

“building **excellence**  
in materials supply”

# Builders Merchant Building Index



**Monthly report for May 2023**

(Published 21 July 2023)

# Highlights

Total Merchants sales in June 2022 to May 2023 were -0.3% lower than in June 2021 to May 2022, with volume down -13.6% and price inflation of +15.4%. Full comment on pages [7-8](#).

## BMBI Report May 2023 Highlights

(unadjusted for trading days)

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

**+12.4%**



Total sales down -6.0%  
on May 2022

**-6.0%**



Total sales +12.4% higher  
than Apr 2023



Mar 2023 - May 2023 total  
sales down -7.2%  
on Mar 2022 - May 2022

**-7.2%**



Moving annual total sales  
down -0.3%  
on Jun 2021 - May 2022

**-0.3%**

“ May sales were down -6.0%, with volume down -15.1% but +10.8% price inflation. ”

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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 May 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:

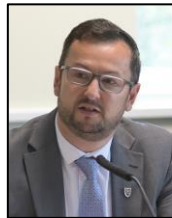


**KNAUF** INSULATION

**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**

**Chris Fisher**  
Vice President of the EMEA lumber,  
building material and hardware  
(LBMH) division

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

### The new Expert for Plumbing & Drainage is...



**Brett  
Martin**

**Charles Burns**  
Divisional Director  
Brett Martin



# Overview - 1

## May value sales -6.0% down year-on-year, with volume down -15.1% and prices up +10.8%

Total Builders Merchants value sales were down -6.0% in May 2023 compared with the same month last year. Volume sales were -15.1% lower with price up +10.8%. With one less trading day, like-for-like sales (which take trading day differences into account) were -1.3% lower. Eight of the twelve categories sold more than in May 2022, led by Renewables & Water Saving (+41.8%), Decorating (+10.2%) and Workwear & Safetywear (+5.9%). Landscaping (-13.4%) and Timber & Joinery Products (-18.2%) were weakest.

### May 2023 v April 2023

Total Merchants sales were +12.4% higher in May 2023 than in April 2023. Volume sales were +14.1% higher with price down -1.5%. With two more trading days this month, like-for-like sales were +1.1% higher. All categories sold more. Landscaping (+18.6%) and Heavy Building Materials (+13.3%) grew the most but Workwear & Safetywear (+11.3%), Decorating (+10.7%), Timber & Joinery Products (+10.6%) and Ironmongery (+10.3%) were among five categories in double figures. Plumbing, Heating & Electrical (+7.1%) and Tools (+7.2%) grew least.

### May Index:

May's overall BMBI index was 152.6. With one less trading day, the like-for-like index was 158.4. All categories exceeded 100, with seasonal category Landscaping (200.8) well out in front, followed by Heavy Building Materials (152.8), Timber & Joinery Products (151.4), Kitchens & Bathrooms (146.4) and Ironmongery (144.6). Tools (108.8) had the lowest index.

### Last three months, year on year

Total sales in March 2023 to May 2023 were -7.2% lower than in March 2022 to May 2022, with volume down -18.3% and price inflation of +13.7%. With two less trading days this year, like-for-like sales were -4.2% lower. Seven of the twelve categories sold more. Renewables & Water Saving (+39.8%), Workwear & Safetywear (+10.0%) and Decorating (+8.8%) did best. Timber & Joinery Products (-18.5%) and Landscaping (-20.6%) were weakest.

### Last three months v previous three months

Total sales in March 2023 to May 2023 were +24.7% higher than in December 2022 to February 2023, with volume up +27.2% and prices down -2.0%. With four more trading days this period, like-for-like sales were +16.5% higher. All categories sold more with Landscaping (+72.4%) the strongest, followed by Heavy Building Materials (+26.1%) and Timber & Joinery Products (+20.2%). Plumbing, Heating & Electrical (+2.6%) grew the least.

Total Merchants sales were +12.4% higher in May 2023 than in April 2023. Volume sales were +14.1% up with price down -1.5%.

With two more trading days this month, like-for-like sales were +1.1% higher.

Overview continues on the next page...

# Overview - 2

... continued from the previous page:

## Year-to-date

The current year to date, January 2023 to May 2023 was -4.5% lower than in the previous period, January 2022 to May 2022. Volume sales were -16.9% lower with price up +14.9%. With one less trading day this period, like-for-like sales were -3.6% lower. Nine of the twelve categories sold more. Renewables & Water Saving (+44.5%) grew the most, followed by Decorating (+12.0%), Workwear & Safetywear (+10.9%) and Plumbing, Heating & Electrical (+9.7%). Timber & Joinery Products (-16.9%) and Landscaping (-18.2%) sold less.

## MAT

Total Merchants sales in June 2022 to May 2023 were -0.3% lower than in June 2021 to May 2022, with volume down -13.6% and price inflation of +15.4%. With five less trading days in the most recent period, like-for-like sales were +1.8% higher. Ten of the twelve categories sold more. Renewables & Water Saving (+41.0%) did best but Workwear & Safetywear (+14.3%), Plumbing, Heating & Electrical (+12.2%), Decorating (+11.6%) and Kitchens & Bathrooms (+11.0%) also made double figures. Landscaping (-10.4%) and Timber & Joinery Products (-13.6%) were weakest.

The year to date,  
January 2023 to May  
was -4.5% lower than  
January to May  
2022.

Volume sales were  
-16.9% lower with  
price up +14.9%.  
With one less trading  
day this period, like-  
for-like sales were  
-3.6% lower.



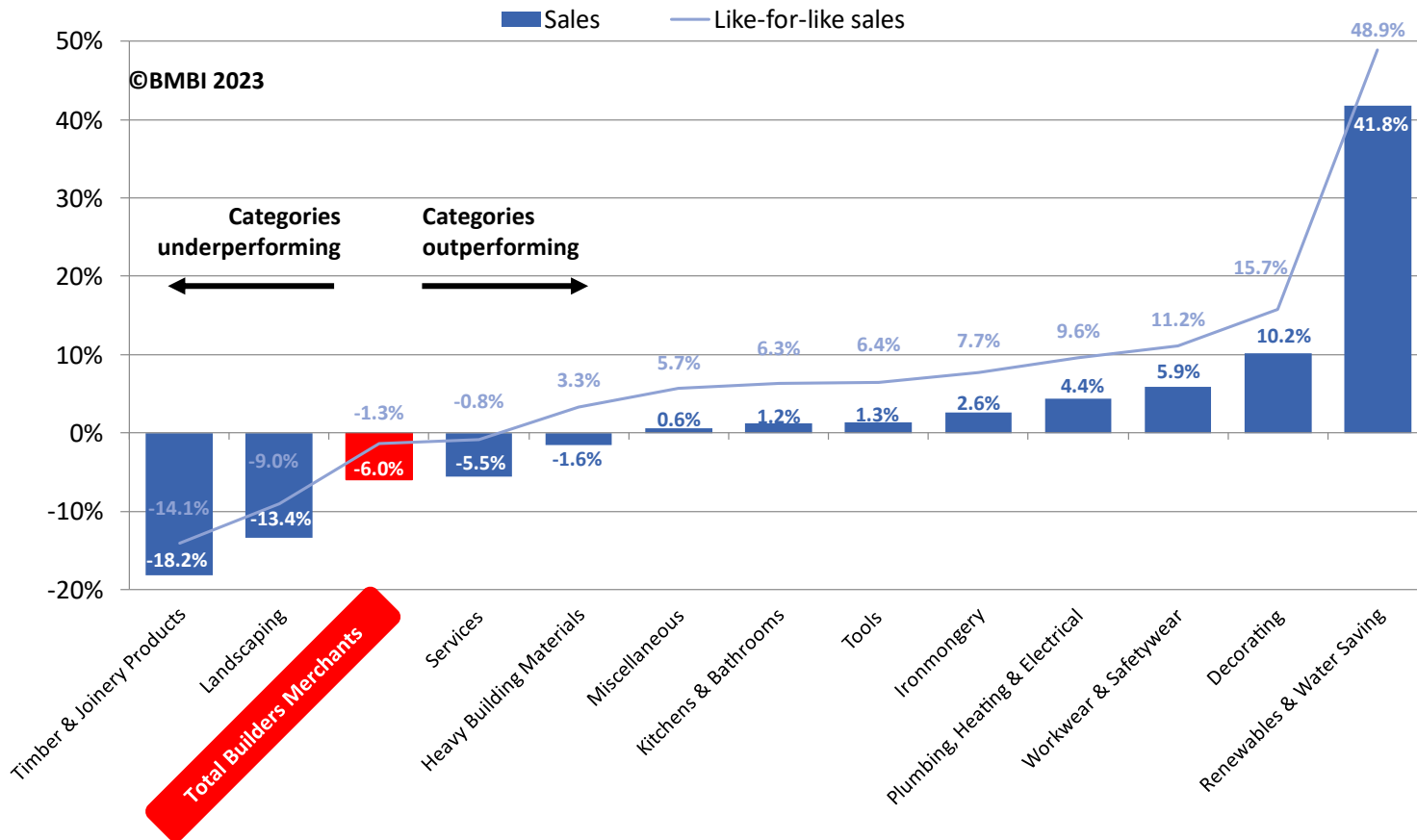
# Monthly: This year v last year

## May 2023 sales

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



### May 2023 v May 2022



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

Eight of the twelve categories sold more than in May 2022, led by Renewables & Water Saving (+41.8%).

# Monthly: Year on Year

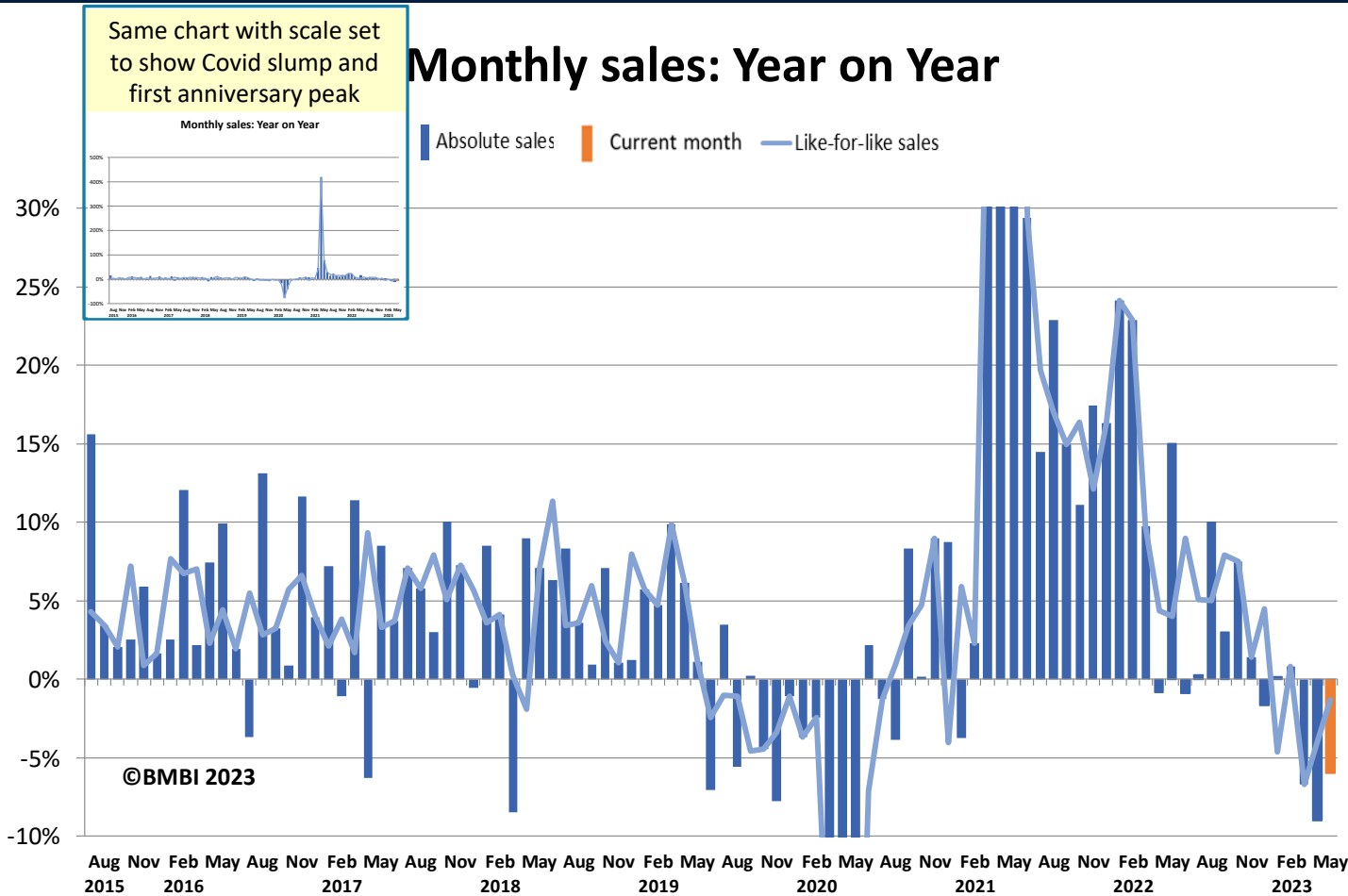
## Sales and Like-for-like sales

20 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 May 2023

### Monthly sales: Year on Year



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

Value sales were down -6.0% in May 2023 compared with May last year.

Volume sales were -15.1% lower with price up +10.8%.

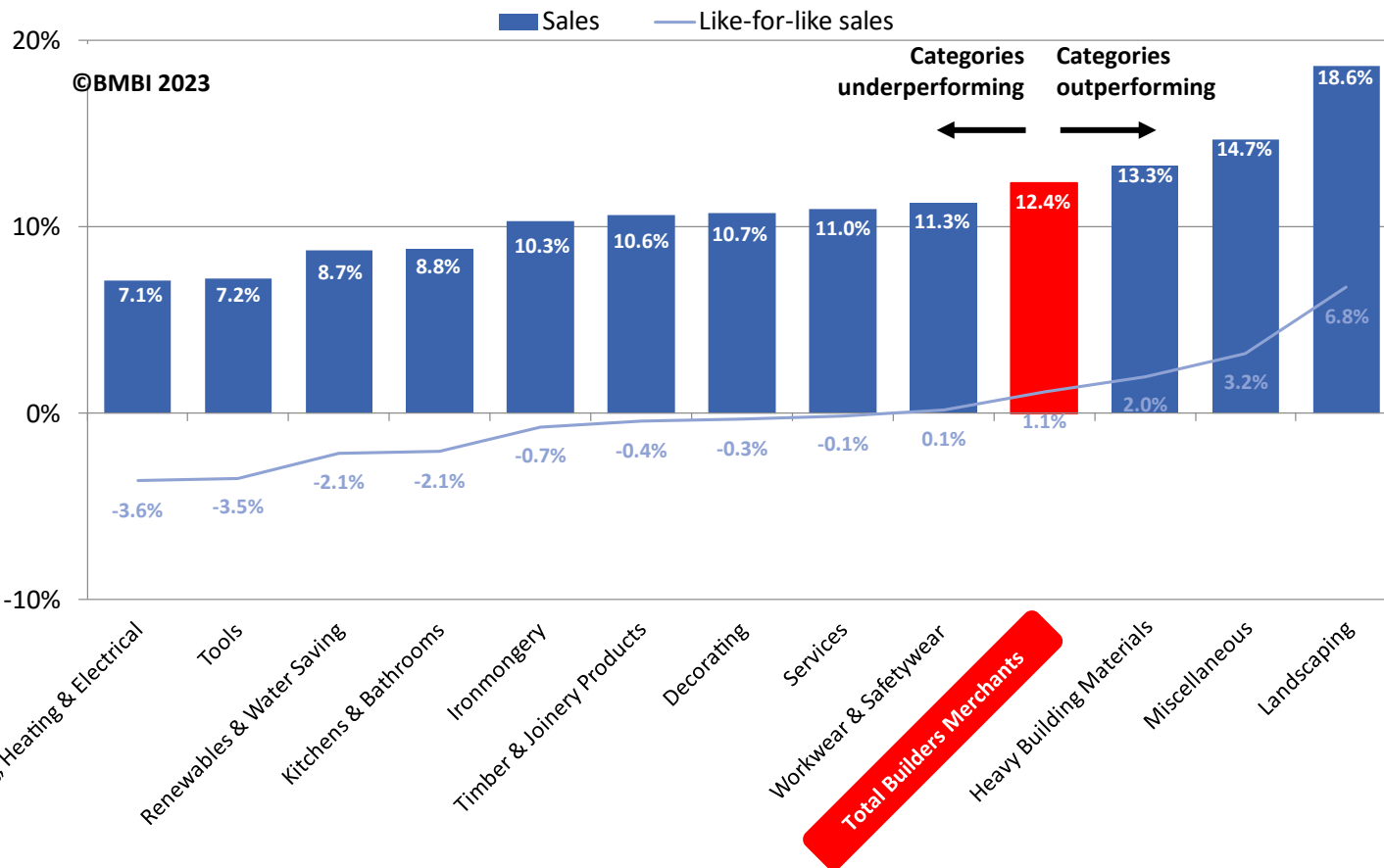
# Monthly: This month v last month

## May 2023 sales

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



### May 2023 v April 2023



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

Total Merchants sales were +12.4% higher in May than in April.

With two more trading days this month, like-for-like sales were +1.1% higher.

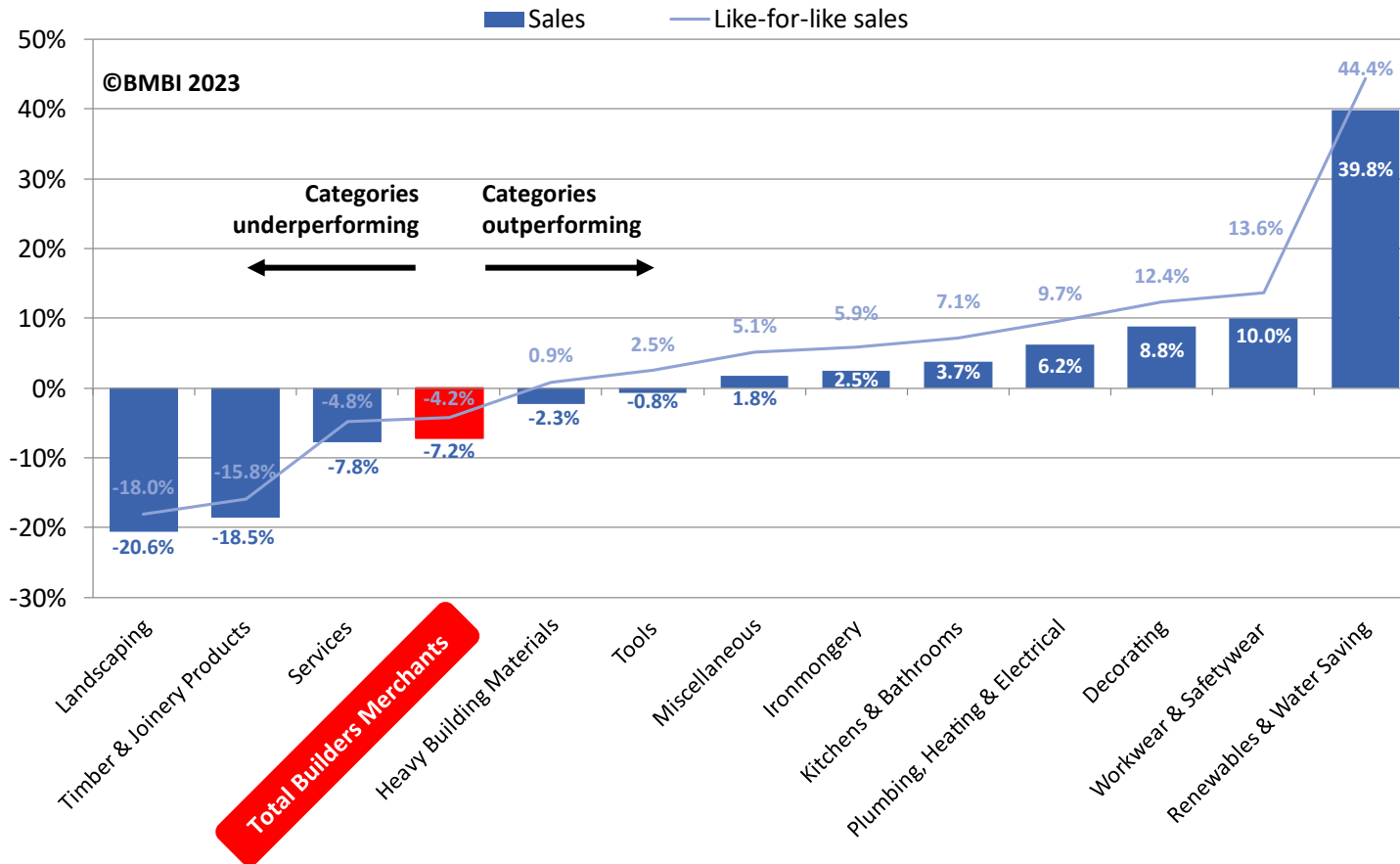
# Latest 3 months: v last year

## March 2023 to May 2023 sales

61 trading days in the last three months v 63 in the same three months last year.  
Like-for-like sales take trading day differences into account.



### 3 months Mar 23 to May 23 v 3 months Mar 22 to May 22



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

Total sales in March 2023 to May were -7.2% lower than in March to May 2022, with volume down -18.3% and price inflation of +13.7%.

Seven of the twelve categories sold more. Renewables & Water Saving (+39.8%), Workwear & Safetywear (+10.0%) and Decorating (+8.8%) did best.

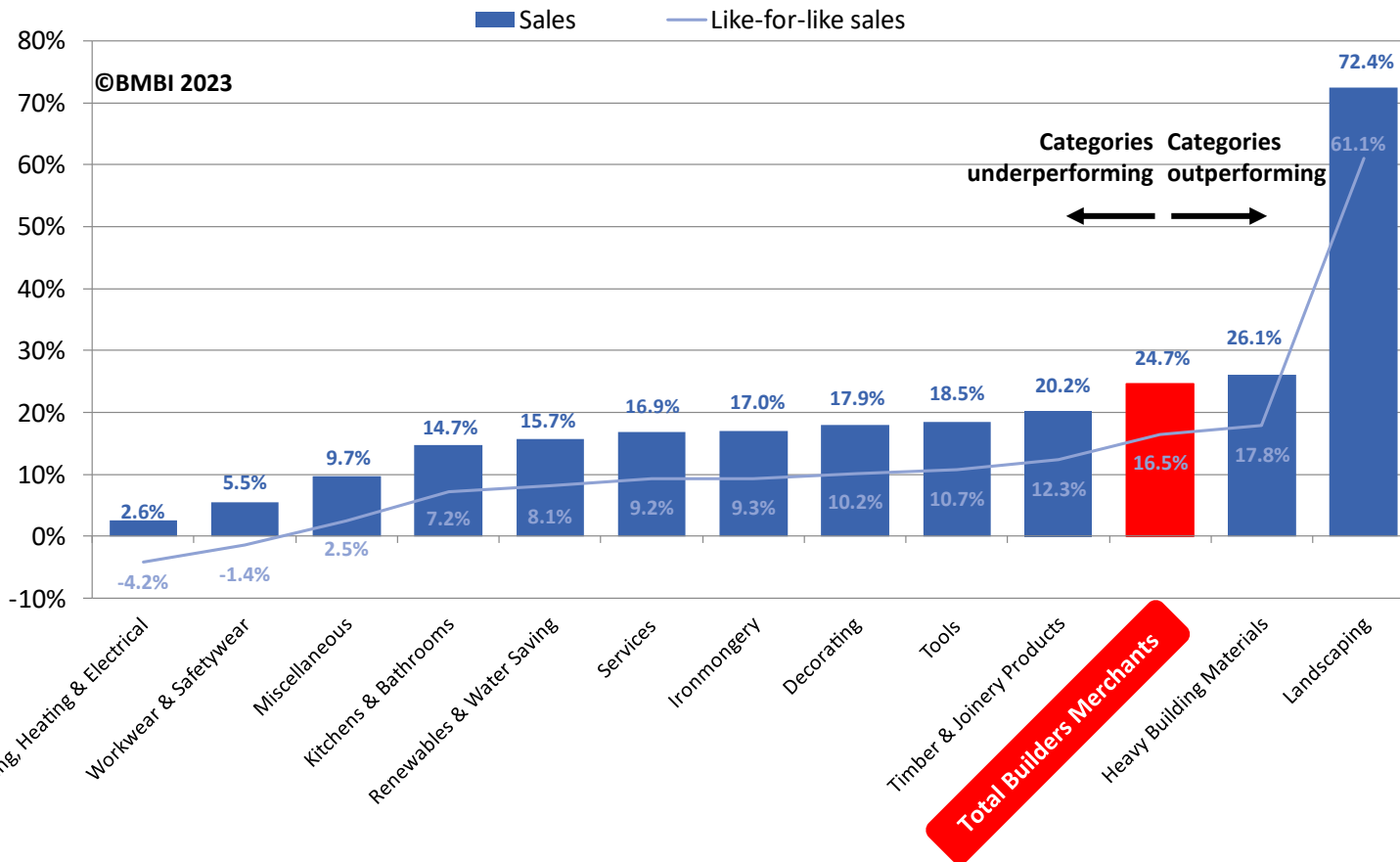
# Latest 3 months: v previous 3 months

## March 2023 to May 2023 sales

61 trading days in the latest three months v 57 in the previous three months.  
Like-for-like sales take trading day differences into account.



### 3 months Mar 23 to May 23 v 3 months Dec 22 to Feb 23



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

Total sales in March to May 2023 were +24.7% higher than in December to February 2023, with volume up +27.2% and prices down -2.0%.

With four more trading days this period, like-for-like sales were +16.5% higher.

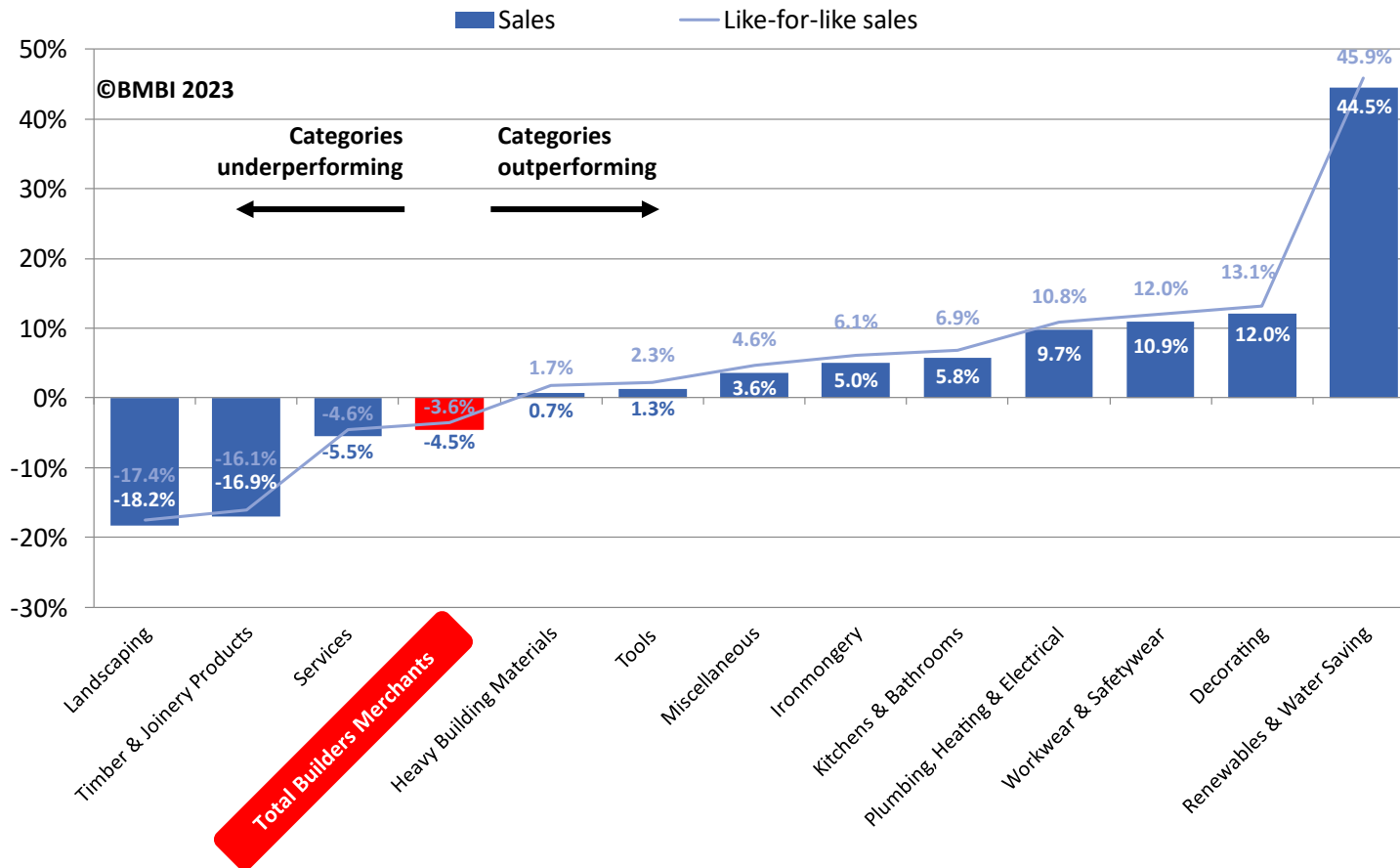
# Year to date: v 2022

## Last 5 months sales and like-for-like sales

102 trading days this year v 103 trading days last year. Like-for-like sales take trading day differences into account.



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



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

Nine categories sold more. Renewables & Water Saving (+44.5%) grew the most.

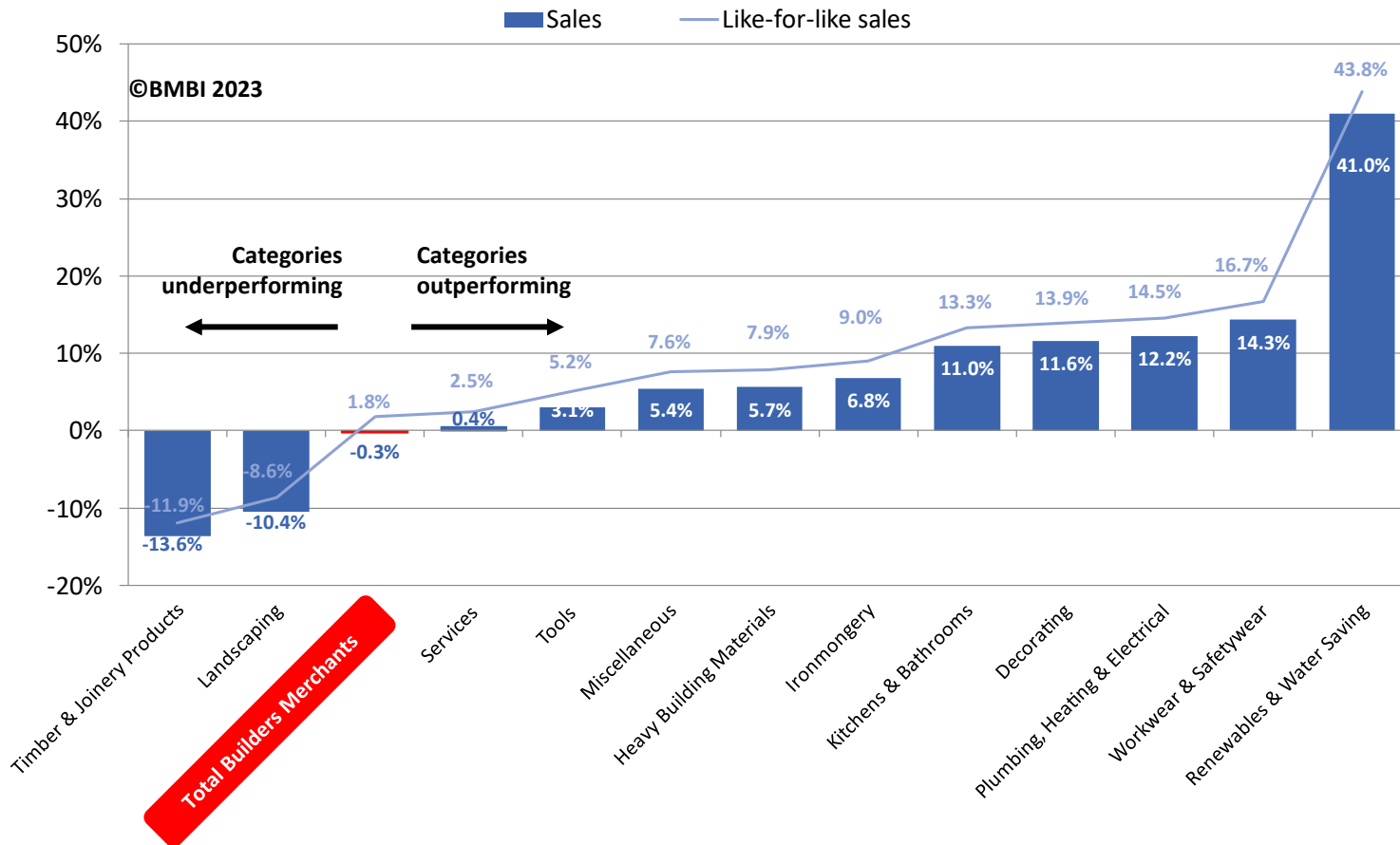
# Last 12 Months: Year on Year

## Sales and like-for-like sales

245 trading days this year v 250 trading days last year.  
Like-for-like sales take trading day differences into account.



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



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

Total Merchants sales in June 2022 to May 2023 were -0.3% lower than in June 2021 to May 2022.

With volume down -13.6% and price inflation of +15.4%.

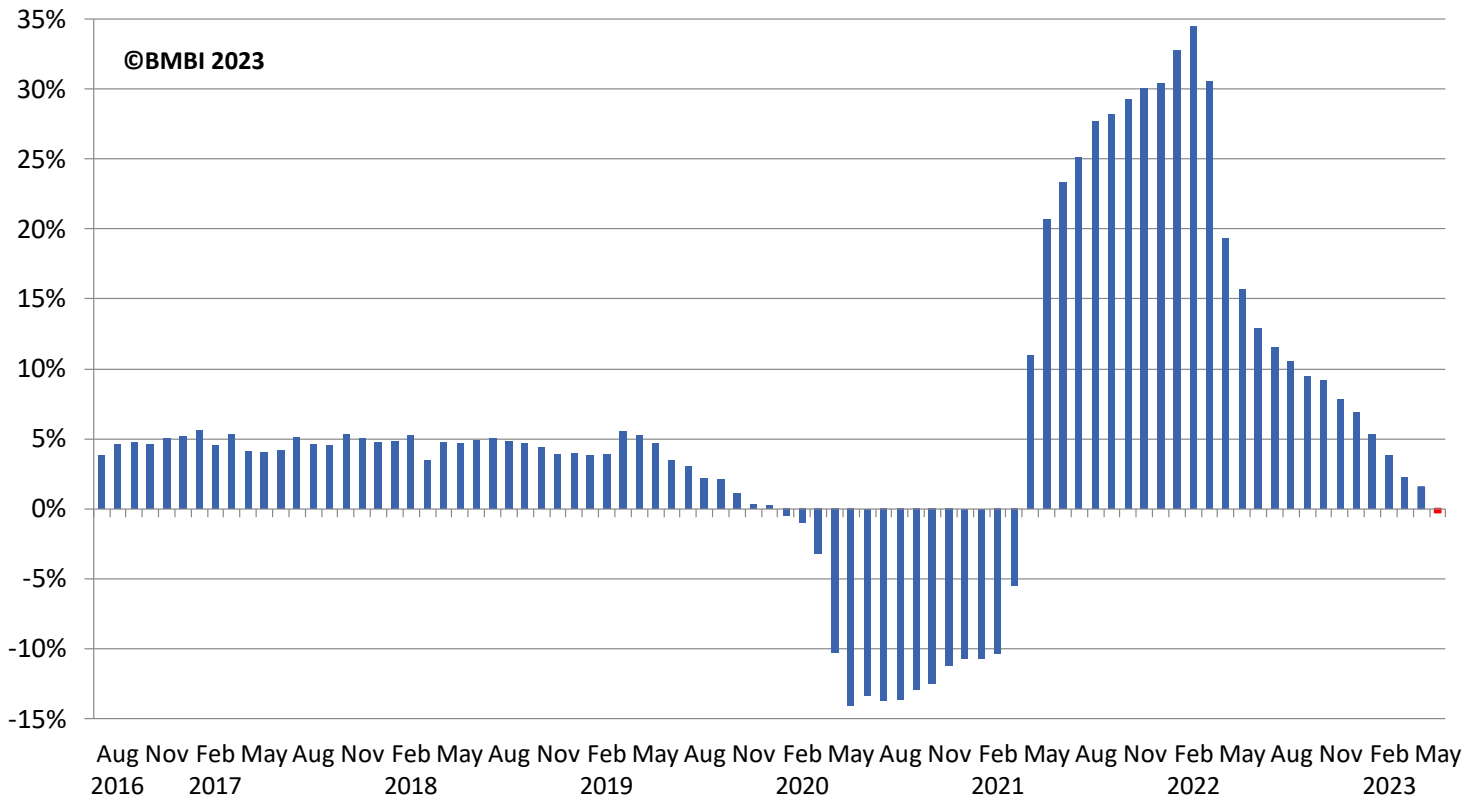


# 12 months: Year on Year

Moving Annual Total (MAT) sales



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



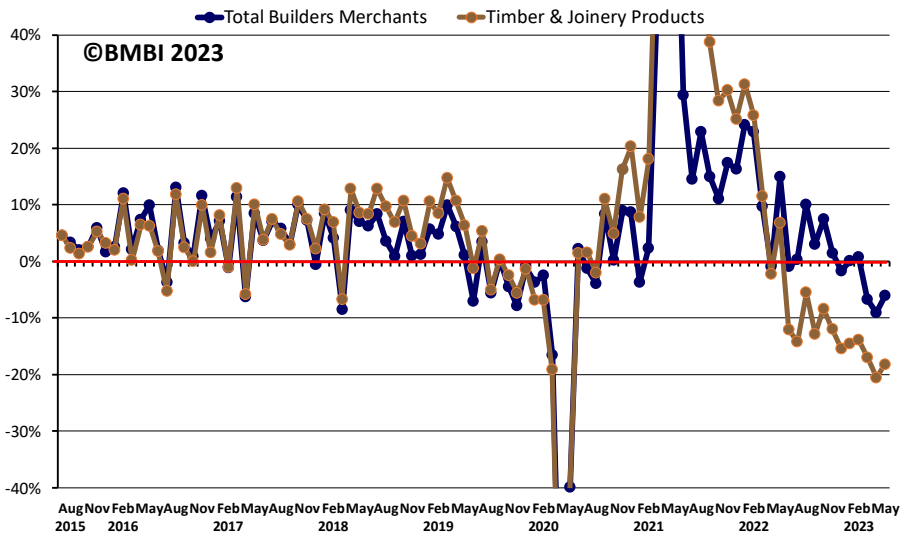
Source: GfK's Builders Merchants Total Category Report July 2015 to May 2023

Sales in 12 months June 2022 to May 2023 were -0.3% lower than June 2021 to May 2022.

# Monthly Year-on-year

May 2023

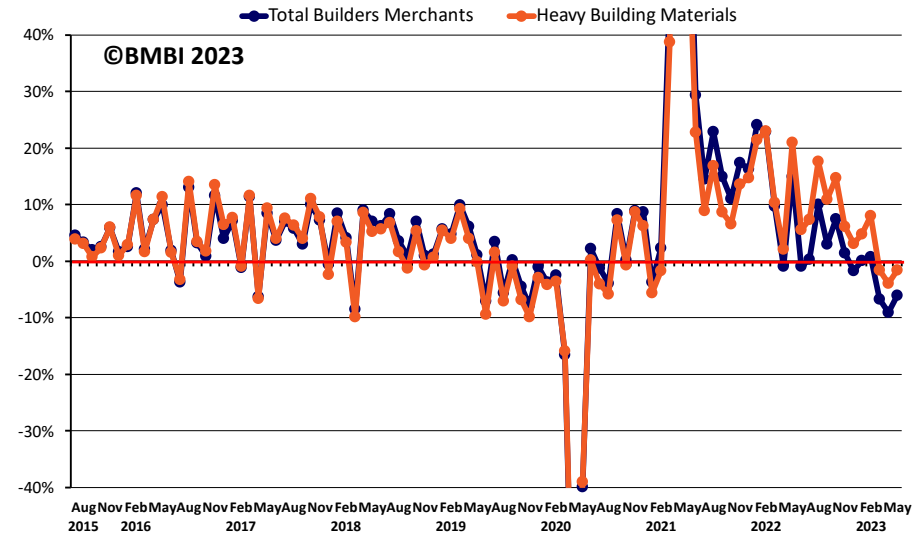
## Timber & Joinery Products - Monthly



### 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)

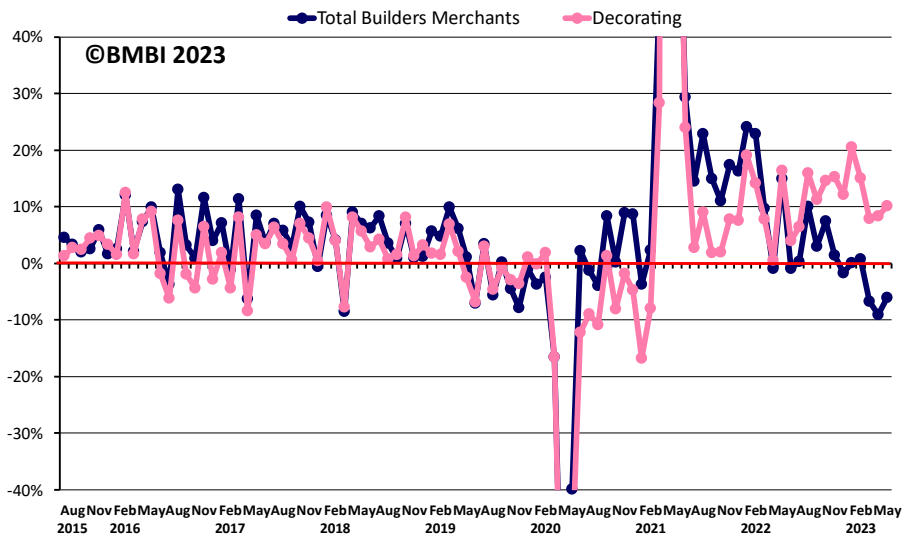
April 2020 trough:	Heavy Building Materials	-74.7%
	Total Builders Merchants	-76.5%
April 2021 peak:	Heavy Building Materials	+350.6%
	Total Builders Merchants	+419.2%

# Monthly Year-on-year

May 2023



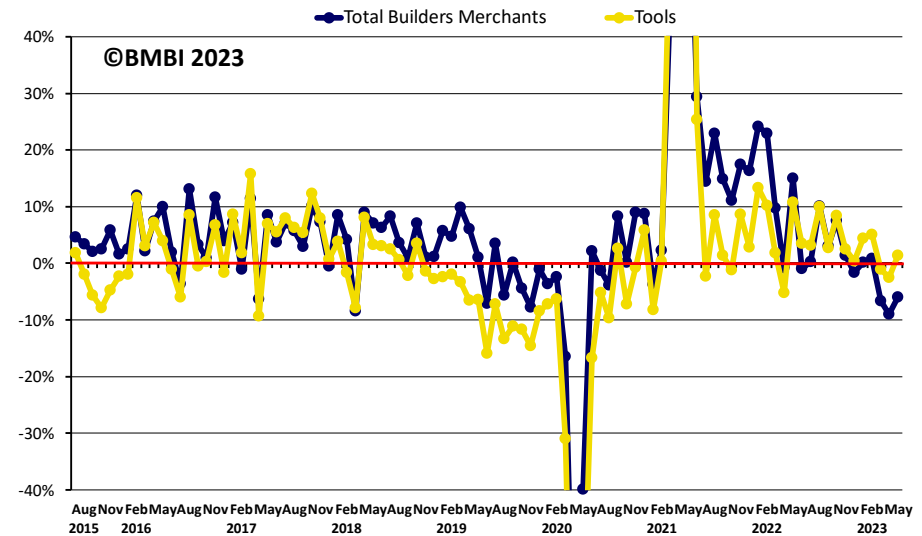
## Decorating - Monthly



### 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)

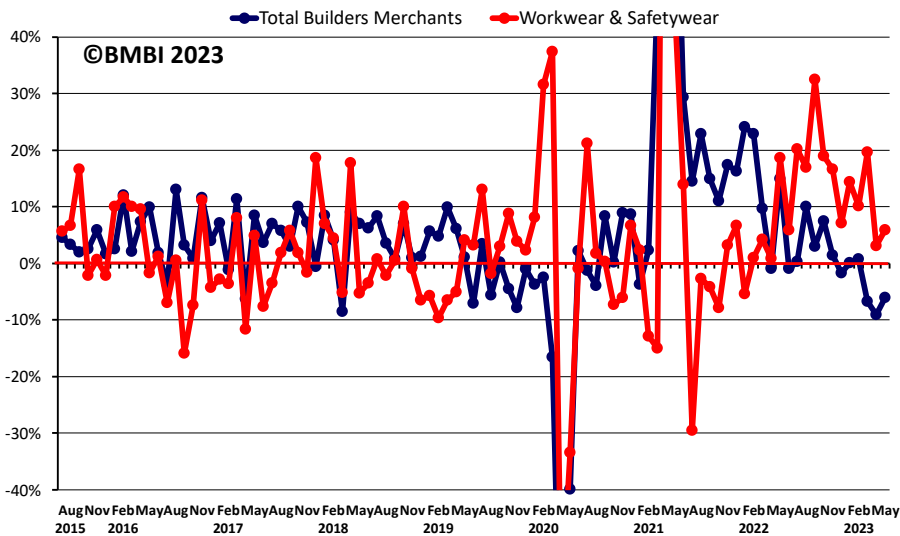
April 2020 trough:	Tools	-90.0%
	Total Builders Merchants	-76.5%
April 2021 peak:	Tools	+1188.1%
	Total Builders Merchants	+419.2%

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

# Monthly Year-on-year

May 2023

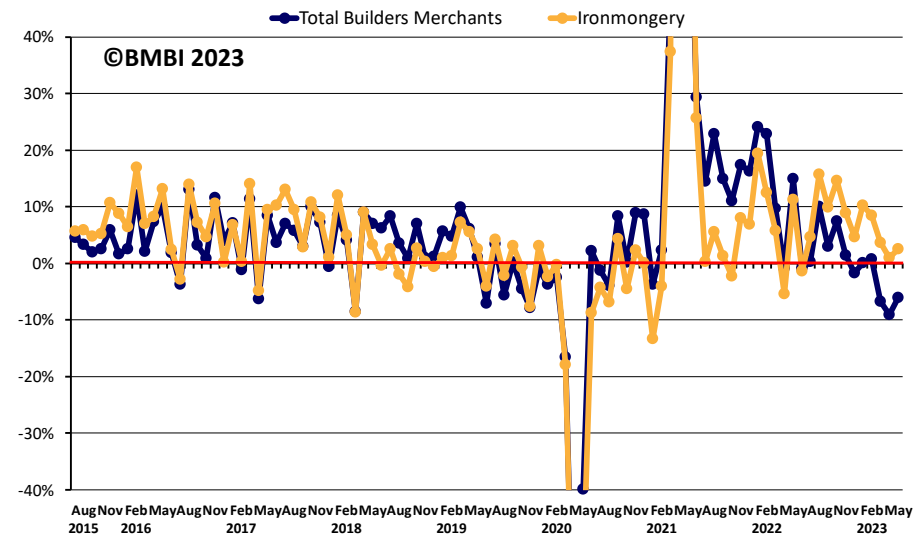
## Workwear & Safetywear - Monthly



### 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



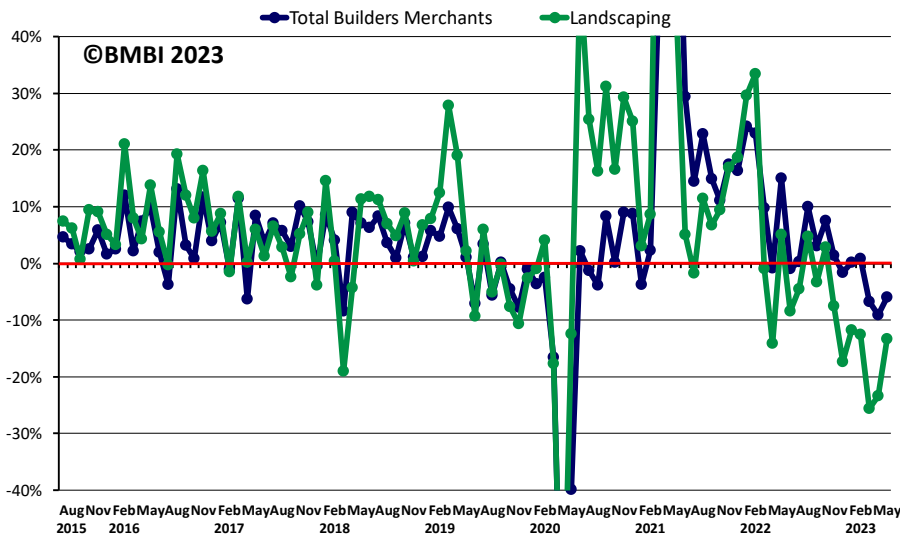
### Covid19 peaks and troughs (off the chart)

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

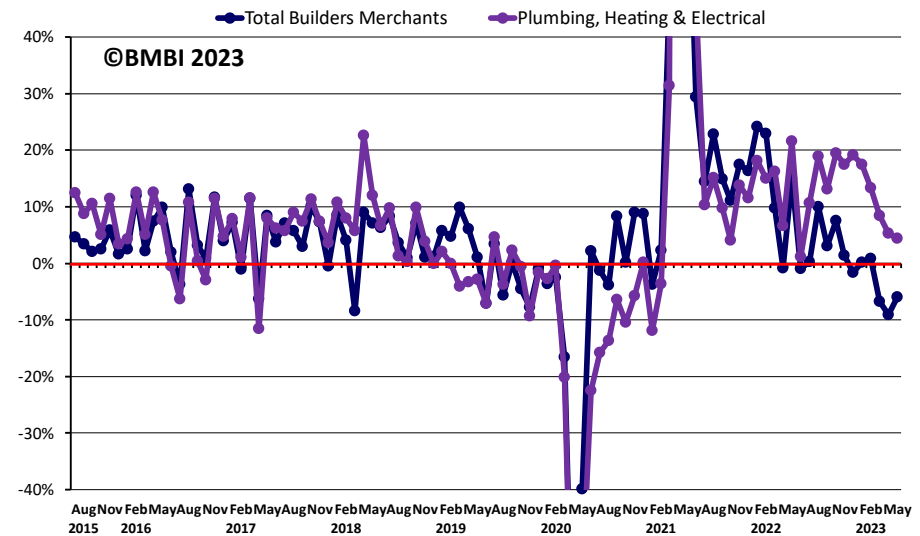
# Monthly Year-on-year

May 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%

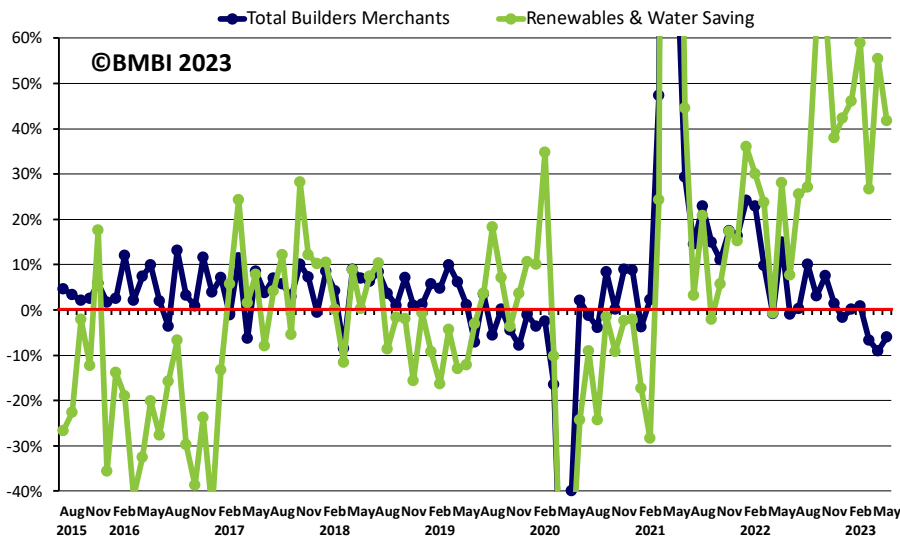
### Covid19 peaks and troughs (off the chart)

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

May 2023

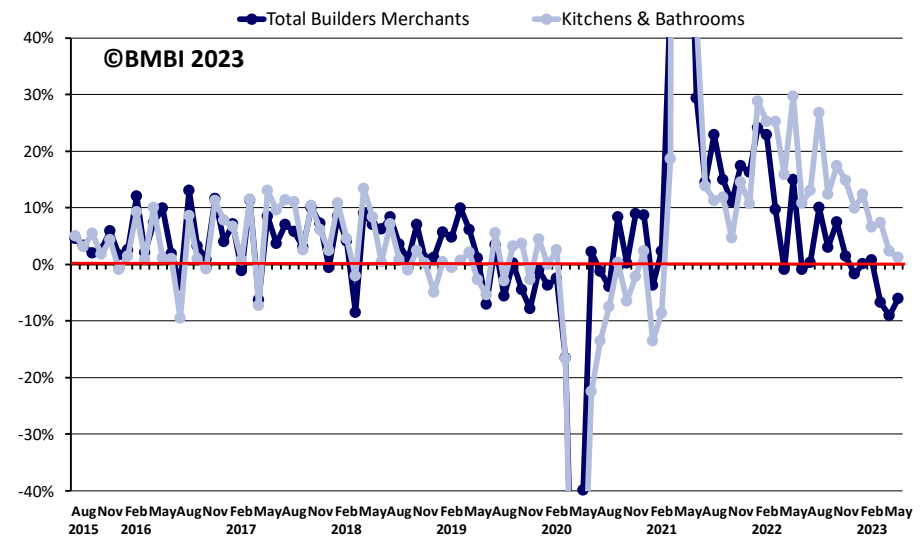
## Renewables & Water Saving - Monthly



### 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



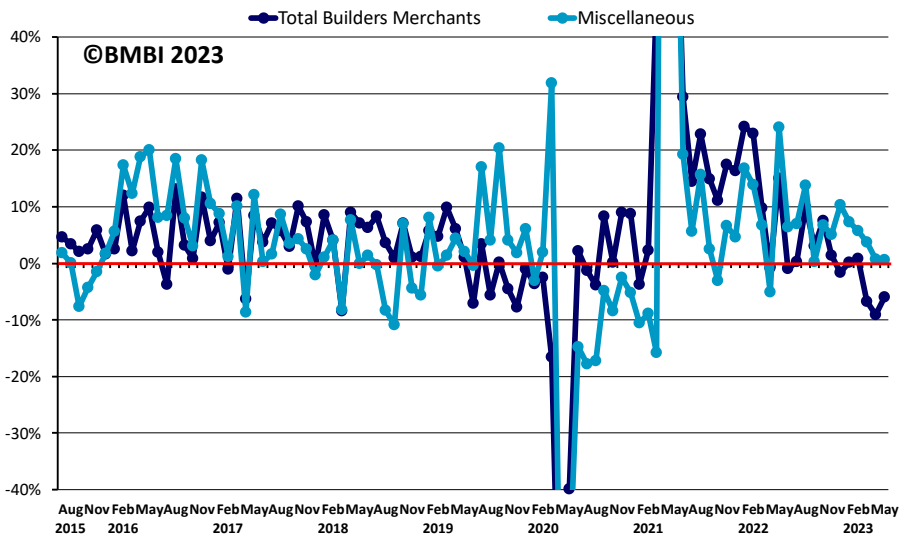
### Covid19 peaks and troughs (off the chart)

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

May 2023

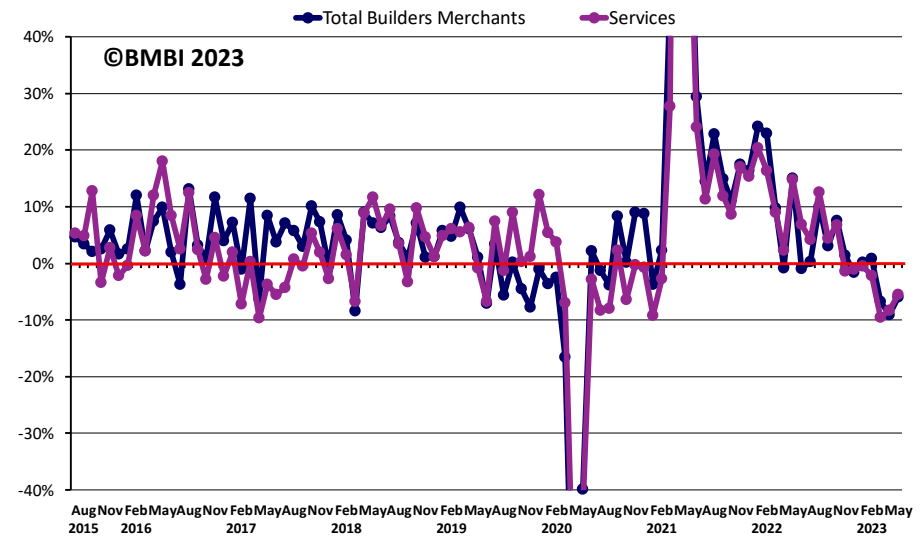
## Miscellaneous - Monthly



### 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

May 2022\* – May 2023

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



		2022								2023				
MONTHLY SALES VALUE INDEX	Index	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
Total Builders Merchants	100	162.4	155.6	151.5	153.1	152.4	151.0	147.1	95.5	125.2	135.5	155.6	135.8	152.6
Timber & Joinery Products	100	185.0	175.2	171.0	172.2	168.5	165.9	160.4	100.7	134.9	139.4	162.4	136.9	151.4
Heavy Building Materials	100	155.1	150.8	147.0	149.4	151.3	150.1	144.0	92.4	122.2	135.5	153.8	134.9	152.8
Decorating	100	124.2	122.0	122.1	126.2	127.8	130.6	137.4	92.0	123.7	126.3	142.3	123.9	137.2
Tools	100	109.9	103.7	100.3	102.7	102.9	108.2	111.3	73.2	99.7	106.7	121.0	101.5	108.8
Workwear & Safetywear	100	113.7	118.5	111.5	112.0	141.0	137.3	152.6	100.5	132.3	123.7	147.6	108.2	120.4
Ironmongery	100	141.3	135.2	135.3	139.2	141.9	142.6	144.7	98.3	135.7	135.9	156.8	131.1	144.6
Landscaping	100	231.7	215.1	195.5	183.5	166.1	152.6	132.7	76.5	102.4	130.7	163.8	169.2	200.8
Plumbing, Heating & Electrical	100	137.3	125.1	125.9	130.5	143.3	156.6	168.4	127.6	154.4	156.8	172.8	133.8	143.3
Renewables & Water Saving	100	93.3	86.3	90.4	89.9	115.3	118.1	113.8	82.6	123.5	127.5	133.7	120.8	131.4
Kitchens & Bathrooms	100	144.6	138.7	143.1	150.1	147.5	146.7	161.4	106.4	136.6	143.3	162.2	134.6	146.4
Miscellaneous	100	137.9	127.1	130.6	132.4	128.6	125.0	133.3	99.4	134.5	125.9	142.3	117.6	134.9
Services	100	141.8	140.5	138.4	146.6	139.4	136.3	133.2	101.6	112.0	117.6	132.6	120.7	134.0

\*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 May 2023

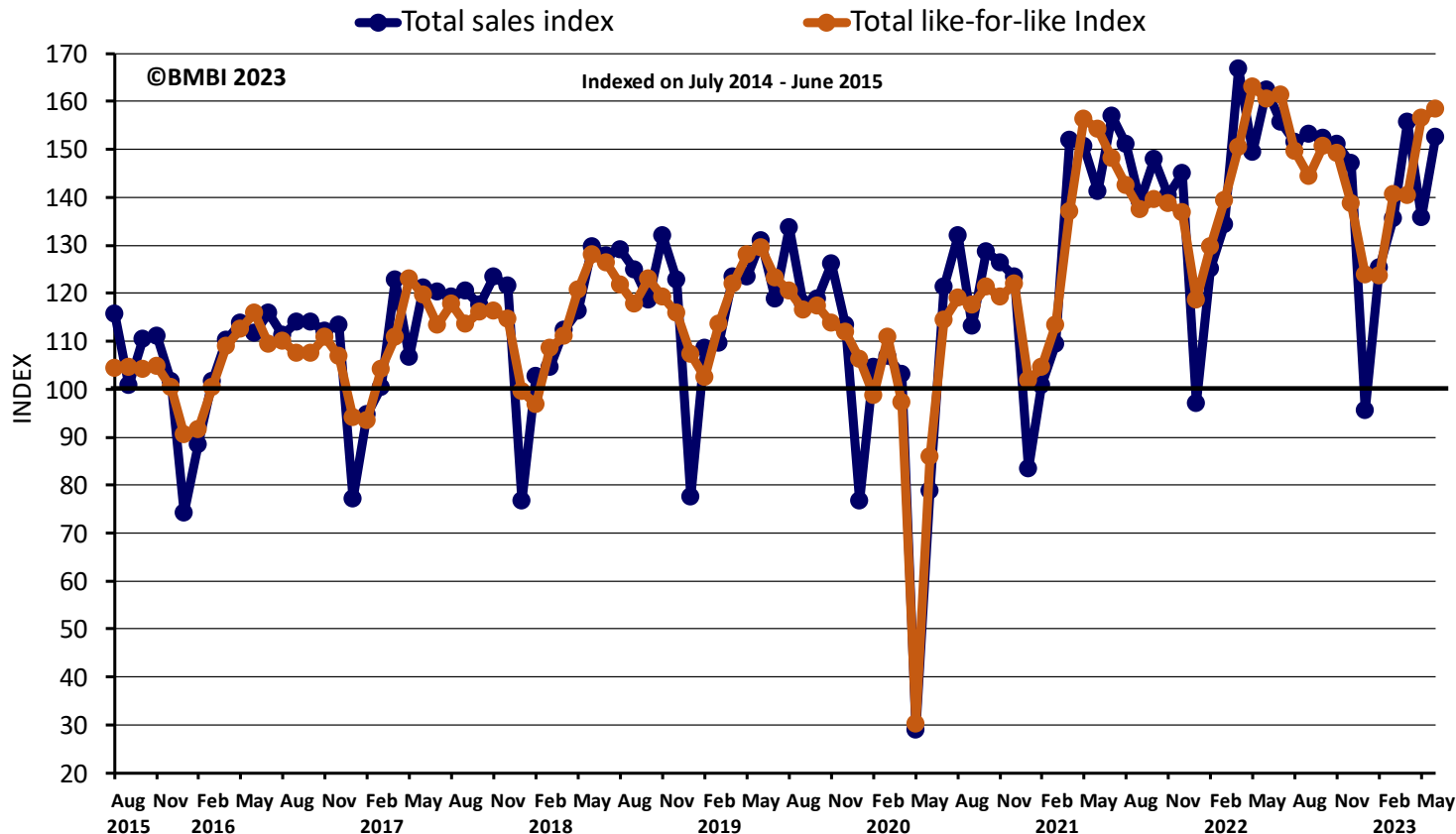
# Monthly: Index

## Sales and like-for-like sales

20 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



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

May's overall BMBI index was 152.6.

With one less trading day, the like-for-like index was 158.4.

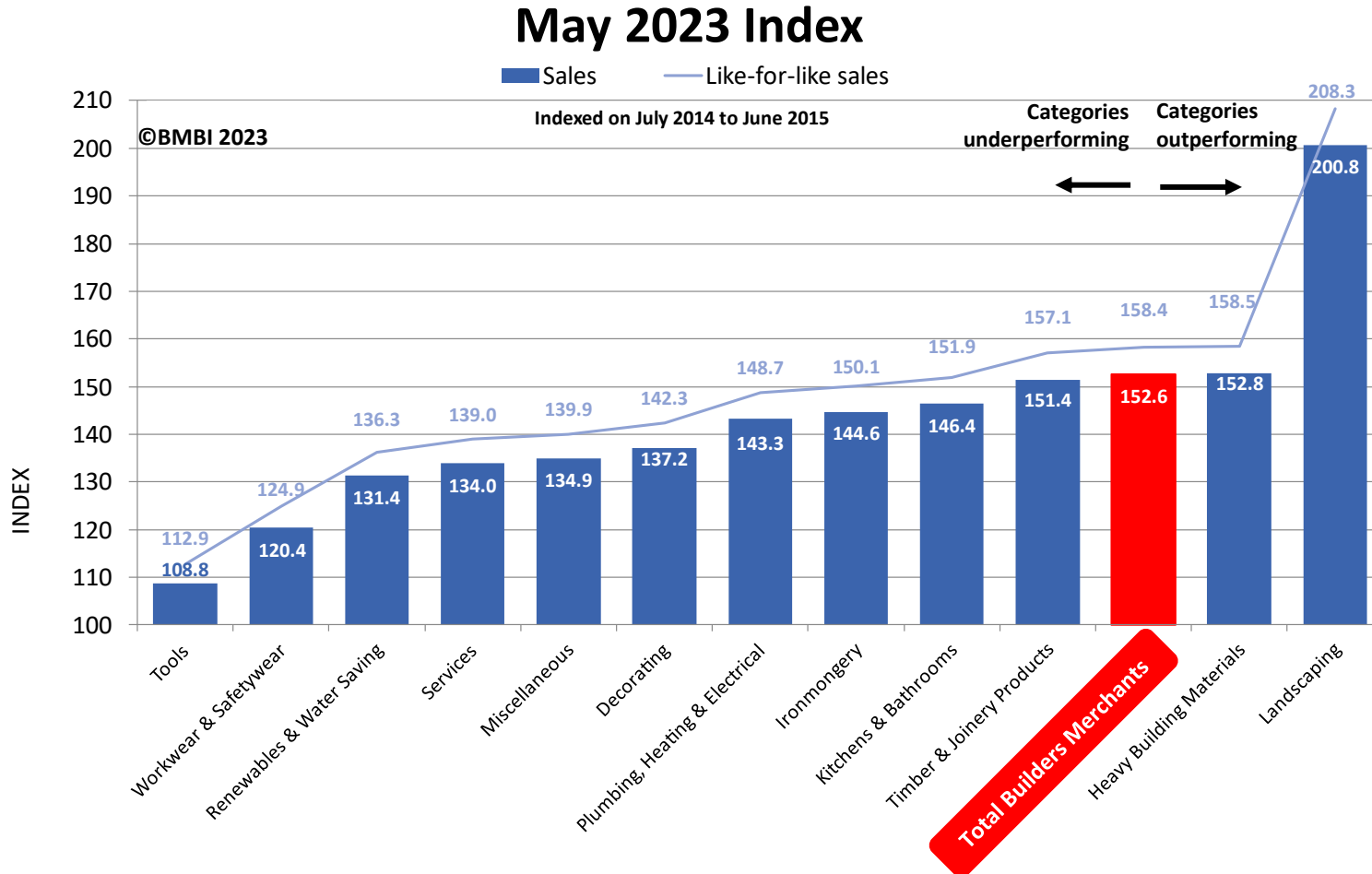
# Monthly: Index and Categories

## May 2023 index

20 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 May 2023



All categories exceeded 100, with seasonal category Landscaping (200.8) well out in front.

Tools (108.8) had the lowest index.

# 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	20							

## 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



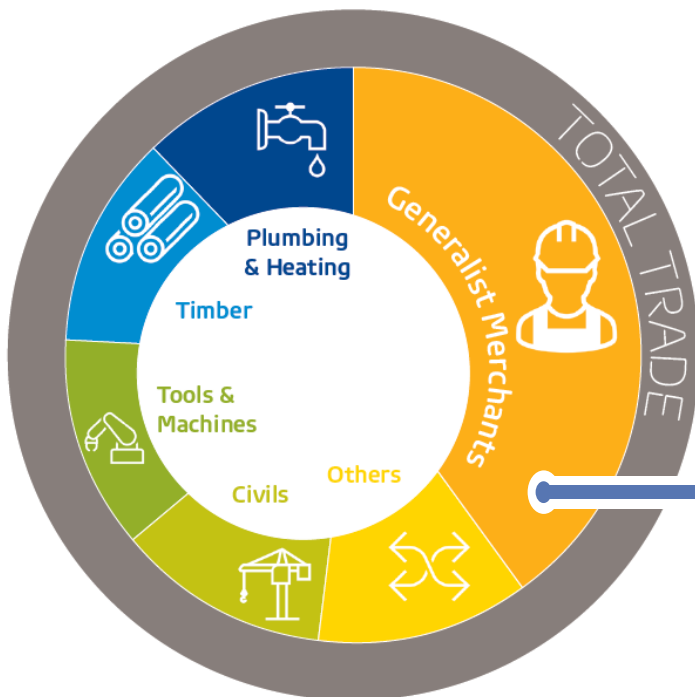
## Generalist Builders Merchants definition:

- 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%.

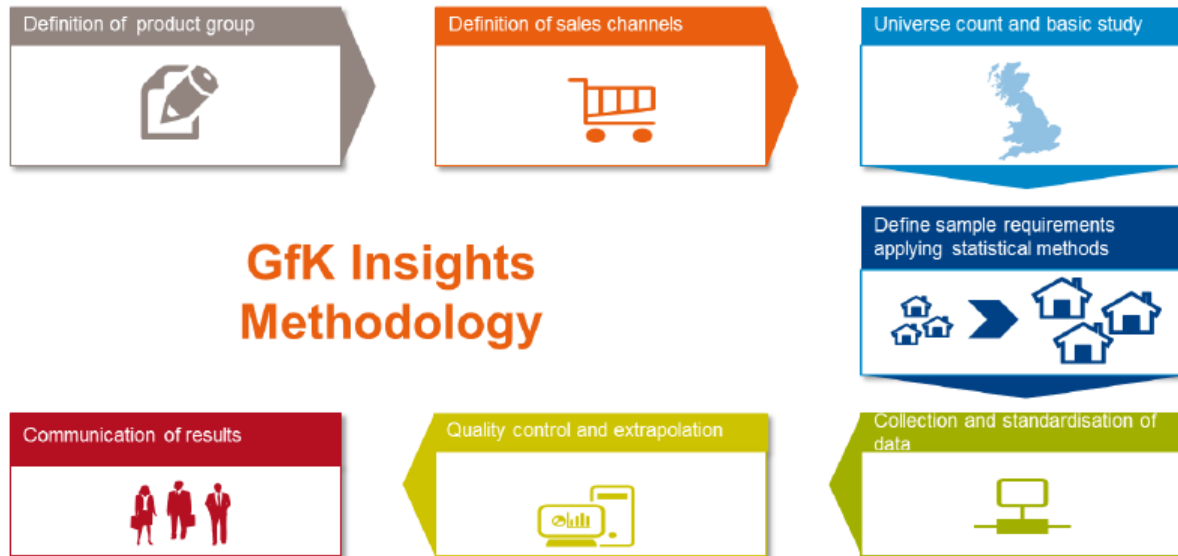
Examples include:



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

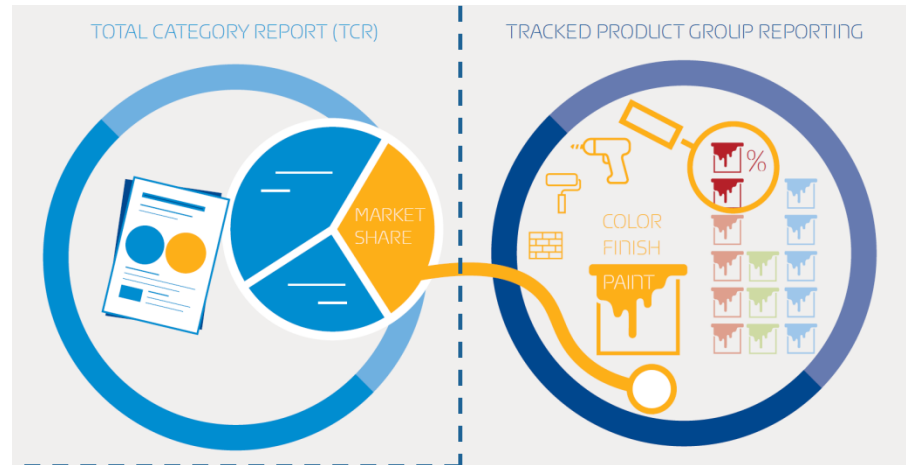
Bathroom (Including Showering)  
Fitted Kitchens  
Major Appliances

### 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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in materials supply”

## 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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