

“building **excellence**
in materials supply”

Builders Merchant Building Index



Monthly report for July 2023

(Published 22 September 2023)

Highlights

Total Merchants sales in August 2022 to July 2023 were flat (+0.0%) compared to August 2021 to July 2022, with volume down -12.2% and prices up +13.9%. Full comment on pages [7-8](#).

BMBI Report July 2023 Highlights

(unadjusted for trading days)

www.bmbi.co.uk

+8.5%



May 2023 - Jul 2023 total
sales up +8.5%
on Feb 2023 - Apr 2023

+0.0%



Moving annual total sales
flat +0.0%
on Aug 2021 - Jul 2022



Jul 2023 sales -0.4% lower
than Jul 2022

-0.4%



Jul 2023 sales down -5.5%
on Jun 2023

-5.5%

“Total sales in May 2023 to July 2023 were +8.5% higher than in February 2023 to April 2023, with volume up +11.4% and prices down -2.6%.”

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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 July 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.

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 Q2 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: Q2 2023 Report](#)

Expert for Bricks & Roof Tiles:



Kevin Tolson
Commercial Director
Wienerberger UK

[Read latest Comment: Q2 2023 Report](#)

Expert for Natural Stone & Porcelain Paving:



Krystal Williams
Managing Director
Pavestone UK Ltd

[Read latest Comment: Q2 2023 Report](#)

Expert for Fasteners and Fixings:



Ian Doherty
Chief Executive
Owlett-Jaton

[Read latest Comment: Q2 2023 Report](#)

Expert for Roof Windows:



Jim Blanthorne
Managing Director
Keylite Roof Windows

[Read latest Comment: Q2 2023 Report](#)

Expert for Wood-Based Panels:



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

[Read latest Comment: Q2 2023 Report](#)

The Expert Panel

Speaking for their markets - 2

Expert for Windows & Doors:



deceuninck

Rob McGlennon
Managing Director
Deceuninck UK

[Read latest Comment: Q2 2023 Report](#)

Expert for Steel Lintels:



Keystone
LINTELS

Derrick McFarland
Managing Director
Keystone Lintels

[Read latest Comment: Q2 2023 Report](#)

Expert for Adhesives & Sealants:



Bostik

Mathew Whitehouse
Marketing Director
Bostik UK

[Read latest Comment: Q2 2023 Report](#)

Expert for Mineral Wool Insulation:

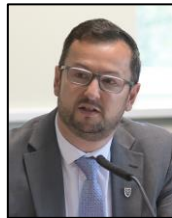


KNAUF INSULATION

Neil Hargreaves
Managing Director
Knauf Insulation

[Read latest Comment: Q2 2023 Report](#)

Expert for Cement & Aggregates:



Hanson
HEIDELBERGCEMENT Group

Andrew Simpson
Packed Products Director
Hanson Cement

[Read latest Comment: Q2 2023 Report](#)

Expert for Paint:



Dulux
TRADE

Paul Edworthy
Commercial Lead
Dulux Trade

[Read latest Comment: Q2 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: Q2 2023 Report](#)

The new Expert for Plumbing & Drainage is...



Brett Martin

Charles Burns
Divisional Director
Brett Martin

[Read latest Comment: Q2 2023 Report](#)

The new Expert for Heating & Cooling is...



Polypipe
Building Products

Matt Williams
Managing Director
Polypipe

[Read latest Comment: Q2 2023 Report](#)

Overview - 1

May to July value sales +8.5% up on previous 3 months. Volume +11.4%, prices -2.6%.

Total sales in May 2023 to July 2023 were +8.5% higher than in February 2023 to April 2023, with volume up +11.4% and prices down -2.6%. With two more trading days this period, like-for-like sales were +5.0% higher. Ten of the twelve categories sold more. Only Landscaping (+28.7%) and Heavy Building Materials (+9.5%) performed better than Merchants overall. Workwear & Safetywear (-5.0%) and Plumbing, Heating & Electrical (-6.2%) sold less.

July 2023 v July 2022

Total Builders Merchants value sales were down -0.4% in July 2023 compared with the same month last year. Volume sales were -7.9% lower with prices up +8.1%. There was no difference in trading days. Nine of the twelve categories sold more than in July 2022, led by Renewables & Water Saving (+51.2%). Plumbing, Heating & Electrical (+14.0%), Decorating (+13.6%), Tools (+11.1%) and Kitchens & Bathrooms (+10.1%) also increased with double digit growth. Landscaping (-7.2%) and Timber & Joinery Products (-12.1%) were weakest.

July 2023 v June 2023

Total Merchants sales were -5.5% lower in July 2023 than in June 2023. Volume sales were down -7.5% with price up +2.2%. With one less trading day this month, like-for-like sales (which take trading day differences into account) were -1.0% lower. Only three of the twelve categories sold more, led by Renewables & Water Saving (+15.5%). Landscaping (-15.6%) was weakest.

July Index:

July's overall BMBI index was 150.9. There was no difference in trading days. All categories exceeded 100, with seasonal category Landscaping (181.3) well out in front, followed by Kitchens & Bathrooms (157.6), Heavy Building Materials (150.9), Timber & Joinery Products (150.4) and Ironmongery (148.3). Tools (110.9) increased least.

Last three months, year on year

Total sales in May 2023 to July 2023 were -1.4% lower than in May 2022 to July 2022, with volume down -9.6% and prices up +9.1%. With one more trading day this year, like-for-like sales were down -2.9%. Nine of the twelve categories sold more. Renewables & Water Saving (+43.4%), Decorating (+14.0%) and Plumbing, Heating & Electrical (+11.9%) did best. Landscaping (-7.1%) and Timber & Joinery Products (-13.6%) were weakest.

Total Merchants sales were -5.5% lower in July 2023 than in June 2023. Volume sales were down -7.5% with price up +2.2%.

With one less trading day this month, like-for-like sales (which take trading day differences into account) were -1.0% lower.

Overview continues on the next page...

Overview - 2

... continued from the previous page:

Year-to-date

Total value sales in the year to date, January 2023 to July 2023 were -2.8% down on the previous period, January 2022 to July 2022. Volume sales were -13.9% lower with prices up +12.9%. With one more trading day this period, like-for-like sales were -3.5% lower. Nine of the twelve categories sold more. Renewables & Water Saving (+44.4%) grew the most, followed by Decorating (+13.2%) and Plumbing, Heating & Electrical (+11.4%). Landscaping (-13.8%) and Timber & Joinery Products (-15.3%) sold less.

MAT

Total Merchants sales in August 2022 to July 2023 were flat (+0.0%) compared to August 2021 to July 2022, with volume down -12.2% and prices up +13.9%. There was no difference in trading days. Nine of the twelve categories sold more. Renewables & Water Saving (+45.4%) did best but Plumbing, Heating & Electrical (+13.8%), Decorating (+13.5%), Workwear & Safetywear (+12.9%) and Kitchens & Bathrooms (+10.8%) all made double-digit growth. Landscaping (-9.9%) and Timber & Joinery Products (-13.3%) were weakest.

The year to date,
January to July 2023
sales, was -2.8%
down on the
previous period,
January to July
2022.

Volume sales were
-13.9% down with
prices up +12.9%.
With one more
trading day this
period, like-for-like
sales were -3.5%
lower.

Monthly: This year v last year

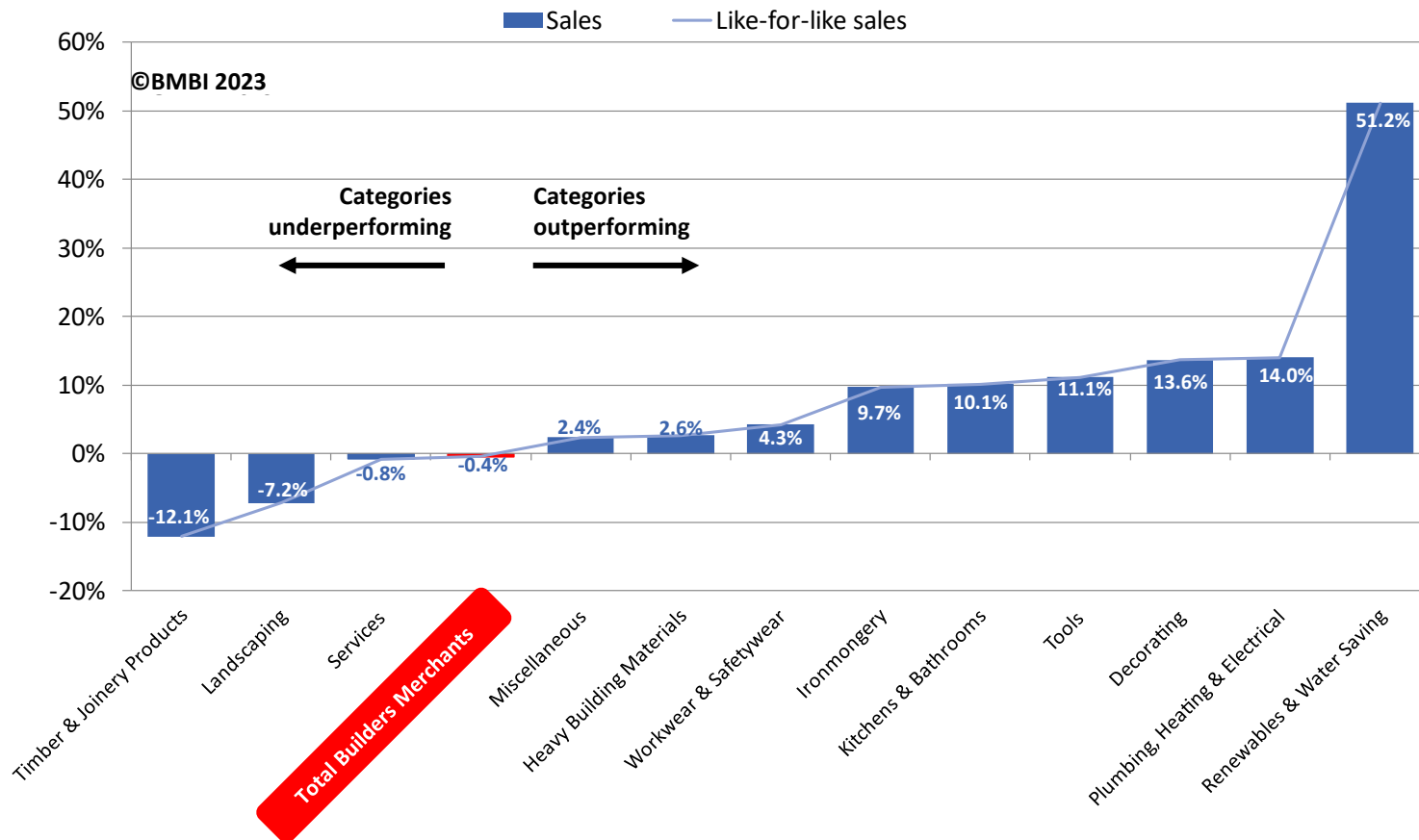
July 2023 sales

There was no difference in trading days (21).

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



July 2023 v July 2022



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

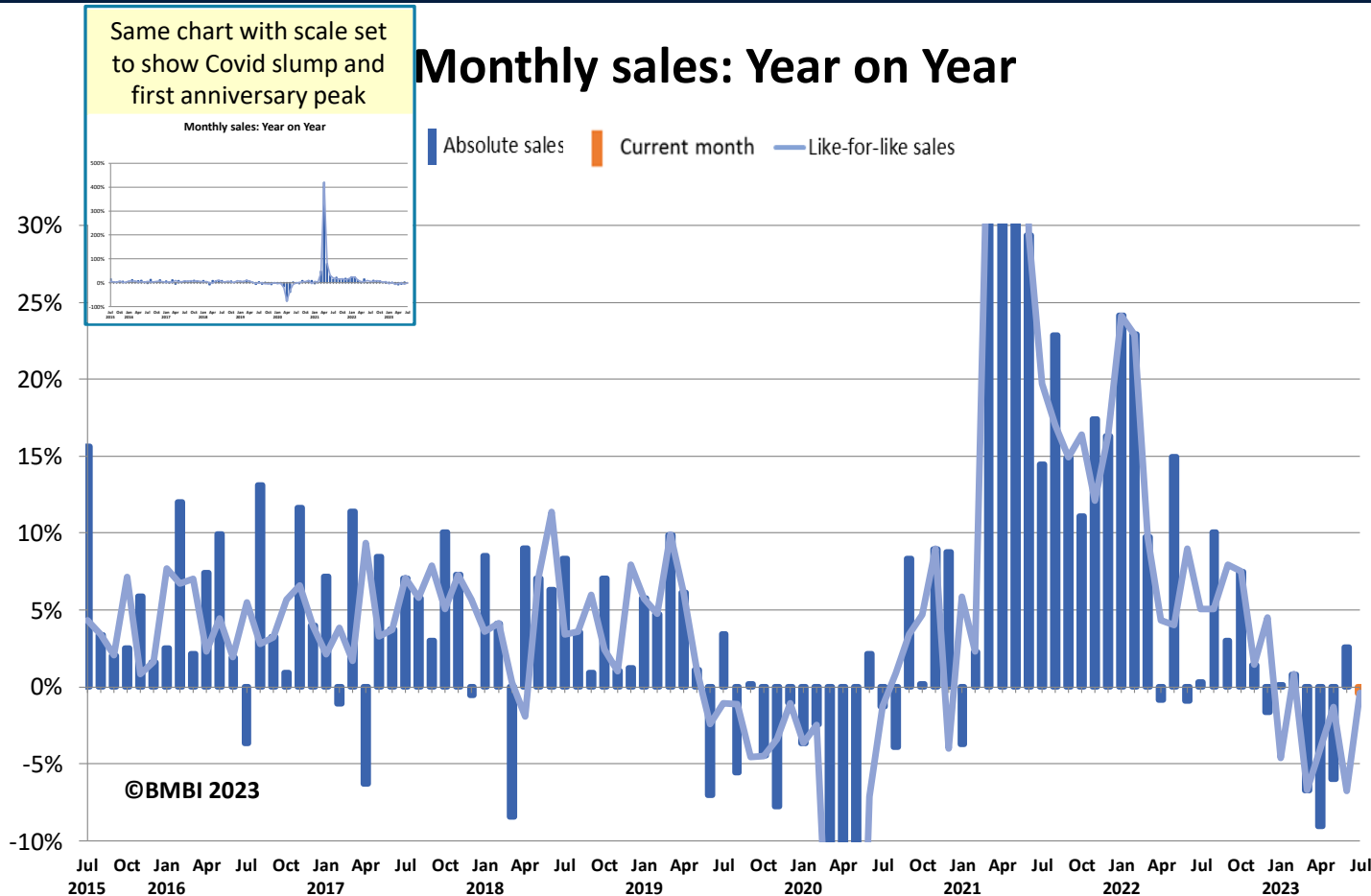
Nine of the twelve categories sold more than in July 2022, led by Renewables & Water Saving (+51.2%).

Monthly: Year on Year

Sales and Like-for-like sales

There was no difference in trading days (21).

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



Note: Year-on-year sales slumped to -73.6% in April 2020.

Year-on-year sales peaked at 419.2% in April 2021.

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

Total Builders Merchants value sales were down -0.4% in July 2023 compared with the same month last year.

Volume sales were -7.9% lower with prices up +8.1%.

Monthly: This month v last month

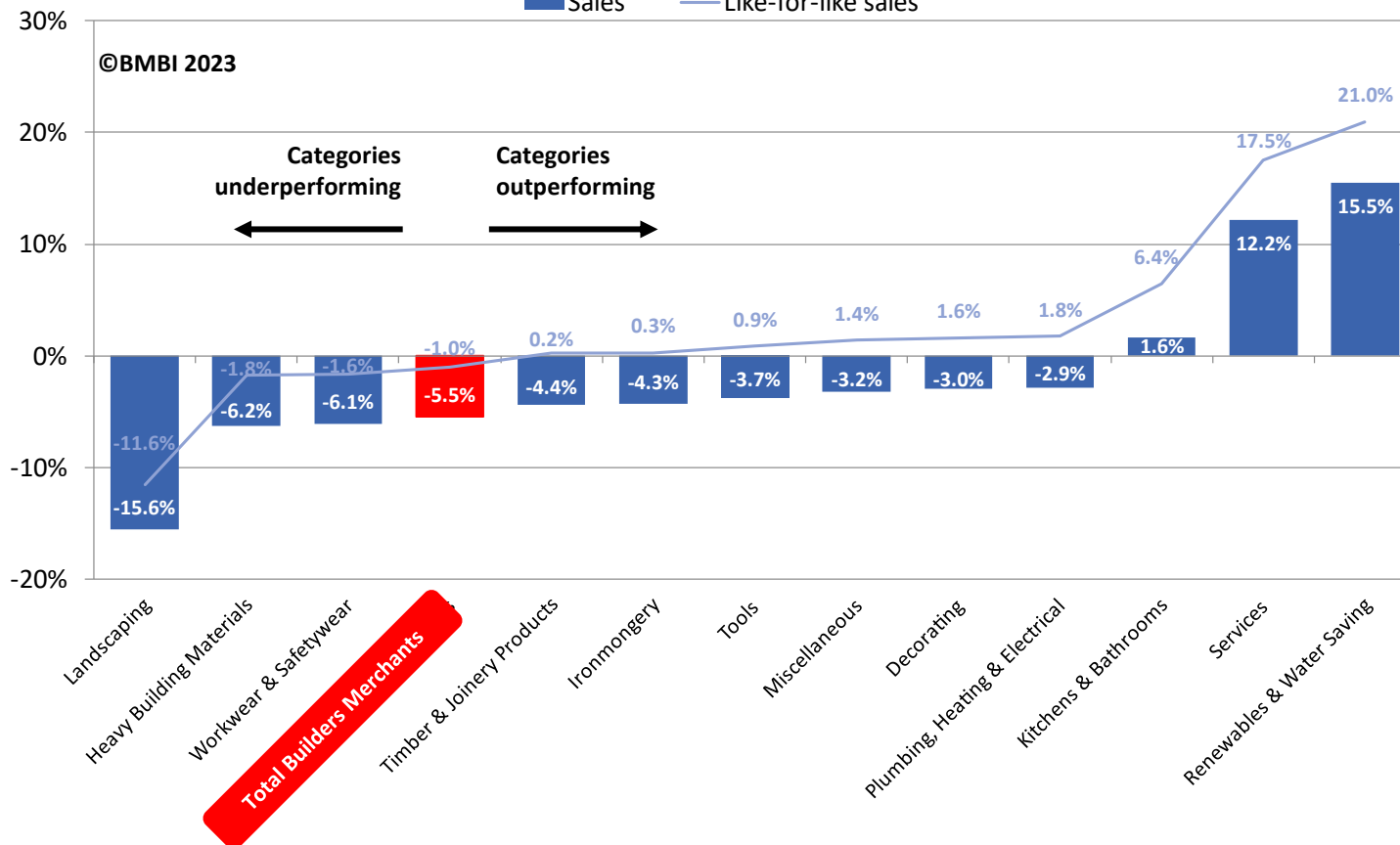
July 2023 sales

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



July 2023 v June 2023

Sales Like-for-like sales



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

Total Merchants
sales were -5.5%
lower in July than in
June 2023.

With one less trading
day this month, like-
for-like sales were
-1.0% lower.

Latest 3 months: v last year

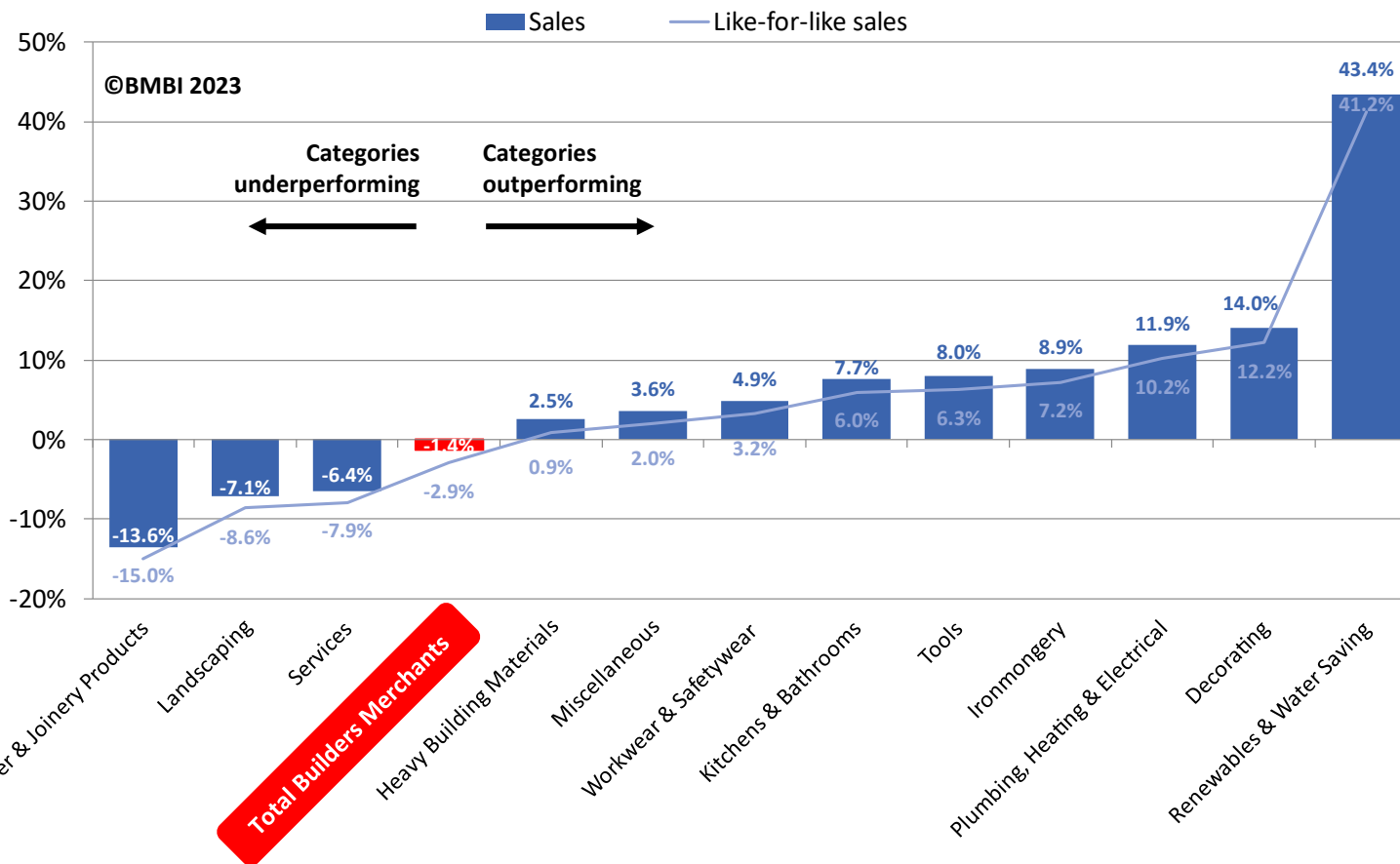
May 2023 to July 2023 sales

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



3 months May 23 to Jul 23 v 3 months May 22 to Jul 22

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



Total sales in May 2023 to July 2023 were -1.4% lower than in May to July 2022, with volume down -9.6% and prices up +9.1%.

Nine of the twelve categories sold more. Renewables & Water Saving (+43.4%), Decorating (+14.0%) and Plumbing, Heating & Electrical (+11.9%) did best.

Latest 3 months: v previous 3 months

May 2023 to July 2023 sales

63 trading days in the latest three months v 61 in the previous three months.

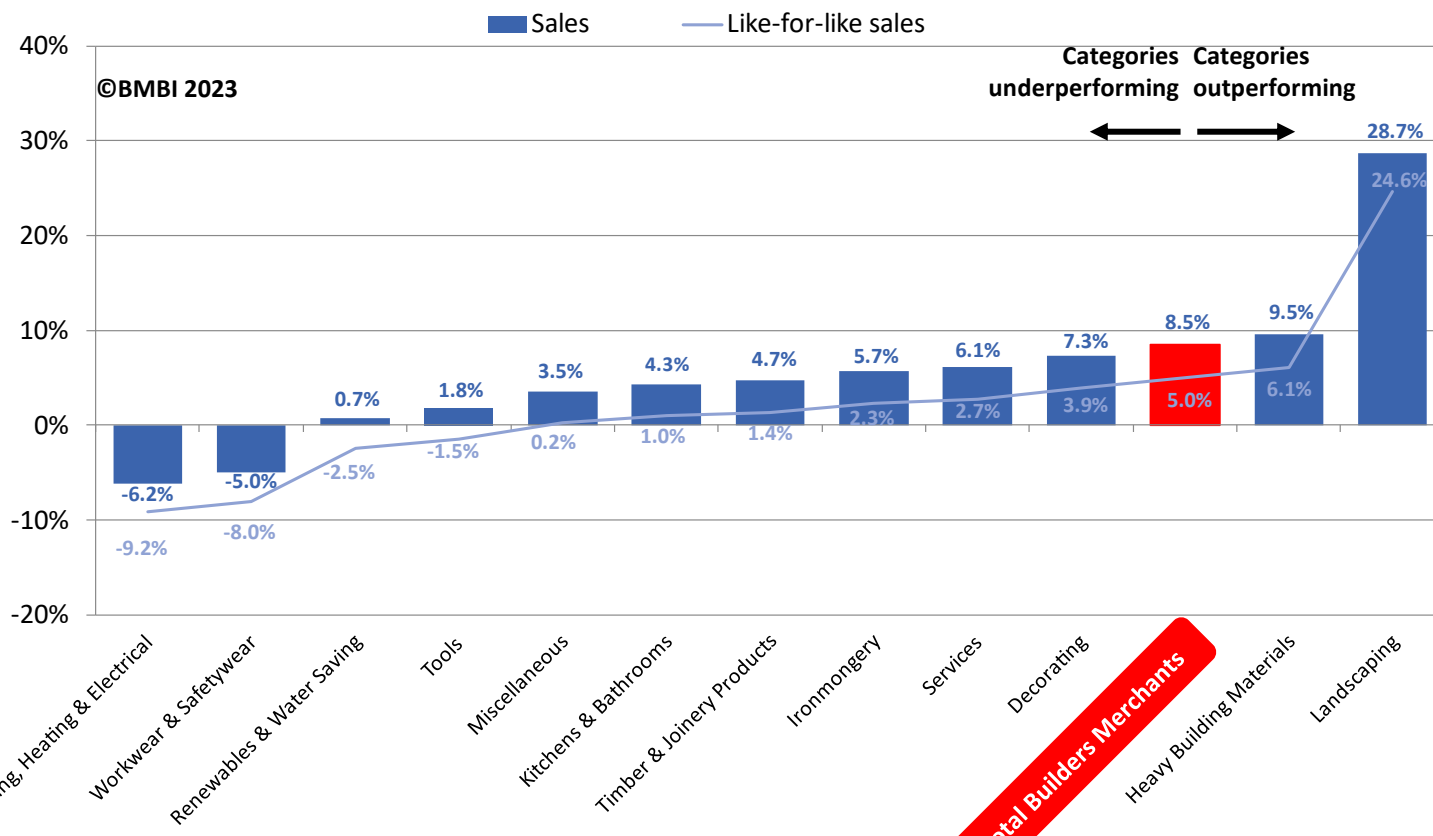
Like-for-like sales take trading day differences into account.

**Builders Merchant
Building Index**



3 months May 23 to Jul 23 v 3 months Feb 23 to Apr 23

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



Total sales in May to July 2023 were +8.5% higher than in February to April 2023, with volume up +11.4% and prices down -2.6%.

With two more trading days this period, like-for-like sales were +5.0% higher.

Year to date: v 2022

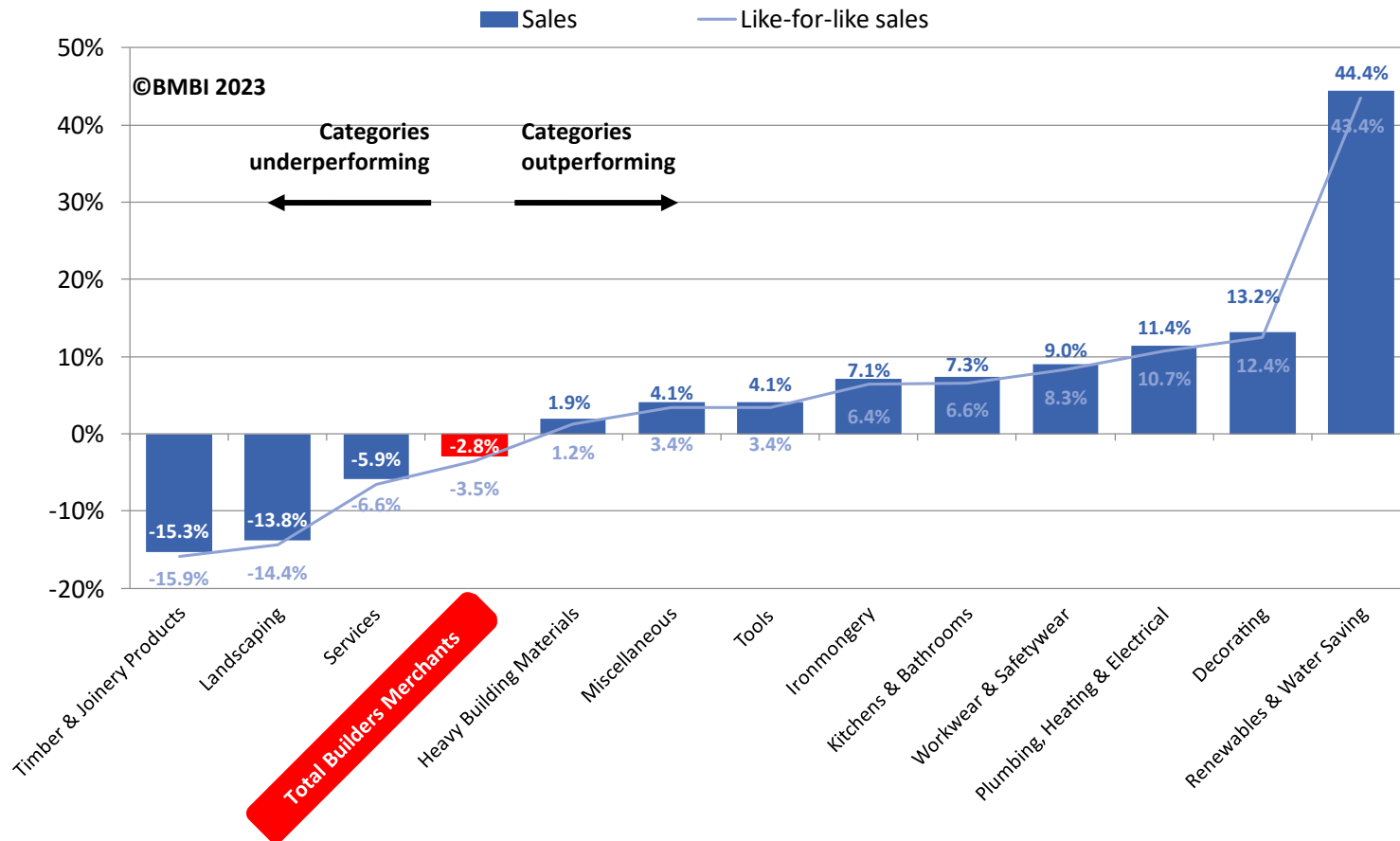
Last 7 months sales and like-for-like sales

145 trading days this year v 144 trading days last year.

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



Year to date: Jan 23 to Jul 23 v Jan 22 v Jul 22



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

Nine of the twelve categories sold more. Renewables & Water Saving (+44.4%) grew the most, followed by Decorating (+13.2%) and Plumbing, Heating & Electrical (+11.4%).

Last 12 Months: Year on Year

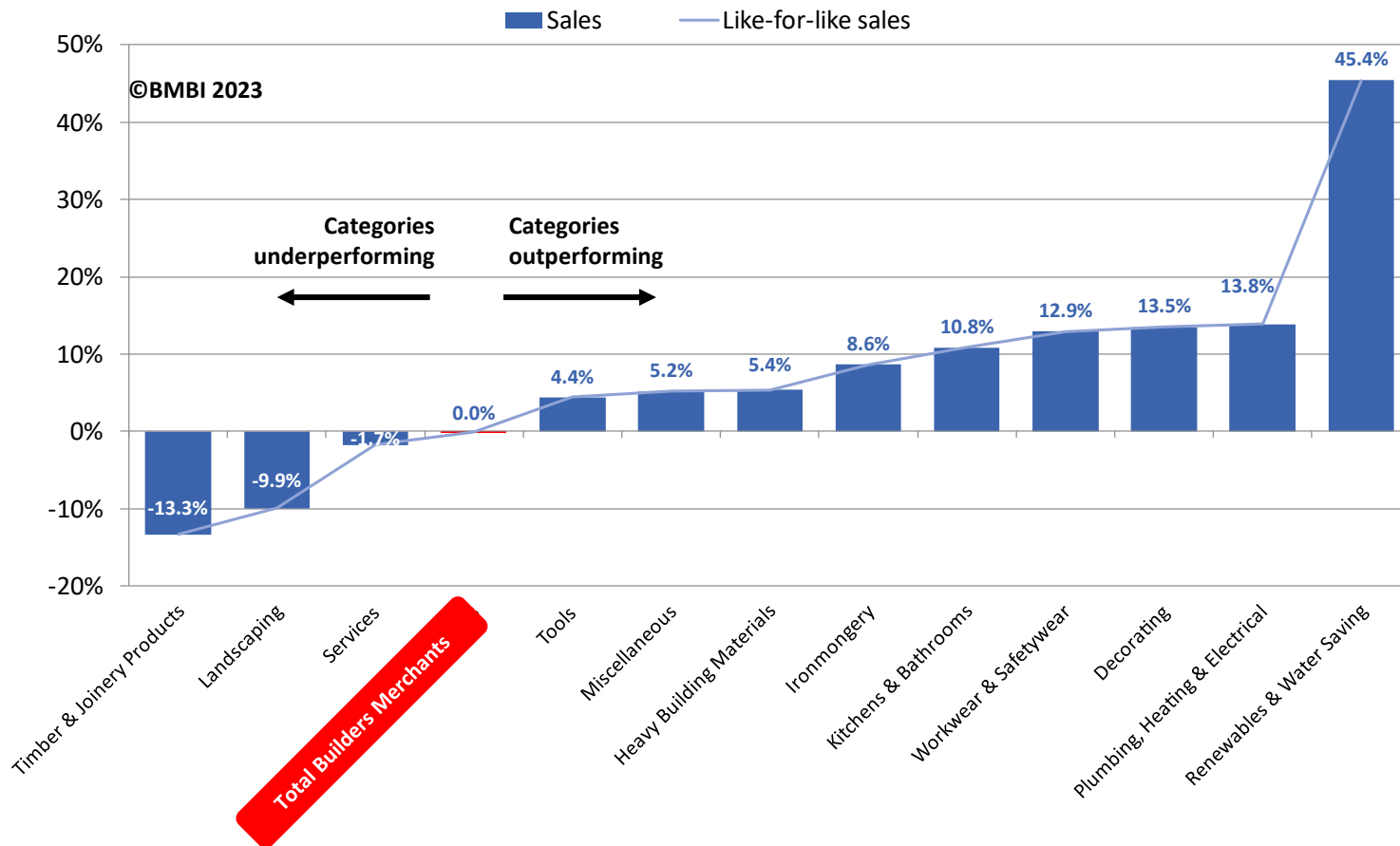
Sales and like-for-like sales

There was no difference in trading days (247).

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



12 months Aug 22 to Jul 23 v 12 months Aug 21 to Jul 22



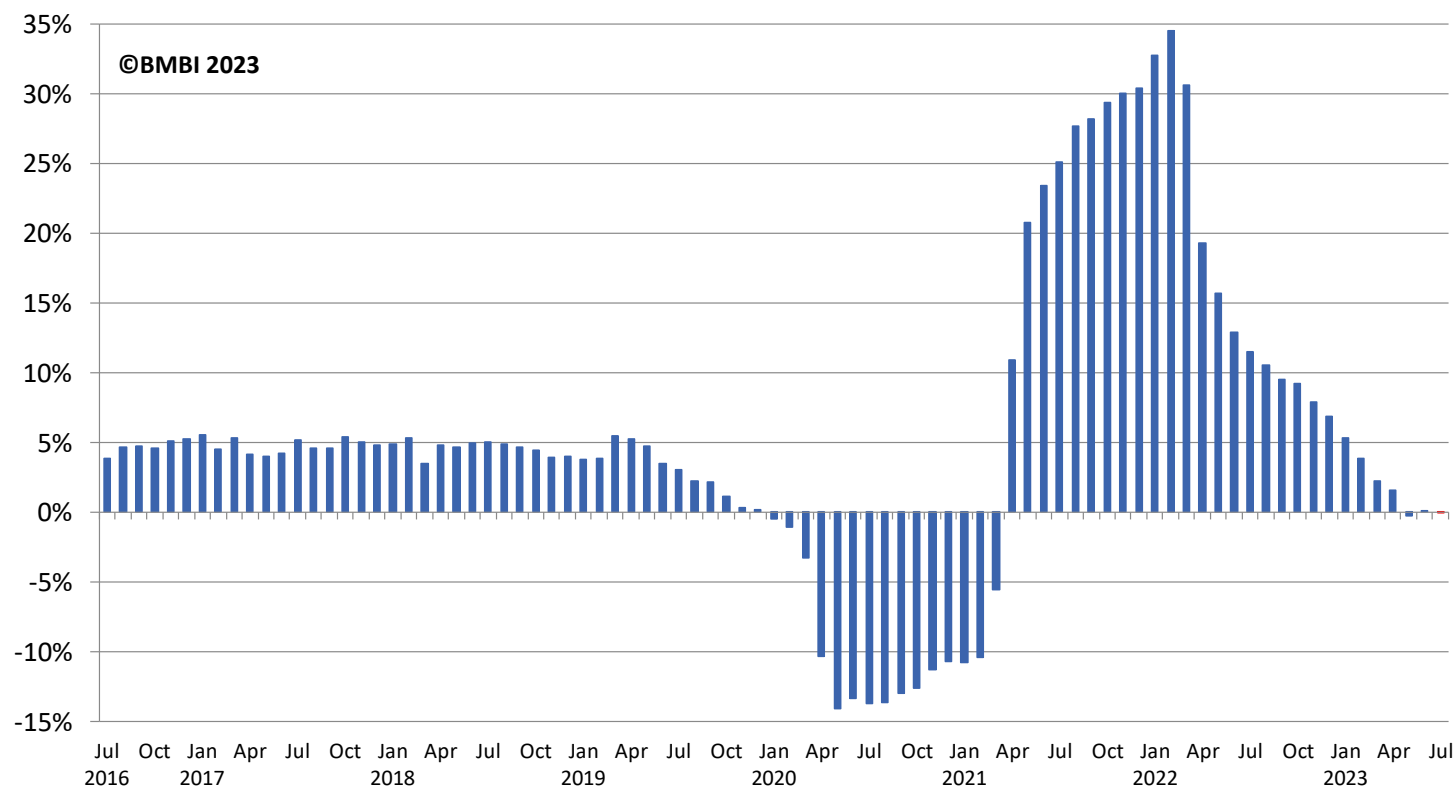
Source: GfK's
Builders Merchants
Total Category Report
July 2015 to July 2023

Renewables & Water Saving (+45.4%) did best but Plumbing, Heating & Electrical (+13.8%), Decorating (+13.5%), Workwear & Safetywear (+12.9%) and Kitchens & Bathrooms (+10.8%) all made double-digit growth.

12 months: Year on Year

Moving Annual Total (MAT) sales

MAT: Total Builders Merchants August 2016 to July 2023



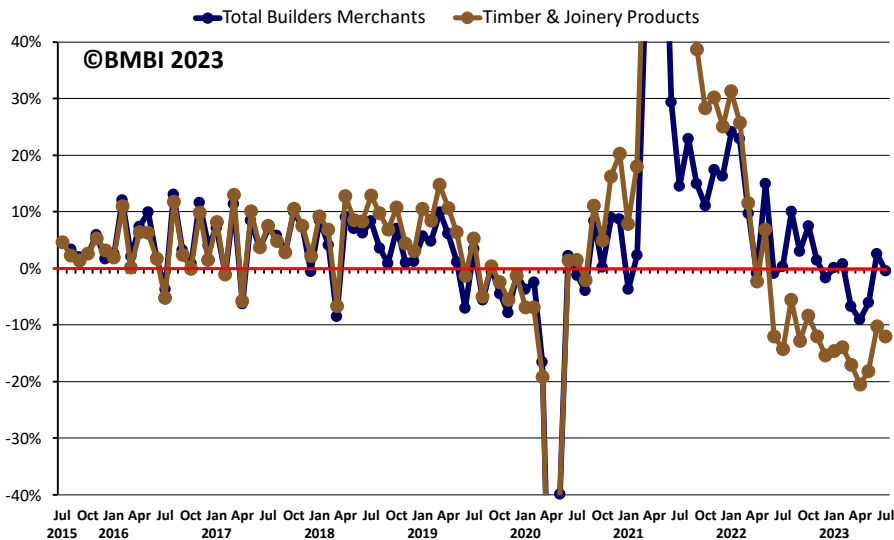
Source: GfK's
Builders Merchants
Total Category Report
July 2015 to July 2023

Total Merchants
sales in August 2022
to July 2023 were
flat (+0.0%)
compared to August
2021 to July 2022.

Monthly Year-on-year

July 2023

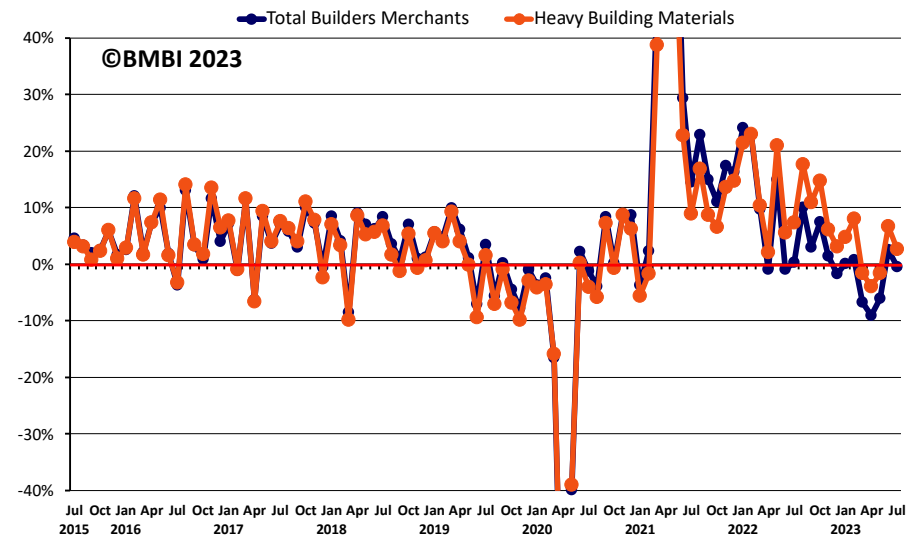
Timber & Joinery Products - Monthly



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)

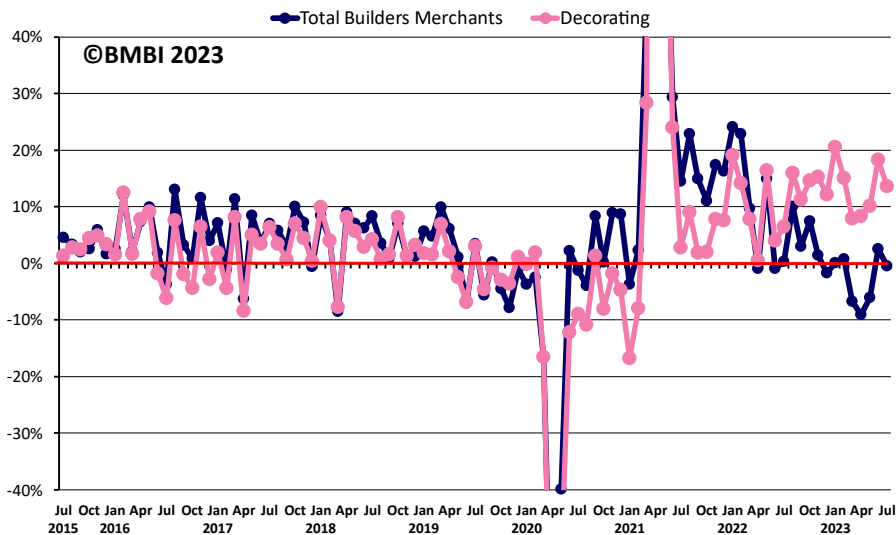
April 2020 trough:	Heavy Building Materials	-74.7%
	Total Builders Merchants	-76.5%
April 2021 peak:	Heavy Building Materials	+350.6%
	Total Builders Merchants	+419.2%

Monthly Year-on-year

July 2023



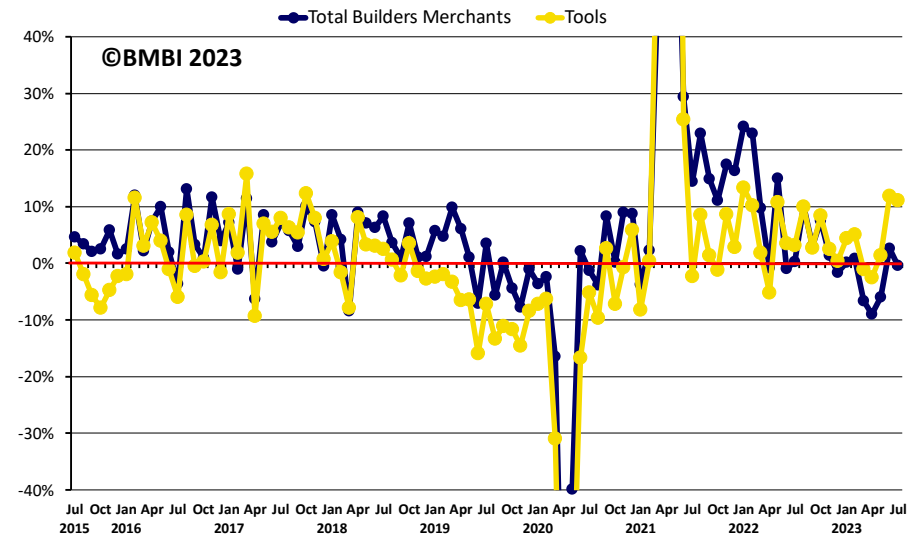
Decorating - Monthly



Covid19 peaks and troughs (off the chart)

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

Tools - Monthly



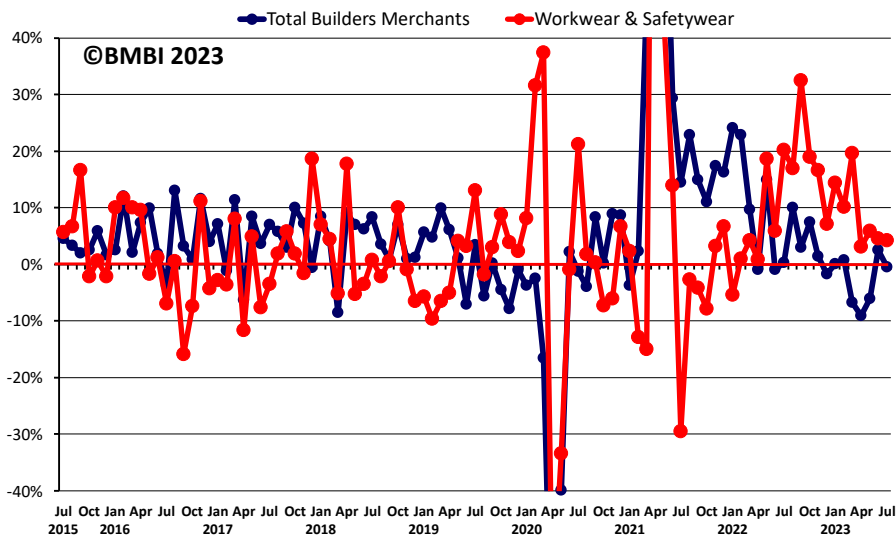
Covid19 peaks and troughs (off the chart)

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

Monthly Year-on-year

July 2023

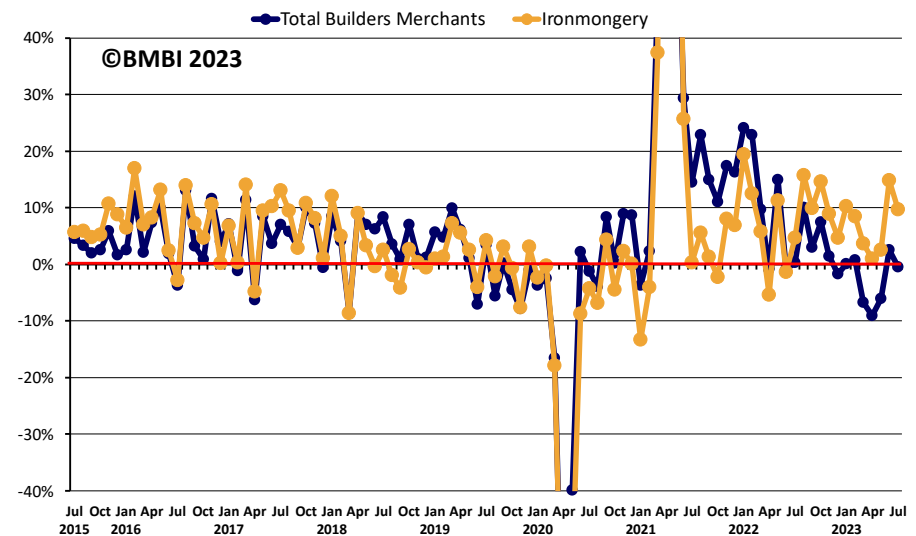
Workwear & Safetywear - Monthly



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)

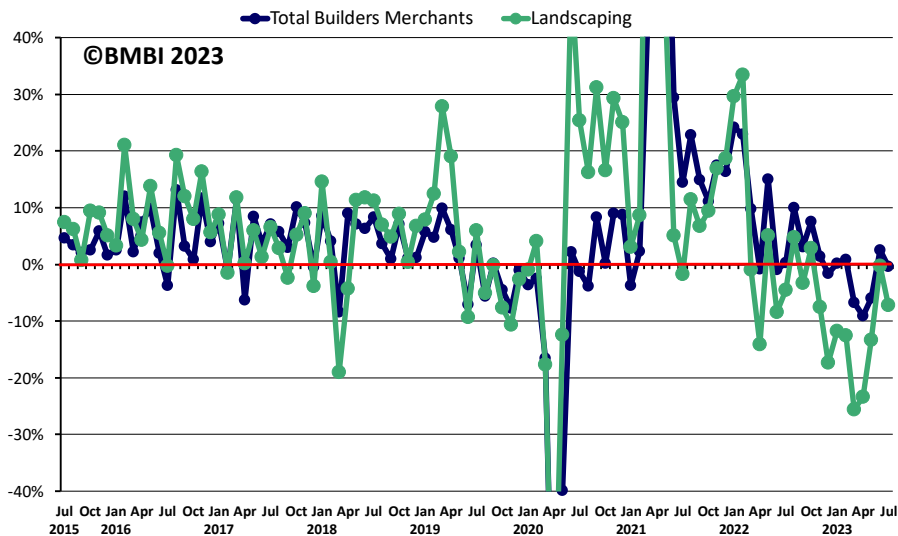
April 2020 trough:	Ironmongery	-77.8%
	Total Builders Merchants	-76.5%
April 2021 peak:	Ironmongery	+403.2%
	Total Builders Merchants	+419.2%

Monthly Year-on-year

July 2023



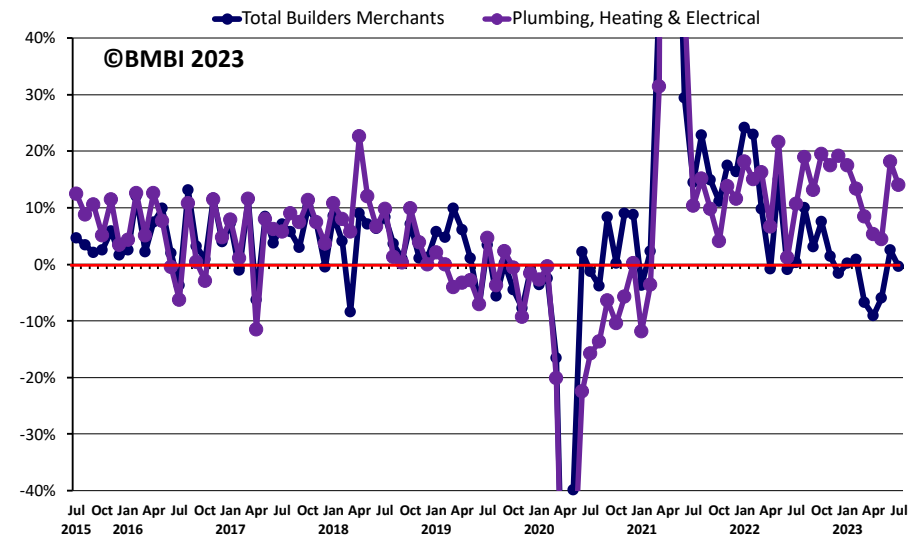
Landscaping - Monthly



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%

Plumbing Heating & Electrical - Monthly



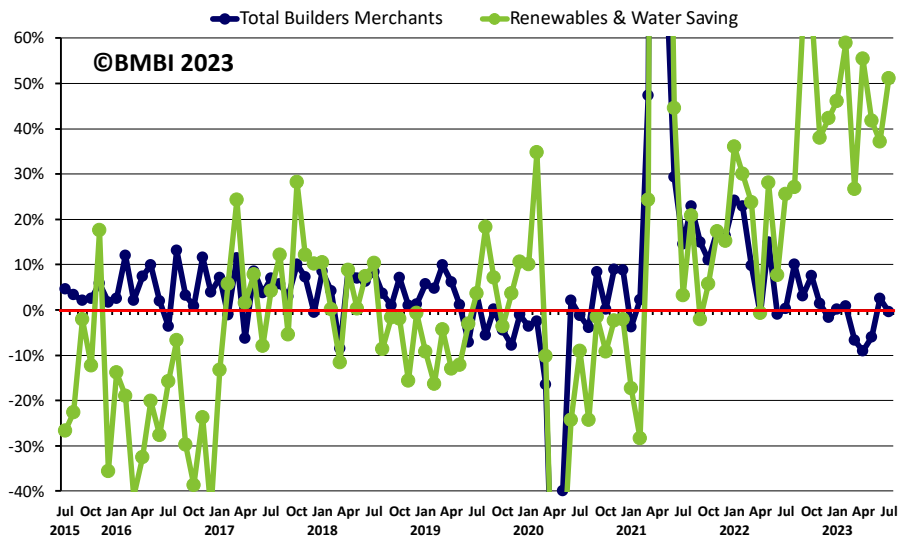
Covid19 peaks and troughs (off the chart)

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

July 2023

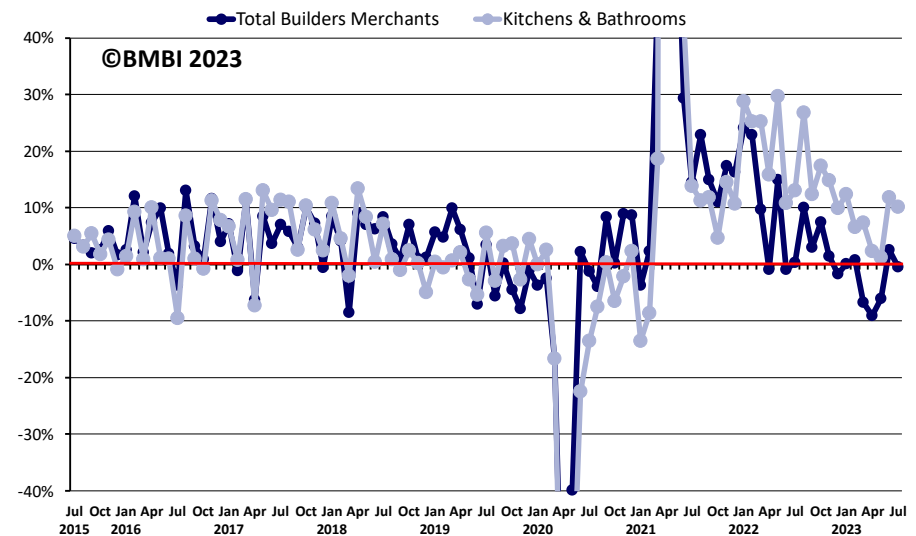
Renewables & Water Saving - Monthly



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)

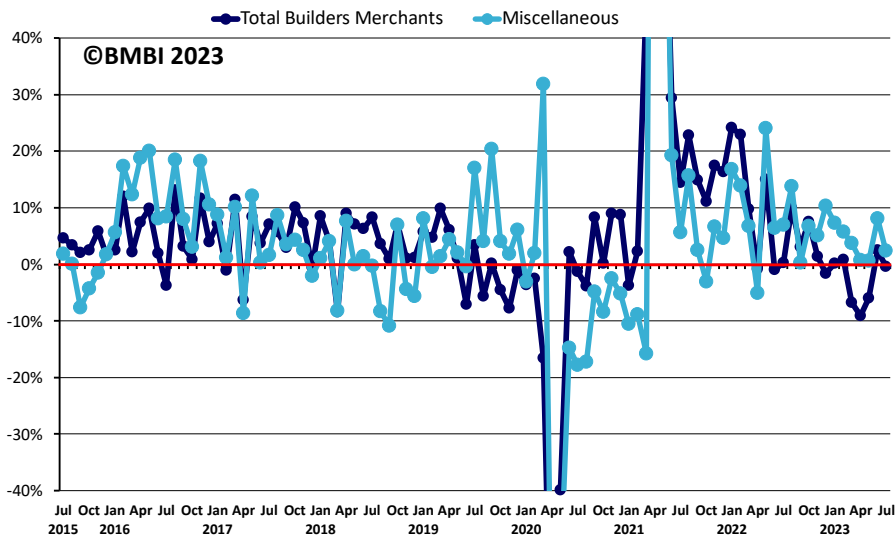
April 2020 trough:	Kitchens & Bathrooms	-86.8%
	Total Builders Merchants	-76.5%
April 2021 peak:	Kitchens & Bathrooms	+706.3%
	Total Builders Merchants	+419.2%

Monthly Year-on-year

July 2023



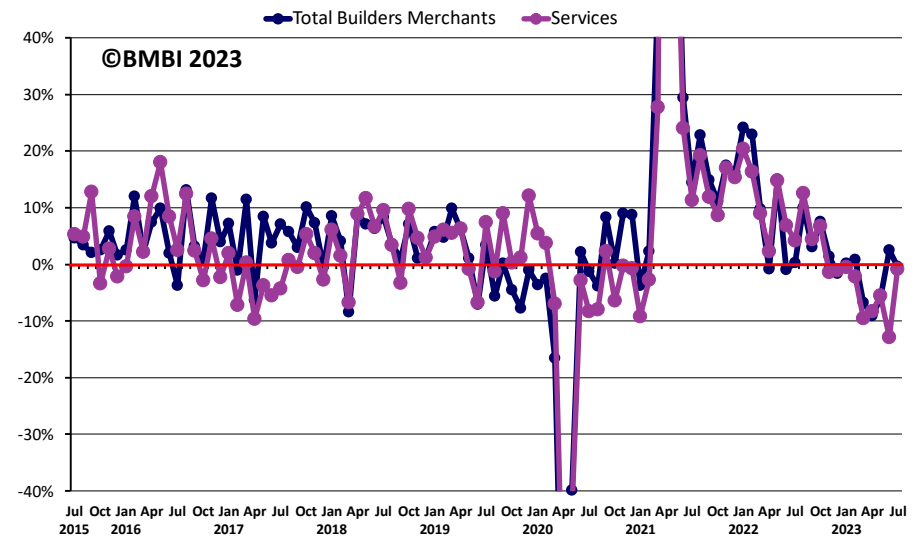
Miscellaneous - Monthly



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* – July 2023

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



		2022								2023				
MONTHLY SALES VALUE INDEX	Index	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Total Builders Merchants	100	151.5	153.1	152.4	151.0	147.1	95.5	125.2	135.5	155.6	135.8	152.6	159.6	150.9
Timber & Joinery Products	100	171.0	172.2	168.5	165.9	160.4	100.7	134.9	139.4	162.4	136.9	151.4	157.3	150.4
Heavy Building Materials	100	147.0	149.4	151.3	150.1	144.0	92.4	122.2	135.5	153.8	134.9	152.8	160.9	150.9
Decorating	100	122.1	126.2	127.8	130.6	137.4	92.0	123.7	126.3	142.3	123.9	137.2	144.1	139.8
Tools	100	100.3	102.7	102.9	108.2	111.3	73.2	99.7	106.7	121.0	101.5	108.8	115.2	110.9
Workwear & Safetywear	100	111.5	112.0	141.0	137.3	152.6	100.5	132.3	123.7	147.6	108.2	120.4	123.8	116.3
Ironmongery	100	135.3	139.2	141.9	142.6	144.7	98.3	135.7	135.9	156.8	131.1	144.6	154.9	148.3
Landscaping	100	195.5	183.5	166.1	152.6	132.7	76.5	102.4	130.7	163.8	169.2	200.8	214.7	181.3
Plumbing, Heating & Electrical	100	125.9	130.5	143.3	156.6	168.4	127.6	154.4	156.8	172.8	133.8	143.3	147.8	143.6
Renewables & Water Saving	100	90.4	89.9	115.3	118.1	113.8	82.6	123.5	127.5	133.7	120.8	131.4	117.6	135.8
Kitchens & Bathrooms	100	143.1	150.1	147.5	146.7	161.4	106.4	136.6	143.3	162.2	134.6	146.4	155.1	157.6
Miscellaneous	100	130.6	132.4	128.6	125.0	133.3	99.4	134.5	125.9	142.3	117.6	134.9	134.5	130.1
Services	100	138.4	146.6	139.4	136.3	133.2	101.6	112.0	117.6	132.6	120.7	134.0	122.3	137.3

*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 July 2023

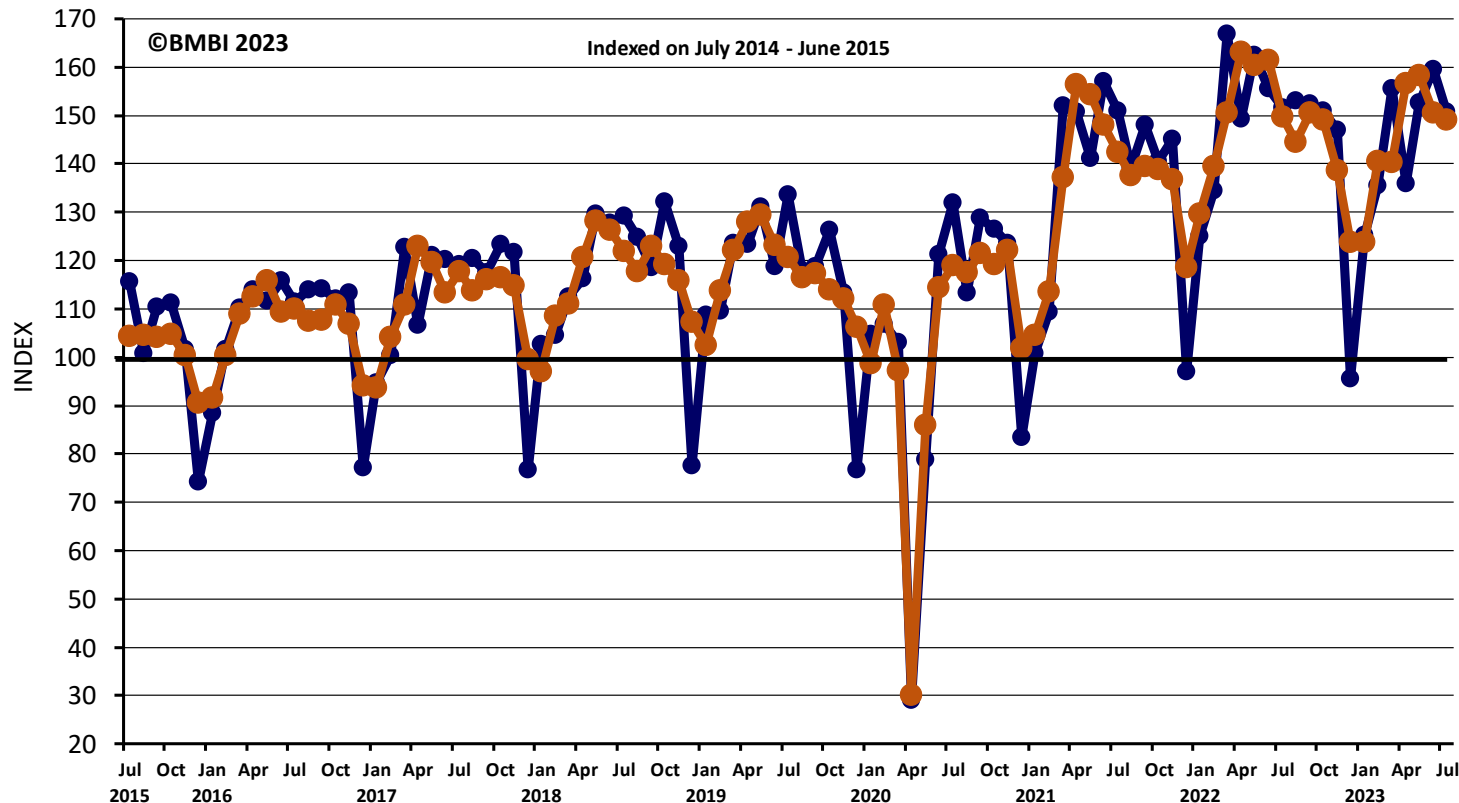
Monthly: Index

Sales and like-for-like sales

There was no difference in the Index base period (21).
Like-for-like sales take trading day differences into account.

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

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



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

July's overall BMBI
index was 150.9.

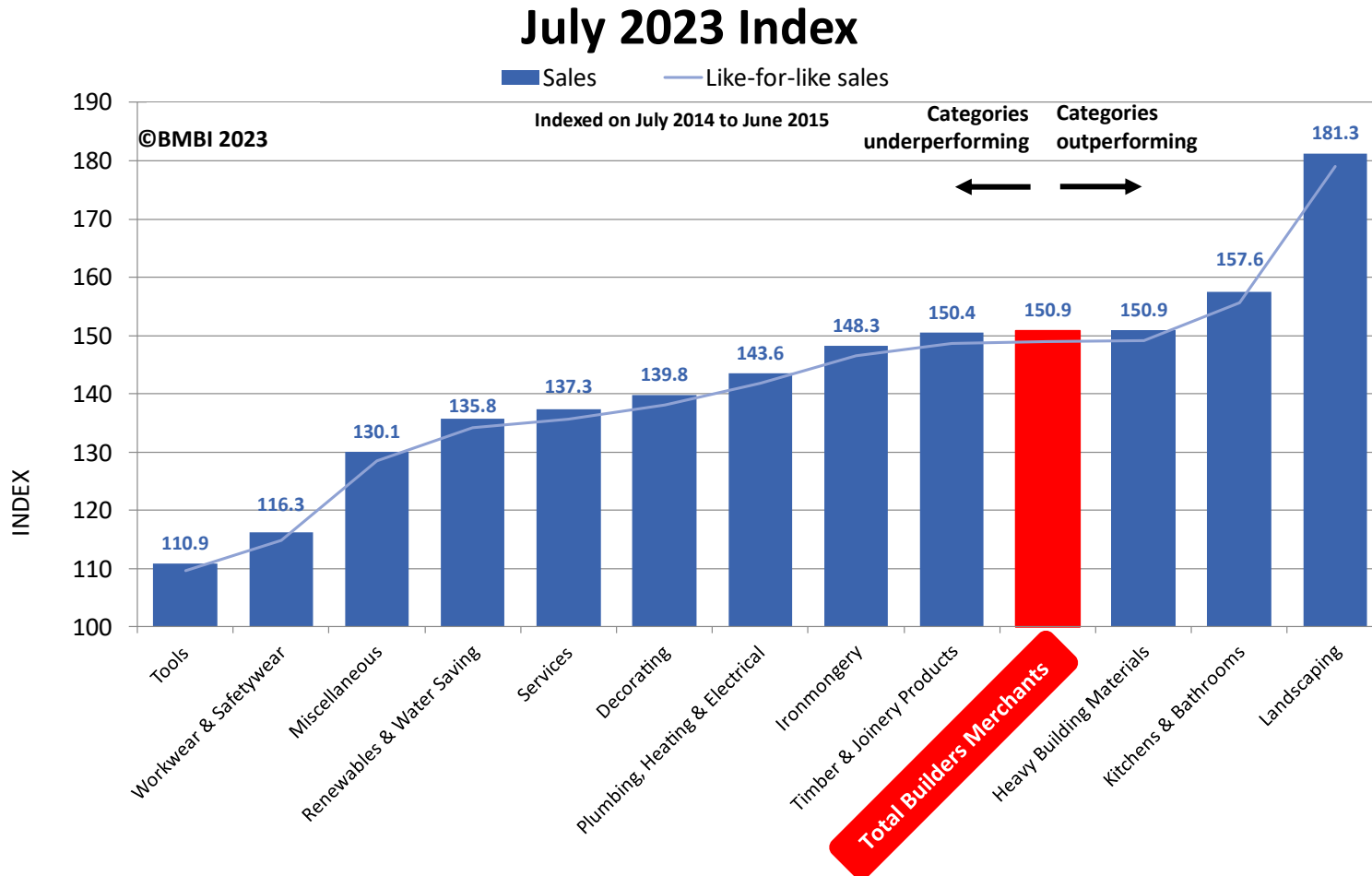
Monthly: Index and Categories

July 2023 index

There was no difference in the Index base period (21).
Like-for-like sales take trading day differences into account.



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



All categories exceeded 100, with seasonal category Landscaping (181.3) well out in front, followed by Kitchens & Bathrooms (157.6), Heavy Building Materials (150.9), Timber & Joinery Products (150.4) and Ironmongery (148.3).

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					

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	60		

Half Year

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

Full Year

2021
249
2022
246
2023



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

GfK's Definition of Builders Merchant Panel



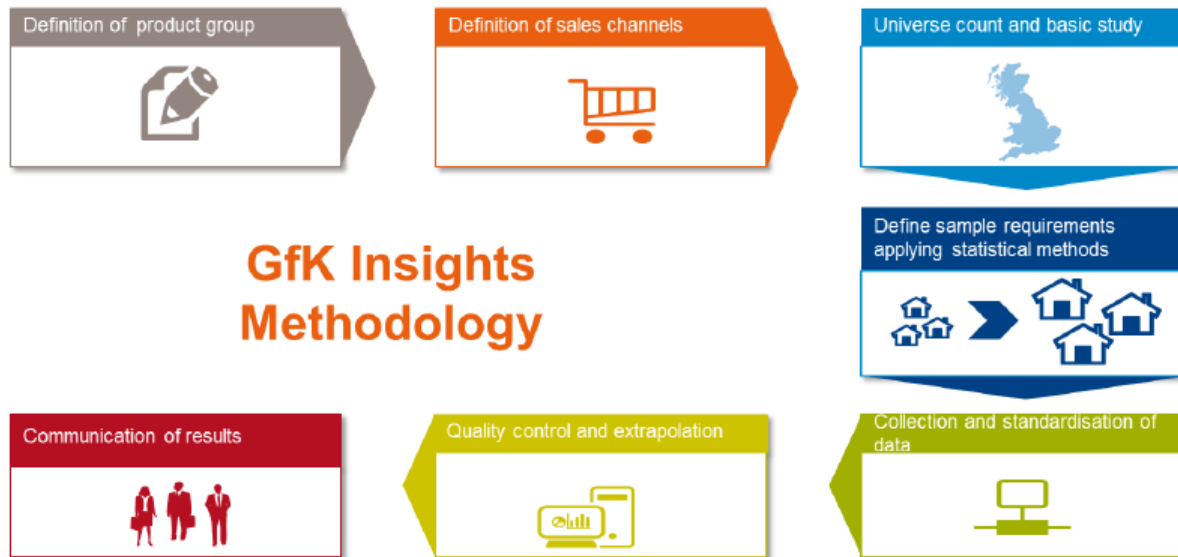
Generalist Builders Merchants definition:

- 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:



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

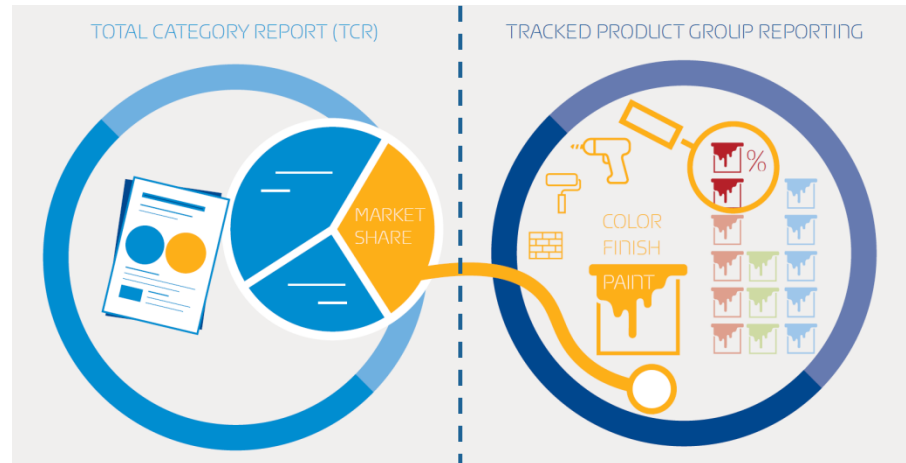
Bathroom (Including Showering)
Fitted Kitchens
Major Appliances

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 Sales Indicators

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



Building the Industry & Building Brands from Knowledge



Contact us

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