

“building **excellence**
in materials supply”

Builders Merchant Building Index



Monthly report for January 2022

(Published 22 March 2022)

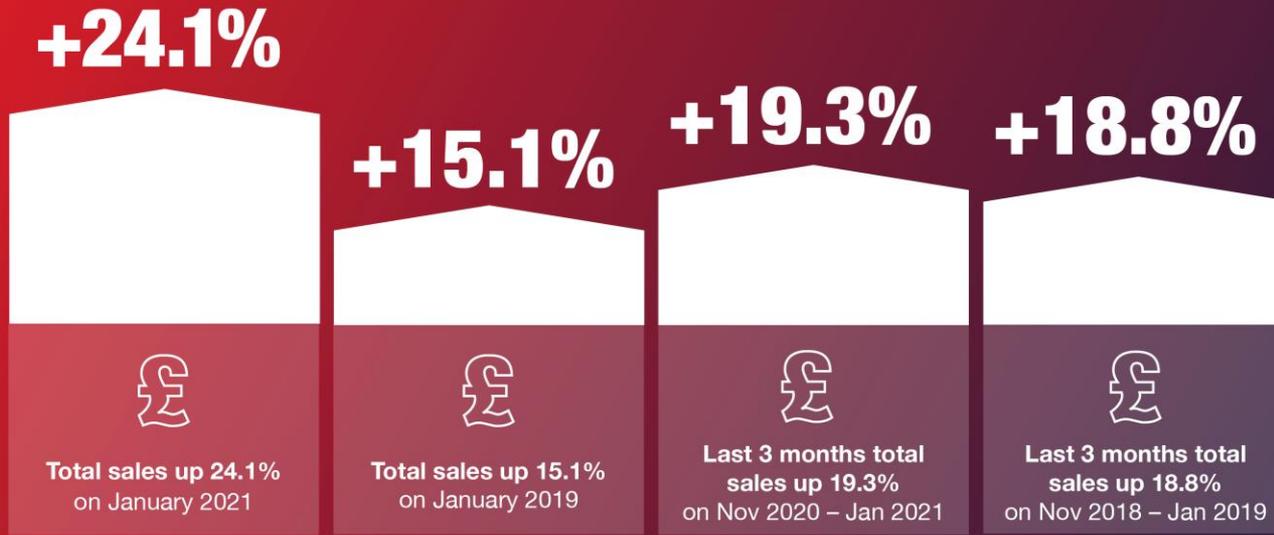
Highlights

January's sales were 24.1% higher than January 2020 – the strongest year-on-year growth in recent months. Compared with pre-Covid January 2019, sales were 15.1% higher. Read the full comment on pages 7 and 8.

BMBI Report January 2022 Highlights

(unadjusted for trading days)

www.bmbi.co.uk



“ January saw the strongest year-on-year growth in recent months. ”

Note: As one or two year comparisons are still likely to produce some unusual differences, we are comparing to figures from 2019, where possible, to give a pre-covid three-year comparison.

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Introduction:

Builders Merchant Building Index



This **Builders Merchant Building Index (BMBI)** report contains data from GfK's ground-breaking Builders Merchants Panel, which analyses data from over 80% of generalist builders' merchants' sales throughout Great Britain. GfK's Builders Merchant Point of Sale Tracking Data sets a gold standard in reliable market trends. Unlike data from sources based on relatively small samples or estimates, or sales from suppliers to the supply chain, this up-to-date data is based on actual sales from merchants to builders and other trades. It's therefore a very good proxy for housing RMI.

The monthly series tracks what is happening in the market month by month and includes an in-depth review every quarter. BMBI Index data is calculated on the 12 month base period July 2014 to June 2015. This trend series gives the industry access to far more accurate and comprehensive insights than that available to other construction sectors.

Executive Summary

Short of time and just want to read the headlines? Download an Executive Summary that provides a snapshot on value sales and trends from Britain's Builders' Merchants for January 2022 [here](#).

BMBI Expert Panel

MRA Research produces the Builders Merchant Building Index, a brand of the BMF, to communicate to the wider market as the voice of the industry as well as the voice of individual Expert Brands. **Meet the Experts and read their comments on pages 5 and 6 of this report or read their previous comments [here](#).**

Recognition for BMBI

One of the aims of BMBI is to reach across and beyond construction. It's now syndicated to a growing number of trade magazines in different sectors on a regular basis. Outside the industry, economists, banks, consultancies, investment bodies and the big accountants regularly refer to it and BMBI is referenced alongside the Office for National Statistics (ONS) data in the Government **Department for Business, Energy and Industrial Strategy (BEIS)** monthly construction update. **Download the latest update [here](#).**



Department for
Business, Energy
& Industrial Strategy

More data available

This BMBI report provides valuable top-level indices but there's considerably more data available. GfK insights go much deeper and include sales value data. GfK can quantify market values and drill down into contributing categories, tracing product group performance, to focus on aspects that are critical to you.

GfK can also produce robust like-for-like market comparability tailored to the requirements of an individual business. As more merchants join to submit their monthly sales-out data the quality of this information can only become more extensive and rigorous. Merchants or suppliers who are interested in acquiring data or getting involved should contact **Emile van der Ryst** at emile.van-der-ryst@gfk.com.

The Expert Panel

Speaking for their markets - 1

The Builders Merchant Building Index (BMBI) includes a growing panel of industry Experts. In each quarterly report they comment on the market, with a particular focus on the story behind the trends. Experts are leading brands, or brands aspiring to become leaders, who are the voice of their markets.

The Q4 2021 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: Q4 2021 Report](#)

Expert for Bricks & Roof Tiles:



Kevin Tolson
Commercial Director
Wienerberger UK

[Read latest Comment: Q4 2021 Report](#)

Expert for Natural Stone & Porcelain Paving:



Krystal Williams
Managing Director
Pavestone UK Ltd

[Read latest Comment: Q4 2021 Report](#)

Expert for Civils & Green Infrastructure:



Clark McAllister
Sales Director Polypipe Civils &
Green Urbanisation

[Read latest Comment: Q4 2021 Report](#)

Expert for Lead:



Kyle Hazeldine
Sales & Marketing Manager
Midland Lead

[Read latest Comment: Q4 2021 Report](#)

Expert for Wood-Based Panels:



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

[Read latest Comment: Q4 2021 Report](#)

The Expert Panel

Speaking for their markets - 2

Expert for Roof Windows:



Jim Blanthorne
Managing Director
Keylite Roof Windows

[Read latest Comment: Q4 2021 Report](#)

Expert for PVC-U Windows & Doors:



Kevin Morgan
Group Commercial Director
The Crystal Group

[Read latest Comment: Q4 2021 Report](#)

Expert for Shower Enclosures and Showering:



Mick Evans
Operations Director
Lakes

[Read latest Comment: Q4 2021 Report](#)

Expert for Mineral Wool Insulation:



Neil Hargreaves
Managing Director
Knauf Insulation

[Read latest Comment: Q4 2021 Report](#)

Expert for Cement & Aggregates:



Andrew Simpson
Packed Products Director
Hanson Cement

[Read latest Comment: Q4 2021 Report](#)

Expert for Paint:



Paul Roughan
Trade Merchants Sales Director
Dulux Trade

[Read latest Comment: Q4 2021 Report](#)

Expert for Website & Product Data Management Solutions:



Andy Scothern
Managing Director
eCommonSense

[Read latest Comment: Q4 2021 Report](#)

Expert for Steel Lintels:



Derrick McFarland
Managing Director
Keystone Lintels

[Read latest Comment: Q4 2021 Report](#)

Expert for Adhesives & Sealants:



Mathew Whitehouse
Marketing Director
Bostik UK

[Read latest Comment: Q4 2021 Report](#)

Overview - 1

Strong January sales driven by price growth

Total Builders Merchants January 2022 value sales were up 24.1% compared with the same month last year, with no difference in trading days – the strongest year-on-year growth in recent months. However this was driven more by price inflation (+15.1%) than volume growth (+7.8%). Of the twelve categories that sold more, Renewables & Water Saving (+35.8%) did best, closely followed by Timber & Joinery Products (+31.5%). Landscaping (+28.9%) and Kitchens & Bathrooms (+28.8%) also did better than merchants generally. Seven categories grew more slowly, including Heavy Building Materials (+21.4%), Plumbing Heating & Electrical (+18.1%) and Tools (+13.3%). Only Workwear & Safetywear (-5.4%) sold less.

January 2022 v January 2019

Total sales in January 2022 were 15.1% higher than the same month three years ago, with two less trading days this year. Prices increased at a faster rate (+19.8%), whereas volume sales were down 3.9%. Ten categories sold more, with overall growth driven by the strength of two of them: Landscaping (+32.5%) and Timber & Joinery Products (+31.9%). Most other categories grew more slowly, including Kitchens & Bathrooms (+11.4%), Heavy Building Materials (+9.8%) and Plumbing Heating & Electrical (+1.2%). Only Decorating (-1.5%) and Tools (-3.2%) sold less. Overall like-for-like sales were 26.6% higher than in January 2019.

January 2022 v December 2021

Total Merchants sales were 28.7% higher in January 2022 than in December 2021, with three more trading days in January. All categories sold more. Of the main categories, Timber & Joinery Products (+32.7%) did best, followed by Ironmongery (+30.7%), Tools (+30.6%) and Heavy Building Materials (+30.1%). Services (+9.6%) had the lowest growth. Total like-for-like sales were up 9.4%.

January Index

January's overall BMBI index was 125.0, particularly helped by Timber & Joinery Products (157.8). Almost all categories recorded indices exceeding 100, including Plumbing Heating & Electrical (131.4), Kitchens & Bathrooms (121.6) and Heavy Building Materials (116.5). Only Tools (95.7) and Renewables (85.1) were below 100.

November 2021-January 2022 v November 2020-January 2021

Total sales in the last three months were up 19.3% on the same period last year, with one more trading day in the most recent period. All categories sold more. Timber & Joinery Products (+29.2%) did best. Landscaping (+21.2%), Heavy Building Materials (+16.4%) and Plumbing Heating & Electrical (+14.6%) also grew strongly. Workwear & Safetywear (+1.0%) was weakest. Total like-for-like sales were 17.3% higher.

Overview continues on the next page...

Total Builders Merchants January 2021 value sales were up 24.1% compared with the same month last year and 15.1% higher than the same month three years ago.

Overview - 2

...Overview continued from the previous page:

November 2021-January 2022 v November 2018 -January 2019

Compared with the same months three years ago, sales in November 2021 to January 2022 were 18.8% higher, with no difference in trading days. Eleven of the twelve categories sold more. Two categories did particularly well: Timber & Joinery Products (+40.2%) and Landscaping (+36.7%). Categories growing more slowly included Heavy Building Materials (+12.5%) and Kitchens & Bathrooms (+12.3%), whereas Decorating (+1.0%) was flat. Only Tools (-4.0%) sold less.

November 2021-January 2022 v August-October 2021

Total sales in the latest three months were 14.1% lower than in the previous three months, not helped by five less trading days in the most recent period. Three categories sold more: Workwear & Safetywear (+7.1%) Renewables & Water Saving (+6.2%) and Plumbing Heating & Electrical (+4.0%). The remaining nine categories sold less, including Kitchens & Bathrooms (-4.1%), Heavy Building Materials (-13.3%) and Timber & Joinery Products (-17.6%). Seasonal category Landscaping (-28.9%) was weakest. Overall like-for-like sales were 6.9% lower than in August to October 2021.

MAT

Total Merchants sales in February 2021 to January 2022 were 32.8% higher than in the same 12 months a year earlier, with no difference in trading days. All categories sold more. Timber & Joinery Products (+53.9%) was significantly higher than other categories. Landscaping (+32.7%), Tools (+28.8%) and Kitchens & Bathrooms (+28.1%) were next-strongest. Workwear & Safetywear (+1.5%) had the lowest growth but this was achieved against a strong performance in the first few Covid-affected months of 2020.

3-year MAT

Total Merchants sales in February 2021 to January 2022 were 17.9% higher than in the 12-months February 2018 to January 2019, with one less trading day in the most recent period. Nine categories sold more, with Timber & Joinery Products (+43.5%) and Landscaping (+43.3%) well out in front. Most other categories selling more had single-digit gains, including Heavy Building Materials (+9.3%), Ironmongery (+4.7%) and Kitchens & Bathrooms (+3.8%). Tools (-6.8%) was weakest. Total like-for-like sales were 18.4% higher.

Total Merchants sales in the 12 months to January 2022 were up 32.8% compared with Covid-affected February 2020 to January 2021.

Looking back three years (pre-dating Covid), sales were up 17.9% compared with February 2018 to January 2019.

Monthly: This year v last year

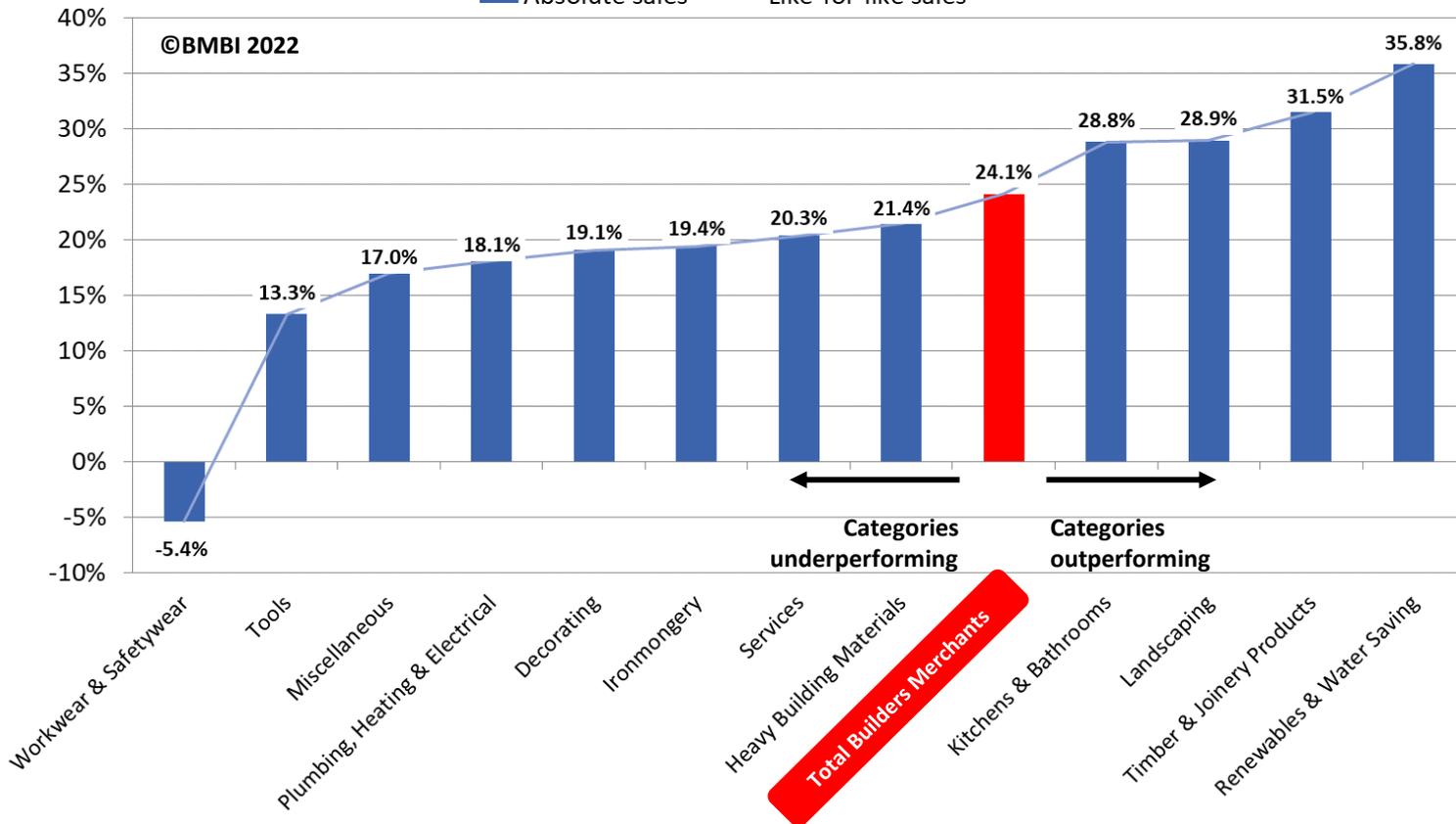
January 2022 sales



No difference in trading days this year. Like-for-like sales take trading day differences into account.

January 2022 v January 2021

Absolute sales (blue bars) | Like-for-like sales (blue line)



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

Values shown for absolute sales

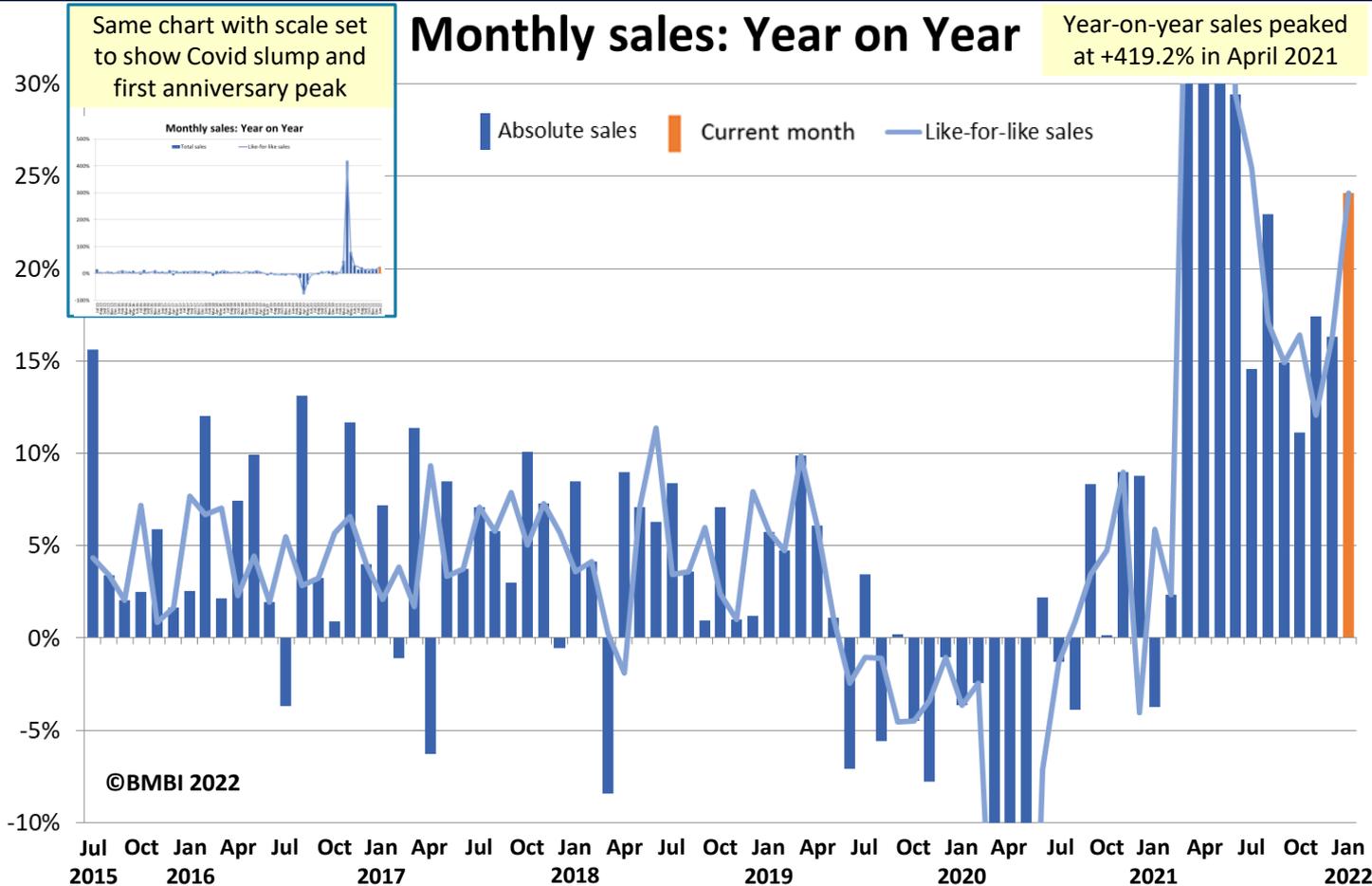
Eleven of the twelve categories sold more this year compared with January 2021. Renewables & Water Saving (+35.8%) did best.

Monthly: Year on Year

Absolute and Like-for-like sales



Like-for-like sales take trading day differences into account.



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

This month saw the strongest January year-on-year growth (+24.1%) since BMBI started.

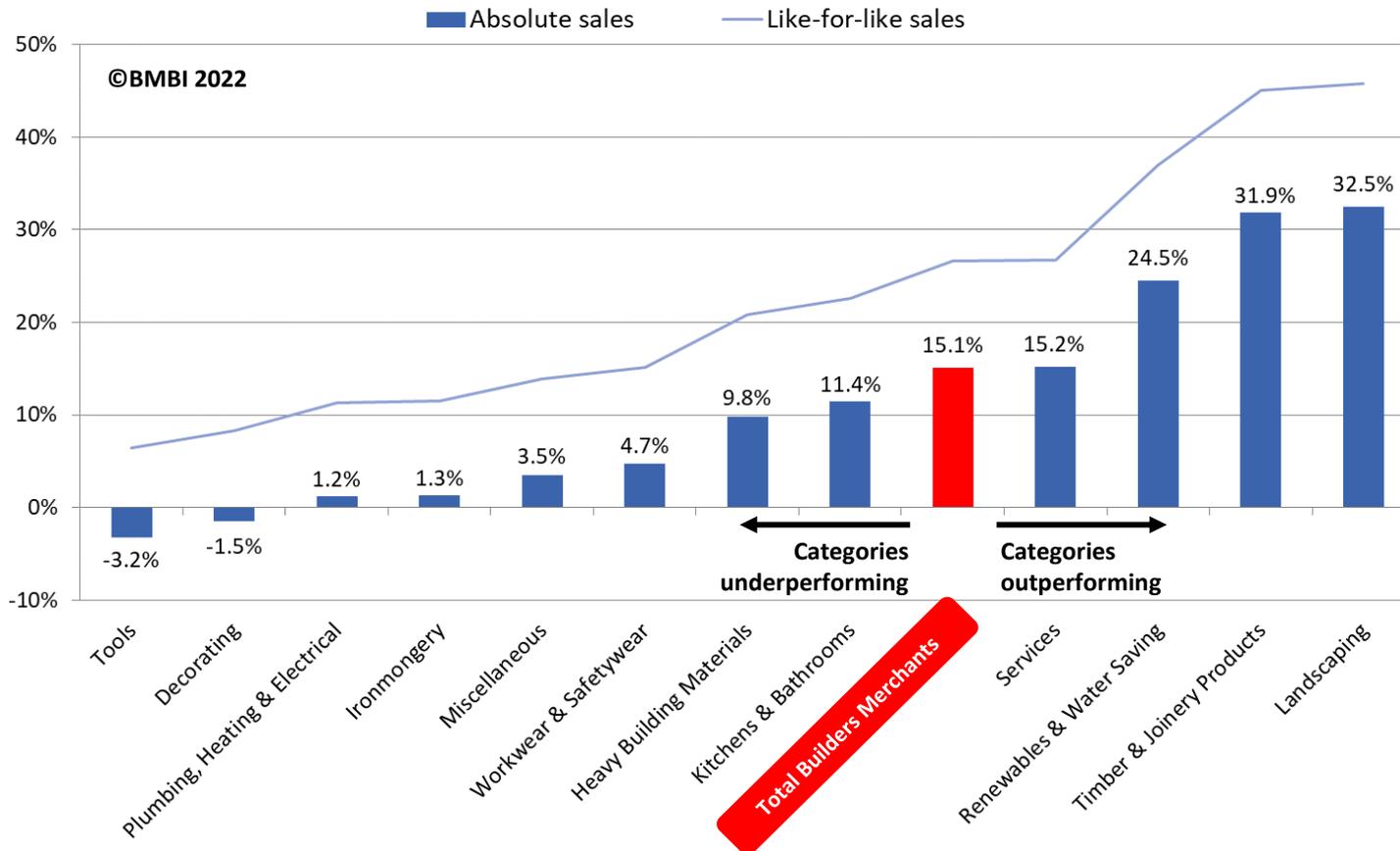
Monthly: This year v 2019

January 2022 3-year sales



Two less trading days this year. Like-for-like sales take trading day differences into account.

3-year comparison: January 2022 v January 2019



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

Values shown for absolute sales

Value sales of Landscaping (32.5%) and Timber & Joinery Products (+31.9%) grew much faster than other categories compared with January 2019.

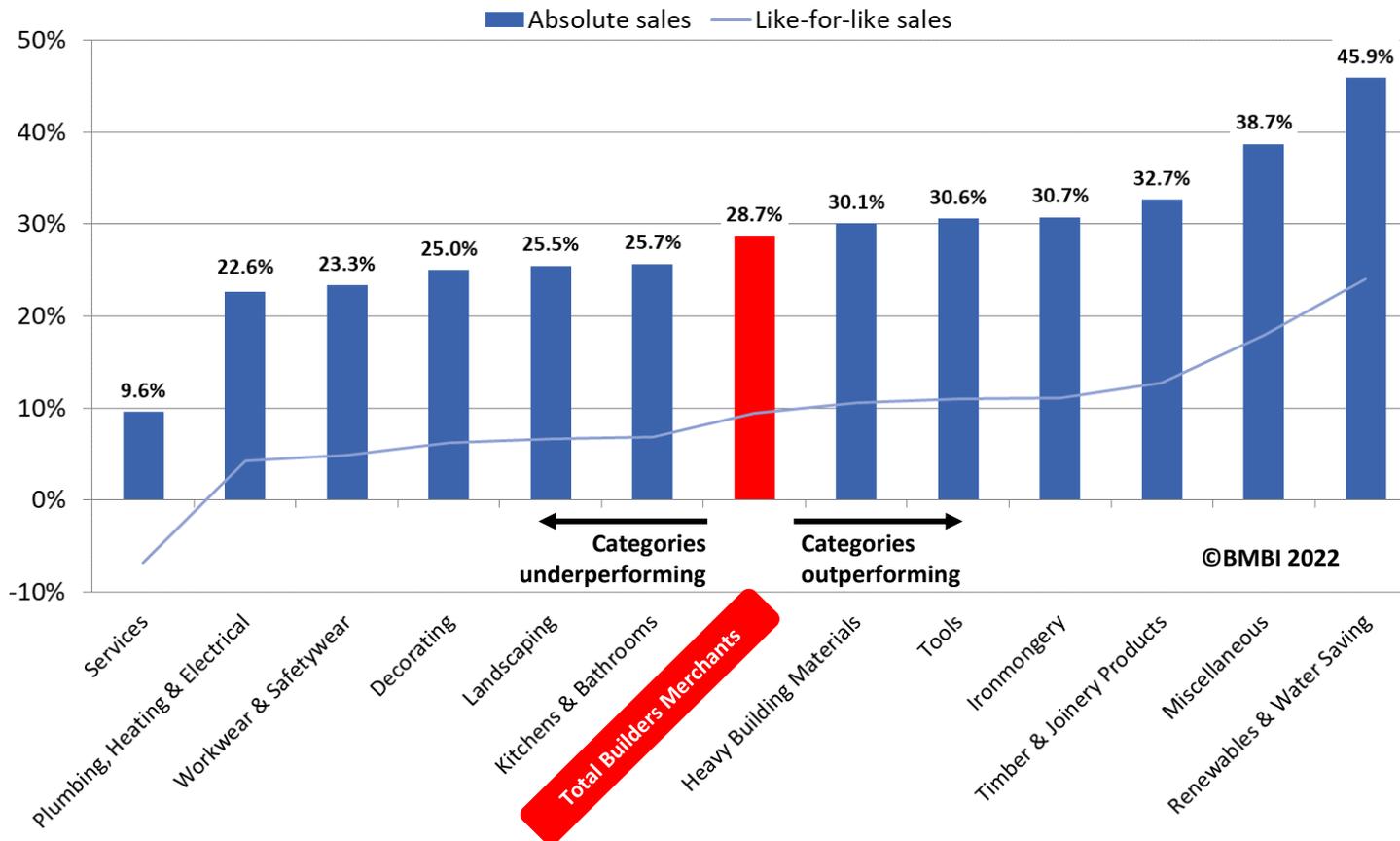
Monthly: This month v last month

January 2022 sales



Three more trading days this month. Like-for-like sales take trading day differences into account.

January 2022 v December 2021



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

Values shown for absolute sales

January 2022 sales grew strongly compared with December 2021, with the help of three more trading days this month. Like-for-like sales increased by 9.9%.

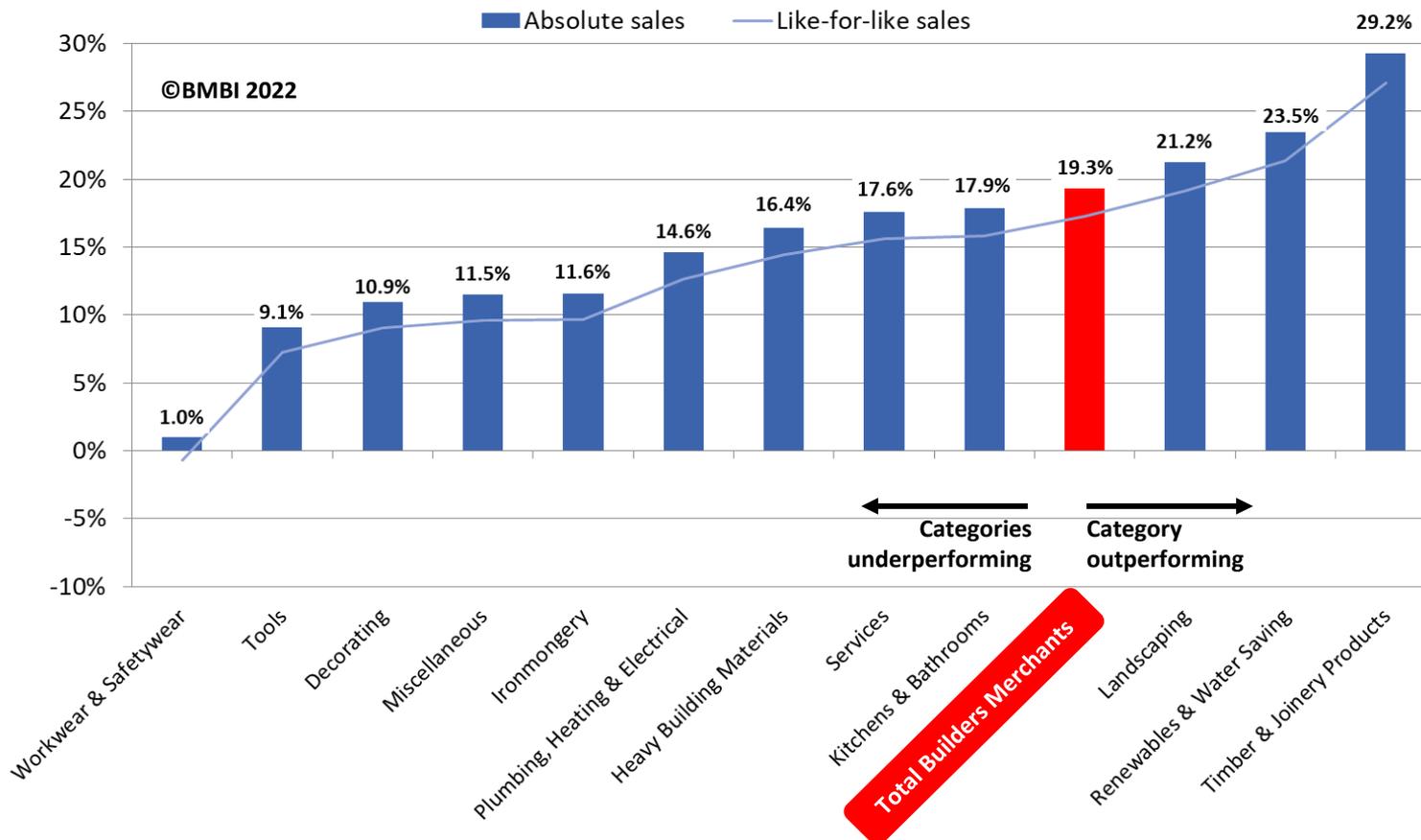
Latest 3 months: v last year

November 2021 to January 2022 sales



One more trading day this period. Like-for-like sales take trading day differences into account.

3 months Nov 21 to Jan 22 v 3 months Nov 20 to Jan 21



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

Values shown for absolute sales

Total sales in the last three months were 19.3% higher than in the same period last year. Timber & Joinery Products (+29.2%) grew fastest.

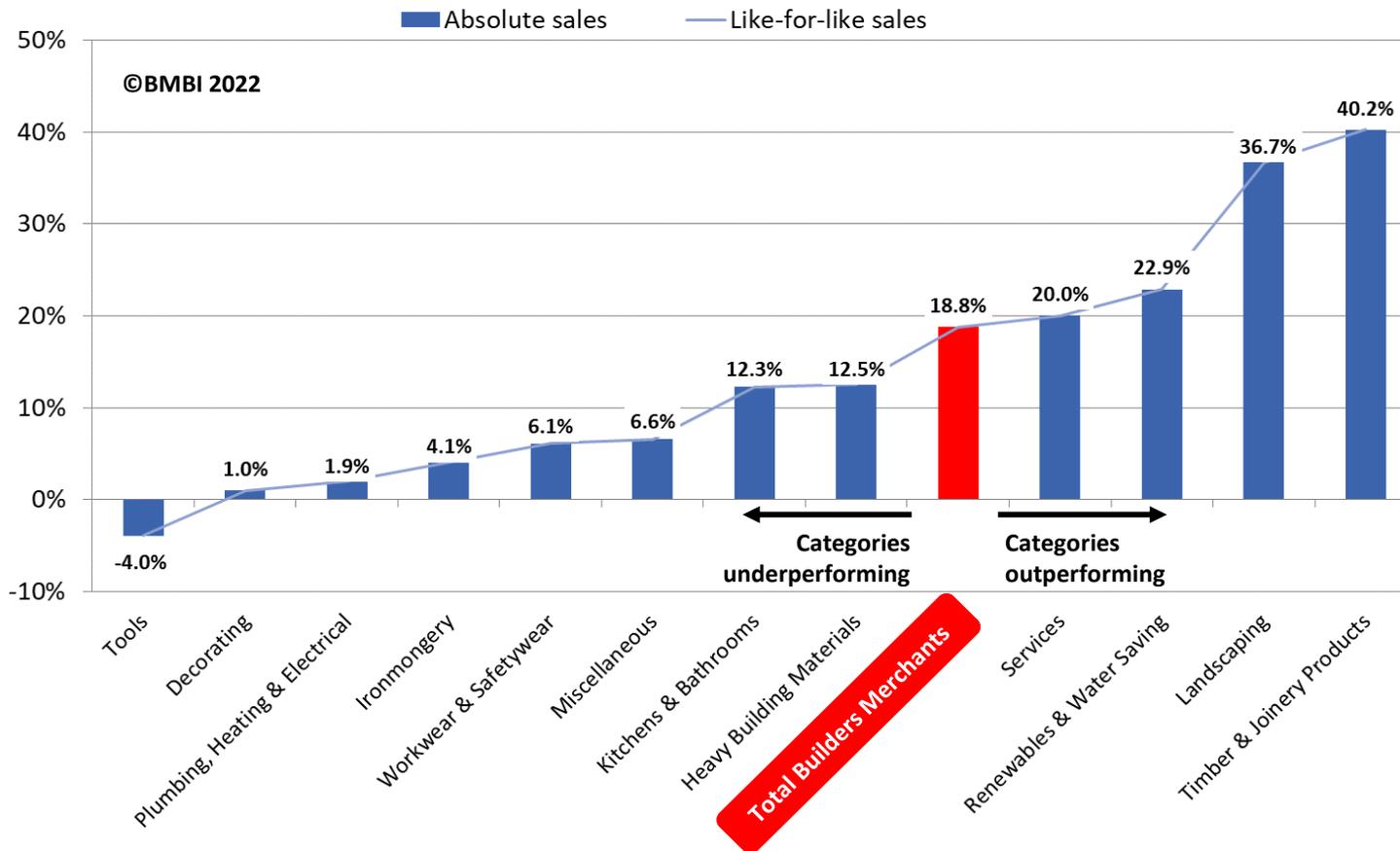
Latest 3 months: v 2019

November 2021 to January 2022 3-year sales



No difference in trading days this period. Like-for-like sales take trading day differences into account.

3-year comparison: Nov 21 to Jan 22 v Nov 18 to Jan 19



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

Values shown for absolute sales

Total sales in the last three months were 18.8% higher than in the same period three years ago (pre-Covid). Timber & Joinery Products was 40.2% higher.

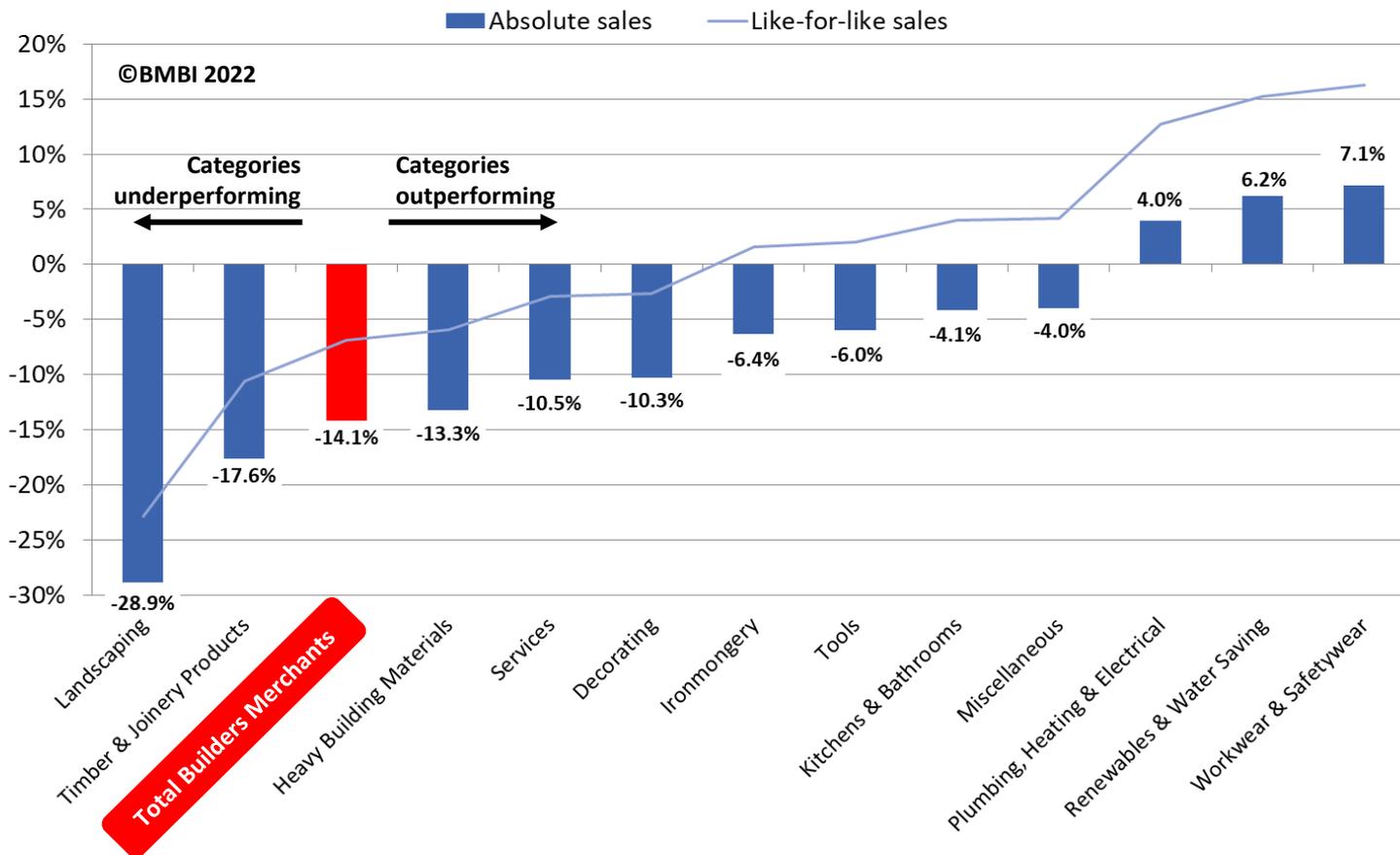
Latest 3 months: v previous 3 months

November 2021 to January 2022 sales



Five less trading days this period. Like-for-like sales take trading day differences into account.

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



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

Values shown for absolute sales

Total sales in the last three months were 14.1% lower than in the previous three months, not helped by five less trading days in the most recent period.

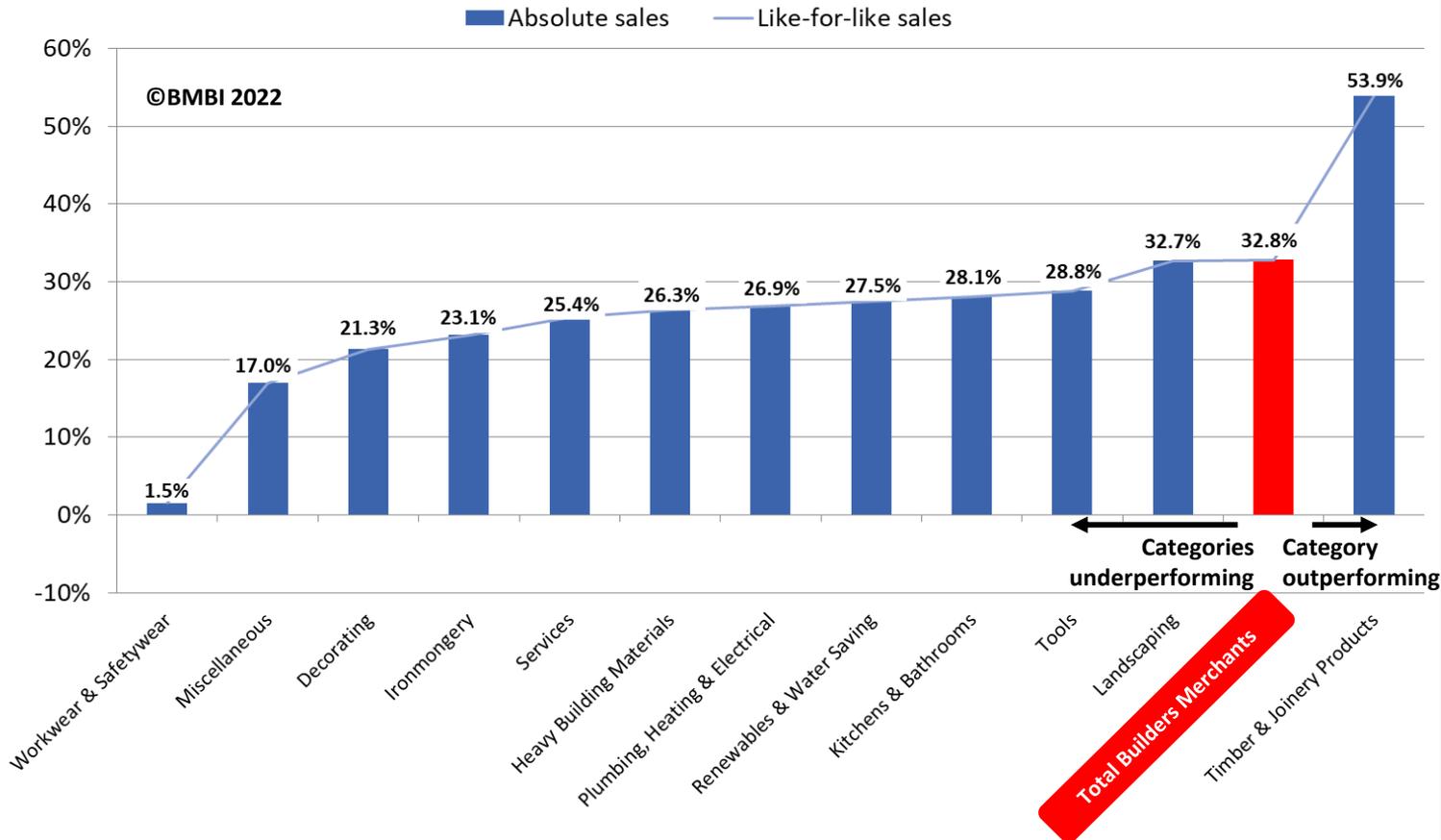
Last 12 Months: Year on Year

Absolute and like-for-like sales



No difference in trading days. Like-for-like sales take trading day differences into account.

12 months Feb 21 to Jan 22 v 12 months Feb 20 to Jan 21



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

Values shown for absolute sales

Sales in the twelve months to January 2022 were 32.8% higher than Covid-affected February 2020 to January 2021. Timber & Joinery Products (+53.9%) was well ahead of other categories.

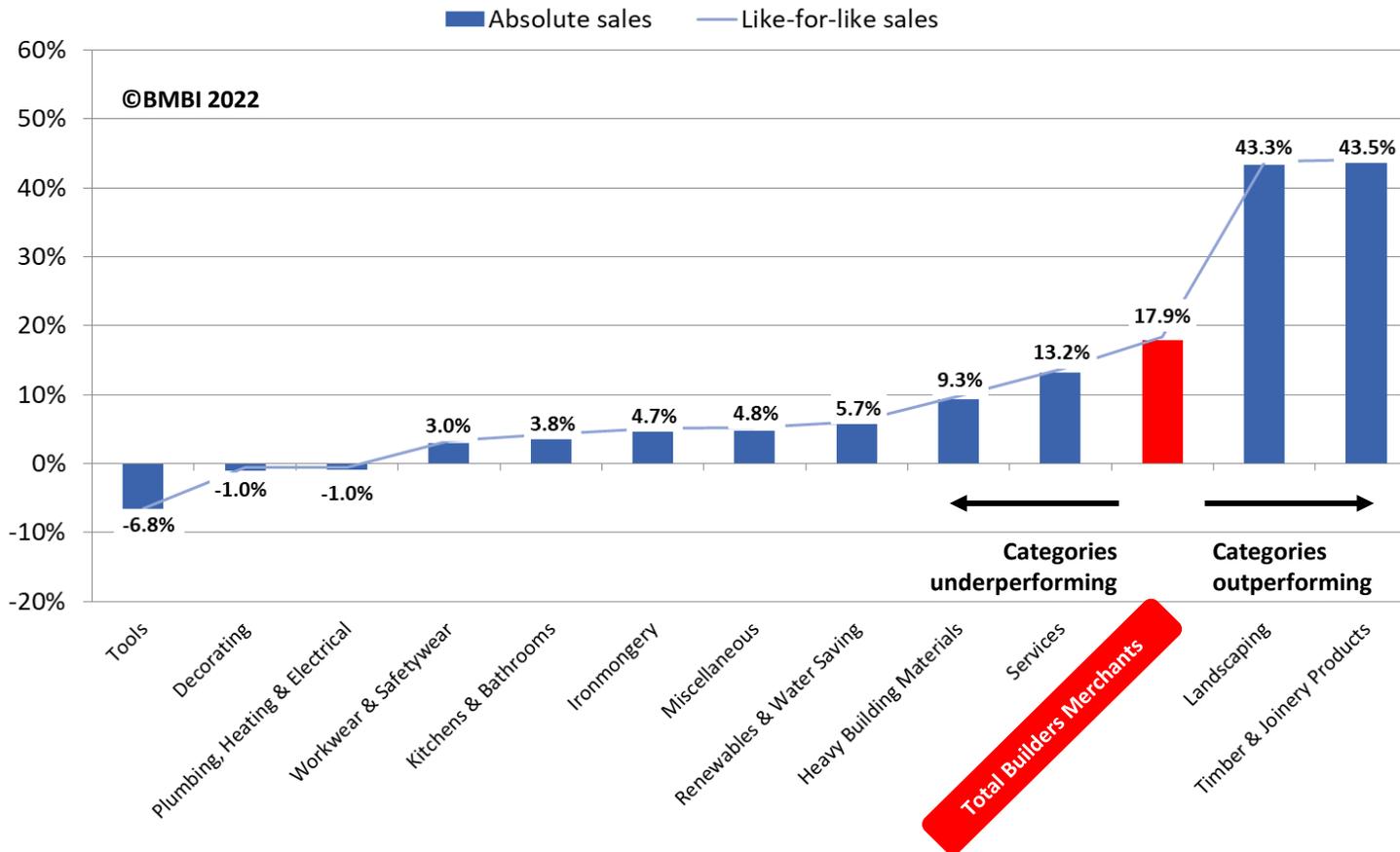
Last 12 Months: v 2019

Absolute and like-for-like sales



One less trading day this year. Like-for-like sales take trading day differences into account.

12 months Feb 21 to Jan 22 v 12 months Feb 18 to Jan 19



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

Values shown for absolute sales

Looking back three years, sales in the 12 months to January 2022 were 17.9% higher than in February 2018 to January 2019.

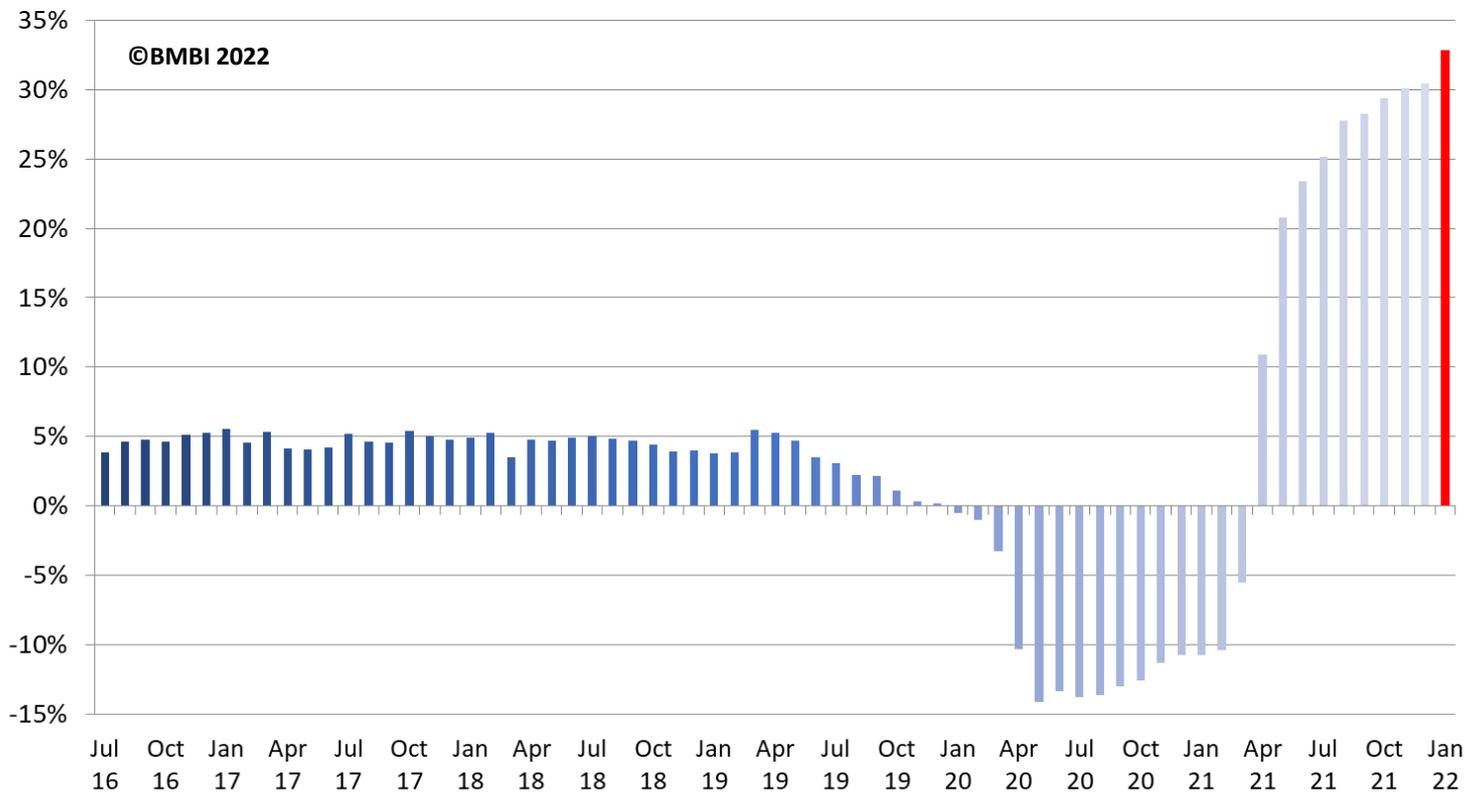
Landscaping and Timber & Joinery Products did particularly well.

12 months: Year on Year

MAT absolute sales



MAT: Total Builders Merchants July 2016 to January 2022



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

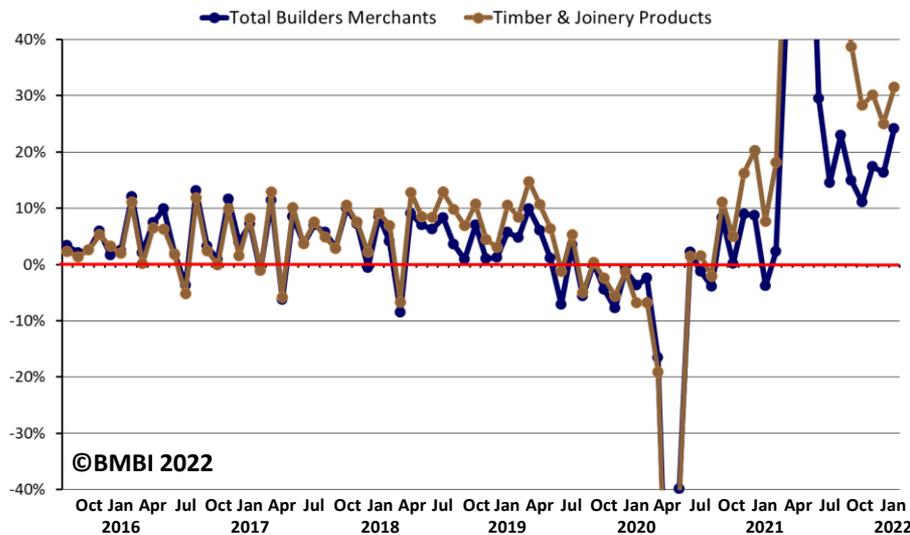
Values shown for
absolute sales

The 12 months to
January 2022
(+32.8%) saw the
largest year-on-year
increase since BMBI
started but this was
predominantly due
to the weak
performance in
February 2020 to
January 2021
(Covid).

Monthly Year-on-year

January 2022

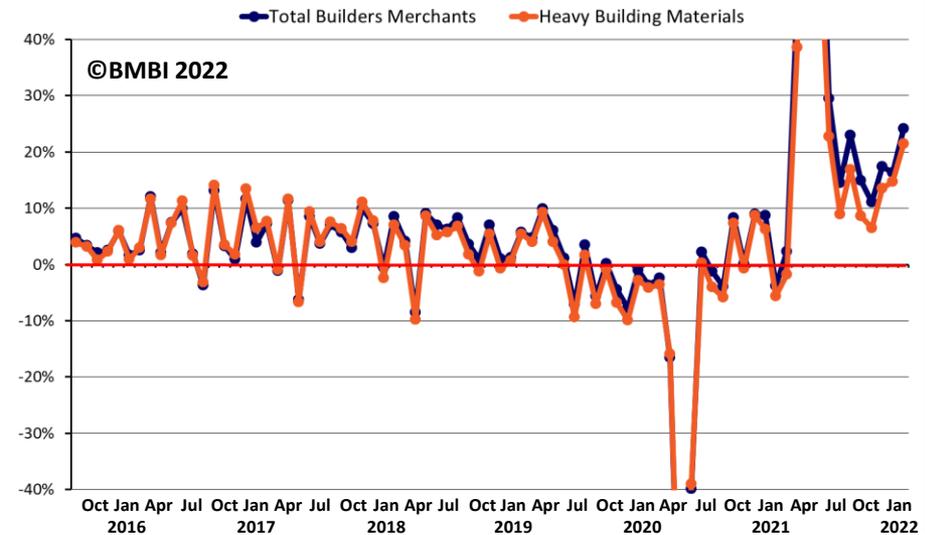
Timber & Joinery Products - Monthly



Covid19 peaks and troughs (off the chart)

April 2020 trough:	Timber & Joinery Products	-79.0%
	Total Builders Merchants	-76.5%
April 2021 peak:	Timber & Joinery Products	+555.8%
	Total Builders Merchants	+419.2%

Heavy Building Materials - Monthly



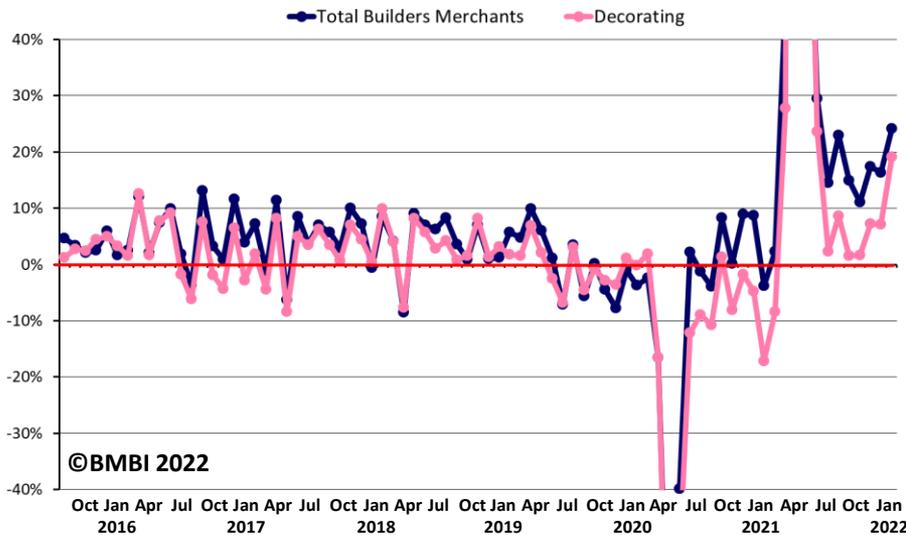
Covid19 peaks and troughs (off the chart)

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

Monthly Year-on-year

January 2022

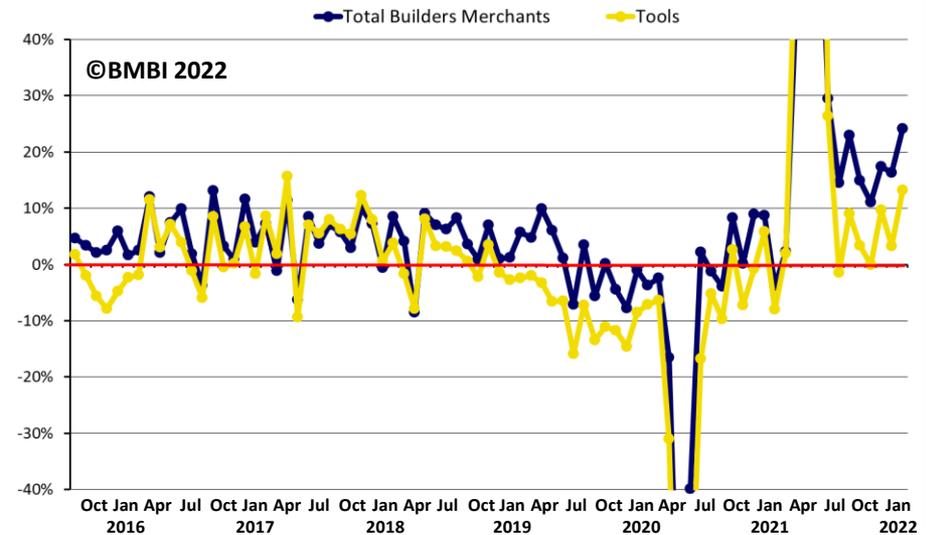
Decorating - Monthly



Covid19 peaks and troughs (off the chart)

April 2020 trough:	Decorating	-81.6%
	Total Builders Merchants	-76.5%
April 2021 peak:	Decorating	+472.1%
	Total Builders Merchants	+419.2%

Tools - Monthly



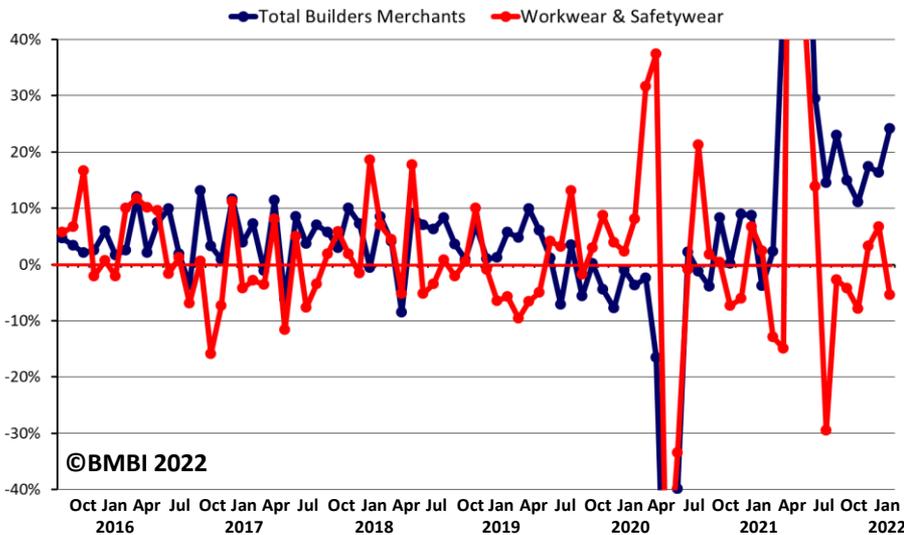
Covid19 peaks and troughs (off the chart)

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

Monthly Year-on-year

January 2022

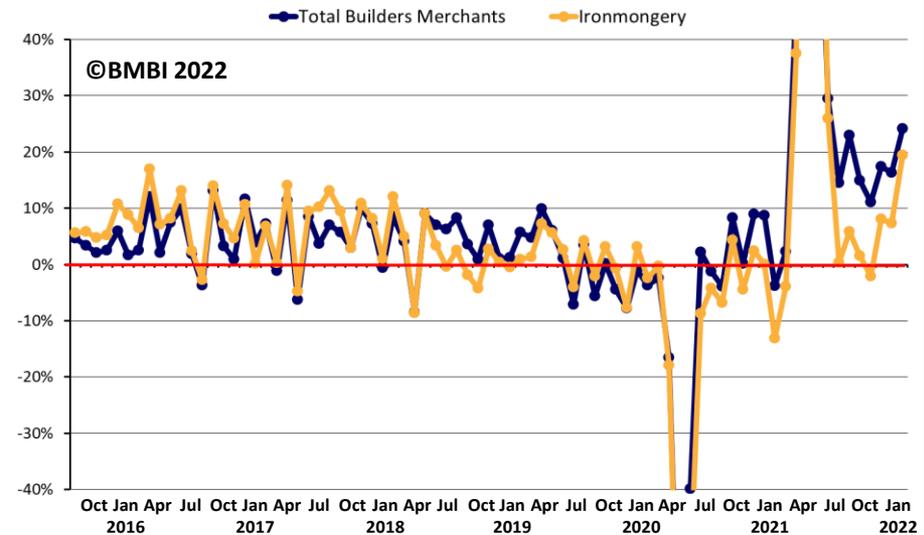
Workwear & Safetywear - Monthly



Covid19 peaks and troughs (off the chart)

April 2020 trough:	Workwear & Safetywear	-60.2%
	Total Builders Merchants	-76.5%
April 2021 peak:	Workwear & Safetywear	+175.8%
	Total Builders Merchants	+419.2%

Ironmongery - Monthly



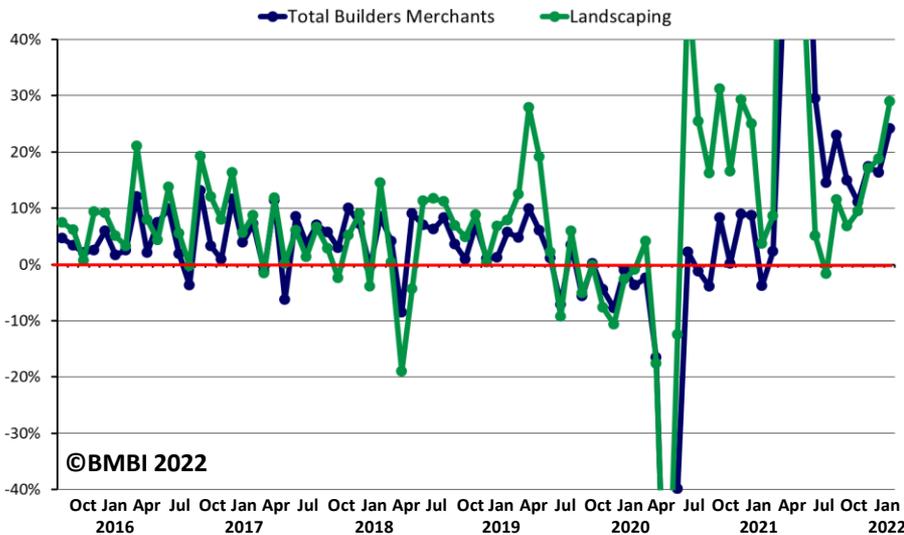
Covid19 peaks and troughs (off the chart)

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

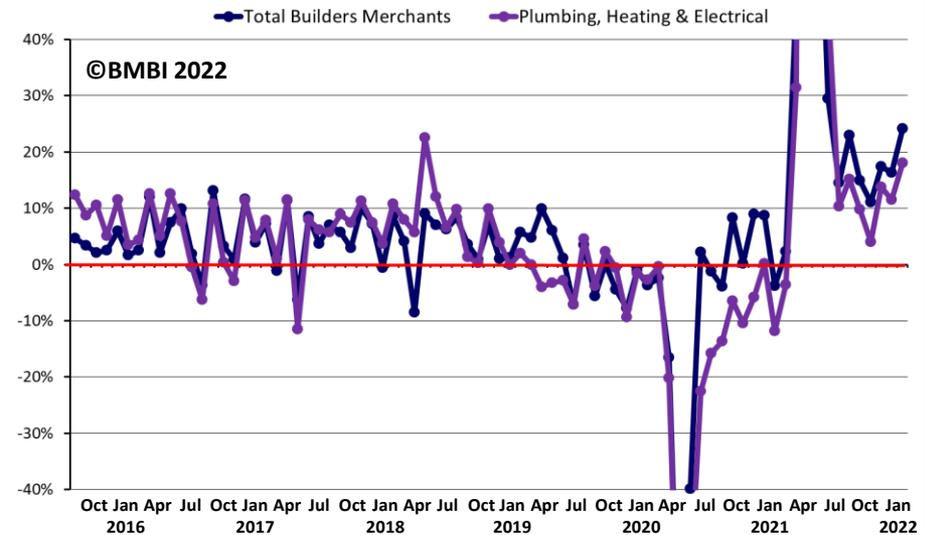
Monthly Year-on-year

January 2022

Landscaping - Monthly



Plumbing Heating & Electrical - Monthly



Covid19 peaks and troughs (off the chart)

April 2020 trough:	Landscaping	-74.4%
	Total Builders Merchants	-76.5%
April 2021 peak:	Landscaping	+538.4%
	Total Builders Merchants	+419.2%

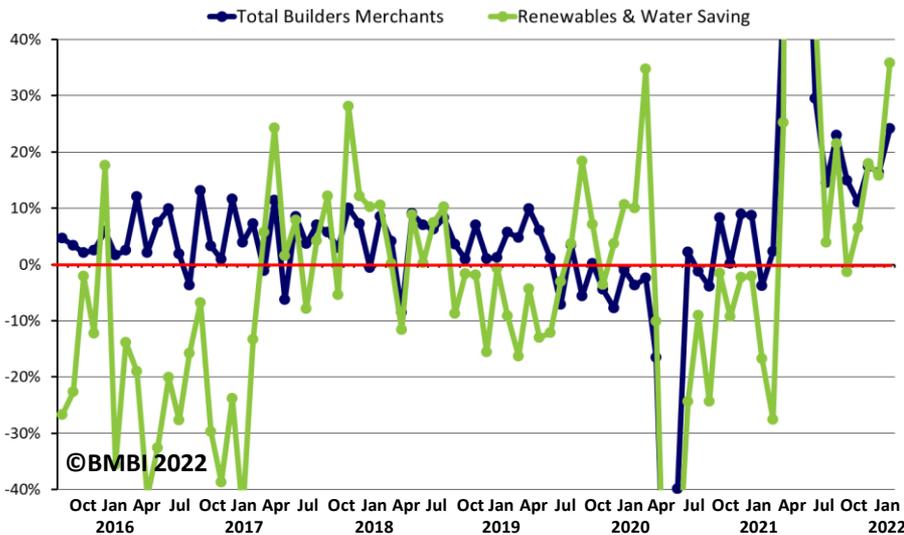
Covid19 peaks and troughs (off the chart)

April 2020 trough:	Plumbing Heating & Electrical	-77.9%
	Total Builders Merchants	-76.5%
April 2021 peak:	Plumbing Heating & Electrical	+369.9%
	Total Builders Merchants	+419.2%

Monthly Year-on-year

January 2022

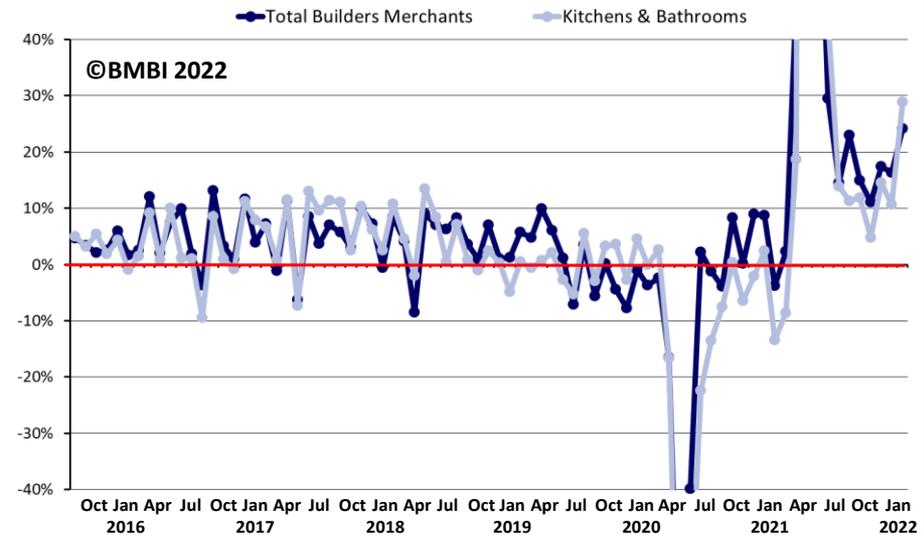
Renewables & Water Saving - Monthly



Covid19 peaks and troughs (off the chart)

April 2020 trough:	Renewables & Water Saving	-77.4%
	Total Builders Merchants	-76.5%
April 2021 peak:	Renewables & Water Saving	+518.1%
	Total Builders Merchants	+419.2%

Kitchens & Bathrooms - Monthly



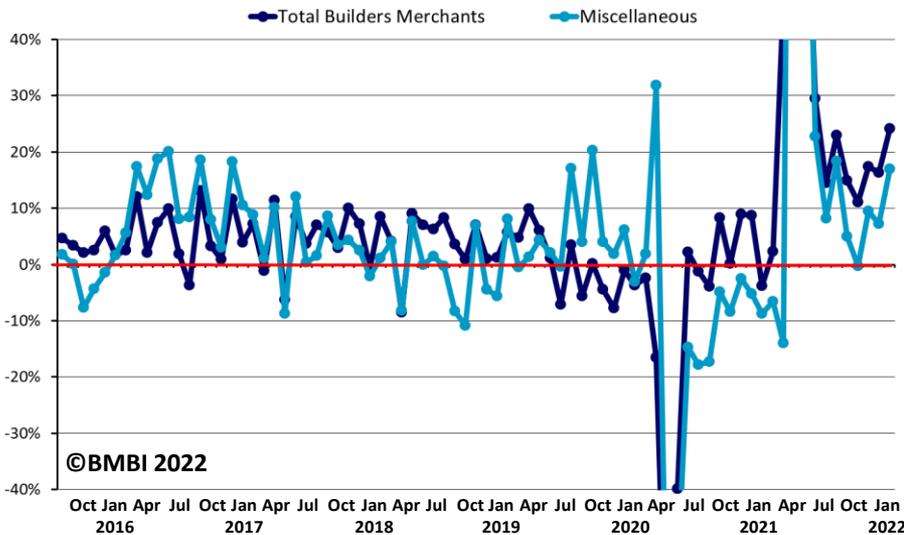
Covid19 peaks and troughs (off the chart)

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

Monthly Year-on-year

January 2022

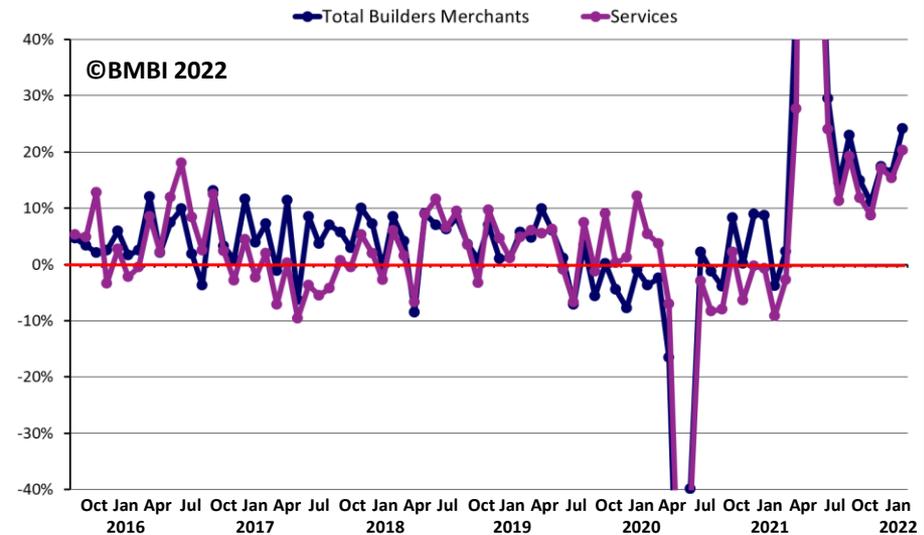
Miscellaneous - Monthly



Covid19 peaks and troughs (off the chart)

April 2020 trough:	Miscellaneous	-67.7%
	Total Builders Merchants	-76.5%
April 2021 peak:	Miscellaneous	+243.5%
	Total Builders Merchants	+419.2%

Services - Monthly



Covid19 peaks and troughs (off the chart)

April 2020 trough:	Services	-62.9%
	Total Builders Merchants	-76.5%
April 2021 peak:	Services	+204.2%
	Total Builders Merchants	+419.2%

Monthly: Index and Categories

January 2021* – January 2022

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



		2021												2022
MONTHLY SALES VALUE INDEX	Index	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Total Builders Merchants	100	100.7	109.4	151.9	150.6	141.4	157.1	151.1	139.3	147.9	140.4	145.0	97.1	125.0
Timber & Joinery Products	100	120.0	128.8	175.7	176.3	173.2	199.6	199.8	182.6	193.3	181.0	182.1	119.0	157.8
Heavy Building Materials	100	95.9	102.0	141.3	137.4	128.6	142.8	136.8	127.0	136.2	130.8	135.6	89.6	116.5
Decorating	100	85.8	95.7	121.7	113.2	106.5	116.7	115.0	108.7	114.8	113.5	118.5	81.7	102.2
Tools	100	84.4	93.7	120.8	110.7	98.2	100.2	97.6	93.6	101.8	100.9	109.8	73.2	95.7
Workwear & Safetywear	100	122.3	111.3	118.2	104.0	95.8	111.8	92.8	95.7	106.5	115.4	130.8	93.8	115.7
Ironmongery	100	103.1	111.5	143.1	137.4	127.0	137.0	129.2	120.2	129.2	124.6	132.8	94.2	123.2
Landscaping	100	90.1	111.9	222.5	257.0	220.5	235.1	204.8	175.3	171.9	148.5	143.7	92.6	116.2
Plumbing, Heating & Electrical	100	111.3	120.3	137.1	119.2	112.9	123.7	113.7	109.7	126.7	131.0	143.3	107.2	131.4
Renewables & Water Saving	100	62.6	62.3	85.9	78.8	72.7	80.1	72.1	70.6	70.9	71.5	82.9	58.3	85.1
Kitchens & Bathrooms	100	94.4	107.4	120.7	113.5	111.5	125.1	126.5	118.3	131.2	124.9	140.6	96.8	121.6
Miscellaneous	100	109.4	107.1	131.2	126.2	111.2	120.3	121.6	116.2	128.4	120.4	130.2	92.3	128.0
Services	100	93.5	103.3	134.5	128.8	123.5	131.4	132.8	130.2	133.4	127.7	135.1	102.7	112.5

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

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

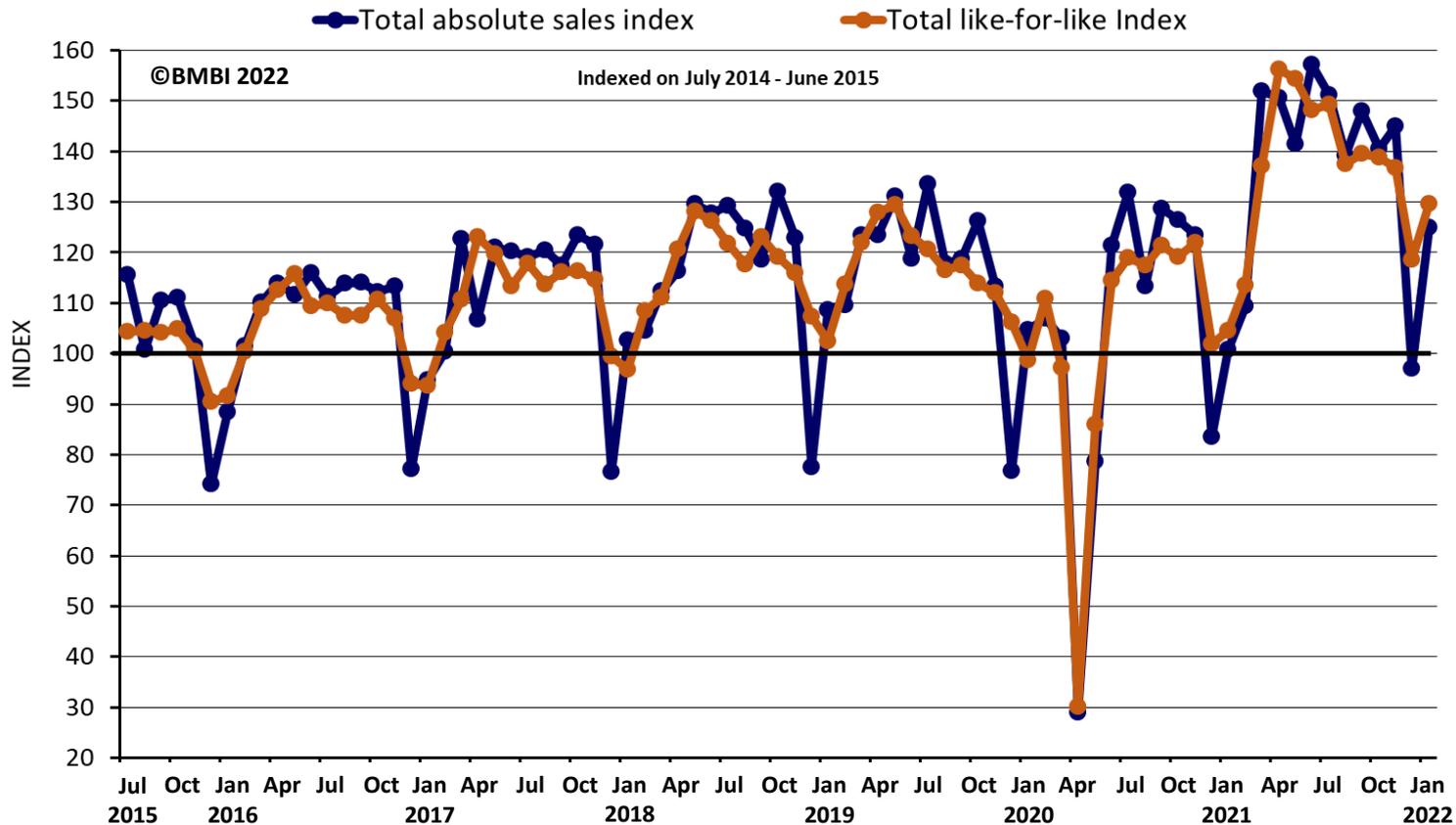
Monthly: Index

Absolute and like-for-like sales



One less trading day in January. Like-for-like sales take trading day differences into account.

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



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

Values shown for
absolute sales

This month saw the
highest January
index (125.0) since
BMBI started.

Monthly: Index and Categories

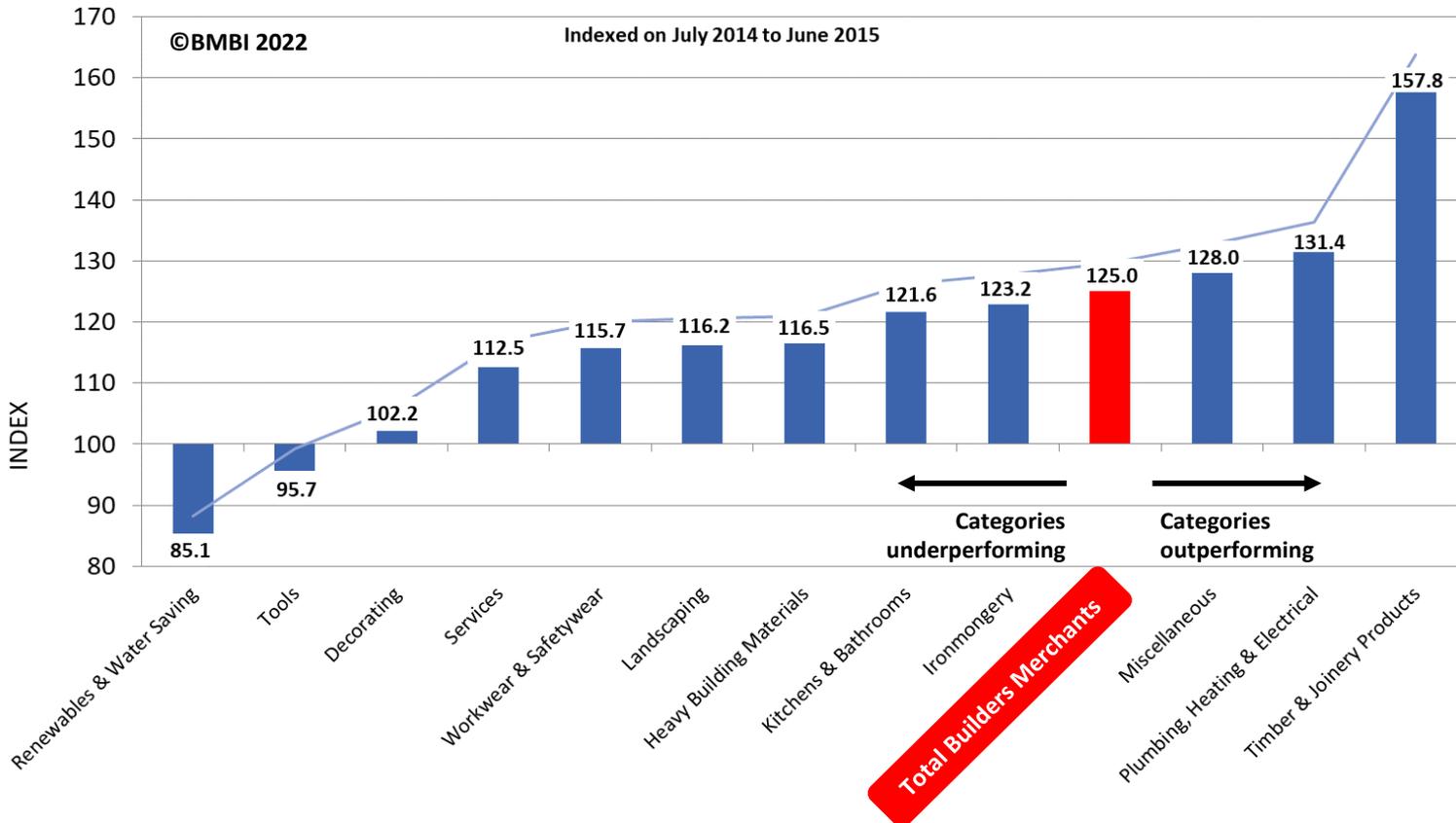
January 2022 index



One less trading day. Like-for-like sales take trading day differences into account.

January 2022 Index

Absolute sales — Like-for-like sales



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

Values shown for absolute sales

Ten of the twelve categories exceeded 100 in January with Timber & Joinery Products (157.8) doing best.

Trading Days



Monthly

Index: 20.8

2020											
Jan	Feb	Mar*	Apr*	May*	Jun	Jul	Aug	Sep	Oct	Nov	Dec
22	20	22	20	19	22	23	20	22	22	21	17
2021											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
20	20	23	20	19	22	21	21	22	21	22	17
2022											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
20											

Quarterly

Index: 62.3

2020			
Q1	Q2	Q3	Q4
64	61	65	60
2021			
Q1	Q2	Q3	Q4
63	61	64	60
2022			
Q1	Q2	Q3	Q4

Half Year

2020	
H1	H2
125	125
2021	
H1	H2
124	124
2022	
H1	H2

Full Year

2020
250
2021
248
2022

*Due to the Covid-19 pandemic, some merchants temporarily closed branches in the period March to May 2020, hence their trading days may have differed from the standard numbers shown above.

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

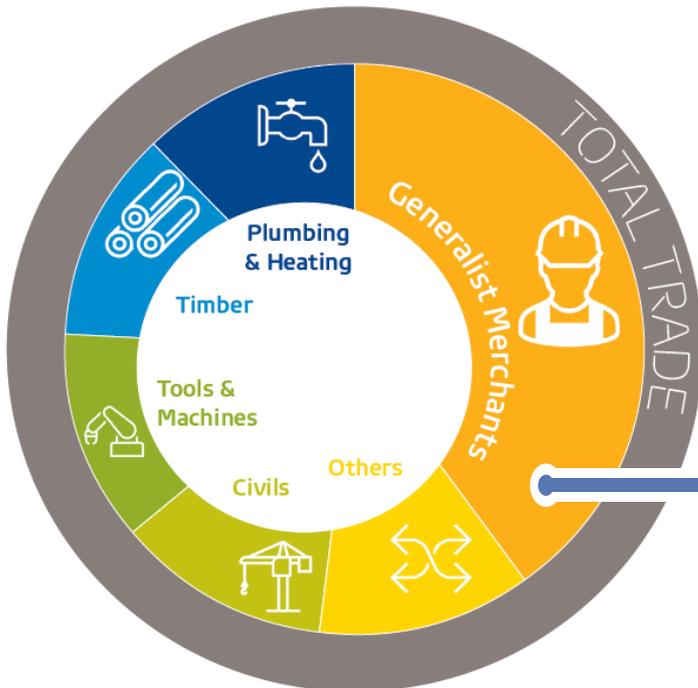
GfK's Definition of Builders Merchant Panel



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:



GfK Insights Methodology



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

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

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

GfK's Product Categories

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



Headline values available

Timber & Joinery Products

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

Heavy Building Materials

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

Decorating

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

Tools

Hand Tools
Power Tools
Power Tool Accessories
Ladders & Access Equipment

Workwear And Safetywear

Clothing
Safety Equipment

Ironmongery

Fixings And Fastenings
Security
Other Ironmongery

Landscaping

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

Plumbing Heating & Electrical

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

Renewables And Water Management

Water Saving
Renewables & Ventilation

Kitchens & Bathrooms

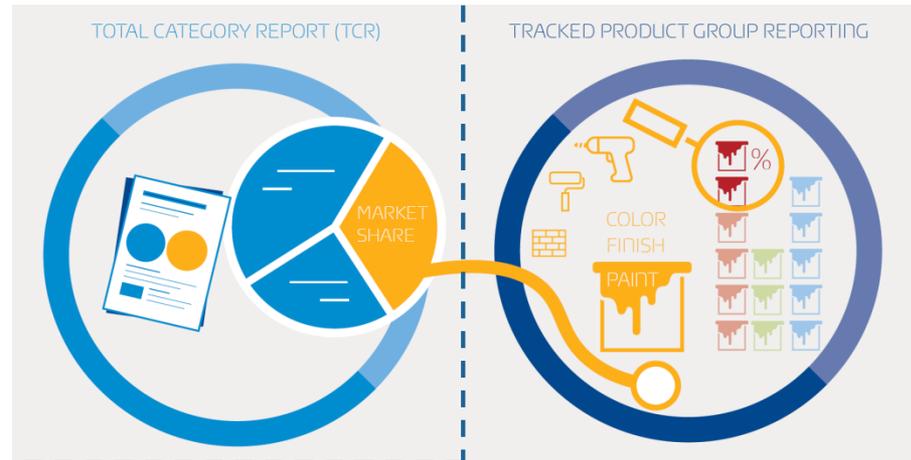
Bathroom (Including Showering)
Fitted Kitchens
Major Appliances

Miscellaneous

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

Services

Toolhire / Hire Services
Other Services



In-depth product group reporting

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

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

Available categories:

Heavyside

Bricks
Insulation

Lightside

Emulsion Paints (incl. Masonry & Base)
Trim Paints
Primers/Undercoats
Woodcare
Adhesives
Sealants
Fillers/PU Foam
Tile Fixing (Adhesives/Grout)

“building **excellence**
in materials supply”



“building **excellence**
in materials supply”

BMF (Builders Merchant Federation) Forecast Report

BMF Forecast Report

Winter 2021/22 edition



Builders Merchants Industry Forecast Report

The ninth edition of the BMF's Builders Merchants Industry Forecast, covering Winter 2021/22 onwards, is available now.

While Builders Merchants Building Index (BMBI) data, which is provided by GfK and is based on actual sales category performance, has enabled users to see which products and regions are currently growing, the forecast report takes this one stage further to meet the industry's need for accurate forecasting.

The BMF forecast model incorporates several lead indicators to signal future events that will impact our markets.

Using BMBI data coupled with advanced modelling techniques the BMF has developed a channel-specific forecasting model to show what is likely to happen in the next 12 months, making it possible for merchants and suppliers to forecast their customers' requirements more accurately.

The report is updated on a quarterly basis, with the Winter 2021/22 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 Sarup Ubhi on 024 7685 4994 or email: sarup.ubhi@bmf.org.uk



Building the Industry & Building Brands from Knowledge



Contact us

For further information



Emile van der Ryst

Senior Client Insight Manager - Trade

Emile.van-der-ryst@gfk.com

+44 (0) 20 7890 9615



Sarup Ubhi

Industry analyst / economist

sarup.ubhi@bmf.org.uk

+44 (0) 24 7685 4994



Ralph Sutcliffe

Business Development Director

ralph@mra-research.co.uk

+44 (0) 1453 521621