

“building **excellence**  
in materials supply”

# Builders Merchant Building Index



**Monthly report for April 2023**

(Published 21 June 2023)

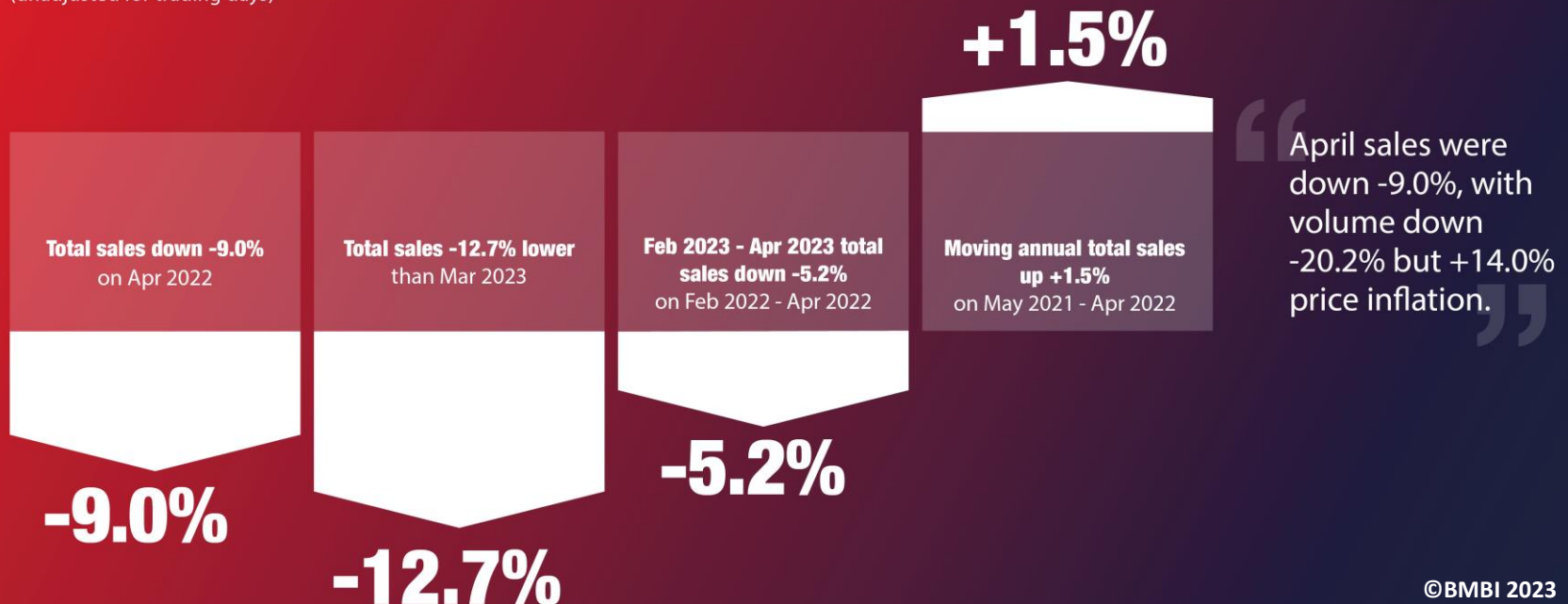
# Highlights

Total Merchants sales in May 2022 to April 2023 were +1.5% higher than in May 2021 to April 2022, with volume down -12.5 and price inflation of +16.0%. Full comment on pages [7-8](#).

## BMBI Report April 2023 Highlights

(unadjusted for trading days)

[www.bmbi.co.uk](http://www.bmbi.co.uk)



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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.

### 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 April 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.

### 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](#).



### 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](mailto: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 Q1 2023 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: Q1 2023 Report](#)

### Expert for Bricks & Roof Tiles:



**Kevin Tolson**  
Commercial Director  
Wienerberger UK

[Read latest Comment: Q1 2023 Report](#)

### Expert for Natural Stone & Porcelain Paving:



**Krystal Williams**  
Managing Director  
Pavestone UK Ltd

[Read latest Comment: Q1 2023 Report](#)

### Expert for Fasteners and Fixings:



**Ian Doherty**  
Chief Executive  
Owlett-Jaton

[Read latest Comment: Q1 2023 Report](#)

### Expert for Roof Windows:



**Jim Blanthorne**  
Managing Director  
Keylite Roof Windows

[Read latest Comment: Q1 2023 Report](#)

### Expert for Wood-Based Panels:



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

[Read latest Comment: Q1 2023 Report](#)

# The Expert Panel

## Speaking for their markets - 2

### Expert for Windows & Doors:



**deceuninck**

**Rob McGlennon**  
Managing Director  
Deceuninck UK

[Read latest Comment: Q1 2023 Report](#)

### Expert for Steel Lintels:



**Keystone**  
LINTELS

**Derrick McFarland**  
Managing Director  
Keystone Lintels

[Read latest Comment: Q1 2023 Report](#)

### Expert for Adhesives & Sealants:



**Bostik**

**Mathew Whitehouse**  
Marketing Director  
Bostik UK

[Read latest Comment: Q1 2023 Report](#)

### Expert for Mineral Wool Insulation:

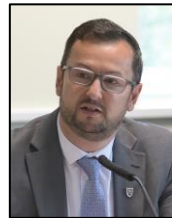


**KNAUF INSULATION**

**Neil Hargreaves**  
Managing Director  
Knauf Insulation

[Read latest Comment: Q1 2023 Report](#)

### Expert for Cement & Aggregates:



**Hanson**  
HEIDELBERGCEMENT Group

**Andrew Simpson**  
Packed Products Director  
Hanson Cement

[Read latest Comment: Q1 2023 Report](#)

### Expert for Paint:



**Dulux**  
TRADE

**Paul Edworthy**  
Commercial Lead  
Dulux Trade

[Read latest Comment: Q1 2023 Report](#)

### Expert for Website & Product Data Management Solutions:



**eci**

**Andy Scothern**  
Director of Business Development  
eCommerce

[Read latest Comment: Q1 2023 Report](#)



# Overview - 1

## April sales -9.0% down year-on-year, with volume down -20.2% and prices up +14.0%

Total Builders Merchants value sales were down -9.0% in April 2023 compared with the same month last year. Volume sales were -20.2% lower with prices up +14.0%. With one less trading day, like-for-like sales (which take trading day differences into account) were -4.0% lower. Seven of the twelve categories sold more than in April 2022, led by Renewables & Water Saving (+55.4%), Decorating (+8.3%), and Plumbing, Heating & Electrical (+5.3%). Timber & Joinery Products (-20.6%) and Landscaping (-23.3%) were weakest.

### April 2023 v March 2023

Total Merchants sales were -12.7% lower in April 2023 than March 2023. Volume sales were -11.9% lower with price down -0.9%. With five less trading days this month, like-for-like sales were +11.6% higher. Landscaping (+3.3%) was the only category to sell more. Plumbing, Heating & Electrical (-22.6%) and Workwear and Safetywear (-26.7%) were weakest.

### April Index:

April's overall BMBI index was 135.8. With three less trading days, the like-for-like index was 156.6. All categories exceeded 100, with seasonal category Landscaping (169.2) out in front, followed by Timber & Joinery Products (136.9), Heavy Building Materials (134.9), Kitchens & Bathrooms (134.6), Plumbing, Heating & Electrical (133.8) and Ironmongery (131.1) ahead the most. Tools (101.5) increased marginally.

### Last three months, year on year

Total sales in February 2023 to April 2023 were -5.2% lower than February 2022 to April 2022, with volume down -17.6% and price inflation of +15.1%. With one less trading day this year, like-for-like sales were -3.7% lower. Nine of the twelve categories sold more. Renewables & Water Saving (+44.9%), Workwear & Safetywear (+11.4%) and Decorating (+10.2%) did best. Timber & Joinery Products (-17.2%) and Landscaping (-21.4%) were weakest.

### Last three months v previous three months

Total sales in February 2023 to April 2023 were up +16.1% from November 2022 to January 2023, with volume up +16.7% and prices slightly down (-0.6%). With two more trading days this period, like-for-like sales were +12.3% higher. Eleven of the twelve categories sold more with Landscaping (+48.8%) strongest, followed by Renewables & Water Saving (+19.4%) and Heavy Building Materials (+18.3%). Only Workwear & Safetywear (-1.5%) sold less.

Total sales in February 2023 to April 2023 were -5.2% lower than in February 2022 to April 2022, with volume down -17.6% and price inflation of +15.1%.

With one less trading day this year, like-for-like sales were -3.7% lower.

Overview continues on the next page...

# Overview - 2

... continued from the previous page:

## **Year-to-date**

The current year to date, January 2023 to April 2023 was -4.1% lower than in the previous period, January 2022 to April 2022. Volume sales were -17.4% lower with prices up +16.1%. There was no difference in trading days. Nine categories sold more. Renewables & Water Saving (+45.2%) was strongest, and Decorating (+12.5%), Plumbing, Heating & Electrical (+11.1%) and Ironmongery (+5.7%) also grew strongly. Timber & Joinery Products (-16.6%) and Landscaping (-19.8%) sold less.

## **MAT**

Total Merchants sales in May 2022 to April 2023 were +1.5% higher than in May 2021 to April 2022, with volume down -12.5 and price inflation of +16.0%. With two less trading days in the most recent period, like-for-like sales were +2.4% higher. Ten of the twelve categories sold more. Renewables & Water Saving (+39.9%), Plumbing, Heating & Electrical (+13.6%), Kitchens & Bathrooms (+13.3%), Decorating (+12.2%) and Heavy Building Materials (+7.7%) did best. Landscaping (-8.5%) and Timber & Joinery Products (-11.6%) were weakest.

Year to date, January 2023 to April 2023 was -4.1% lower than the previous period, January 2022 to April 2022.

Volume sales were down -17.4% with prices up +16.1%.



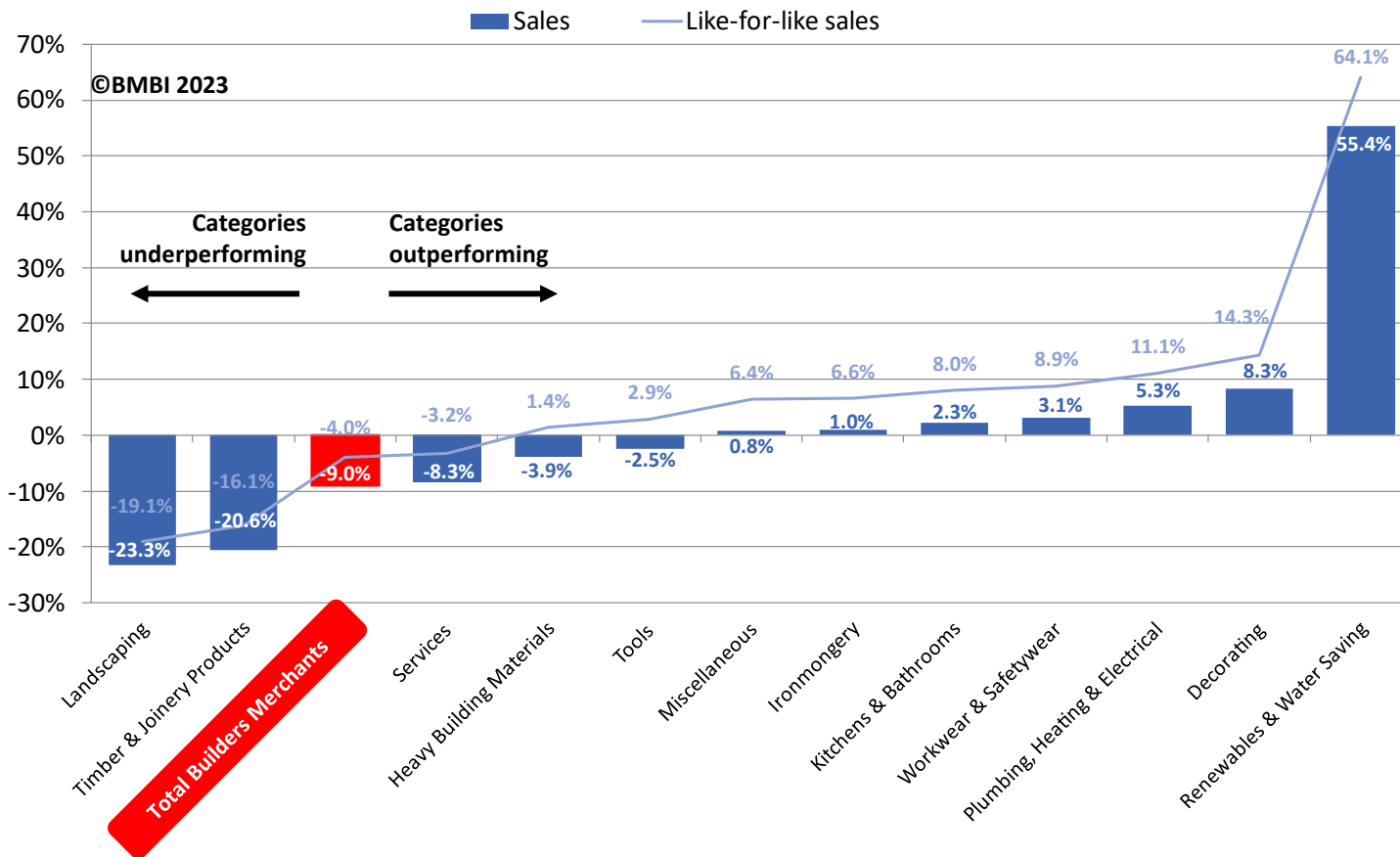
# Monthly: This year v last year

## April 2023 sales

18 trading days this year v 19 trading days last year.  
Like-for-like sales take trading day differences into account.



### April 2023 v April 2022



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

Total Builders Merchants value sales were down -9.0% in April 2023 v April 2022.

Seven categories sold more than in April 2022, led by Renewables & Water Saving (+55.4%).

# Monthly: Year on Year

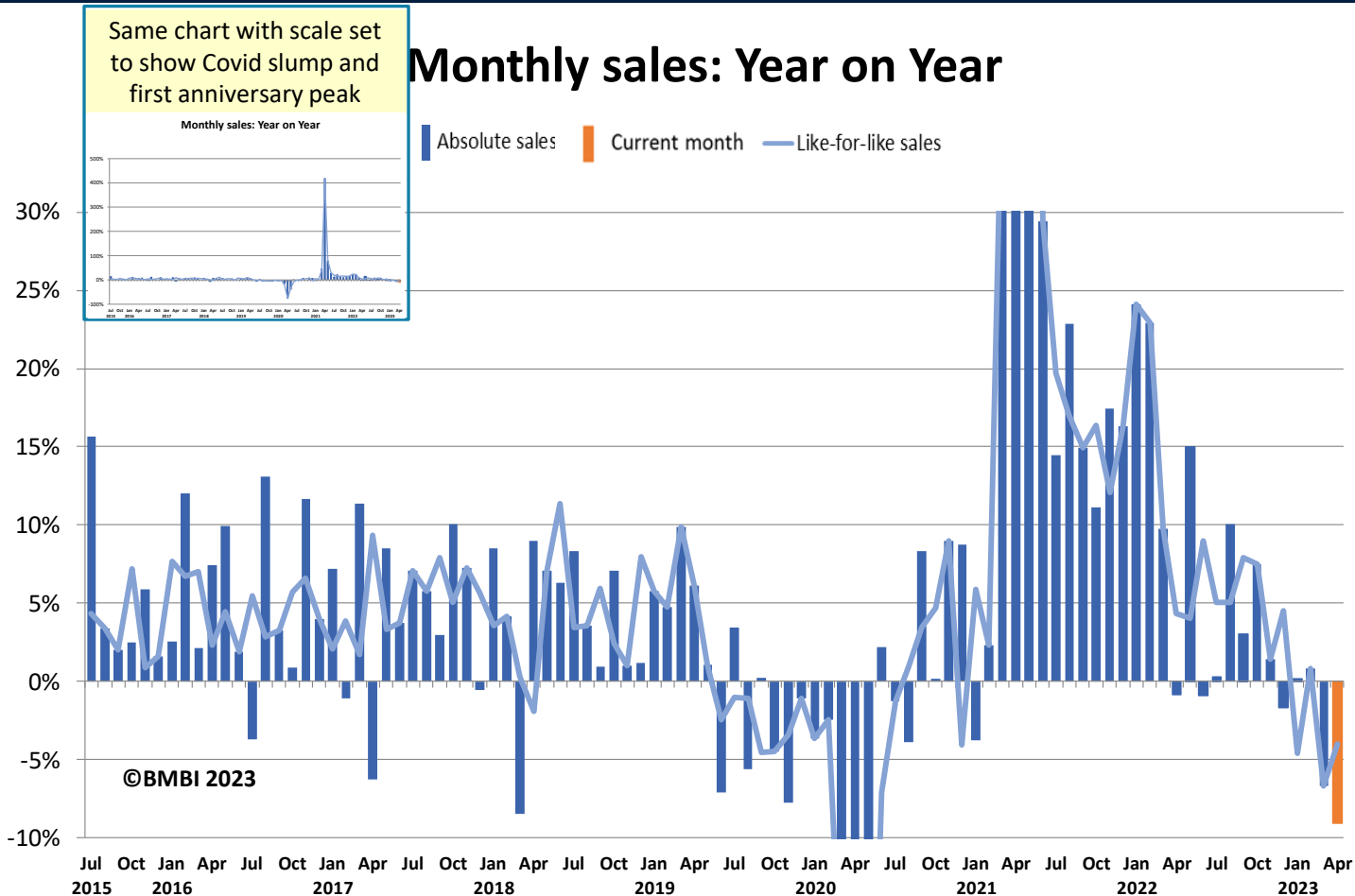
## Sales and Like-for-like sales

18 trading days this year v 19 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 April 2023

## Monthly sales: Year on Year



Sales growth in April was down -9.0% compared to the same month last year.

Volume sales were -20.2% lower with prices up +14.0%.

# Monthly: This month v last month

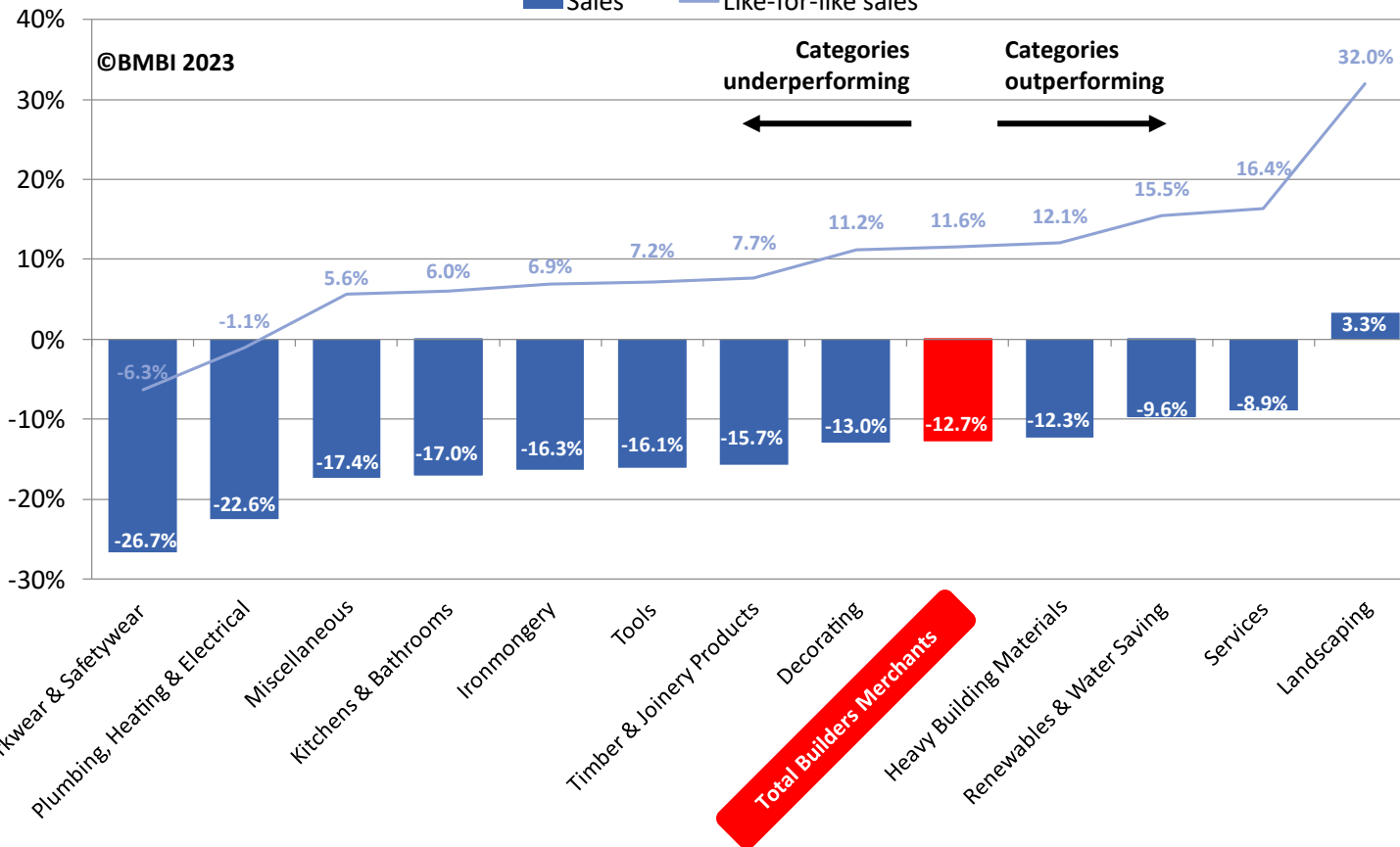
## April 2023 sales

18 trading days this month v 23 trading days last month.  
Like-for-like sales take trading day differences into account.



### April 2023 v March 2023

■ Sales    — Like-for-like sales



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

Total Merchants sales were -12.7% lower in April 2023 than March 2023.

With five less trading days this month, like-for-like sales were up +11.6%.

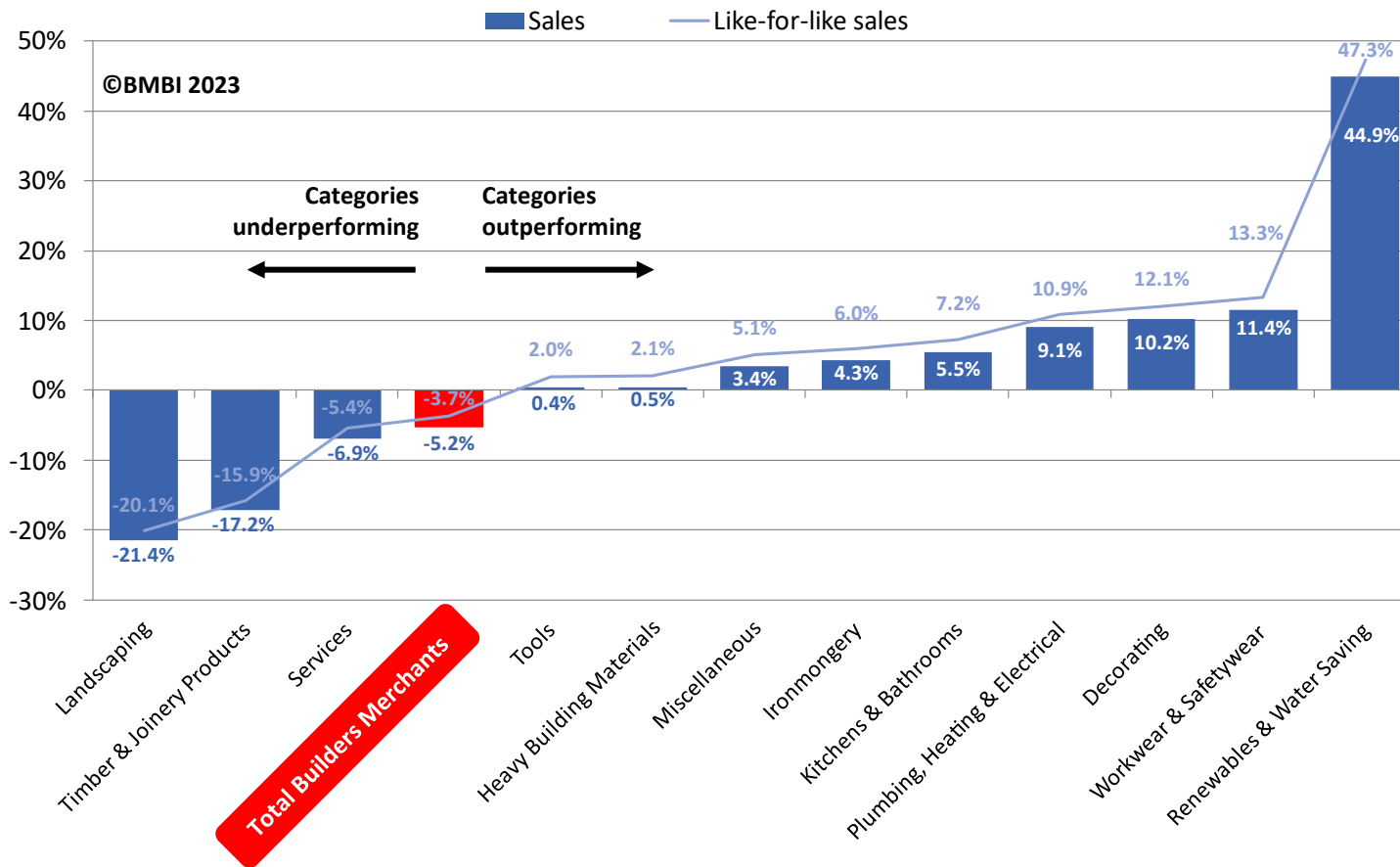
# Latest 3 months: v last year

## February 2023 to April 2023 sales

61 trading days in the last three months v 62 in the same three months last year.  
Like-for-like sales take trading day differences into account.



### 3 months Feb 23 to Apr 23 v 3 months Feb 22 to Apr 22



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

Sales in the last three months were -5.2% lower than the same period last year.

Renewables & Water Saving (+44.9%),  
Workwear & Safetywear (+11.4%)  
and Decorating (+10.2%) did best.

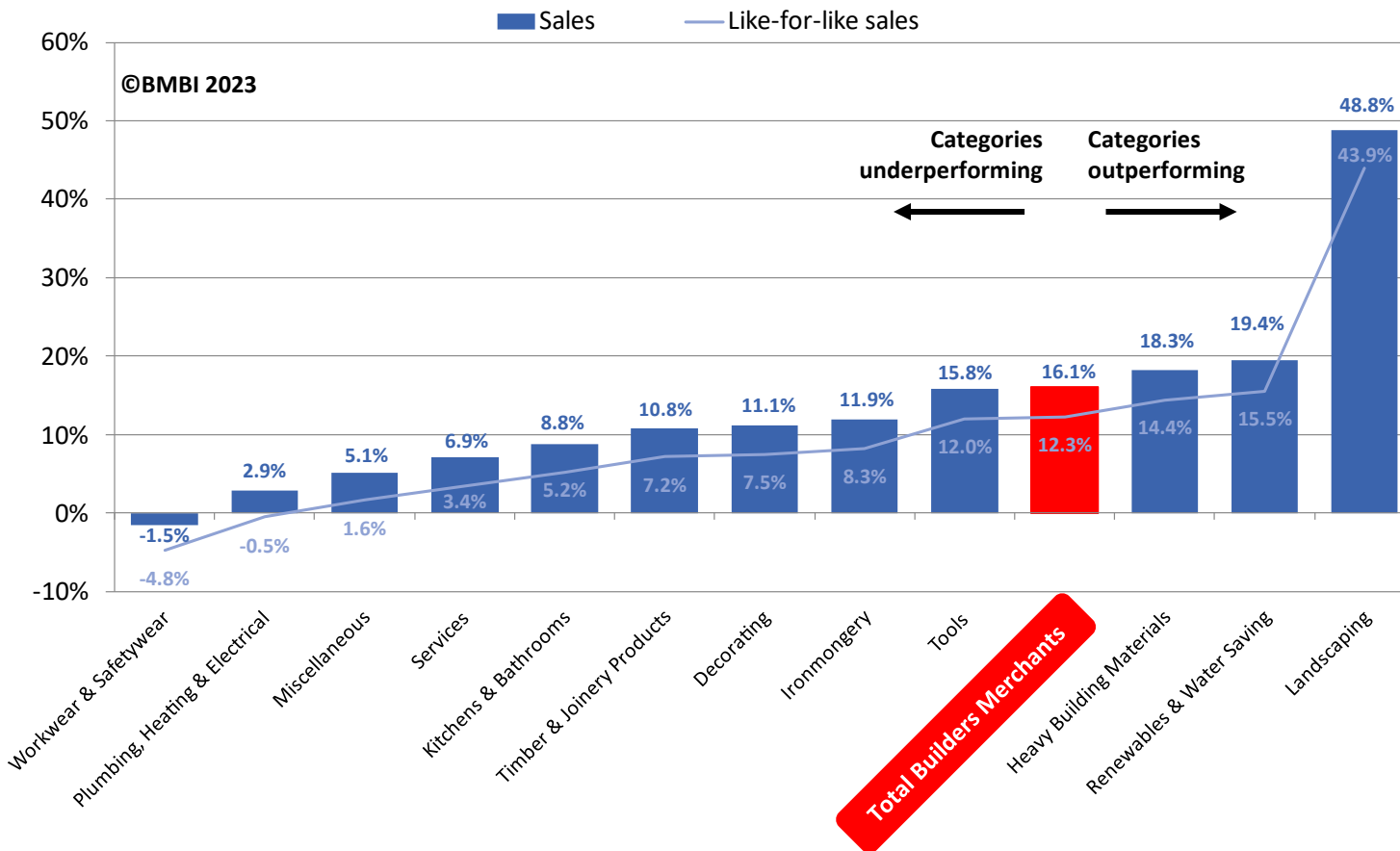
# Latest 3 months: v previous 3 months

February 2023 to April 2023 sales

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



## 3 months Feb 23 to Apr 23 v 3 months Nov 22 to Jan 23



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

Total sales February 2023 to April 2023 were +16.1% above November 2022 to January 2023.

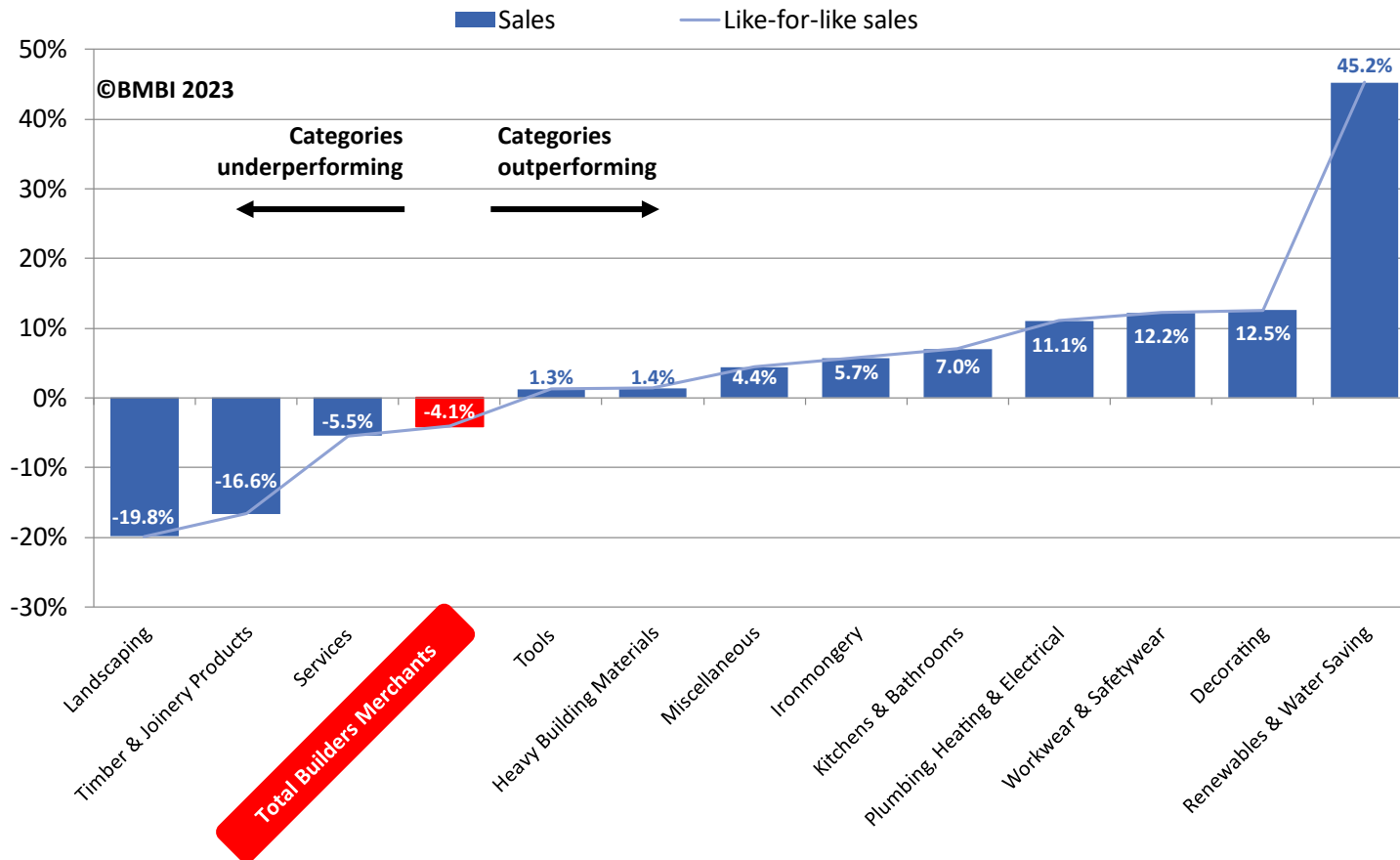
Volume was up +16.7%, and prices down -0.6%.

# Year to date: v 2022

## Last 4 months sales and like-for-like sales

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

### Year to date: Jan 23 to Apr 23 v Jan 22 v Apr 22



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

Nine of 12 categories sold more.

Renewables & Water Saving (+45.2%) was strongest, and Decorating (+12.5%), Plumbing, Heating & Electrical (+11.1%) and Ironmongery (+5.7%) also grew strongly.

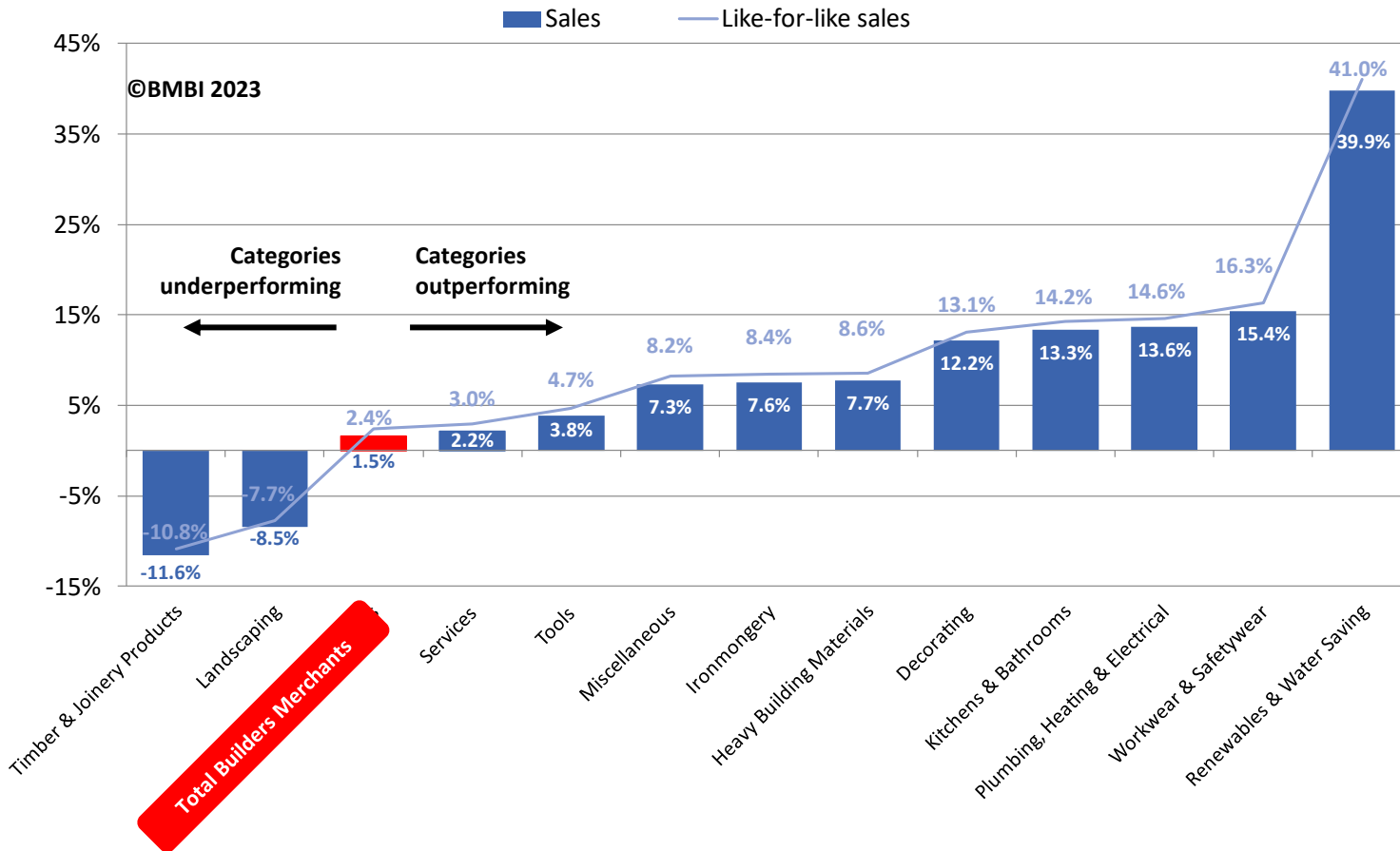
# Last 12 Months: Year on Year

## Sales and like-for-like sales

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



### 12 months May 22 to Apr 23 v 12 months May 21 to Apr 22



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

Sales in the 12 months to April 2023 were up +1.5%.

Ten categories sold more led by Renewables & Water Saving (+39.9%).

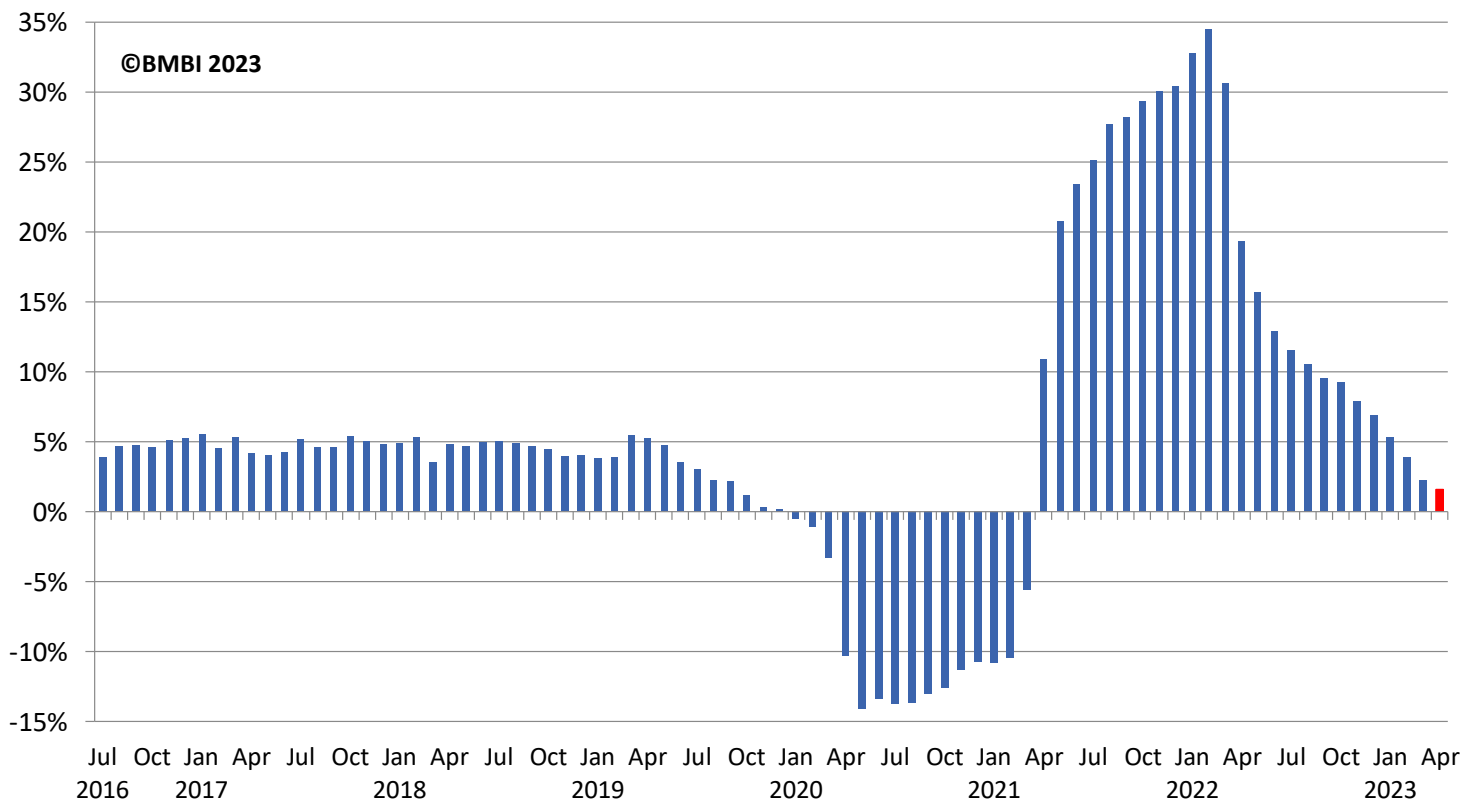


# 12 months: Year on Year

Moving Annual Total (MAT) sales



## MAT: Total Builders Merchants August 2016 to April 2023



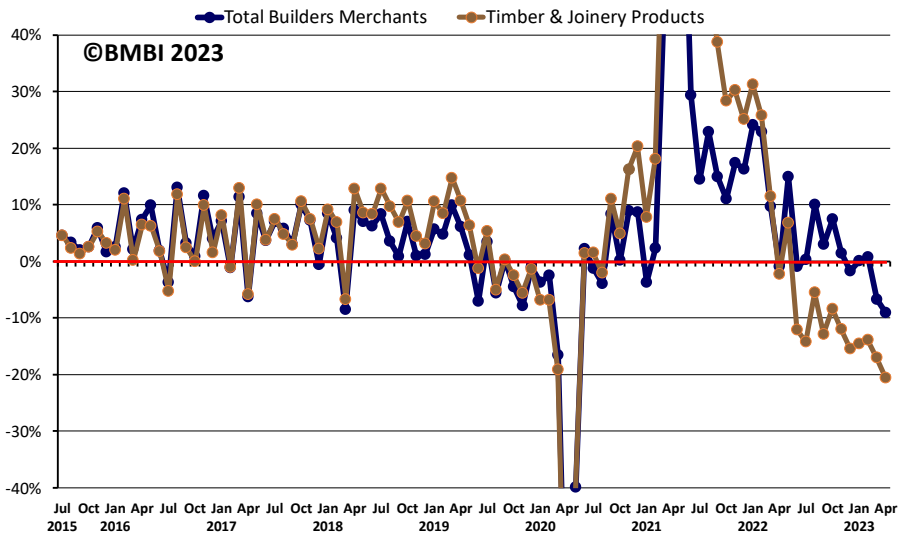
Source: GfK's  
Builders Merchants  
Total Category Report  
July 2015 to April 2023

Sales in 12 months  
May 2022 to April  
2023 were +1.5%  
higher than May  
2021 to April 2022,  
but rate of growth  
continued to reduce.

# Monthly Year-on-year

April 2023

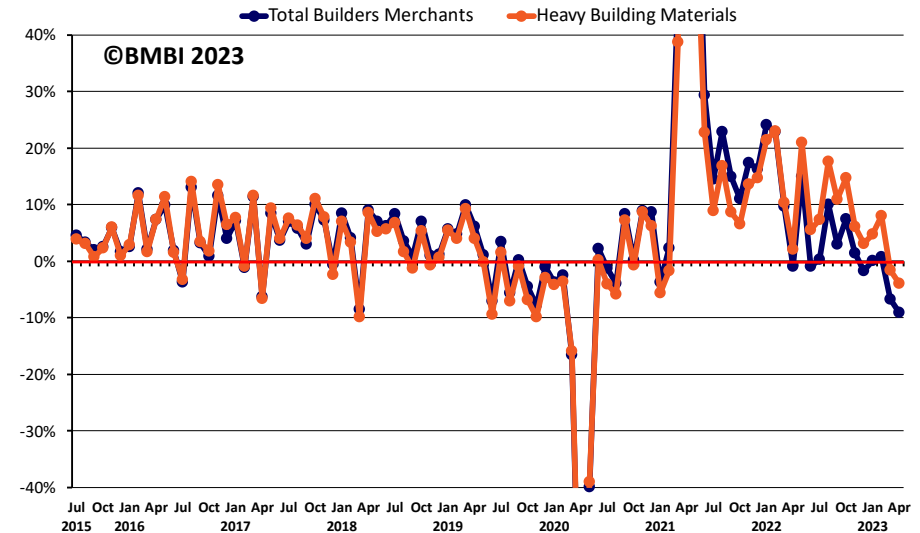
## Timber & Joinery Products - Monthly



### 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



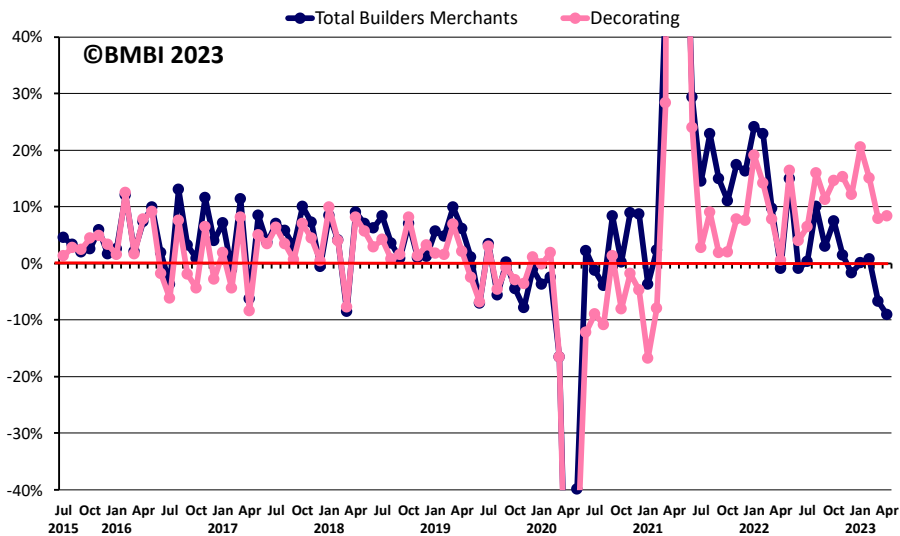
### Covid19 peaks and troughs (off the chart)

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

April 2023

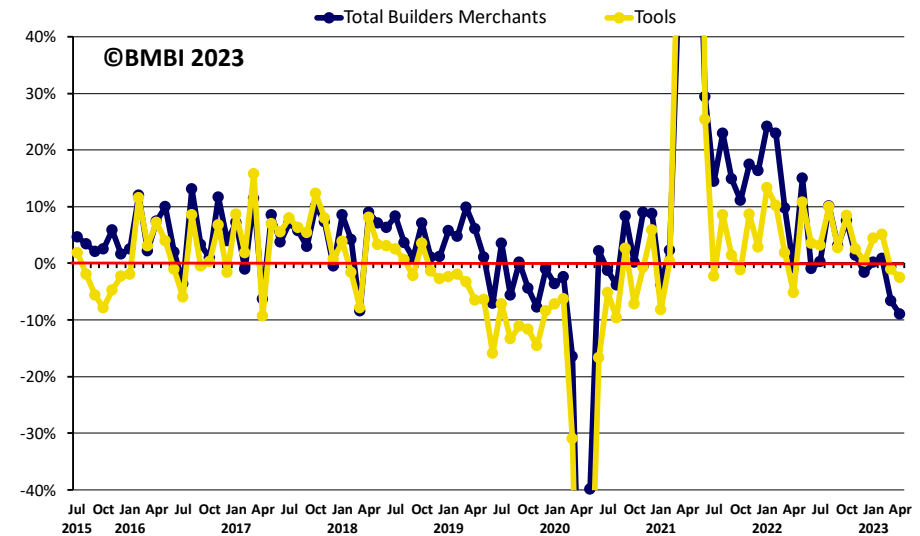
## Decorating - Monthly



### 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



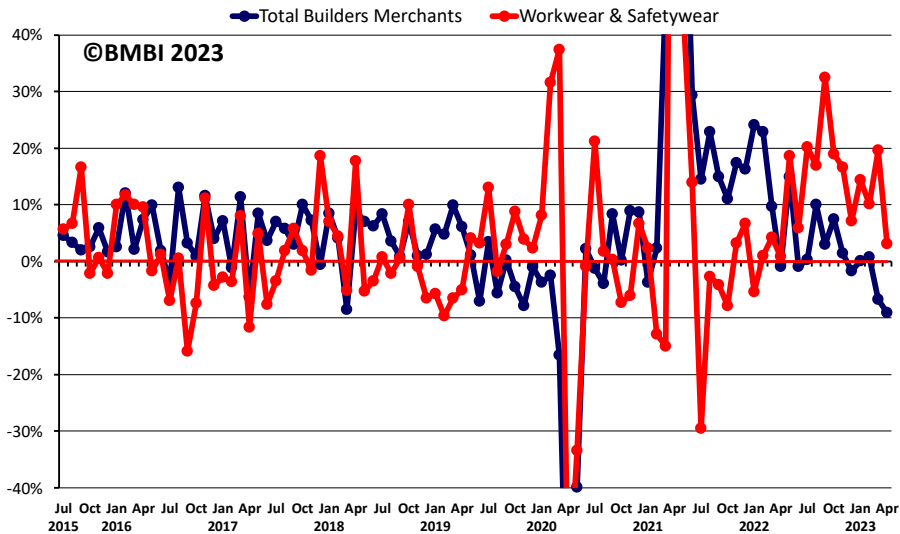
### Covid19 peaks and troughs (off the chart)

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

# Monthly Year-on-year

April 2023

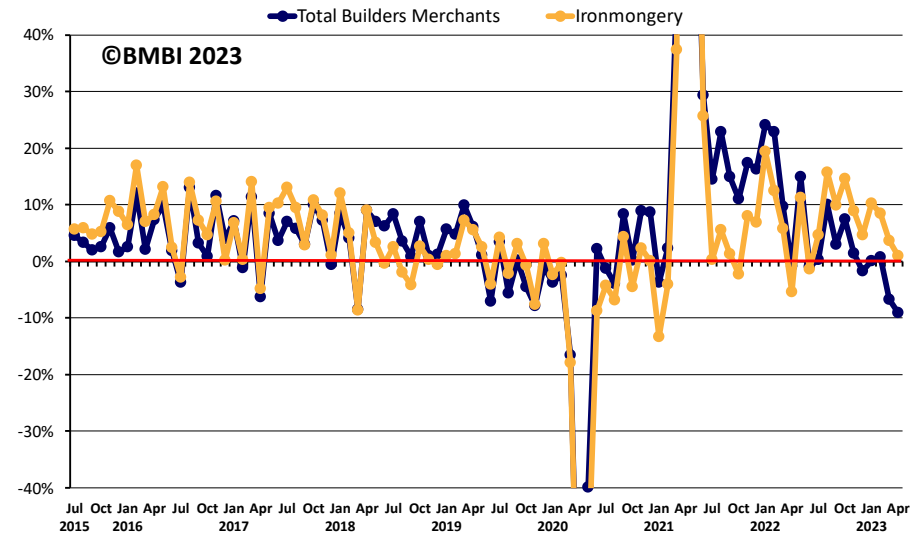
## Workwear & Safetywear - Monthly



### 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



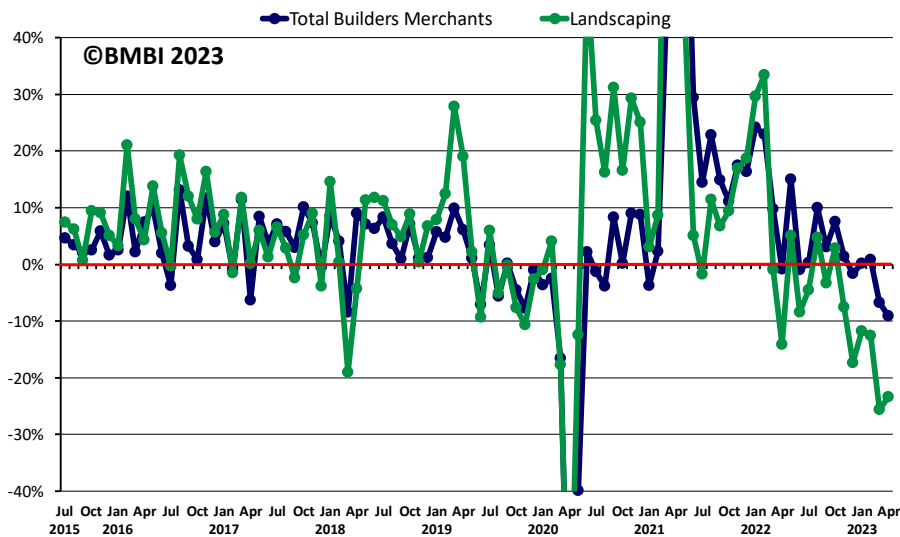
### Covid19 peaks and troughs (off the chart)

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

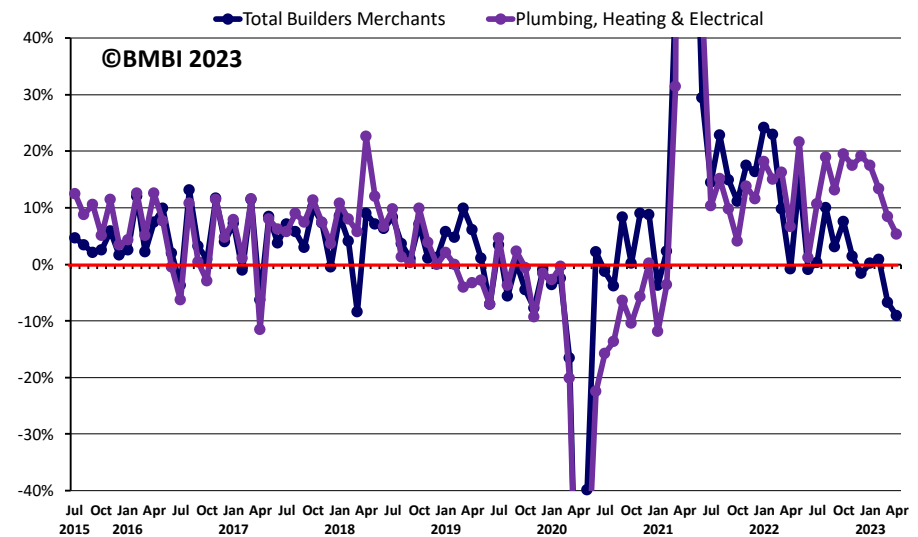
# Monthly Year-on-year

April 2023

## 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%

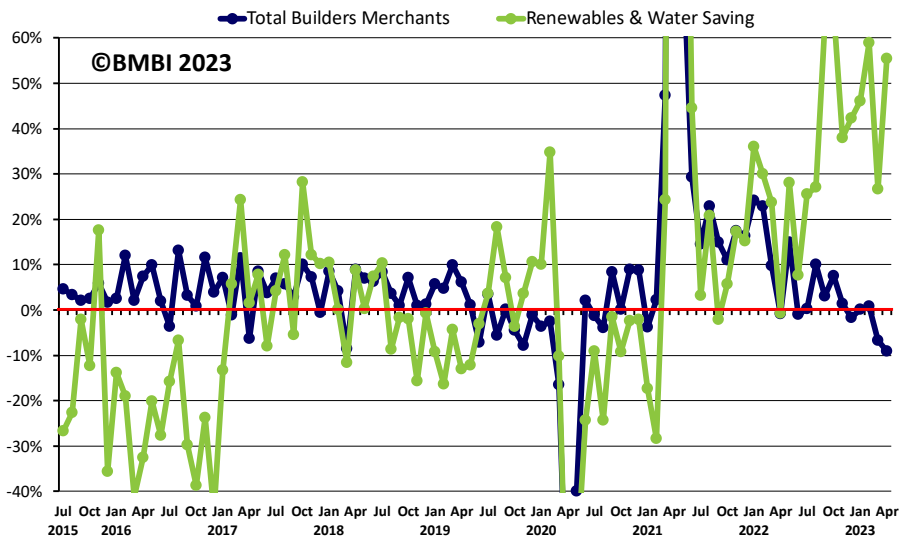
### Covid19 peaks and troughs (off the chart)

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

April 2023

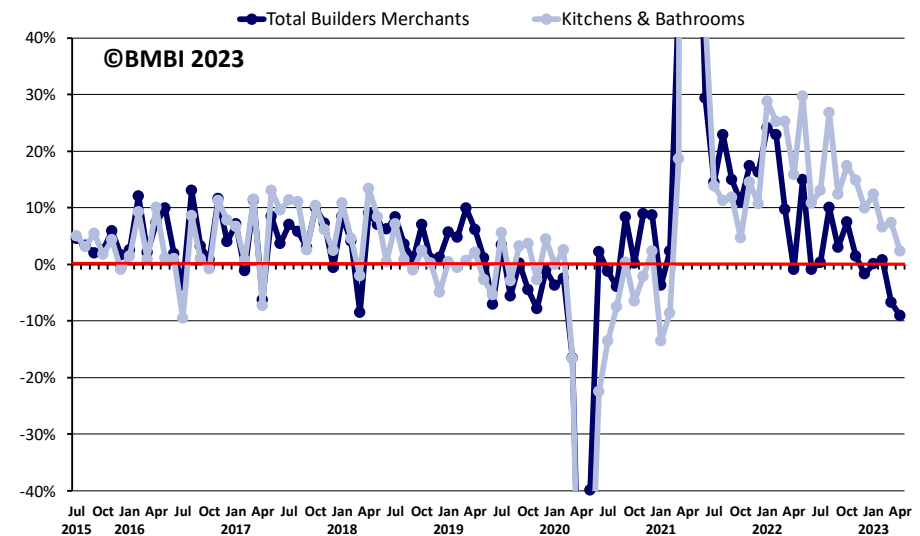
## Renewables & Water Saving - Monthly



### 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



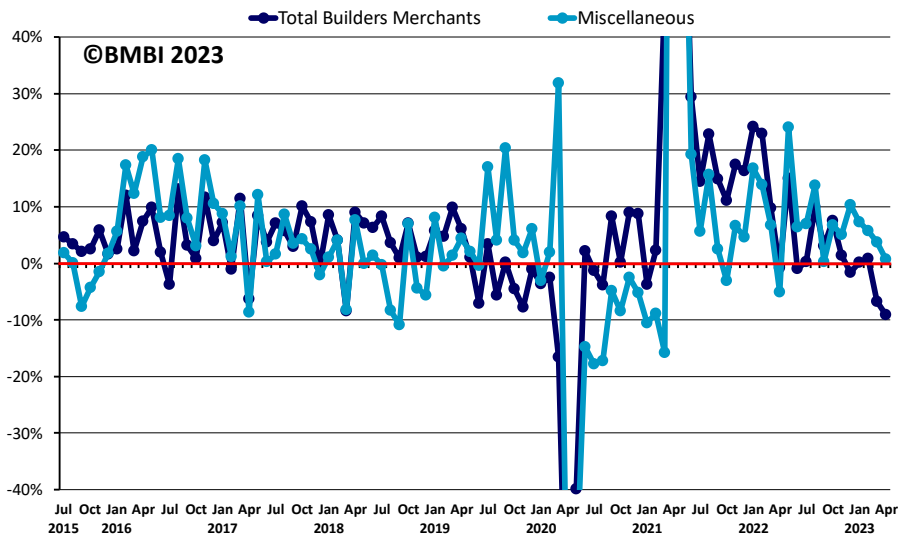
### Covid19 peaks and troughs (off the chart)

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

April 2023

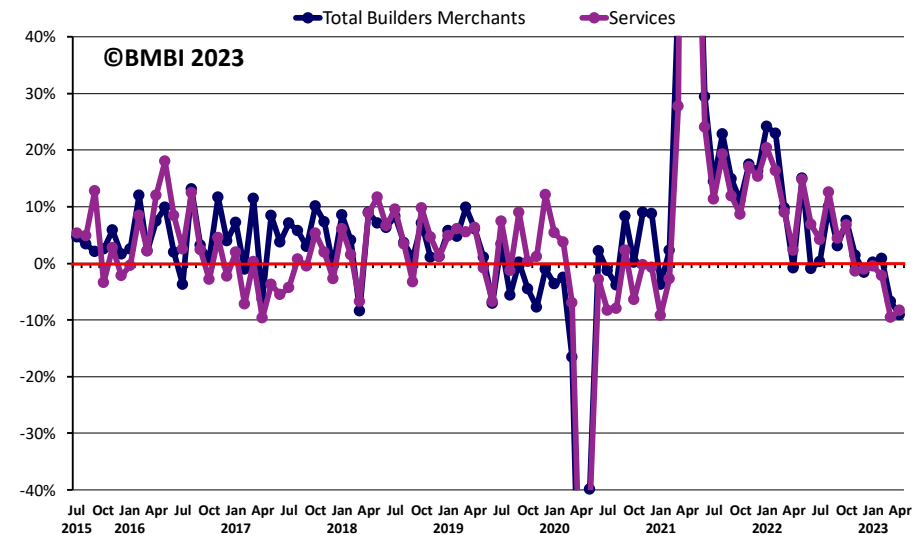
## Miscellaneous - Monthly



### 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

April 2022\* – April 2023

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



		2022									2023			
MONTHLY SALES VALUE INDEX	Index	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
<b>Total Builders Merchants</b>	<b>100</b>	<b>149.3</b>	<b>162.4</b>	<b>155.6</b>	<b>151.5</b>	<b>153.1</b>	<b>152.4</b>	<b>151.0</b>	<b>147.1</b>	<b>95.5</b>	<b>125.2</b>	<b>135.5</b>	<b>155.6</b>	<b>135.8</b>
Timber & Joinery Products	100	172.3	185.0	175.2	171.0	172.2	168.5	165.9	160.4	100.7	134.9	139.4	162.4	136.9
Heavy Building Materials	100	140.4	155.1	150.8	147.0	149.4	151.3	150.1	144.0	92.4	122.2	135.5	153.8	134.9
Decorating	100	114.0	124.2	122.0	122.1	126.2	127.8	130.6	137.4	92.0	123.7	126.3	142.3	123.9
Tools	100	104.6	109.9	103.7	100.3	102.7	102.9	108.2	111.3	73.2	99.7	106.7	121.0	101.5
Workwear & Safetywear	100	104.9	113.7	118.5	111.5	112.0	141.0	137.3	152.6	100.5	132.3	123.7	147.6	108.2
Ironmongery	100	130.1	141.3	135.2	135.3	139.2	141.9	142.6	144.7	98.3	135.7	135.9	156.8	131.1
Landscaping	100	220.8	231.7	215.1	195.5	183.5	166.1	152.6	132.7	76.5	102.4	130.7	163.8	169.2
Plumbing, Heating & Electrical	100	127.1	137.3	125.1	125.9	130.5	143.3	156.6	168.4	127.6	154.4	156.8	172.8	133.8
Renewables & Water Saving	100	78.6	93.3	86.3	90.4	89.9	115.3	118.1	113.8	82.6	123.5	127.5	133.7	120.8
Kitchens & Bathrooms	100	131.5	144.6	138.7	143.1	150.1	147.5	146.7	161.4	106.4	136.6	143.3	162.2	134.6
Miscellaneous	100	119.9	137.9	127.1	130.6	132.4	128.6	125.0	133.3	99.4	134.5	125.9	142.3	117.6
Services	100	131.7	141.8	140.5	138.4	146.6	139.4	136.3	133.2	101.6	112.0	117.6	132.6	120.7

\*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 April 2023

# Monthly: Index

## Sales and like-for-like sales

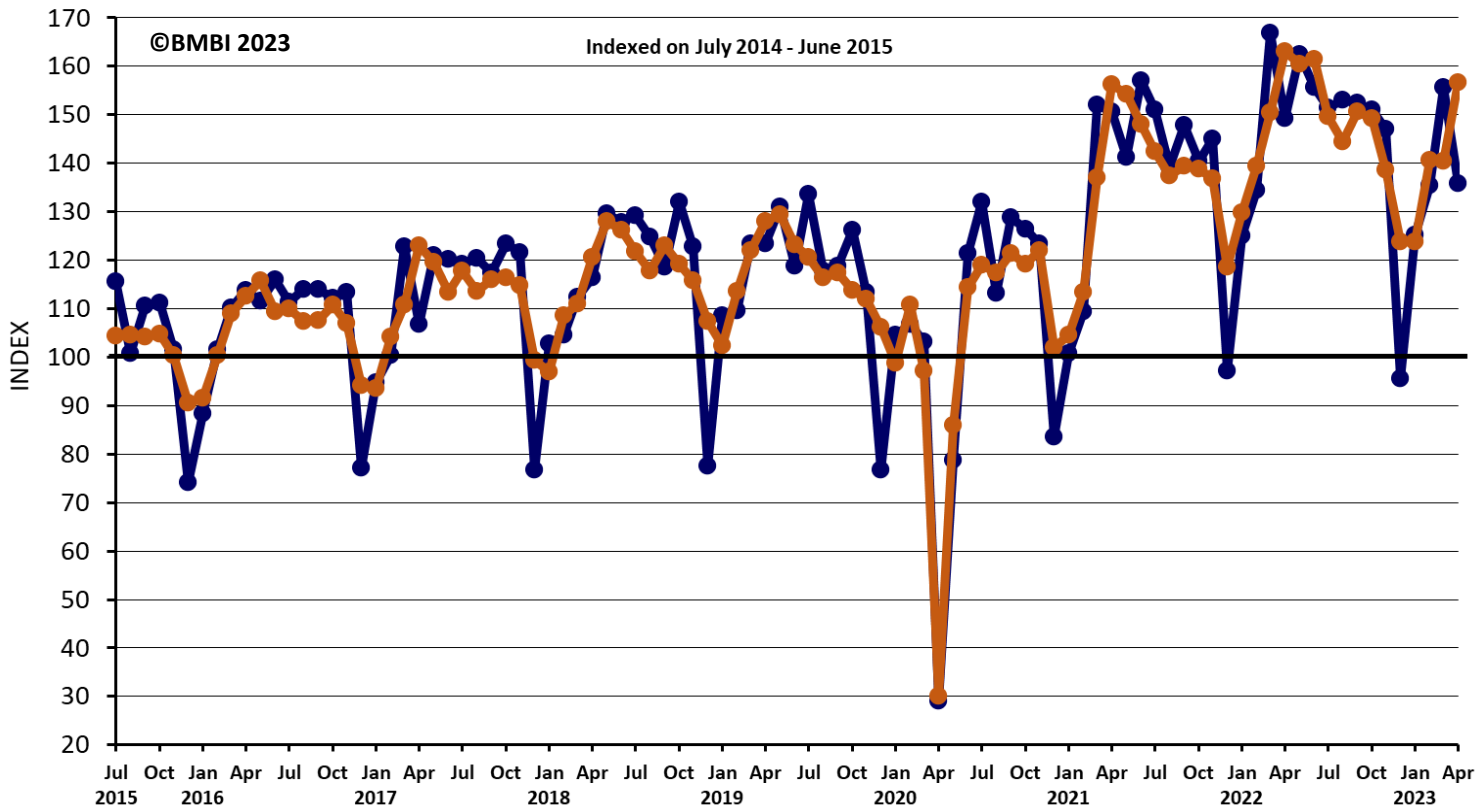
18 trading days this month v 21 trading days in the index base period.  
Like-for-like sales take trading day differences into account.



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

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

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



April's overall BMBI index was 135.8.  
With three less trading days, the like-for-like index was 156.6.

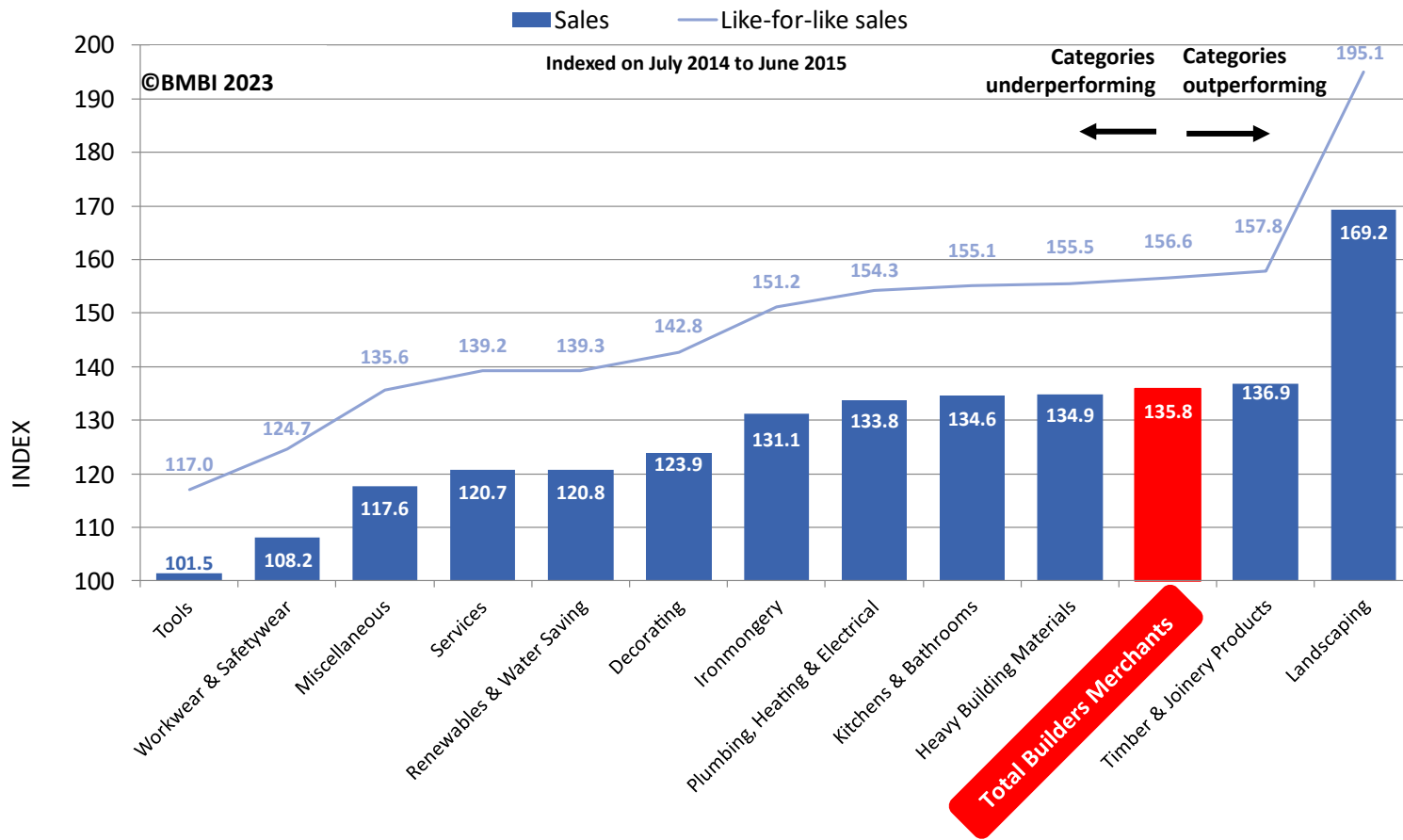
# Monthly: Index and Categories

## April 2023 index

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



### April 2023 Index



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

All categories exceeded 100, with seasonal category Landscaping (169.2) out in front. Tools (101.5) increased marginally.

# Trading Days

## 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	20	23	18								

## 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
64			

## Half Year

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

## Full Year

2021
249
2022
246
2023

# GfK's Definition of Builders Merchant Panel



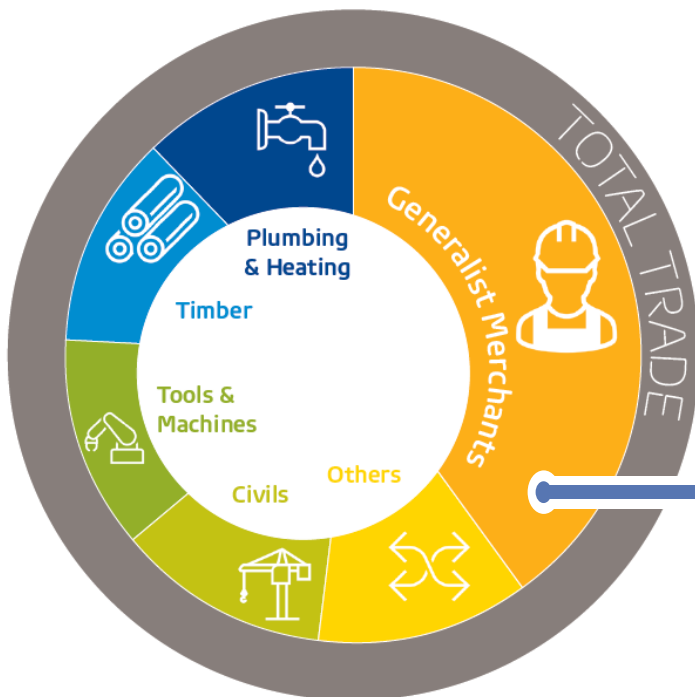
## Generalist Builders Merchants definition:

- 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%.

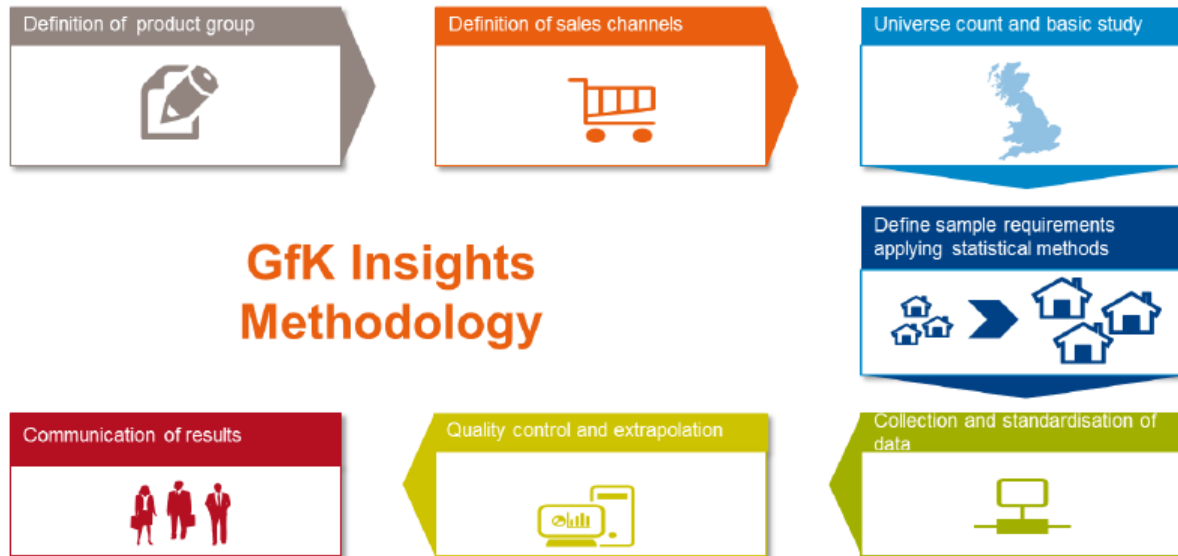
Examples include:



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

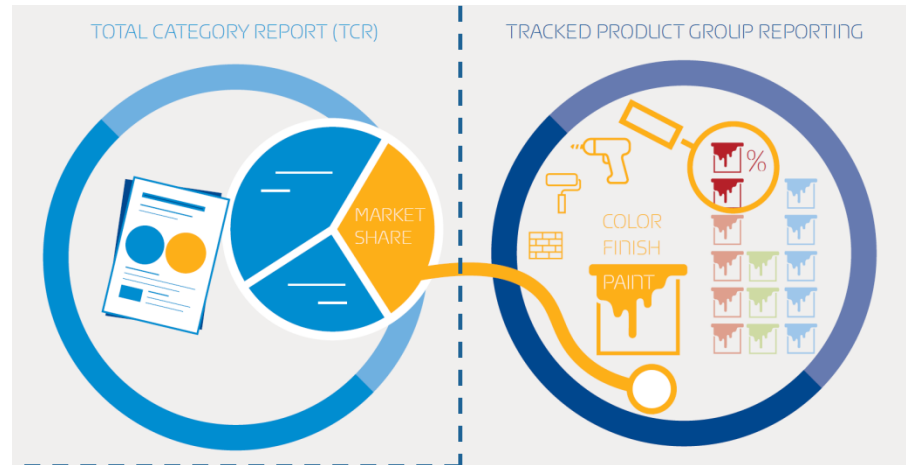
Bathroom (Including Showering)  
Fitted Kitchens  
Major Appliances

### 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](mailto: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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## BMF (Builders Merchant Federation) Forecast Report

# BMF Forecast Report

## Spring 2023 edition

### Builders Merchants Industry Forecast Report

The latest forecast report of the BMF's Builders Merchants Industry Forecast, covering Spring 2023 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 Spring 2023 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](mailto:thomas.lowe@bmf.org.uk)



  
Building excellence  
in materials supply

**Builders Merchants  
Industry Forecast  
Spring 2023**

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

# Building the Industry & Building Brands from Knowledge



# Contact us

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