

“building **excellence**
in materials supply”

Builders Merchant Building Index



Monthly report for February 2022

(Published 21 April 2022)

Highlights

February's sales were 22.9% higher than February 2021 – and compared with pre-Covid February 2019, sales were 22.6% higher. Read the full comment on pages 7 and 8.

BMBI Report February 2022 Highlights

(unadjusted for trading days)

www.bmbi.co.uk

+22.9%



+22.6%



+21.4%



+20.5%



“ February saw total sales rise by 22.9% compared with February 2021. ”

Note: As one or two year comparisons are still likely to produce some unusual differences, we are comparing figures with 2019, where possible, to give a pre-Covid three-year comparison

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Introduction:

Builders Merchant Building Index



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.

The monthly series tracks what is happening in the market month by month and includes an in-depth review every quarter. BMBI Index data is calculated on the 12 month base period July 2014 to June 2015. This trend series gives the industry access to far more accurate and comprehensive insights than that available to other construction sectors.

Executive Summary

Short of time and just want to read the headlines? Download an Executive Summary that provides a snapshot on value sales and trends from Britain's Builders' Merchants for February 2022 [here](#).

BMBI Expert Panel

MRA Research 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. **Meet the Experts and read their comments on pages 5 and 6 of this report or read their previous comments [here](#).**

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. **Download the latest update [here](#).**



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.

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 2021 report, which includes commentary from our experts is available [here](#)

Meet the Builders Merchant Building Index Experts here and on the next page:

Expert for Drylining Systems:



Gordon Parnell
Sales Director British
Gypsum

[Read latest comment: Q4 2021 Report](#)

Expert for Bricks & Roof Tiles:



Kevin Tolson
Commercial Director
Wienerberger UK

[Read latest Comment: Q4 2021 Report](#)

Expert for Natural Stone & Porcelain Paving:



Krystal Williams
Managing Director
Pavestone UK Ltd

[Read latest Comment: Q4 2021 Report](#)

Expert for Civils & Green Infrastructure:



Clark McAllister
Sales Director Polypipe Civils &
Green Urbanisation

[Read latest Comment: Q4 2021 Report](#)

Expert for Lead:



Kyle Hazeldine
Sales & Marketing Manager
Midland Lead

[Read latest Comment: Q4 2021 Report](#)

Expert for Wood-Based Panels:



Simon Woods, European Sales Marketing
& Logistics Director
West Fraser (formerly known as Norbord)

[Read latest Comment: Q4 2021 Report](#)

The Expert Panel

Speaking for their markets - 2

Expert for Roof Windows:



Jim Blanthorne
Managing Director
Keylite Roof Windows

[Read latest Comment: Q4 2021 Report](#)

Expert for PVC-U Windows & Doors:



Kevin Morgan
Group Commercial Director
The Crystal Group

[Read latest Comment: Q4 2021 Report](#)

Expert for Shower Enclosures and Showering:



Mick Evans
Operations Director
Lakes

[Read latest Comment: Q4 2021 Report](#)

Expert for Mineral Wool Insulation:



Neil Hargreaves
Managing Director
Knauf Insulation

[Read latest Comment: Q4 2021 Report](#)

Expert for Cement & Aggregates:



Andrew Simpson
Packed Products Director
Hanson Cement

[Read latest Comment: Q4 2021 Report](#)

Expert for Paint:



Paul Roughan
Trade Merchants Sales Director
Dulux Trade

[Read latest Comment: Q4 2021 Report](#)

Expert for Website & Product Data Management Solutions:



Andy Scothern
Managing Director
eCommonSense

[Read latest Comment: Q4 2021 Report](#)

Expert for Steel Lintels:



Derrick McFarland
Managing Director
Keystone Lintels

[Read latest Comment: Q4 2021 Report](#)

Expert for Adhesives & Sealants:



Mathew Whitehouse
Marketing Director
Bostik UK

[Read latest Comment: Q4 2021 Report](#)

Overview - 1



February sales up 22.9% on last year and 7.5% higher than January

Total Builders Merchants February 2022 value sales were 22.9% higher than the same month last year, with no difference in trading days. However, this was driven more by price inflation (+13.4%) than volume growth (+8.3%). All categories sold more. Landscaping (+33.7%) did best. Five categories did better than Merchants overall, including Timber and Joinery Products (+25.6%) and Kitchens & Bathrooms (+25.2%). Plumbing, Heating and Electrical (+15.0%), Decorating (+14.2%), and Tools (+8.8%) grew more slowly. Workwear & Safetywear (+1.0%) was weakest.

February 2022 v February 2019

Total sales in February 2022 were 22.6% higher than the same month three years ago (pre-Covid), with no difference in trading days. All categories sold more, with overall growth driven by the strength of two categories: Landscaping (+51.1%) and Timber & Joinery Products (+38.3%). Other categories grew more slowly, including Kitchen & Bathrooms (+17.4%), Heavy Building Materials (+16.5%) and Plumbing, Heating & Electrical (+10.4%). Tools (+3.9%) had the lowest growth.

February 2022 v January 2022

Total Merchants sales were 7.5% higher in February 2022 than in January 2022, with no difference in trading days. Nine out of twelve categories sold more. Landscaping (+28.6%) did best, followed by Kitchens & Bathrooms (+10.6%) and Heavy Building Materials (+7.7%). Workwear & Safetywear (-2.8%), Miscellaneous (-4.5%) and Renewables & Water Saving (-5.0%) were weakest.

February Index

February's overall BMBI index was 134.4, particularly helped by Timber & Joinery Products (161.8). Almost all categories recorded indices over 100, including Landscaping (149.5), Kitchens & Bathrooms (134.5) and Heavy Building Materials (125.4). Only Renewables & Water Saving (80.9) was below 100.

December 2021-February 2022 v December 2020-February 2021

Total sales in the last three months were up 21.4% on the same period last year, with no difference in trading days. All categories sold more. Landscaping (+28.0%) was strongest, closely followed by Timber & Joinery Products (+27.5%). Kitchens & Bathrooms (+22.0%), Heavy Building Materials (+20.1%) and Plumbing Heating & Electrical (+15.0%) also grew strongly. Only two categories failed to achieve double-digit growth, Tools (+8.7%) and Workwear & Safetywear (+0.1%).

Overview continues on the next page...

Driven more by price inflation (+13.4%) than volume growth (+8.3%), February's Total Builders Merchants value sales were up 22.9% compared with the same month last year and 22.6% higher than the same month three years ago.

Overview - 2

...Overview continued from the previous page:

December 2021-February 2022 v December 2018-February 2019

Compared with the same months three years ago, sales in December 2021 to February 2022 were 20.5% higher, with no difference in trading days. All categories sold more. Two categories did particularly well: Landscaping (+42.9%) and Timber & Joinery Products (+38.4%). Slower growing categories included Kitchens & Bathrooms (+15.6%), Heavy Building Materials (+14.5%) and Ironmongery (+6.2%). Tools (+0.3%) was flat.

December 2021-February 2022 v September-November 2021

Total sales in the latest three months were 17.7% lower than in the previous three months – broadly in line with seasonal norms and not helped by eight less trading days in the most recent period. All categories sold less. Renewables & Water Saving (-0.5%) did best. Seasonal category Landscaping (-22.8%) was weakest. Overall like-for-like sales (which take trading day differences into account) were 6.2% lower than in September to November 2021.

MAT

Total Merchants sales in the 12 months March 2021 to February 2022 were 34.6% higher than in the same 12 months a year earlier, with no difference in trading days. All categories sold more. Timber & Joinery Products (+54.1%) was significantly ahead of other product categories. Most categories grew more slowly than Merchants overall including Plumbing, Heating & Electrical (+28.9%), Heavy Building Materials (+28.4%) and Decorating (+23.6%). Growth in Workwear & Safetywear (+2.9%) was much slower.

3-year MAT

Total Merchants sales in March 2021 to February 2022 were 19.3% higher than in the 12-months March 2018 to February 2019, with one less trading day in the most recent period. Ten categories sold more, with Timber & Joinery Products (+44.9%) and Landscaping (+44.8%) well out in front. Other categories saw much lower growth including Heavy Building Materials (+10.7%), Kitchens & Bathrooms (+5.8%) and Ironmongery (+5.5%). Two categories sold less: Decorating (-0.1%) and Tools (-6.0%). Total like-for-like sales were 19.8% higher.

Total Merchants sales in the 12 months to February 2022 were up 34.6% compared with Covid-affected March 2020 to February 2021.

Looking back three years (pre-Covid), sales were up 19.3% compared with March 2018 to February 2019.

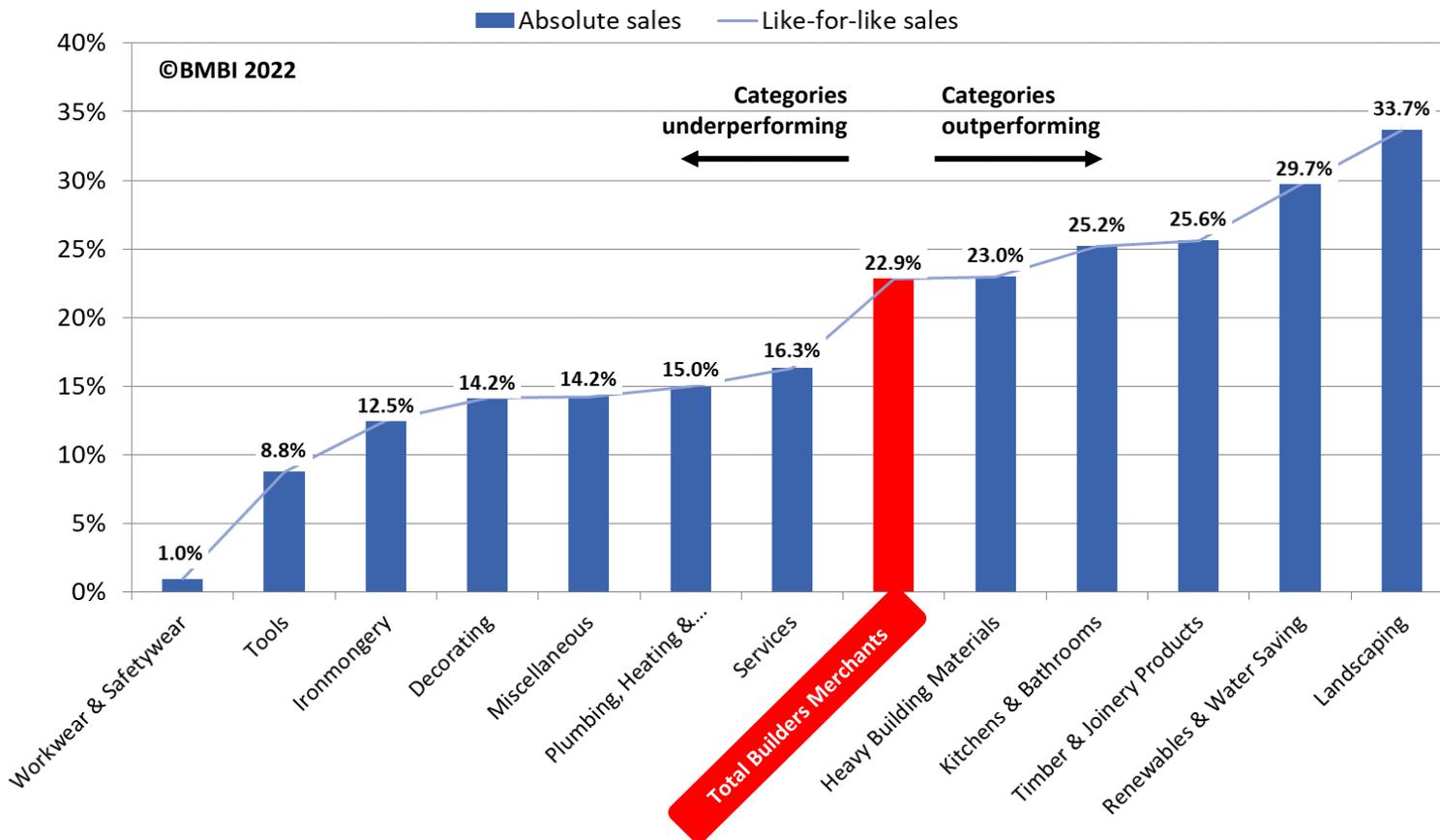
Monthly: This year v last year

February 2022 sales

No difference in trading days this year. Like-for-like sales take trading day differences into account.



February 2022 v February 2021



Source: GfK's Builders Merchants Total Category Report July 2015 to February 2022

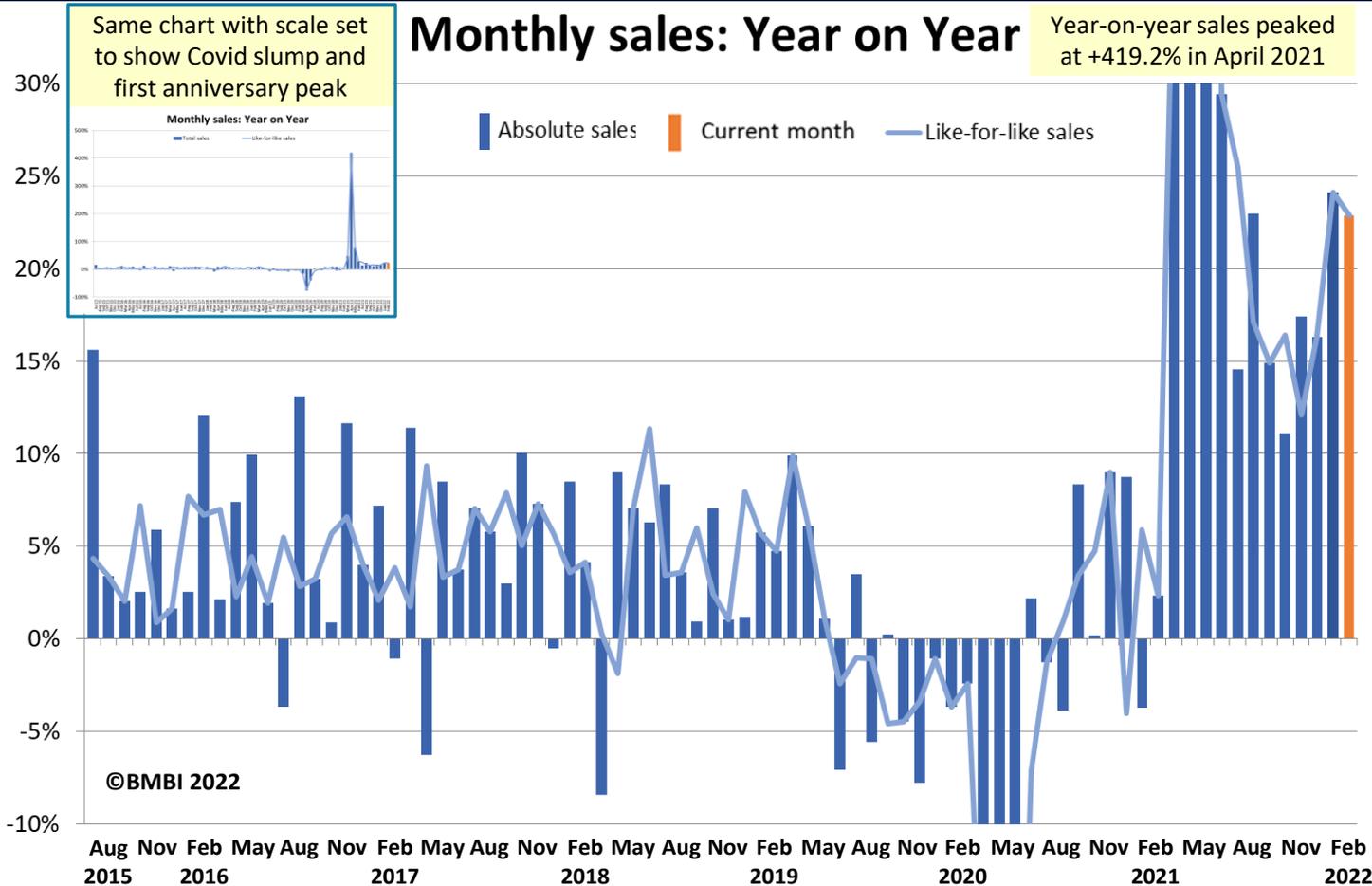
Values shown for absolute sales

All categories sold more this year compared with February 2021. Landscaping (+33.7%) did best.

Monthly: Year on Year

Absolute and Like-for-like sales

No difference in trading days this year. Like-for-like sales take trading day differences into account.



Source: GfK's Builders Merchants Total Category Report July 2015 to February 2022

Sales growth in February (+22.9%) was slightly lower than in January (+24.1%).

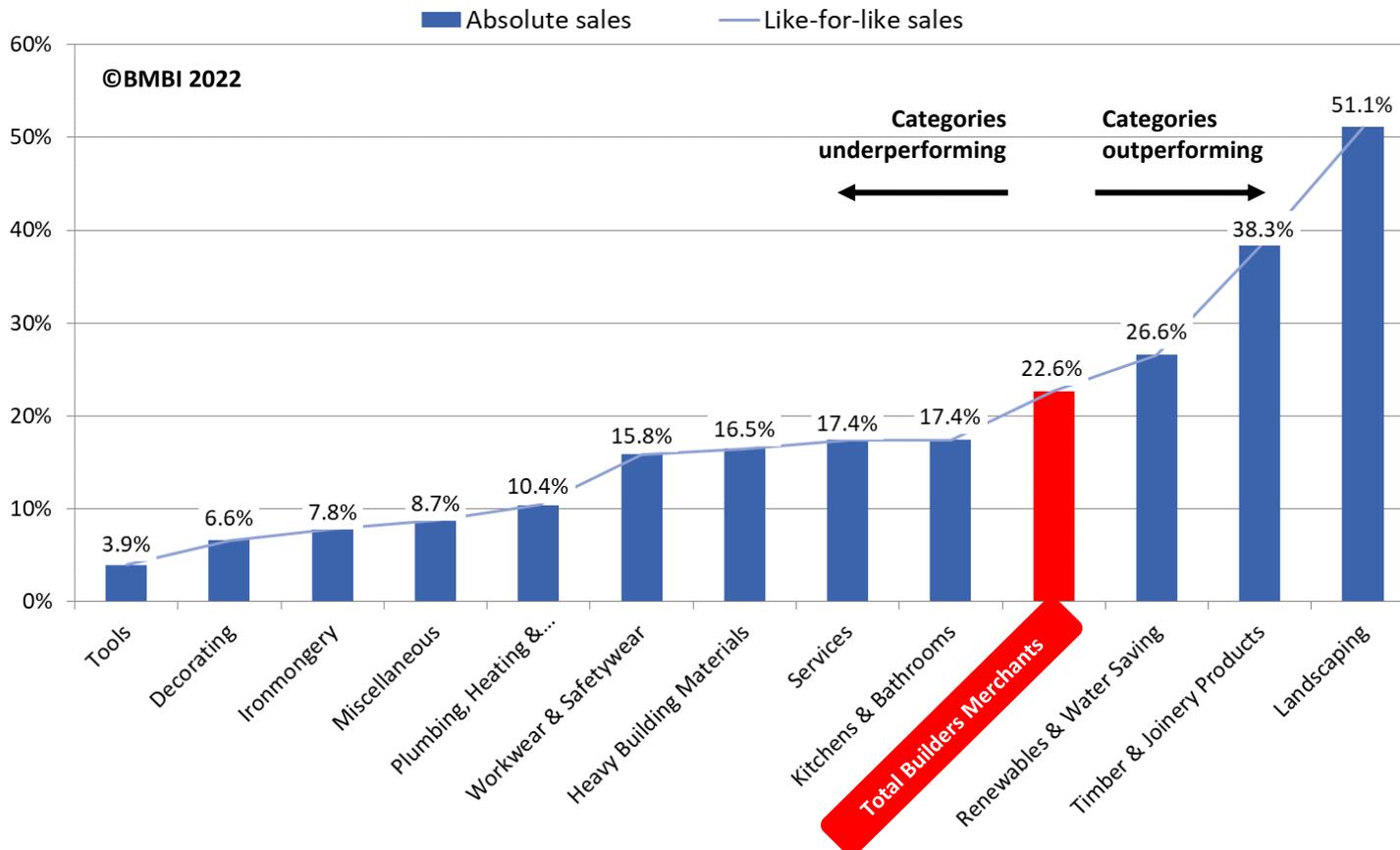
Monthly: This year v 2019

February 2022 3-year sales

No difference in trading days this year. Like-for-like sales take trading day differences into account.



3-year comparison: February 2022 v February 2019



Source: GfK's Builders Merchants Total Category Report July 2015 to February 2022

Values shown for absolute sales

Value sales of Landscaping (51.1%) and Timber & Joinery Products (+38.3%) grew much faster than other categories compared with February 2019.

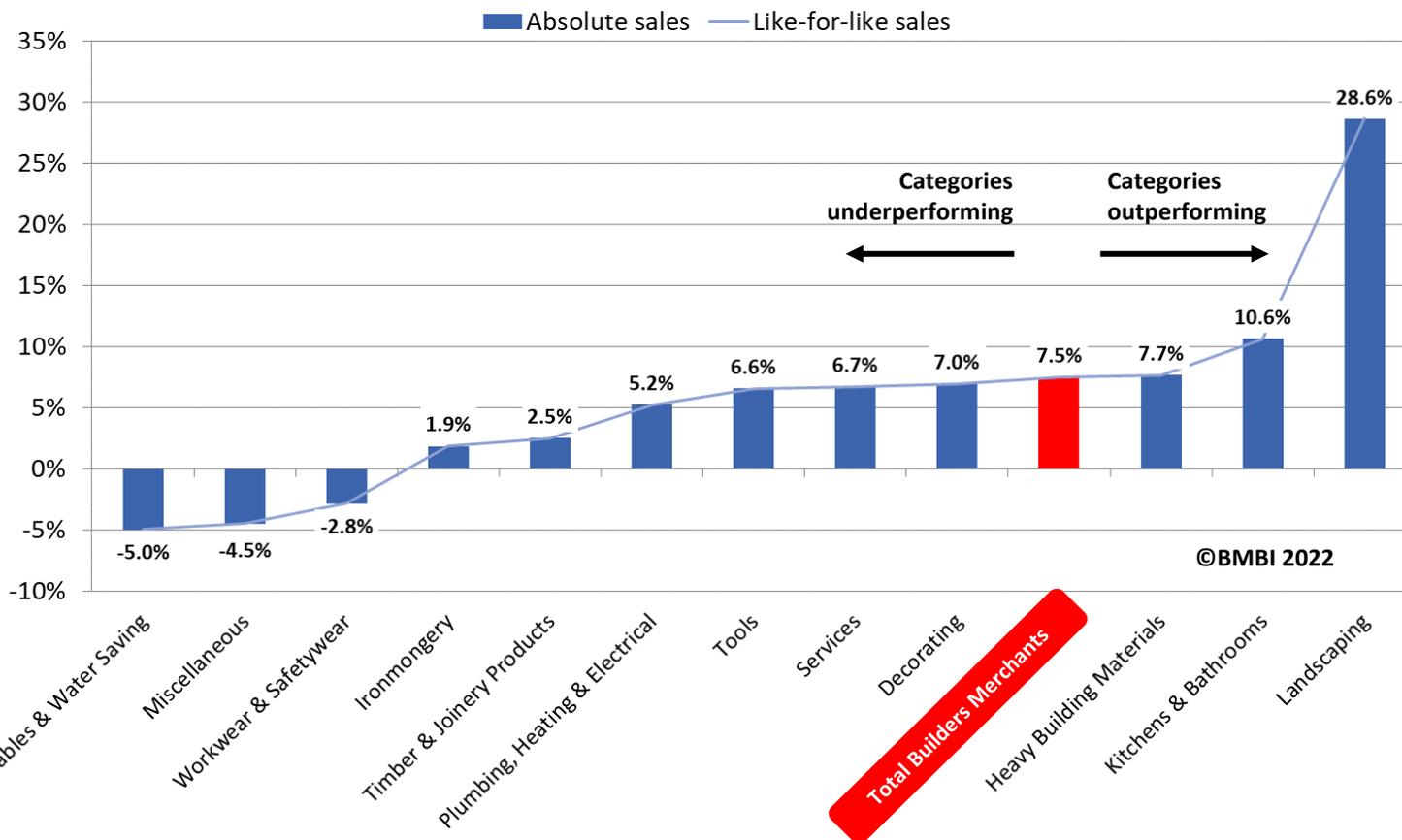
Monthly: This month v last month

February 2022 sales

No difference in trading days this year. Like-for-like sales take trading day differences into account.



February 2022 v January 2022



Source: GfK's Builders Merchants Total Category Report July 2015 to February 2022

Values shown for absolute sales

Total February sales were (+7.5%) higher than in January, with Landscaping (+28.6%) outperforming other categories.

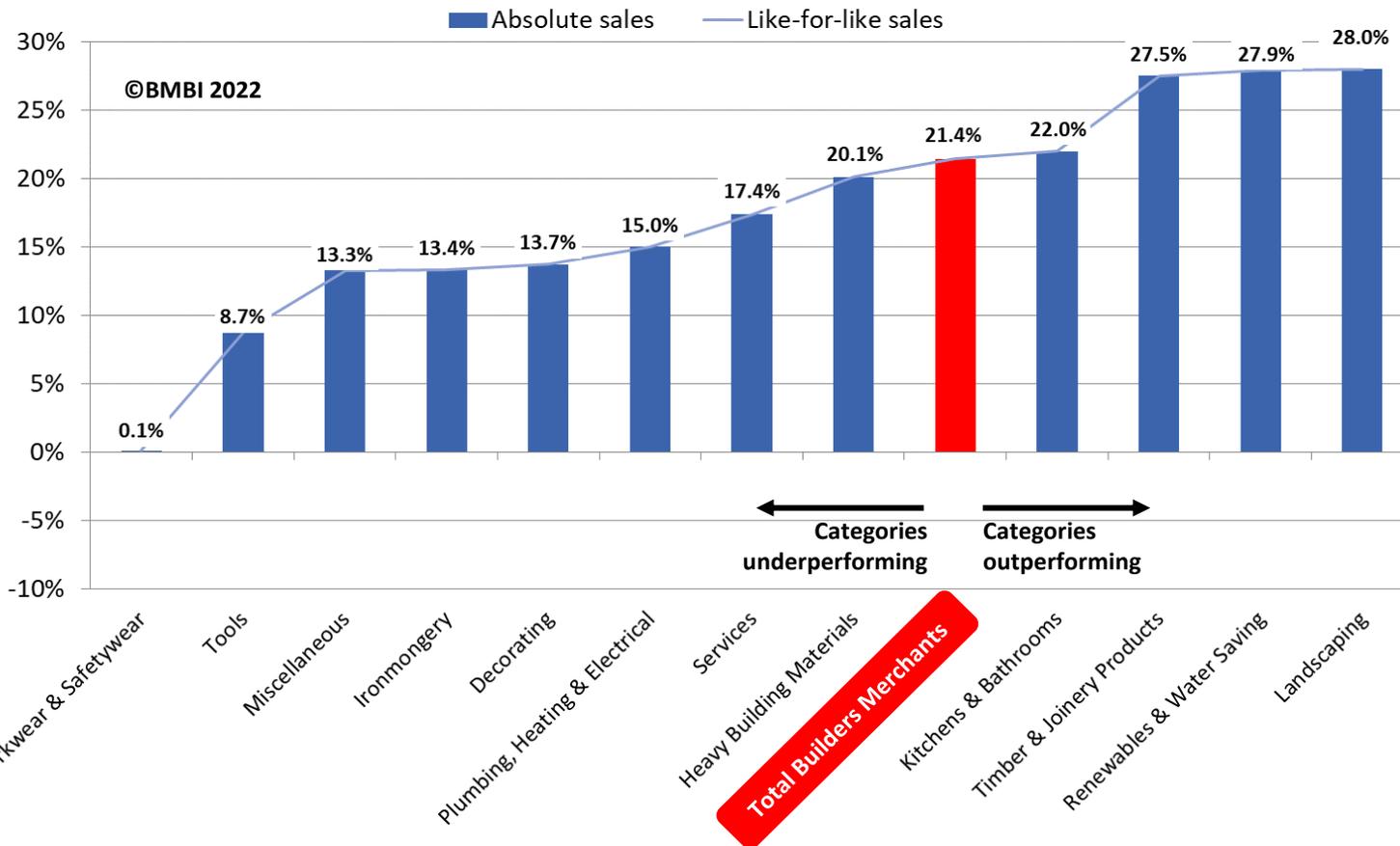
Latest 3 months: v last year

December 2021 to February 2022 sales

No difference in trading days this year. Like-for-like sales take trading day differences into account.



3 months Dec 21 to Feb 22 v 3 months Dec 20 to Feb 21



Source: GfK's Builders Merchants Total Category Report July 2015 to February 2022

Values shown for absolute sales

Total sales in the last three months were 21.4% higher than in the same period last year. Landscaping (+28.0%) grew fastest.

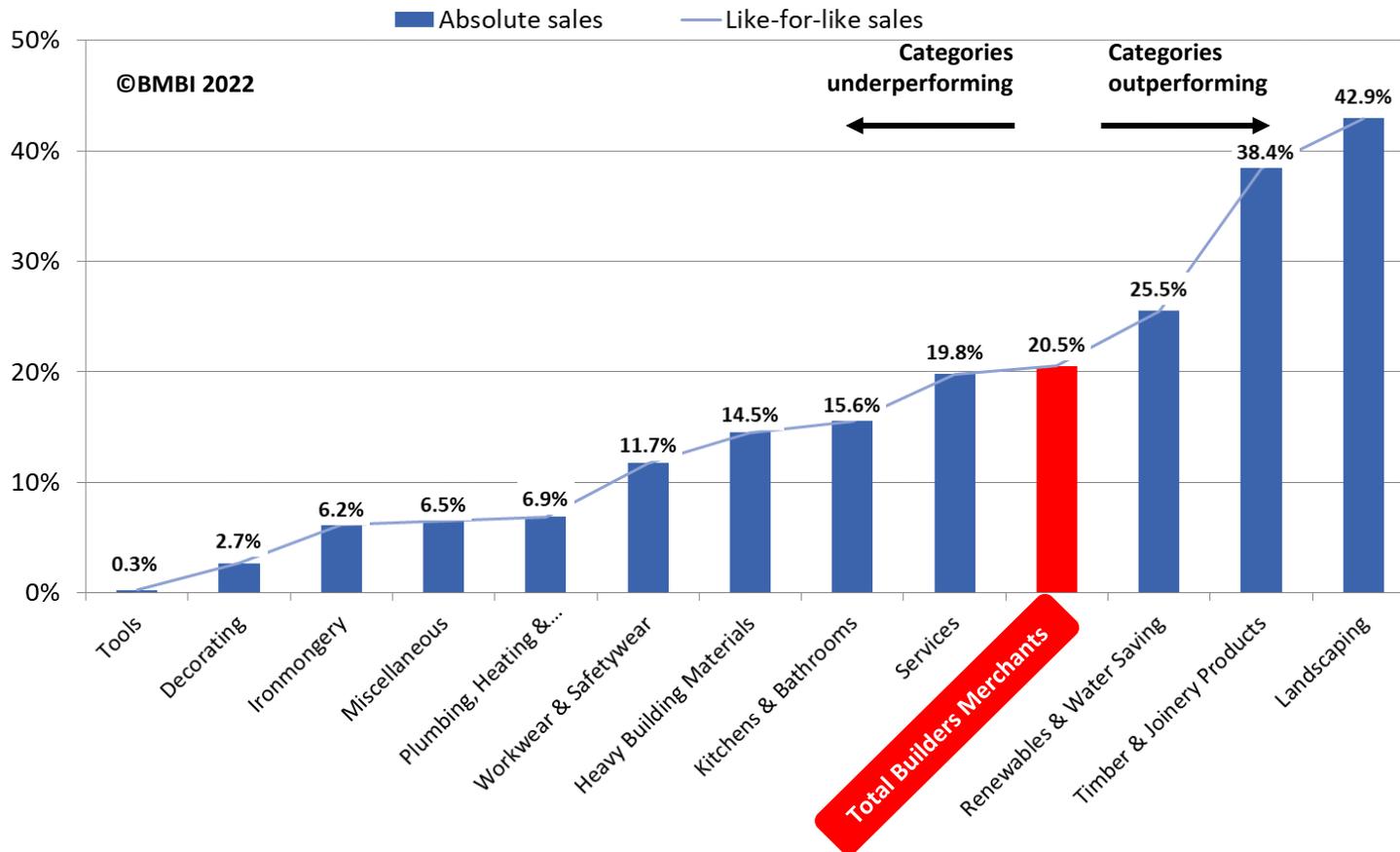
Latest 3 months: v 2019

December 2021 to February 2022 3-year sales

No difference in trading days this year. Like-for-like sales take trading day differences into account.



3-year comparison: Dec 21 to Feb 22 v Dec 18 to Feb 19



Source: GfK's Builders Merchants Total Category Report July 2015 to February 2022

Values shown for absolute sales

Total sales in the last three months were 20.5% higher than in the same period three years ago (pre-Covid). Landscaping (+42.9%) was strongest.

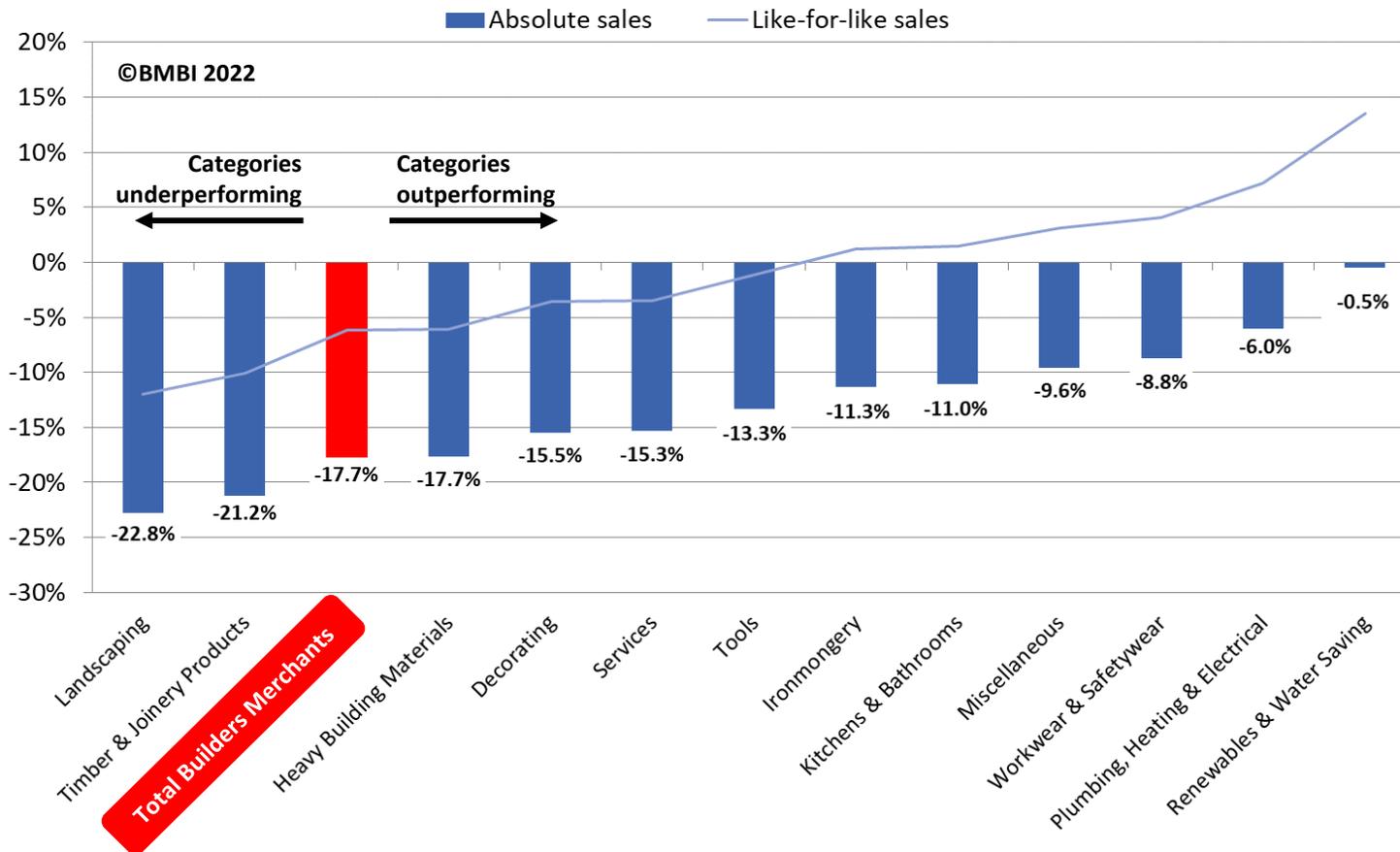
Latest 3 months: v previous 3 months

December 2021 to February 2022 sales

Eight less trading days in the latest period. Like-for-like sales take trading day differences into account.



3 months Dec 21 to Feb 22 v 3 months Sep 21 to Nov 21



Source: GfK's Builders Merchants Total Category Report July 2015 to February 2022

Values shown for absolute sales

Total sales in the last three months were 17.7% lower than in the previous three months, not helped by eight less trading days in the most recent period.

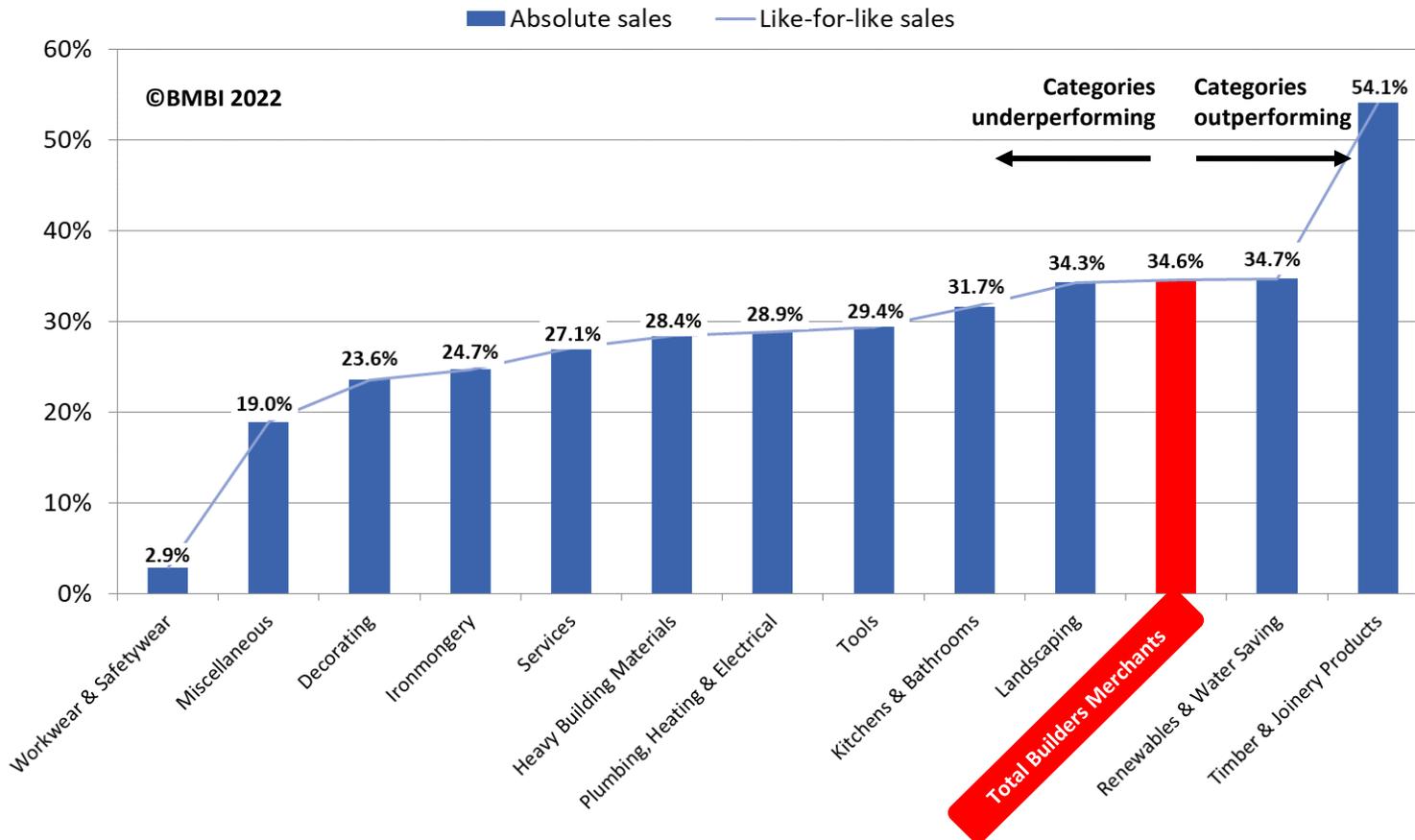
Last 12 Months: Year on Year

Absolute and like-for-like sales

No difference in trading days this year. Like-for-like sales take trading day differences into account.



12 months Mar 21 to Feb 22 v 12 months Mar 20 to Feb 21



Source: GfK's Builders Merchants Total Category Report July 2015 to February 2022

Values shown for absolute sales

Sales in the twelve months to February 2022 were 34.6% higher than Covid-affected March 2020 to February 2021. Timber & Joinery Products (+54.1%) was well ahead of other categories.

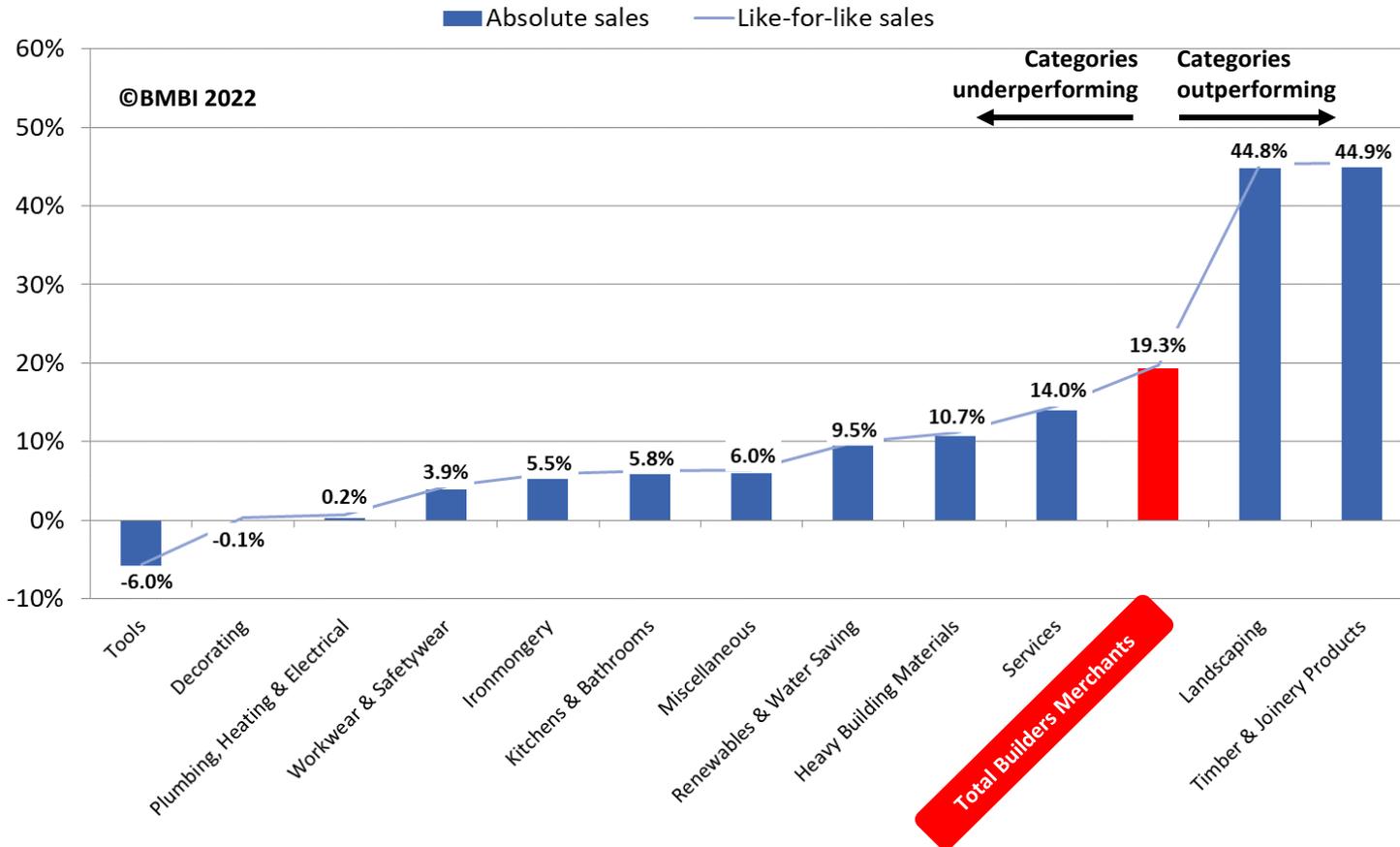
Last 12 Months: v 2019

Absolute and like-for-like sales

One more trading day this year. Like-for-like sales take trading day differences into account.



12 months Mar 21 to Feb 22 v 12 months Mar 18 to Feb 19



Source: GfK's Builders Merchants Total Category Report July 2015 to February 2022

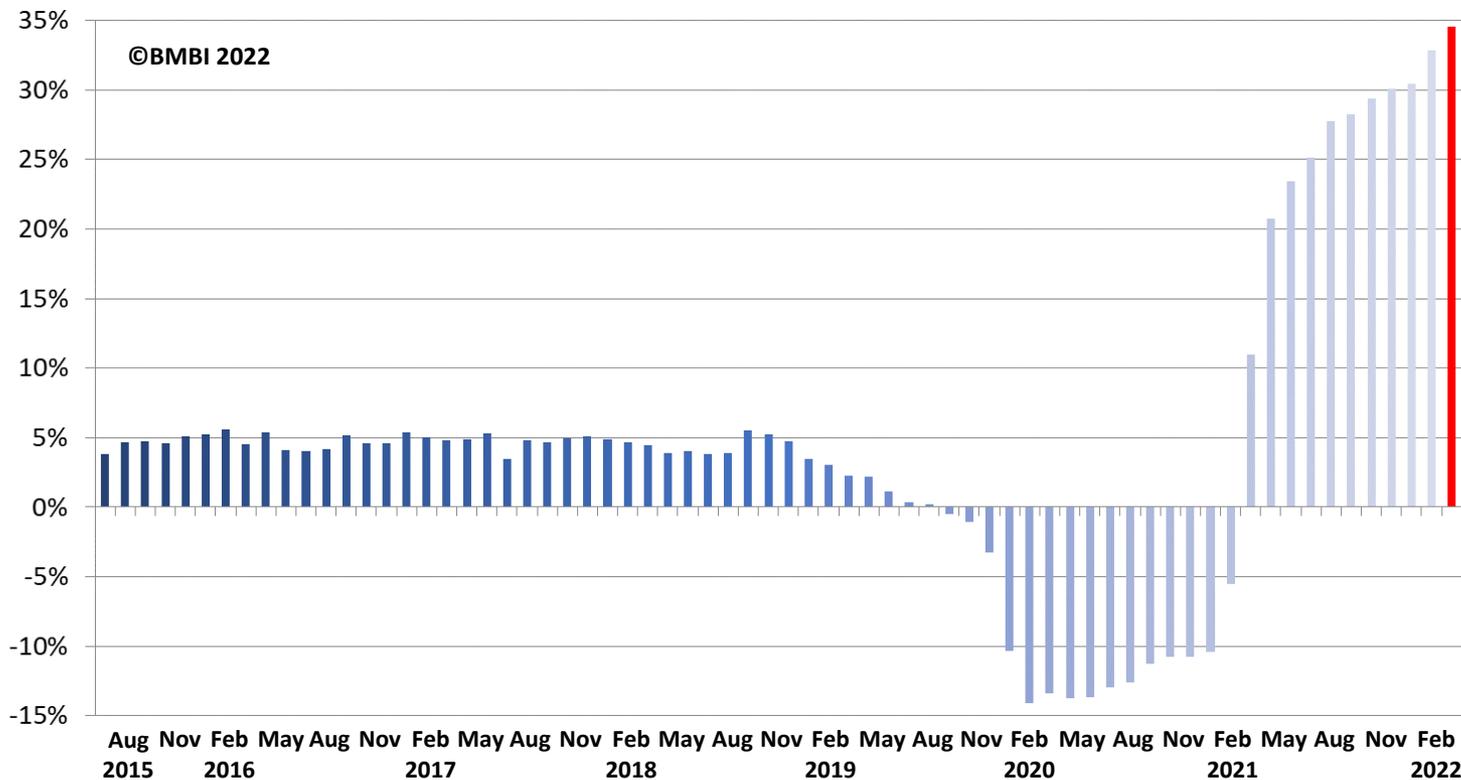
Sales in the last twelve months were 19.3% higher than the same period three years ago. Timber & Joinery Products and Landscaping were strongest.

12 months: Year on Year

MAT absolute sales



MAT: Total Builders Merchants July 2016 to February 2022



Source: GfK's
Builders Merchants
Total Category Report
July 2015 to February 2022

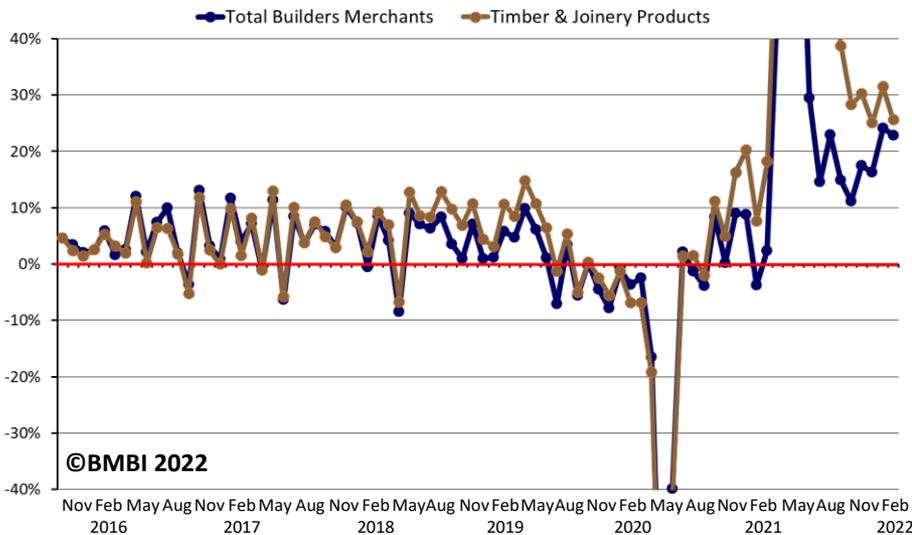
Values shown for
absolute sales

The 12 months to February 2022 (+34.6%) saw the largest year-on-year increase since BMBI started but this was predominantly due to the weak performance in March 2020 to February 2021 (Covid).

Monthly Year-on-year

February 2022

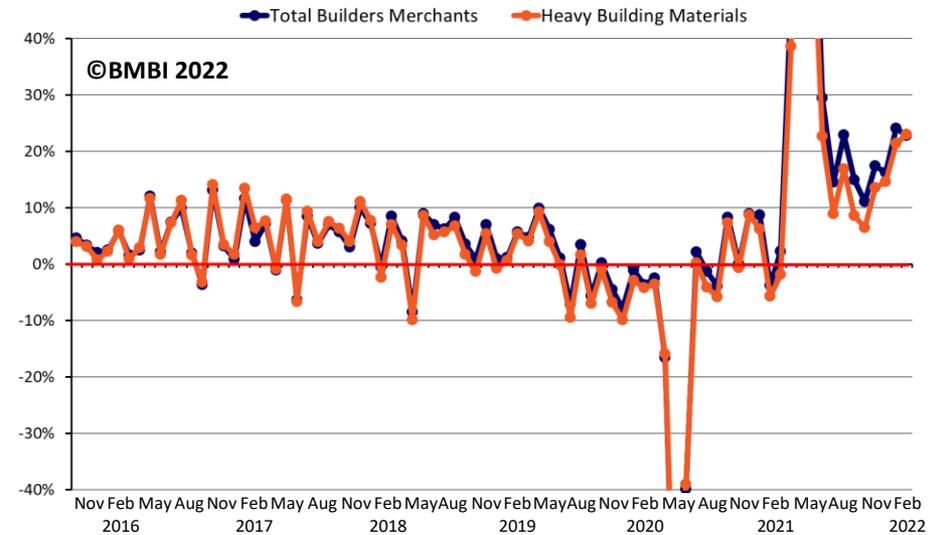
Timber & Joinery Products - Monthly



Covid19 peaks and troughs (off the chart)

April 2020 trough:	Timber & Joinery Products	-79.0%
	Total Builders Merchants	-76.5%
April 2021 peak:	Timber & Joinery Products	+555.8%
	Total Builders Merchants	+419.2%

Heavy Building Materials - Monthly



Covid19 peaks and troughs (off the chart)

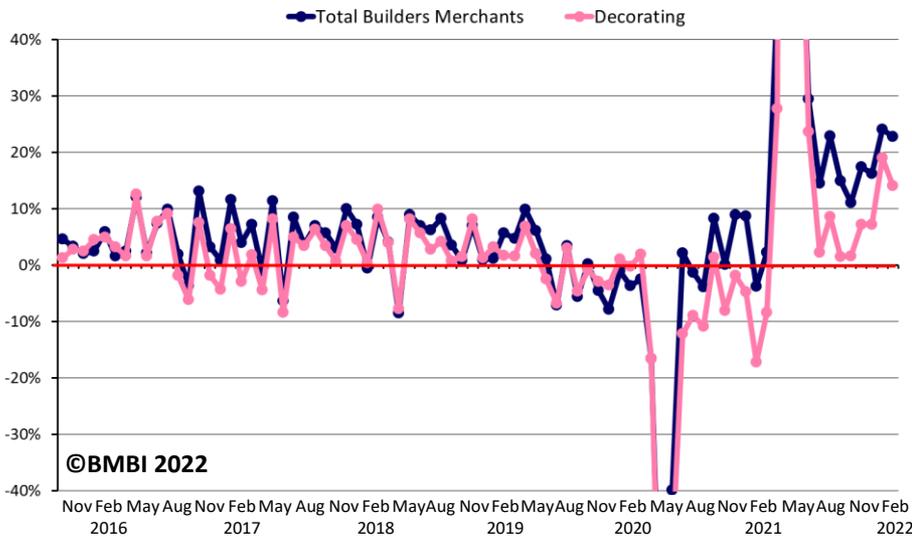
April 2020 trough:	Heavy Building Materials	-74.7%
	Total Builders Merchants	-76.5%
April 2021 peak:	Heavy Building Materials	+350.6%
	Total Builders Merchants	+419.2%

Monthly Year-on-year

February 2022



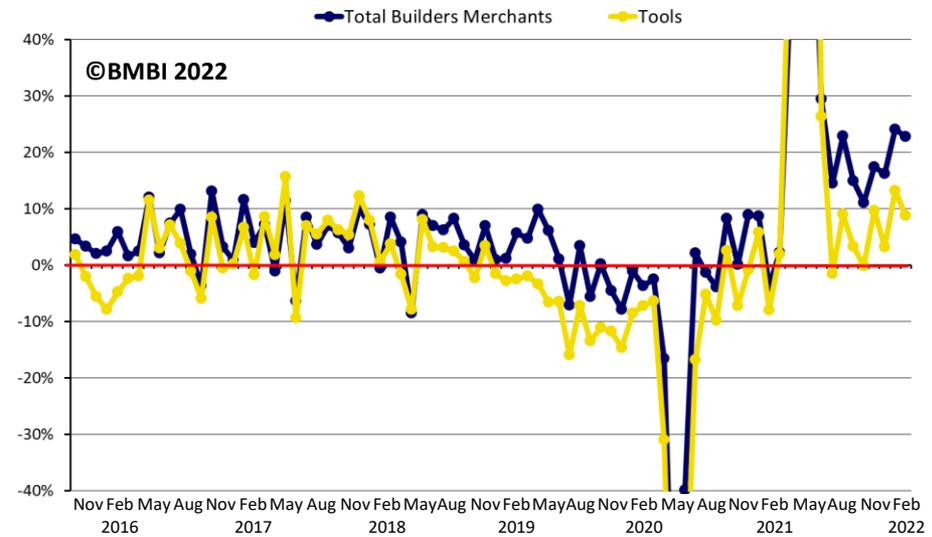
Decorating - Monthly



Covid19 peaks and troughs (off the chart)

April 2020 trough:	Decorating	-81.6%
	Total Builders Merchants	-76.5%
April 2021 peak:	Decorating	+472.1%
	Total Builders Merchants	+419.2%

Tools - Monthly



Covid19 peaks and troughs (off the chart)

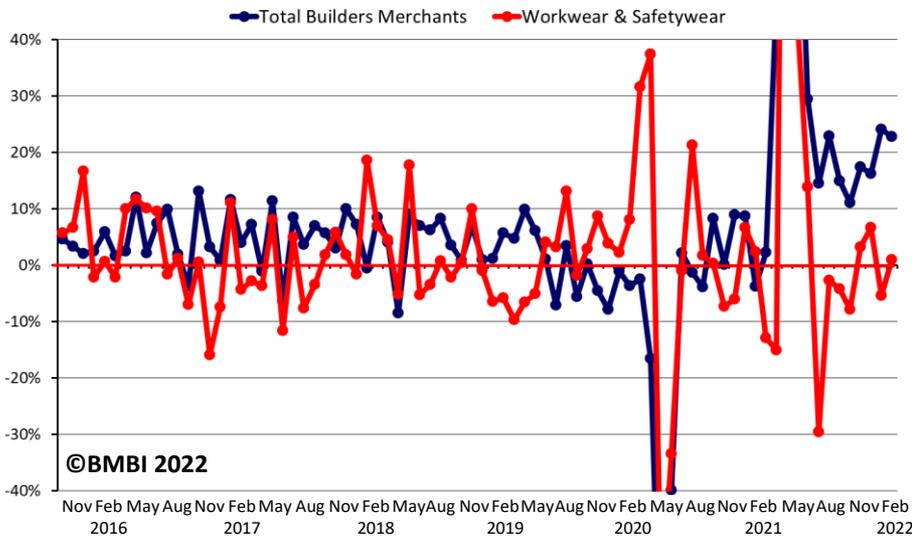
April 2020 trough:	Tools	-90.0%
	Total Builders Merchants	-76.5%
April 2021 peak:	Tools	+1188.1%
	Total Builders Merchants	+419.2%

GfK Source: GfK's
Builders Merchants
Total Category Report
July 2015 to February 2022

Monthly Year-on-year

February 2022

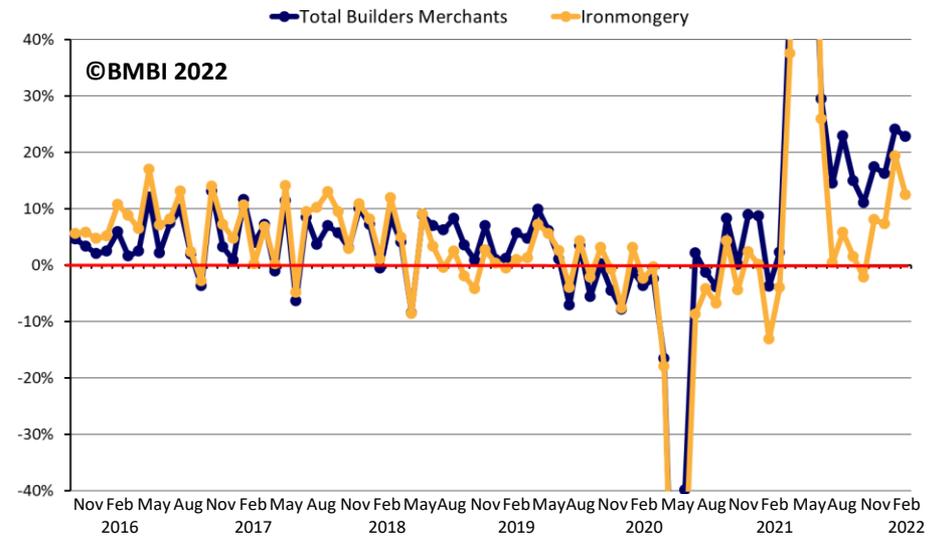
Workwear & Safetywear - Monthly



Covid19 peaks and troughs (off the chart)

April 2020 trough:	Workwear & Safetywear	-60.2%
	Total Builders Merchants	-76.5%
April 2021 peak:	Workwear & Safetywear	+175.8%
	Total Builders Merchants	+419.2%

Ironmongery - Monthly



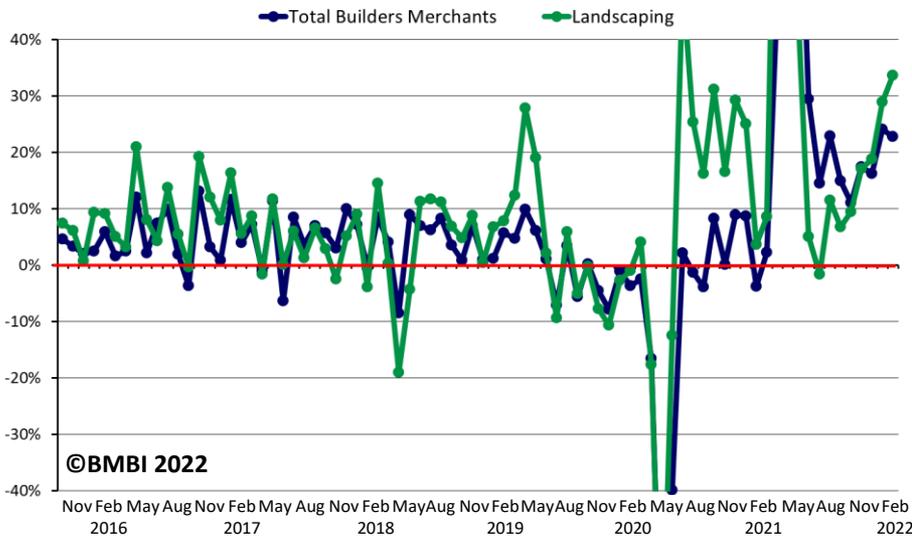
Covid19 peaks and troughs (off the chart)

April 2020 trough:	Ironmongery	-77.8%
	Total Builders Merchants	-76.5%
April 2021 peak:	Ironmongery	+403.2%
	Total Builders Merchants	+419.2%

Monthly Year-on-year

February 2022

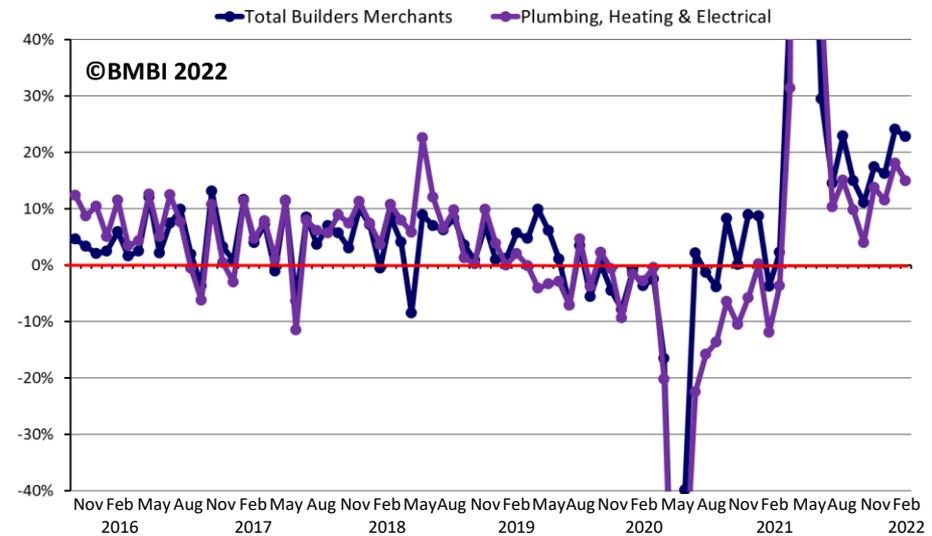
Landscaping - Monthly



Covid19 peaks and troughs (off the chart)

April 2020 trough:	Landscaping	-74.4%
	Total Builders Merchants	-76.5%
April 2021 peak:	Landscaping	+538.4%
	Total Builders Merchants	+419.2%

Plumbing Heating & Electrical - Monthly



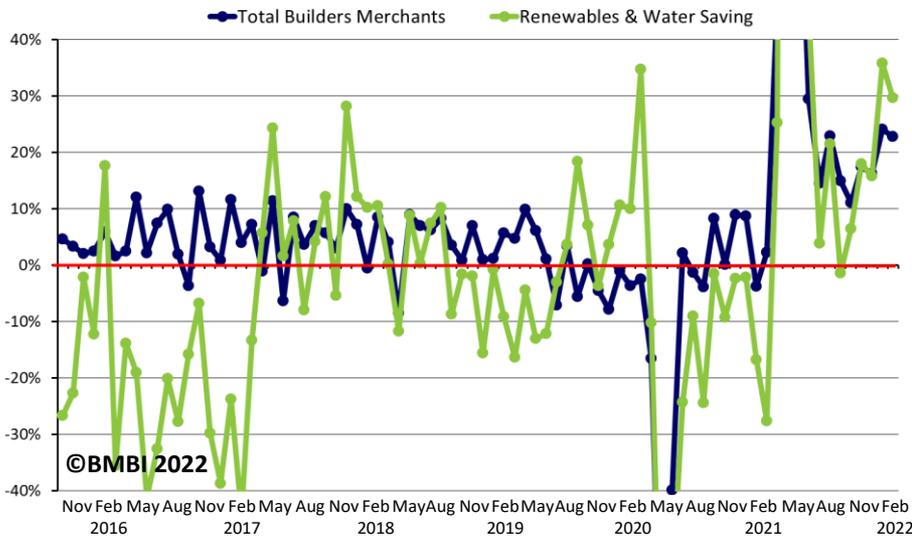
Covid19 peaks and troughs (off the chart)

April 2020 trough:	Plumbing Heating & Electrical	-77.9%
	Total Builders Merchants	-76.5%
April 2021 peak:	Plumbing Heating & Electrical	+369.9%
	Total Builders Merchants	+419.2%

Monthly Year-on-year

February 2022

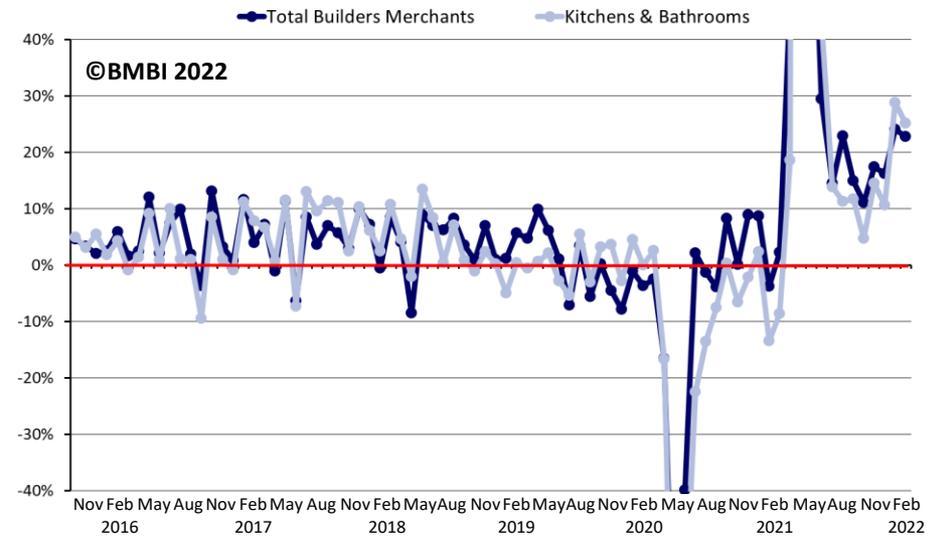
Renewables & Water Saving - Monthly



Covid19 peaks and troughs (off the chart)

April 2020 trough:	Renewables & Water Saving	-77.4%
	Total Builders Merchants	-76.5%
April 2021 peak:	Renewables & Water Saving	+518.1%
	Total Builders Merchants	+419.2%

Kitchens & Bathrooms - Monthly



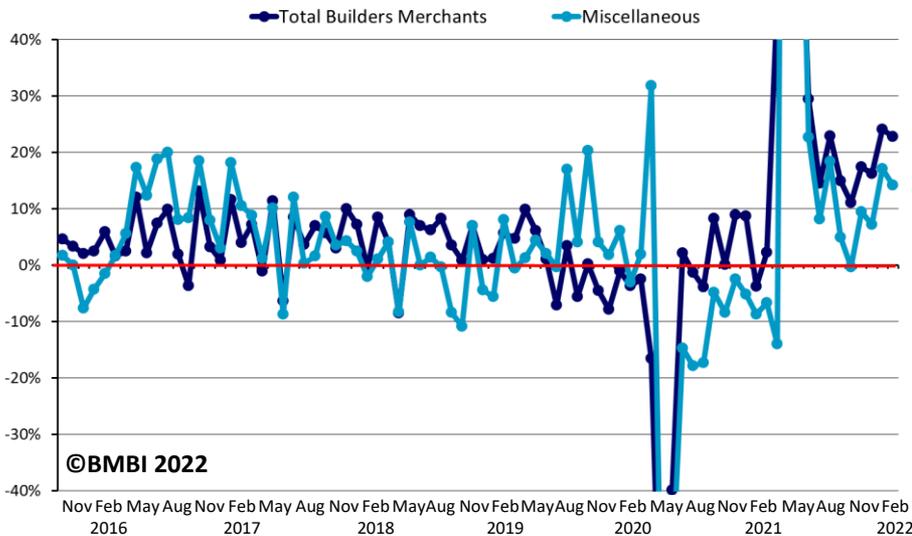
Covid19 peaks and troughs (off the chart)

April 2020 trough:	Kitchens & Bathrooms	-86.8%
	Total Builders Merchants	-76.5%
April 2021 peak:	Kitchens & Bathrooms	+706.3%
	Total Builders Merchants	+419.2%

Monthly Year-on-year

February 2022

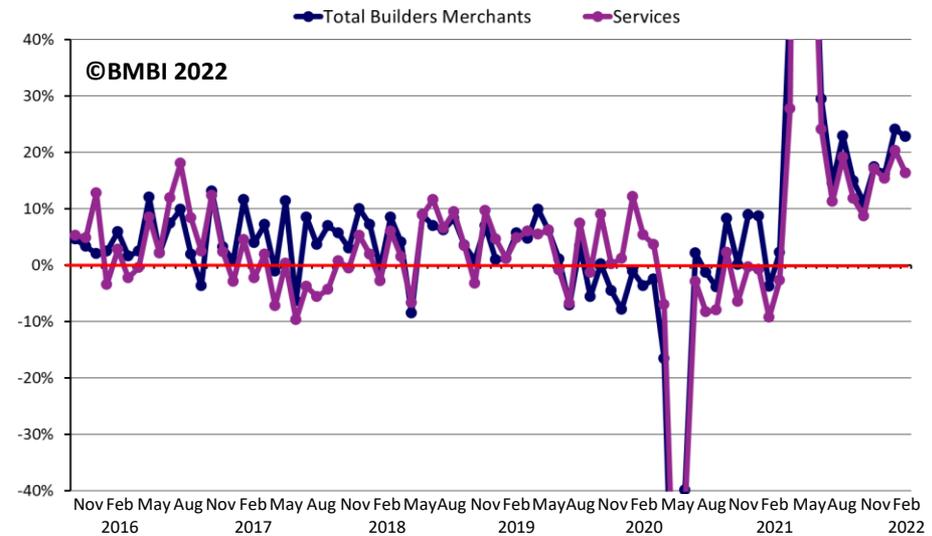
Miscellaneous - Monthly



Covid19 peaks and troughs (off the chart)

April 2020 trough:	Miscellaneous	-67.7%
	Total Builders Merchants	-76.5%
April 2021 peak:	Miscellaneous	+243.5%
	Total Builders Merchants	+419.2%

Services - Monthly



Covid19 peaks and troughs (off the chart)

April 2020 trough:	Services	-62.9%
	Total Builders Merchants	-76.5%
April 2021 peak:	Services	+204.2%
	Total Builders Merchants	+419.2%

Monthly: Index and Categories

February 2021* – February 2022

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



		2021											2022	
MONTHLY SALES VALUE INDEX	Index	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Total Builders Merchants	100	109.4	151.9	150.6	141.4	157.1	151.1	139.3	147.9	140.4	145.0	97.1	125.0	134.4
Timber & Joinery Products	100	128.8	175.7	176.3	173.2	199.6	199.8	182.6	193.3	181.0	182.1	119.0	157.8	161.8
Heavy Building Materials	100	102.0	141.3	137.4	128.6	142.8	136.8	127.0	136.2	130.8	135.6	89.6	116.5	125.4
Decorating	100	95.7	121.7	113.2	106.5	116.7	115.0	108.7	114.8	113.5	118.5	81.7	102.2	109.3
Tools	100	93.7	120.8	110.7	98.2	100.2	97.6	93.6	101.8	100.9	109.8	73.2	95.7	101.9
Workwear & Safetywear	100	111.3	118.2	104.0	95.8	111.8	92.8	95.7	106.5	115.4	130.8	93.8	115.7	112.4
Ironmongery	100	111.5	143.1	137.4	127.0	137.0	129.2	120.2	129.2	124.6	132.8	94.2	123.2	125.5
Landscaping	100	111.9	222.5	257.0	220.5	235.1	204.8	175.3	171.9	148.5	143.7	92.6	116.2	149.5
Plumbing, Heating & Electrical	100	120.3	137.1	119.2	112.9	123.7	113.7	109.7	126.7	131.0	143.3	107.2	131.4	138.3
Renewables & Water Saving	100	62.3	85.9	78.8	72.7	80.1	72.1	70.6	70.9	71.5	82.9	58.3	85.1	80.9
Kitchens & Bathrooms	100	107.4	120.7	113.5	111.5	125.1	126.5	118.3	131.2	124.9	140.6	96.8	121.6	134.5
Miscellaneous	100	107.1	131.2	126.2	111.2	120.3	121.6	116.2	128.4	120.4	130.2	92.3	128.0	122.4
Services	100	103.3	134.5	128.8	123.5	131.4	132.8	130.2	133.4	127.7	135.1	102.7	112.5	120.1

*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 February 2022

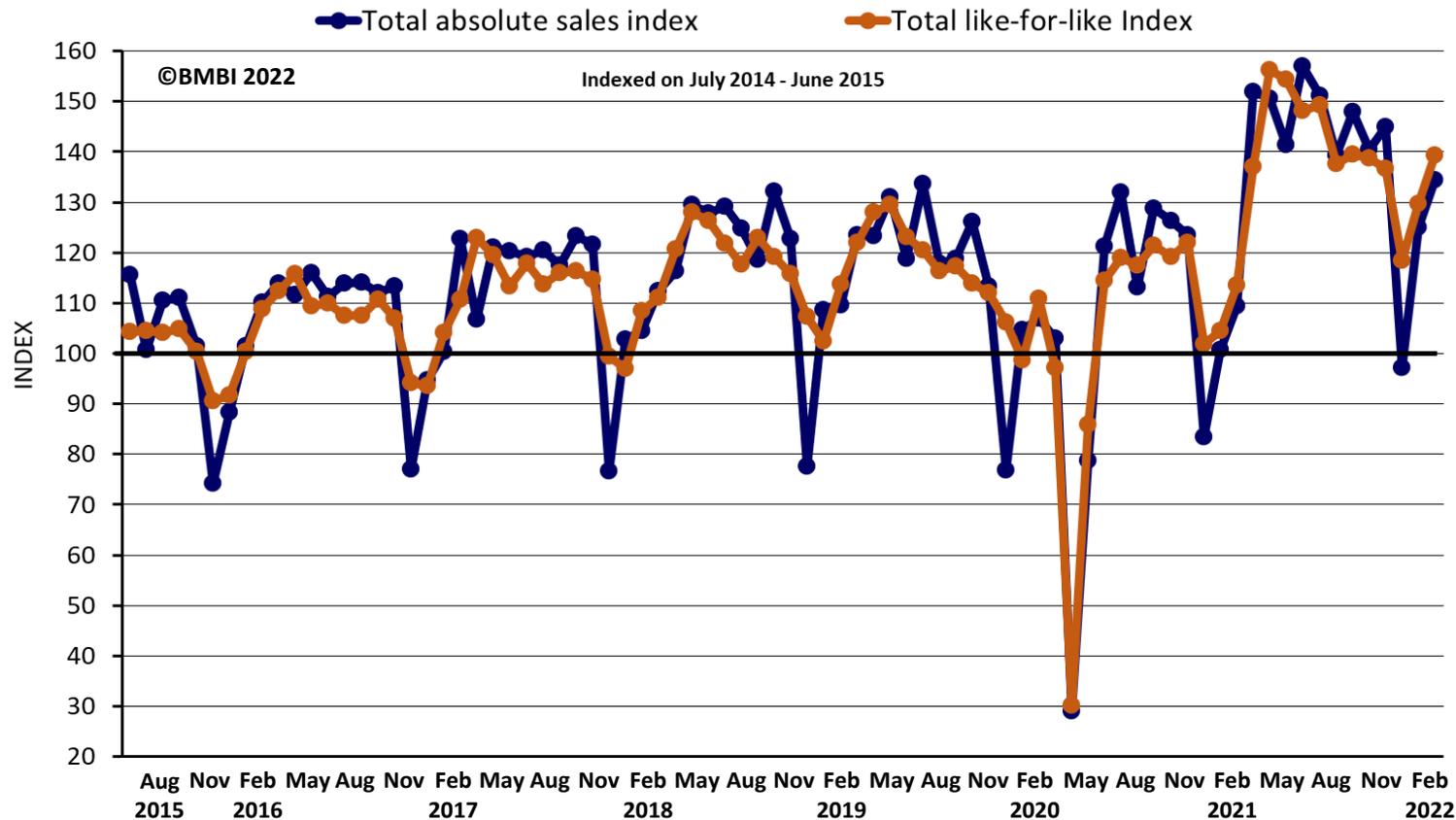
Monthly: Index

Absolute and like-for-like sales

No difference in trading days. Like-for-like sales take trading day differences into account.



Total Builders Merchants absolute sales v like-for-like sales index



Source: GfK's Builders Merchants Total Category Report July 2015 to February 2022

Values shown for absolute sales

February's index (134.4) was higher than January (125.0).

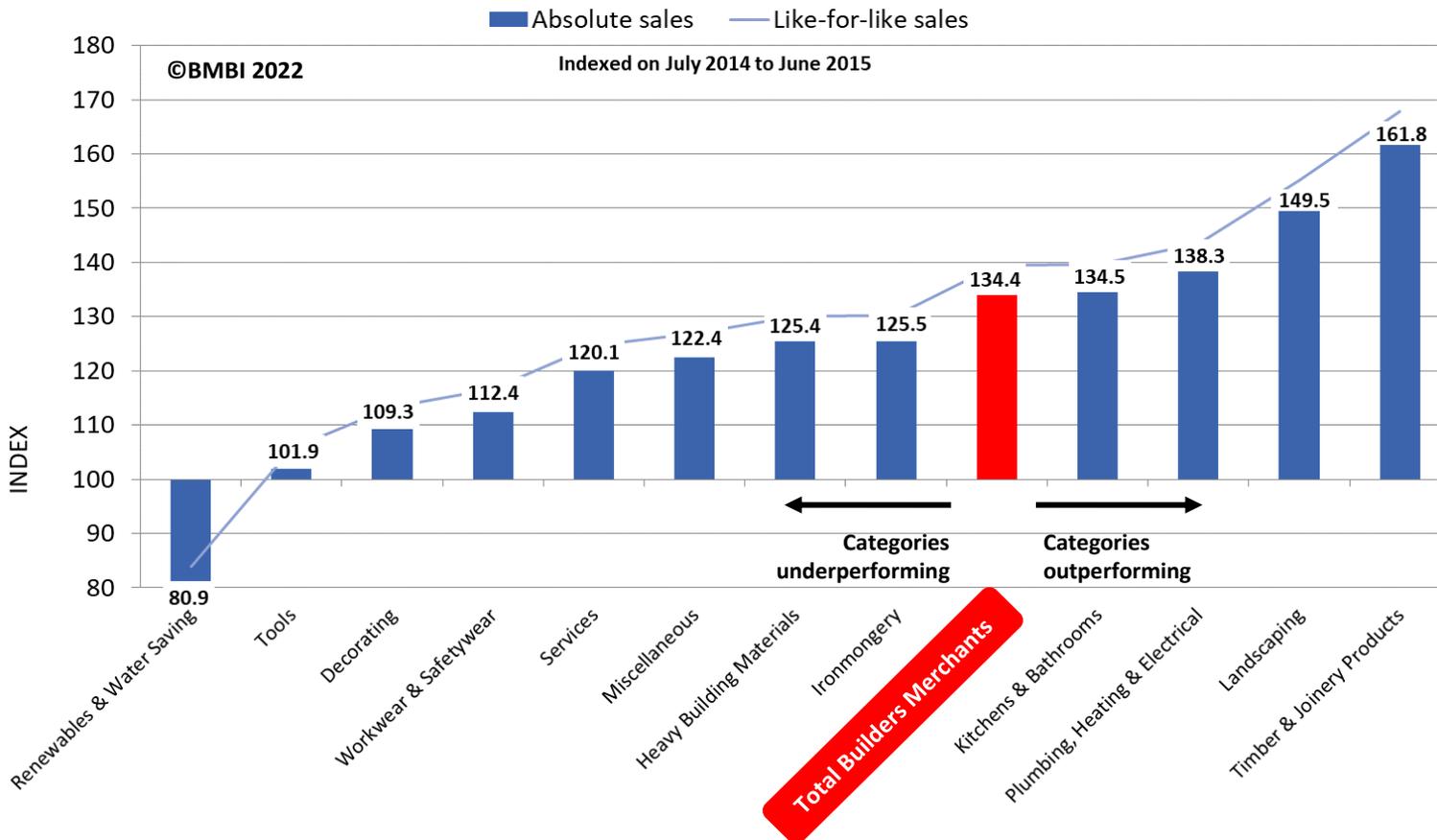
Monthly: Index and Categories

February 2022 index



No difference in trading days. Like-for-like sales take trading day differences into account.

February 2022 Index



Source: GfK's Builders Merchants Total Category Report July 2015 to February 2022

Values shown for absolute sales

Eleven of the twelve categories indexed above 100 in February with Timber & Joinery Products (161.8) doing best.

Trading Days

Monthly

Index: 20.8

2020											
Jan	Feb	Mar*	Apr *	May*	Jun	Jul	Aug	Sep	Oct	Nov	Dec
22	20	22	20	19	22	23	20	22	22	21	17
2021											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
20	20	23	20	19	22	21	21	22	21	22	17
2022											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
20	20										

Quarterly

Index: 62.3

2020			
Q1	Q2	Q3	Q4
64	61	65	60
2021			
Q1	Q2	Q3	Q4
63	61	64	60
2022			
Q1	Q2	Q3	Q4

Half Year

2020	
H1	H2
125	125
2021	
H1	H2
124	124
2022	
H1	H2

Full Year

2020
250
2021
248
2022

*Due to the Covid-19 pandemic, some merchants temporarily closed branches in the period March to May 2020, hence their trading days may have differed from the standard numbers shown above.

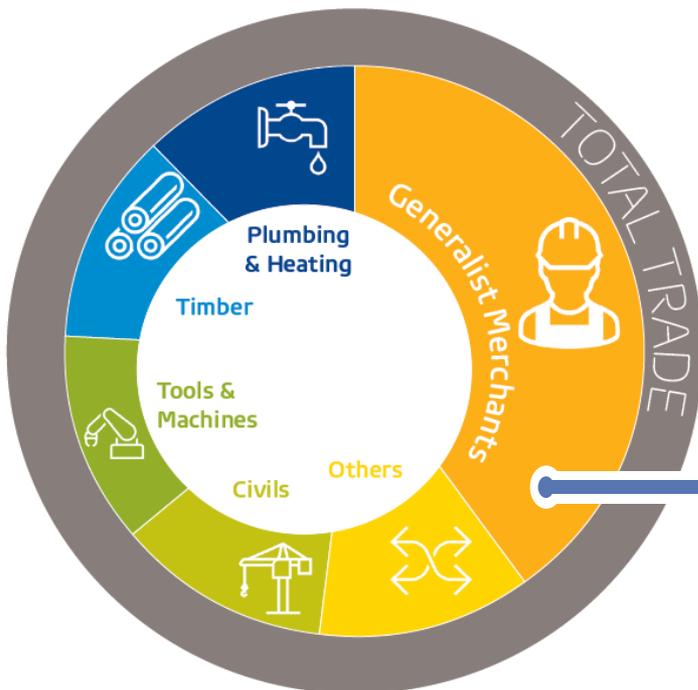
GfK's Definition of Builders Merchant Panel



Generalist Builders Merchants definition:

- 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. Only multiple merchants are considered; they are defined as having more than 3 outlets or a turnover of greater than £3m p.a.
- This excludes branches that generate all their sales from specialized areas such as Civils, Tiles and Tools. Estimated coverage of this channel sits at 82%.

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

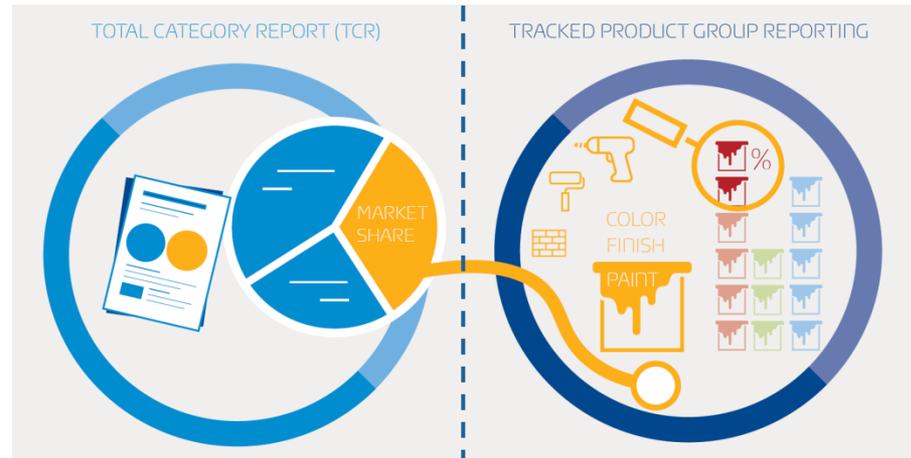
Bathroom (Including Showering)
Fitted Kitchens
Major Appliances

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 Emile van der Ryst at GfK
emile.van-der-ryst@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)

“building **excellence**
in materials supply”



“building **excellence**
in materials supply”

BMF (Builders Merchant Federation) Forecast Report

BMF Forecast Report

Winter 2021/22 edition



Builders Merchants Industry Forecast Report

The ninth edition of the BMF's Builders Merchants Industry Forecast, covering Winter 2021/22 onwards, is available now.

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 has 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 Winter 2021/22 edition now available. The forecast report can be downloaded by BMF members free of charge - once logged in – [here](#).

Non-members can purchase the report by contacting Sarup Ubhi on 024 7685 4994 or email: sarup.ubhi@bmf.org.uk



Building the Industry & Building Brands from Knowledge



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