

“building **excellence**
in materials supply”

Builders Merchant Building Index

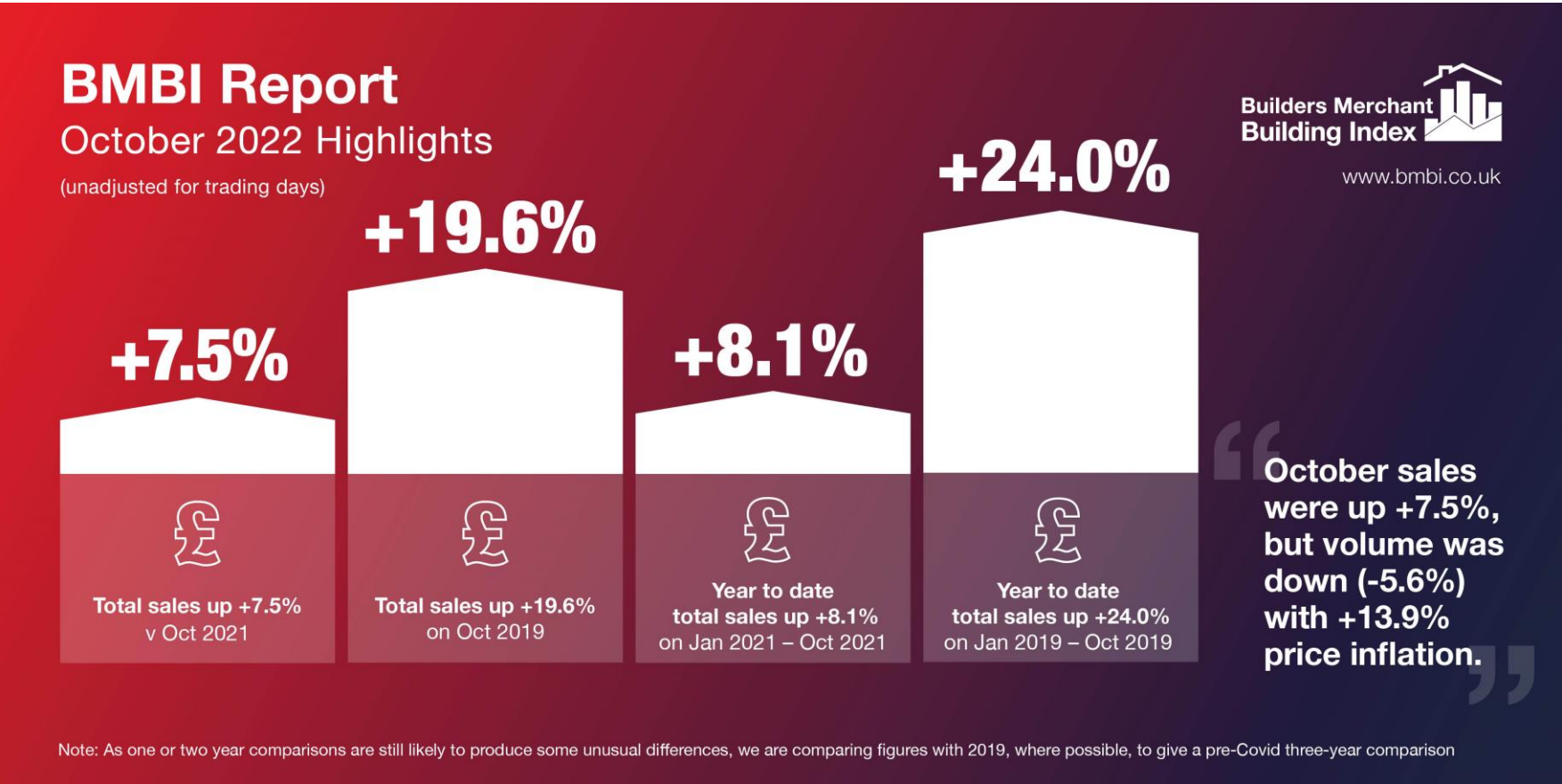


Monthly report for October 2022

(Published 15 December 2022)

Highlights

October's value sales were up +7.5% compared with October 2021, and +19.6% higher than pre-Covid October 2019. Read the full comment on pages 7 and 8.



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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 October 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 Q3 2022 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: Q3 2022 Report](#)

Expert for Bricks & Roof Tiles:



Kevin Tolson
Commercial Director
Wienerberger UK

[Read latest Comment: Q3 2022 Report](#)

Expert for Natural Stone & Porcelain Paving:



Krystal Williams
Managing Director
Pavestone UK Ltd

[Read latest Comment: Q3 2022 Report](#)

Expert for Civils & Green Infrastructure:



Clark McAllister
Sales Director Polypipe Civils &
Green Urbanisation

[Read latest Comment: Q3 2022 Report](#)

Expert for Fasteners and Fixings:



Ian Doherty
Chief Executive
Owlett-Jaton

[Read latest Comment: Q3 2022 Report](#)

Expert for Wood-Based Panels:



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

[Read latest Comment: Q3 2022 Report](#)

The Expert Panel

Speaking for their markets - 2

Expert for Roof Windows:



Jim Blanthorne
Managing Director
Keylite Roof Windows

[Read latest Comment: Q3 2022 Report](#)

Expert for PVC-U Windows & Doors:



Kevin Morgan
Group Commercial Director
The Crystal Group

[Read latest Comment: Q3 2022 Report](#)

Expert for Shower Enclosures and Showering:



Darren Bedford
Sales Director
Lakes

[Read latest Comment: Q3 2022 Report](#)

Expert for Mineral Wool Insulation:



Neil Hargreaves
Managing Director
Knauf Insulation

[Read latest Comment: Q3 2022 Report](#)

Expert for Cement & Aggregates:



Andrew Simpson
Packed Products Director
Hanson Cement

[Read latest Comment: Q3 2022 Report](#)

Expert for Paint:



Paul Edworthy
Commercial Lead
Dulux Trade

[Read latest Comment: Q3 2022 Report](#)

Expert for Website & Product Data Management Solutions:



Andy Scothern
Managing Director
eCommonSense

[Read latest Comment: Q3 2022 Report](#)

Expert for Steel Lintels:



Derrick McFarland
Managing Director
Keystone Lintels

[Read latest Comment: Q3 2022 Report](#)

Expert for Adhesives & Sealants:



Mathew Whitehouse
Marketing Director
Bostik UK

[Read latest Comment: Q3 2022 Report](#)

Overview - 1

October sales up +7.5% year-on-year, with volume down -5.6% and +13.9% price inflation

Total Builders Merchants value sales were up +7.5% in October 2022 compared with the same month last year. Volume sales were -5.6% lower with price up +13.9%, with no difference in trading days this year. Eleven of the twelve categories sold more, and eight categories performed better than Merchants overall led by Renewables & Water Saving (+66.1%). Also doing better were Plumbing, Heating & Electrical (+19.5%), Workwear & Safetywear (+19.0%) and Kitchens & Bathrooms (+17.5%). Timber & Joinery Products (-8.4%) sold less.

October 2022 v October 2019

Total value sales in October 2022 were +19.6% higher than the same month three years ago (a more normal year pre Covid). Volume sales fell by -8.9%, and prices were +31.2% higher. With two less trading days this year, like-for-like sales (which take trading day differences into account) were +31.0% higher. Four of the twelve categories sold more than Merchants overall. Renewables & Water Saving (+59.5%) was strongest. Landscaping (+31.2%), Timber & Joinery Products (+23.4%) and Heavy Building Materials (+21.5%) also did well. Tools (-0.7%) and Miscellaneous (-5.1%) were weakest.

October 2022 v September 2022

Total Merchants sales were -0.9% lower in October 2022 than in September 2022. Volume sales were -1.8% lower with price up +0.9%. There were no difference in trading days. Plumbing, Heating & Electrical (+9.3%) grew most, followed by Tools (+5.4%). Seasonal category Landscaping (-8.1%) was weakest.

October Index

October's overall BMBI index was 151.0, led by Timber & Joinery Products (165.9) and Plumbing, Heating & Electrical (156.6). There was no difference in trading days. All categories recorded indices exceeding 100, including Landscaping (152.6), Heavy Building Materials (150.1), and Kitchens & Bathrooms (146.7). Tools (108.2) increased the least.

Last three months, year on year

Total sales in August to October 2022 were +6.9% higher than in August to October 2021, with price inflation of +14.7%, volume down -6.8%. There was no difference in trading days. Nine of the twelve categories sold more than Merchants overall. Renewables & Water Saving (+52.1%), Workwear & Safetywear (+22.9%), and Kitchens & Bathrooms (+18.7%) grew the most. Timber & Joinery Products (-9.0%) was weakest.

Last three months v 3 years ago

Compared with the same months three years ago, sales in August to October 2022 were +26.0% higher than in August to October 2019, driven by price inflation (+32.7%) not volume (-5.1%). With one less trading day this period, like-for-like sales were +27.9% higher. All categories sold more. Renewables & Water Saving (+43.8%) and Landscaping (+34.2%) led the field. Categories growing more slowly included Kitchens & Bathrooms (+23.6%), Plumbing, Heating & Electrical (+14.9%), and Decorating (+11.7%).

**Builders Merchant
October value sales
were up +7.5%
compared to last
year. Prices
increased +13.9%,
volume fell -5.6%.**

Overview continues on the next page...

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Last three months v previous three months

Total sales in August to October 2022 were -2.6% lower than in May to July 2022, driven by volume down (-5.6%) and price inflation (+3.1%). With two more trading days this period, like-for-like sales were -5.7% lower. Eight of the twelve categories sold more. Renewables & Water Saving (+20.0%) did best. Workwear & Safetywear (13.5%) and Plumbing, Heating & Electrical (+10.8%) also did well. Timber & Joinery Products (-4.7%) and seasonal category Landscaping (-21.8%) were weakest.

Year to date, year-on-year

The current year to date, January to October 2022 was +8.1% higher than in the previous period, January to October 2021. Volume sales were -6.8% lower with price up +16.0%. With two less trading days this year, like-for-like sales were +9.1% higher. Eleven of the twelve categories sold more. Renewables & Water Saving (+29.9%) and Kitchens & Bathrooms (+20.1%) were strongest. Plumbing, Heating & Electrical (+14.0%), Heavy Building Materials (+12.9%) also grew more than merchants overall. Timber & Joinery Products was flat (-0.2%).

MAT

Total Merchants sales in November 2021 to October 2022 were +9.3% higher than in November 2020 to October 2021, with price inflation of (+16.1%), and volume (-5.9%). With one less trading day this year, like-for-like sales were +9.7% higher. All categories sold more. Renewables & Water Saving (+27.9%) and Kitchens & Bathrooms (+19.0%) grew most. Plumbing, Heating & Electrical (+13.9%) and Heavy Building Materials (+13.0%) also did well. Timber & Joinery Products (+3.2%) and Landscaping (+2.5%) grew more slowly.

Year to date v 2019

Sales in the current year to date, January to October 2022 were +24.0% higher compared to three years ago, January to October 2019 (pre-Covid). This was driven by price inflation of (+28.6%) and volume was down (-3.6%). With four less trading days in the most recent period, like-for-like sales were +26.4% higher. All categories sold more. Landscaping (+38.0%) was strongest. Timber & Joinery Products (+35.2%) and Renewables & Water Saving (+32.6%) also performed better than Merchants overall.

3-year MAT

Total Merchants sales in November 2021 to October 2022 were +23.5% higher than in the 12 months November 2018 to October 2019. With two less trading days in the most recent period like-for-like growth was +24.5%. All categories sold more. Landscaping (+38.1%), Timber & Joinery Products (+36.6%) and Renewables & Water Saving (+31.0%) were well out in front. All other categories saw lower growth including Heavy Building Materials (+20.5%), Kitchens & Bathrooms (+18.5%), Ironmongery (+8.7%) and Decorating (+7.5%). Tools (+2.6%) was weakest.

Sales in the current year to date, January to October 2022 were +24.0% higher compared to three years ago, January to October 2019 (pre-Covid).

With price inflation of +28.6%, volume was -3.6% down.

Overview - 3

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NOTE from Emile van der Ryst, GfK:

We have done some minor category & branch reclassifications in the past month, which means that small changes will be seen in the reporting this month. Using the calendar quarter of July – September (Q3) as an example when comparing the September and October reports with each other, some of the changes seen in the major categories are:

Category	Q3 value growth in Sep report	Revised Q3 value growth
Total Builders Merchants	4.3%	4.4%
Heavy Building Materials	11.9%	12.2%
Timber & Joinery	-11.1%	-11.0%
Landscaping	-1.3%	-1.2%

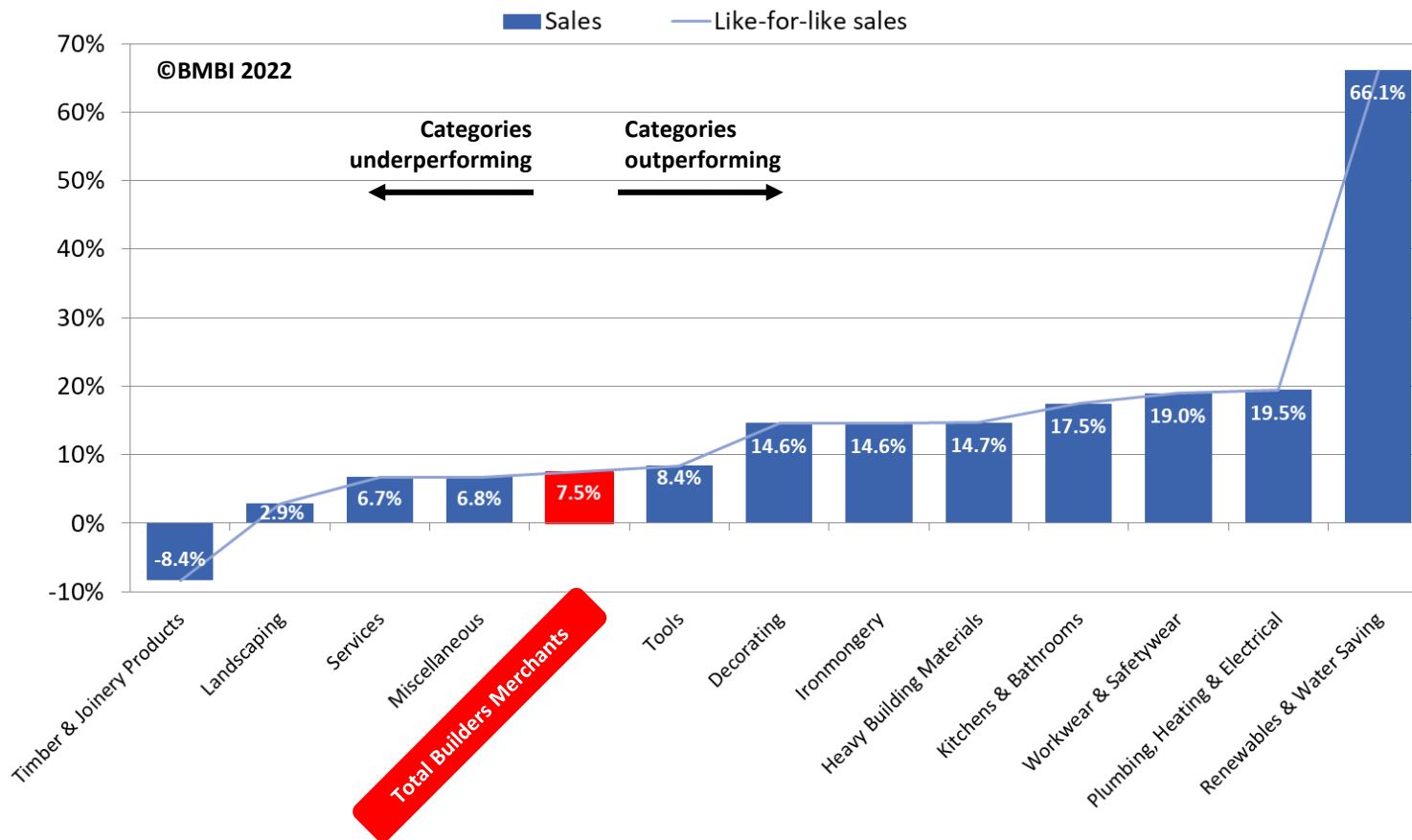
Monthly: This year v last year

October 2022 sales

21 trading days this year v 21 trading days last year. Like-for-like sales take trading day differences into account.



October 2022 v October 2021



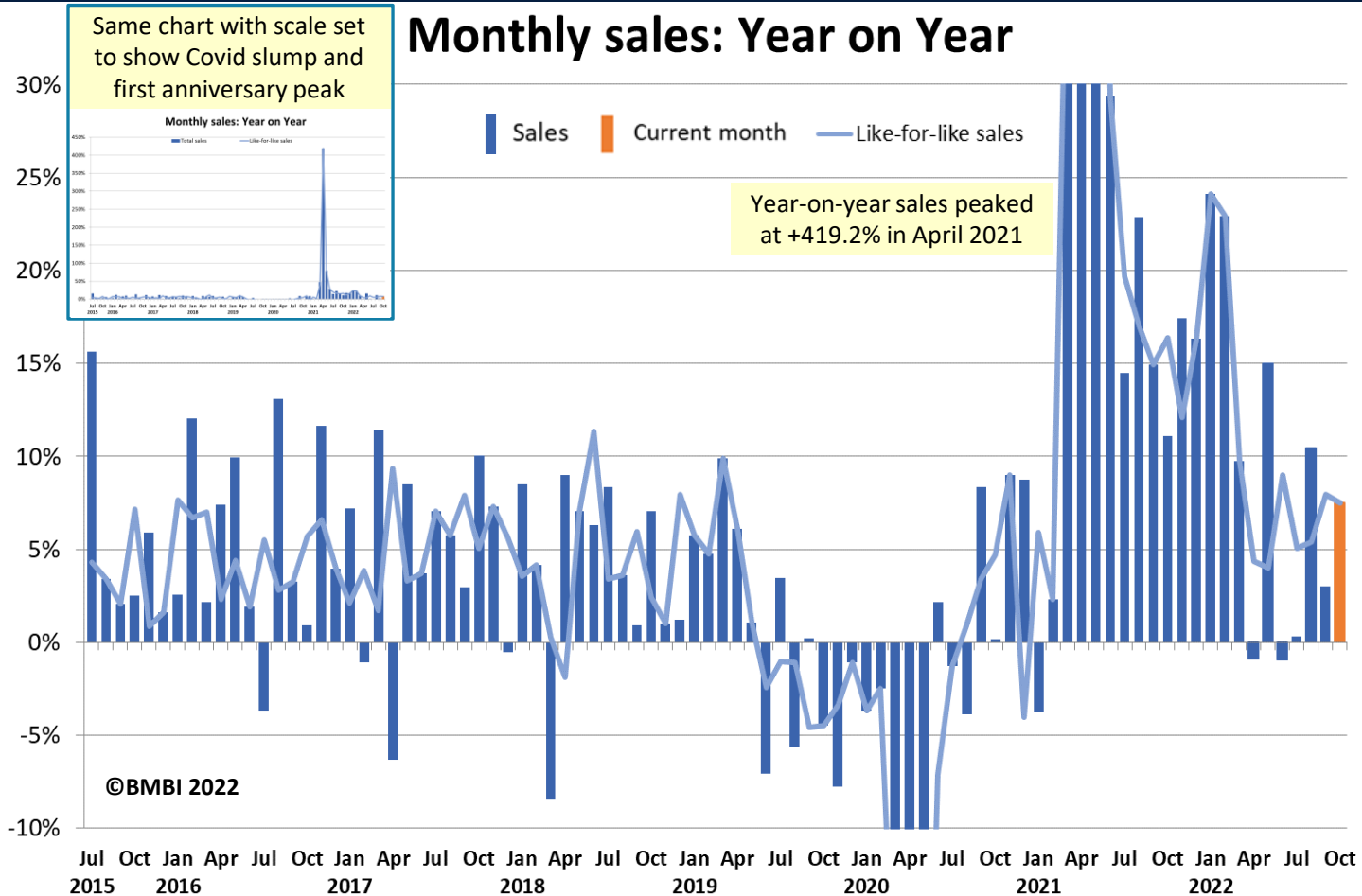
Source: GfK's Builders Merchants Total Category Report July 2015 to October 2022

Total Builders Merchants value sales were up 7.5%. Eleven of the twelve categories sold more.

Monthly: Year on Year

Sales and Like-for-like sales

21 trading days this year v 21 trading days last year. Like-for-like sales take trading day differences into account.



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

Sales growth in October was up +7.5% compared to the same month last year.

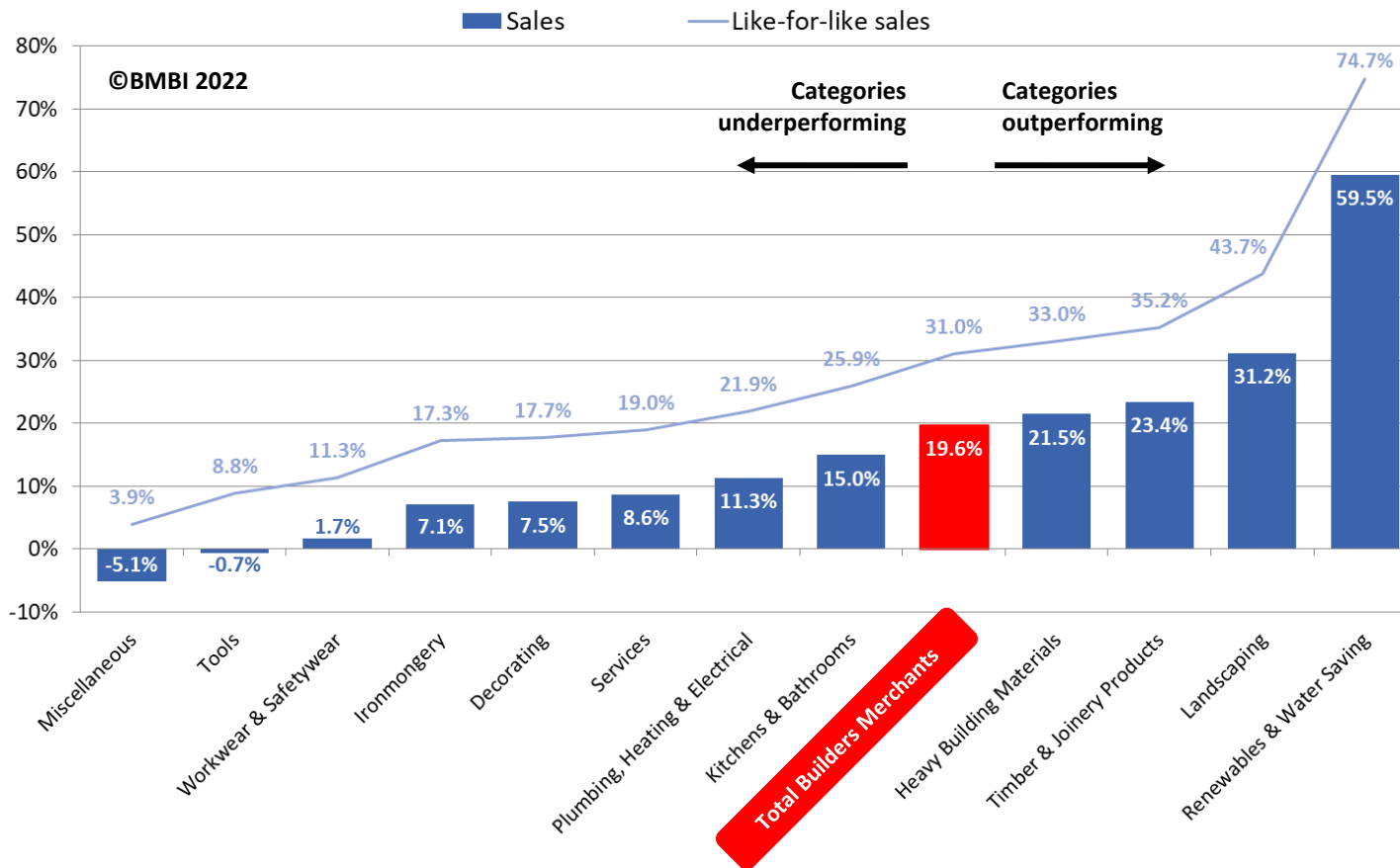
Monthly: This year v 2019

October 2022 3-year sales

21 trading days this year v 23 trading days in 2019. Like-for-like sales take trading day differences into account.



3-year comparison: October 2022 v October 2019



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

Total value sales in October 2022 were +19.6% higher than the same month three years ago (a more normal year pre Covid). Four of the twelve categories grew faster than Merchants overall.

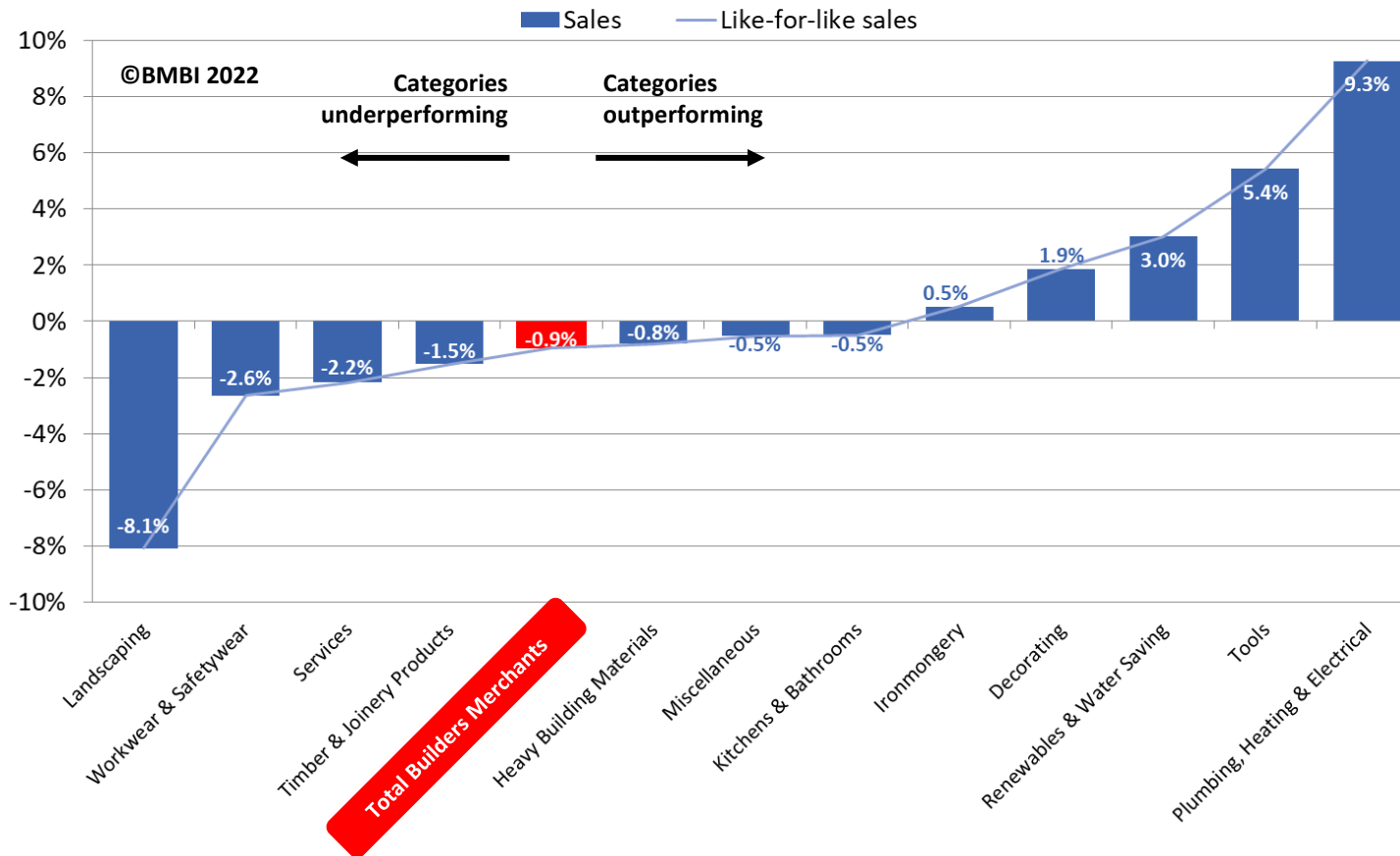
Monthly: This month v last month

October 2022 sales

21 trading days this month v 21 trading days last month. Like-for-like sales take trading day differences into account.



October 2022 v September 2022



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

Total October sales were -0.9% lower than in September. Plumbing, Heating & Electrical (+9.3%) grew most.

Latest 3 months: v last year

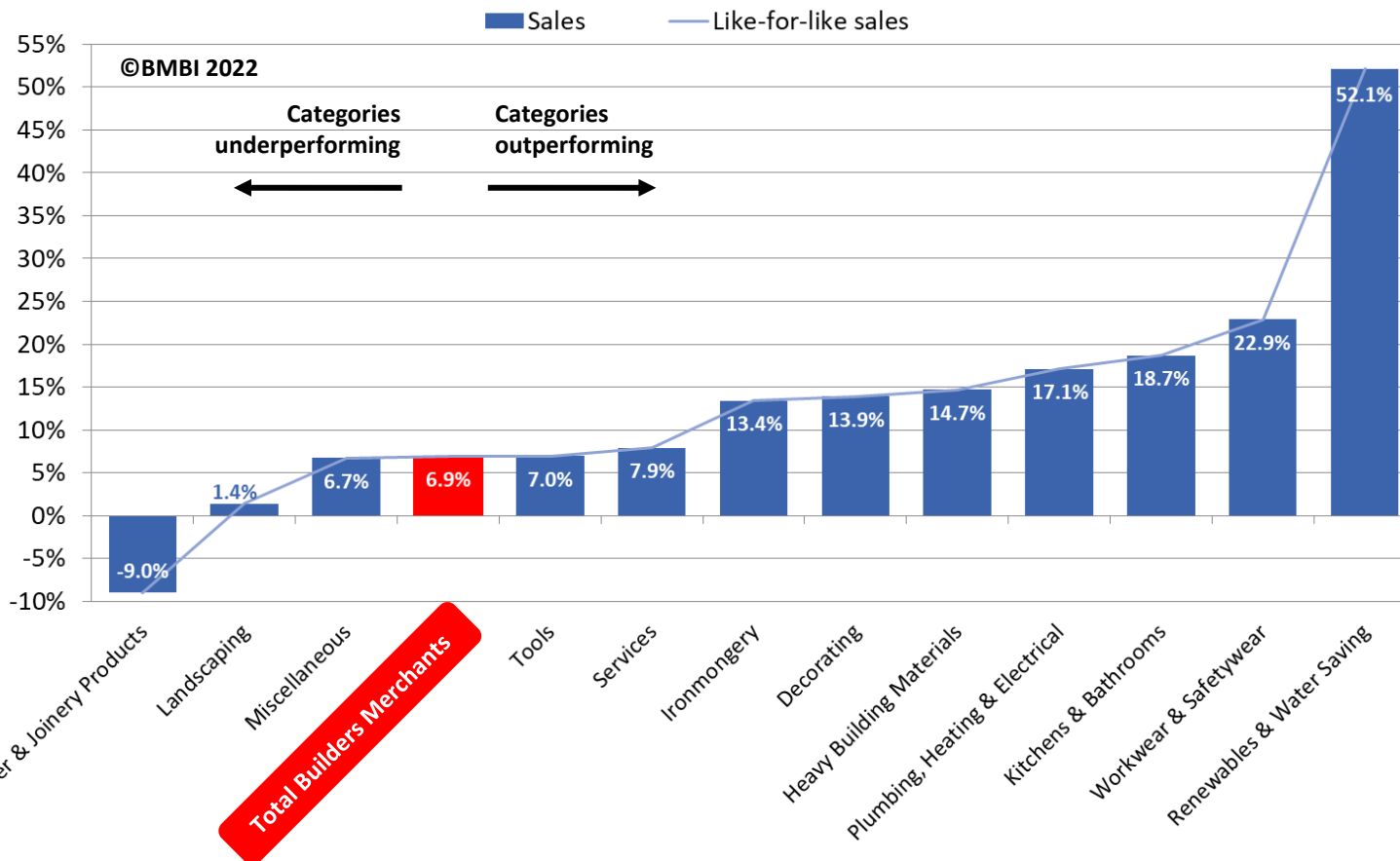
August 2022 to October 2022 sales

64 trading days this year v 64 trading days last year. Like-for-like sales take trading day differences into account.



3 months Aug 22 to Oct 22 v 3 months Aug 21 to Oct 21

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



Sales in the last three months were +6.9% higher than in the same period last year. Renewables & Water Saving (+52.1%) grew fastest.

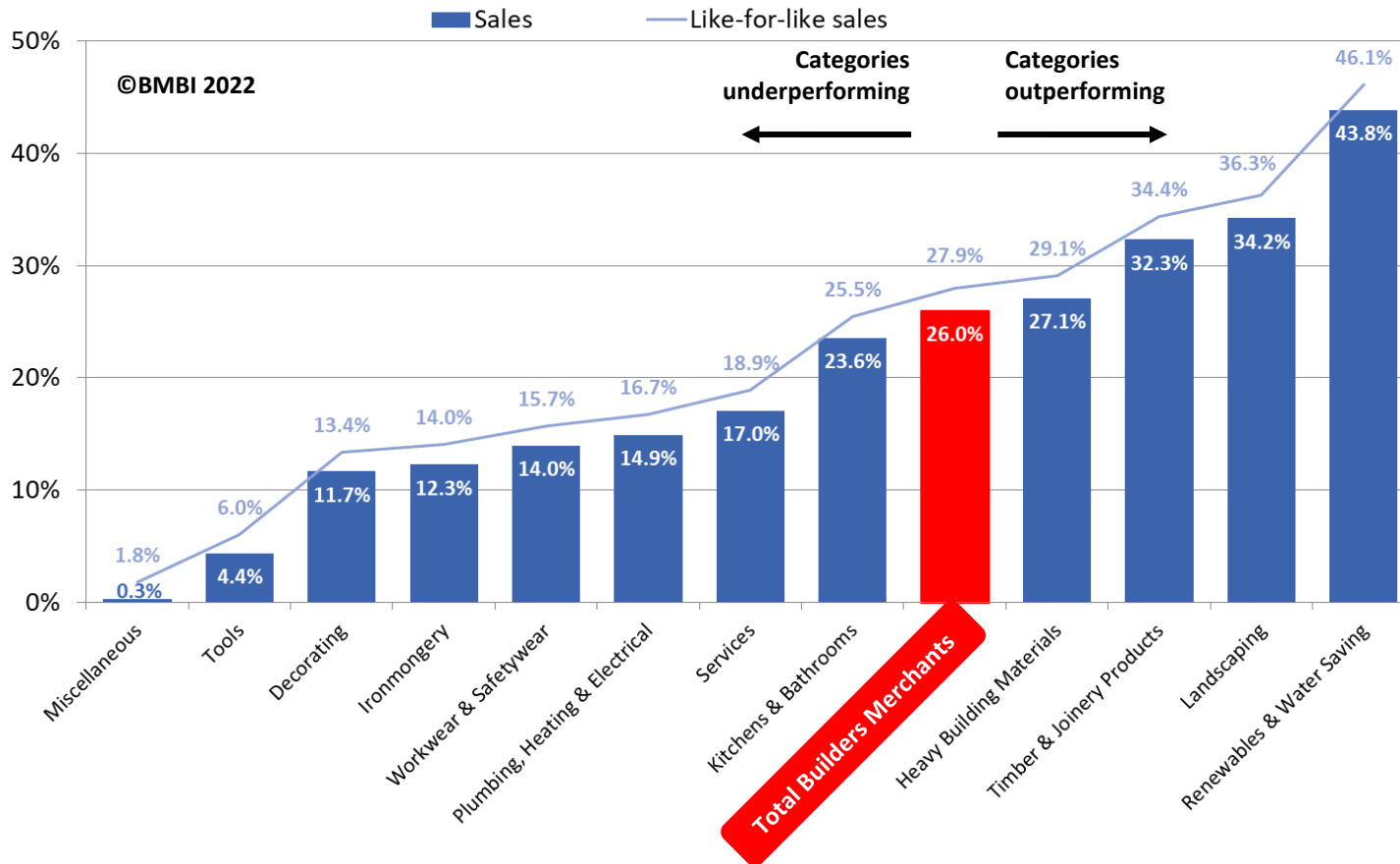
Latest 3 months: v 2019

August 2022 to October 2022 3-year sales

64 trading days this year v 65 trading days in 2019. Like-for-like sales take trading day differences into account.



3-year comparison: Aug 22 to Oct 22 v Aug 19 to Oct 19



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

Compared with the same months three years ago, sales in August to October 2022 were +26.0% higher than in August to October 2019. All categories sold more. Renewables & Water Saving (+43.8%) was strongest.

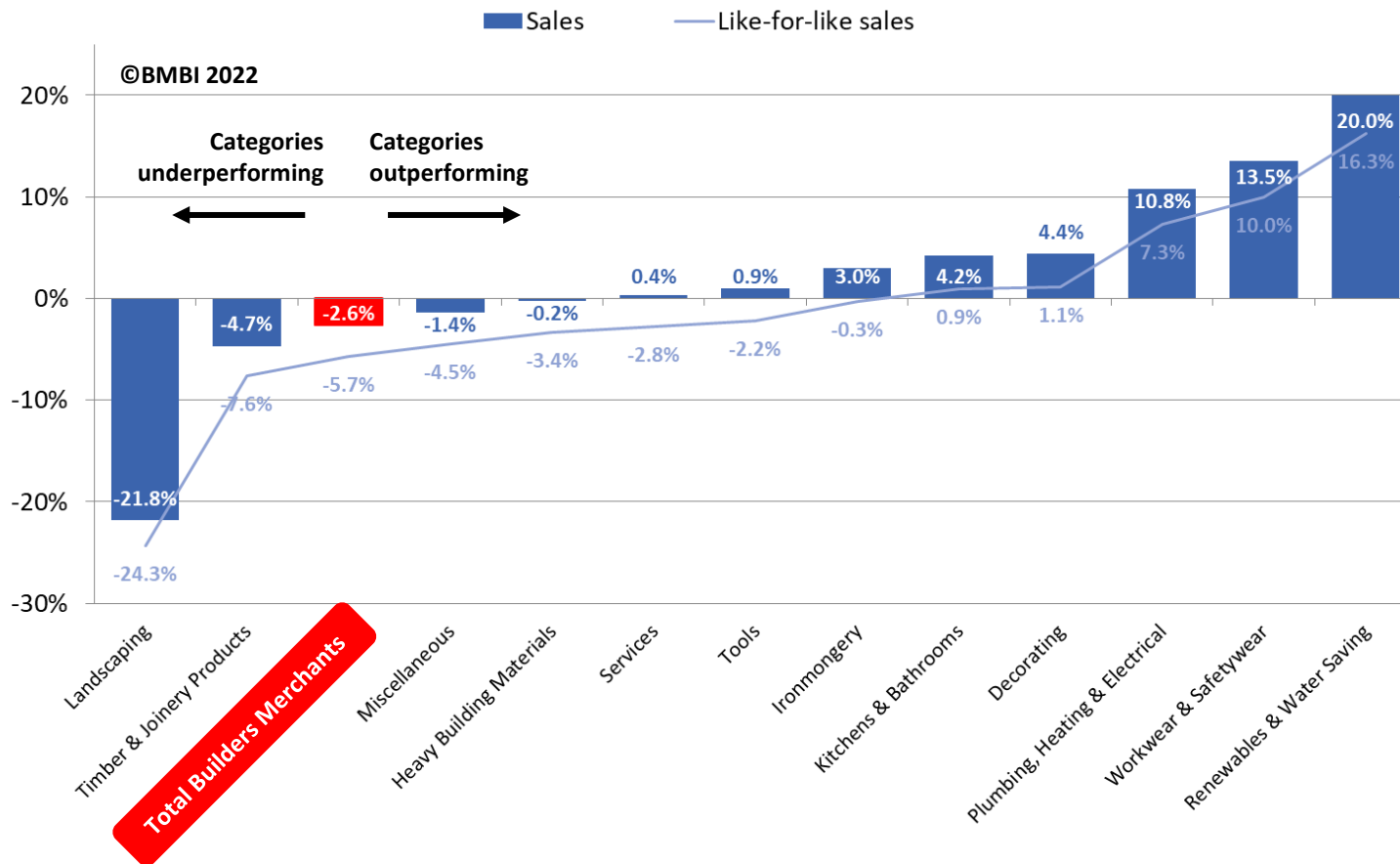
Latest 3 months: v previous 3 months

August 2022 to October 2022 sales

64 trading days in the latest three months v 62 trading days in the previous three months. Like-for-like sales take trading day differences into account.



3 months Aug 22 to Oct 22 v 3 months May 22 to Jul 22



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

Total sales in the last three months were -2.6% lower than in the previous three months.

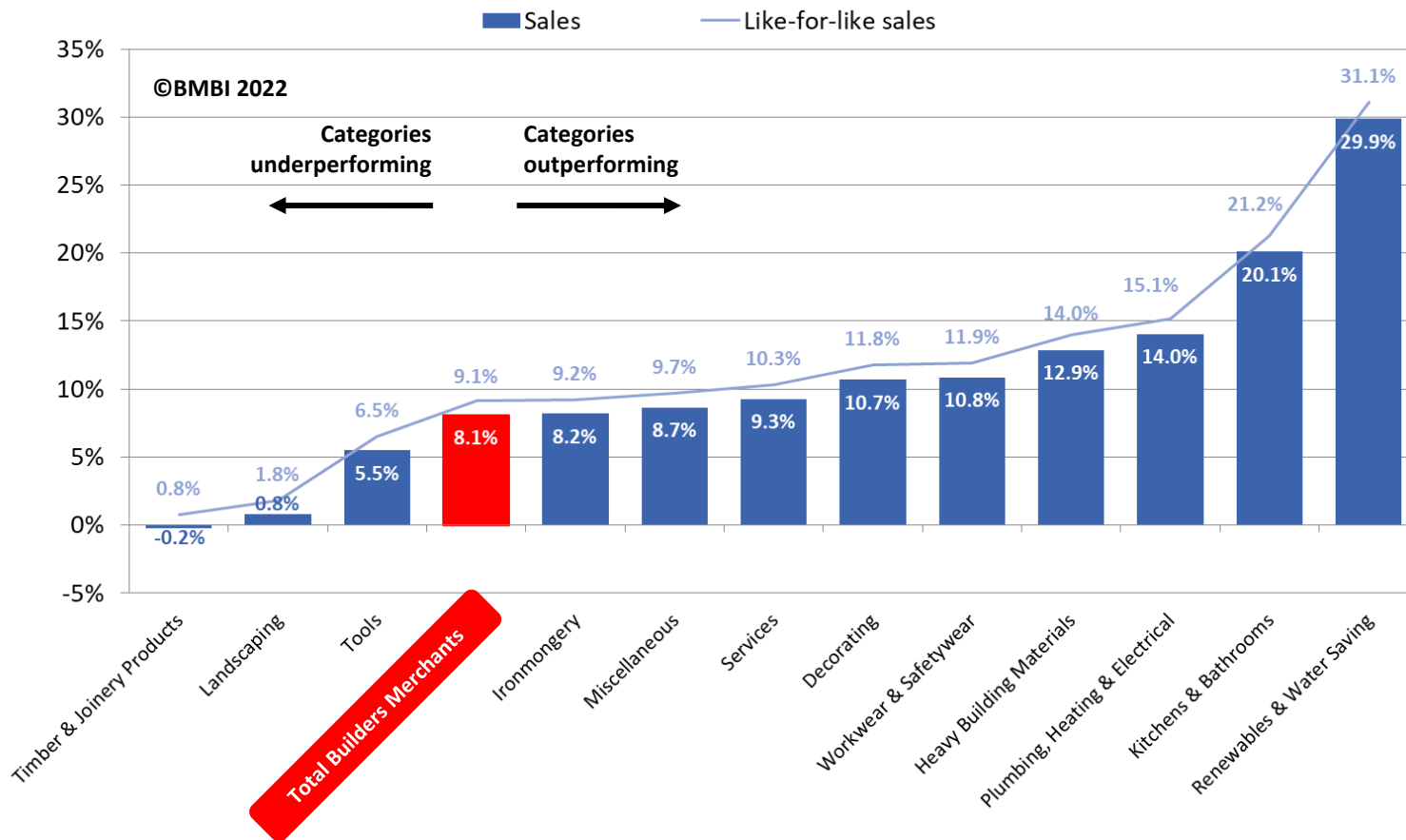
Year to date: v 2021

Last 10 months sales and like-for-like sales

208 trading days this year v 210 trading days last year. Like-for-like sales take trading day differences into account.



Year to date: Jan 22 to Oct 22 v Jan 21 v Oct 21



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

Eleven of the twelve categories sold more. Nine categories performed better than Merchants overall.

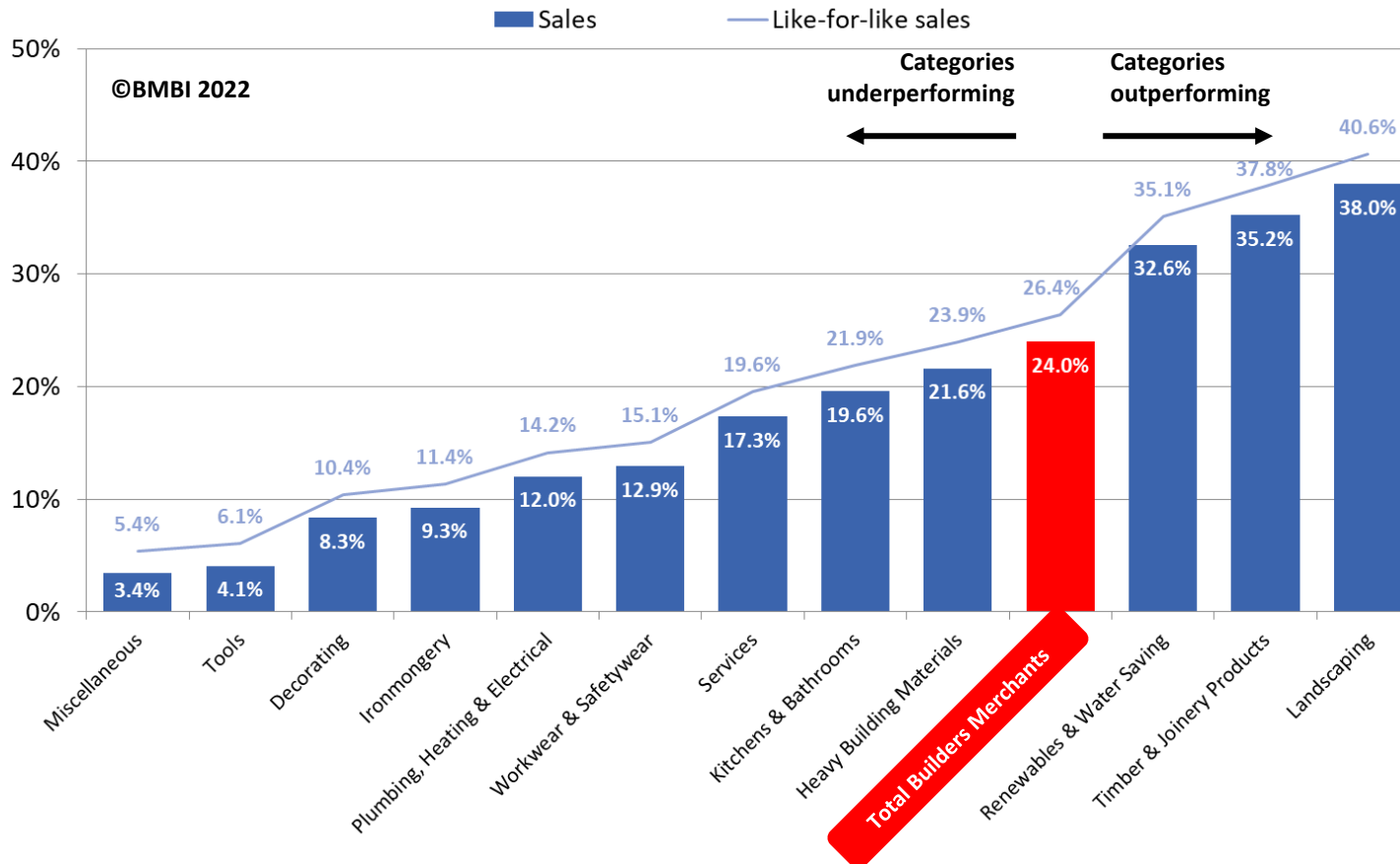
Year to date: v 2019

Last 10 months sales and like-for-like sales

208 trading days this year v 212 trading days in 2019. Like-for-like sales take trading day differences into account.



3-year comparison: Jan 22 to Oct 22 v Jan 19 to Oct 19



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

Sales in the last 10 months were +24.0% higher than the same period three years ago. All categories sold more. Landscaping (+38.0%) was strongest.

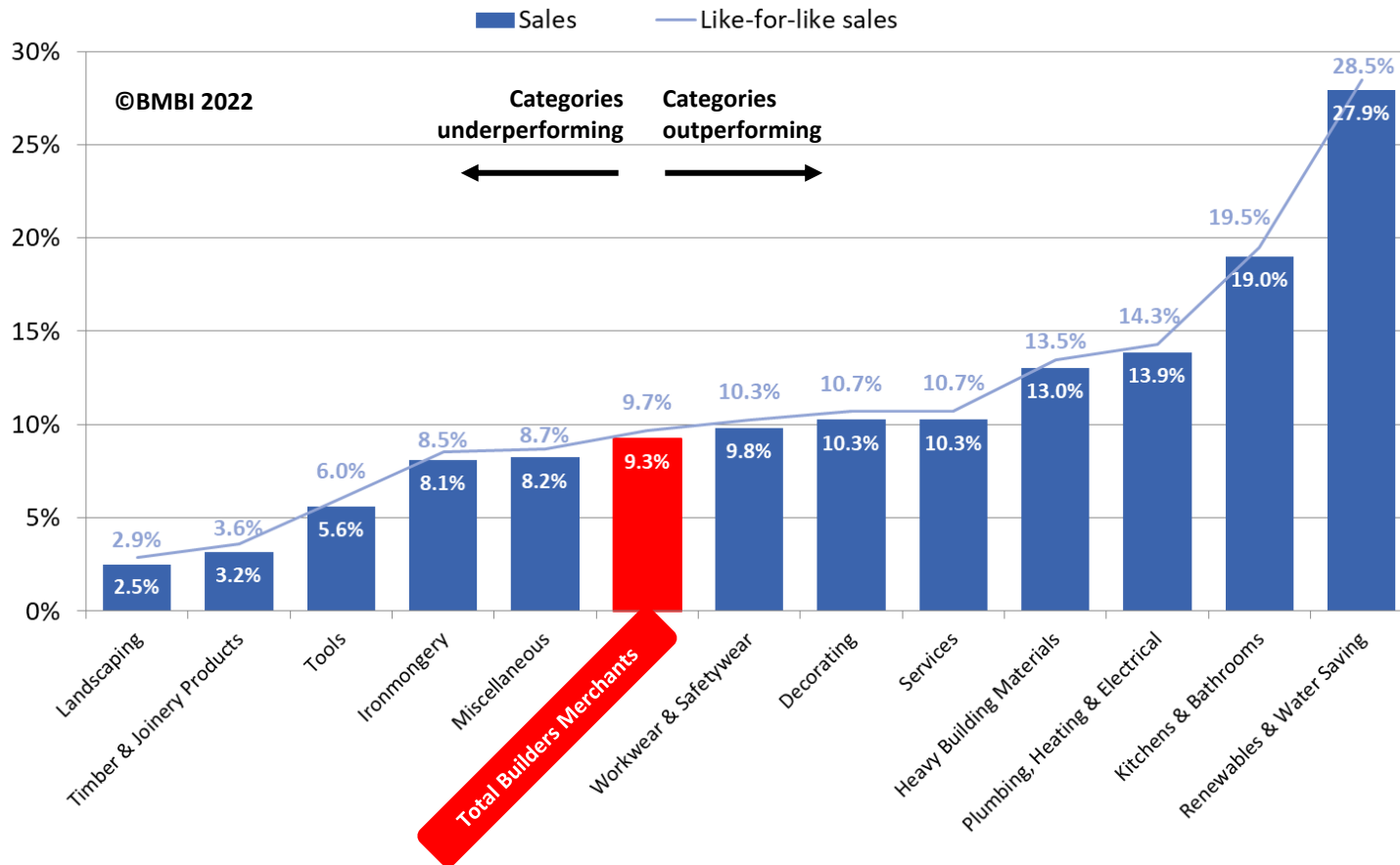
Last 12 Months: Year on Year

Sales and like-for-like sales

247 trading days this year v 248 trading days last year. Like-for-like sales take trading day differences into account.



12 months Nov 21 to Oct 22 v 12 months Nov 20 to Oct 21



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

Sales in the twelve months to October 2022 were +9.3% higher than Covid-affected November 2020 to October 2021. All categories sold more. Renewables & Water Saving (+27.9%) performed best followed by Kitchens & Bathrooms (+19.0%).

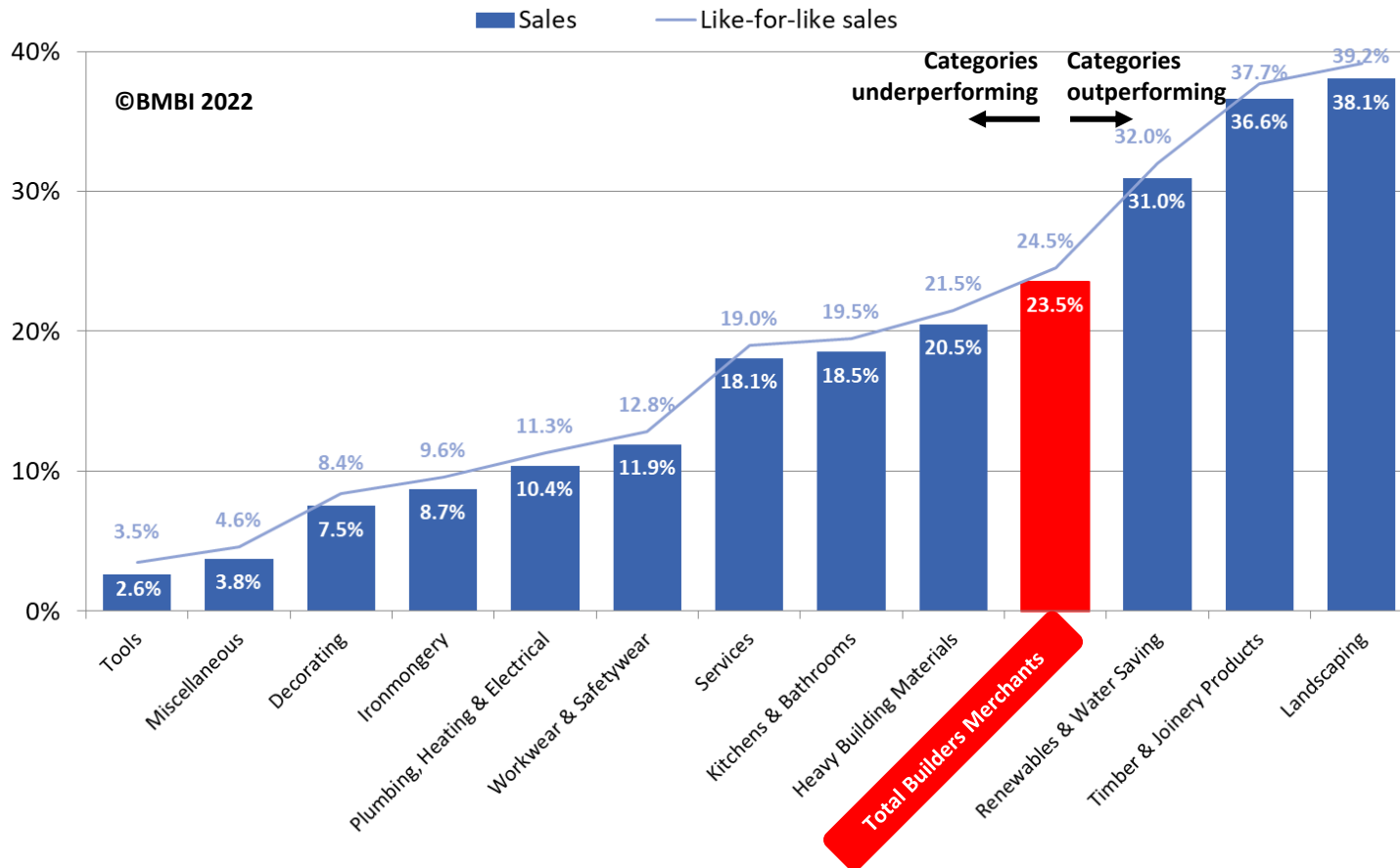
Last 12 Months: v 2019

Sales and like-for-like sales

247 trading days in the last 12 months v 249 trading days in 2019. Like-for-like sales take trading day differences into account.



12 months Nov 21 to Oct 22 v 12 months Nov 18 to Oct 19



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

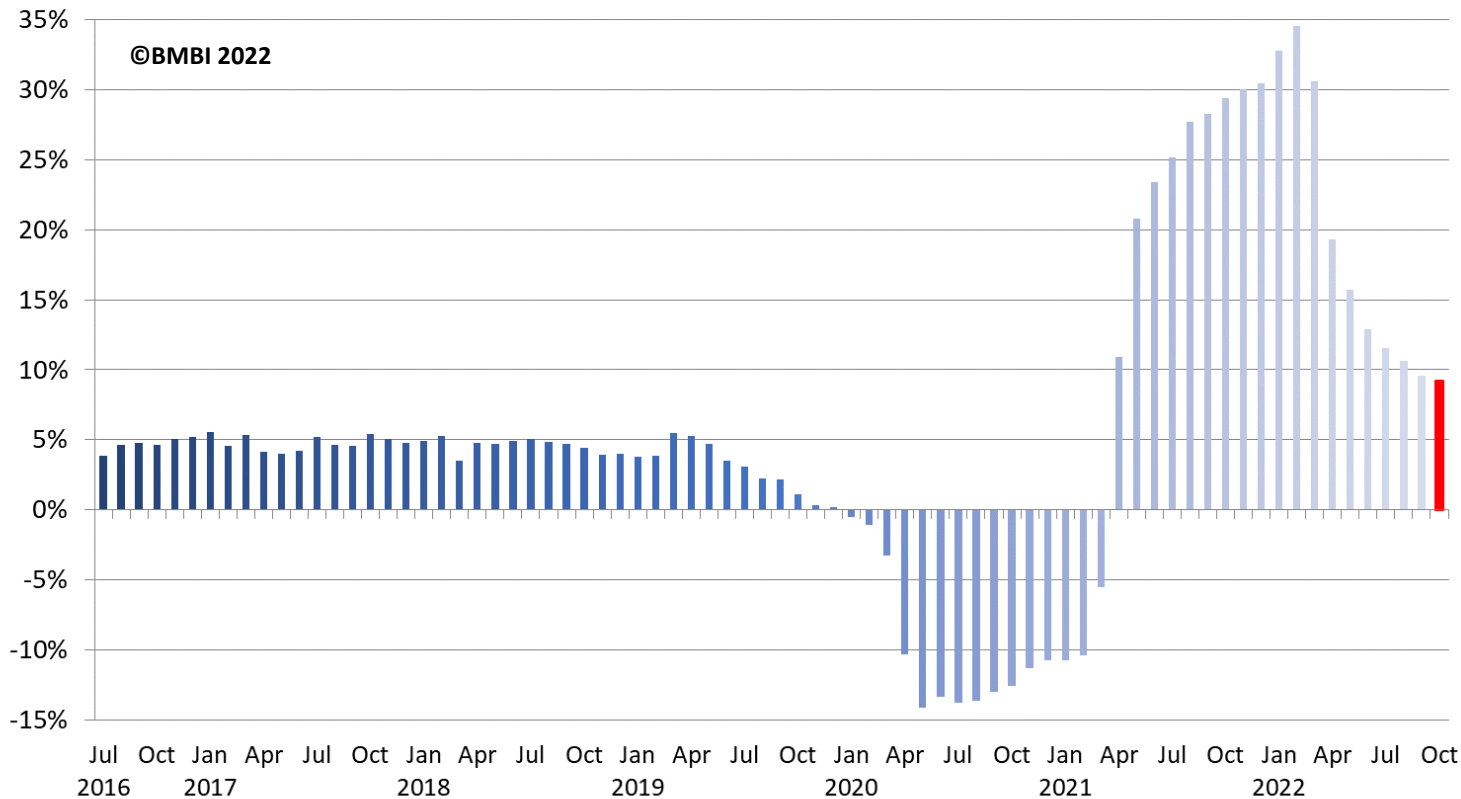
Total sales in the last twelve months were +23.5% higher than the same period three years ago. All categories sold more. Landscaping (+38.1%) was strongest.

12 months: Year on Year

MAT sales



MAT: Total Builders Merchants July 2016 to October 2022



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

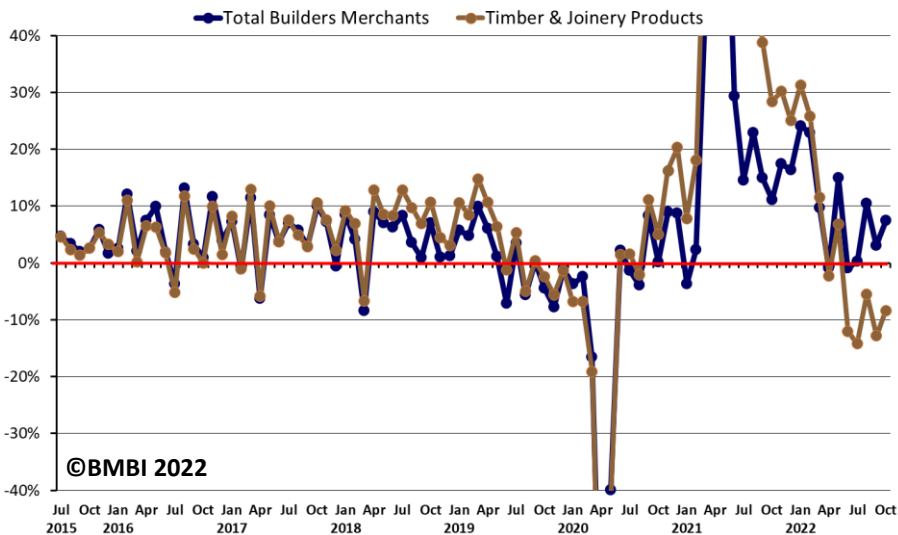
Sales in the past 12 months November 2021 to October 2022 were +9.3% higher than in the 12 months to October 2021, although the rate of growth continued to reduce.

Monthly Year-on-year

October 2022



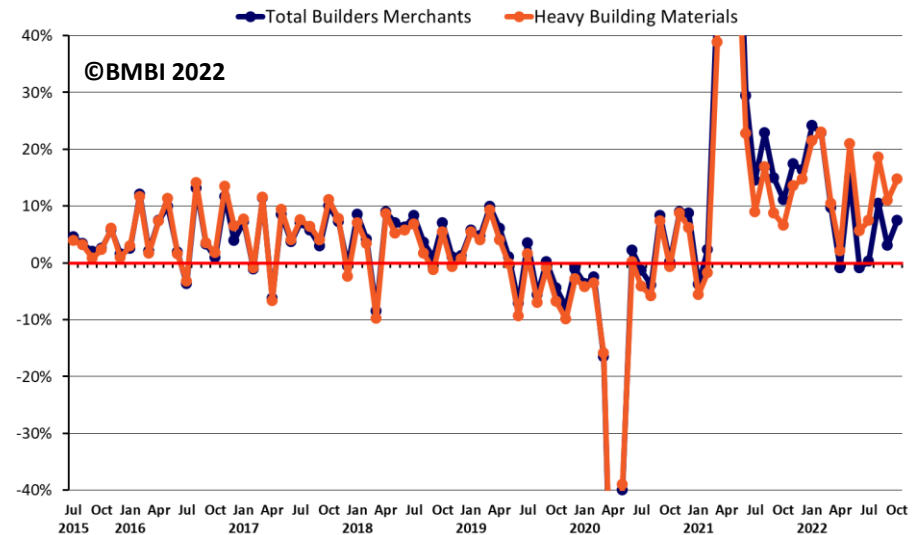
Timber & Joinery Products - Monthly



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%

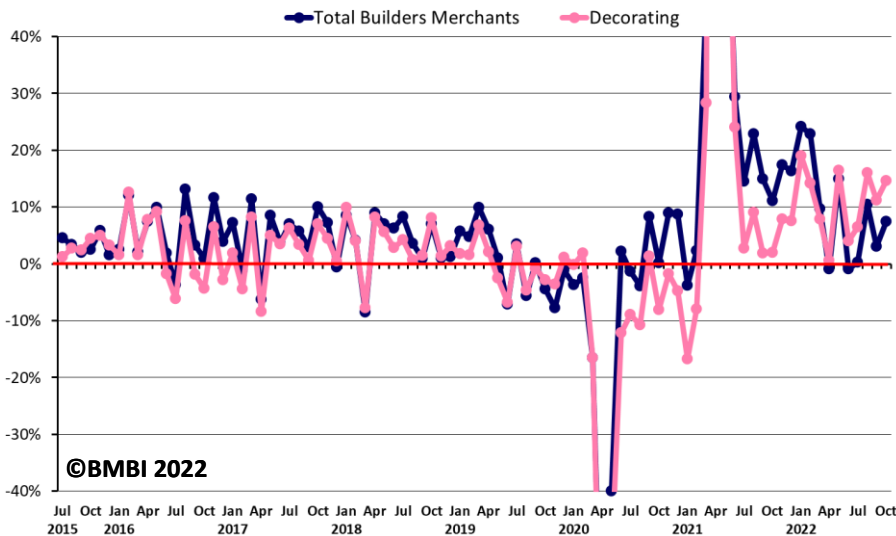
Source: GfK's
Builders Merchants
Total Category Report
July 2015 to October 2022

Monthly Year-on-year

October 2022



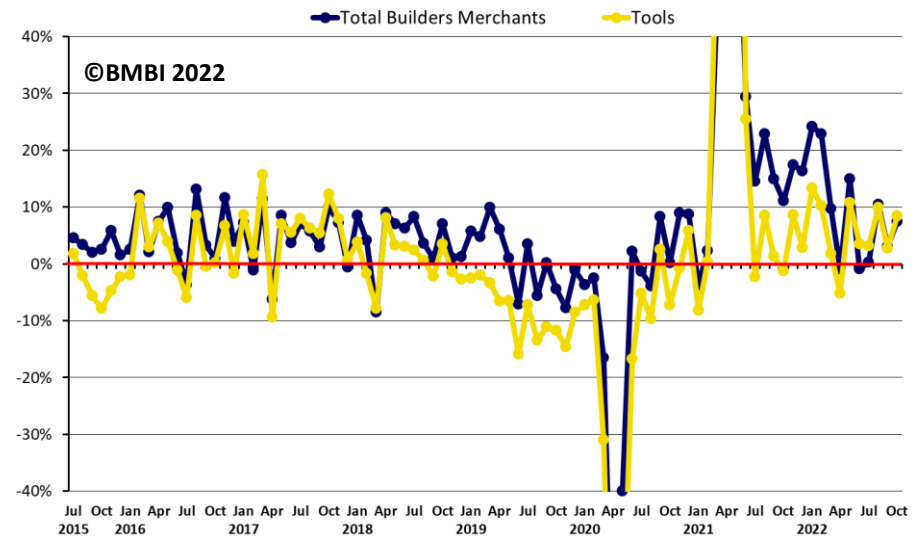
Decorating - Monthly



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)

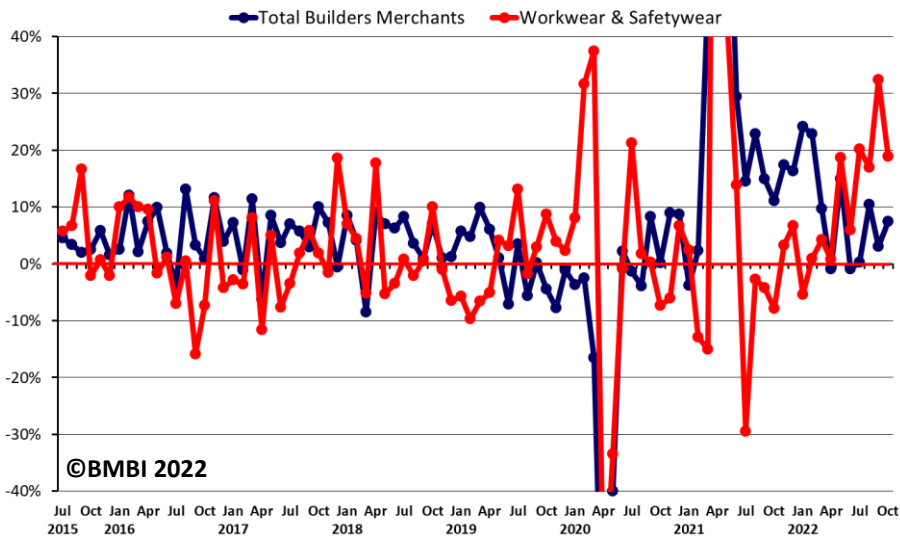
April 2020 trough:	Tools	-90.0%
	Total Builders Merchants	-76.5%
April 2021 peak:	Tools	+1188.1%
	Total Builders Merchants	+419.2%

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

Monthly Year-on-year

October 2022

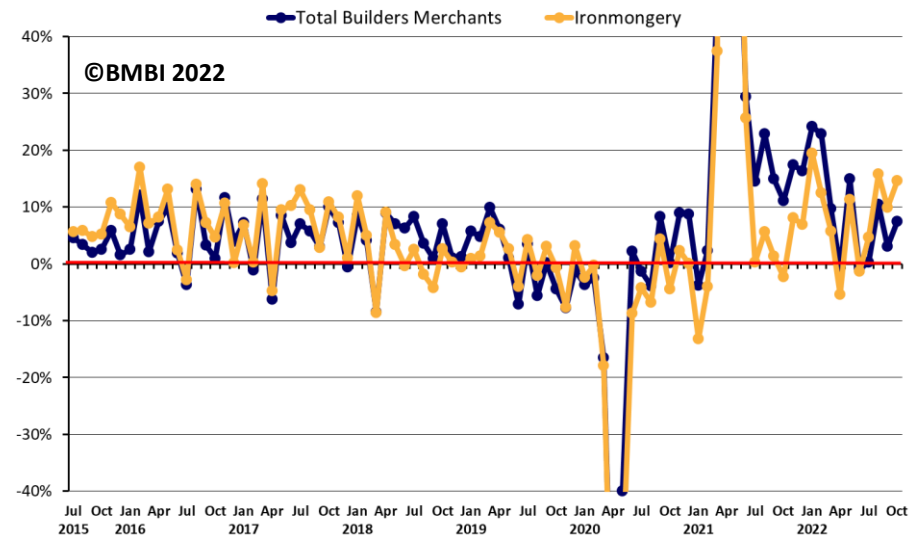
Workwear & Safetywear - Monthly



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



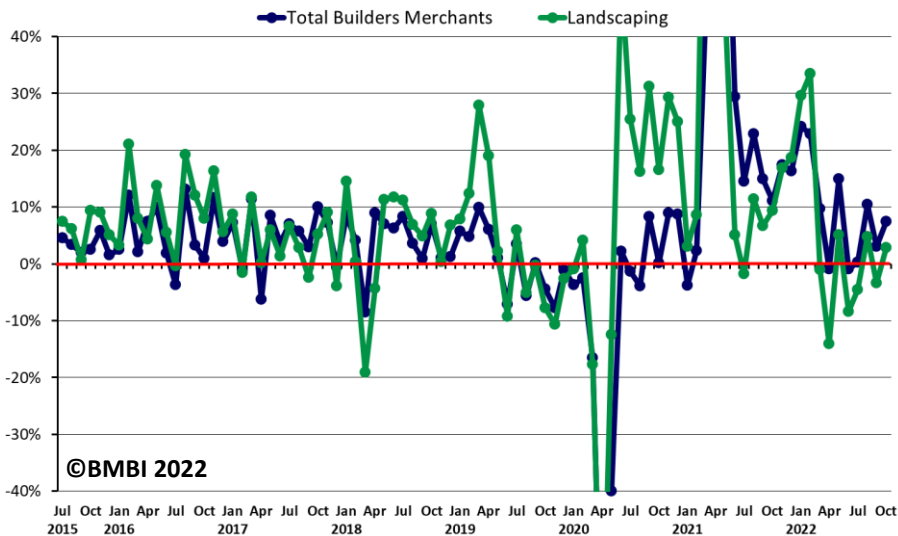
Covid19 peaks and troughs (off the chart)

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

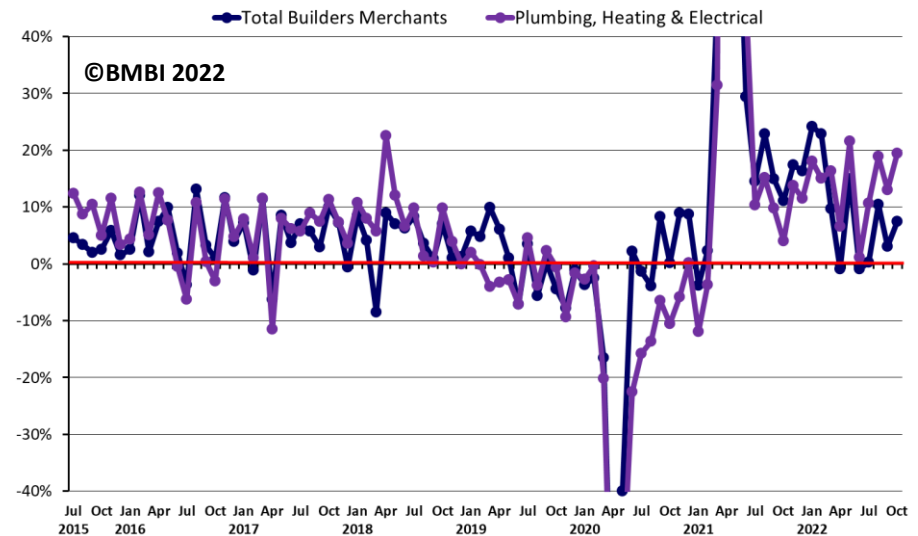
Monthly Year-on-year

October 2022

Landscaping - Monthly



Plumbing Heating & Electrical - 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%

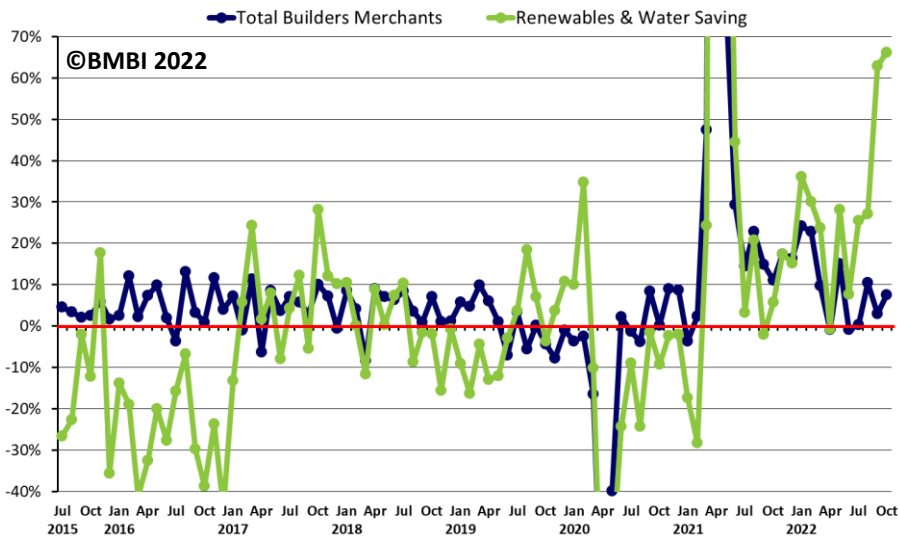
Covid19 peaks and troughs (off the chart)

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

October 2022

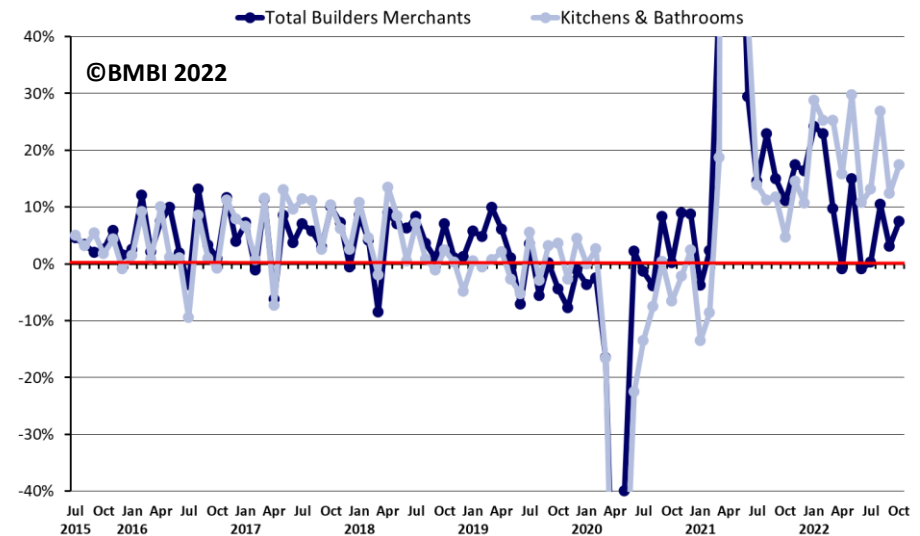
Renewables & Water Saving - Monthly



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)

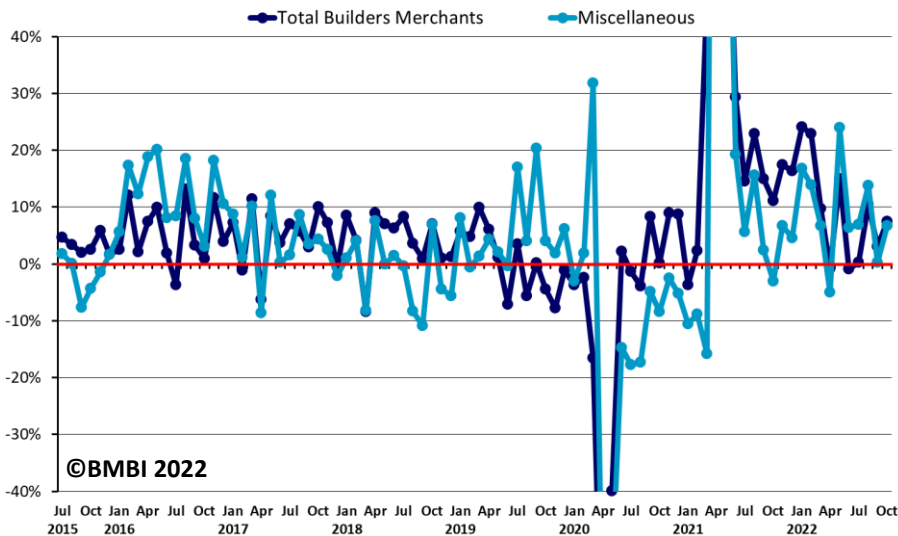
April 2020 trough:	Kitchens & Bathrooms	-86.8%
	Total Builders Merchants	-76.5%
April 2021 peak:	Kitchens & Bathrooms	+706.3%
	Total Builders Merchants	+419.2%

Monthly Year-on-year

October 2022



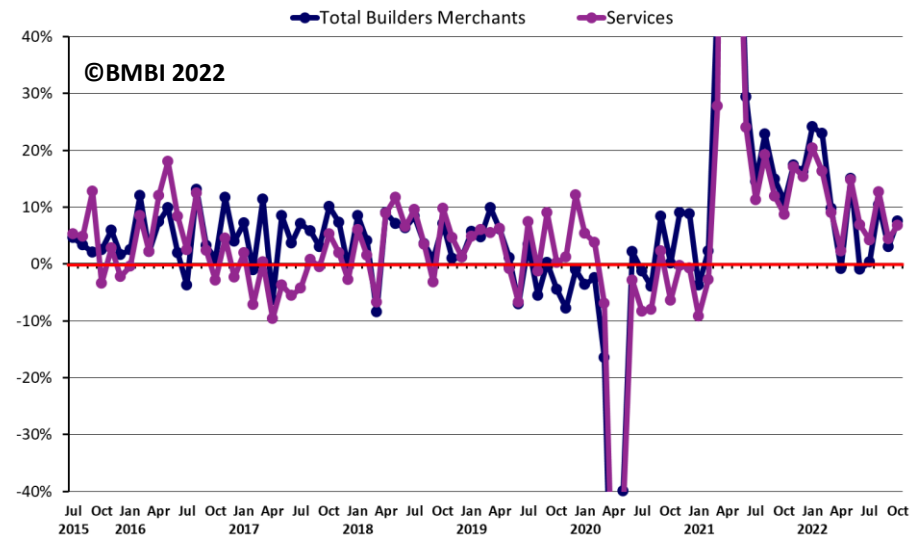
Miscellaneous - Monthly



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%

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

Monthly: Index and Categories

October 2021* – October 2022

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



		2021			2022									
MONTHLY SALES VALUE INDEX	Index	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
Total Builders Merchants	100	140.4	145.0	97.1	125.0	134.4	166.8	149.3	162.4	155.6	151.5	153.1	152.4	151.0
Timber & Joinery Products	100	181.0	182.1	119.0	157.8	161.8	195.6	172.3	185.0	175.2	171.0	172.2	168.5	165.9
Heavy Building Materials	100	130.8	135.6	89.6	116.5	125.4	156.2	140.4	155.1	150.8	147.0	149.4	151.3	150.1
Decorating	100	113.5	118.5	81.7	102.2	109.3	131.2	114.0	124.2	122.0	122.1	126.2	127.8	130.6
Tools	100	100.9	109.8	73.2	95.7	101.9	124.2	104.6	109.9	103.7	100.3	102.7	102.9	108.2
Workwear & Safetywear	100	115.4	130.8	93.8	115.7	112.4	123.3	104.9	113.7	118.5	111.5	112.0	141.0	137.3
Ironmongery	100	124.6	132.8	94.2	123.2	125.5	151.5	130.1	141.3	135.2	135.3	139.2	141.9	142.6
Landscaping	100	148.5	143.7	92.6	116.2	149.5	220.0	220.8	231.7	215.1	195.5	183.5	166.1	152.6
Plumbing, Heating & Electrical	100	131.0	143.3	107.2	131.4	138.3	159.4	127.1	137.3	125.1	125.9	130.5	143.3	156.6
Renewables & Water Saving	100	71.5	82.9	58.3	85.1	80.9	106.8	78.6	93.3	86.3	90.4	89.9	115.3	118.1
Kitchens & Bathrooms	100	124.9	140.6	96.8	121.6	134.5	151.1	131.5	144.6	138.7	143.1	150.1	147.5	146.7
Miscellaneous	100	120.4	130.2	92.3	128.0	122.4	141.7	119.9	137.9	127.1	130.6	132.4	128.6	125.0
Services	100	127.7	135.1	102.7	112.5	120.1	146.6	131.7	141.8	140.5	138.4	146.6	139.4	136.3

*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 October 2022

Monthly: Index

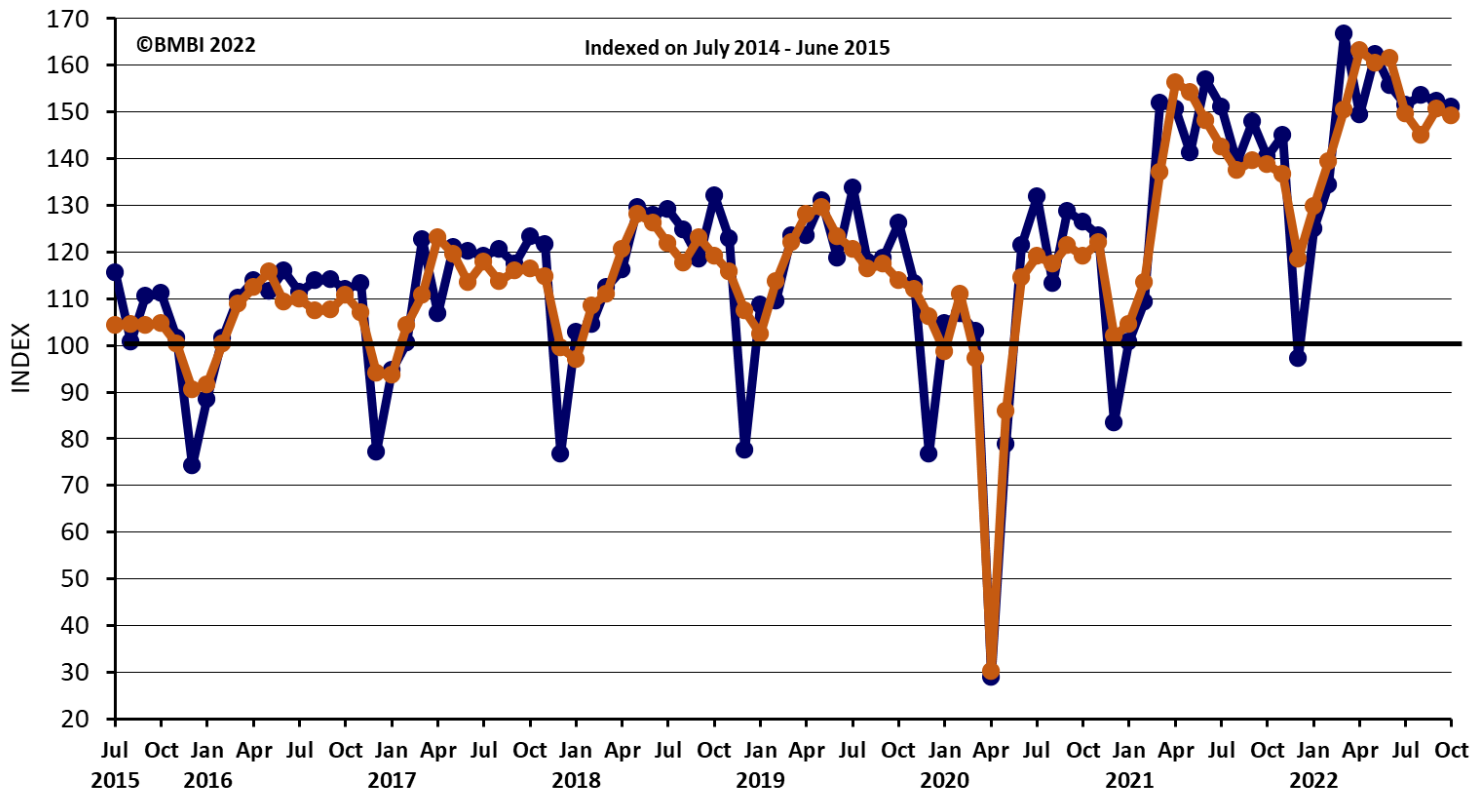
Sales and like-for-like sales

21 trading days this month v 21 trading days in the Index base period. Like-for-like sales take trading day differences into account.



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

● Total sales index ● Total like-for-like Index



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

October's Index (151.0) continued the softening seen in recent months, in line with seasonal norms.

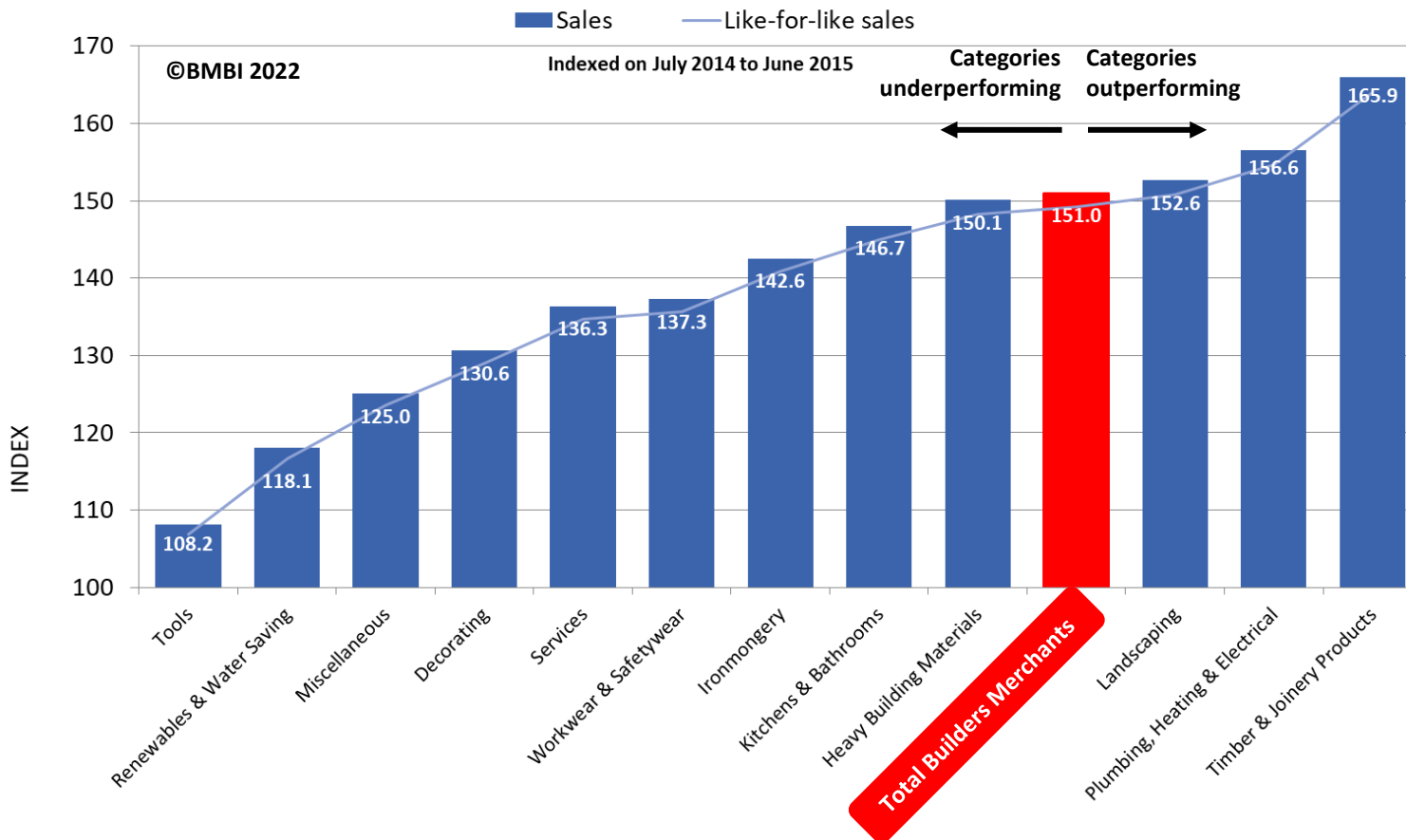
Monthly: Index and Categories

October 2022 index

21 trading days this month v 21 trading days in the Index base period. Like-for-like sales take trading day differences into account.



October 2022 Index



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

All twelve categories indexed above 100 in October with Timber & Joinery Products (165.9) 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	22	21	22	21	22	17
2022											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
20	20	23	19	21	20	21	22	21	21		

Quarterly

Index: 62.3

2020				2020		2020
Q1	Q2	Q3	Q4	H1	H2	250
64	61	65	60	125	125	
2021				2021		2021
Q1	Q2	Q3	Q4	H1	H2	249
63	61	65	60	124	125	
2022				2022		2022
Q1	Q2	Q3	Q4	H1	H2	
63	60	64		123		

*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



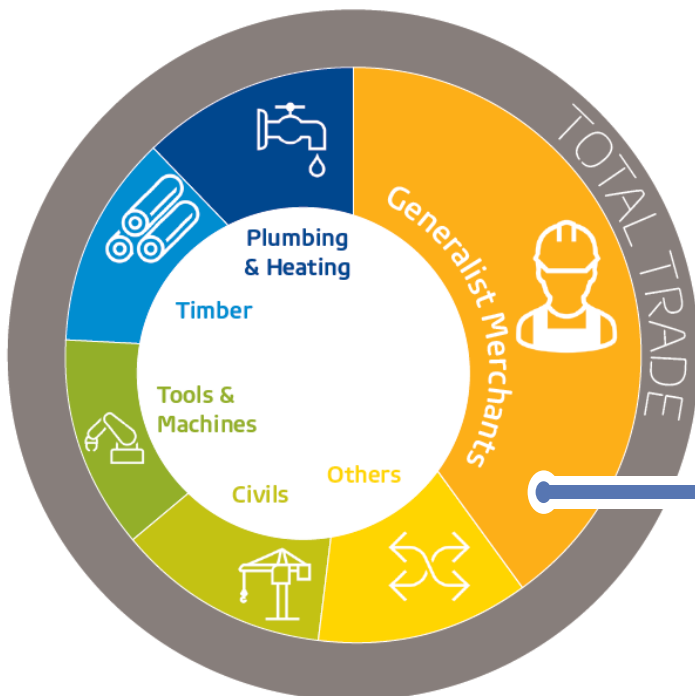
Generalist Builders Merchants definition:

- 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%.

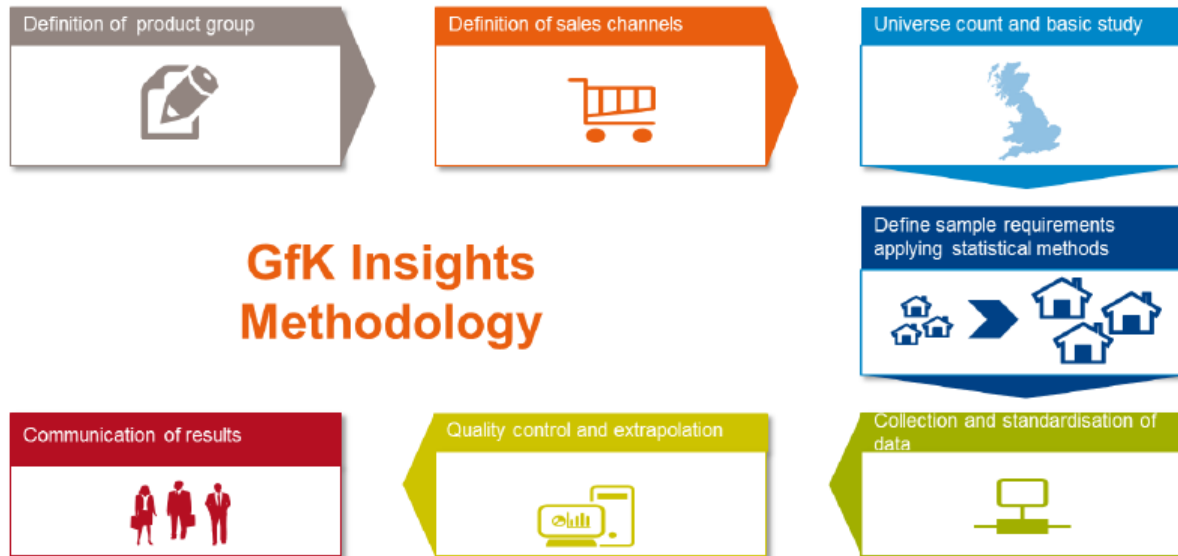
Examples include:



INDEPENDENT BUILDERS MERCHANT GROUP



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

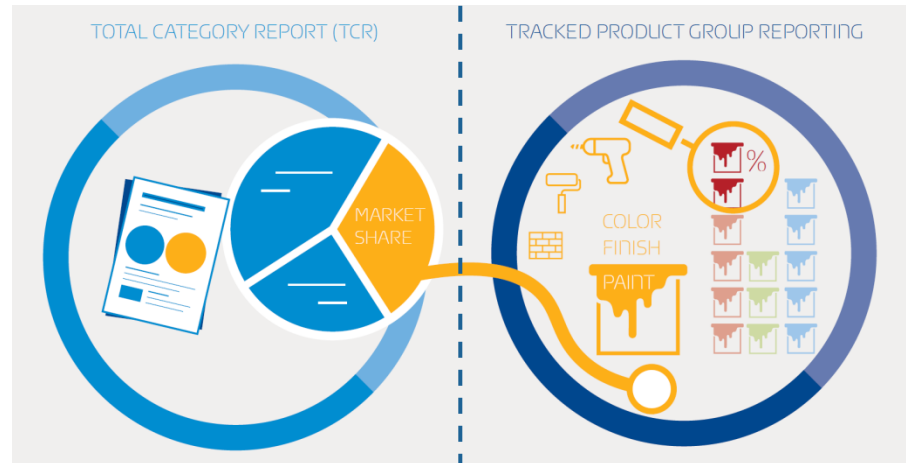
Bathroom (Including Showering)
Fitted Kitchens
Major Appliances

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

Summer 2022 edition



Builders Merchants Industry Forecast Report

The thirteenth edition of the BMF's Builders Merchants Industry Forecast, covering Summer 2022 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 Summer 2022 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 Thomas Lowe on 024 7685 4994 or email: thomas.lowe@bmf.org.uk



Building the Industry & Building Brands from Knowledge



Contact us

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