

Excellence in building
materials supply

Builders Merchant Building Index



Monthly report for November 2024

(Published 30 January 2025)

Highlights

Total value sales in January to November 2024 were -4.5% lower than the same period last year. Volume sales were -4.9% down with prices up slightly (+0.5%). Full comment on page [8](#).

BMBI Report

November 2024 Highlights

(unadjusted for trading days)

www.bmbi.co.uk



Latest month v last year

Nov 2024 value sales down -4.6%
on Nov 2023

-4.6%



Latest month v previous month

Nov 2024 value sales down -10.0%
on Oct 2024

-10.0%



Latest three months v last year

Sep 2024 - Nov 2024 value sales down -2.3%
on Sep 2023 - Nov 2023

-2.3%



Year-to-date v last year

Jan 2024 - Nov 2024 value sales down -4.5%
on Jan 2023 - Nov 2023

-4.5%

“ Total Builders Merchants value sales were down -4.6% in November 2024 compared with the same month last year. Total Builders Merchants' volume sales were -1.3% lower and prices were down -3.4%.”

© BMBI 2025

Contents

Click links below to visit pages

The 'Contents' link in the footer brings you back to this page.

Click links to visit pages:	Page
Highlights	2
Contents	3
Introduction	4
BMBI Expert Panel	5-6
88% coverage Statement	7
Overview	8 - 9
Monthly data:	
Latest month v last year sales chart, by category	10
Latest month v previous month sales chart, by category	11
Other periods:	
Latest 3 months v last year sales chart, by category	12
Latest 3 months v previous 3 months sales chart, by category	13
Latest 12 months v last year sales chart, by category	14
Year-to-date v last year sales chart, by category	15
Monthly Category Charts:	
Timber & Joinery Products	16
Heavy Building Materials	16
Decorating	17
Tools	17
Workwear & Safetywear	18
Ironmongery	18

Click links to visit pages:	Page
Landscaping	19
Plumbing Heating & Electrical	19
Renewables & Water Saving	20
Kitchens & Bathrooms	20
Miscellaneous	21
Services	21
Monthly indices:	
Monthly BMBI Index table, by category	22
Monthly BMBI Index chart, trends	23
Latest month BMBI Index chart, by category	24
Additional content:	
Trading days	25
Methodology	26 – 28
BMF Forecast Report	29 – 30
Brands behind BMBI	31
Contacts	32

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 88% 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 2019 to December 2019.

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 November 2024 [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 on pages 5 and 6 of this report or read their previous comments [here](#).**

BMBI - the best proxy there is for RMI

One of the aims of BMBI is to reach across and beyond construction. It's syndicated monthly to a growing number of trade magazines in different sectors. Outside the industry, economists, banks, consultancies, investment bodies, advisors and accountants refer to it. BMBI is featured alongside the BoE and Office for National Statistics (ONS) data in the Government **Department for Business & Trade's 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.vanderryst@nielseniq.com.

The Expert Panel

Speaking for their markets - 1

The Builders Merchant Building Index (BMBI) includes a 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 2024 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 2024 Report](#)

Expert for Bricks & Roof Tiles:



Gonzalo Bunse, Director of Sales
and Customer Experience
wienerberger UK

[Read latest Comment: Q3 2024 Report](#)

Expert for Natural Stone & Porcelain Paving:



Krystal Williams
Managing Director
Pavestone UK Ltd

[Read latest Comment: Q3 2024 Report](#)

Expert for Fasteners and Fixings:



Ian Doherty
Chief Executive
Owlett-Jaton

[Read latest Comment: Q3 2024 Report](#)

Expert for Roof Windows:



Roof Windows

Jim Blanthorne
Managing Director
Keylite Roof Windows

[Read latest Comment: Q3 2024 Report](#)

Expert for Steel Lintels:



Derrick McFarland
Managing Director
Keystone Lintels

[Read latest Comment: Q3 2024 Report](#)

The Expert Panel

Speaking for their markets - 2

Expert for Mineral Wool Insulation:



KNAUF INSULATION

Neil Hargreaves
Managing Director
Knauf Insulation

[Read latest Comment: Q3 2024 Report](#)

Expert for Cement & Aggregates:



**Heidelberg
Materials**

Andrew Simpson
Packed Products Director
Heidelberg Materials

[Read latest Comment: Q3 2024 Report](#)

Expert for Paint:



**Dulux
TRADE**

Paul Edworthy
Commercial Lead
Dulux Trade

[Read latest Comment: Q3 2024 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 2024 Report](#)

Expert for Plumbing & Drainage:



**Brett
Martin**

Charles Burns
Divisional Director
Brett Martin

[Read latest Comment: Q3 2024 Report](#)

Expert for Heating & Cooling:



Polypipe
Building Products

Matt Williams
Managing Director
Polypipe

[Read latest Comment: Q3 2024 Report](#)

88% coverage of the market

As part of its ongoing drive to ensure the most accurate and relevant understanding of market coverage GfK conducts universe studies every few years.

These studies aim to understand the number of retailers / merchants and the branches they have in a defined universe - in this case the mainland Great Britain Builders Merchants channel.

The previous iteration of the BMBI used a universe study conducted in 2019, with coverage then estimated at 82% was revised up to 92% in the October 2023 report with the introduction of CMO, Huws Gray and JT Dove.

GfK has since completed its latest universe study for the channel and now estimates coverage to sit at 88%.

For any queries around this, please reach out to Emile van der Ryst at emile.vanderryst@nielseniq.com.

Based on its latest universe study for the builders' merchant channel, GfK estimates coverage is 88%.

Overview - 1

November 2024 value sales were -4.6% down compared with November last year

Now based on 88% of actual sales in the market (see page 7), Total Builders Merchants value sales were down -4.6% in November 2024 compared with the same month last year. Tools (+3.5%) was the only category to sell more. Categories performing better than Total Merchants include Landscaping (-0.3%), Services (-0.6%) and Heavy Building Materials (-4.0%). Renewables & Water Saving (-15.1%) was the weakest. With one less trading day this month, like-for-like value sales (which take trading day differences into account) were flat (-0.1%). Total Builders Merchants' volume sales were -1.3% lower and prices were down -3.4%.

November 2024 v October 2024

Total Merchants value sales were -10.0% lower in November than in October 2024. All twelve categories sold less. Six of the twelve categories performed better than Total Builders Merchants: Kitchens & Bathrooms (-2.6%), Plumbing Heating & Electrical (-7.0%), Workwear & Safetywear (-7.7%), Miscellaneous (-8.2%), Tools (-9.6%) and Timber & Joinery Products (-9.9%). Heavy Building Materials fell slightly behind Total Builders Merchants, at -10.4%. Renewables & Water Saving (-17.1%) declined the most. With two less trading days this month, like-for-like value sales were down -1.4%. Total Merchants' volume sales were -11.2% down and prices were up +1.3%.

November Index:

November's overall BMBI index was 110.9. Eleven of the twelve categories exceeded 100. Workwear & Safetywear (149.7) had the highest index versus the 2019 base period, followed by Renewables & Water Saving (123.2), Kitchens & Bathrooms (121.2), Plumbing Heating & Electrical (120.9) and Decorating (118.4). Timber & Joinery Products (105.0), Ironmongery (104.4) and seasonal category Landscaping (97.1) indexed less than Total Builders Merchants. There was no difference in trading days.

Latest three months v last year: September 2024 - November 2024 v September 2023 - November 2023

Total value sales in September to November 2024 were -2.3% lower than the same period last year. Three of the twelve categories sold more, with Tools (+8.5%) up the most. Renewables & Water Saving (-14.6%) was the weakest performing category. There was no difference in trading days. Total volume sales were slightly down (-0.7%) and prices were down -1.6%.

Total Merchants
value sales were
-10.0% lower in
November than in
October 2024.

Total Merchants'
volume sales were
-11.2% down and
prices were
up +1.3%.

Overview continues on the next page...

Overview - 2

... continued from the previous page:

Latest three months v previous three months: September 2024 - November 2024 v June 2024 - August 2024

Total value sales in September to November 2024 were -2.5% lower than in June to August 2024. Seven of the twelve categories sold more with Workwear & Safetywear (+20.7%), Plumbing Heating & Electrical (+15.0%) and Renewables & Water Saving (+8.2%) ahead the most. Timber & Joinery Products (-0.5%) and Heavy building materials (-2.2%) performed slightly better than Total Merchants. Seasonal category Landscaping (-23.0%) was weakest. With one more trading day this period, like-for-like value sales were -4.0% lower. Total volume sales were down -3.1% with prices slightly up (+0.7%).

Year-to-date v last year: January 2024 to November 2024 v January 2023 to November 2023

Total value sales in January to November 2024 were -4.5% lower than the same period last year. Five of the twelve categories sold more with Workwear & Safetywear up most at +11.3%. But the two largest categories Heavy Building Materials (-6.0%) and Timber & Joinery Products (-6.8%) sold less. Renewables & Water Saving (-24.6%) was weakest. With two more trading days this period, like-for-like value sales were -5.3% lower. Total volume sales were -4.9% down with prices slightly up (+0.5%).

Latest 12 months v last year: December 2023 - November 2024 v December 2022 - November 2023

Total value sales in the last 12 months, December 2023 to November 2024, were -4.7% down on the previous period, December 2022 to November 2023. Workwear & Safetywear (+10.9%) was up the most, followed by Tools (+6.1%) and Decorating (+2.1%). The two largest categories Heavy Building Materials (-6.3%) and Timber & Joinery Products (-7.0%) declined more than Total Merchants. Renewables & Water Saving (-23.6%) was weakest. With two more trading days this period, like-for-like value sales were -5.5% lower. Total volume sales were -5.3% down with prices slightly up (+0.7%).

Total value sales in the last 12 months, December 2023 to November 2024, were -4.7% down on the previous period, December 2022 to November 2023.

Total volume sales were -5.3% down with prices slightly up (+0.7%).

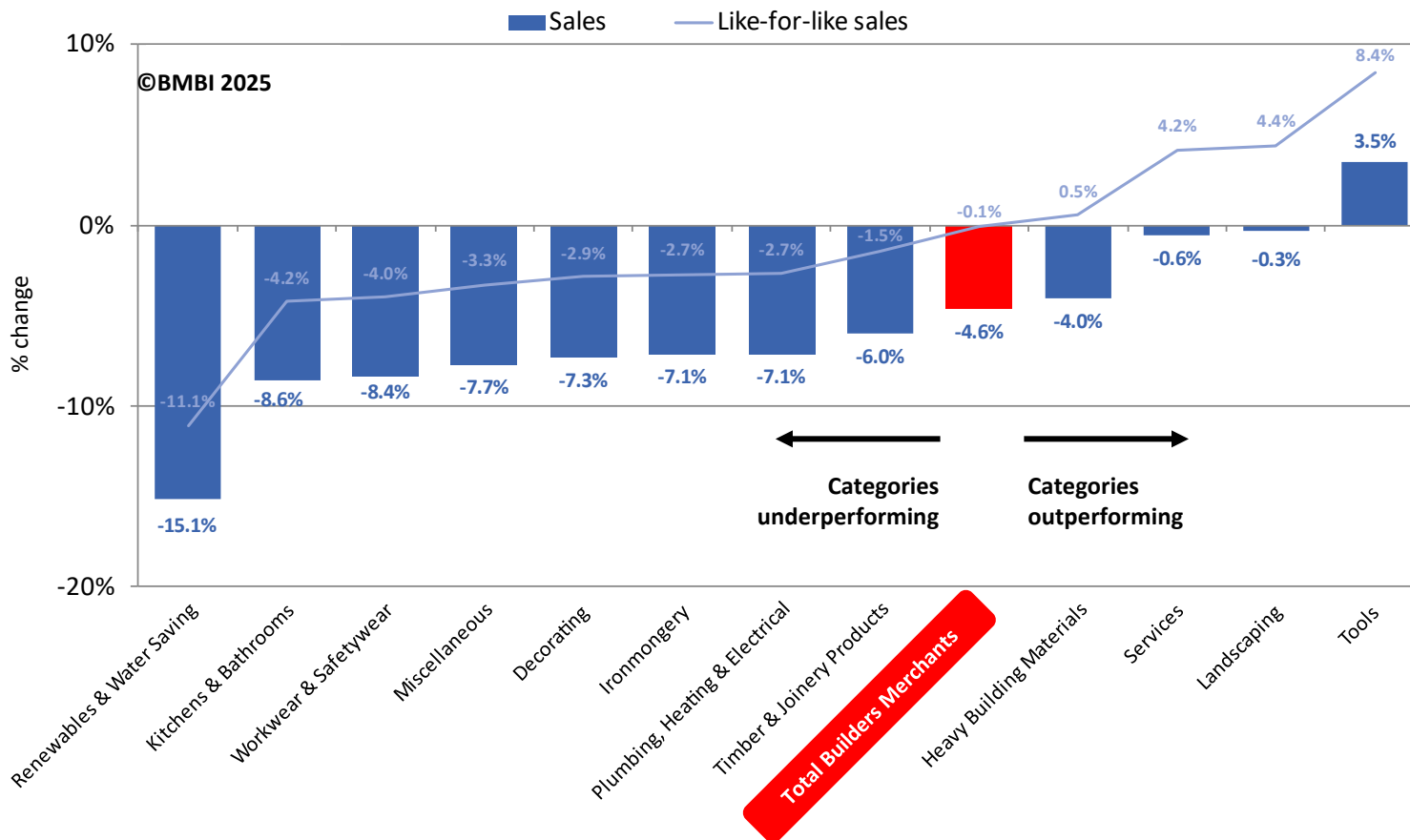
Latest month v last year

Value sales and like-for-like value sales % change

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



November 2024 v November 2023



Source: GfK's Builders Merchants
Total Category Report: January
2019 to November 2024

Total Builders Merchants value sales were down -4.6% in November 2024 compared with the same month last year.

Total Builders Merchants' volume sales were -1.3% lower and prices were down -3.4%.

Latest month v previous month

Value sales and like-for-like value sales % change

21 trading days this month v 23 trading days last month.
Like-for-like sales take trading day differences into account.



November 2024 v October 2024



Source: GfK's Builders Merchants
Total Category Report: January
2019 to November 2024

Total Merchants value sales were -10.0% lower in November than in October 2024.

Total Merchants' volume sales were -11.2% down and prices were up +1.3%.

Latest 3 months v last year

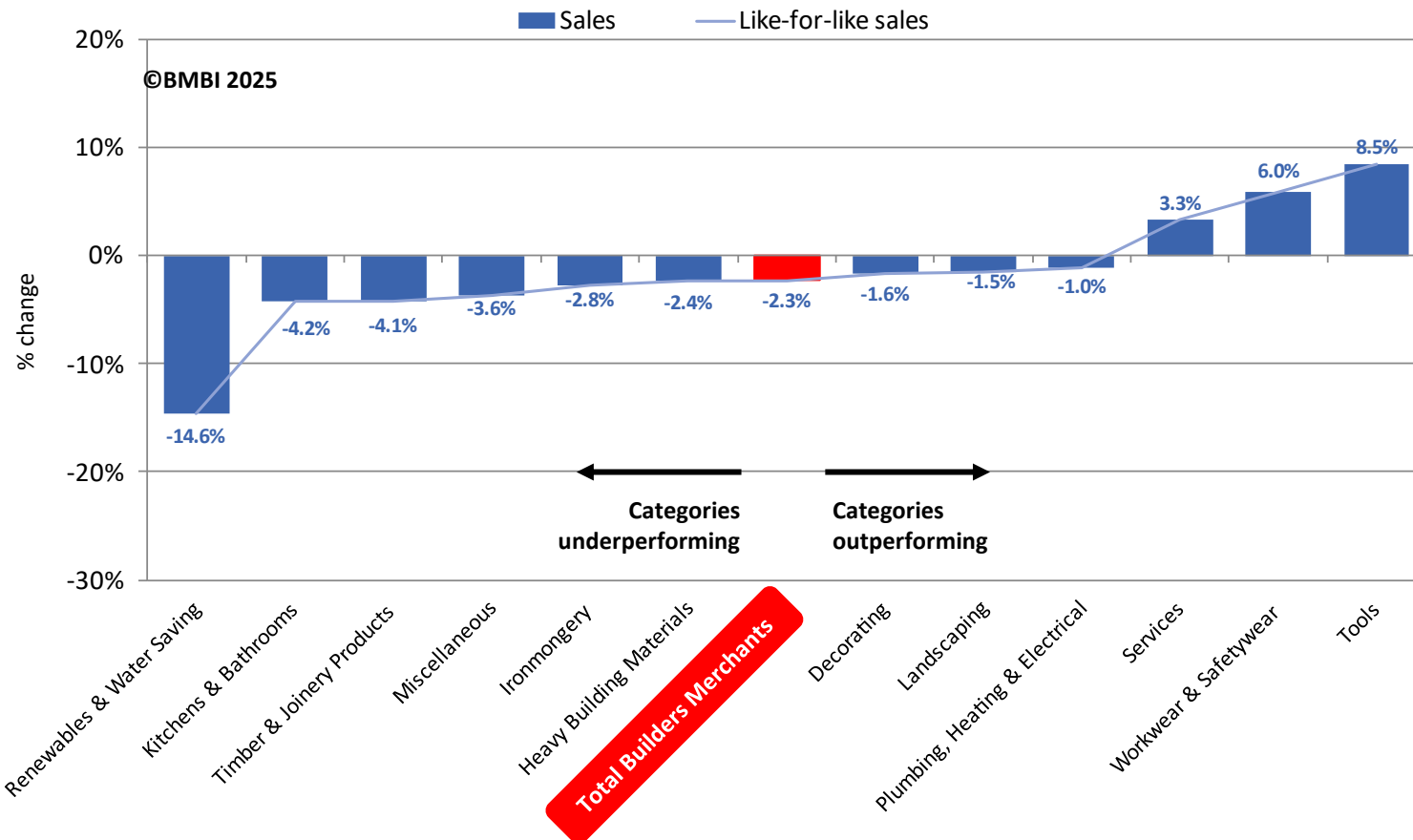
Value sales and like-for-like value sales % change

There was no difference in trading days (65).

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



3 months Sep 24 to Nov 24 v 3 months Sep 23 to Nov 23



Source: GfK's Builders Merchants Total Category Report: January 2019 to November 2024

Total value sales in September to November 2024 were -2.3% lower than the same period last year.

Total volume sales were slightly down (-0.7%) and prices were down -1.6%.

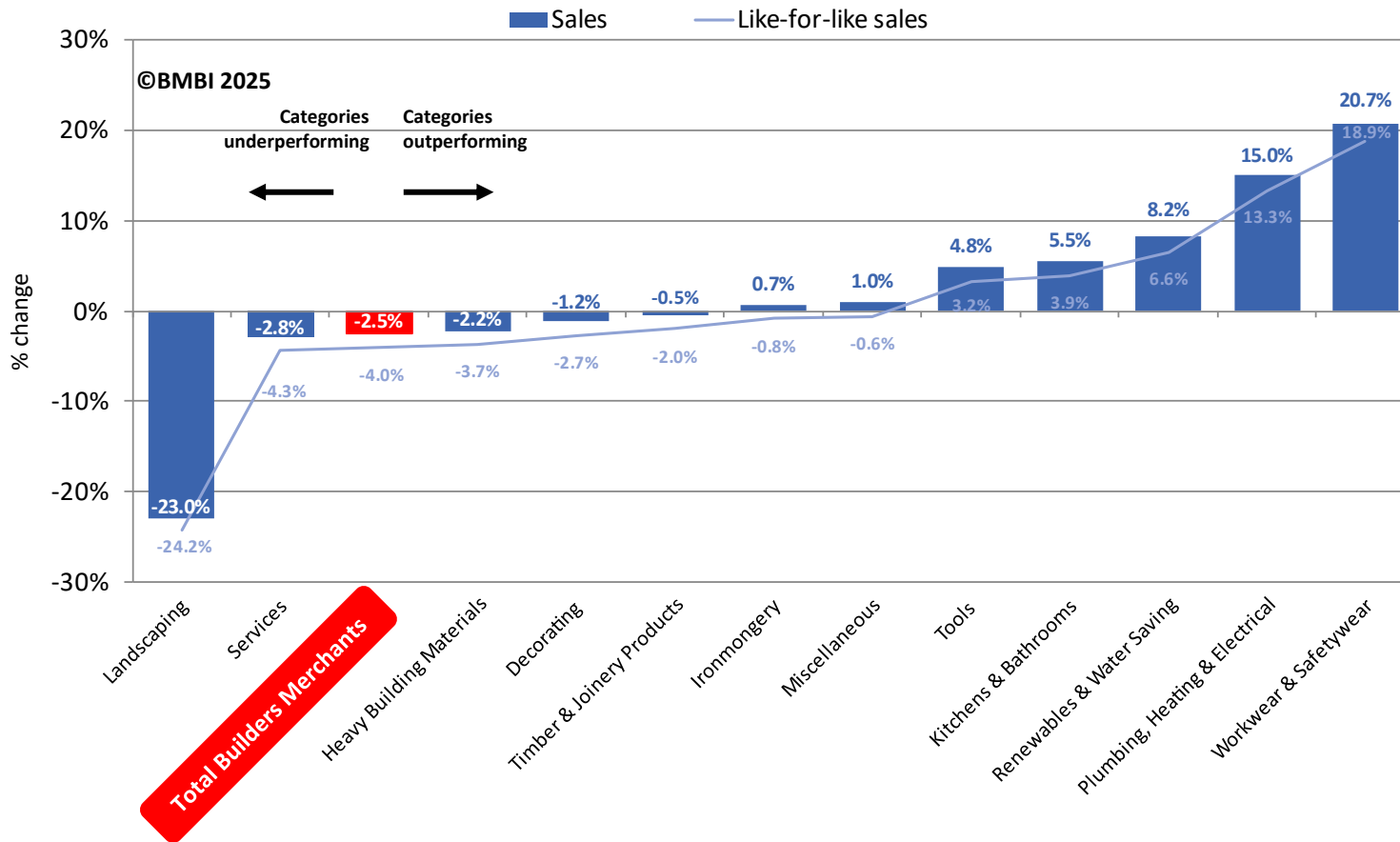
Latest 3 months v previous 3 months

Value sales and like-for-like value sales % change

65 trading days this recent period v 64 trading days in the previous period.
Like-for-like sales take trading day differences into account.



3 months Sep 24 to Nov 24 v 3 months Jun 24 to Aug 24



Source: GfK's Builders Merchants
Total Category Report: January
2019 to November 2024

Total value sales in September to November 2024 were -2.5% lower than in June to August 2024.

Total volume sales were down -3.1% with prices slightly up (+0.7%).

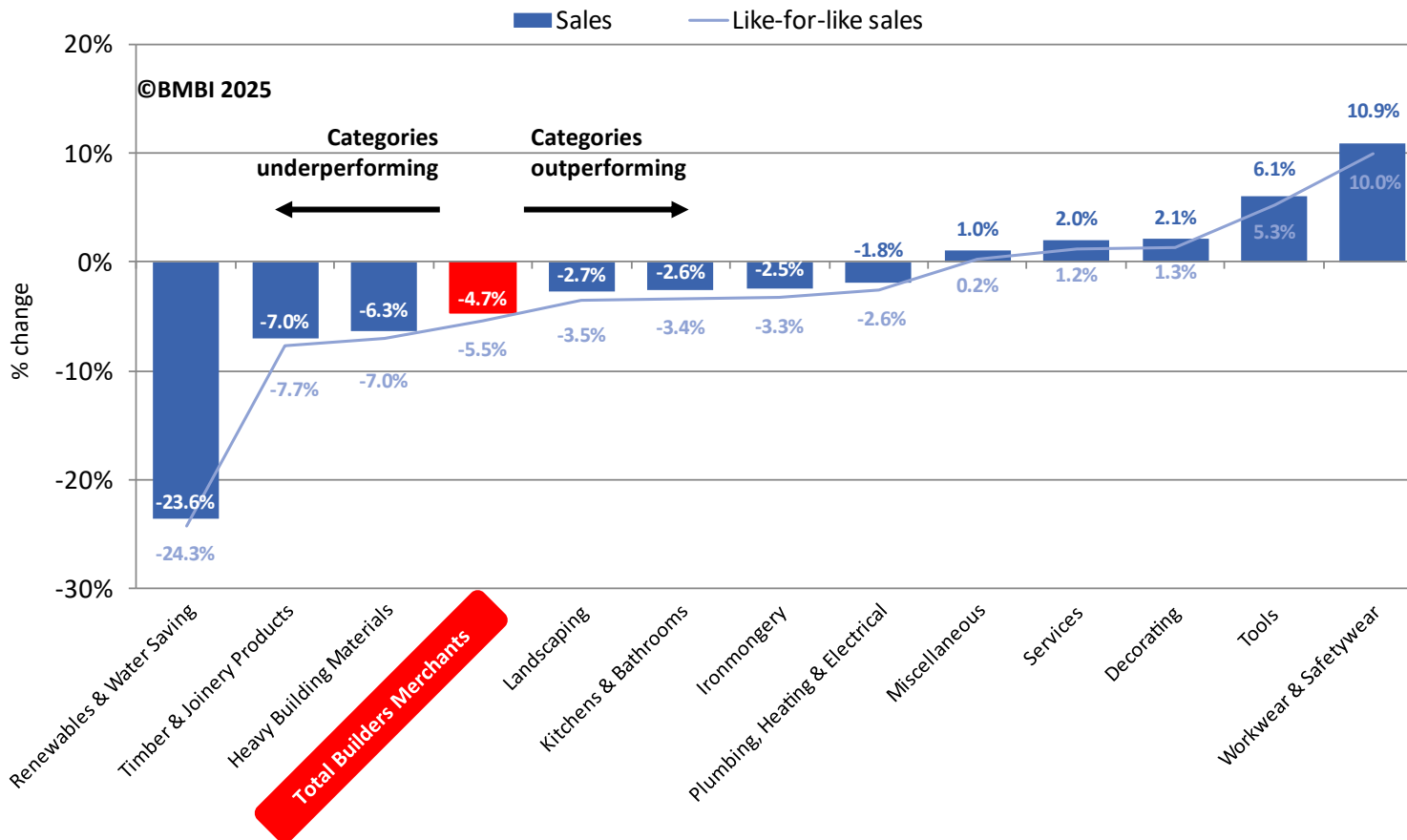
Latest 12 months v last year

Value sales and like-for-like value sales % change

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



12 months Dec 23 to Nov 24 v 12 months Dec 22 to Nov 23



Source: GfK's Builders Merchants
Total Category Report: January
2019 to November 2024

The two largest categories Heavy Building Materials (-6.3%) and Timber & Joinery Products (-7.0%) declined more than Total Merchants.

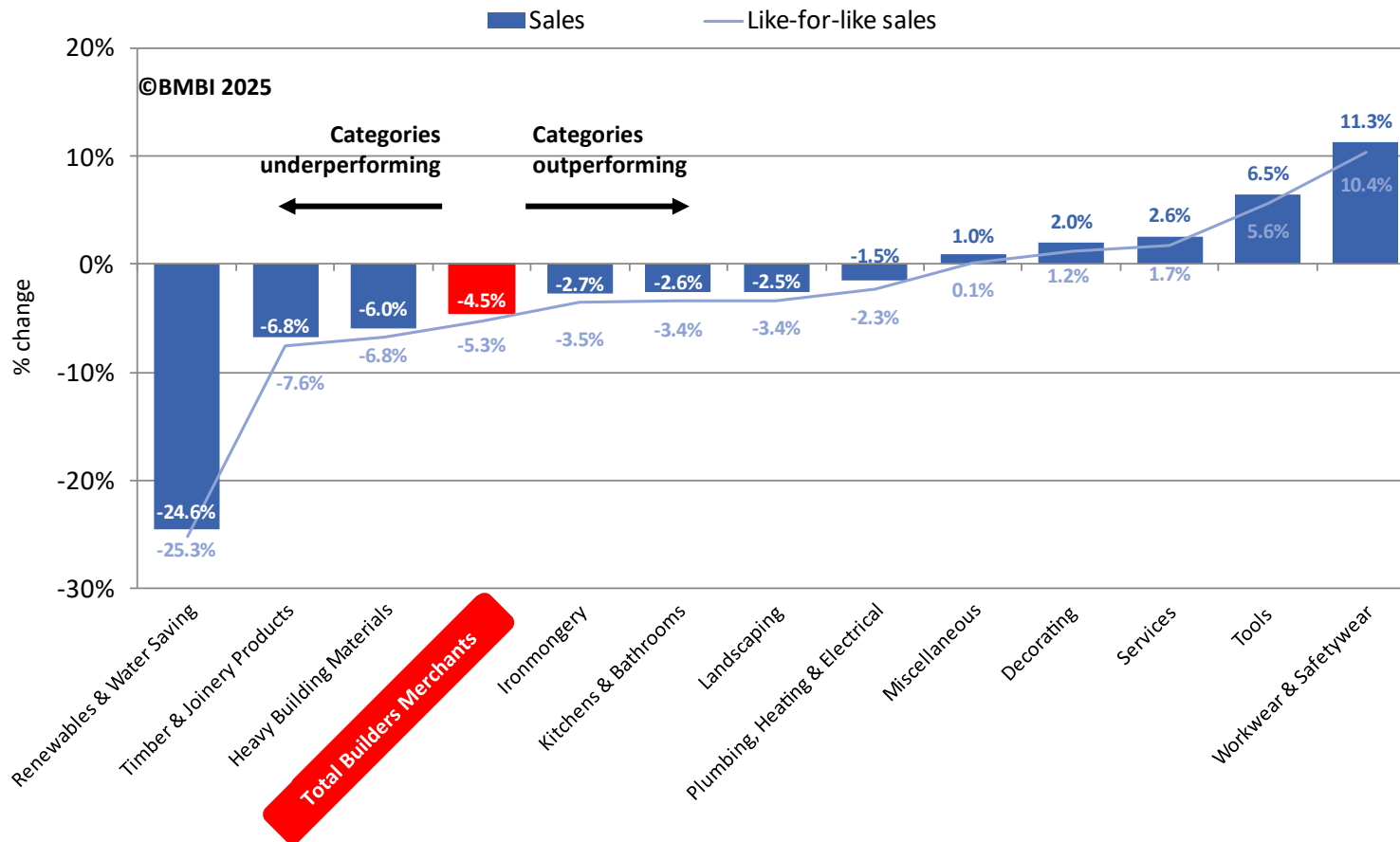
Year-to-date v last year

Value sales and like-for-like value sales % change

234 trading days this year v 232 trading days last year.
Like-for-like sales take trading day differences into account.



Year to date: Jan 24 to Nov 24 v Jan 23 v Nov 23



Source: GfK's Builders Merchants
- Total Category Report: January
2019 to November 2024

Five of the twelve categories sold more with Workwear & Safetywear up most at +11.3%.

But the two largest categories Heavy Building Materials (-6.0%) and Timber & Joinery Products (-6.8%) sold less.

Monthly Year-on-year

Value sales % change

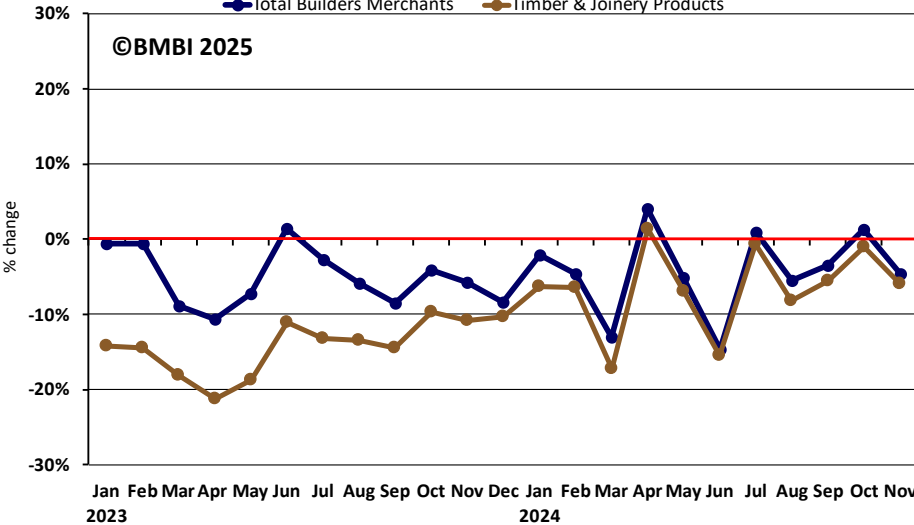
November 2024



Timber & Joinery Products - Monthly

● Total Builders Merchants ● Timber & Joinery Products

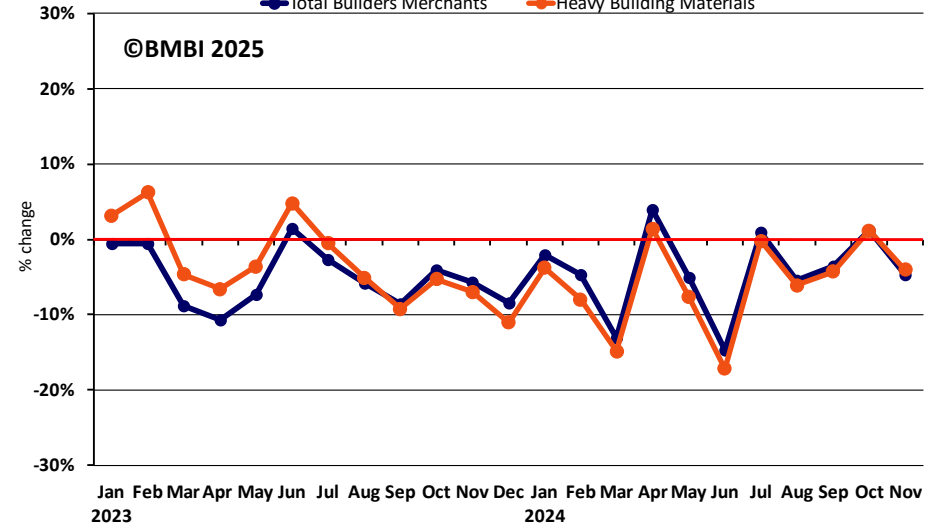
©BMBI 2025



Heavy Building Materials - Monthly

● Total Builders Merchants ● Heavy Building Materials

©BMBI 2025



NIQ **GfK**
 Source: GfK's Builders Merchants
 Total Category Report: January
 2019 to November 2024

Monthly Year-on-year

Value sales % change

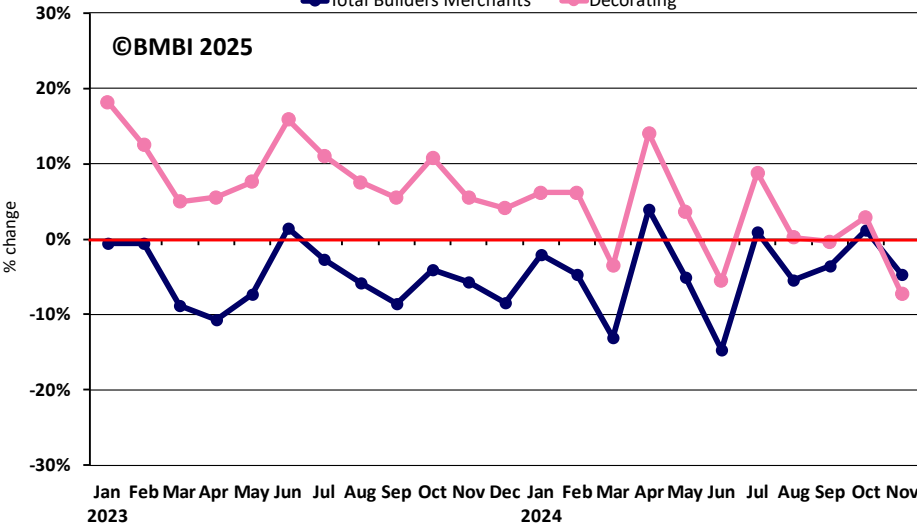
November 2024



Decorating - Monthly

● Total Builders Merchants ● Decorating

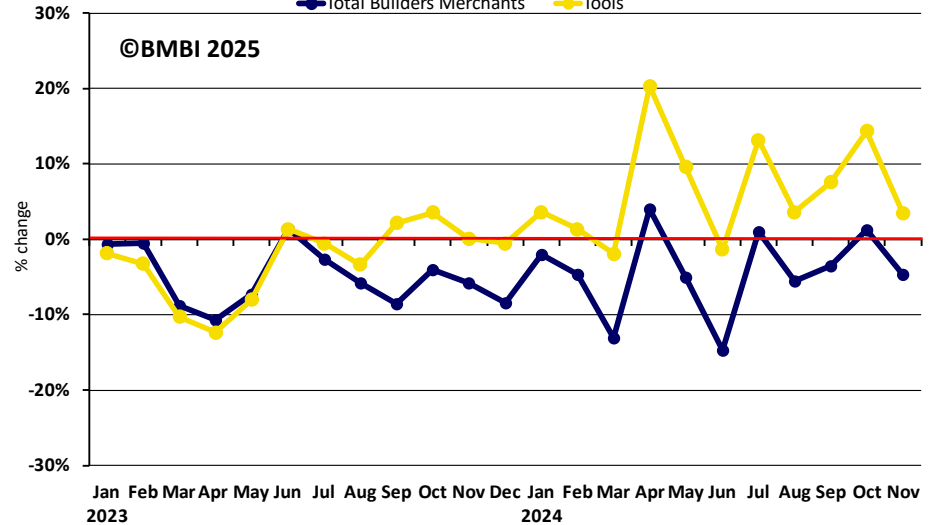
©BMBI 2025



Tools - Monthly

● Total Builders Merchants ● Tools

©BMBI 2025



Source: GfK's Builders Merchants
Total Category Report: January
2019 to November 2024

Monthly Year-on-year

Value sales % change

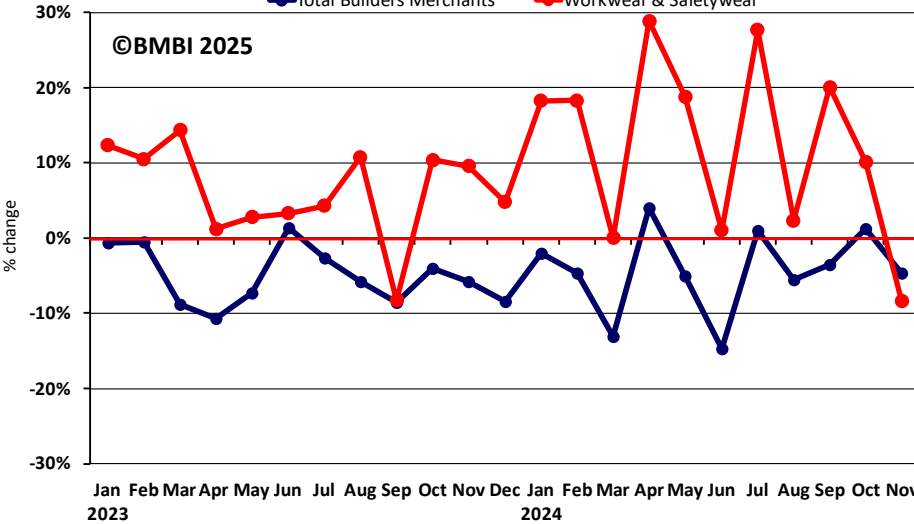
November 2024



Workwear & Safetywear - Monthly

● Total Builders Merchants ● Workwear & Safetywear

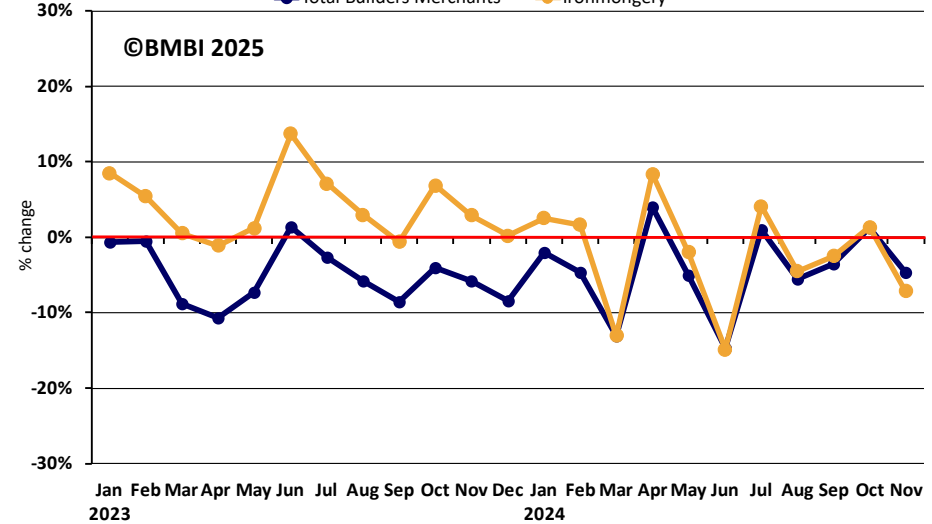
©BMBI 2025



Ironmongery - Monthly

● Total Builders Merchants ● Ironmongery

©BMBI 2025



NIQ **GfK**
 Source: GfK's Builders Merchants
 Total Category Report: January
 2019 to November 2024

Monthly Year-on-year

Value sales % change

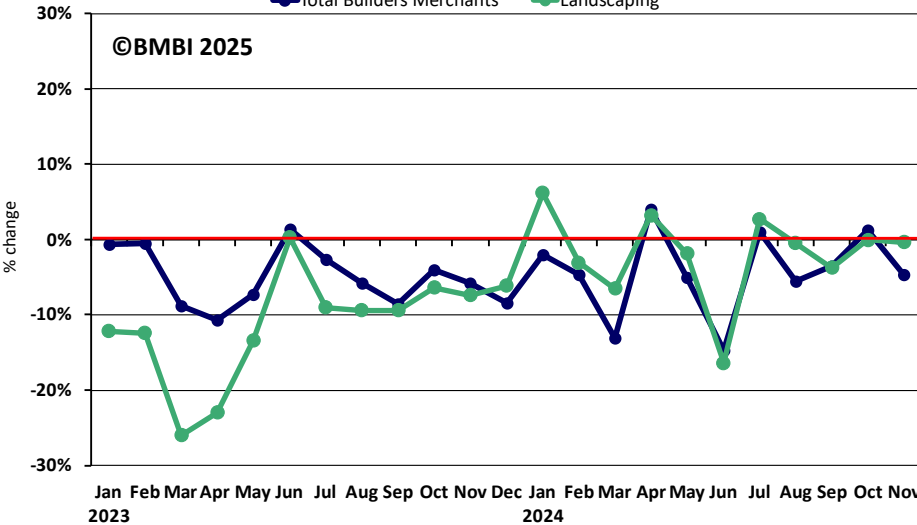
November 2024



Landscaping - Monthly

● Total Builders Merchants ● Landscaping

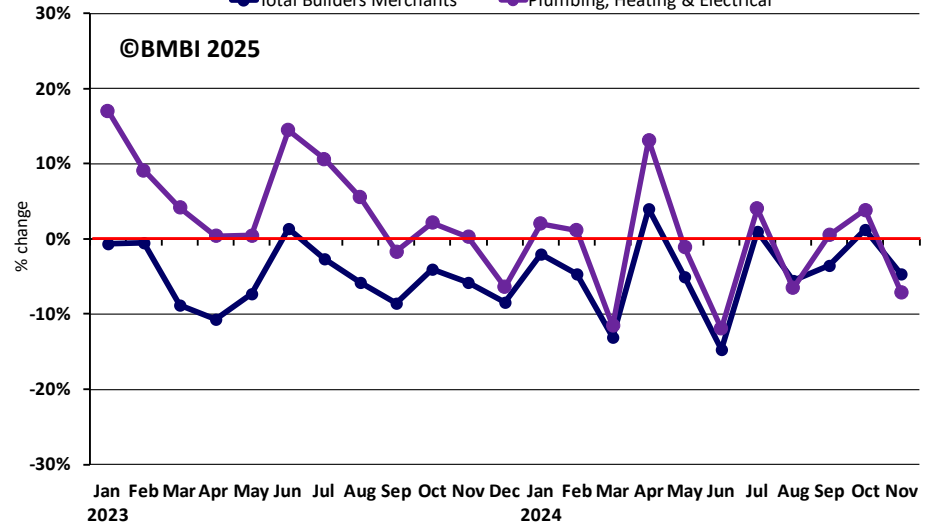
©BMBI 2025



Plumbing Heating & Electrical - Monthly

● Total Builders Merchants ● Plumbing, Heating & Electrical

©BMBI 2025



Source: GfK's Builders Merchants
Total Category Report: January
2019 to November 2024

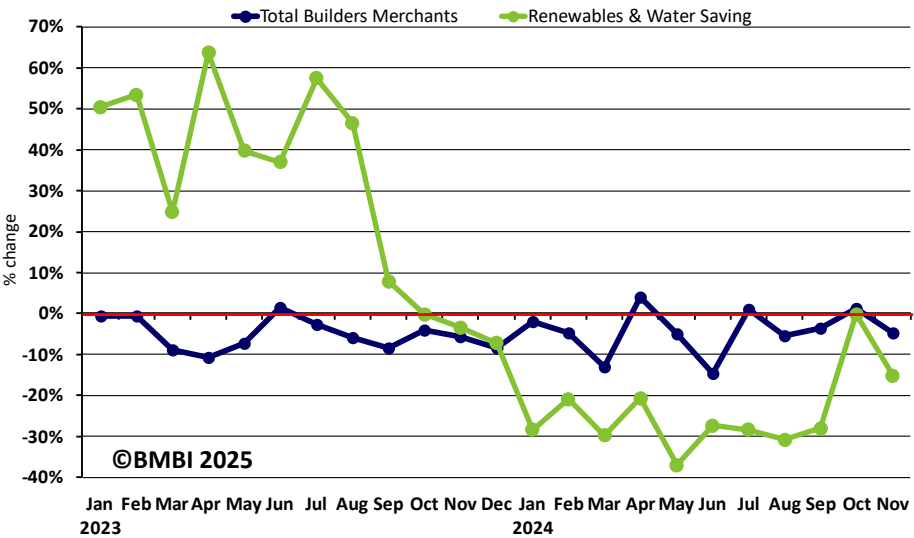
Monthly Year-on-year

Value sales % change

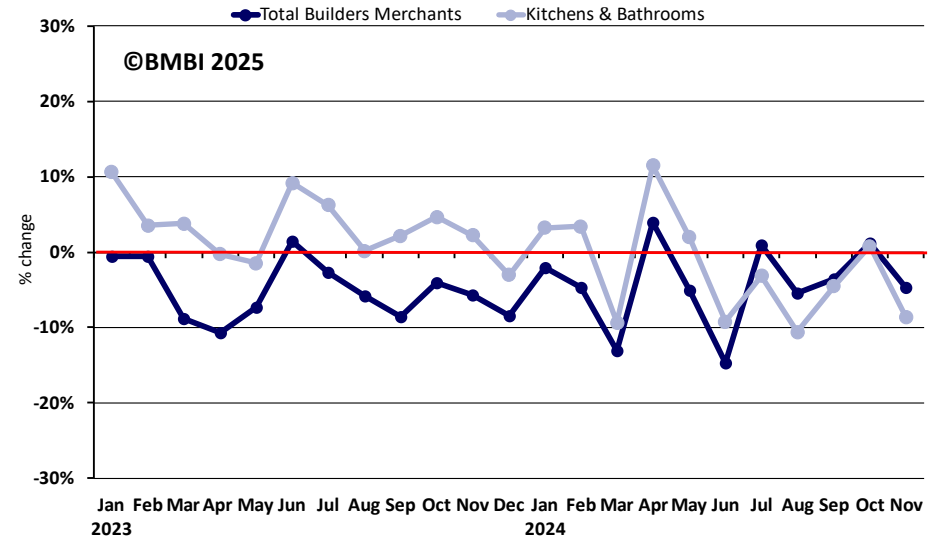
November 2024



Renewables & Water Saving - Monthly



Kitchens & Bathrooms - Monthly



NIQ **GfK**
 Source: GfK's Builders Merchants
 Total Category Report: January
 2019 to November 2024

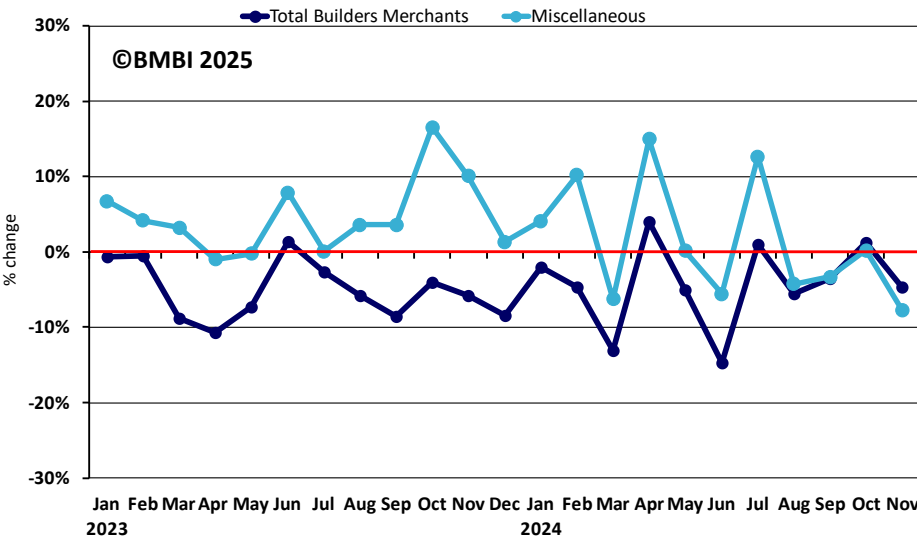
Monthly Year-on-year

Value sales % change

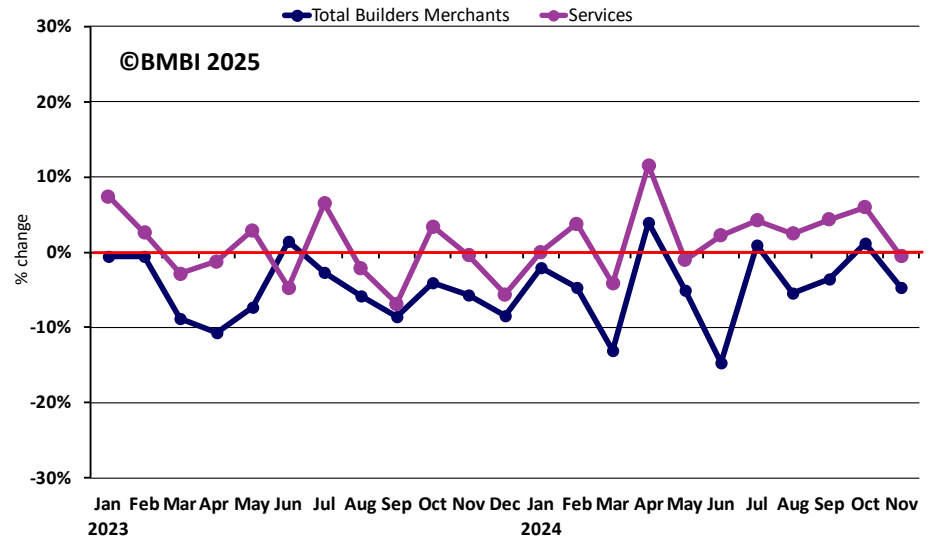
November 2024



Miscellaneous - Monthly



Services - Monthly



NIQ **GfK**
 Source: GfK's Builders Merchants
 Total Category Report: January
 2019 to November 2024

Monthly: Index by Categories

November 2023* - November 2024

(Indexed on monthly average, January 2019 – December 2019)



		2023		2024										
MONTHLY SALES VALUE INDEX	Index	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
Total Builders Merchants	100	116.3	72.7	102.6	107.4	112.1	117.7	121.2	113.9	127.1	116.8	114.9	123.2	110.9
Timber & Joinery Products	100	111.6	69.6	100.1	102.4	105.3	109.1	110.9	104.6	117.7	109.0	108.4	116.4	105.0
Heavy Building Materials	100	118.0	71.6	102.0	108.0	112.6	118.0	122.4	115.5	130.2	119.5	117.6	126.3	113.2
Decorating	100	127.7	83.7	114.7	116.8	119.5	122.9	124.2	119.3	132.8	122.9	120.8	131.5	118.4
Tools	100	112.6	74.1	104.1	107.0	115.6	118.7	116.5	110.2	121.2	111.2	113.8	128.9	116.5
Workwear & Safetywear	100	163.4	102.2	148.2	141.9	138.2	131.8	135.5	118.4	141.8	121.0	148.3	162.2	149.7
Ironmongery	100	112.5	74.0	105.5	104.4	102.8	108.2	108.2	101.3	116.7	106.7	106.4	116.2	104.4
Landscaping	100	97.5	56.3	85.7	100.2	120.8	139.5	157.1	143.2	148.0	134.3	116.9	113.5	97.1
Plumbing, Heating & Electrical	100	130.1	91.5	122.5	119.9	115.5	113.8	107.2	98.9	114.3	102.8	112.7	130.0	120.9
Renewables & Water Saving	100	145.2	99.6	118.9	127.4	121.5	130.8	106.8	112.6	128.0	113.5	111.5	148.6	123.2
Kitchens & Bathrooms	100	132.5	82.2	113.4	117.6	116.1	119.1	118.5	112.1	121.1	110.8	117.5	124.4	121.2
Miscellaneous	100	111.3	76.4	105.6	104.0	100.7	101.4	101.5	96.3	112.4	99.7	96.6	112.0	102.8
Services	100	113.2	82.7	98.6	105.1	112.4	119.6	118.9	112.6	127.6	122.0	113.9	125.4	112.6

*Click the web link below to see the complete series of indices from November 2023.



Source: GfK's Builders Merchants
Total Category Report: January
2019 to November 2024

Monthly: Index

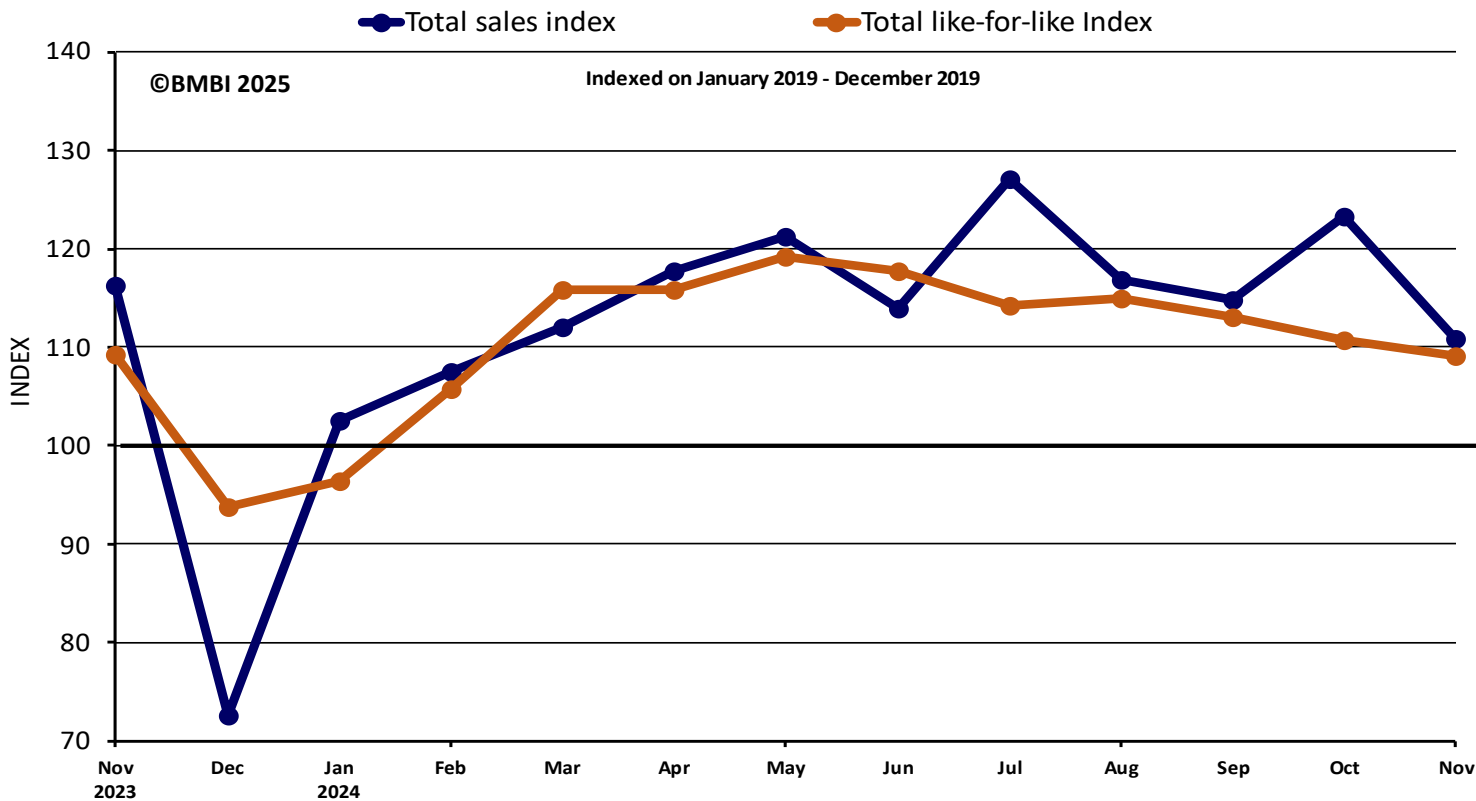
Value sales and like-for-like value sales index

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



Source: GfK's Builders Merchants
Total Category Report: January
2019 to November 2024

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



November's overall
BMBI index
was 110.9.

Please note there were 21 trading days in the latest month vs 20.7 days in the index base, which is based on the average monthly trading days across 2019. Hence the slight difference in the 'Sales' and 'Like-for-like' index in the latest month.

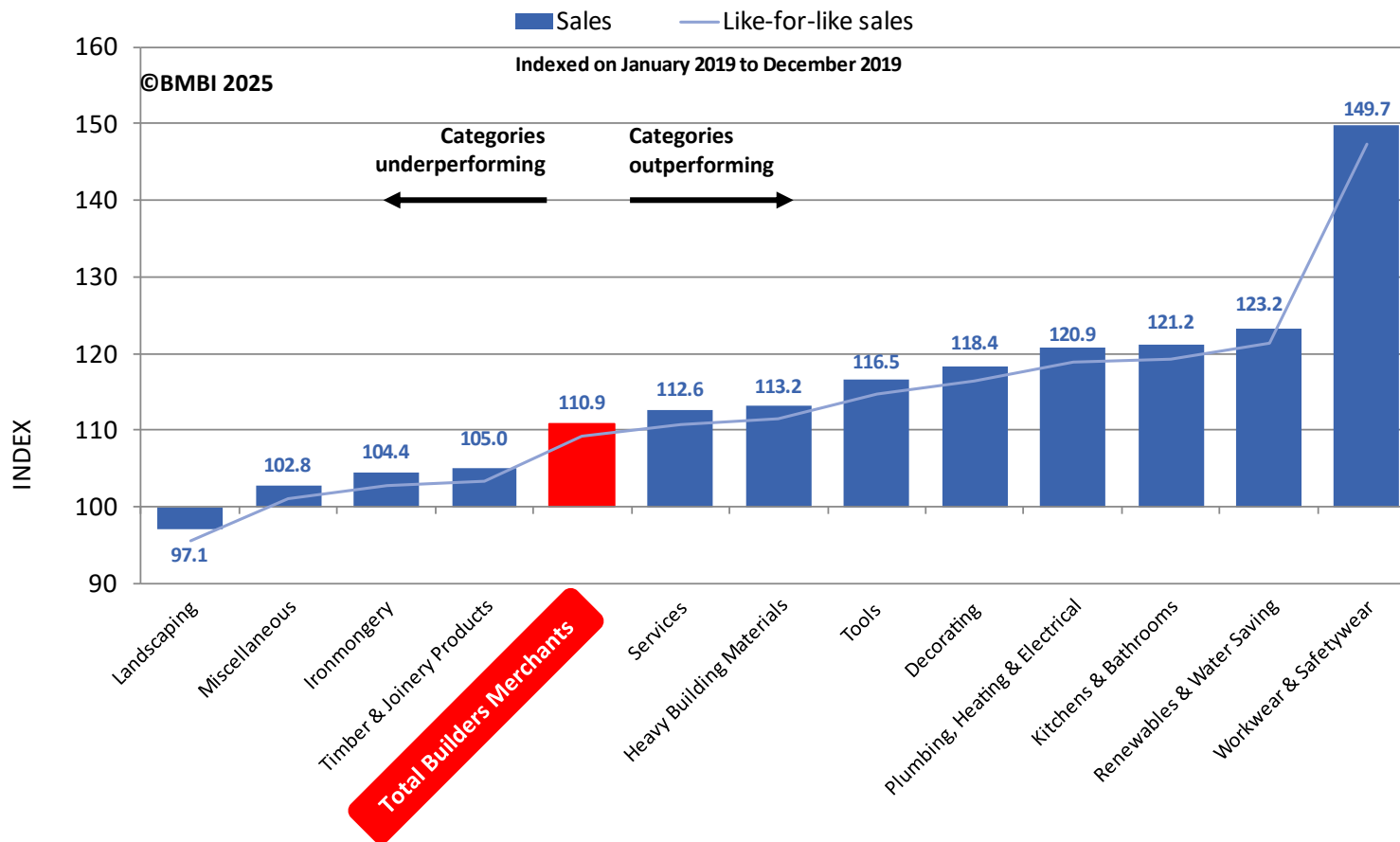
Latest month: Index by Categories

Value sales and like-for-like value sales index

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



November 2024 Index



Source: GfK's Builders Merchants
Total Category Report: January
2019 to November 2024

Workwear & Safetywear (149.7) had the highest index versus the 2019 base period, followed by Renewables & Water Saving (123.2), Kitchens & Bathrooms (121.2), Plumbing Heating & Electrical (120.9) and Decorating (118.4).

Trading Days

Monthly

Index: 20.7

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	22	16
2024											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
22	21	20	21	21	20	23	21	21	23	21	

Quarterly

Index: 62

2022			
Q1	Q2	Q3	Q4
63	60	64	59
2023			
Q1	Q2	Q3	Q4
64	60	64	60
2024			
Q1	Q2	Q3	Q4
63	62	65	

Half Year

2022	
H1	H2
123	123
2023	
H1	H2
124	124
2024	
H1	H2
125	

Full Year

2022
246
2023
248
2024

GfK's Definition of Builders Merchant Panel



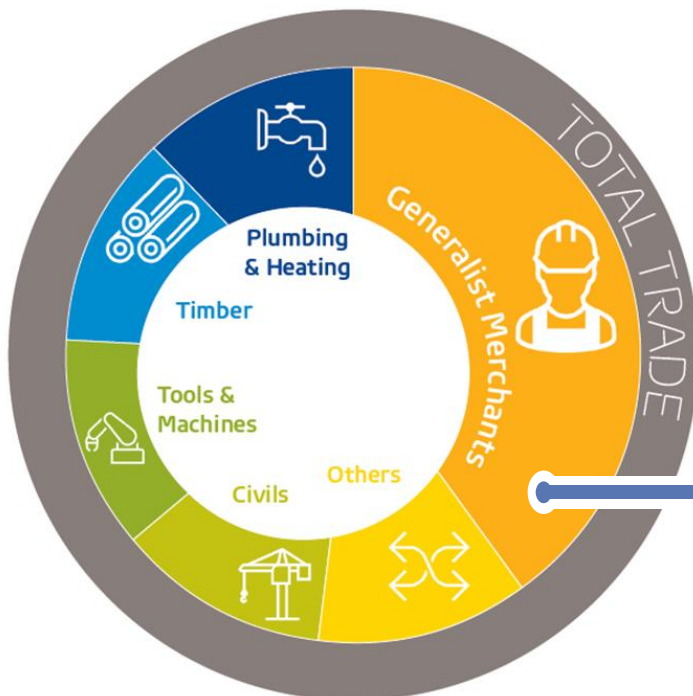
Generalist Builders Merchants definition:

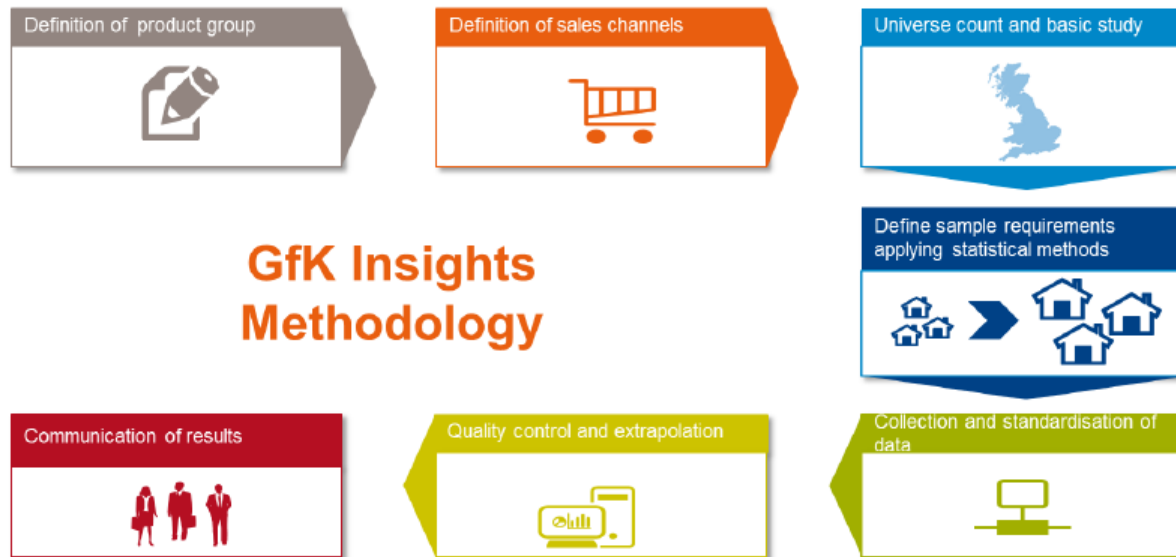
- Builder Merchants handle an extended range of building materials and components (e.g. doors, windows, interior furnishing materials, insulation materials, tiles, cement, mortar, adhesives, sealants, nails, hardware products, pipes, ironware, paint) and generate their turnover with professional end 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 88%.

Examples include:



INDEPENDENT BUILDERS MERCHANT GROUP





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

NIQ



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

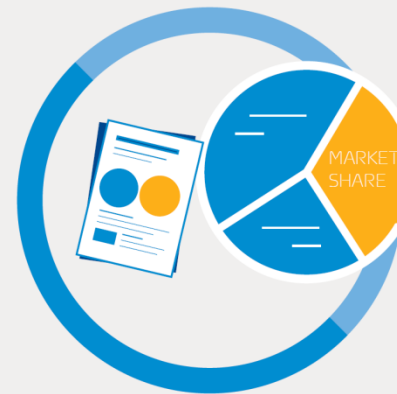
Miscellaneous

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

Services

Toolhire / Hire Services
Other Services

TOTAL CATEGORY REPORT (TCR)



TRACKED PRODUCT GROUP REPORTING



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.vanderryst@nielseniq.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)

Excellence in building materials supply



BMF (Builders Merchant Federation) Forecast Report

BMF Forecast Report

Winter 2024 Edition

Builders Merchants Industry Forecast Report

The latest forecast report of the BMF's Builders Merchants Industry Forecast, covering Winter 2024 onwards, is available.

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 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



Building the Industry & Building Brands from Knowledge



Contact us

For further information



Emile van der Ryst

Key Account Manager - Trade & DIY

emile.vanderryst@nielseniq.com

+44 (0) 20 7890 9615



Thomas Lowe

Industry Analyst / Economist

thomas.lowe@bmf.org.uk

+44 (0) 24 7685 4994



Mike Rigby

CEO - MRA Research

mike@mra-research.co.uk

+44 (0) 1453 521621