

“building **excellence**
in materials supply”

Builders Merchant Building Index



Executive Summary - August 2023

(Published 26 October 2023)

Highlights

Total Merchants sales in the 12 months, September 2022 to August 2023, were -1.1% lower compared to September 2021 to August 2022, with volume down -12.8% and prices up +13.3%. Full comment on pages [6-7](#).

BMBI Report August 2023 Highlights

(unadjusted for trading days)

www.bmbi.co.uk

+3.3%



Jun 2023 - Aug 2023 total
sales up +3.3%
on Mar 2023 - May 2023



Moving annual total
sales down -1.1%
on Sep 2021 - Aug 2022



Aug 2023 sales
-1.9% lower
than Jul 2023



Jan 2023 - Aug 2023 total
sales down -2.9%
on Jan 2022 - Aug 2022

“ June 2023 to August 2023 sales were up +3.3% on March 2023 to May 2023, with volume up +5.3% and prices down -2.0%.”

-1.1%

-1.9%

-2.9%

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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 August 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 4 and 5 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.

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:



Heidelberg
Materials

Andrew Simpson
Packed Products Director
Heidelberg Materials

[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

June to August value sales +3.3% up on previous 3 months, volume +5.3%, prices -2.0%.

Total sales in June 2023 to August 2023 were +3.3% higher than in March 2023 to May 2023, with volume up +5.3% and prices down -2.0%. With four more trading days this period, like-for-like sales (which take trading day differences into account) were -3.1% lower. Nine of the twelve categories sold more. Landscaping (+6.1%), Kitchens & Bathrooms (+5.5%), Decorating (+5.2%), Ironmongery (+4.2%) and Heavy Building Materials (+4.0%) did best. Renewables & Water Saving (-2.5%), Workwear & Safetywear (-2.9%) and Plumbing, Heating & Electrical (-3.1%) sold less.

August 2023 v August 2019

Total value sales in August 2022 were +25.6% higher than the same month four years ago (a more normal pre-Covid year). Volume sales fell by -11.9%, while prices were up +42.6%. With one more trading day this year, like-for-like sales were +19.9% higher. All categories sold more. Six of the twelve categories performed better than Merchants overall. Renewables & Water Saving (+59.8%) was strongest. Tools (+17.1%) was weakest.

August 2023 v August 2022

Total Builders Merchants value sales were down -3.3% in August 2023 compared with the same month last year. Volume sales were -10.5% lower with prices up +8.0%. There was no difference in trading days. Eight of the twelve categories sold more than in August 2022, led by Renewables & Water Saving (+37.6%), Workwear & Safetywear (+11.6%), Plumbing, Heating & Electrical (+10.8%) and Decorating (+10.8%). Landscaping (-7.0%) and Timber & Joinery Products (-13.2%) were weakest.

August 2023 v July 2023

Total Merchants sales were -1.9% lower in August 2023 than in July 2023. Volume sales were down -3.2% with price up +1.4%. With one more trading day this month, like-for-like sales were -6.3% lower. Five of the twelve categories sold more led by Workwear & Safetywear (+7.5%). Renewables & Water Saving (-9.6%) was weakest.

August Index:

August's overall BMBI index was 148.1. With one more trading day, the like-for-like Index was 139.6. All categories exceeded 100, with seasonal category Landscaping (170.6) heading the field, followed by Kitchens & Bathrooms (154.9), Timber & Joinery Products (149.6) and Heavy Building Materials (147.4). Tools (111.2) had the lowest index.

Total Builders Merchants value sales were down -3.3% in August 2023 compared with the same month last year. Volume sales were -10.5% lower with prices up +8.0%.

Eight of the twelve categories sold more than in August 2022, led by Renewables & Water Saving (+37.6%).

Overview continues on the next page...

Overview - 2

Last three months, year on year

Total sales in June 2023 to August 2023 were -0.4% lower than in June 2022 to August 2022, with volume down -7.9% and prices up +8.2%. With two more trading days this year, like-for-like sales were down -3.4%. Nine of the twelve categories sold more. Renewables & Water Saving (+42.1%), Plumbing, Heating & Electrical (+14.3%) and Decorating (+14.2%) did best. Landscaping (-4.6%) and Timber & Joinery Products (-11.8%) were weakest.

June 2023-August 2023 v June 2019-August 2019

Compared with the same months four years ago, sales in June 2023 to August 2023 were +23.8% higher than in June 2019 to August 2019, with prices up (+41.6%) but volume down (-12.5%). With one less trading day this period, like-for-like sales were +21.9% higher. All categories sold more. Renewables & Water Saving (+66.6%) led the field, followed by Kitchens & Bathrooms (+31.3%), Plumbing, Heating & Electrical (+27.6%) and Heavy Building Materials (+26.7%). Tools (+14.5%) was weakest.

Year-to-date

Total value sales in the year to date, January 2023 to August 2023 were -2.9% down on the previous period, January 2022 to August 2022. Volume sales were -13.5% lower with prices up +12.3%. 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 (+43.6%) grew the most, followed by Decorating (+12.9%) and Plumbing, Heating & Electrical (+11.4%). Services (-6.3%), Landscaping (-13.0%) and Timber & Joinery Products (-15.0%) sold less.

2019 Year-to-date comparison: January 2023-August 2023 v January 2019-August 2019

Sales in the current year to date, January 2023 to August 2023 were +20.4% higher compared to four years ago - January 2019 to August 2019, with volume down -15.9% but prices up +43.2%. With one less trading day in the most recent period, like-for-like sales were +21.1% higher. All categories sold more. Renewables & Water Saving (+80.6%) was well out in front. Tools (+9.3%) was weakest.

MAT

Total Merchants sales in the 12 months, September 2022 to August 2023, were -1.1% lower compared to September 2021 to August 2022, with volume down -12.8% and prices up +13.3%. With one less trading day in the most recent period, like-for-like sales were -0.7% lower. Nine of the twelve categories sold more. Renewables & Water Saving (+46.0%) did best, but Plumbing, Heating & Electrical (+13.2%), Decorating (+13.0%) and Workwear & Safetywear (+12.5%) all had double digit growth. Services (-3.6%), Landscaping (-10.9%) and Timber & Joinery Products (-14.0%) sold less.

2018-2019 MAT comparison

Total Merchants sales in September 2022 to August 2023 were +20.6% higher than in the 12 months September 2018 to August 2019. With one less trading day in the most recent period, like-for-like sales were +21.1% higher.

Total value sales in the year to date, January 2023 to August 2023 were -2.9% down on the previous period, January 2022 to August 2022.

Volume sales were -13.5% lower with prices up +12.3%. With one more trading day this period, like-for-like sales were -3.5% lower.

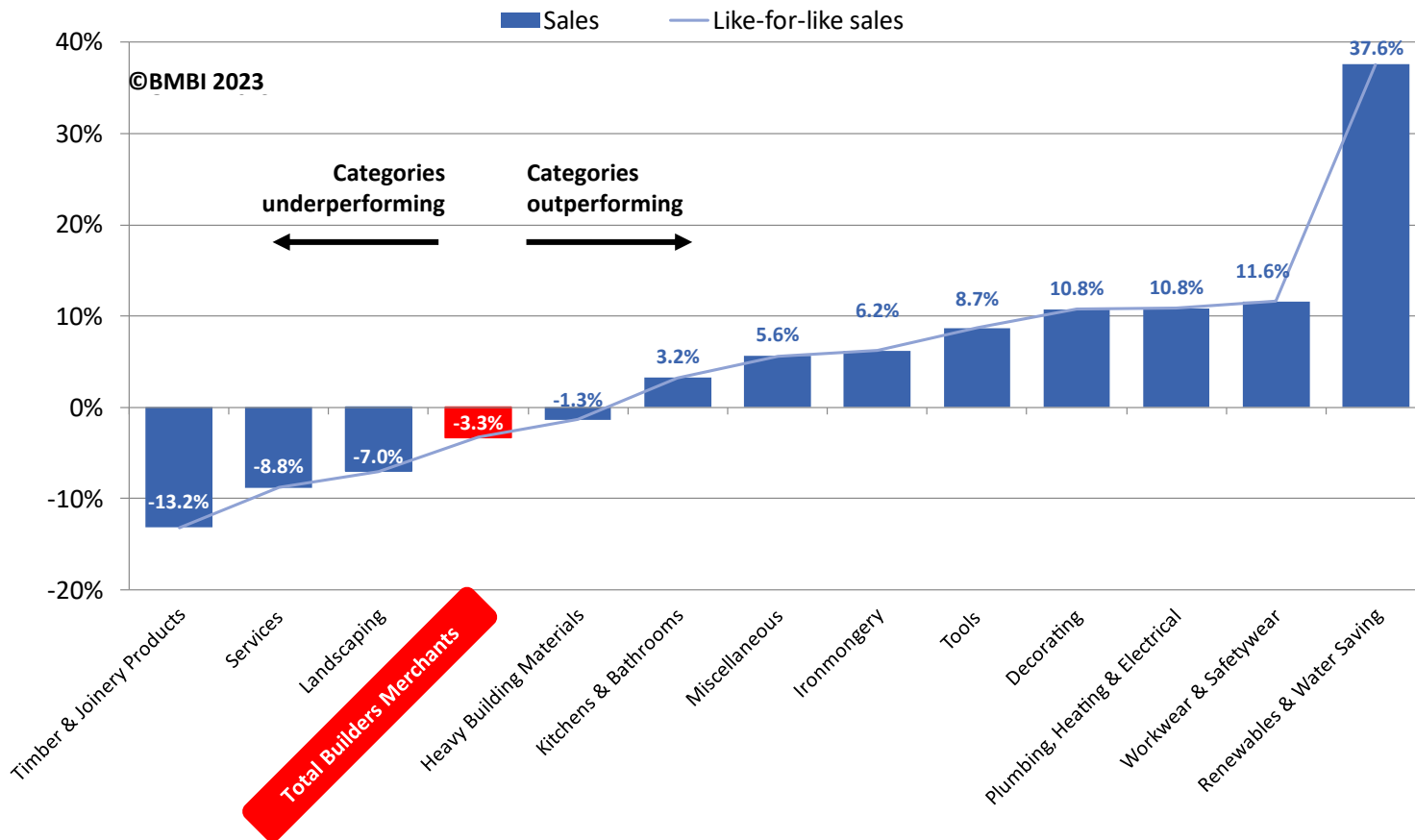
Monthly: This year v last year

August 2023 sales

There was no difference in trading days (22).
Like-for-like sales take trading day differences into account.



August 2023 v August 2022



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

Eight of the twelve categories sold more than in August 2022, led by Renewables & Water Saving (+37.6%).

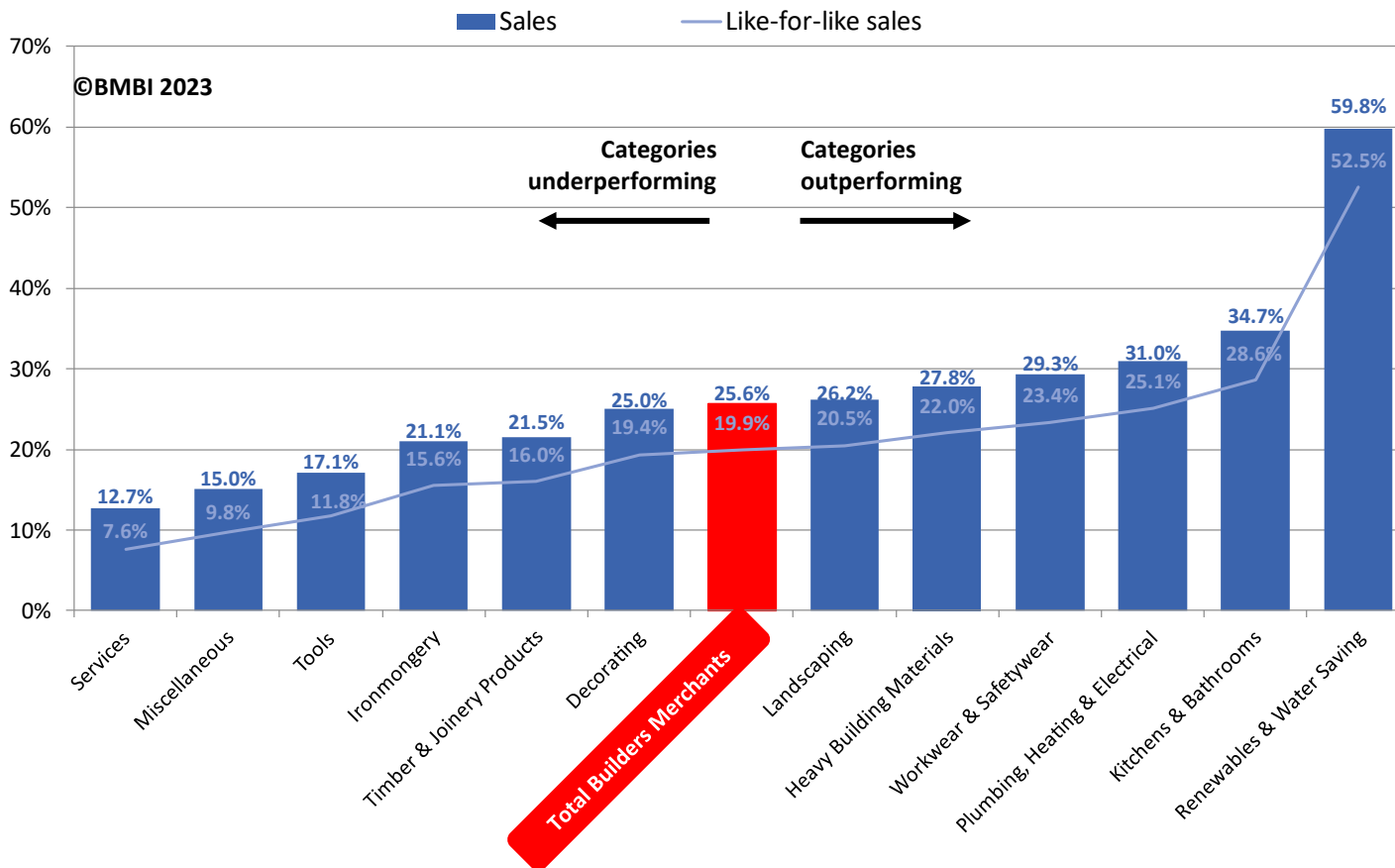
Monthly: 2023 v 2019

August 2023 sales

22 trading days this year v 21 trading days in 2019.
Like-for-like sales take trading day differences into account.



4-year comparison: August 2023 v August 2019



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

Total value sales in August 2023 were +25.6% higher than the same month four years ago (a more normal pre-Covid year).

Volume sales fell by -11.9%, while prices were up +42.6%.

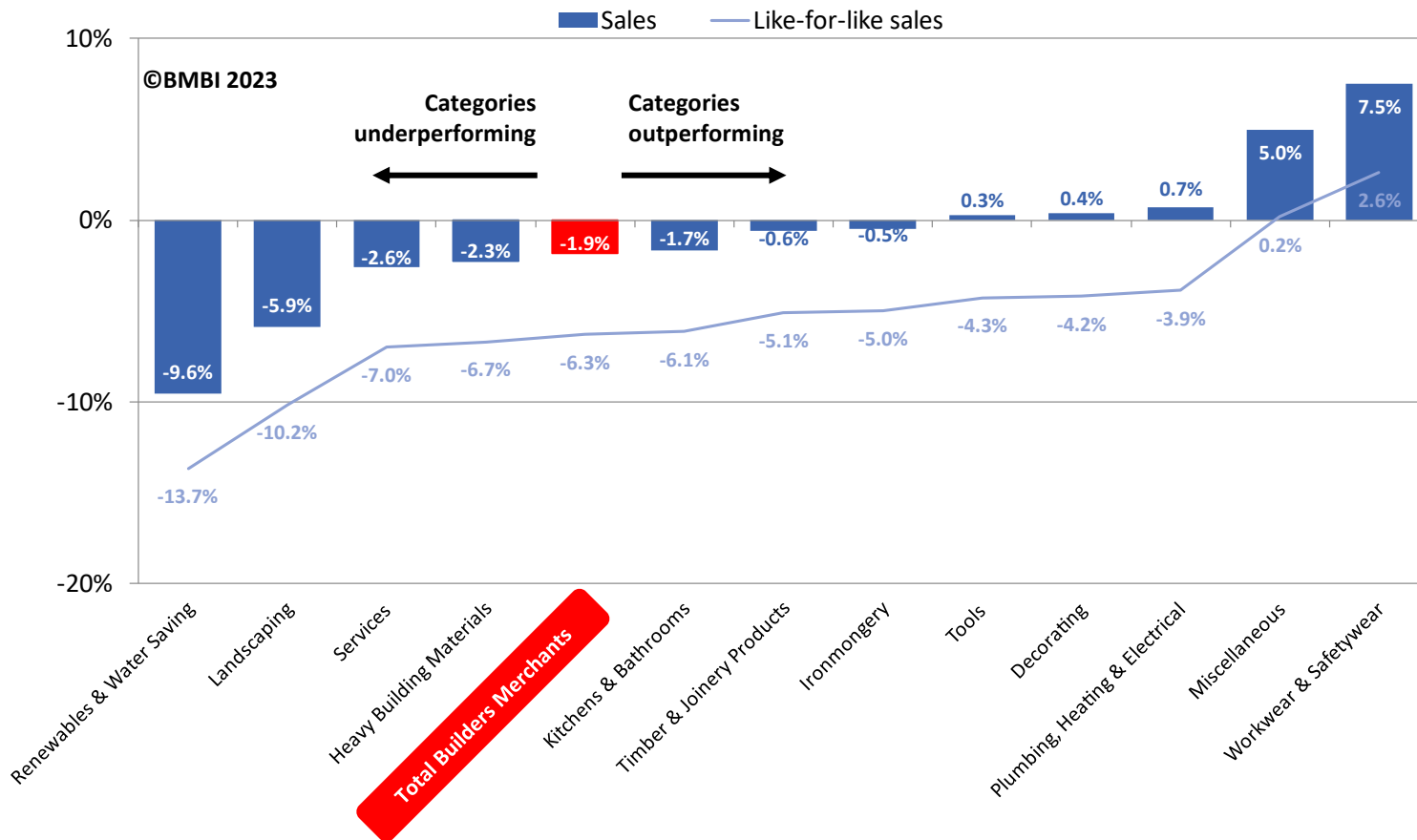
Monthly: This month v last month

August 2023 sales

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



August 2023 v July 2023



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

Total Merchants sales were -1.9% lower in August 2023 than in July 2023.

With one more trading day this month, like-for-like sales were -6.3% lower.

Latest 3 months: v last year

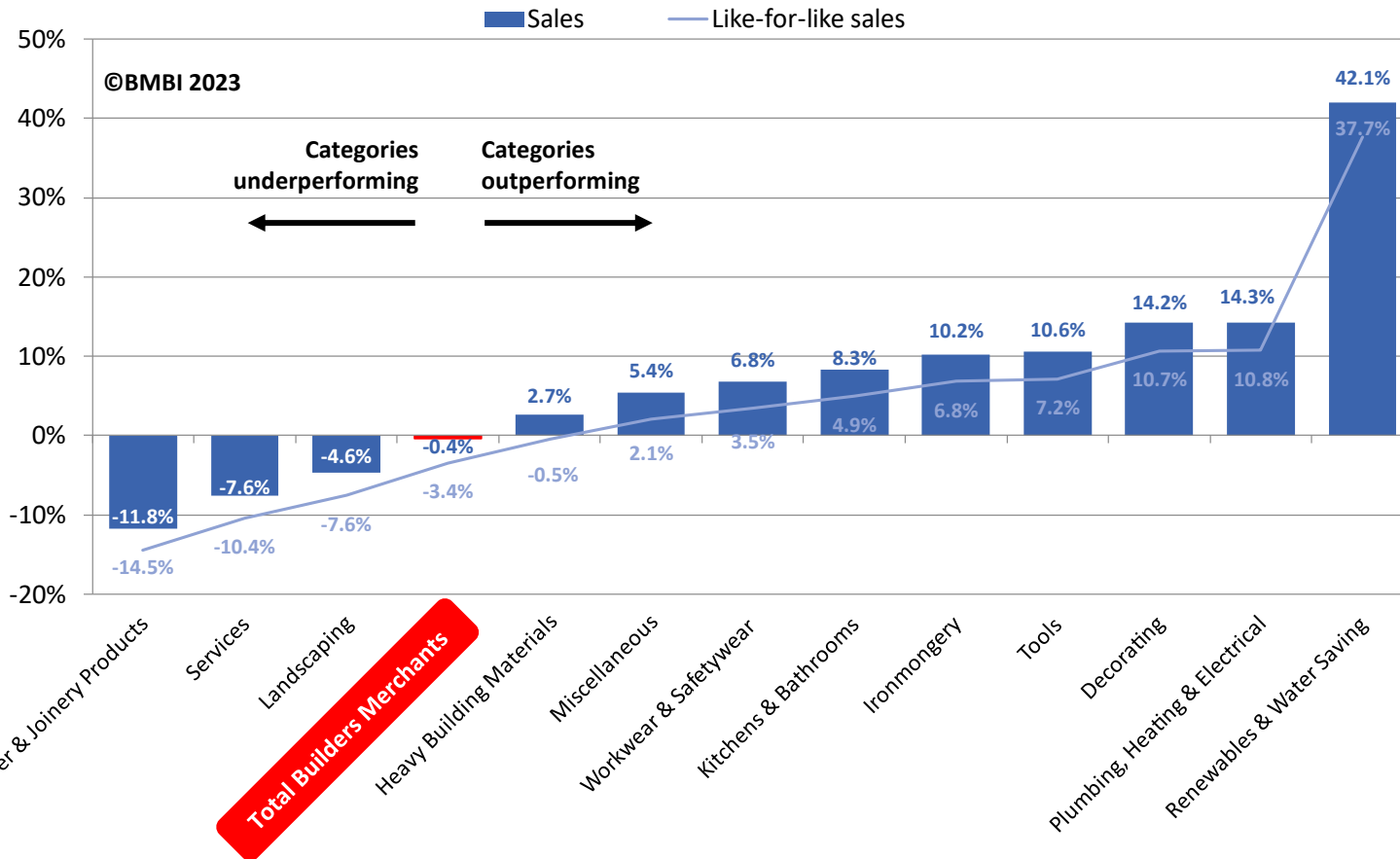
June 2023 to August 2023 sales

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



3 months Jun 23 to Aug 23 v 3 months Jun 22 to Aug 22

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



Total sales in June 2023 to August 2023 were -0.4% lower than in June 2022 to August 2022, with volume down -7.9% and prices up +8.2%.

With two more trading days this year, like-for-like sales were down -3.4%.

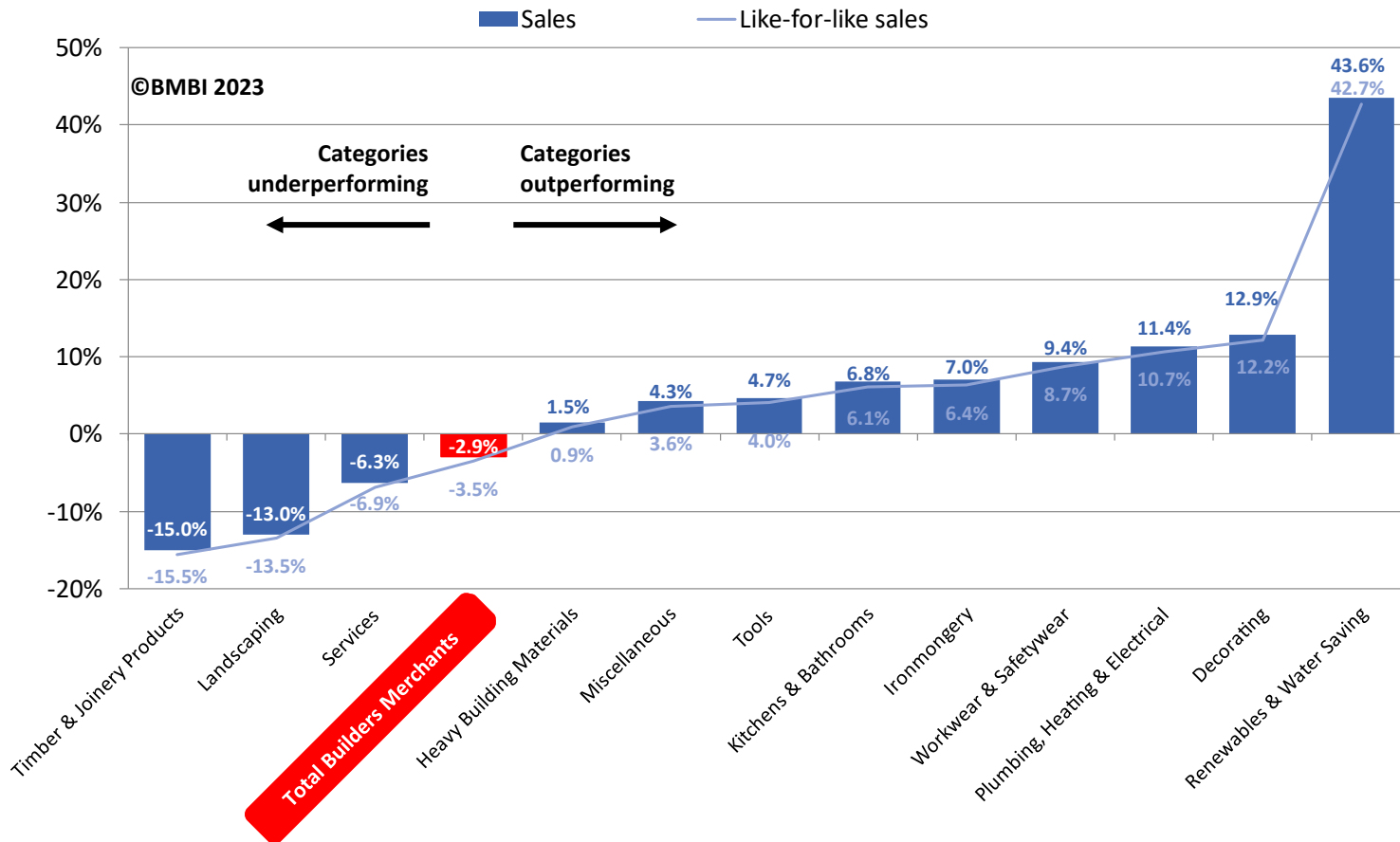
Year to date: v 2022

Last 8 months sales and like-for-like sales

167 trading days this year v 166 trading days last year.
Like-for-like sales take trading day differences into account.



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



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

Nine of the twelve categories sold more. Renewables & Water Saving (+43.6%) grew the most, followed by Decorating (+12.9%) and Plumbing, Heating & Electrical (+11.4%).

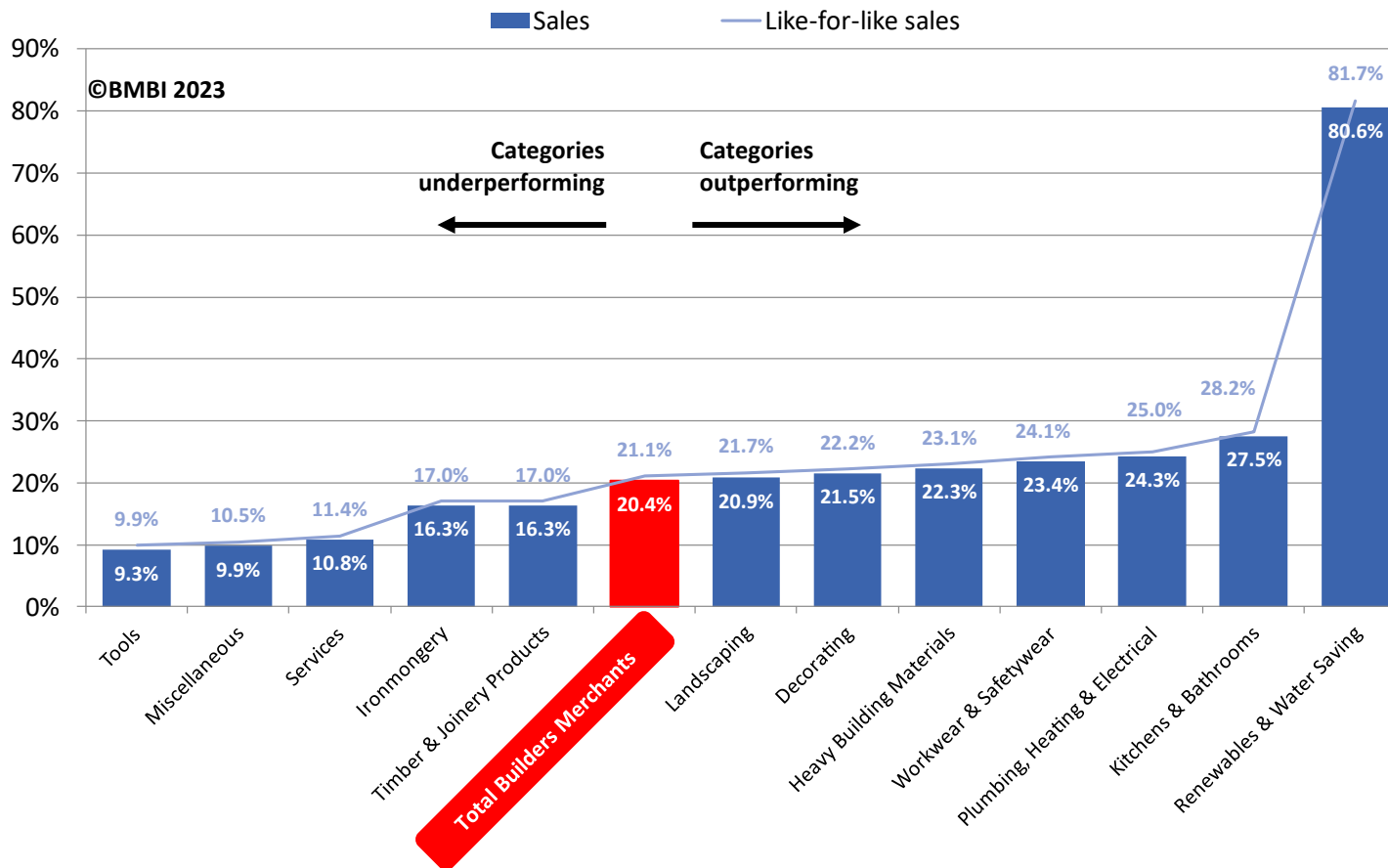
Year to date: v 2019

Last 8 months sales and like-for-like sales

167 trading days this year v 168 trading days in 2019.
Like-for-like sales take trading day differences into account.



Year to date: Jan 23 to Aug 23 v Jan 19 to Aug 19



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

Sales in the current year to date, January 2023 to August 2023 were +20.4% higher compared to four years ago - January 2019 to August 2019, with volume down (-15.9%) but prices up (+43.2%).

With one less trading day in the most recent period, like-for-like sales were +21.1% higher.

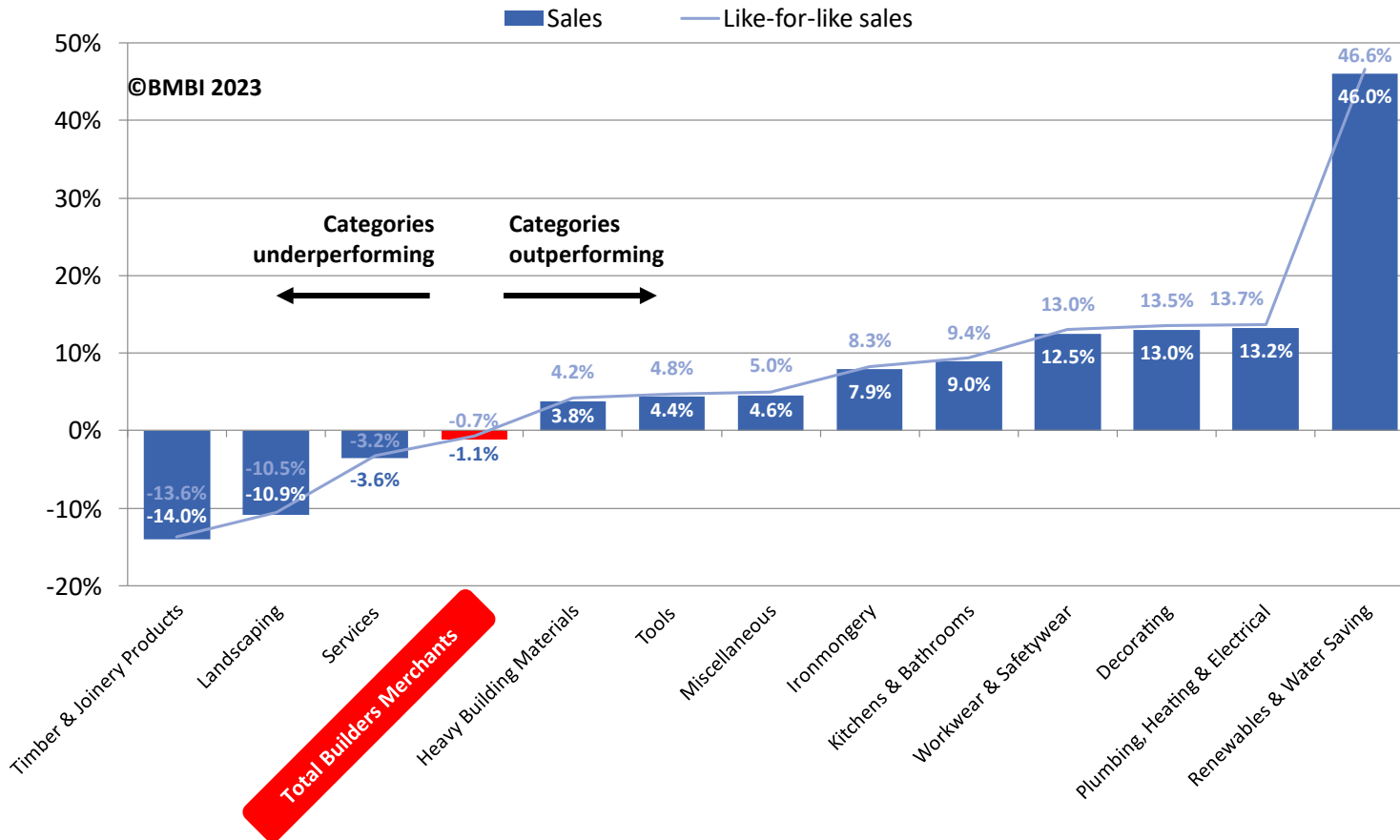
Last 12 Months: Year on Year

Sales and like-for-like sales

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



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



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

Nine of the twelve categories sold more.

Renewables & Water Saving (+46.0%) did best, but Plumbing, Heating & Electrical (+13.2%), Decorating (+13.0%) and Workwear & Safetywear (+12.5%) all had double digit growth.

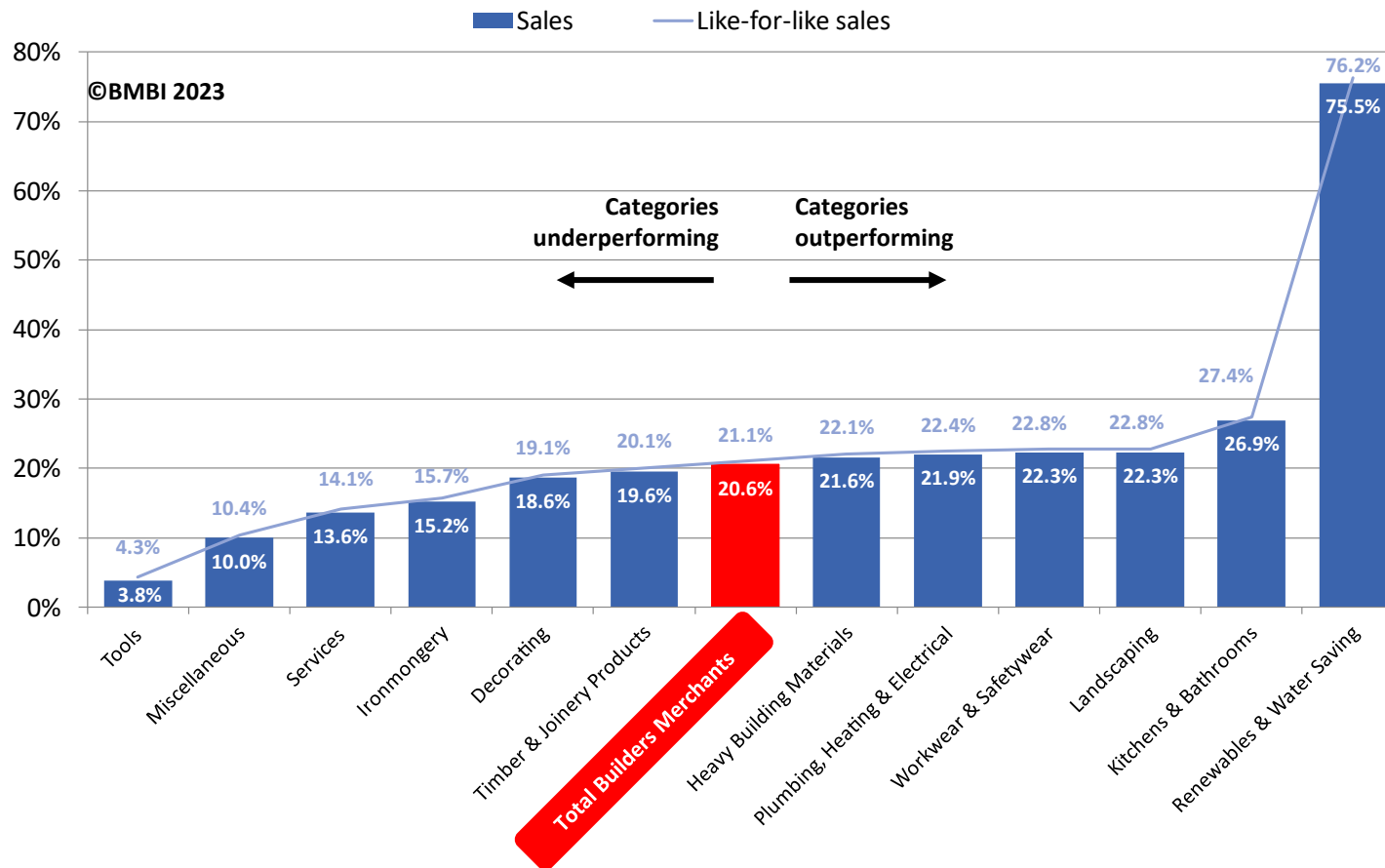
Last 12 Months: 2023 v 2019

Sales and like-for-like sales

247 trading days this period v 248 trading days in 2019.
Like-for-like sales take trading day differences into account.



12 months Sep 22 to Aug 23 v 12 months Sep 18 to Aug 19



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

Total Merchants sales in September 2022 to August 2023 were +20.6% higher than in the 12 months September 2018 to August 2019.

Appendix

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				

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

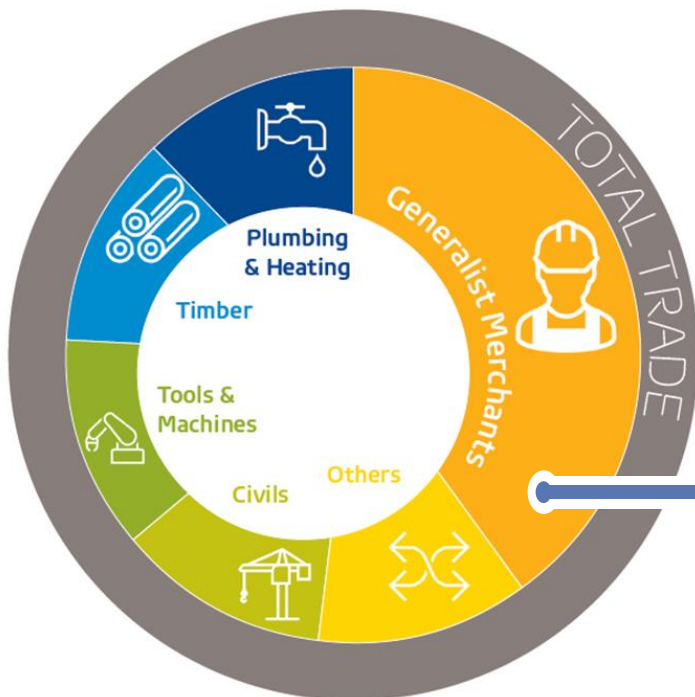
GfK's Definition of Builders Merchant Panel



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'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

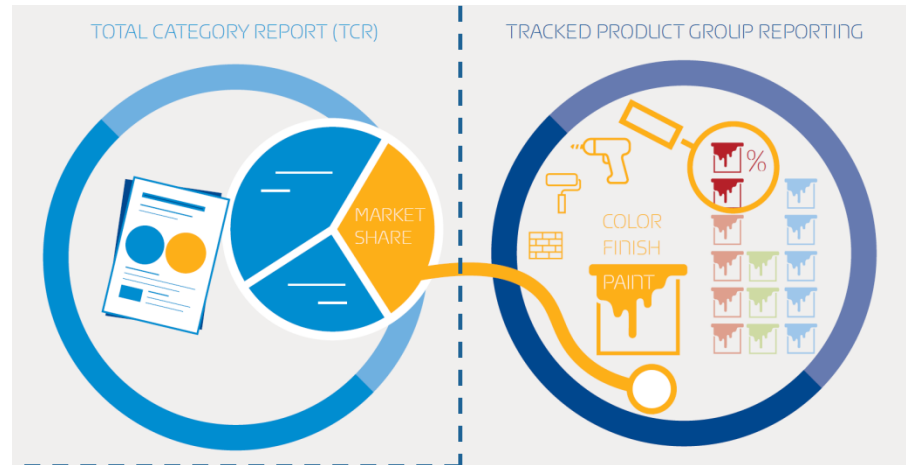
Bathroom (Including Showering)
Fitted Kitchens
Major Appliances

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 the Industry & Building Brands from Knowledge



“building **excellence**
in materials supply”



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in materials supply”

BMF (Builders Merchant Federation) Forecast Report

BMF Forecast Report

Spring 2023 edition

Builders Merchants Industry Forecast Report

The 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



BMF
Building excellence
in materials supply

**Builders Merchants
Industry Forecast
Spring 2023**

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

Contact us

For further information



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