“building **excellence**
in materials supply”

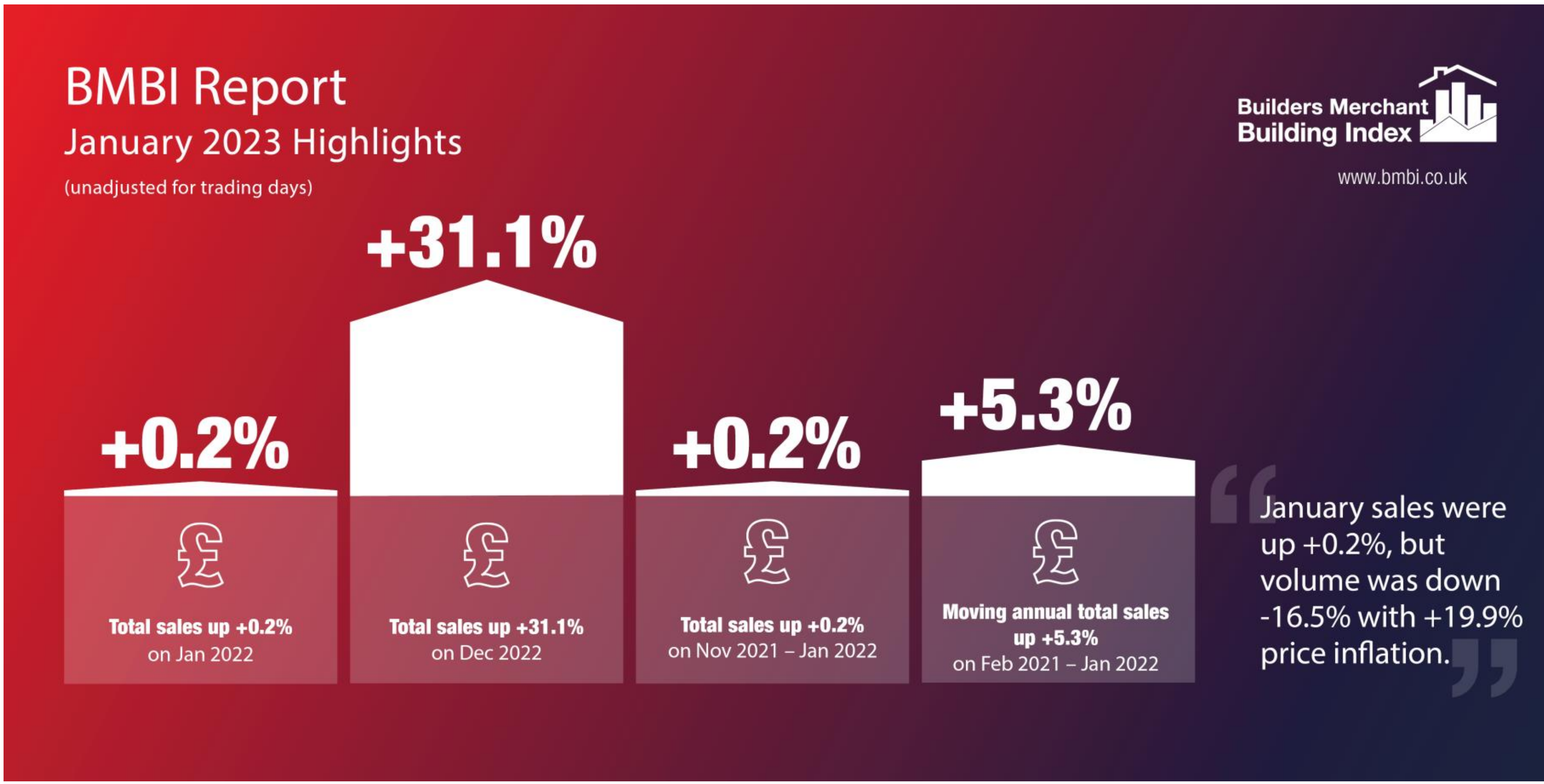
Builders Merchant Building Index

Monthly report for January 2023

(Published 22 March 2023)

Highlights

Total Merchants sales in February 2022 to January 2023 were +5.3% higher than in February 2021 to January 2022, with price inflation of (+16.5%), and volume (-9.6%). With two less trading days in the most recent period, like-for-like sales were +6.2% higher. 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 of value sales and trends from Britain's Builders' Merchants for January 2023 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 & Trade** monthly construction update. **Download the latest update here.**

Department for Business, Energy & Industrial Strategy

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

Builders Merchant Building Index

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 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:

British Gypsum SAINT-GOBAIN

Gordon Parnell
Sales Director British Gypsum

Read latest comment: Q4 2022 Report

Expert for Bricks & Roof Tiles:

Wienerberger

Kevin Tolson
Commercial Director
Wienerberger UK

Read latest Comment: Q4 2022 Report

Expert for Natural Stone & Porcelain Paving:

PAVESTONE

Krystal Williams
Managing Director
Pavestone UK Ltd

Read latest Comment: Q4 2022 Report

Expert for Fasteners and Fixings:

Owlett-Jaton

Ian Doherty
Chief Executive
Owlett-Jaton

Read latest Comment: Q4 2022 Report

Expert for Roof Windows:

keylite Roof Windows

Jim Blanthorne
Managing Director
Keylite Roof Windows

Read latest Comment: Q4 2022 Report

Expert for Wood-Based Panels:

West Fraser

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

Read latest Comment: Q4 2022 Report

The Expert Panel

Speaking for their markets - 2

Builders Merchant Building Index

Expert for PVC-U Windows & Doors:

Kevin Morgan
Group Commercial Director
The Crystal Group

Read latest Comment: Q4 2022 Report

Expert for Steel Lintels:

Derrick McFarland
Managing Director
Keystone Lintels

Read latest Comment: Q4 2022 Report

Expert for Adhesives & Sealants:

Mathew Whitehouse
Marketing Director
Bostik UK

Read latest Comment: Q4 2022 Report

Expert for Mineral Wool Insulation:

Neil Hargreaves
Managing Director
Knauf Insulation

Read latest Comment: Q4 2022 Report

Expert for Cement & Aggregates:

Andrew Simpson
Packed Products Director
Hanson Cement

Read latest Comment: Q4 2022 Report

Expert for Paint:

Paul Edworthy
Commercial Lead
Dulux Trade

Read latest Comment: Q4 2022 Report

Expert for Website & Product Data Management Solutions:

Andy Scothern
Managing Director
eCommonSense

Read latest Comment: Q4 2022 Report

Overview - 1

January sales up + 0.2% year-on-year, with volume down -16.5% and price up +19.9%

Total Builders Merchants value sales were up +0.2% in January 2023 compared with the same month last year. Volume sales were -16.5% lower with price up +19.9%. With one more trading day this year, like-for-like sales (which take trading day differences into account) were -4.6% lower. Nine of the twelve categories sold more. Renewables & Water Saving (+46.0%), Decorating (+20.5%), Plumbing, Heating & Electrical (+17.5%), Workwear & Safetywear (+14.4%) and Kitchens & Bathrooms (+12.4%) grew most. Services (-0.5%), Landscaping (-11.8%) and Timber & Joinery Products (-14.6%) sold less.

January 2023 v December 2022

Total Merchants sales were +31.1% higher in January 2023 than in December 2022. Volume sales were +28.6% higher with price up +1.9%. With five more trading days this month, like-for-like sales were flat (-0.1%). Renewables & Water Saving (+49.6%) was up the most, followed by Ironmongery (+38.0%). Services (+10.2%) was weakest.

January Index

January's overall BMBI index was 125.2, helped by Plumbing, Heating & Electrical (154.4). There were no differences in trading days. Eleven of twelve categories exceeded 100, including Kitchens & Bathrooms (136.6), Ironmongery (135.7) and Timber & Joinery Products (134.9). Tools (99.7) was weakest.

Last three months, year on year

Total sales in November 2022 to January 2023 were +0.2% higher than in November 2021 to January 2022, with price inflation of +18.8%, and volume down -15.7%. There were no differences in trading days. Nine of the twelve categories sold more. Renewables & Water Saving (+42.1%), Plumbing, Heating & Electrical (+17.9%) and Decorating (+16.2%) did best. Timber & Joinery Products (-13.8%) was weakest.

Last three months v previous three months

Total sales in November 2022 to January 2023 were -19.4% lower than in August to October 2022, driven by price inflation (+9.4%) with volume down (-26.3%). With five less trading days this period, like-for-like sales were -12.6% lower. Eleven of the twelve categories sold less. Plumbing, Heating & Electrical (+4.7%) sold more. Services (-17.9%), Heavy Building Materials (-20.5%), Timber & Joinery Products (- 21.9%) and Landscaping (-37.9%) being the weakest.

Total sales in November 2022 to January 2023 were +0.2% higher than in November 2021 to January 2022, with price inflation of +18.8%, and volume down -15.7%.

Overview continues on the next page…

Overview - 2

… continued from the previous page:

MAT

Total Merchants sales in February 2022 to January 2023 were +5.3% higher than in February 2021 to January 2022, with price inflation of (+16.5%), and volume (-9.6%). With two less trading days in the most recent period, like-for-like sales were +6.2% higher. Ten of the twelve categories sold more. Renewables & Water Saving (+32.5%) and Kitchens & Bathrooms (+17.7%) did best. Plumbing, Heating & Electrical (+14.7%), Workwear & Safetywear (+13.0%), Decorating (+11.4%) and Heavy Building Materials (+10.5%) also did better than merchants overall. Landscaping (-2.5%) and Timber& Joinery Products (-5.0%) sold less.

Emile van der Ryst, Key Account Manager – Trade & DIY, GfK comments: "Market turmoil in the past year has now reached the stage where some of the monthly figures need further context. This month, January-on-January sees a +0.2% value increase, with a -16.5% volume decrease and a +19.9% price increase. Logic dictates that value should therefore be around +3-4% if volume and price are balanced against each other. This month is however affected by Heavy Building Materials, Timber & Joinery and Landscaping distorting the total market view.

"These three categories combined make up around 75% of total market value, and therefore heavily influence topline trends. But they are each quite different in the mix. Heavy Building Materials has one of the lowest average prices of the categories but has seen a larger than market average price growth. At the same time, Timber & Joinery has one of the highest average prices, but has seen lower than market average volume declines, with prices declining against rampant total market inflation. Finally, Landscaping is a key volume driver in the market, but has seen a larger than market average seasonal volume decline. These factors in combination occasionally create hard-to-understand distortions, unexpected anomalies in topline trends which need to be seen in context.

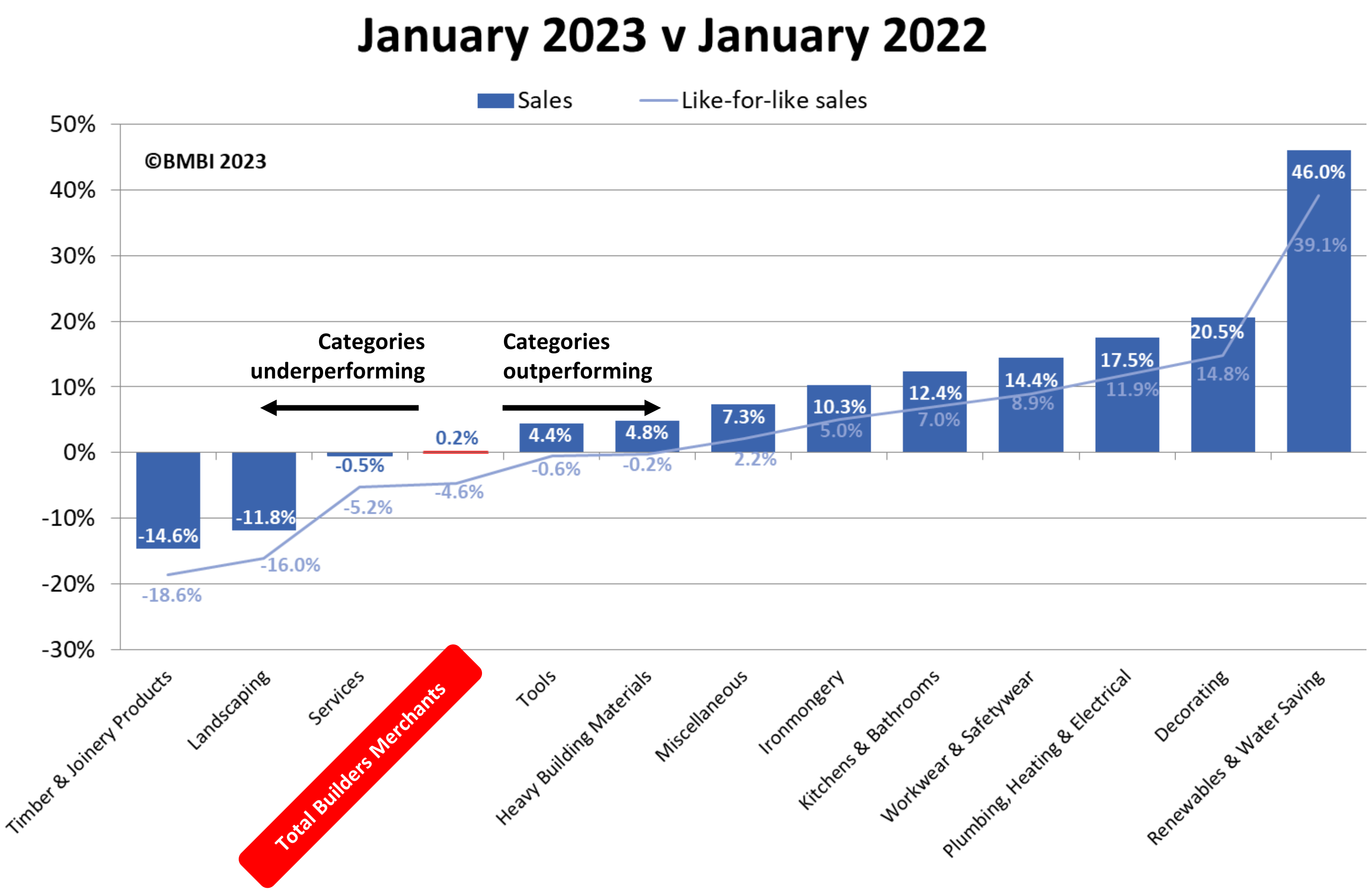
"We expect these trends to continue through 2023 and into the first half of 2024 as inflation, demand and supply gradually return to a more normal stability. Where possible GfK will try to add further context to explain these trends."

Total Merchants sales in February 2022 to January 2023 were +5.3% higher than in February 2021 to January 2022, with price inflation of (+16.5%), and volume (-9.6%).

Monthly: This year v last year

January 2023 sales

21 trading days this month v 20 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 January 2023

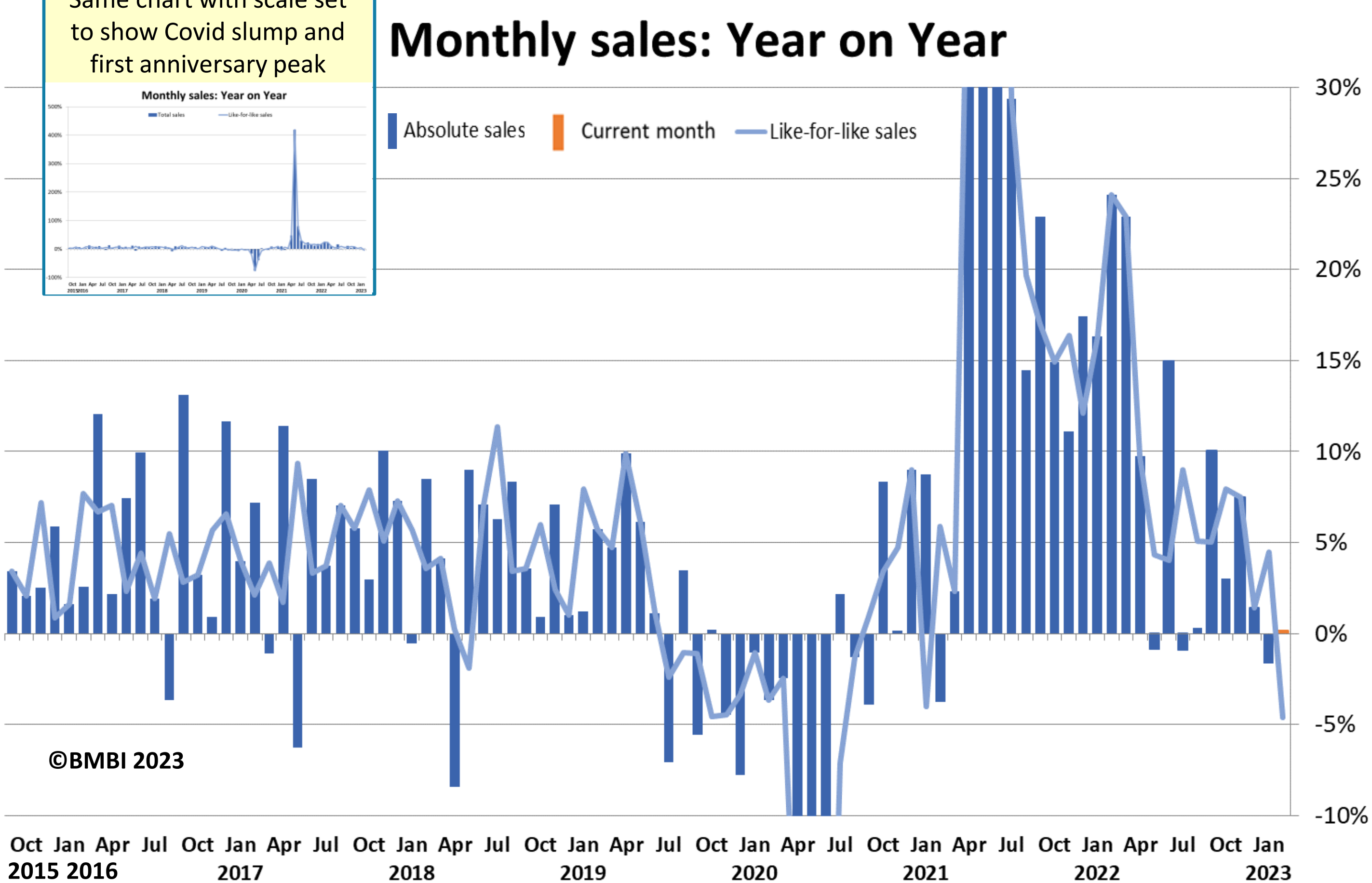
Total Builders Merchants value sales were up +0.2%. Nine of the twelve categories sold more.

Monthly: Year on Year

Sales and Like-for-like sales

21 trading days this month v 20 trading days last month. Like-for-like sales take trading day differences into account.

Same chart with scale set to show Covid slump and first anniversary peak



Note: Year-on-year sales slumped to -73.6% in April 2020.
Year-on-year sales peaked at 419.2% in April 2021.

Source: GfK's Builders Merchants Total Category Report July 2015 to January 2023

Sales growth in January was up +0.2% compared to the same month last year.

Monthly: This month v last month

January 2023 sales

21 trading days this month v 16 trading days last month. Like-for-like sales take trading day differences into account.

Builders Merchant Building Index

Source: GfK's Builders Merchants Total Category Report July 2015 to January 2023

Total January 2023 sales were +31.1% higher than in December 2022.

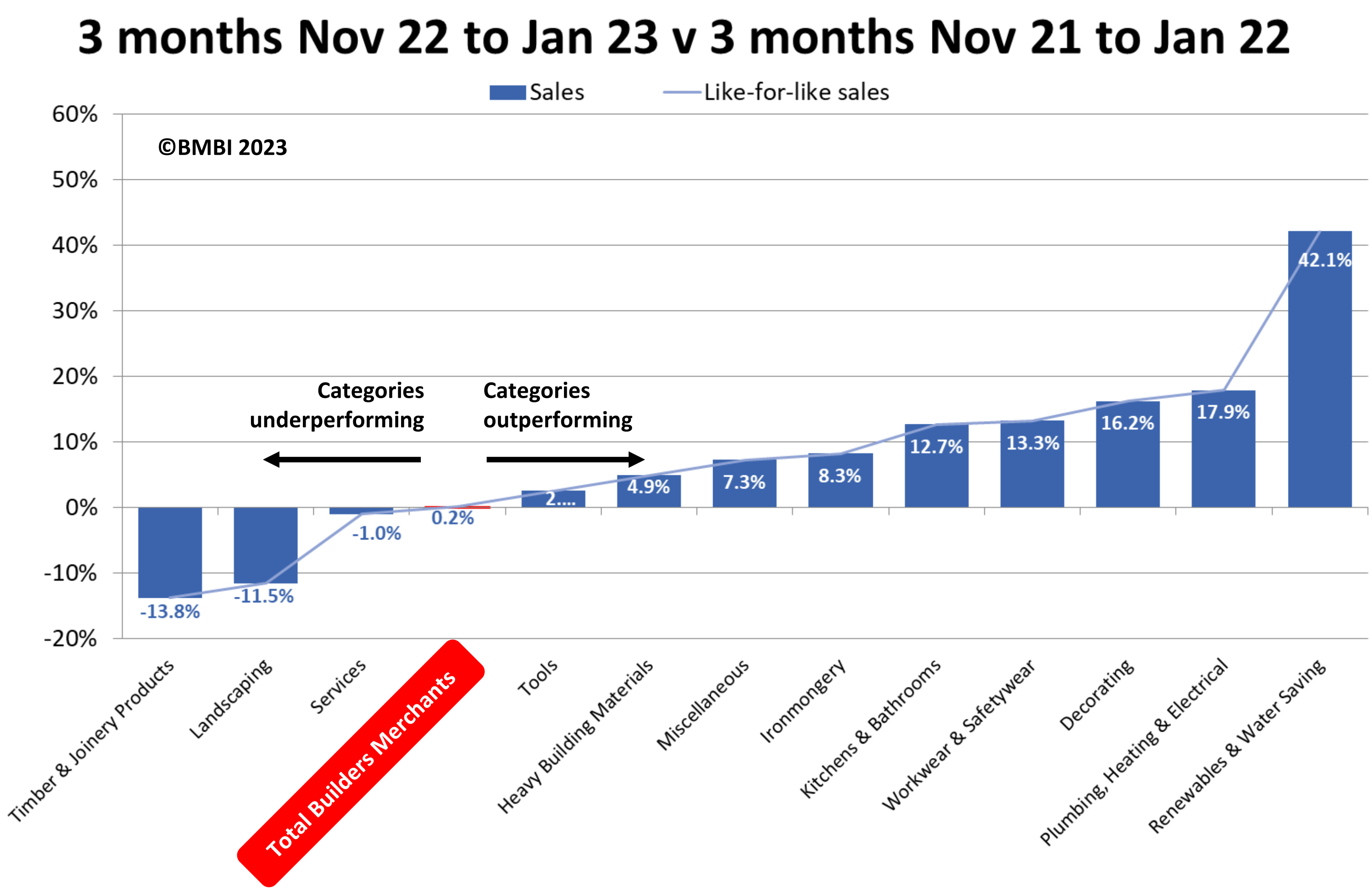
Renewables & Water Saving (+49.6%) grew most followed by Ironmongery (+38.8%).

Latest 3 months: v last year

November 2022 to January 2023 sales

There were no differences in trading days. Like-for-like sales take trading day differences into account.

Builders Merchant Building Index



Source: GfK's Builders Merchants Total Category Report July 2015 to January 2023

Sales in the last three months were +0.2% higher than in the same period last year.

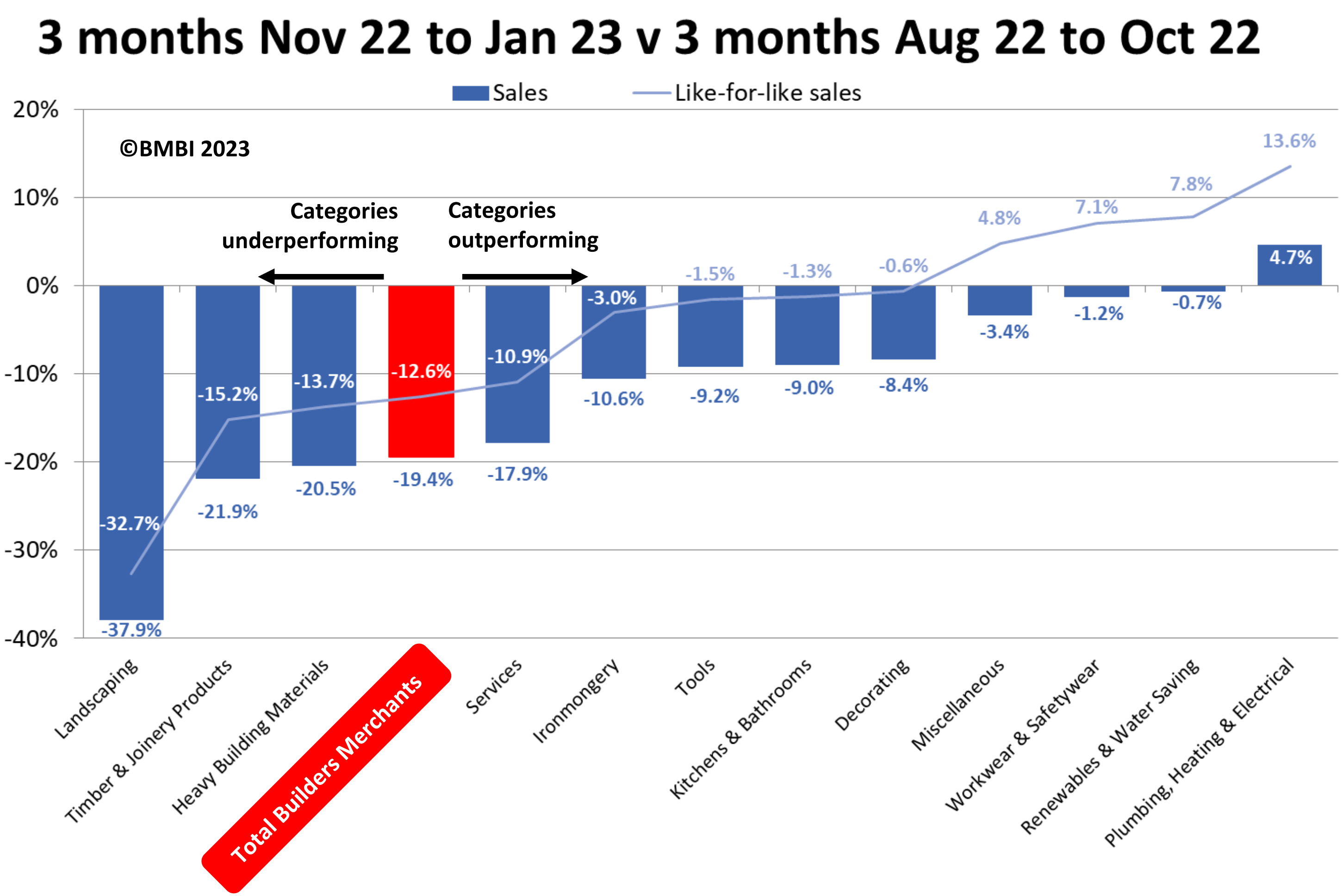
Renewables & Water Saving (+42.1%) grew fastest.

Latest 3 months: v previous 3 months

November 2022 to January 2023 sales

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

Builders Merchant Building Index



Source: GfK's Builders Merchants Total Category Report July 2015 to January 2023

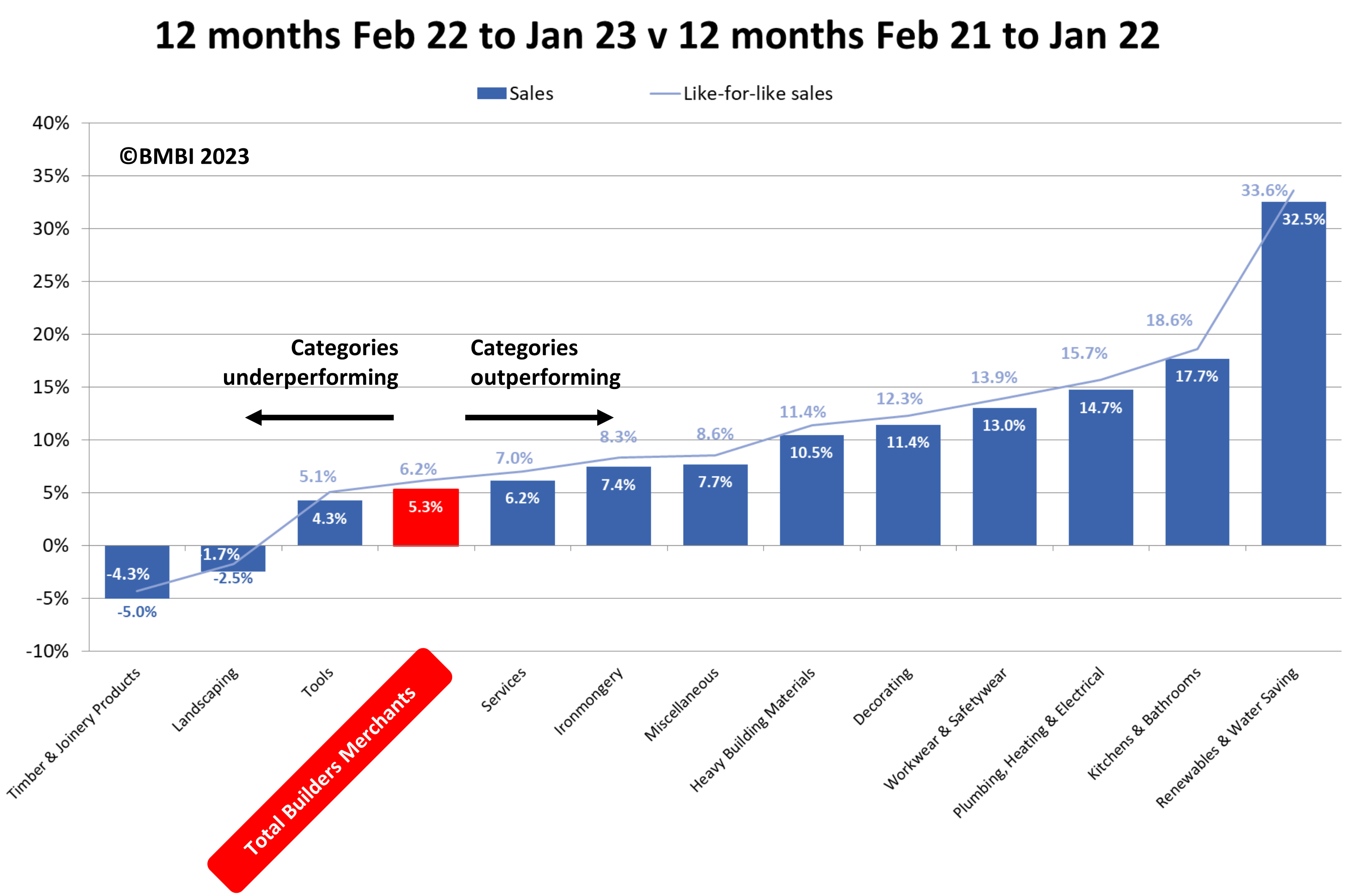
Total sales in the last three months were -19.4% lower than in the previous three months.

Eleven of the twelve categories sold less.

Last 12 Months: Year on Year

Sales and like-for-like sales

247 trading days this year v 249 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 January 2023

Sales in the twelve months to January 2023 were +5.3% higher than Covid-affected February 2021 to January 2022.

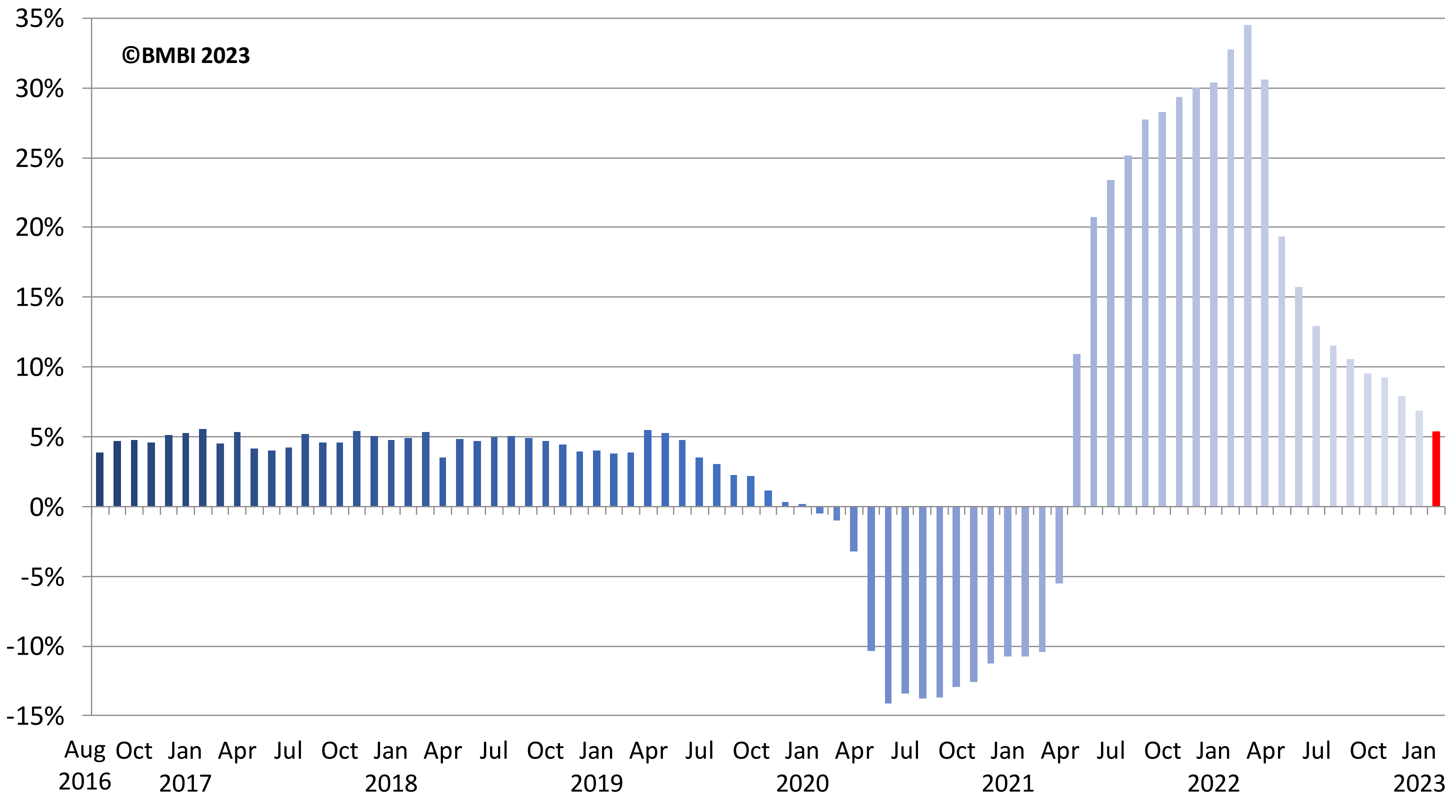
Ten of the twelve categories sold more led by Renewables & Water Saving (+32.5%).

12 months: Year on Year

MAT sales

Builders Merchant Building Index

MAT: Total Builders Merchants August 2016 to January 2023

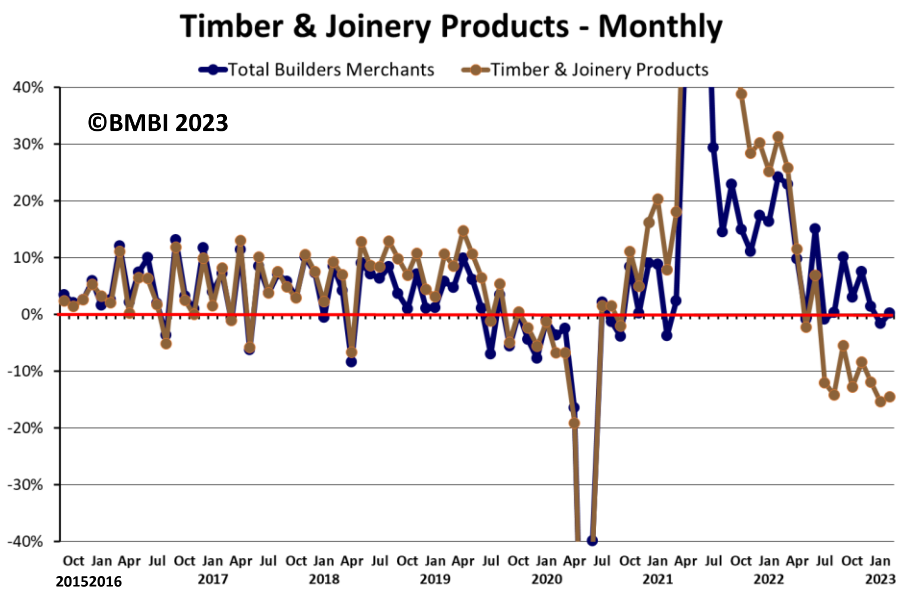


Source: GfK's Builders Merchants Total Category Report July 2015 to January 2023

Sales in the past 12 months February 2022 to January 2023 were +5.3% higher than in February 2021 to January 2022, although the rate of growth continued to reduce.

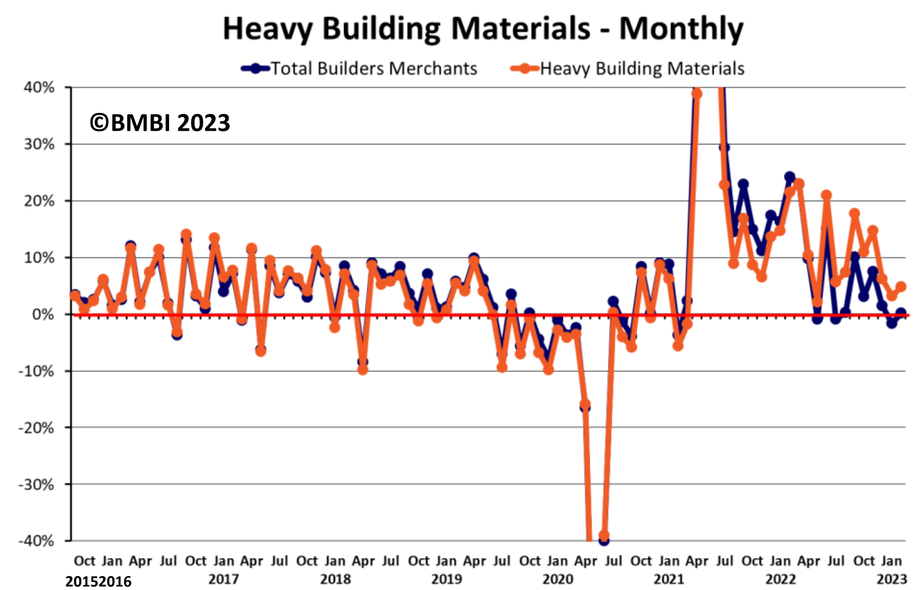
Monthly Year-on-year
January 2023

Builders Merchant Building Index



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%



Covid19 peaks and troughs (off the chart)

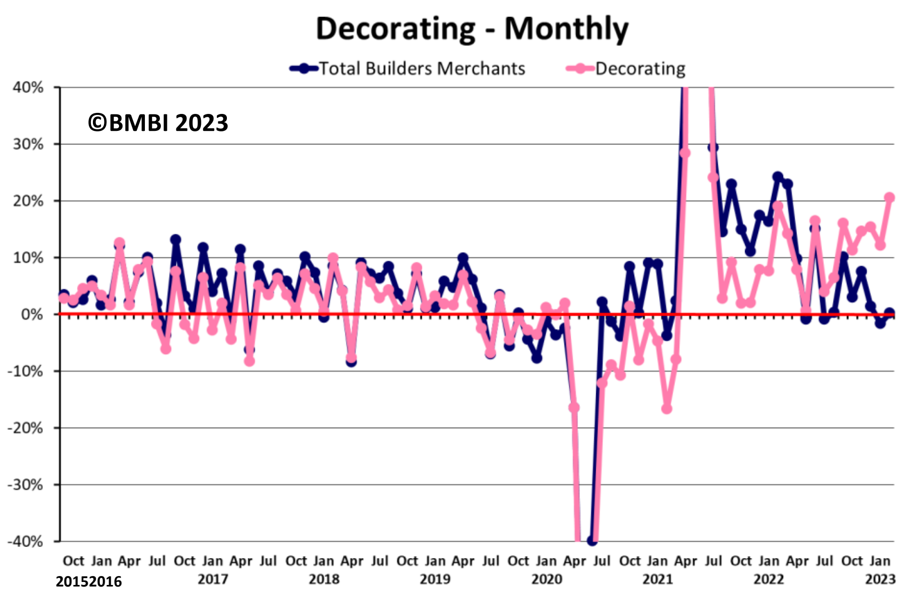
April 2020 trough:	Heavy Building Materials	-74.7%
	Total Builders Merchants	-76.5%
April 2021 peak:	Heavy Building Materials	+350.6%
	Total Builders Merchants	+419.2%

Source: GfK's Builders Merchants Total Category Report July 2015 to January 2023

Monthly Year-on-year

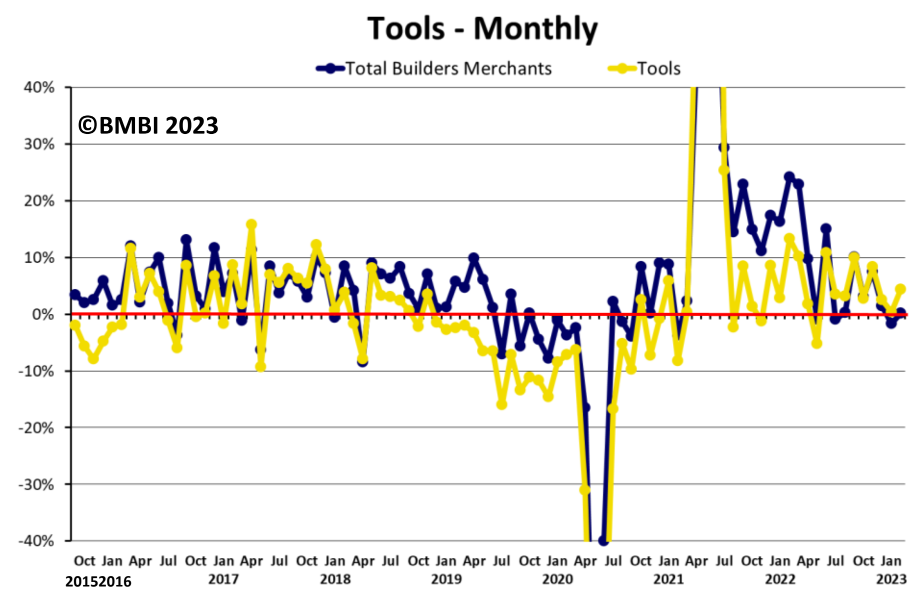
January 2023

Builders Merchant Building Index



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%



Covid19 peaks and troughs (off the chart)

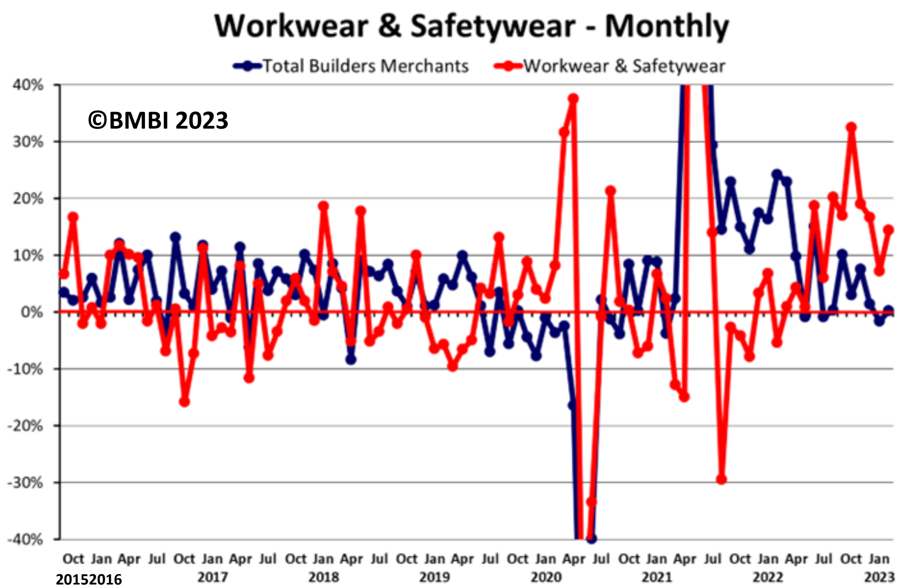
April 2020 trough:	Tools	-90.0%
	Total Builders Merchants	-76.5%
April 2021 peak:	Tools	+1188.1%
	Total Builders Merchants	+419.2%

Source: GfK's Builders Merchants Total Category Report July 2015 to January 2023

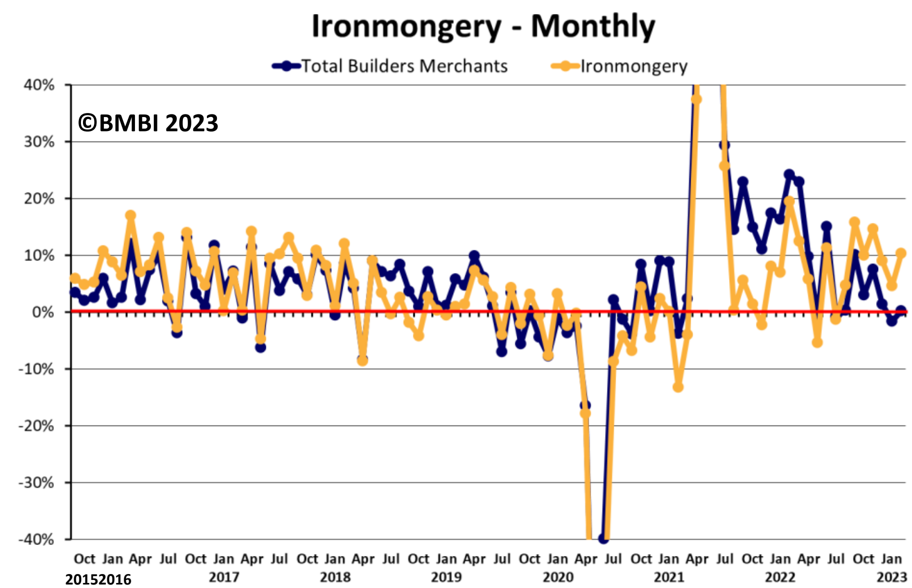
Monthly Year-on-year

January 2023

Builders Merchant Building Index



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%



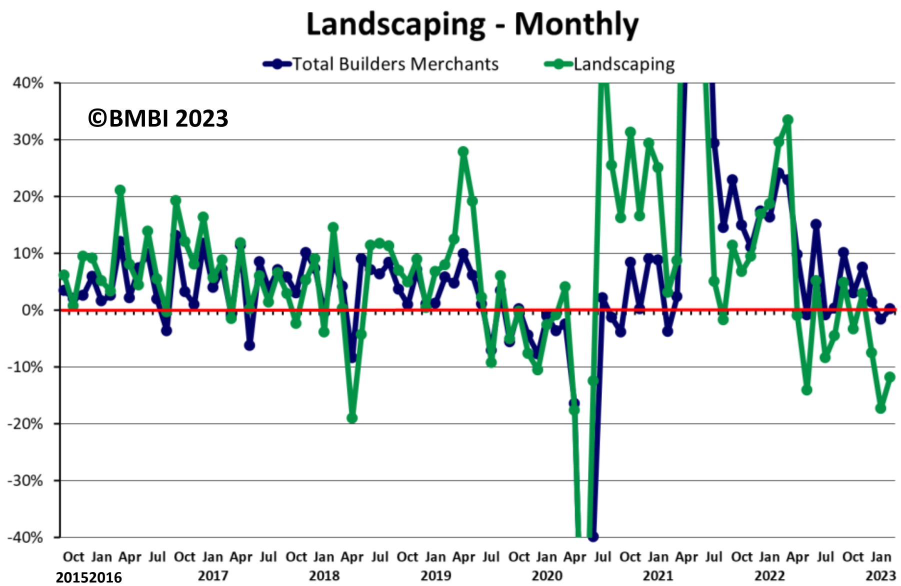
Covid19 peaks and troughs (off the chart)		
April 2020 trough:	Ironmongery	-77.8%
	Total Builders Merchants	-76.5%
April 2021 peak:	Ironmongery	+403.2%
	Total Builders Merchants	+419.2%

Source: GfK's Builders Merchants Total Category Report July 2015 to January 2023

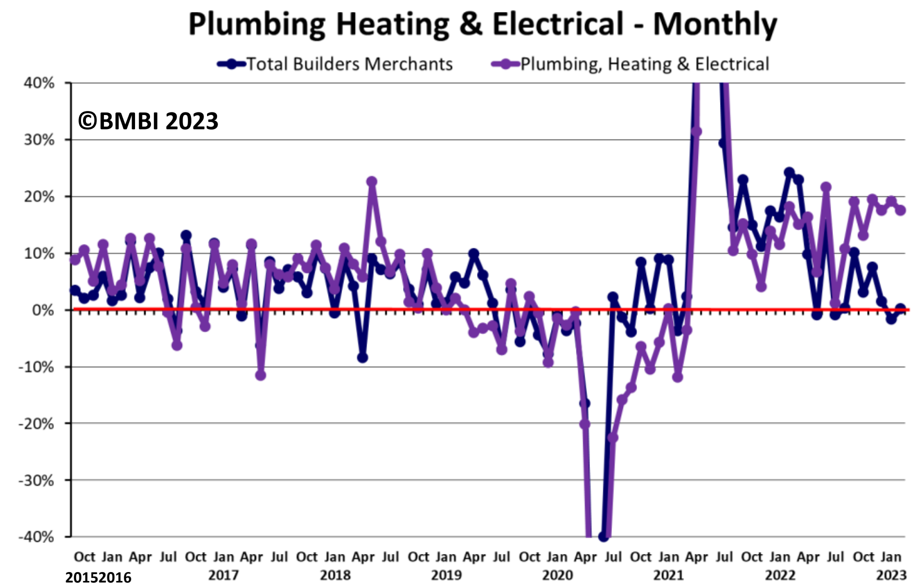
Monthly Year-on-year

January 2023

Builders Merchant Building Index



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%

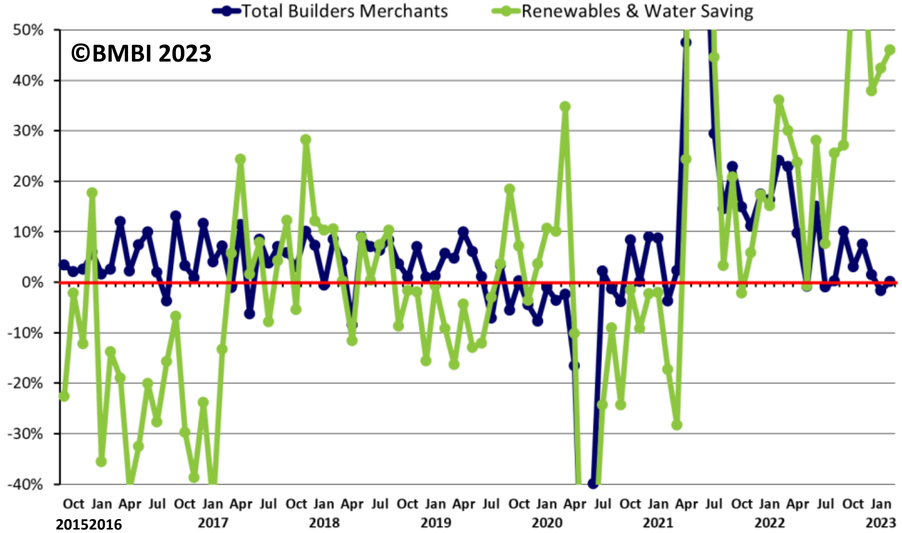
Source: GfK's Builders Merchants Total Category Report July 2015 to January 2023

Monthly Year-on-year

January 2023

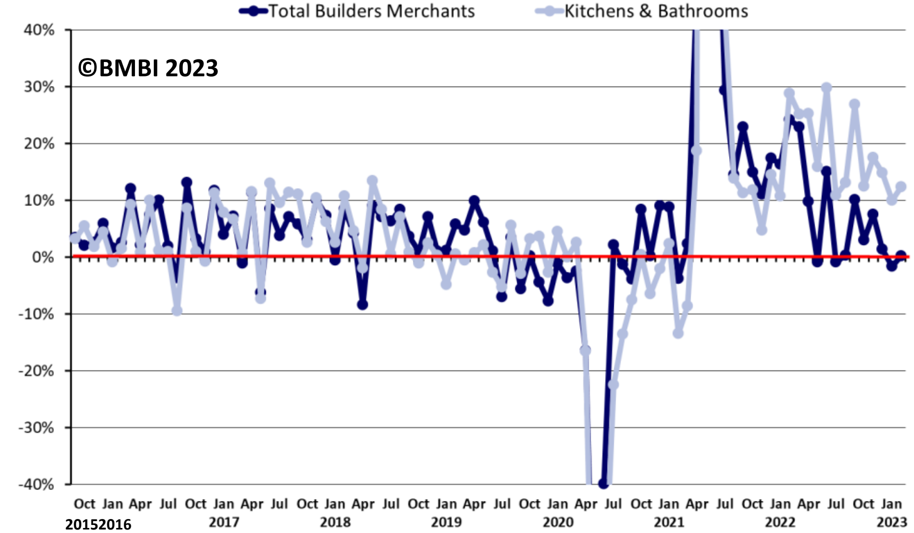
Builders Merchant Building Index

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



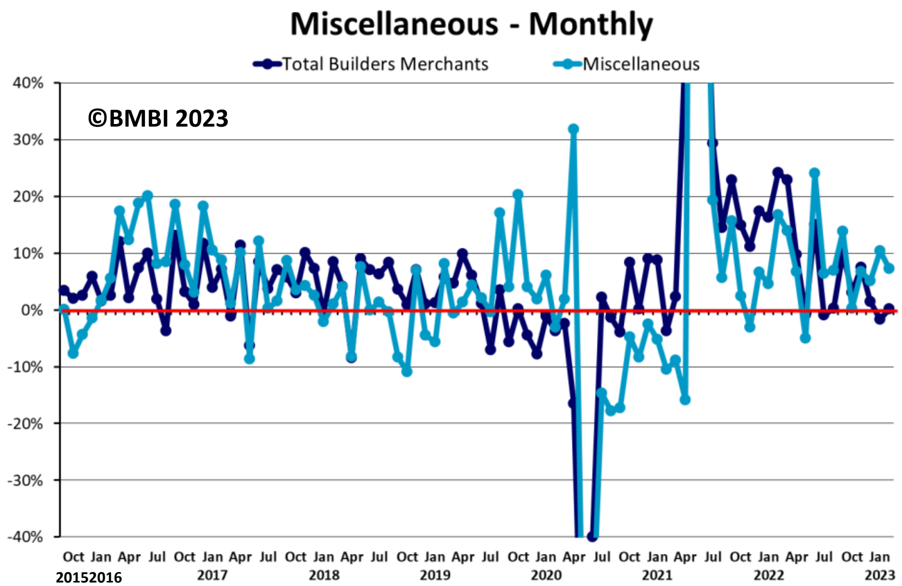
Covid19 peaks and troughs (off the chart)		
April 2020 trough:	Kitchens & Bathrooms	-86.8%
	Total Builders Merchants	-76.5%
April 2021 peak:	Kitchens & Bathrooms	+706.3%
	Total Builders Merchants	+419.2%

Source: GfK's Builders Merchants Total Category Report July 2015 to January 2023

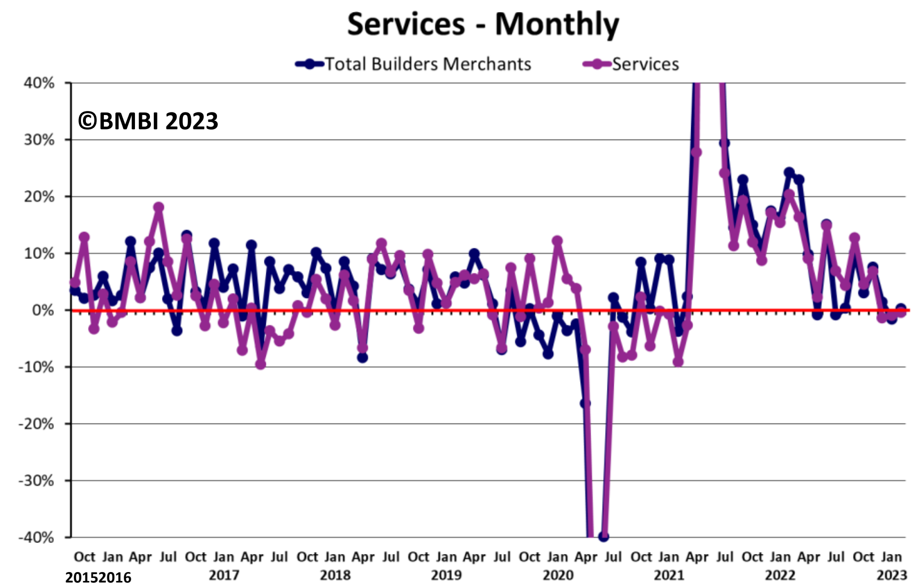
Monthly Year-on-year

January 2023

Builders Merchant Building Index



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%



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%

Source: GfK's Builders Merchants Total Category Report July 2015 to January 2023

Monthly: Index and Categories

January 2022* – January 2023

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

Builders Merchant Building Index

		2022												2023
MONTHLY SALES VALUE INDEX	Index	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Total Builders Merchants	100	125.0	134.4	166.8	149.3	162.4	155.6	151.5	153.1	152.4	151.0	147.1	95.5	125.2
Timber & Joinery Products	100	157.8	161.8	195.6	172.3	185.0	175.2	171.0	172.2	168.5	165.9	160.4	100.7	134.9
Heavy Building Materials	100	116.5	125.4	156.2	140.4	155.1	150.8	147.0	149.4	151.3	150.1	144.0	92.4	122.2
Decorating	100	102.2	109.3	131.2	114.0	124.2	122.0	122.1	126.2	127.8	130.6	137.4	92.0	123.7
Tools	100	95.7	101.9	124.2	104.6	109.9	103.7	100.3	102.7	102.9	108.2	111.3	73.2	99.7
Workwear & Safetywear	100	115.7	112.4	123.3	104.9	113.7	118.5	111.5	112.0	141.0	137.3	152.6	100.5	132.3
Ironmongery	100	123.2	125.5	151.5	130.1	141.3	135.2	135.3	139.2	141.9	142.6	144.7	98.3	135.7
Landscaping	100	116.2	149.5	220.0	220.8	231.7	215.1	195.5	183.5	166.1	152.6	132.7	76.5	102.4
Plumbing, Heating & Electrical	100	131.4	138.3	159.4	127.1	137.3	125.1	125.9	130.5	143.3	156.6	168.4	127.6	154.4
Renewables & Water Saving	100	85.1	80.9	106.8	78.6	93.3	86.3	90.4	89.9	115.3	118.1	113.8	82.6	123.5
Kitchens & Bathrooms	100	121.6	134.5	151.1	131.5	144.6	138.7	143.1	150.1	147.5	146.7	161.4	106.4	136.6
Miscellaneous	100	128.0	122.4	141.7	119.9	137.9	127.1	130.6	132.4	128.6	125.0	133.3	99.4	134.5
Services	100	112.5	120.1	146.6	131.7	141.8	140.5	138.4	146.6	139.4	136.3	133.2	101.6	112.0

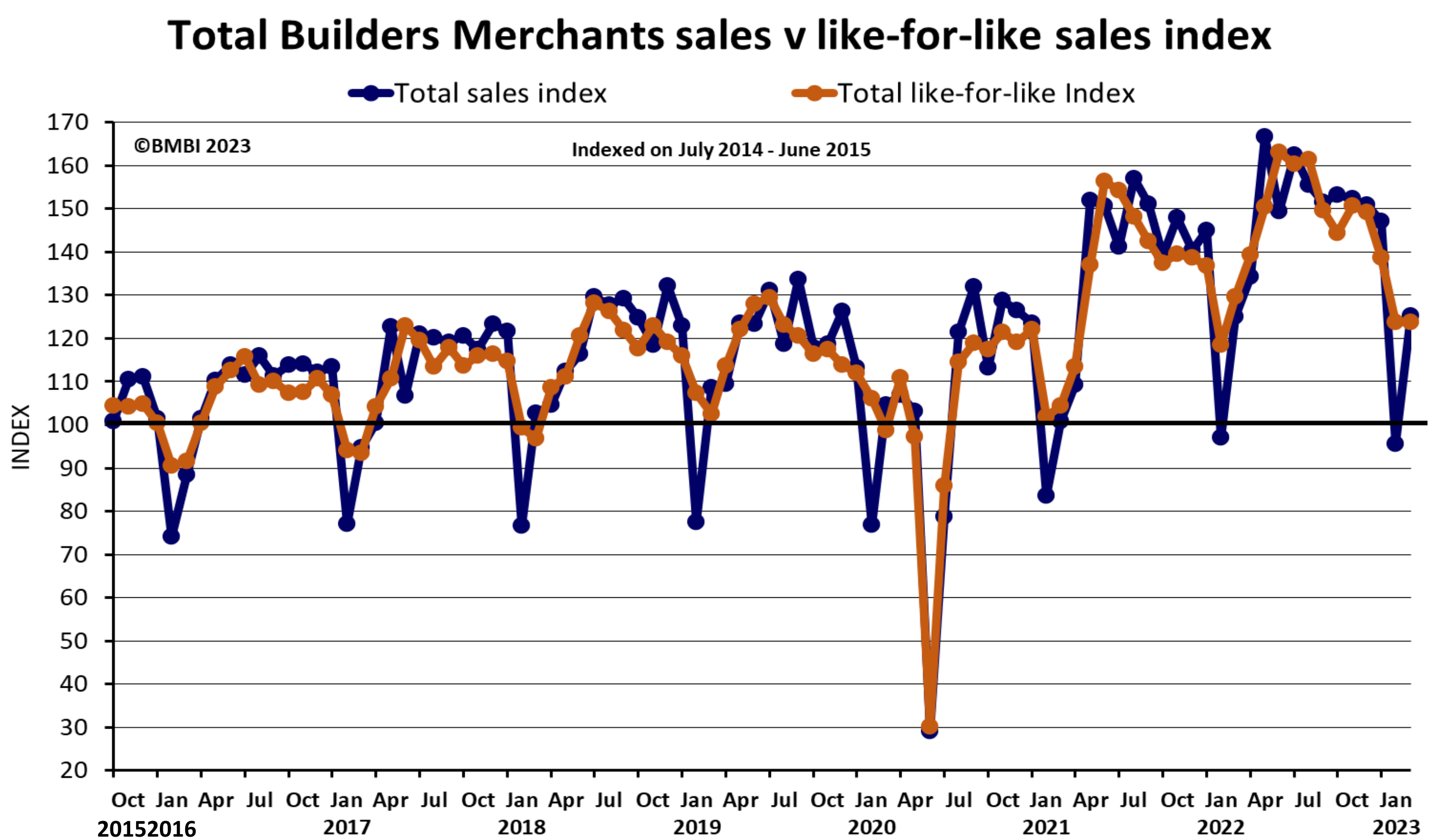
*Click the web link below to see the complete series of indices from July 2015.

Source: GfK's Builders Merchants Total Category Report July 2015 to January 2023

Monthly: Index

Sales and like-for-like sales

There were no differences in trading days. Like-for-like sales take trading day differences into account.



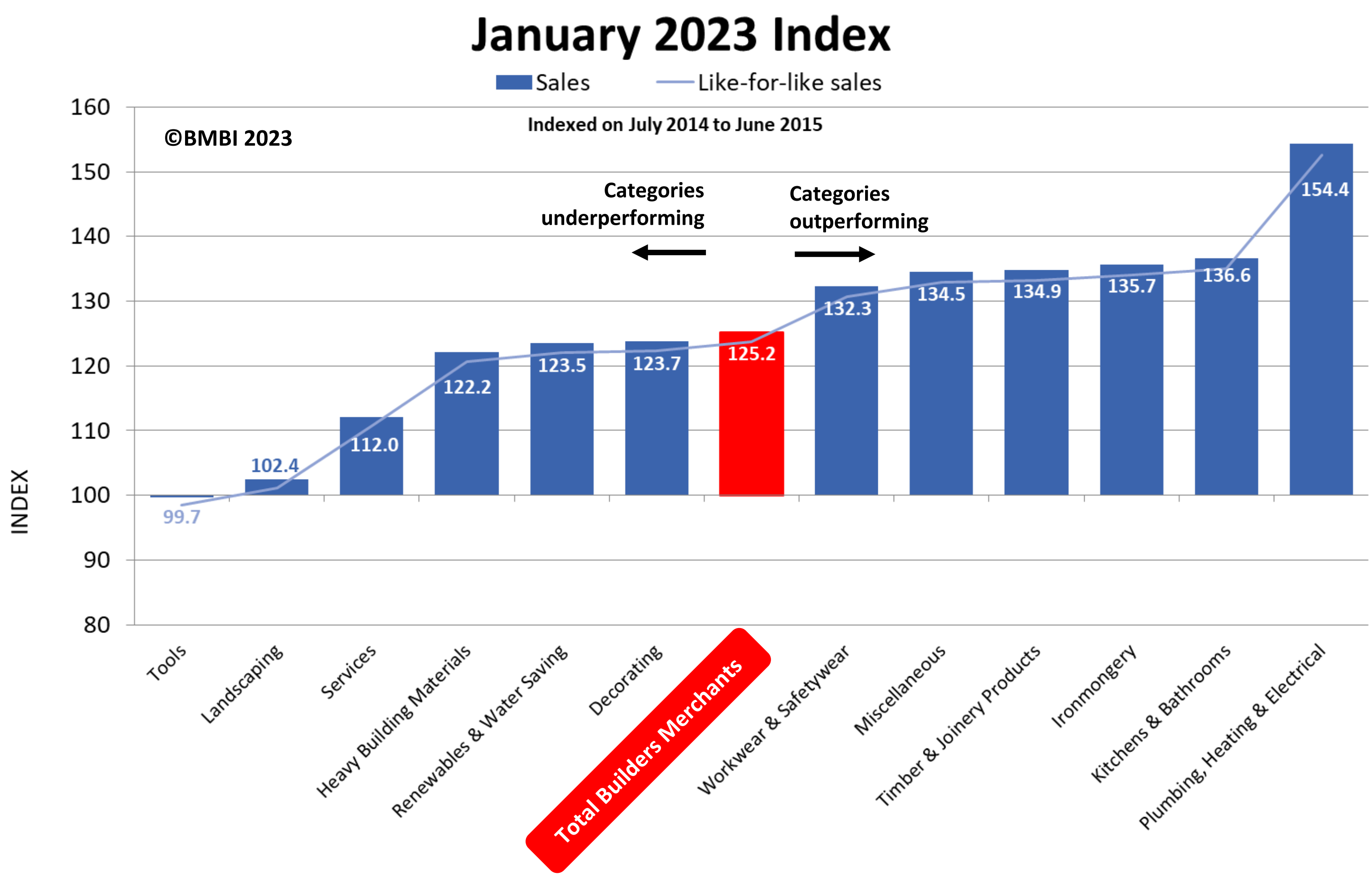
Source: GfK's Builders Merchants Total Category Report July 2015 to January 2023

January's overall BMBI Index was 125.2.

Monthly: Index and Categories

January 2023 index

There were no differences in trading days. Like-for-like sales take trading day differences into account.



Source: GfK's Builders Merchants Total Category Report July 2015 to January 2023

Eleven of twelve categories indexed above 100 in January with Plumbing, Heating & Electrical (154.4) doing best.

Trading Days

Builders Merchant Building Index

Monthly

Index: 20.8

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**	**22**	**16**
2023											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
21											

Quarterly

Index: 62.3

2021			
Q1	Q2	Q3	Q4
63	**61**	**65**	**60**
2022			
Q1	Q2	Q3	Q4
63	**60**	**64**	**59**
2023			
Q1	Q2	Q3	Q4

Half Year

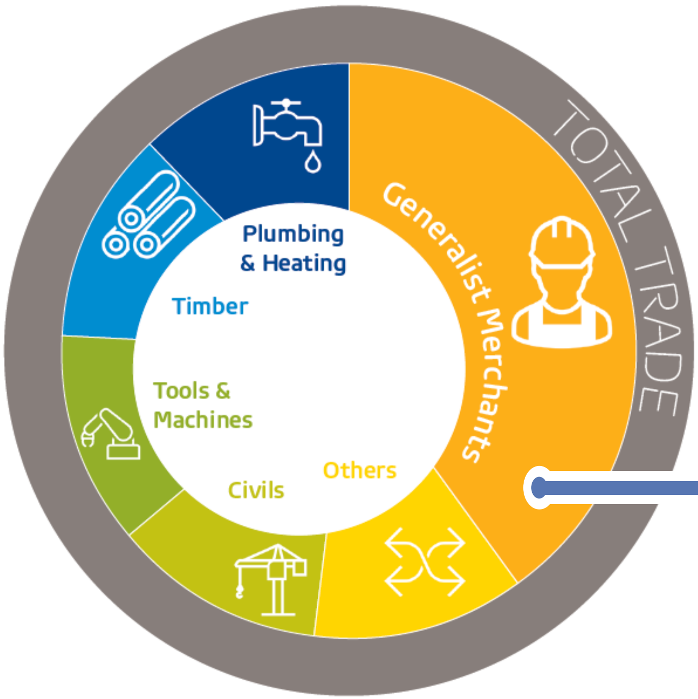
2021	
H1	H2
124	**125**
2022	
H1	H2
123	**123**
2023	
H1	H2

Full Year

2021
249
2022
246
2023

Source: GfK's Builders Merchants Total Category Report July 2015 to January 2023

GfK's Definition of Builders Merchant Panel



Generalist Builders Merchants definition:

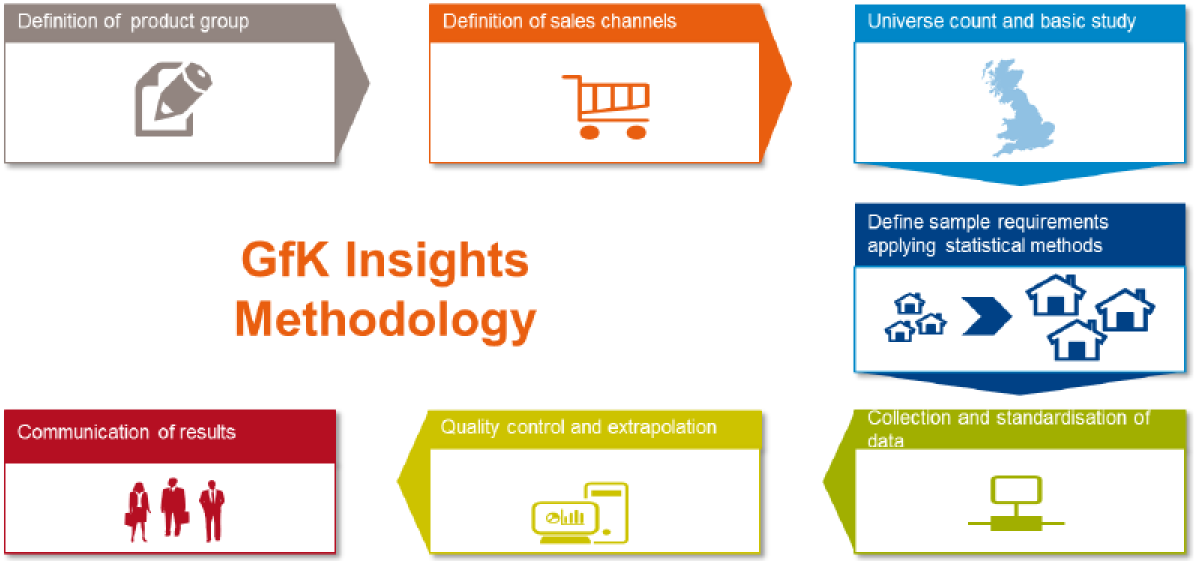
- Builder Merchants handle an extended range of building materials and components (e.g. doors, windows, interior furnishing materials, insulation materials, tiles, cement, mortar, adhesives, sealants, nails, hardware products, pipes, ironware, paint) and generate their turnover with professional end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

Travis Perkins
selco BUILDERS WAREHOUSE
JEWSON
BUILDBASE BUILDING & TIMBER SUPPLIES
gibbs & dandy
MKM BUILDING SUPPLIES
IBMG INDEPENDENT BUILDERS MERCHANT GROUP
SYDENHAMS Timber & Builders Merchants
EH Smith
COVERS Timber & Builders Merchants
Bradfords BUILDING SUPPLIES
HOWARTH TIMBER & BUILDING SUPPLIES

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

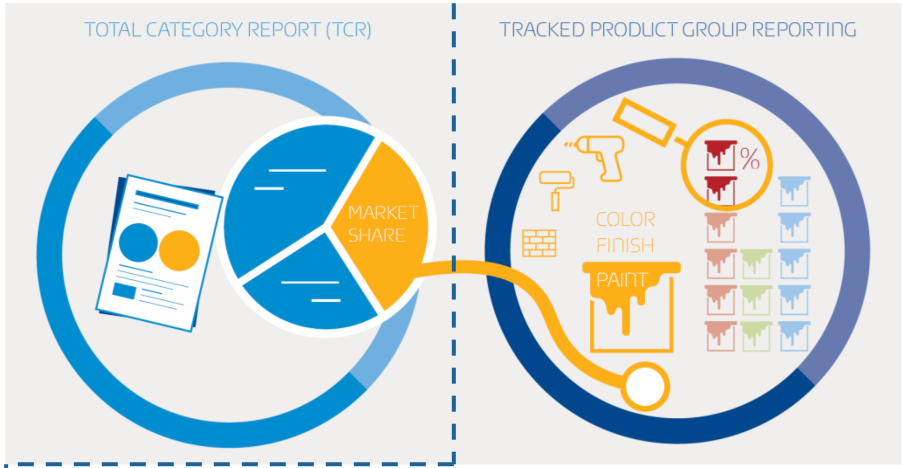
Plumbing Heating & Electrical
Plumbing Equipment
Boilers Tanks & Accessories
Heating Equipment/Water Heaters/Temperature Control/Air Treatment
Radiators And Accessories
Electrical Equipment
Lighting And Light Bulbs

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"

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in materials supply"

BMF (Builders Merchant Federation) Forecast Report

BMF Forecast Report
Winter 2022 edition

Builders Merchants Industry Forecast Report

The sixteenth edition of the BMF's Builders Merchants Industry Forecast, covering Winter 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 Winter 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

Builders Merchant Building Index

BMF
"building excellence in materials supply"

mra research
MARKET INSIGHT & STRATEGY

GfK

GfK
Powerful, accurate, continuous insights

MRA
Experienced industry experts

BMF
The voice of the industry

cma construction marketing AWARDS 2017 WINNER
Best Product Launch

CMA CONSTRUCTION MARKETING AWARDS WINNER 2020
Best use of research & insight

CMA 2021 Client League Top 10

Contact us
For further information

Builders Merchant Building Index

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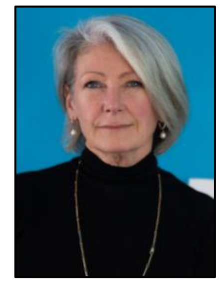

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