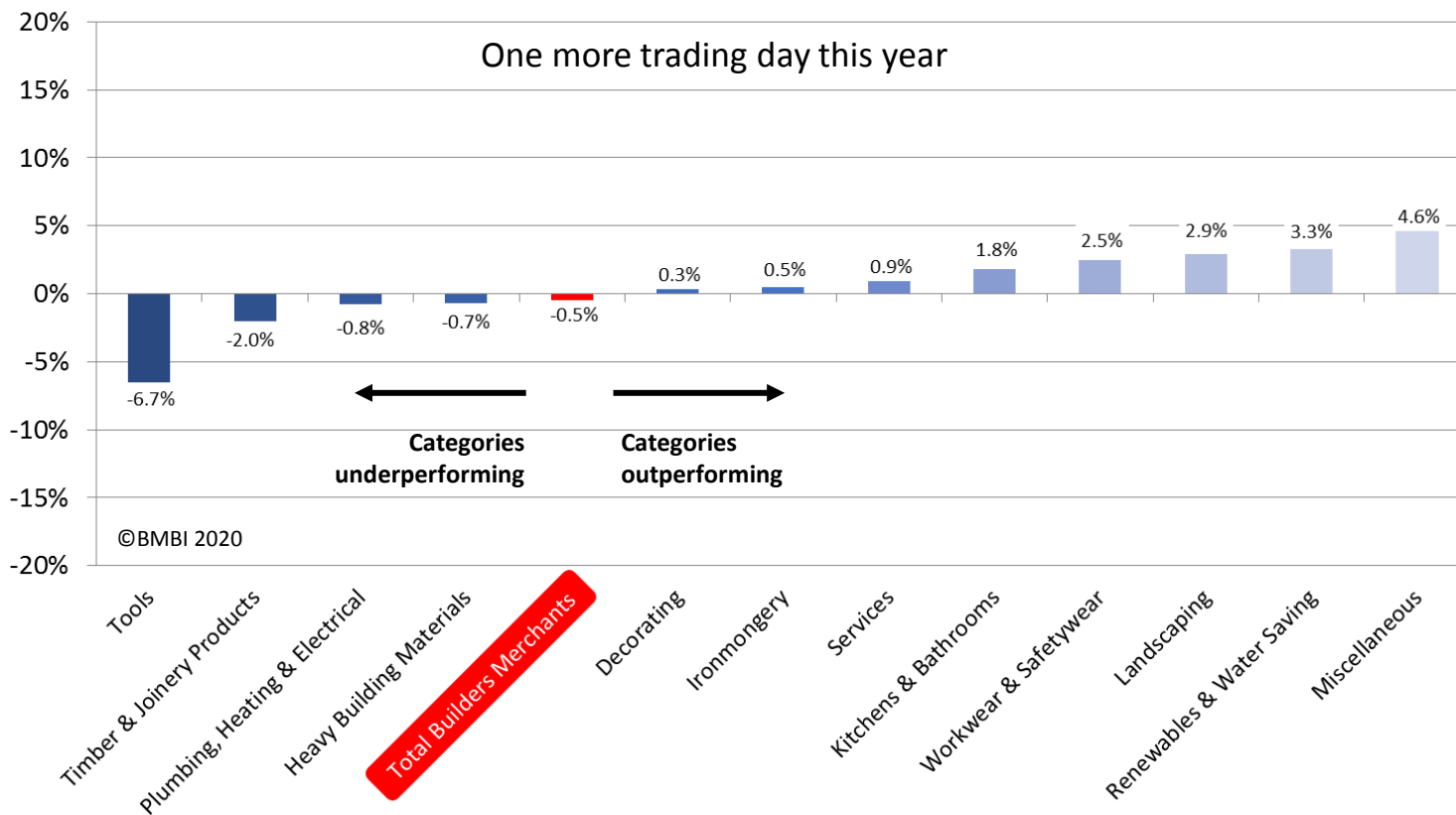


 Source: GfK's Builders Merchants Total Category Report July 2015 to December 2019

Last 12 Months: Year on Year

Rolling 12 months sales indices

12 months Feb 19 to Jan 20 v 12 months Feb 18 to Jan 19



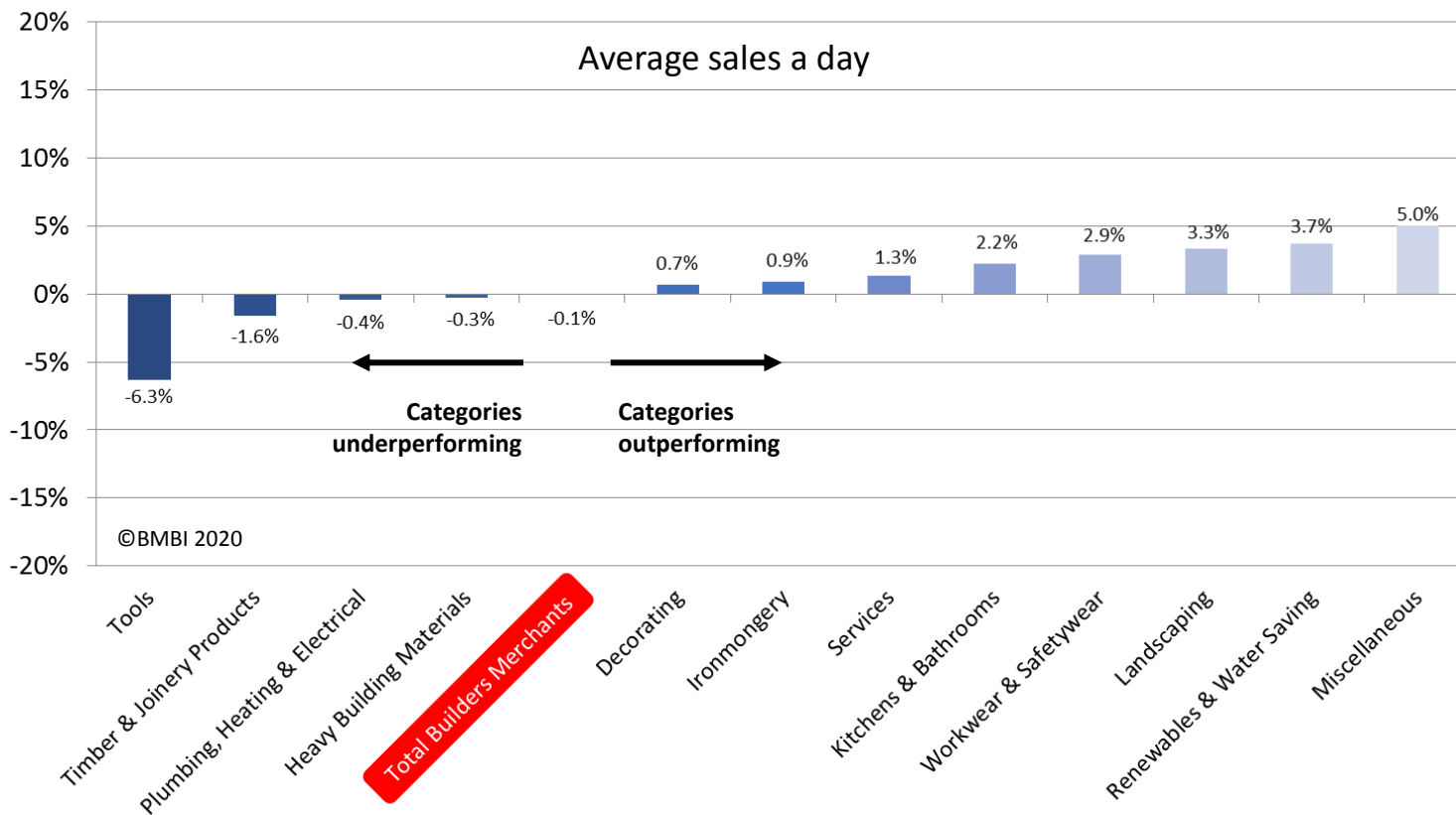
 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to January 2020

Last 12 Months: Year on Year

Rolling 12 months
average sales a day indices



12 months Feb 19 to Jan 20 v 12 months Feb 18 to Jan 19

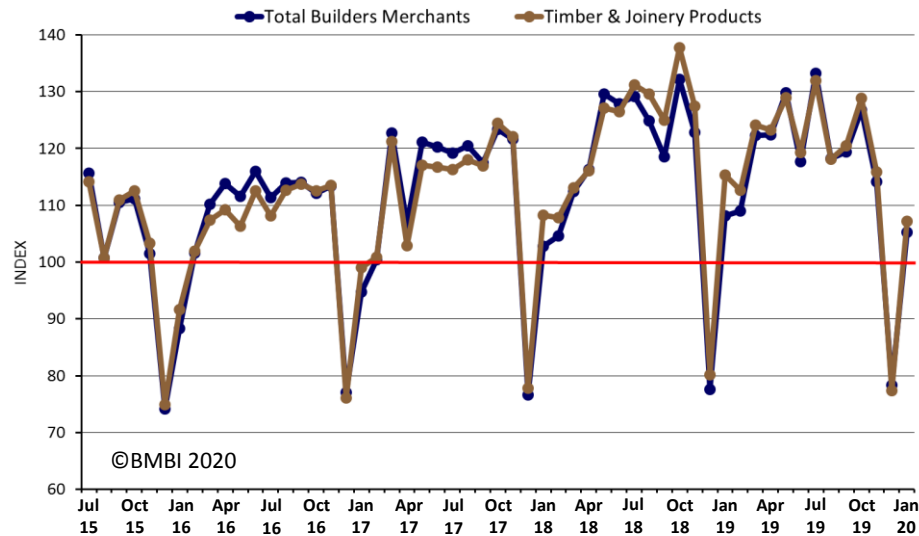


Source: GfK's
Builders Merchants
Total Category Report
July 2015 to January 2019

Monthly: Indices

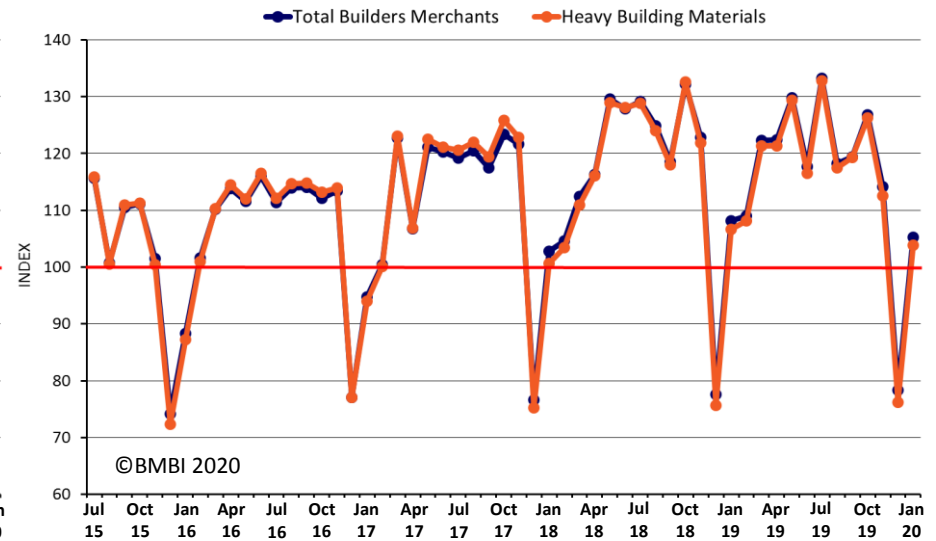
January 2020

Timber & Joinery Products



Indexed on July 2014 – June 2015

Heavy Building Materials

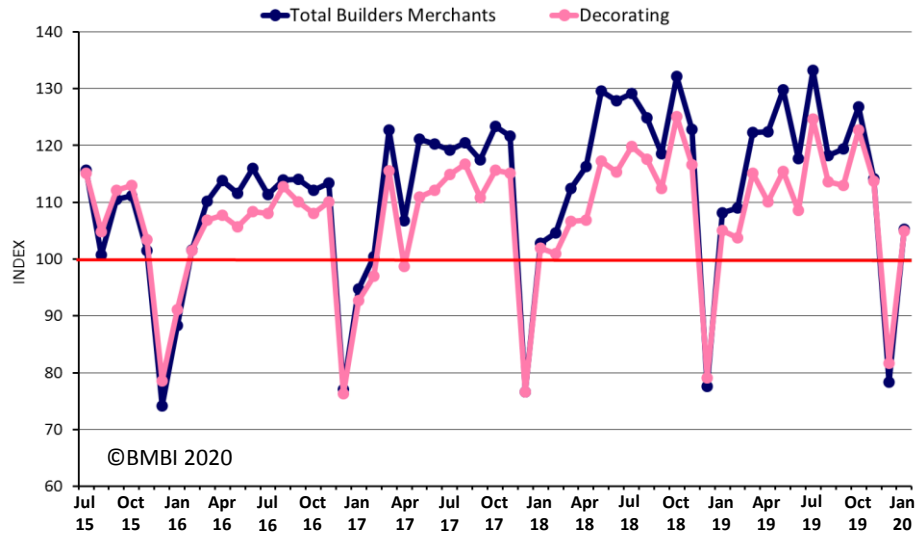


Indexed on July 2014 – June 2015

Monthly: Indices

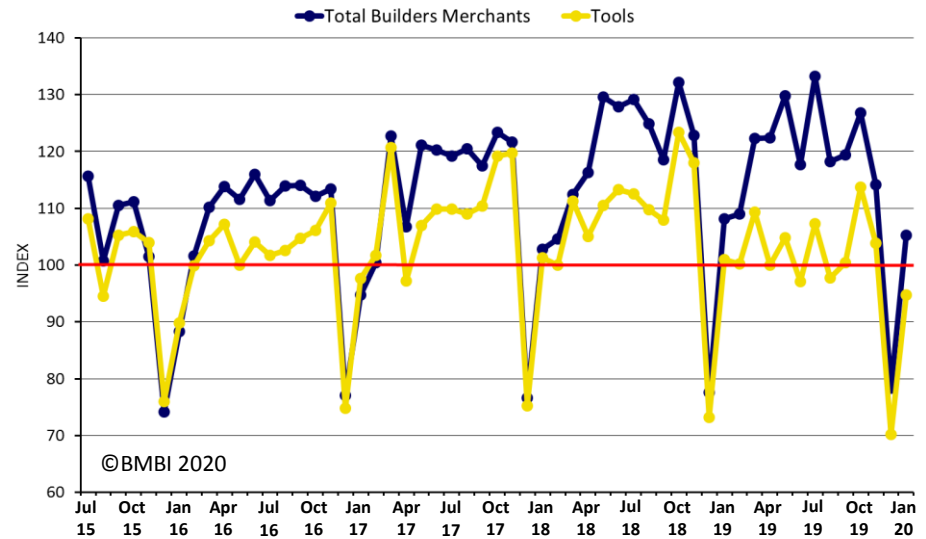
January 2020

Decorating




Indexed on July 2014 – June 2015

Tools



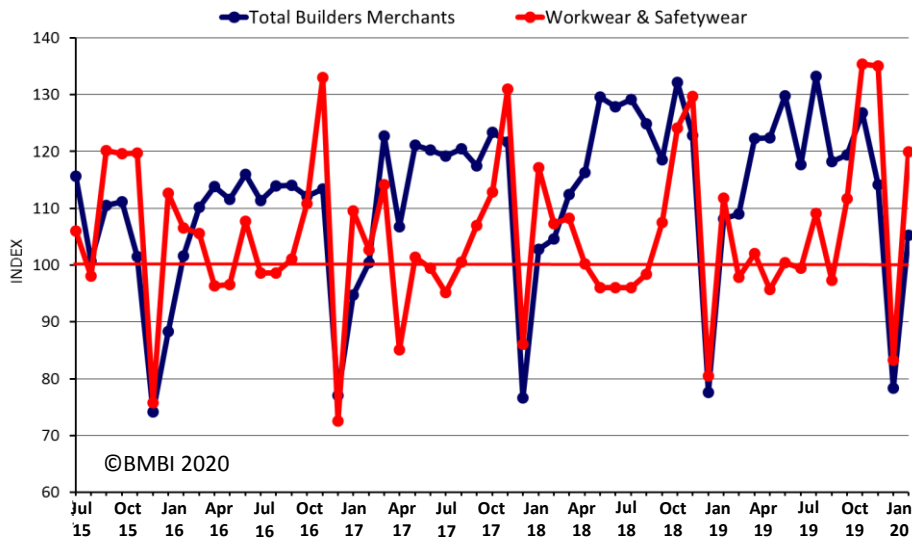
Indexed on July 2014 – June 2015

 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to January 2020

Monthly: Indices

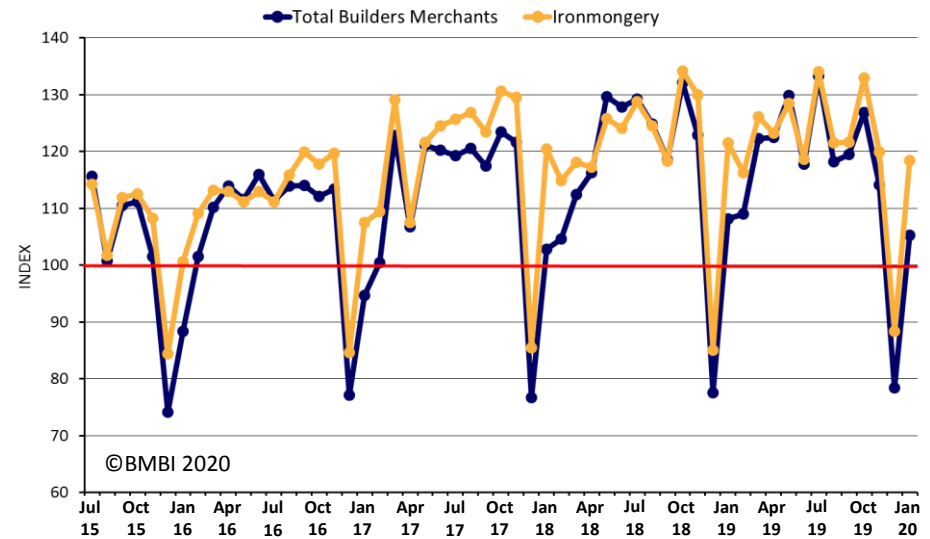
January 2020

Workwear & Safetywear




Indexed on July 2014 – June 2015

Ironmongery



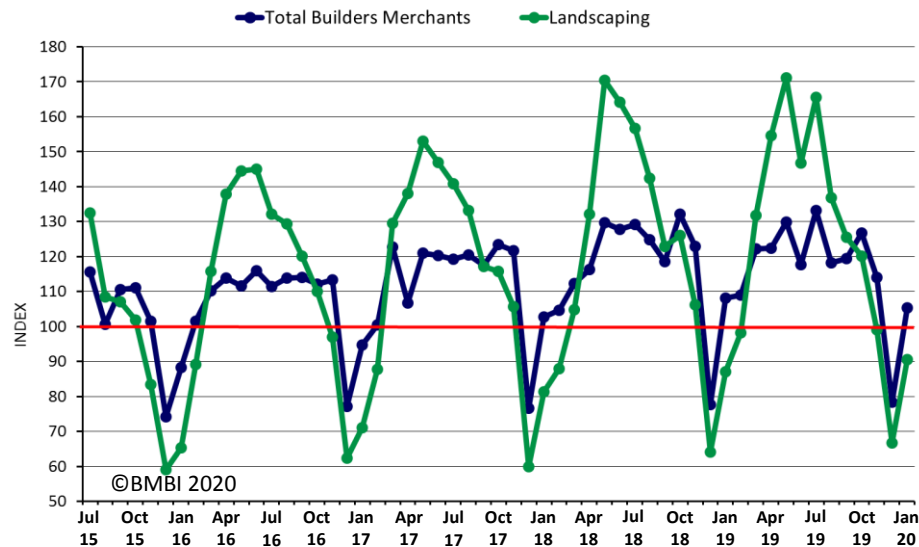
Indexed on July 2014 – June 2015

 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to January 2020

Monthly: Indices

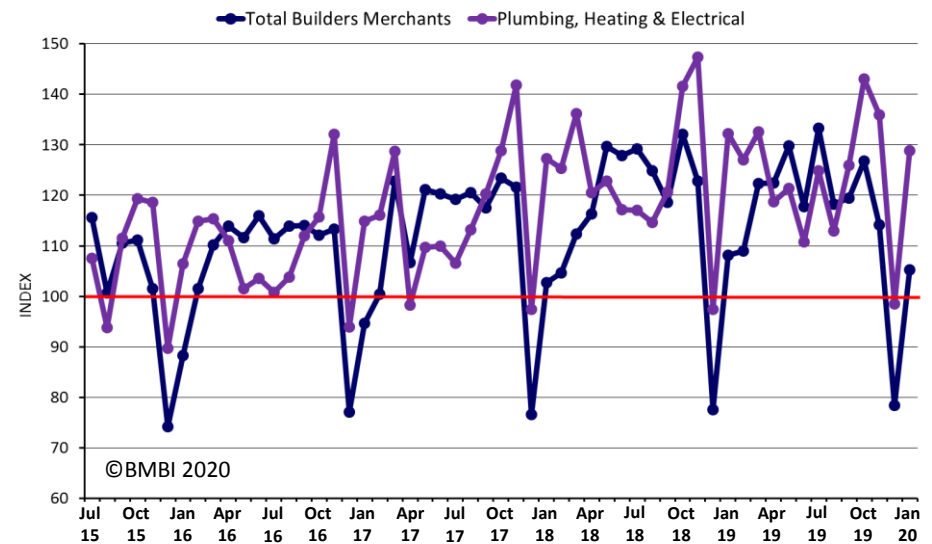
January 2020

Landscaping



Indexed on July 2014 – June 2015

Plumbing, Heating & Electrical

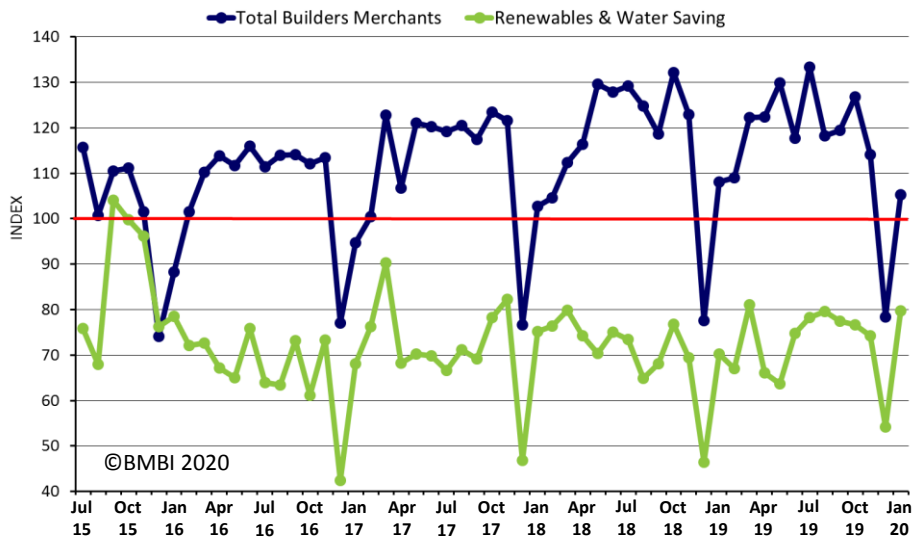


Indexed on July 2014 – June 2015

Monthly: Indices

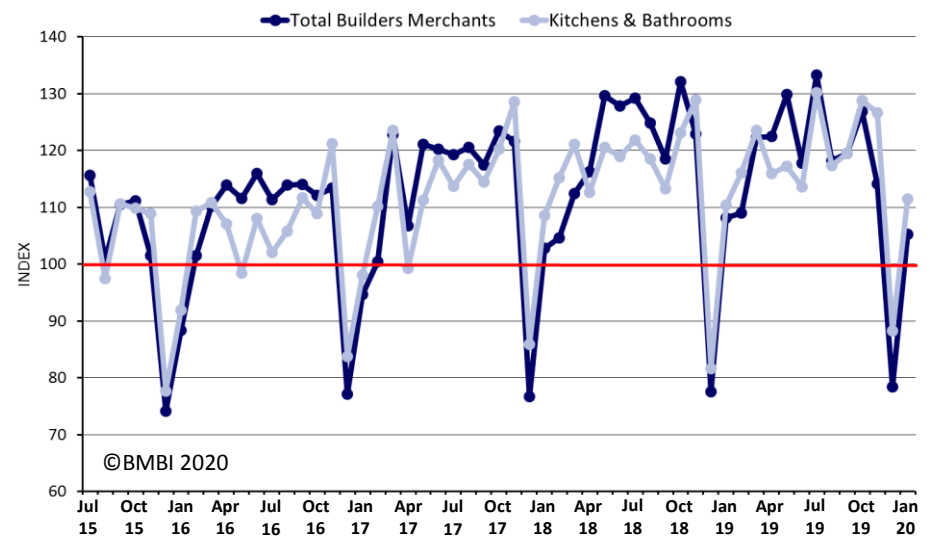
January 2020

Renewables & Water Saving




Indexed on July 2014 – June 2015

Kitchens & Bathrooms



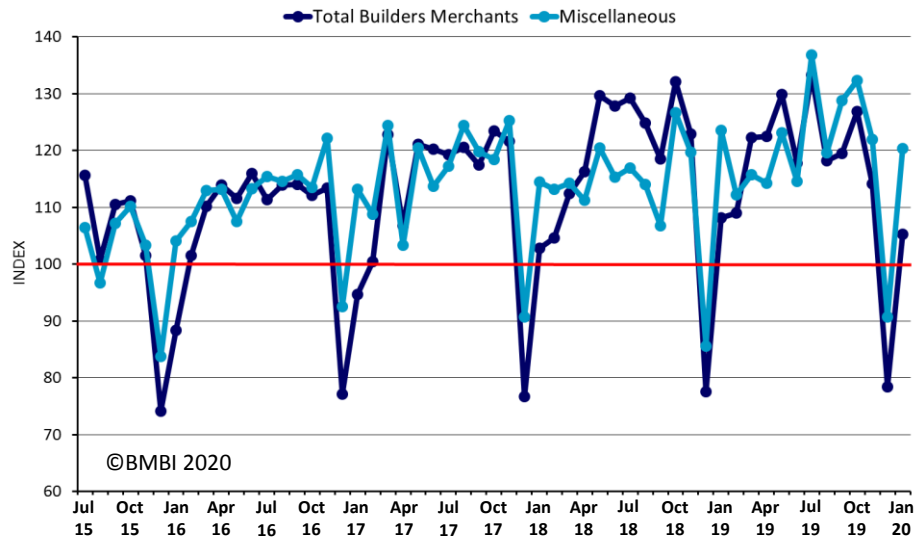
Indexed on July 2014 – June 2015

 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to January 2020

Monthly: Indices

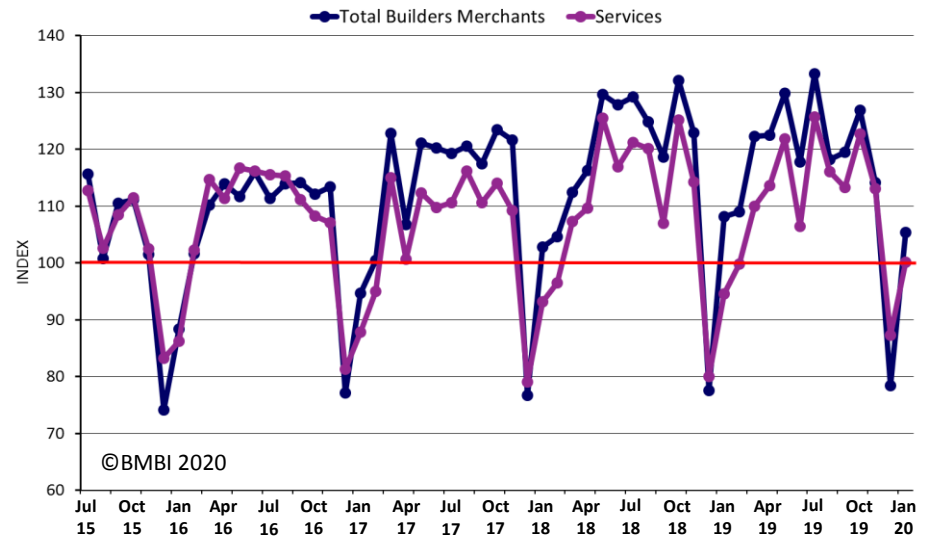
January 2020

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 January 2020

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	15
2019											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
22	20	21	20	21	20	23	21	21	23	21	15
2020											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
22											

Quarterly

Index: 62.4

2015			
		Q3	Q4
		64	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	60
2019			
Q1	Q2	Q3	Q4
63	61	65	59
2020			
Q1	Q2	Q3	Q4

Half Year

Index: 125

2015	
	H2
	124
2016	
H1	H2
125	125
2017	
H1	H2
125	124
2018	
H1	H2
125	124
2019	
H1	H2
124	124
2020	
H1	H2

Full Year

Index: 250

2015
2016
250
2017
249
2018
249
2019
248
2020

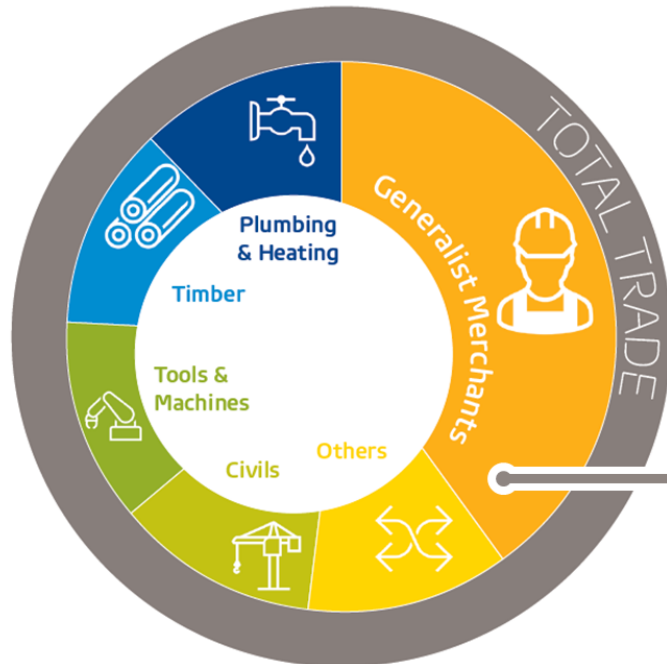
 Source: GfK's
Builders Merchants
Total Category Report
July 2015 to January 2020

GfK's Panel

Generalist Builders Merchant Panel (GBM's)



The Multiple Generalist Builders Merchants Channel



Generalist Builders Merchants

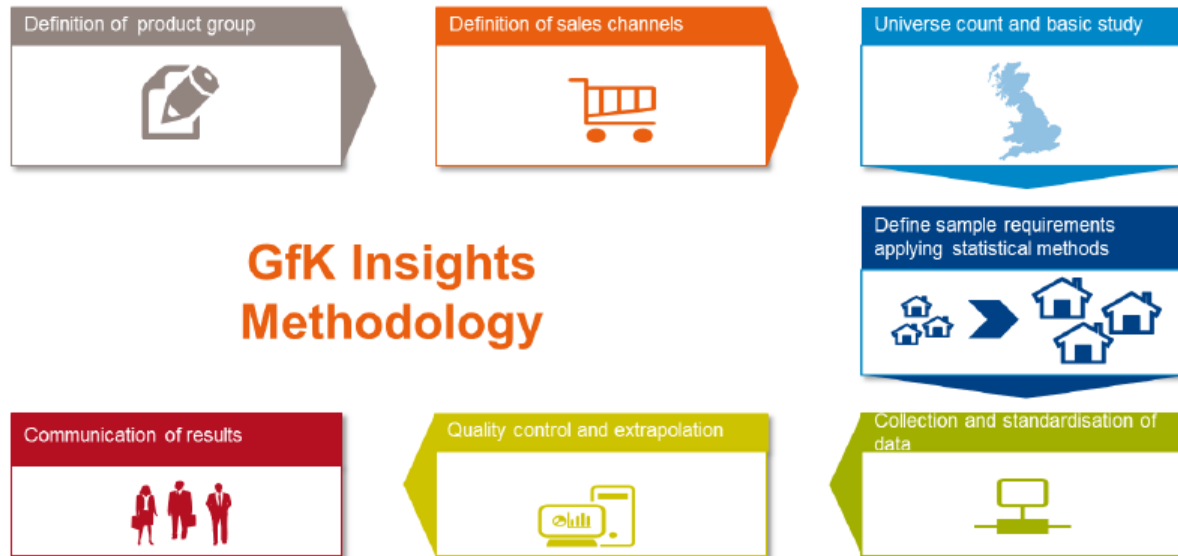
Builder Merchants handle an extended range of building materials and components (e.g. doors, windows, interior furnishing materials, insulation materials, tiles, cement, mortar, adhesives, sealants, nails, hardware products, pipes, ironware, paint) and generate their turnover with professional end users.

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

TOTAL CATEGORY REPORT (TCR)



TRACKED PRODUCT GROUP REPORTING



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

Spring 2020 edition



Builders Merchants Industry Forecast Report

The BMF has released the Spring 2020 edition of its 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 Spring 2020 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**
2020 - 2022

Spring edition – £195
Year in Review

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

Contact us

For further information



Emile van der Ryst

Senior Client Insight Manager - Trade

Emile.van-der-ryst@gfk.com

+44 (0) 20 7890 9615



Neil Frackiewicz

Head of Retail UK

Neil.frackiewicz@gfk.com

+44 (0) 20 7890 9123



Nyssa Patel

Industry Analyst / Economist

nyssa.patel@bmf.org.uk

+44 (0) 24 7685 4994



Lucia Di Stazio

Managing Director

lucia@mra-marketing.com

+44 (0) 1453 521621



Tom Rigby

Commercial Manager

tom@mra-marketing.com

+44 (0) 7392 081276