

“building **excellence**  
in materials supply”

# Builders Merchant Building Index



## Monthly report for October 2023

(Published 19 January 2024)

# Highlights

Total Builders Merchants value sales were down -4.0% in October 2023 compared with the same month last year. Volume sales were -11.5% lower with prices up +8.4%. Full comment on page [9](#).

## BMBI Report October 2023 Highlights

(unadjusted for trading days)

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

**+2.2%**



Oct 2023 total sales  
down -4.0%  
on Oct 2022

**-4.0%**



Oct 2023 total sales  
+2.2% higher  
than Sep 2023



Aug 2023 - Oct 2023 total  
sales down -6.1%  
on Aug 2022 - Oct 2022

**-6.1%**



Jan 2023 - Oct 2023 total  
sales down -4.8%  
on Jan 2022 - Oct 2022

**-4.8%**

“Total sales in August to October 2023 were -6.1% lower than in August to October 2022, with volume down -12.8% and prices up +7.7%.”

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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 92% 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 January 2022 to December 2022.

### 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 Q3 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](#).**



### 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 Q3 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: Q3 2023 Report](#)

### Expert for Bricks & Roof Tiles:



**Kevin Tolson**  
Commercial Director  
Wienerberger UK

[Read latest Comment: Q3 2023 Report](#)

### Expert for Natural Stone & Porcelain Paving:



**Krystal Williams**  
Managing Director  
Pavestone UK Ltd

[Read latest Comment: Q3 2023 Report](#)

### Expert for Fasteners and Fixings:



**Ian Doherty**  
Chief Executive  
Owlett-Jaton

[Read latest Comment: Q3 2023 Report](#)

### Expert for Roof Windows:



**Jim Blanthorne**  
Managing Director  
Keylite Roof Windows

[Read latest Comment: Q3 2023 Report](#)

### Expert for Wood-Based Panels:



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

[Read latest Comment: Q3 2023 Report](#)

# The Expert Panel

## Speaking for their markets - 2

### Expert for Windows & Doors:



**deceuninck**

**Rob McGlennon**  
Managing Director  
Deceuninck UK

[Read latest Comment: Q3 2023 Report](#)

### Expert for Steel Lintels:



**Keystone**  
LINTELS

**Derrick McFarland**  
Managing Director  
Keystone Lintels

[Read latest Comment: Q3 2023 Report](#)

### Expert for Adhesives & Sealants:



**Bostik**

**Mathew Whitehouse**  
Marketing Director  
Bostik UK

[Read latest Comment: Q3 2023 Report](#)

### Expert for Mineral Wool Insulation:

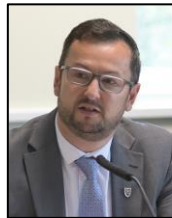


**KNAUF** INSULATION

**Neil Hargreaves**  
Managing Director  
Knauf Insulation

[Read latest Comment: Q3 2023 Report](#)

### Expert for Cement & Aggregates:



**Heidelberg**  
Materials

**Andrew Simpson**  
Packed Products Director  
Heidelberg Materials

[Read latest Comment: Q3 2023 Report](#)

### Expert for Paint:



**Dulux**  
TRADE

**Paul Edworthy**  
Commercial Lead  
Dulux Trade

[Read latest Comment: Q3 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: Q3 2023 Report](#)

### Expert for Plumbing & Drainage is:



**Brett**  
Martin

**Charles Burns**  
Divisional Director  
Brett Martin

[Read latest Comment: Q3 2023 Report](#)

### Expert for Heating & Cooling is:



**Polypipe**  
Building Products

**Matt Williams**  
Managing Director  
Polypipe

[Read latest Comment: Q3 2023 Report](#)



# From 80% to 92% of the market



The year 2023 is rounding off with a significant relaunch of the Builders Merchant Building Index (BMBI) report, now featuring builders' merchants' sales data to builders and trades people covering 92 percent of GB national sales, up from just over 80%.

Launched in 2015 as a brand of the Builders Merchants Federation (BMF), BMBI uses data from GfK's ground-breaking Builders Merchants Panel, The panel captures generalist builders' merchants' sales throughout Great Britain to builders and trades people who are directly involved in repairing, maintaining, and improving Britain's 27.7 million homes. The recent addition to the panel of Huws Gray, JT Dove and CMO Stores, mean the data now tracks the sales of 92 percent of builders' merchant branches making it the most accurate, comprehensive monitor of market performance available.

The monthly BMBI report is well used by merchants, their larger customers and suppliers and is used by construction generally. It has also caught the attention of companies and organisations outside construction, who want to know what's happening, what's important and why. The why is provided by leading brands of building materials, components and software – the BMBI Experts - who make sense of the trends and issues for readers.

The website is regularly visited by economists and advisors, the national media, the big banks, big six accountants, management consultants, private equity, investors and funds, financial institutions and Government departments, anyone in fact who needs to know the trends and what is driving the trends in a complicated and fragmented industry.

In the EU and across the pond, readership is growing rapidly, and the BMBI website gets regular hits from the US Senate, US State Department, individual senators, and the Bill & Melinda Gates Foundation to name a few.

"Since its inception in 2014 GfK's Builders Merchants leaderpanel has become a key market barometer through its usage in the BMBI," says **Emile van der Ryst, Key Account Manager – Trade & DIY at GfK – an NiQ company**. "It's become a reference point for industry leaders, financial institutions, and government organisations.

"After a relaunch of the data in 2020 we are now pleased to announce the latest relaunch, which comes into effect with the October 2023 dataset. The key missing market contributor, Huws Gray, is included for the first time alongside CMO Stores and JT Dove, both well-known market players.

"This is an exciting new chapter for the service which we believe is a crucial step in providing a relevant and important view of the market, especially in these challenging economic conditions."

"Since its inception in 2014 GfK's Builders Merchants leaderpanel has become a key market barometer through its usage in the BMBI," says Emile van der Ryst, Key Account Manager – Trade & DIY at GfK – an NiQ company

# “As accurate a measure of RMI as it’s possible to get.”



“The relaunch in the October BMBI report,” says **BMF Chief Executive John Newcomb**, “is a significant step forward in establishing reliable statistics across construction. The BMF’s Builders Merchant Building Index (BMBI) is the closest measure there is of Britain’s small builder and trades market, and the best proxy we have to the important residential RMI (Repair, Maintain, and Improve) market.

“BMBI is as accurate a measure of the market as it’s possible to get. That’s one reason we call GfK’s Builders Merchants leaderpanel, ‘gold standard’ data. And why so many decision makers and influencers regularly spend so much time poring over the reports and video debates from the BMBI Experts on [www.bmbi.co.uk](http://www.bmbi.co.uk).”

**Mike Rigby, Managing Director of MRA Research** which produces the BMBI report says: “Once you track over 90% of builders’ merchants’ sales of building materials to builders and tradespeople the numbers are, practically speaking, the market itself, not an estimate or approximation of it. That’s a crucial distinction.

“It’s not like a survey or poll which takes a small slice of the market, which is intended to represent the market, and then scales up. However sound your sampling and rigorous your methodology, there’s a world of difference between scaling up from a small sample, and reporting on 92% of actual sales to the market.”

“The relaunch in the October BMBI report... is a significant step forward in establishing reliable statistics across construction.”

BMF Chief Executive  
John Newcomb



## October value sales were **-4.0%** down from October 2022, volume **-11.5%**, prices **+8.4%**

**Now based on 92% of actual sales in the market (up from 80%, see page 7),** Total Builders Merchants value sales were down -4.0% in October 2023 compared with the same month last year. Volume sales were -11.5% lower with prices up +8.4%. With one more trading day this month, like-for-like sales (which take trading day differences into account) were -8.4% lower. Eight of the twelve categories sold more than in October 2022, led by Miscellaneous (+16.5%), Decorating (+10.8%), Workwear & Safetywear (+10.4%), Ironmongery (+7.0%) and Kitchens & Bathrooms (+4.7%). Landscaping (-6.4%) and Timber & Joinery Products (-9.7%) were weakest.

### October v September 2023

Total Merchants sales were +2.2% higher in October 2023 than in September 2023. Volume sales were flat with price up +2.3%. With one more trading day this month, like-for-like sales were -2.4% lower. Ten of the twelve categories sold more, led by Workwear & Safetywear (+19.3%) and Plumbing, Heating & Electrical (+11.6%). Landscaping (-6.5%) was weakest.

### October Index:

October's overall BMBI index was 99.0. With one more trading day, the like-for-like Index was 92.3.

### Last three months year-on-year

Total sales in August to October 2023 were -6.1% lower than in August to October 2022, with volume down -12.8% and prices up +7.7%. With one more trading day this year, like-for-like sales were down -7.5%. The three largest categories, Heavy Building Materials (-6.5%), Landscaping (-8.5%) and Timber & Joinery Products (-12.6%) were weakest.

### Last three months v previous three months:

Total sales in August to October 2023 were -5.9% lower than in May to July 2023, with volume down -7.9% and prices up +2.2%. With two more trading days this period, like-for-like sales were -8.8% lower.

### Year-to-date

Total value sales in the year to date, January to October 2023 were -4.8% down on the previous period, January to October 2022. Volume sales were -13.9% down with prices up +10.6%. With two more trading days this period, like-for-like sales were -5.7% lower. The three largest categories, Heavy Building Materials (-2.4%), Landscaping (-12.5%) and Timber & Joinery Products (-15.0%) sold less.

Total value sales in the year to date, January to October 2023, were -4.8% down on the previous period, January to October 2022.

Volumes sales declined -13.9%. Prices rose +10.6%.

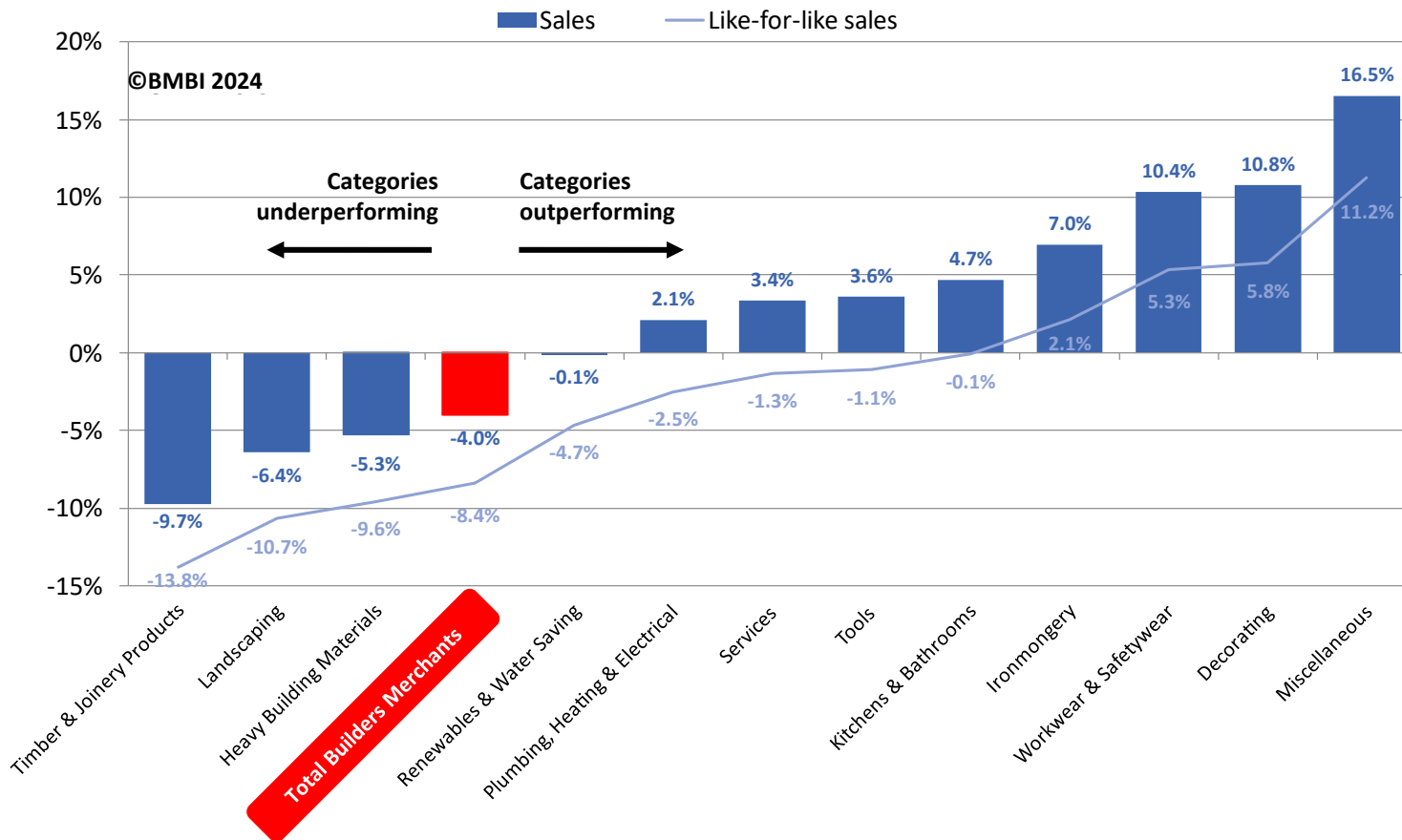
# Monthly: This year v last year

## Sales and Like-for-like sales

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



### October 2023 v October 2022



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

Eight of the twelve categories sold more than in October 2022, led by Miscellaneous (+16.5%).

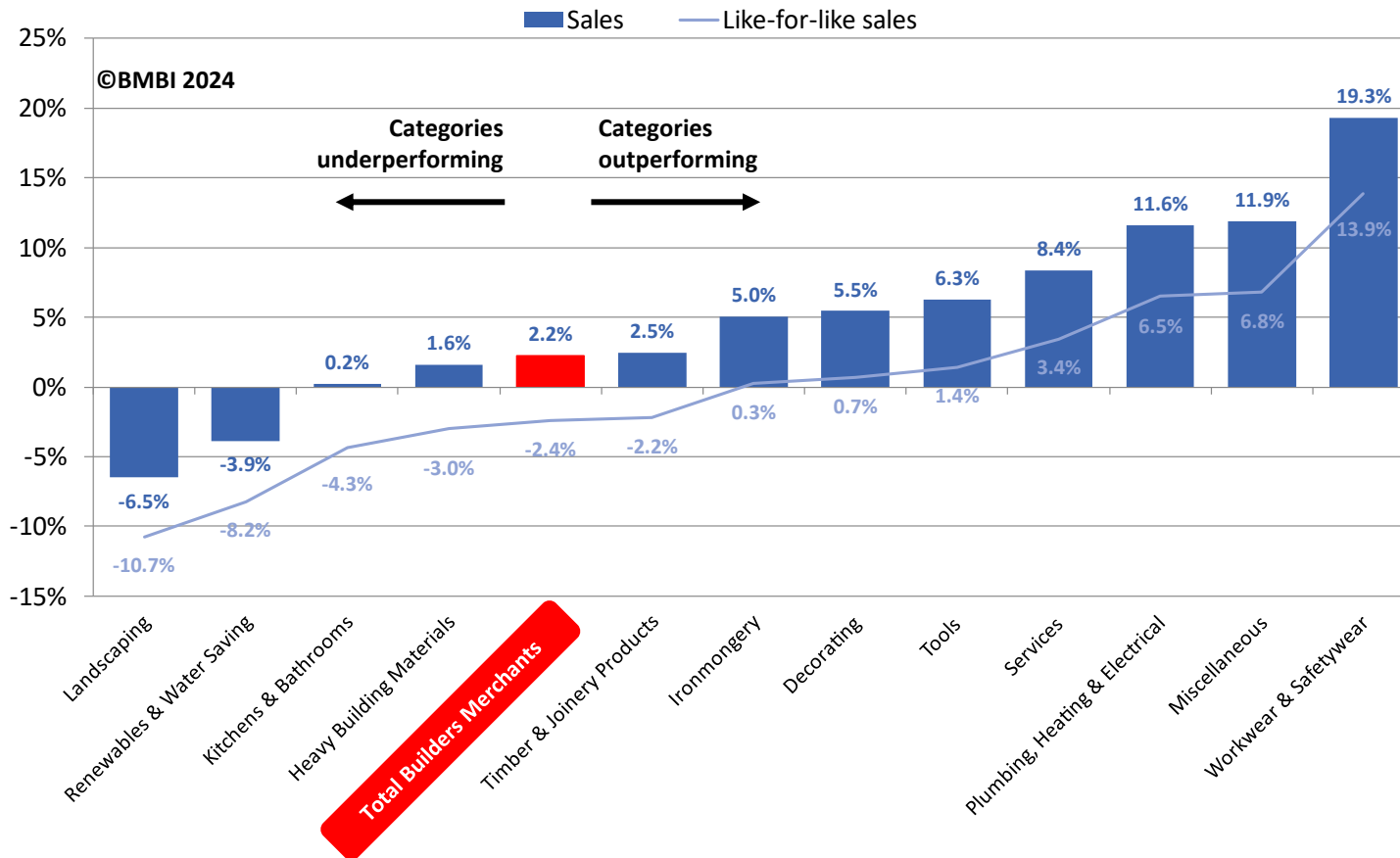
# Monthly: This month v last month

## Sales and Like-for-like sales

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



### October 2023 v September 2023



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

Total Merchants sales were +2.2% higher in October 2023 than in September 2023.

But with one more trading day this month, like-for-like sales -2.4% lower.

# Latest 3 months: v last year

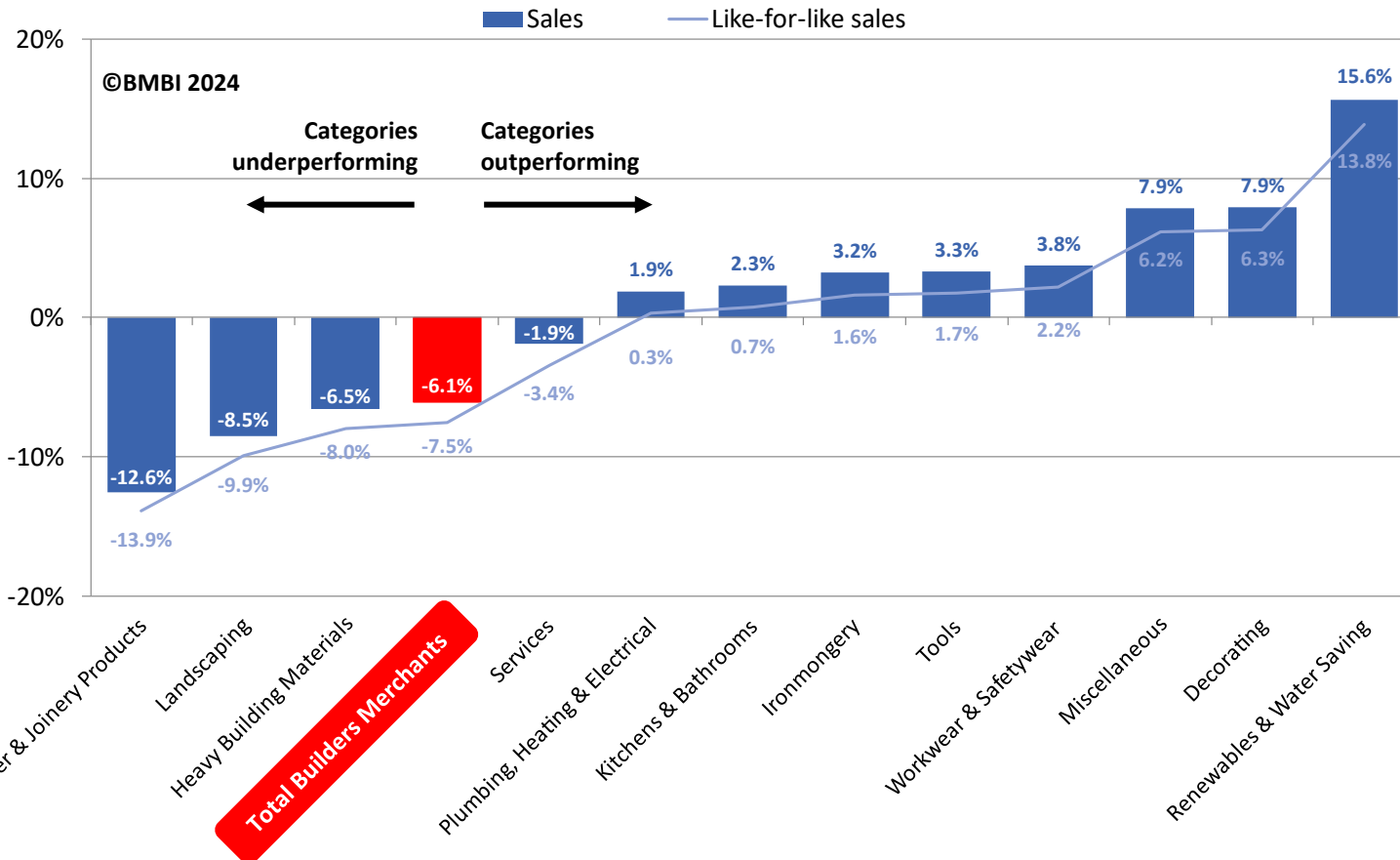
## Sales and Like-for-like sales

65 trading days in the last three months v 64 in the same three months last year.  
Like-for-like sales take trading day differences into account.



### 3 months Aug 23 to Oct 23 v 3 months Aug 22 to Oct 22

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



Total sales in August to October 2023 were -6.1% lower than in August to October 2022, with volume down -12.8% and prices up +7.7%.

With one more trading day this year, like-for-like sales were down -7.5%.

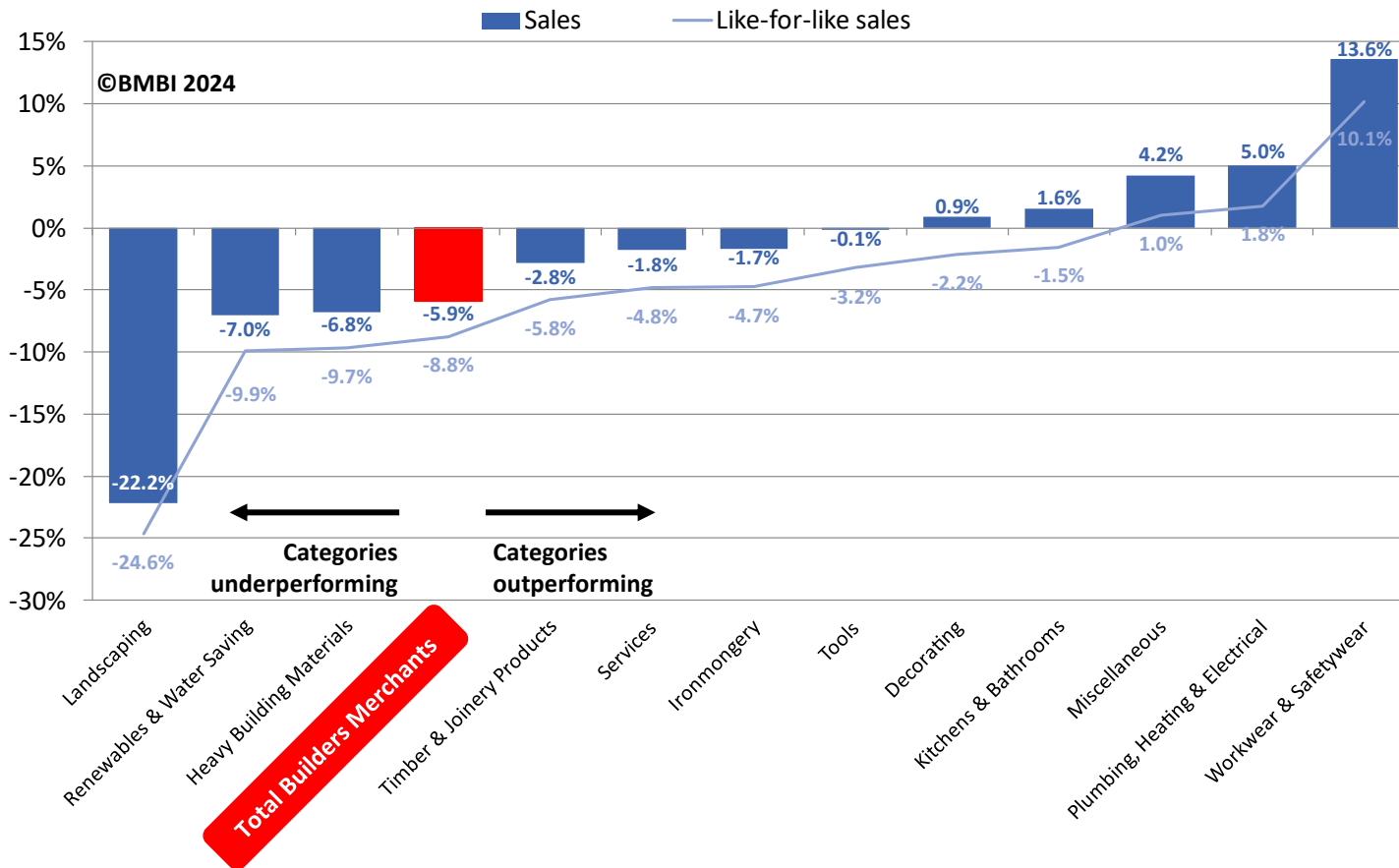
# Latest 3 months v previous 3

## Sales and Like-for-like sales

65 trading days in the latest three months v 63 in the previous three months.  
Like-for-like sales take trading day differences into account.



### 3 months Aug 23 to Oct 23 v 3 months May 23 to Jul 23



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

Total sales in August to October 2023 were -5.9% lower than in May to July 2023, with volume down -7.9% and prices up +2.2%.

With two more trading days this period, like-for-like sales were -8.8% lower.

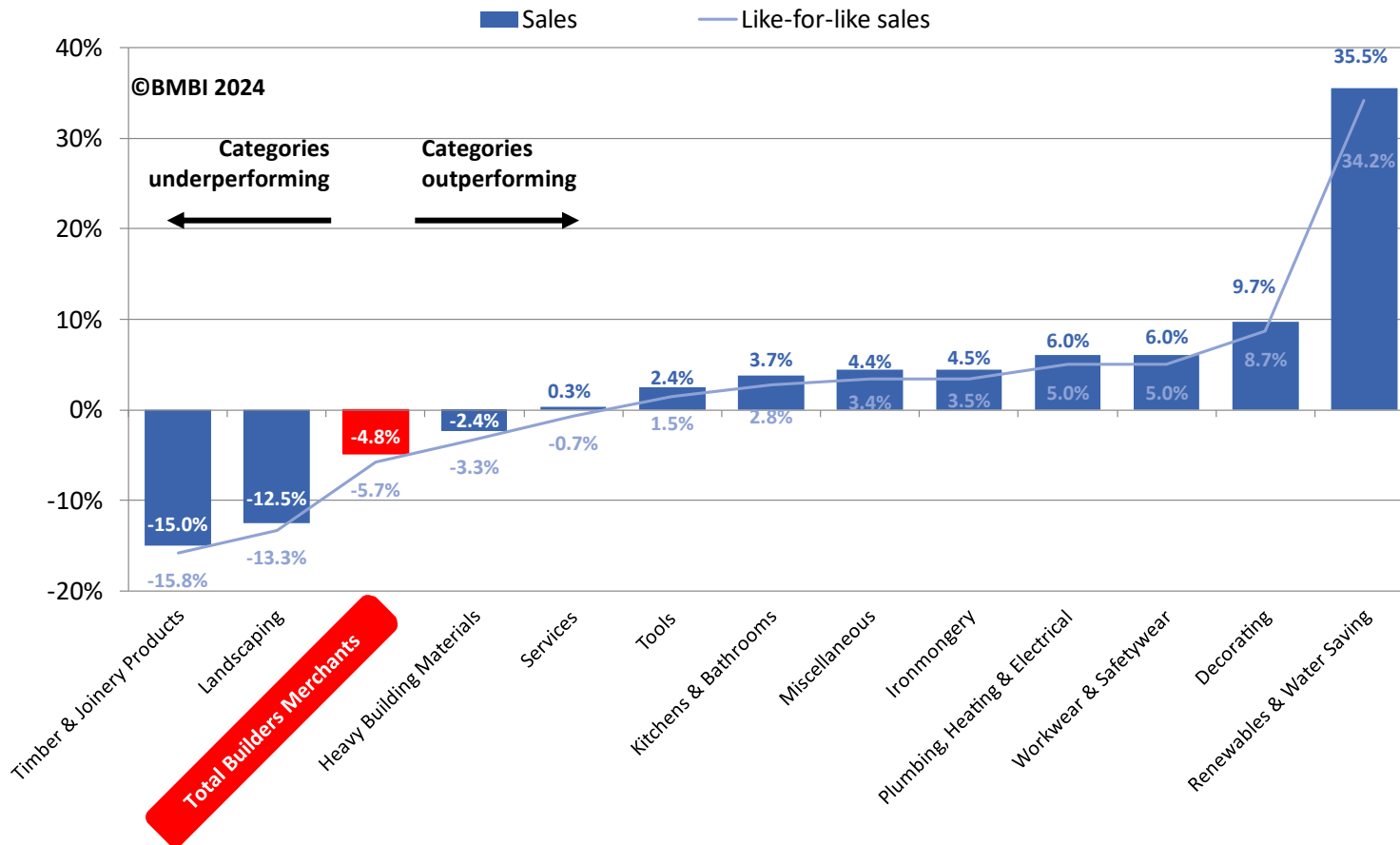
# Year to date v 2022

## Sales and Like-for-like sales

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



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



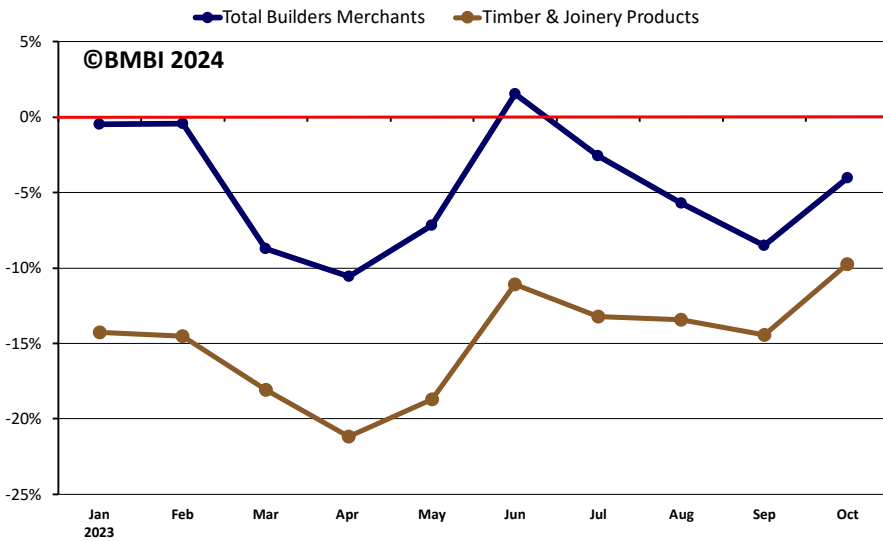
Source: GfK's  
Builders Merchants  
Total Category Report  
July 2015 to October 2023

Nine of twelve categories sold more. Renewables & Water Saving (+35.5%) grew the most.

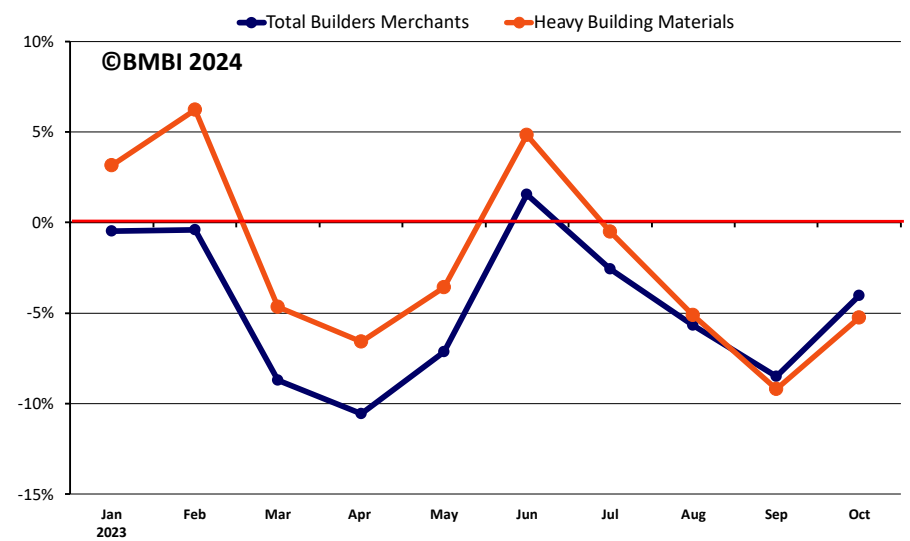
# Monthly Year-on-year

October 2023

## Timber & Joinery Products - Monthly



## Heavy Building Materials - Monthly



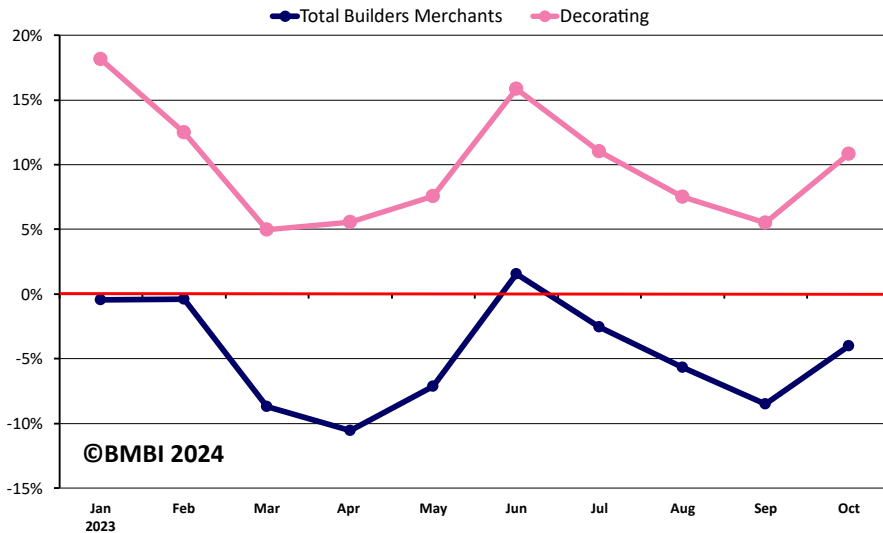
Source: GfK's  
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Total Category Report  
July 2015 to October 2023



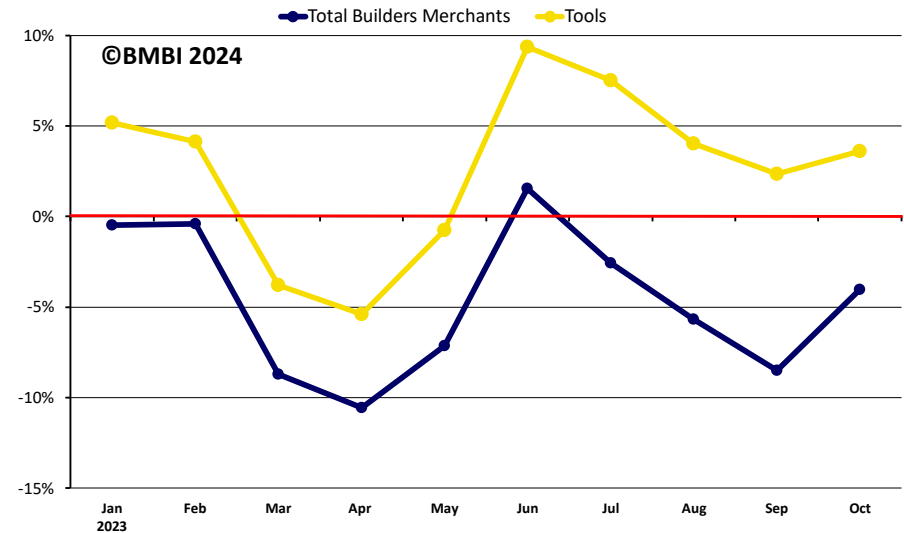
# Monthly Year-on-year

October 2023

### Decorating - Monthly



### Tools - Monthly

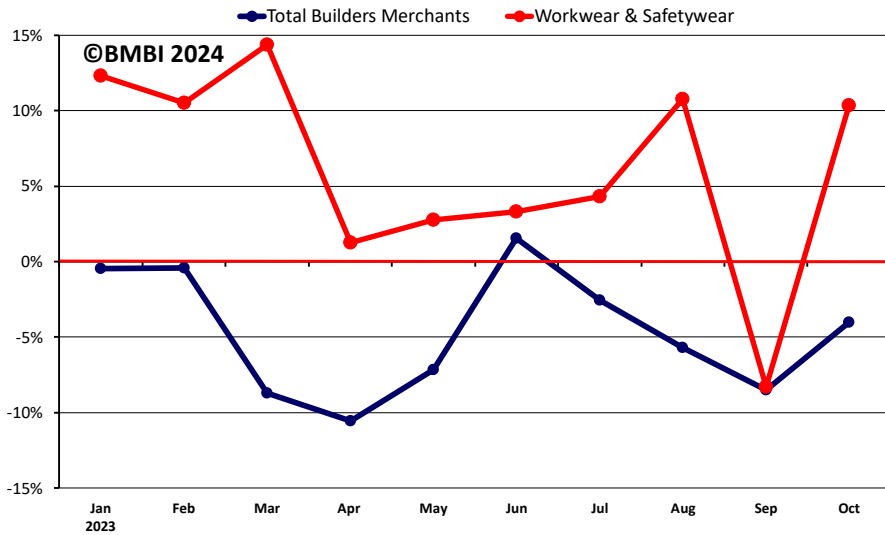


Source: GfK's  
Builders Merchants  
Total Category Report  
July 2015 to October 2023

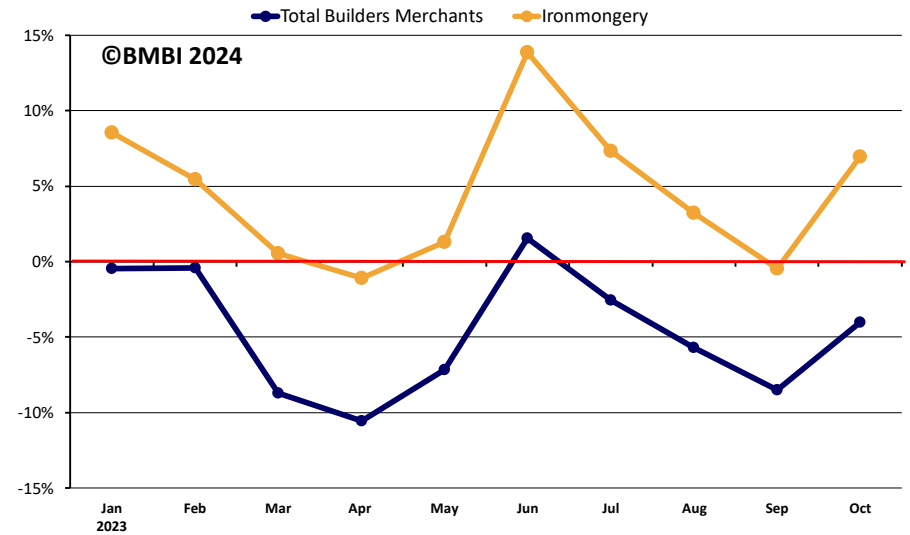
# Monthly Year-on-year

October 2023

### Workwear & Safetywear - Monthly



### Ironmongery - Monthly



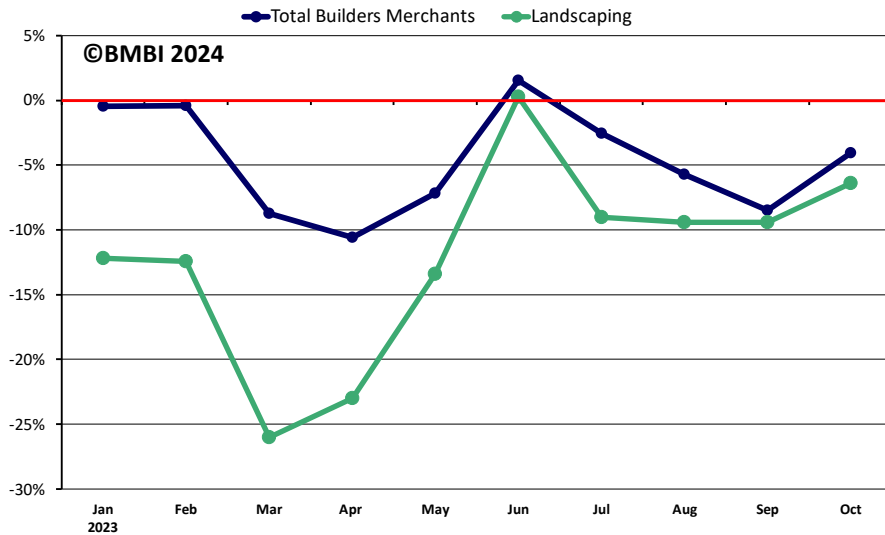
Source: GfK's  
Builders Merchants  
Total Category Report  
July 2015 to October 2023

# Monthly Year-on-year

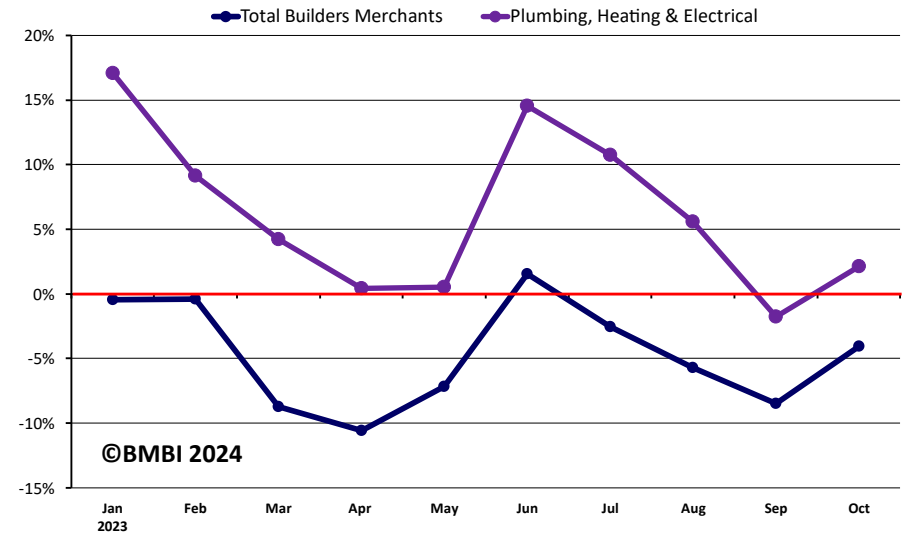
October 2023



## Landscaping - Monthly



## Plumbing Heating & Electrical - Monthly



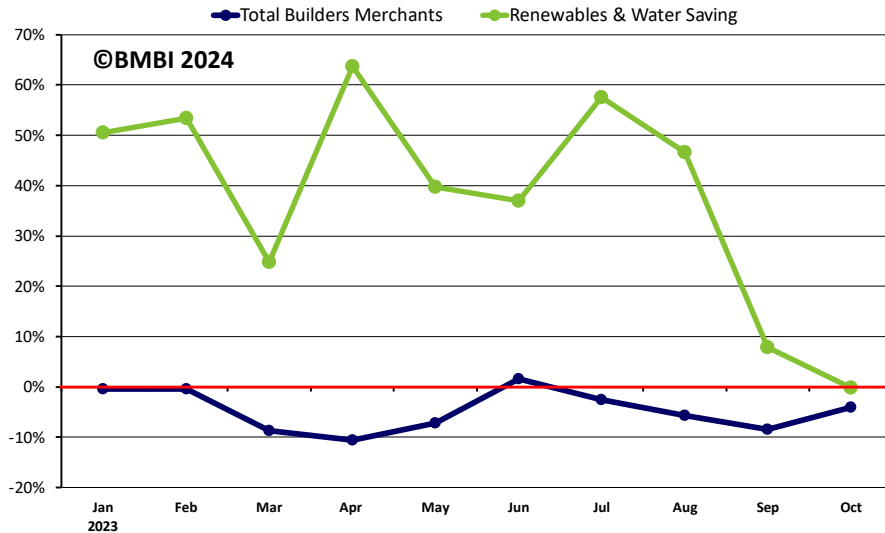
Source: GfK's Builders Merchants Total Category Report July 2015 to October 2023

# Monthly Year-on-year

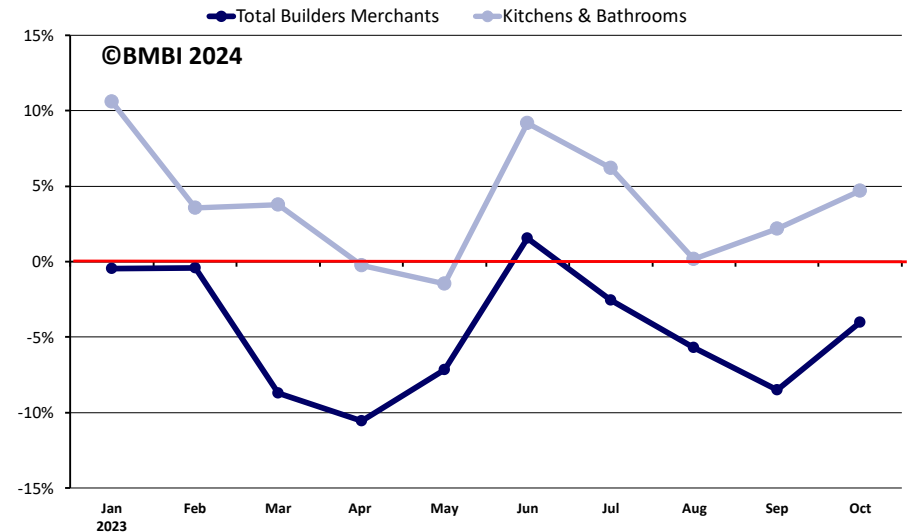
October 2023



## Renewables & Water Saving - Monthly



## Kitchens & Bathrooms - Monthly

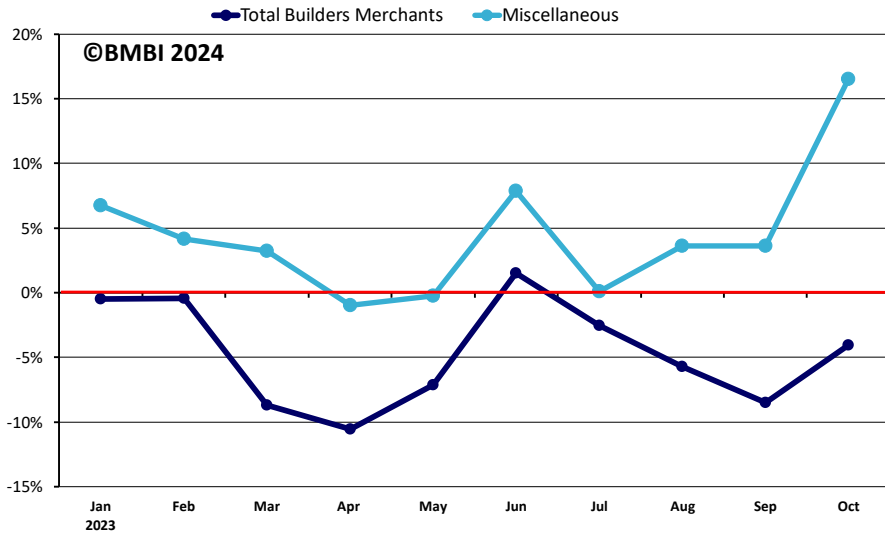


Source: GfK's  
Builders Merchants  
Total Category Report  
July 2015 to October 2023

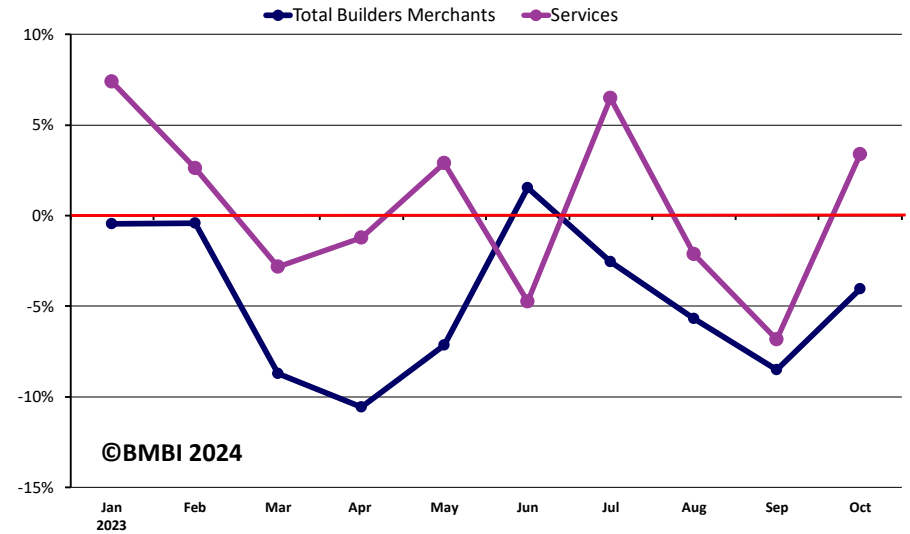
# Monthly Year-on-year

October 2023

## Miscellaneous - Monthly



## Services - Monthly



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

# Monthly: Index and Categories

October 2023\* – October 2023

(Indexed on monthly average, January 2022 – December 2022)



		2022			2023									
MONTHLY SALES VALUE INDEX	Index	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
<b>Total Builders Merchants</b>	<b>100</b>	<b>103.2</b>	<b>100.4</b>	<b>64.5</b>	<b>85.2</b>	<b>91.7</b>	<b>104.9</b>	<b>92.0</b>	<b>103.8</b>	<b>108.6</b>	<b>102.4</b>	<b>100.6</b>	<b>96.9</b>	<b>99.0</b>
Timber & Joinery Products	100	99.5	95.7	59.3	81.6	83.5	97.2	82.2	91.0	94.6	90.4	90.7	87.7	89.8
Heavy Building Materials	100	106.4	102.3	64.9	85.6	94.7	106.7	93.9	107.0	112.6	105.3	102.8	99.2	100.8
Decorating	100	107.7	113.0	75.0	100.8	102.7	115.6	100.6	111.8	117.9	114.0	114.5	113.2	119.3
Tools	100	105.5	109.0	71.9	97.3	102.6	114.2	96.2	103.6	108.9	104.6	104.4	102.9	109.4
Workwear & Safetywear	100	114.9	128.3	83.9	107.8	103.2	118.9	88.0	98.2	100.9	95.6	101.8	106.3	126.8
Ironmongery	100	104.1	106.0	71.6	99.8	99.6	114.6	96.8	107.1	115.5	108.9	108.5	106.0	111.3
Landscaping	100	88.6	76.8	43.8	58.9	75.5	94.3	98.7	116.9	125.1	105.1	98.5	88.6	82.9
Plumbing, Heating & Electrical	100	112.2	118.9	89.6	110.0	108.6	119.6	92.1	99.3	102.9	100.6	100.7	102.7	114.6
Renewables & Water Saving	100	122.1	123.2	87.9	136.0	131.9	141.8	135.0	138.9	126.9	146.4	134.4	126.9	122.0
Kitchens & Bathrooms	100	103.6	114.0	74.5	96.6	100.0	112.6	93.9	102.1	108.6	110.0	109.0	108.2	108.5
Miscellaneous	100	100.6	106.1	79.1	106.4	99.0	112.8	92.5	106.4	107.0	104.6	109.3	104.8	117.2
Services	100	103.9	103.2	79.6	89.5	92.0	106.5	97.3	109.1	100.0	111.2	108.1	99.1	107.4

\*Click the web link below to see the complete series of indices from January 2022.

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

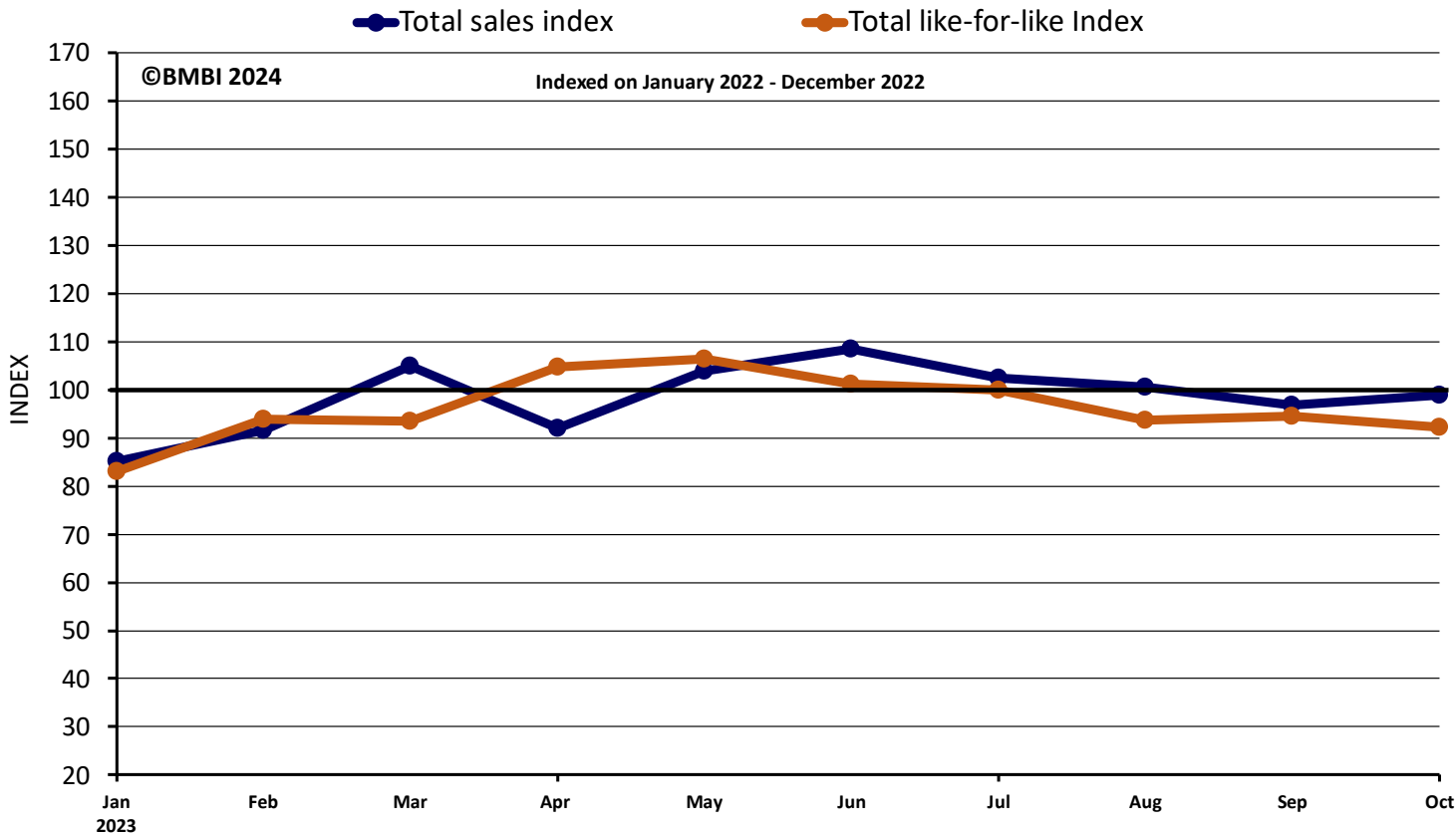
# Monthly: Index

## Sales and like-for-like sales

22 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 October 2023

October's overall  
BMBI index  
was 99.0.

With one more  
trading day, the like-  
for-like Index  
was 92.3.



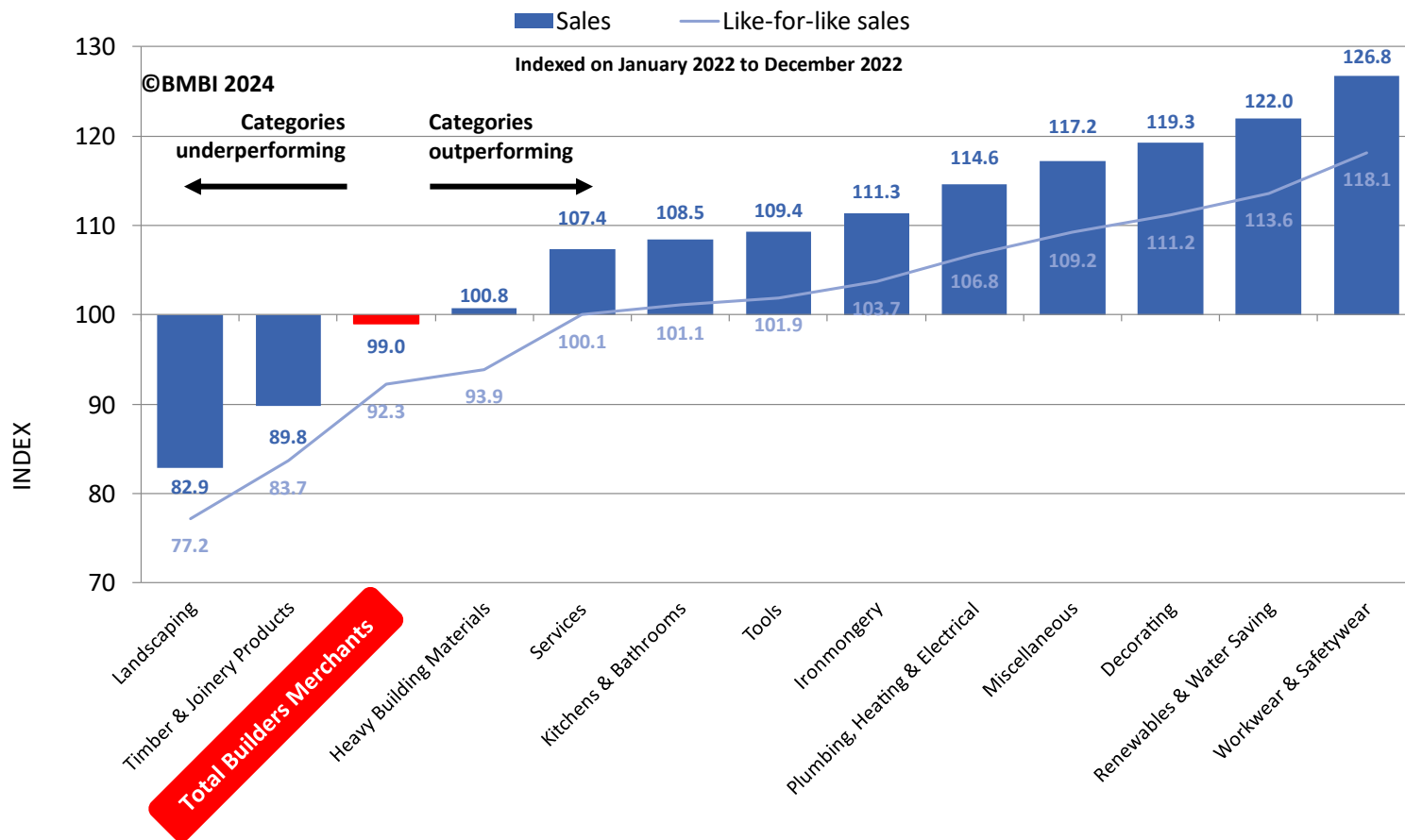
# Monthly: Index and Categories

## Sales and Like-for-like sales index

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



### October 2023 Index



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

Ten of the twelve categories exceeded 100, with Workwear & Safetywear (126.8) heading the field.

Seasonal category Landscaping (82.9) indexed the least.

# 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	22	21	22	21	22		

## Quarterly

Index: 62.3

2021				2021		2021
Q1	Q2	Q3	Q4	H1	H2	249
63	61	65	60	124	125	
2022				2022		2022
Q1	Q2	Q3	Q4	H1	H2	246
63	60	64	59	123	123	
2023				2023		2023
Q1	Q2	Q3	Q4	H1	H2	
64	60	64		124		

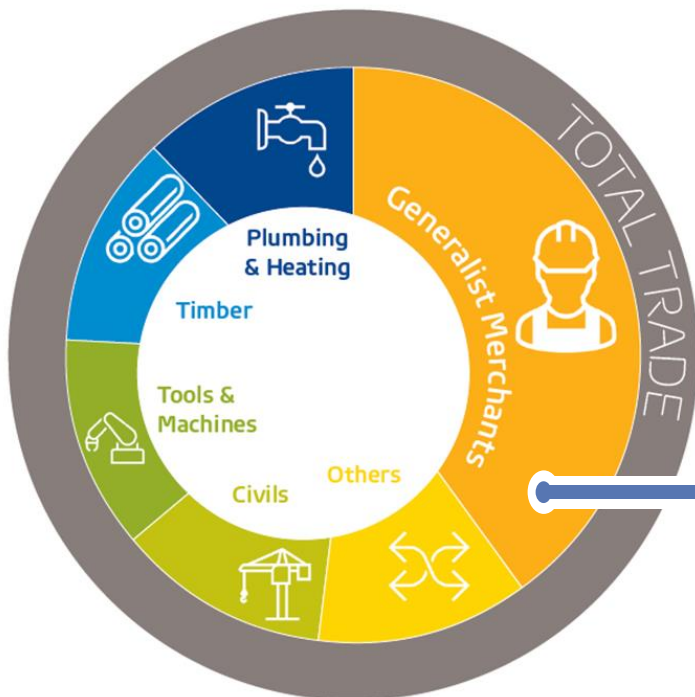
# GfK's Definition of Builders Merchant Panel



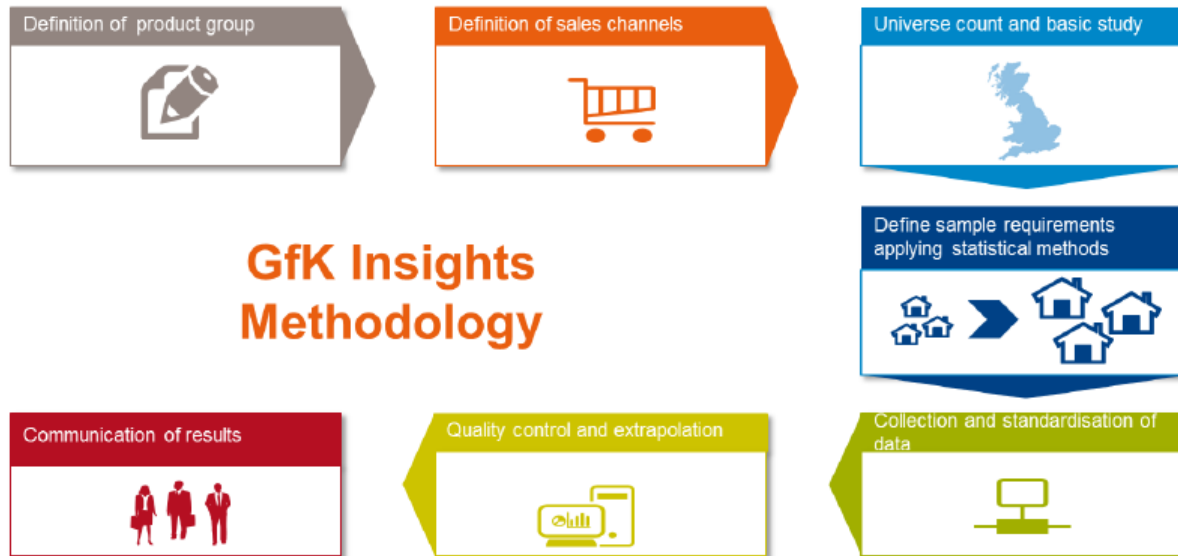
## Generalist Builders Merchants definition:

- Builders 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 and 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 92%.

Examples include:



# GfK Insights Methodology



GfK collect live sales-out data from our panel of merchant partners.

We add value to that data through the application of each sold product's unique technical features. We compare like-for-like products and categories from like-for-like merchants and aggregate this within our reports.

Our international methodology is based on robust scientific principles and delivers continuous, reliable information that can be applied to your business requirements.

# GfK's Product Categories

Reports cover category headline values & in-depth, brand-level insights



## Headline values available

### Timber & Joinery Products

Timber  
Sheet Materials  
Cladding  
Flooring & Flooring Accessories  
Mouldings  
Stairs & Stairparts  
Window & Frames  
Doors/Door Frames

### Heavy Building Materials

Bricks Blocks & Damp Proofing  
Drainage/Civils/Guttering  
Lintels  
Cement/Aggregate/Cement Accs  
Concrete Mix/Products  
Plasters Plasterboards and Accessories  
Roofing Products  
Insulation  
Cement Mixers/Mixing Buckets Products  
Builders Metalwork  
Other Heavy Building Equipment/Material

### Decorating

Paint/Woodcare  
Paint Brushes Rollers & Pads  
Adhesives/Sealants/Fillers  
Tiles And Tiling Accessories  
Decoration Preparation & Decorating Sundries  
Wall Coverings

### Tools

Hand Tools  
Power Tools  
Power Tool Accessories  
Ladders & Access Equipment

### Workwear And Safetywear

Clothing  
Safety Equipment

### Ironmongery

Fixings And Fastenings  
Security  
Other Ironmongery

### Landscaping

Garden Walling/Paving  
Driveways/Block Paving/Kerbs  
Decorative Aggregates  
Fencing And Gates  
Decking  
Other Gardening Equipment

### Plumbing Heating & Electrical

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

### Renewables And Water Management

Water Saving  
Renewables & Ventilation

### Kitchens & Bathrooms

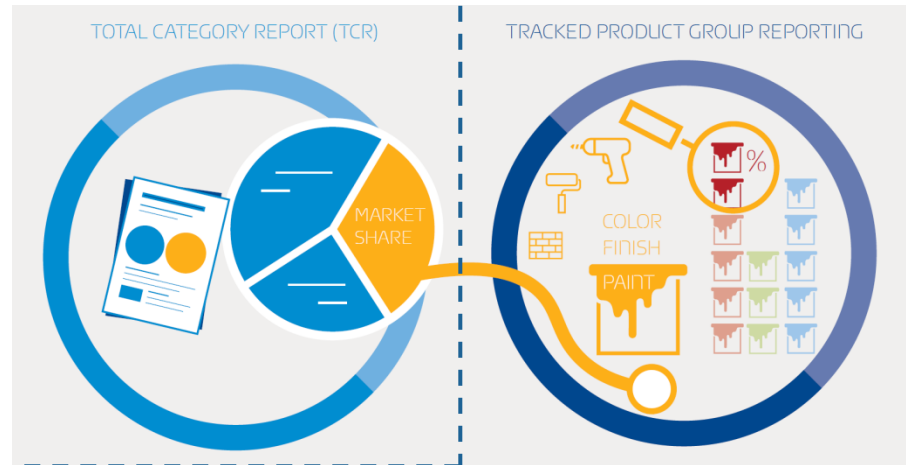
Bathroom (Including Showering)  
Fitted Kitchens  
Major Appliances

### Miscellaneous

Cleaning/Domestic/Personal  
Automotive  
Glass  
Other Furniture & Shelving  
Other Misc

### Services

Toolhire / Hire Services  
Other Services



## In-depth product group reporting

Monthly sales values, volumes, pricing analysis & distribution facts available by brand and key product features.

For insights on your product group please contact Emile van der Ryst at GfK  
[emile.van-der-ryst@gfk.com](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”



“building **excellence**  
in materials supply”

## BMF (Builders Merchant Federation) Forecast Report

# BMF Forecast Report

## Winter 2023 edition

### Builders Merchants Industry Forecast Report

The latest forecast report of the BMF’s Builders Merchants Industry Forecast, covering Winter 2023 onwards, is set to be released in the coming weeks.

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 2023 edition set to be released soon. The forecast report and its previous editions 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 the Industry & Building Brands from Knowledge



# Contact us

For further information



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