

# Annual Review 2025



Inside

Building a Material Difference



On the cover

BMF Members' Day Annual Conference & Awards  
BMF All Industry Conference





**GCS ASSOCIATES**  
SPECIALIST RECRUITMENT

# **EMPOWERING BUSINESSES WITH EXCEPTIONAL TALENT**

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# Chairman's statement

**We operate in an industry that is influenced by numerous external factors; we must remain vigilant to changing conditions and be prepared to respond accordingly. Preparing for change can push the boundaries of what is possible and inspire solutions to future-proof our sector.**

Seven key initiatives embedded into the BMF corporate strategy are designed to deepen member value and help them navigate change. They cover building awareness, inclusivity, skills, efficiency, sustainability, health and safety, and developing your voice. The latest developments in each of these areas, and the benefits they offer, are detailed in this Annual Review.

People are the most important resource in our sector, which is why several of our key initiatives are designed to attract, train, and retain a diverse range of new talent within member companies.

Building Materials is a hidden sector. Too few people are aware of all it has to offer, and that, in turn, impacts recruitment opportunities. The Building Materials Careers campaign is building awareness, distinguishing our sector from the wider construction industry, defining the role

of builders' merchants and suppliers and showcasing the wealth of vibrant and dynamic career paths across product development, finance, logistics, marketing and distribution.

Our support for the Institute of Builders Merchants (IoBM) is designed to drive the advancement of professionalism in merchandising. The IoBM provides recognised, accredited qualifications, mentoring, and other personalised support to enable individuals to excel and advance their careers.

Our work representing the sector with Government, is another priority. The strength and breadth of our membership have made the BMF the "commentator of choice" for building materials. In addition to written briefings, our annual Parliamentary Reception, and a programme of site visits by MPs to merchants and manufacturers in their constituencies, have ensured our voice is heard on subjects as diverse as proposals to regulate further the sale of construction materials and products, stricter packaging regulations, and the removal of Inheritance Tax Business Property Relief.

Our voice is further amplified by working in co-operation with our industry



colleagues on the Construction Leadership Council, where the BMF co-chairs the Material Supply Chain Group, and gives regular contact with officials within the Department for Business and Trade.

The BMF's strategy, with its focus on member engagement, people and skills, government influence, and supply chain collaboration, reflects our belief that together we are stronger.

**Richard Hill**  
BMF Chairman

# CEO's report



**The BMF exists to promote the building materials sector, and the relevance and success of BMF initiatives are reflected in the increasing strength of our membership, which has now reached 1,010 members.**

Many of us had high hopes that 2025 would signal the beginning of a significant recovery for the building materials sector; we are now looking to 2026 to deliver sustained growth. However, programmes developed by the BMF over the past 12 months will ensure our members are well-positioned to capitalise on an upturn.

Having the right people in place is vital to success. Our pioneering BMCareers

recruitment programme is connecting with target audiences from school leavers to career changers to position building materials as a distinct and desirable sector with a wealth of vibrant and dynamic career paths. Designed as a long-term initiative to attract a diverse pool of talent, BMCareers is already making its mark in member recruitment.

Skills development is another priority, and the BMF Apprenticeship Pledge has exceeded the target we set to bring 15,000 new apprentices into the industry by 2030. Apprenticeships are not only used to train newcomers to the industry; they are also used to upskill colleagues throughout their careers. The impact of this initiative, along with our campaigning for Apprentice Levy flexibility, which is helping SMEs to engage in apprenticeship schemes, is creating positive and lasting change in the sector.

Supply chain collaboration and the digitalisation of our sector are essential for a thriving supply chain. The formation of Building Materials Digital Services Ltd (BMDS), a joint venture between BMF and NMBS to provide an industry-owned data pool is an excellent example. Data Yard, launched this year with the support of merchants, suppliers and service providers, is set to improve data quality,

reduce duplication and streamline the sharing of product information.

Understanding how our sector has evolved can guide decisions moving forward. At this year's BMF All Industry Conference in Barcelona – attended by over 450 delegates, the highest ever number, we took time out to reflect on the changes in our industry since our last conference in the city 30 years ago, before focusing on our main theme, Building Tomorrow Together.

At our Annual Members Conference, which set another attendance record, we focused on the main factors driving change within the industry and explored how working together can help future-proof the sector. One example was a preview of the Branch of the Future, a concept examined in greater detail in a comprehensive report published following the event.

The BMF is working hard to help its members adapt and strengthen the future of building materials. Being prepared for change will help the sector develop new solutions; working together as a collective force will aid in navigating any challenges we face.

**John Newcomb**  
BMF Chief Executive

# INSIDE..



- |  |  |                                      |
|--|--|--------------------------------------|
| <b>1</b> Chair's Review & CEO's Report | <b>12</b> BMF Forums                     | <b>30</b> ETIM/Data Yard update      |
| <b>3</b> Financial Review 2024-25      | <b>13</b> Regional Centres of Excellence | <b>32</b> Young Merchants            |
| <b>4</b> Did You Know?                 | <b>18</b> BMF Collaboration              | <b>33</b> Apprenticeships & Training |
| <b>6</b> BMF Strategy                  | <b>20</b> IoBM                           | <b>34</b> Business Services          |
| <b>7</b> Benefits of Membership        | <b>21</b> Awards                         | <b>36</b> New Members                |
| <b>8</b> BMCareers                     | <b>22</b> BMF Press Coverage             | <b>37</b> The BMF Board              |
| <b>9</b> Meet the BMF Team             | <b>23</b> Policy & Public Affairs        | <b>38</b> Industry Leading Events    |
| <b>10</b> Meet the Regional Managers   | <b>28</b> Market Data                    | <b>39</b> BMF Events 2026            |
|  |  | <b>40</b> BMF Publications           |

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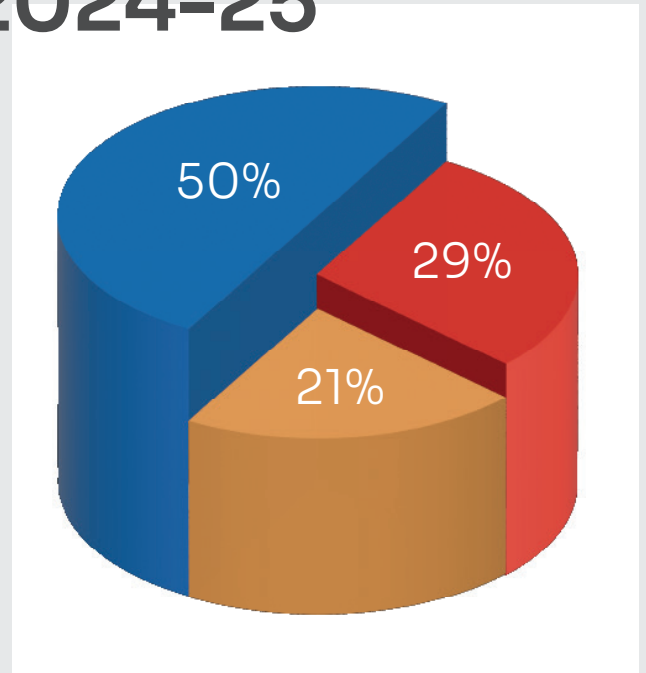


[www.bmf.org.uk](http://www.bmf.org.uk)

Scan the QR code with your smartphone to go direct to the Builders Merchants Federation website.



# Financial review 2024-25



- Membership fees
- Training
- Other income e.g. events

## Turnover - Based on 2024-25 Accounts

### **BUILDERS MERCHANTS FEDERATION LIMITED** (A company limited by guarantee)

#### INCOME STATEMENT FOR THE YEAR ENDED 31 MARCH 2025

	2025 £	2024 £
Turnover*	3,032,431	3,789,449
Operating costs	(3,357,543)	(4,152,818)
	(352,112)	(101,254)
Investment Income	186,900	388,004
Investment Property Revaluation	15,000	(47,882)
Operating deficit	(123,212)	(23,247)
Interest receivable and similar income	25,005	17,705
Surplus/(deficit) before tax	(98,207)	(5,742)
Tax	69,225	23,396
Surplus for the financial year	(28,982)	17,654

\* Please note the fluctuation in income is due to the bi-annual All-Industry Conference

# Did you know – BMF in Numbers?

The BMF is the trade association representing and promoting the interests of merchants, suppliers and service providers operating in the building materials supply chain in the UK & Ireland.

Together, BMF members form an impressive network of businesses, shaping and leading the sector in the supply and manufacture of building materials, home improvement products and renewable energy systems.



**1,010 members**

521 merchants

314 suppliers

175 service suppliers/associates/distributors/affiliates



**£51.8bn**

Members' turnover



**5,618+**

Merchant branches



**26,000+**

Followers



**16,500+**

Web visits per month



**192,000+**

industry employees



**41%**

Membership growth from July 2020



**7,900+**

Followers



offline reach

**2,000**

online reach

**26,000+**



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## SUPPORT

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7 DAYS A WEEK**

## SALES

✉ [sales@atlas-cranes.co.uk](mailto:sales@atlas-cranes.co.uk)

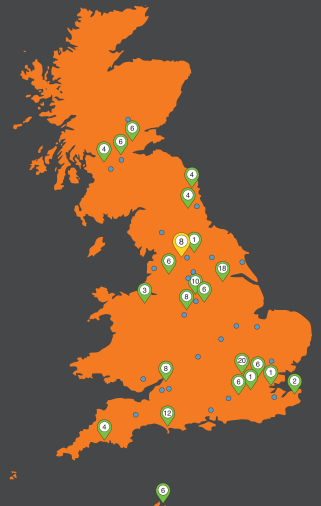
☎ 01274 900900 Option 3 - Sales



## Nationwide Coverage

- National Customer Support Facility
- Centralised Call Tracking
- Complete Nationwide Coverage
- Modern Fleet Of Mobile Workshops
- Regional Workshop Facilities
- Comprehensive Spare Parts Service

- 📍 ATLAS Head Office (+ number of engineers)
- 📍 ATLAS Aftersales Dealers (+number of engineers)
- ATLAS Mobile Engineers



# Building a Material Difference

## Building Inclusivity and Diversity

A key objective of the BMF is to build inclusivity and diversity within the building materials sector. This year marked the second annual review of the Construction Inclusivity Coalition (CIC), of which the BMF is a founding partner. Over the past 12 months, efforts have been focused on improving gender balance within the sector and enhancing workplace inclusivity.

Working alongside the CIC, the BMF aims to encourage all members to adopt inclusive practices across their businesses. According to the CIC's 2025 Impact Report, 80% of members now carry out annual assessments of their workplace culture through employee well-being surveys, an increase from 66% in 2024.

Together with the CIC, our goals for the next 12 months remain the same: to further tackle gender imbalance, create diverse and inclusive workplaces and experiences, and ensure that people feel valued both in and outside of work.

## Building Skills

The sector currently faces two major challenges in skills and recruitment: an ageing workforce and a shortage of skilled workers. Data shows that over 44% of the industry's workforce is aged 45 or over, raising concerns about future retirements and the loss of vital skills.

To address this, the BMF launched the Apprenticeship Pledge, aiming to recruit 15,000 new apprentices into the building materials sector by 2030. Remarkably, the BMF has already exceeded this goal, with 15,733 pledges made and 107 BMF members signed up.

Additionally, the BMF has its BMCareers programme and provides high-quality, industry-specific training courses, designed to support all areas of a merchant or materials supplier business. Led by industry specialists, these courses aim to upskill staff and help address the skills shortage across the sector.

## Building Efficiency

This year saw the release of the BMF's Industry Template v3.0, developed with Data Yard, aimed at transforming efficiency within the supply chain. In collaboration with NMBS, the BMF is encouraging widespread adoption of the template across the sector to help eliminate data-related supply inefficiencies.

Users of the template have seen significant improvements in efficiency, accuracy, and compliance across the building materials industry.

## Building Sustainability

The BMF continues to play a growing role in supporting sustainability within the sector through training, forums, and political engagement. In early September 2025, the BMF distributed its latest Sustainability Survey to all members to assess industry sentiment and current positioning on key sustainability issues.

The third annual BMF State of Sustainability Report, produced in partnership with CMDi, shows that sustainability is gaining serious traction. The number of merchants stocking products with Environmental Product Declarations (EPDs) has doubled from 3 in 10 to 6 in 10, while the proportion of those unaware of EPDs has dropped from 5 in 10 to 3 in 10—highlighting a significant increase in awareness and adoption of sustainability credentials.

## Building Health and Safety

Health and Safety remains a core focus for the BMF, as incidents involving injury—or worse—are still too frequent across the sector. This is often due to inadequate safety measures and insufficient training.

To address this, the BMF has published Health and Safety Business Guides, covering key areas, and has partnered with safety specialists Opus Safety to offer comprehensive support services. These services help businesses comply with regulations and create safer working environments, resulting in a more efficient and engaged workforce.

We believe that health and safety is crucial to running a successful

business, which is why we provide members with clear, practical advice on all related matters.

## Building Your Voice

The BMF exists to promote business-friendly conditions for its members and plays a pivotal role in influencing policy across the UK. We actively participate in consultations and policy-making processes, ensuring that the voice of the building materials sector is heard, represented, and considered at all levels of government.

## Building Awareness

One of the BMF's key initiatives this year is the further development of the Sector Awareness Programme, which included the launch of the new BMCareers website. The purpose of the site is to raise awareness of the building materials sector among young people exploring career paths, as well as individuals looking to make a career change. It offers extensive information about the sector and the wide variety of roles available. More than 150 people have already registered their details to join the Talent Pool, demonstrating strong interest in building a career in our industry.

In November, the BMCareers website introduced a major new development: BMF members can now post job vacancies directly on the site. This enhancement significantly increases the visibility of opportunities across the sector and ensures that roles reach a growing audience of motivated candidates. We strongly encourage BMF members to ensure vacancies are accessible to apprentices and to engage with individuals in the Talent Pool who may be suitable for their organisations.

The aim remains clear: to put the building materials sector firmly on the map and to attract new, skilled talent to meet the needs of the future.



# Benefits of BMF Membership

**The BMF is the trade association representing and supporting builders' merchants and suppliers to the building materials industry in the UK. It acts as the collective voice of the sector, providing members with access to training, industry insights, policy updates, and networking opportunities. The BMF also works closely with government bodies and other organisations to influence decisions that impact the construction supply chain, while also promoting high standards, professionalism, and growth within the industry. Its membership includes national and independent merchants, as well as key manufacturers, buying groups and service providers. We work increasingly hard to ensure that our members can innovate and thrive in today's industry.**

**The 5 core benefits of membership:**

## Crucial Networking & Event Opportunities

The BMF believes heavily in the strong relationship between ourselves and our members evident in the many networking opportunities which the BMF offers year-round. These events allow for open discussions, connection with peers within the sector which can lead to business growth and many more different opportunities. Get involved in our frequent conferences, forums, courses and social events. Since September 2024, the BMF has taken part/hosted multiple networking opportunities such as:

- BMF Burns Supper, January 2025
- BMF Parliamentary Reception, February 2025
- BMF All-Industry Conference in Barcelona, June 2025
- BMF Annual Conference & Awards September 2025

Gain the ability to connect with the best in the business in a plethora of areas within the sector in our role-focused forums. Our BMF forums are among the most popular events that we run as attendees can absorb wide amounts of knowledge and skills that

they can take back to their respective businesses. All forums are free of charge to attend for all members.

## Business Support

Here at the BMF, we are 100% committed to ensuring that our members are given all the help they need to build excellence in every part of their business. We act as a one-stop shop for crucial business advice and support for both merchants and suppliers within the building materials sector. We provide our members with a range of business guides/services including; Health and Safety, Transport, Employment/HR and many more (more details can be found on page 34) Our business guides support one of our main objectives as a trade association, which is to equip our members with all they need in order to thrive in today's dynamic building materials market.

## Training and Development

Training doesn't just help your staff excel at service and provide best-in-class advice to customers. It also helps you attract and retain better talent by offering them a compelling career path.

To support this, the BMF offers a wide range of industry-specific and specialist training courses for both builders' merchants and suppliers to merchants. These include:

- Diploma/Advanced Diploma in Merchant Management
- Sales and marketing
- Margin development
- Transport and distribution
- Management and leadership
- Staff development
- Operations
- Inventory
- Sustainability
- Online product knowledge, selling, and communication skills training (via BMF Campus)
- Over 50 apprenticeships

Training is available nationally, at a wide range of designated BMF Regional Centres of Excellence.

## Vital Market Insights

To stay ahead of market changes, you need to stay aware. That's why the BMF provides a wide range of vital statistical business reports for builders' merchants including:

- Quarterly Forecast Report for Builders Merchants
- Industry specific product category data based on merchants' own sales provided by industry experts (BMBI and PHMI)
- Monthly Sales Indicator Report
- Health and Safety Reports
- Weekly Economic Bulletins
- Yearly Remuneration Survey
- Yearly KPI Report
- Yearly State of Trade Survey Report

## Policy and Advocacy

The BMF exists to foster business-friendly conditions for its members. Our policy and public affairs work focuses on engaging with parliaments and governments to highlight the role, value, and importance of our supply chain in serving customers and communities.

We work to ensure your voice is heard and your interests are properly represented. In a constantly evolving environment, this support is especially crucial for smaller independent businesses. As a collective, we are more effective than individual companies acting alone.

Alongside our direct efforts, we also channel your views through other organisations. The BMF takes an active role in wider industry collaborations, such as the UK Construction Leadership Council, Scottish Construction Leadership Forum, Wales Construction Federation Alliance, and Northern Ireland Construction Group, to present a unified voice and advocate for the issues that matter most to you.



# BM Careers - Make A Material Difference

The **bmcareers.com** website, launched by the BMF, is the number one focal point in the BMFs sector awareness programme to put the Building Materials sector on the map, and really drive both careers' starters and those who are already employed into this dynamic, opportunity filled sector. The lack of skilled workers in the industry is becoming a real issue and can only improve with concerted action and this high-profile initiative.

February 2025 saw the official launch of BM Careers, which now boasts well over 200 member companies with company profiles listed on the new **bmcareers.com** website. The site provides comprehensive career guidance, industry insights, and detailed job role breakdowns, along with case studies and personal stories from individuals

already thriving in the sector.

One of its most impactful features is the Talent Pool, where job seekers can register their interest in working in the industry. To date, well over 150 individuals have joined the pool, providing a valuable resource for BMF members looking to recruit. To further support employers, we strongly encourage members to ensure that their job vacancies are open to apprentices and accessible to Talent Pool candidates.

From November 2025, the big news is that BMF members are now able to upload their job vacancies directly to the website, giving them direct access to a growing pipeline of motivated candidates.

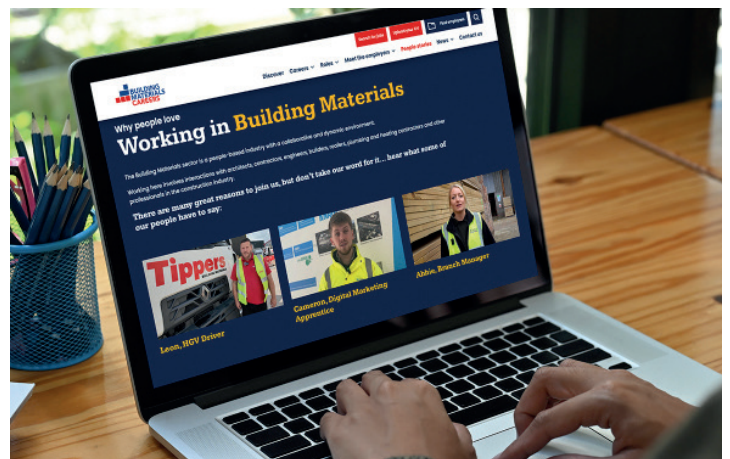
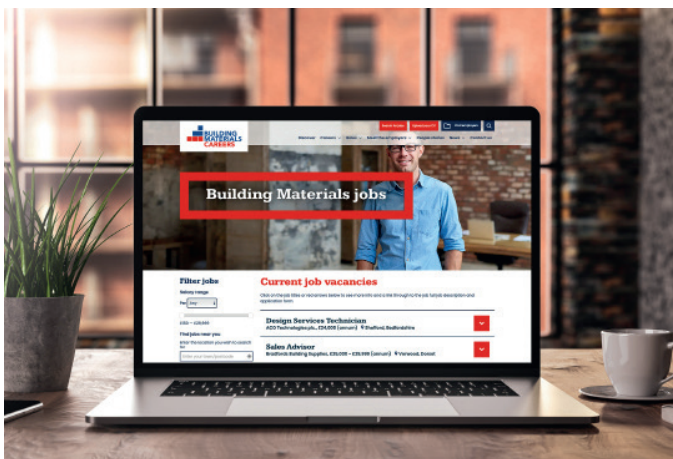
Looking ahead, the development of

even more interactive content, virtual career events, and partnerships with schools, colleges, and training providers will ensure that BM Careers continues to grow in reach and impact.

BM Careers exemplifies the collaborative spirit of the industry, uniting employers, educators, and future professionals to address skills shortages and secure the sector's future. We encourage all members to actively engage with the platform to maximise its impact, whether by creating company profiles, sharing job opportunities, or participating in upcoming career related initiatives.

**For more information email – [Jeremy.harris@bmf.org.uk](mailto:Jeremy.harris@bmf.org.uk)**

**To visit the website – [www.bmcareers.com](http://www.bmcareers.com)**



# Meet the BMF team



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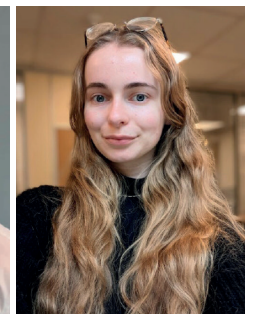
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# Meet the Regional Managers

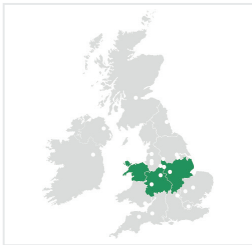
Our Regional Managers are the first point of contact for most of our BMF members. The Regional Managers are out and about meeting and talking to members every day in their respective areas and they also organise regional meetings which are a great opportunity for you to catch up with fellow BMF members in your area. Below are the contact details for each BMF Regional Manager and the geographic areas they cover.



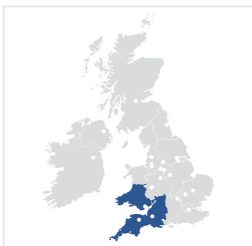
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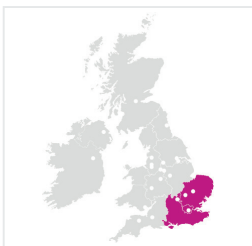
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Tel: 07596 868034

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## About the BMF

# BMF Forums

BMF Forums are a great way for members to pick up useful information to assist them in their day-to-day job roles and also to network with similar individuals across other similar businesses in the building materials sector. The BMF now runs many different sector and job-specific forums – usually held twice a year at a variety of locations across the UK. All forums are free of charge for BMF members to attend.



Bricks, Blocks & Landscaping



Civils & Infrastructure



Digital & Technology



Finance



Health & Safety



HR and L&D Forum



Insulation & Dry Lining



Marketing



Painting, Decorating & Chemicals



Plumbing, Heating, Kitchen & Bathrooms



Transport & Distribution



Roofing



Supplier & Service



Sustainability



Timber



Tools, Fixings & Workwear

*"We always find the BMF forums of value. Each time you learn something new from the speakers that you can implement in your own company and learn something about the way the industry works which you can capitalise on."*

**Eddie Burrowes – Managing Director, STS Ltd**

## Regional meetings

Regional meetings are held twice a year for each region and are by invitation only. Regional meetings will be held across the UK and to express your interest in attending, please contact your Regional Manager.

Members can get the latest forum and regional meeting dates and book forums online at <https://www.bmf.org.uk/v2/BMF2/Events/0Landing.aspx>.

# Bringing BMF services to you



**REGIONAL CENTRE OF EXCELLENCE**

Our Regional Centres of Excellence across the UK & Ireland are designed to give members in the local area access to BMF training and events much closer to home. Contact your Regional Manager for details.

## Scotland & Ireland



**Brett Martin**  
24 Roughfort Road,  
Newtownabbey Co. Antrim, BT36 4RB



**Keystone Lintels**  
Ballyreach Industrial Estate,  
Sandholes Road, Cookstown, Co  
Tyrone BT80 9DG



**West Fraser**  
Station Road, Cowie, Stirlingshire  
FK7 7BQ



**Saint Gobain**  
99 Helen St, Glasgow G51 3LH



**Superglass**  
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Road, Stirling FK7 7QQ



**Unilin Insulation**  
Liscarton Ind. Estate, Kells Road,  
Navan, Ireland



**Rawlplug Ltd**  
Skibo Drive, Thornliebank Industrial  
Estate, Glasgow G46 8JR



**Velux Company Ltd**  
Woodside Way, Glenrothes, KY7 4ND

## South West & South Wales



**Adey**  
Unit 2, St Modwen Park,  
Stonehouse, GL10 3EZ



**Garador**  
Bunford Lane, Yeovil BA20 2EJ



**Kellaway**  
Olympus House, Britannia Road,  
Patchway, Bristol BS34 5TA



**Knauf Insulation**  
Cwmbran Drive, Pontypool,  
NP44 2YQ



**RGB**  
Howden Industrial Estate, 5  
Woodward Rd. Tiverton, Devon  
EX16 5GZ



**Rockwool**  
Pencoed, Bridgend, South Wales  
CF35 6NY

## North England & Isle Of Man



**Encon**  
1st Floor, Encon Insulation, Unit 3,  
Buckshaw Avenue, Chorley  
PR7 7DW



**Flamco**  
Washway Ln, Saint Helens  
WA10 6PB



**Fernco**  
Endeavour Works, Valley Park,  
Wombwell, Barnsley S73 0UW



**Marshalls**

**Marshalls Plc**  
Durham Lane, Eaglescliffe,  
Stockton on Tees TS16 OPS



**Resapol**  
Resapol Ltd, Unit D4 Walter Leigh  
Way, Moss Industrial Estate,  
Leigh, Lancashire, WN7 3PT



**SIG Distribution**  
Adsetts House 16 Europa View  
Sheffield Business Park, Sheffield,  
S9 1XH



**Talasey Group**  
St Vincent House, Normanby  
Road, Scunthorpe, North Lincs,  
DN15 8QT



**Travis Perkins Omega  
Distribution Centre**  
5 Lockheed Road, Omega North  
Burtonwood, Warrington  
WA5 4AH



**Wavin**  
Edlington Lane, Edlington,  
Doncaster, South Yorkshire  
DN12 1BY

## Central



**Bostik**  
Bostik Ltd, Common Road,  
Stafford, ST16 3EH



**Geberit**  
Geberit House, Edgehill Drive,  
Warwick CV34 6LG



**JCB**  
Woodseat, Rocester,  
Staffordshire, ST14 5JR



**John A Stephens**  
Castle Meadow Road, Nottingham  
NG2 1AG



**Forgetit**  
Fixings House, Business Park,

Buxton Rd, Chinley, High Peak  
SK23 6FJ



**Keystone Lintels**  
Ryder Close, Cadley Hill, Industrial  
Estate, Swadlincote, Derbyshire  
DE11 9EU



**Page Retail Group**  
4th Floor, 4 Brindley Place,  
Birmingham B1 2LG



**Worcester Bosch**  
Cotswold Way, Warndon,  
Worcester WR4 9SW



**Unilin Insulation**  
Park Road, Holmewood,  
Chesterfield, Derbyshire S42 5UY

## London, South East & Anglia



**ACO Technologies**  
Hitchin Road, Shefford, Bedfordshire  
SG17 5TE



**Akzo/Dulux**  
AkzoNobel, Wexham Road, Slough,  
Berks SL2 5DS



**Grundfos**  
Grovebury Road, Leighton Buzzard  
LU7 4TL



**Ideal Standard**  
76-78 Clerkenwell Road, Clerkenwell,  
London EC1M 5QA



**Huws Gray**  
The Green Light Centre, Solopark,  
Pampisford, Cambridge CB22 3HB



**Rawlplug Ltd**  
410 Wharfedale Road, Winnersh,  
Reading, Berkshire RG41 5RA



**SIG Distribution**  
Mathison Way, Valor Park, Slough,  
SL3 0FJ



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EC2A 4HW, United Kingdom

# Turnbull Building Supplies Doubles Down with Second fibo Collect Installation

Turnbull Building Supplies has announced plans to install its second fibo Collect concrete, mortar, and screed drive-thru system in 2026, this time at its **Spalding branch in Lincolnshire**.

The decision follows the success of the company's first installation at **Newark-on-Trent**, where the collections have proved an instant hit with local trades.

"Installing our first fibo Collect machine has been a game changer," said **Ben Hopkins**, Turnbull Group Purchasing Manager. "Customers save that much time on site that they don't even query the price."



Turnbull's fibo Collect system, locally named Turnbull QuickMix, at Newark currently supplies local builders with **floor screed, mortar for bricks and blocks, and a range of specialist concretes such as 10mm kerb mix**, typically sold in 0.25 – 0.5m<sup>3</sup> batches. With demand showing no signs of slowing, plans for a second installation have been fast-tracked.

"Our customers love the convenience," added Ben. "They can collect exactly what they need, when they need it, and the quality is consistent every time. Naturally, we're already looking forward to bringing that same service to Spalding."



## A growing network of fibo Collect machines across the UK

Turnbull's expansion comes amid a **wave of new fibo Collect installations** across the UK. By early 2026, more than **20 fibo Collect systems** will be in operation across the UK and Ireland, a clear signal of the growing shift among builders' merchants towards on-demand, sustainable concrete solutions.

The fibo Collect concept is designed to help merchants generate new revenue streams while reducing waste and environmental impact.

Other merchants are already reporting impressive returns. In just **12 months**, one early adopter generated **£240,000 in sales** in their first year with the machine, while also seeing **associated product sales rise by over 54%** compared to pre-installation levels. With a typical **return on investment**

**within two to three years**, and an expected **lifespan of 20 years**, the fibo Collect system is proving to be a long-term commercial asset that's future-proofing builders merchants nationwide.



## More about fibo Collect

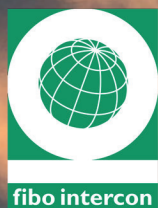
fibo Collect is a system developed by Danish concrete technology specialists **fibo Intercon and distributed by fibo Collect UK**, enabling builders' merchants to offer ready-mix concrete, mortar, and screed collections directly from their yards. Each system can produce a wide range of mixes in small, accurate batches — all while reducing emissions, waste, and material handling costs.

First rolled out in 2023, there has been rapid growth in a short time period. As the concept has grown, so has the business. The company recently launched a **new website**, generating footfall for their customers by making it easier for contractors to find their nearest fibo Collect machine.

Find yours today at [www.fibocollect.uk/findamachine](http://www.fibocollect.uk/findamachine)



A local builder collecting 0.25m<sup>3</sup> concrete mix



# fibo Collect

Self-service Concrete, Mortar & Screed

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fibo Collect - the fully automated, self-service batching plant for concrete, mortar, and screed. Deliver exactly what customers want: the right volume, on demand – with zero delays, no minimum orders, and no costly site mixing. Make your site the local go-to in this exciting new market.

[www.fibointercon.com](http://www.fibointercon.com)



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and download  
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**fibo Collect UK**

Alex Atkinson

[alexa@fibointercon.com](mailto:alexa@fibointercon.com)

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# BMF working in close collaboration with Construction Leadership Council

**The Construction Leadership Council (CLC) works in partnership with the government and organisations across the industry to ensure that all companies within construction have a voice, support and the fortitude needed to grow, improve productivity and both attract and retain talent, and successfully transition to Net Zero.**

The BMF's CEO, John Newcomb, is a co-chair of the CLC's Material Supply Chain Group.

The CLC's main objectives are to

- Support the industry to respond to the current economic challenges

- Drive growth and investment
- Promote the industry
- Improve productivity through digital adoption, industrialisation and innovation
- Successfully manage the sector's transition to Net Zero
- Create improved societal outcomes

The Construction Leadership Council (CLC) continues to act as a vital bridge between industry and government. It shapes policy and sector-wide initiatives that push for greater efficiency, safety, net zero emissions, and stronger skills across UK construction.

Over the past year, the CLC has advanced its 2024 agenda, concentrating on implementing the Building Safety Act, improving productivity, reducing carbon emissions, and promoting biodiversity. It has successfully defended R&D tax credits for innovative construction firms, consulted on new roadmaps and frameworks to drive industry-wide transformation, and strengthened partnerships across government and the sector to support sustainable growth and skills development.



## National Retrofit Hub

**The National Retrofit Hub (NRH) has quickly established itself as a central force in the UK's retrofit sector since its launch in March 2023. It brings together stakeholders across industry, community groups, finance, and government to accelerate evidence based, large scale retrofit delivery in homes and buildings. The Hub is built around three core pillars: Convene, Evidence, Action, and works through six thematic working groups tackling everything from supply chains and finance, to skills, delivery models and driving uptake.**

A number of recent initiatives demonstrate NRH's increasing impact. Early in 2025, it welcomed Rachael Owens and Sara Edmonds as Co Directors, reinforcing its leadership

and commitment to inclusive and collaborative approaches.

The NRH has structured its core activities around six key working groups:

- **WG1 – Warm, Healthy, Net Zero**
- **WG2 – Supply Chain, Products & Solutions**
- **WG3 – Workforce Growth & Skills Development**
- **WG4 – Finance**
- **WG5 – Delivery Approaches**
- **WG6 – Driving Uptake**

The BMF is fully aligned with the NRH's mission and is an active contributor



to **Working Group 2**, focused on strengthening supply chains and developing effective solutions. We believe that meaningful progress on retrofit can only be achieved through genuine collaboration across the entire sector-sharing knowledge, aligning priorities, and working together to deliver scalable, long-term impact.

The end goal is to bring meaningful benefits for the UK within the industry.

**For more information and to get involved go to [www.nationalretrofitHub.org.uk](http://www.nationalretrofitHub.org.uk)**



# Construction Inclusion Coalition

The Construction Coalition (CIC) was established in 2023 to improve equity, diversity and inclusion across the construction industry.

Since its first full year of activity, the Coalition has grown to more than 40 member organisations, including founding members such as BMF, Travis Perkins, Knauf, Wavin, Ibstock, Genuit and others. Key achievements include more diverse hiring shortlists, new forums focusing on female employees' issues, policy changes addressing gender-specific barriers, and tools launched to help members track and share progress.

Working in partnership with the Construction Inclusion Coalition (CIC), the BMF is committed to encouraging all members to embed inclusive practices across their businesses. According to the CIC's 2025 Impact Report, 80 percent of member organisations now conduct annual employee wellbeing surveys to assess workplace culture, a significant increase from 66 percent in 2024, reflecting growing momentum toward more inclusive and supportive working environments.

Looking ahead, BMF will continue to champion the Built on Better Pledge, inspiring members to listen, share, support, educate, measure and report

## INSPIRE

Work together to inspire the next generation of leaders in the construction industry

## LISTEN

Conduct internal surveys on equity, diversity and inclusion, and to act on the main problems and barriers identified

## SHARE

Develop and share resources from within and beyond the construction industry

## EDUCATE

Educate ourselves, our colleagues, and the wider industry around aspects of equity, diversity and inclusion

## SUPPORT

Support a healthy and collaborative workplace environment, and maintain a whistleblowing procedure where colleagues feel comfortable speaking out

## MEASURE

Commit to benchmarking, tracking and sharing equity, diversity and inclusion data within organisations

## REPORT

Assess our equity, diversity and inclusion progress on an annual basis, publishing a report and outlining a plan for further action every year as a coalition

on EDI. We believe that by amplifying the work of the Construction Inclusion Coalition across the merchant's sector, we can accelerate culture change, broaden the talent pipeline and create workplaces where everyone, regardless of background, feels valued.

Visit [www.builtonbetter.uk](http://www.builtonbetter.uk) for more information and commit your

organisation to equity, diversity and inclusion in the building materials sector.



BMF working in close collaboration with...

## Worshipful Company of Builders Merchants (WCoBM)

The BMF continues to enjoy a strong and collaborative relationship with the Worshipful Company of Builders Merchants (WCoBM), one of the City of London's historic Livery Companies and a proud representative of our industry's heritage and commitment to excellence.

Over the past year, WCoBM has taken an increasingly active role in promoting professionalism, charitable giving, and networking across the building materials sector. With many BMF members among its Liverymen and Freemen,

the Company offers a valuable platform for knowledge sharing, career development, and industry recognition.

A key part of its work is delivered through the WCoBM Charitable Trust, which provides grants to support education, training, skills development, and welfare within the sector. Funding can be used for course fees, apprenticeship support, professional development, or financial assistance for those facing hardship. Applications are welcome from individuals or organisations with a clear link to the building materials industry.

To apply, visit [wcobm.org](http://wcobm.org) or contact the Clerk at [clerk@wcobm.org](mailto:clerk@wcobm.org).

The BMF was pleased to support and attend WCoBM events throughout the year, including the annual City and Awards Luncheon and the Master's Weekend. These events not only celebrate achievement within the sector but also raise vital funds for the Charitable Trust, supporting initiatives that closely reflect BMF values.



Worshipful Company of Builders Merchants

# The Institute of Builders Merchants

'The professional body for the builders merchants industry'

## Discover the Refreshed Benefits of the IoBM

The Institute of Builders Merchants (IoBM) has been refreshed to offer even more value to BMF members, providing a unique platform for career progression, professional recognition, and peer support. If you haven't yet joined, now is the perfect time to explore the benefits that make IoBM membership genuinely worthwhile.

## Career Progression

The IoBM supports your career journey, helping you develop skills, gain confidence, and access opportunities for advancement within the industry. Whether you

are early in your career or looking to take the next step, the IoBM helps you achieve your goals.

## Professional Recognition

Membership with the IoBM signals your commitment to professional development and industry excellence. It's a mark of distinction that demonstrates your dedication to growth within the builders' merchant sector.

## Resources

Our refreshed resources make it easier than ever to stay informed and inspired. We have just launched our first-ever IoBM newsletter, keeping members up to date with sector insights,

industry trends, and key opportunities.

## Exclusive Events

The IoBM now offers exclusive events designed for networking, learning, and inspiration. Our first special event took place on 26 November - it was a must-attend opportunity for members to meet peers, hear from industry leaders, and gain fresh perspectives.

**Join the IoBM today**

GET KNOWLEDGE  
GET RECOGNISED  
GET CONNECTED

Advance your career in merchandising with accredited qualifications and CPD that help you prove your professionalism.

The Institute of Builders Merchants (IoBM) helps you build your career in merchandising, with qualifications that are transferrable, company to company. With membership to all will still benefit from students to those with years of experience to build on.

Joining is easy!  
Not sure how to apply, or what's involved?  
Just ask Marlanna  
Call 02475 55455  
Email [subscriptions@iobm.org.uk](mailto:subscriptions@iobm.org.uk)

**IoBM**  
The Institute of Builders Merchants  
Advance your career

## Mentoring

At the heart of the IoBM is our mentoring programme. Connecting members with experienced industry professionals, it provides guidance, insights, and support tailored to your career journey. Whether you're looking to develop new skills, tackle challenges, or progress in your role, mentoring is a powerful way to accelerate your professional growth and remains our flagship benefit.

## Join the IoBM Today

Becoming an IoBM member is your gateway to career progression, professional recognition, resources, exclusive events, and mentoring. Don't miss the opportunity to be part of a community that supports your ambitions and celebrates your success.

**Take the next step – Join the IoBM – Contact Sharon Maguire for more details [sharon.maguire@bmf.org.uk](mailto:sharon.maguire@bmf.org.uk)**



## Career Progression

Gain industry-recognised qualifications to open new opportunities. Learn new skills with IoBM diplomas, apprenticeships, online courses and specialist training.



## Professional Recognition

Stand out with post-nominal letters that showcase your expertise. Be recognised as a trusted professional in the building materials sector.



## Active Networking

Build valuable connections with industry peers and leaders. Access valuable resources, people stories and the IoBM newsletter to help you learn and stay current.



## Exclusive Events

Develop your sector knowledge and expertise. Be part of the professional building materials community, with regional meet-ups and the IoBM conference.



## Motivational Mentorship

Get personalised support to grow your career and confidence. Industry mentors help you set goals and reach your potential.

# Awards

In November, we were thrilled to be recognised for our outstanding work with members, winning the Best Membership Engagement award at the Association Excellence Awards (AEA) in London

The BMF celebrated major recognition at the Association Excellence Awards (AEA) in November, taking home the Best Membership Engagement Award and a Silver for Best Awareness Campaign or Advancement of a Cause. The AEA Awards celebrate best practice and excellence in the work that associations, trade bodies, unions, and professional organisations deliver on behalf of their members, and BMF's achievements highlight its commitment to meaningful member engagement and impactful initiatives.



Memcom Awards 2025 – Highly Commended

Earlier in the year, BMF also received a Highly Commended in the Trade Association category at the Memcom Awards, further showcasing its dedication to innovative and effective membership communication and services.

In October at the NHIC 50th anniversary event held at the Houses of Parliament, the BMF was recognised with the 2025 Stunell Award for Apprenticeship Innovations. The award acknowledged BMF's leadership in apprenticeships and skills development, notably through initiatives like the Apprenticeship

Pledge, which is transforming workforce development across the home improvement supply chain.

Looking ahead, BMF is shortlisted for the Best Social Value Campaign at the CMA Awards in December, aiming to cap off an already decorated year with further recognition.



AEA Awards 2025 – Winners



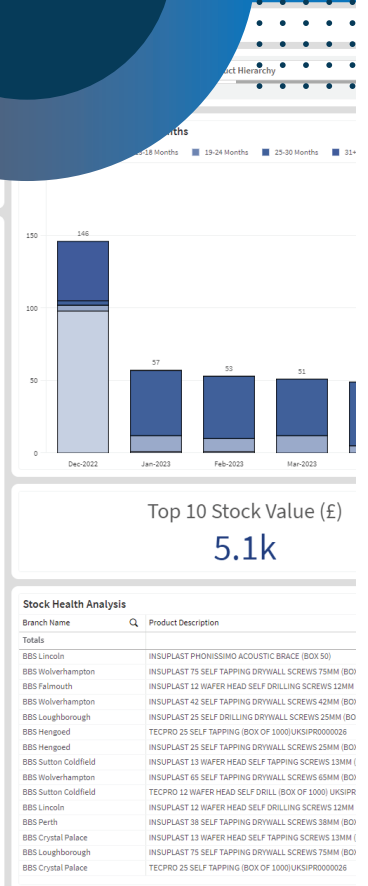
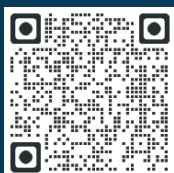
<https://sep.coeus-portal.com/>  
[coeus@catalyst-it.co.uk](mailto:coeus@catalyst-it.co.uk)

## Turn Every Supplier Connection into a Growth Opportunity

The Coeus Supplier Experience Portal enables builders' merchants to collaborate in real time with their trusted suppliers, sharing dynamic insights across stock, sales, and finance. Maximise your supply chain's potential to boost sales and drive profitability.

- ✓ Real-time data sharing
- ✓ Drive supplier success via your platform
- ✓ Faster onboarding and collaboration
- ✓ ROI in as little as 3 months

SCAN THE QR CODE  
 Scan the QR code and set up a short informal chat to see how Coeus SEP can benefit you.



# What the papers say

The BMF works closely with the construction supplies industry trade press, supporting many industry trade shows, events and awards throughout the year.



With an active programme of regular BMF press releases and social media, plus our demonstrated willingness to work closely with important bodies such as the CLC and the Dept for Energy Security & Net Zero we are able to secure excellent national and regional press coverage for the important issues facing our industry.

Here are just a few of the more recent press cuttings:



# Policy & Public Affairs activity

**In 2025, domestic political stability was the main aim in the face of seemingly ever-growing global instability. BMF activity focussed on building constructive relationships with the new UK Government and navigating the largest intake of Labour MPs in modern parliamentary history. This momentum was disrupted by the resignation of Deputy Prime Minister, Angela Rayner MP, which prompted a significant Cabinet reshuffle. Our supply chain continued to face familiar pressures like:**

- rising business costs – driven by increases to Employers' National Insurance, the National Minimum Wage and changes to Inheritance Tax;
- domestic policy like stagnant productivity, weak consumer confidence and stubbornly-high inflation.

## COLLABORATING

The BMF collaborated with industry partners on a common platform of shared policy & business objectives. We participated in industry-wide alliances like the UK Construction Leadership Council, Scottish Construction Leadership Forum, Wales Construction Federation Alliance, and the Northern Ireland Construction Group – to present a united front and lobby for common causes that directly affect you.

Through these partnerships, we pooled resources and coordinated our efforts to maximise our influence. Notably, we worked alongside Family Business UK to challenge proposed changes to Inheritance Tax. Together, we highlighted the unintended consequences and wrongful assumptions made by the Chancellor and HM Treasury.

## CONSULTING

The BMF provided central & local government with coherent and convincing input to policy, regulation and funding. Proposals were screened for unintended consequences, detrimental impacts and inconsistencies. Wrongful assumptions were challenged and we gave alternatives.

Examples of consultations we responded to were:

- MHCLG proposals to introduce comprehensive regulation of all

construction products, as part of post-Grenfell reforms to improve safety and accountability.

- Scottish Government plans to prevent double taxation on aggregates transported across the border, following the introduction of the Scottish Aggregate Tax.
- NI Executive proposals to shift the cost of wastewater infrastructure onto property developers, raising concerns about viability and delivery delays.
- DESNZ moves to increase Year 2 targets under the Clean Heat Market Mechanism.

## PARLIAMENTARY RECEPTION

In February, the BMF held another Parliamentary Reception in the House of Commons entitled "Make a Material Difference". The aim was to feature major employment and learning & development initiatives that the BMF and its members have embarked upon. We emphasised how our members had raised awareness of the supply chain and the range & diversity of roles available. We also outlined what we wanted Westminster & Whitehall to do to make it easier for businesses to attract and retain people of ages & abilities (esp. apprentices).

Over 120 BMF guests attended this, our fifth Parliamentary Reception, which took place on a busy Wednesday, after Prime Minister's Questions. We were pleased to welcome 24 parliamentarians – 19 MPs and 5 Peers from Labour, Lib Dem, DUP & Conservative. The Work and Pensions' Minister at the time, Alison McGovern MP, spoke for the Government and acknowledged the integral role BMF members play in helping people into work and boosting local economies.

Our next Parliamentary Reception is planned for 25 February 2026.

## REPRESENTING

Most politicians have no real grasp of how materials & products reach the end-user. To overcome this, we take them to visit BMF members to gain insight into a local business and our supply chain.

Ten visits so far successfully arranged and completed in 2025 included:

### Merchants

- Welsh Housing Secretary to Robert Price in Newport;

- Minister for Flooding visited MKM in Hull;
- Lib Dem Housing Spokesperson visited Bradfords in Taunton.

### Manufacturers

- Labour MP for Wolverhampton North East to Walsall Wheelbarrow Company;
- Conservative Mayor of Cambridgeshire & Peterborough visited David Smith St Ives.

## THE YEAR AHEAD

We expect to work on major policies affecting you over the next 12-18 months, notably: –

- narrowing the gap between housing demand & supply to build more new homes towards 1½ million by July 2029;
- implementing the new Construction Products Regulation that will regulate the marketing & supply of goods and define a safety-critical list of goods;
- decarbonising road transport – including banning new petrol & diesel cars and vans by 2030 and HGVs by 2035/2040;
- reforming packaging regulations to shift the full cost of packaging waste from local authorities & Council Taxpayers onto the primary producers;
- preparing for a new mandatory water efficiency label for products – and a more stringent minimum water standard of 110 litres per person per day in new build.

In May 2026, there will be a general election in both the Scottish Parliament and Welsh Senedd. In England, alongside a number of local council elections, there are elections for four new Mayors – Greater Essex, Hampshire & the Solent, Norfolk & Suffolk and Sussex & Brighton. The BMF is politically-neutral and does not favour any political party. We shall continue to foster good working relations with the UK Labour Government at Westminster & Whitehall; the NI Executive in Belfast; and whoever forms the next administration in Edinburgh & Cardiff.

**Please contact Ben Scobie, Policy & Public Affairs' Advisor, on (020) 7451 7315 or e-mail [ben.scobie@bmf.org.uk](mailto:ben.scobie@bmf.org.uk), to learn more and participate in our policy activity.**

# Innovation That Protects: How ATG®, Sixton® and SW® Redefine Modern PPE

PPE must do more than meet standards — it must protect *without creating new problems*. When gloves irritate the skin, workers remove them, and even brief moments without protection increase incident risk. Poor-quality footwear, meanwhile, can create long-term strain that contributes to musculoskeletal injuries. ATG®, Sixton® and SW® excel because they invest in technologies that directly prevent these issues, supporting both safety and long-term wellbeing.

## ATG® - Gloves Engineered for Comfort, Breathability and Skin Health

ATG® develops full technology platforms designed around comfort, durability and dermatological safety. Their gloves are accredited by the **Skin Health Alliance**, confirming they meet strict global standards for skin friendliness and cleanliness.

- **AIRtech®** provides true 360° breathability, allowing heat and moisture to escape through both the coating and liner
- **AD-APT®** cooling technology activates with hand movement, reducing internal glove temperature and sweat — two major contributors to contact dermatitis
- **DuraTech®** delivers exceptional abrasion resistance without adding bulk, extending glove life while maintaining flexibility and dexterity

Together, these innovations ensure ATG® gloves remain comfortable, clean and consistently worn throughout long shifts.



## Sixton® - Footwear Designed to Reduce Fatigue and Prevent Strain

Sixton® combines Italian engineering with advanced biomechanics to address long-term musculoskeletal issues associated with inadequate footwear.

- **D30®** inserts offer flexible, high-impact absorption to reduce shock forces on joints and muscles
- **HDry®** bonded waterproofing eliminates water pockets, reduces weight and enhances breathability
- **The Resolute System** supports proper alignment and promotes energy-efficient movement, reducing lower-limb fatigue
- **HELEVO** integrates certified recycled materials for sustainability without compromising durability

This holistic approach ensures Sixton® footwear protects workers from both daily hazards and long-term physical strain.



## SW® - Advanced Chemical Protection With Sustainable Performance

SW® applies scientific testing to disposable and chemical-resistant gloves. Many products are certified under ASTM F739-12 for chemical permeation resistance.

Their **EcoTek®** technology enables nitrile gloves to biodegrade **92.6% in around 945 days**, compared with roughly 1% for standard nitrile — dramatically reducing landfill impact while maintaining strength and dexterity.



## Better Engineering, Better Protection

ATG®, Sixton® and SW® demonstrate how true innovation creates PPE that workers trust and consistently wear.

**Keypoint** reinforces this by guiding businesses toward solutions that deliver comfort, performance and strong wearer acceptance.



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Architecturally designed for seamless integration



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Expert guidance from concept to completion



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# BRING IT ON



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THAT LASTS.**



# Builders Merchant Building Index (BMBI)

The BMBI, a brand of the BMF, provides the most reliable, up-to-date measure of RMI activity in the UK. The Index uses GfK's Builders Merchant Point of Sale Tracking Data which analyses sales out data from just under 90% of generalist builders' merchants' sales in Great Britain. Monthly and quarterly reports are produced for the BMF and its members by MRA Research.

The BMBI Experts are positioned as authoritative voices of their markets, they add perspective, meaning and context to the data, with valuable and

knowledgeable insights into key areas of construction and building materials supply. The monthly BMBI reports have become the only reliable measure of Repair, Maintenance and Improvement activity in the UK. They are now widely used by economists, government and national media commentators to look at the activity and trends in the building materials supply sector.

John Newcomb, CEO, BMF said: 'Detailed quarterly reports provide in-depth expert analysis to help make sense of the trends,

issues, and opportunities for BMF members who use the BMBI data. The core BMBI reports are sent out to members monthly as a benefit of membership and I urge you to make use of the information in your businesses.'

**For more information visit [www.bmbi.co.uk](http://www.bmbi.co.uk) or go to [www.bmf.org.uk](http://www.bmf.org.uk)**



## BMF Industry Forecast

The Industry Forecast reports produced by the BMF provide a detailed review of the building materials sector. The forecasts are prepared using an array of market data resources by the BMF's Industry Analyst/Economist, Andrei Imbru and combine a comprehensive analysis of the merchant market performance coupled with further analysis of the key factors likely to affect merchant sales projecting into the future months.

The BMF forecast model was originally developed to enhance the market data membership benefit and to support members in future planning by providing consistent updates on forecasted



industry sales. The forecast model also aims to analyse any future trends that may be visible in the Builders' Merchants industry. It has been developed significantly using an econometric model to project sales forecasts more accurately.

The main source of data used in the Forecasting is the well regarded BMBI data developed in conjunction with GfK and MRA Research.

**BMF members can receive a copy of the Industry Forecast Report free of charge and it is downloadable from the BMF website ([www.bmf.org.uk](http://www.bmf.org.uk)) once members have logged in. For further information contact Andrei Imbru ([andrei.imbru@bmf.org.uk](mailto:andrei.imbru@bmf.org.uk)).**

## BMF KPI Report

The BMF's Key Performance Indicators Report indicates how the trading performance of builder's merchants fared over the twelve month calendar year compared with the previous four years. The report analyses 15 key financial ratios including Trading Margins, Net

Profitability, Direct Sales and many more.

**If you would like a copy of any of these documents, contact Andrei Imbru at [andrei.imbru@bmf.org.uk](mailto:andrei.imbru@bmf.org.uk) (members only). Alternatively, the latest survey' can be downloaded from the BMF website by BMF members once logged in.**

## Weekly Economic Bulletins

The BMF's Weekly Economic Bulletin highlights the key economic news of the past week relevant to builders' merchants and suppliers. It is a brief summary of the key news stories affecting the building materials sector with an easy-to-read analysis of the key indices that members may be interested in.

To read the latest edition of the BMF Weekly Economic Bulletin including summary statistics, economic update and the latest industry news make sure that you are included in our Friday emails or log in to the BMF website and view the latest PDF.

# BMF Remuneration Survey 2025

The BMF 2025 Remuneration report shows salaries, wages and benefits paid to Builders' Merchants employees up to employees throughout the 2024 calendar year. Results are given for each of the twelve Standard Planning Regions and nationally to help benchmark against other Merchant members within the industry.

Salaries and wages are broken down by job role and additional benefits refer to health insurance,

car allowance, fuel allowance and so on. The employee statistics section has also been expanded to now report on the percentage of apprentices as well as the male and female split of these apprentices.

The information in the survey is compiled with the assistance of BMF member organisations, for which we are very grateful, and the survey can be downloaded by BMF members via the BMF website once logged in.



## Plumbing & Heating Merchant Index (PHMI)

The Plumbing & Heating Merchant Index analyses point of sales data collated from specialist plumbing & heating merchants with combined annual sales of over £3bn, and over 70% of market representation, to chart their performance on a monthly and quarterly basis.

Based on data from GfK's Plumbing

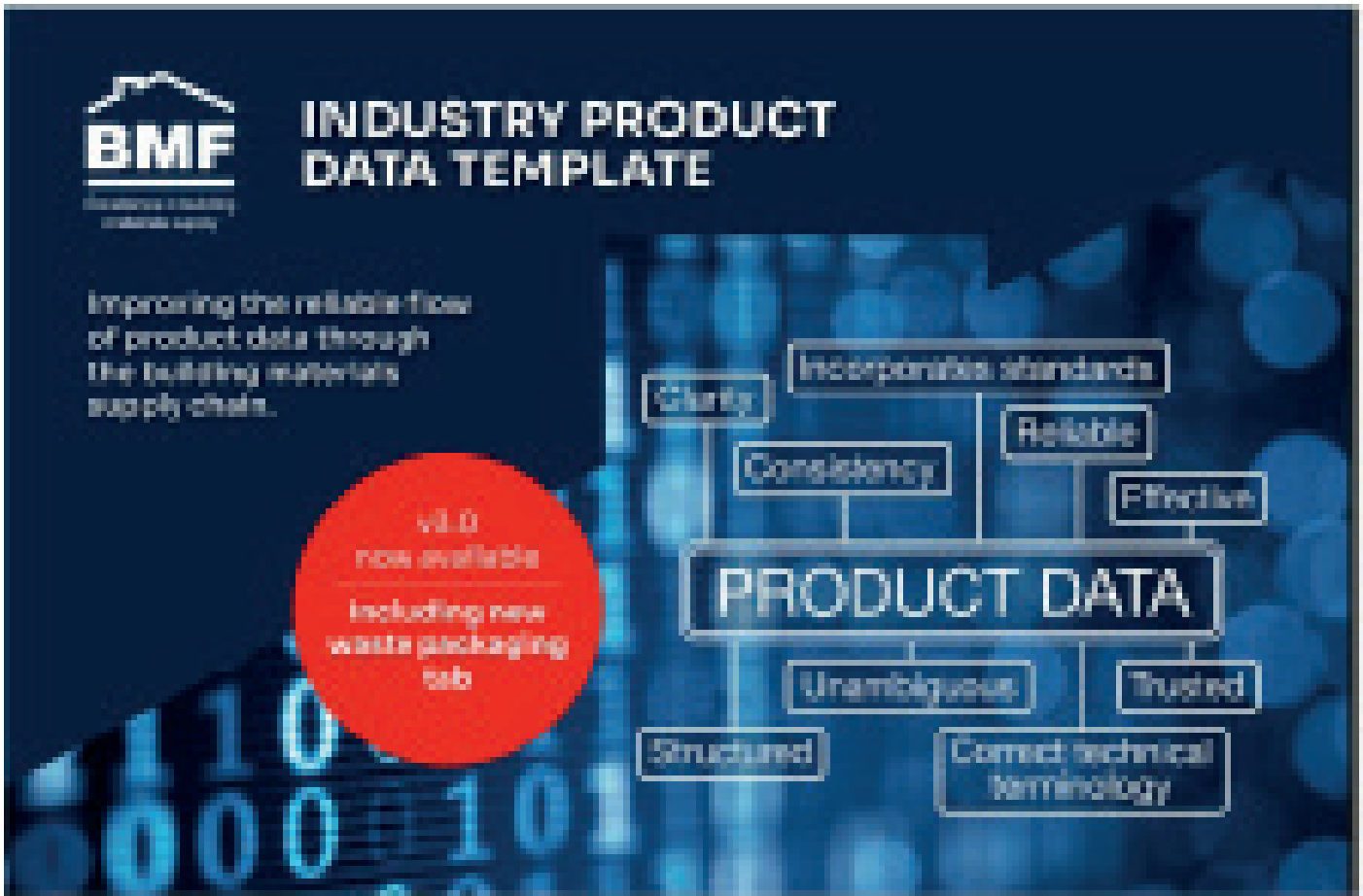
& Heating Merchant Panel, the report provides reliable data and a platform and voice for the industry, as well as for leading plumbing & heating brands. It is produced by MRA Research for the Builders Merchants Federation. There is no overlap or double counting between PHMI and the Builders Merchants

Building Index (BMBI) sales data. **To download the latest report, or learn more about becoming an Expert, speaking on behalf of your market, visit [www.phmi.co.uk](http://www.phmi.co.uk).**



BMF Market Data resources can be downloaded by members directly from the BMF website at [www.bmf.org.uk](http://www.bmf.org.uk). For further information or help contact **Andrei Imbru** (BMF Industry Analyst/ Economist) at [andrei.imbru@bmf.org.uk](mailto:andrei.imbru@bmf.org.uk).

# Setting New Data Standards



**Building Materials Digital Services (BMDS) has officially launched Data Yard, an industry-owned product data pool developed in partnership with the BMF and NMBS. Built on Omiteo's PIM solution, Etimix, the platform serves as a centralised, scalable, and secure hub for managing product information across the building materials supply chain.**

Data Yard allows manufacturers to submit their product data just once, while distributors and professionals can access it immediately. By standardising information, the platform reduces duplication, improves data quality, and enables a seamless flow of product information from manufacturers to wholesalers and end-users.

BMDS has welcomed its first early adopters to the platform, including C-Tec (CTI), Fernco, Knauf, Knauf Insulation, and Ox Tools UK. The

onboarding of major industry players Travis Perkins and Selco as shareholders marks a significant milestone in the rollout.

**John Newcomb, BMF CEO, said:**

“The addition of Travis Perkins PLC and Selco as shareholders in BMDS marks a pivotal step forward for our industry’s digital transformation. Their support not only strengthens the reach and impact of Data Yard but also demonstrates a shared commitment to innovation and collaboration within the building materials sector.”

The BMF has also released version 3.01 of its Industry Data Template (IDT), which now includes a dedicated waste packaging tab. Developed by the BMF’s cross-industry working group, the updated template addresses inefficiencies caused by the proliferation of multiple product data formats and ensures consistent,

accurate product information across the supply chain. The latest IDT is available for download at [www.bmf.org.uk](http://www.bmf.org.uk) under the Services section.

All product datasets in Data Yard are structured according to ETIM standards, forming the foundation for consistent, reliable product information. This standardisation ensures suppliers, distributors, and professionals can quickly find, share, and use data efficiently, supporting a more streamlined and connected supply chain.

**Suppliers interested in joining Data Yard can contact Gareth Thomas at [gareth.thomas@bmds-idp.com](mailto:gareth.thomas@bmds-idp.com).**



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**Rugby**

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## Young Merchants



# Young Merchants: The Event Everyone's Talking About

**The BMF Young Merchants programme reached new heights on October 9th at MKM Stadium in Hull, with an event that has already been hailed as the “best Young Merchant event ever” by attendees. Hosted by TV presenter Hayley McQueen, the day brought together young professionals across the sector for an unforgettable mix of insight, networking, and inspiration.**

Industry leaders David Grace (Saint-Gobain),

Ian Broad (Tarmac) and Kate Tinsley (MKM) shared their expertise in a panel discussion, while a BMF trainer delivered an interactive session on the “3 C’s of Communication”. Attendees also received updates from the IoBM and Maddie Rose Foundation, before breaking out into smaller sessions to dive deeper into key topics.

The evening concluded with a Michelin-starred dinner and a performance from comedian Keith Farnan, capping off



a day rated 4.9\* by participants. Alongside the celebrations, the programme welcomed

new leadership: Chair Costas Marcou (EM Paving) and Vice Chair Emma Champion (IBMG).

For young professionals looking to accelerate their careers, the Young Merchants programme is more than an event – it’s a gateway to learning, networking, and sector leadership. Don’t miss out on future opportunities to be part of this dynamic community.

**Contact Marianna Peet for more information:**  
[marianna.peet@bmf.org.uk](mailto:marianna.peet@bmf.org.uk)

# Apprenticeships: Now is the Time to Act

Apprenticeships remain a cornerstone of developing talent in the building materials sector, and the BMF is here to make them easier than ever for employers and apprentices alike. With government funding support initiatives in place and the BMF Apprenticeship Pledge running strong, now is the moment to take stock.

Over 108 companies have already committed to the pledge, which runs until 2030, helping to shape the next generation of skilled professionals. For those yet to sign, there has never been a better time to join – ensuring your company is at the forefront of talent development and sector growth.

The benefits of apprenticeships are clear: from building a skilled workforce to improving retention and career progression, the programme supports employers while offering real opportunities to professionals, both starting out their careers and upskilling.



Through targeted guidance and funding support, the BMF makes it simple to recruit, train, and retain the talent your business needs.

By taking part, employers not only invest in their own future but in

the wider sector – ensuring the next wave of talent is equipped, confident, and ready to succeed.

**Contact Marianna Peet for more information:**  
[marianna.peet@bmf.org.uk](mailto:marianna.peet@bmf.org.uk)

## Check Out the latest BMF Training Courses

With the building materials sector embracing so many new standards and competencies, the general skills shortage and with rapidly changing skill sets required, there has never been a more important time to invest in your people. The BMF training programme exists to help our members do just this, and it is forever evolving as we add new, tailored training course options for our merchant and supplier members.

Our courses cover all aspects of work within the building materials sector, ranging from leadership, sales, management, marketing and many more. Courses are run at the BMF Head Office in Coventry, at one



of our regional centres of excellence or can even be arranged at your own premises.

We understand that it can be difficult to release staff to travel and attend in-person training, that's why we also run courses virtually, which are very popular and bring a different, engaging style of delivering a course to trainees.

Full details of all BMF courses can be found on our website in the Training section, or alternatively you can contact your regional manager to find out more about upcoming training courses that you may wish to attend.

# BMF Business Services

## Business Services

We have an ever-growing range of carefully selected support services for members provided by third-party providers. All of the services are carefully sourced to provide expertise at a competitive cost to support those critical business areas that we know many of our members can struggle with. All Business Services providers have committed to offer 'something extra' to BMF members and, in most cases, this is a FOC Survey or Audit of the member's current arrangements with recommendations as to how these could be improved and cost saved. All members are entitled to claim this free review which could save your business a significant amount of money.

## Safety Partnership

All members can take advantage of the FREE Safety Health Check from this service provider – you do not need to subscribe to the service.

The service is provided by Opus Safety who use their considerable expertise, built up over nearly 20 years working in the merchanting sector, to offer the very best commercially sensible advice. There is no need to tie yourself to long-term contracts and Opus will provide honest, straightforward advice bespoke to your business compliance services that always put your goals and available budget first.

The BMF Safety Partnership removes the complexities of compliance tasks leaving you to focus on your site operations. The service combines risk analysis with ongoing training, support and software that will simplify the safety processes across your business.



## Intelligent Employment

All members can take advantage of the FREE Employment Law Advice service offered by this service provider (15-minute phone advice) – you do not need to subscribe to the service.

Our partnership with Halborns means that you will have a specialist employment lawyer on hand when



you need them to relieve the day-to-day challenges of staff management and employment law. Halborns is one of the Top 10 UK firms specialising in employment law and HR support (as acknowledged by The Times newspaper). A long-standing service provider to the BMF and its members, Halborns has provided advice to over 3,000 employees with straightforward easy-to-follow solutions that focus on results.

For a fixed annual fee, meaning that you can budget with confidence, BMF members get:

- Contract & Employee Handbook Support & Maintenance
- Unlimited advice by expert employment lawyers
- Access to User-friendly People Templates
- Regular Employment Law updates and insights

## Energy

All members can take advantage of the FREE Energy Contract and kVA Analysis Review offered by this service provider – you do not need to subscribe to the service.

The BMF recognises the challenges being faced by its members, with ever-increasing energy bills. Each element of the BMF Energy Service provided by Full Power Utilities allows us to help minimise the impact of these costs for all BMF members.

Through the BMF Energy service you will gain full access to Full Power's pool of over 50 utility suppliers, including several that do not sell directly to end users. Contracts can be for a fixed term, incorporate a mid-term review or be set up on a flexible basis to suit you whilst gas and electricity contract end dates can be consolidated to help you to reduce admin. BMF Energy is also best placed to advise you on sustainable, energy-efficient solutions across all of the business utility areas.



## Specialist Insurance

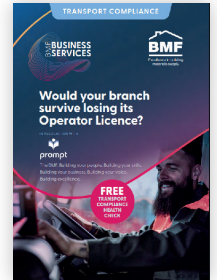
Specialist Risk Insurance Solutions (SRIS) is the BMF's trusted strategic partner for the provision of business insurance to our members. Their team of specialists understand the



intricacies and nuances of our sector and can tailor appropriate insurance solutions to accommodate the risks you are exposed to. Their team of experts tailor robust insurance programmes and provide specialist risk management advice to suit the specific needs of builders merchants and suppliers like you.

## Transport Compliance

BMF Transport solutions will help you improve your compliance and protect your business from regulatory action. The service, operated by Prompt, is led by experienced, industry-qualified advisers and DVSA Earned Recognition-approved auditors who work closely with leading transport lawyers across the UK. Founded in 2008, Prompt Training works with some of the UK's largest logistics companies, providing licence compliance, auditing, training and tachograph analysis.



## Manage Payments

Worldpay is a global leader in financial technology, providing businesses of all sizes with the tools to make, take, and manage payments efficiently.

Worldpay offers a wide variety of payment equipment, including countertop and mobile card machines, an online payment gateway, an eCommerce payment solution and EPOS. Plus, you can manage settlements and reconciliation, get real-time financial insights and track invoices on your schedule from the palm of your hand using the Worldpay Dashboard, accessible on desktop and via a smartphone or tablet.



## Telecoms and Technology

Complete Communications is a trusted telecoms and technology provider based in Staffordshire, supporting businesses across the UK with



tailored connectivity, Network, IT and infrastructure solutions. As a BMF Preferred Supplier, we're proud to work closely with BMF members across the UK to deliver cost-effective, flexible solutions that grow with your business and support your day-to-day success.

**Digital Payment Platforms**

Ontik is built specifically for builders' merchants, helping your accounts team get paid faster and spend less



time chasing. From sending branded payment links by text and email, to live aged debt dashboards, Ontik replaces manual follow-ups with smart automation. The BMF has secured an exclusive deal with Ontik to bring builders' merchants unprecedented savings on payment processing.

**Print and Marketing**

AlphaGraphics partners with BMF members to fuel business growth and attract new



customers across the building sector. From strategic marketing campaigns to high-impact print, signage and direct mail, they deliver creative solutions that connect with trade audiences and drive measurable results. AlphaGraphics UK have spent over 30 years helping businesses bring ideas to life through high-quality print and smart marketing. Along the way, they have picked up awards and worked with plenty of delighted customers.

For details of our Business Services and Health & Safety guides contact your BMF Regional Manager or normal BMF contact.

# Health & Safety Guides

As part of the support that the BMF offers to its membership, we publish a large number of Health & Safety related guides and information available free of charge to members. Our focus

is very much on communicating best practice to staff in the sector and making sure that member businesses have sound health & safety measures in place.

All guides feature simple-to-follow,

practical advice and pictorial representations of hazards, dangers and best practice in relation to a wide range of business operations undertaken by BMF members.

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# New BMF Members

Our membership continues to grow year on year and with 1,010 companies now in membership, the BMF is the only trade body that can truly speak and act with authority for the entire Building Materials sector. The landmark membership number coincides with the launch of the BMF's high profile Sector Awareness programme. Designed to develop public understanding of Building Materials as a vibrant and varied employment sector, the programme represents the BMF's largest investment in a single initiative.

Listed below are some more of our recent new BMF member organisations:





**Richard Hill, FIBM**  
Chair



**John Newcomb, FIBM**  
CEO

## Non-executive directors

## Board advisors



**Lee Harwood**  
Bradfords Building  
Supplies Ltd



**David Haldane, FIBM**  
Haldane Fisher Ltd



**Neil Sabey, FIBM**  
Harlow Timber Group



**Ian Stokes, AIBM**  
Knauf UK GmbH



**Rachel Fryers, FIBM**  
Merritt & Fryers Ltd



**Frank Elkins, FIBM**  
Selco Builders  
Warehouse



**Martin Stables**  
Independent Builders  
Merchant Group



**James Mitchell**  
Klipboard

## Regional Chairs



**Adrian Shelley**  
Henshaws  
**NORTH-WEST**



**James Hipkins**  
W S Emery  
**CENTRAL**



**David Pattison**  
Robert Price  
**WALES**



**Louise Williams**  
Fayers Plumbing & Building supplies  
**LONDON/SOUTH EAST**



**David Haldane**  
Haldane Fisher  
**NORTHERN IRELAND**



**Martin Armour**  
Burton Roofing Merchants  
**NORTH**



**Gordon Banks**  
Cartmell Builders Merchants  
**SCOTLAND**



**David Young**  
Bradfords  
**SOUTH WEST**



**Ben Chandler**  
Chandler Materials Supplies  
**ANGLIA**

## Category Chairs



**John Newcomb, BMF**  
Supplier & Service



**Baljit Singh, NMBS**  
Plumbing & Heating  
Kitchen & Bathrooms



**Dean Haywood, NMBS**  
Tools, Fixings, Workwear  
& PPE



**Mike Beard, Encon**  
Insulation &  
Dry Lining



**John Cave, EH Smith**  
Bricks, Blocks & Landscaping



**Gary Good, MP Moran**  
Paint, Decorating &  
Building Chemicals



**Chris Woollard, Keyline**  
Civils & Infrastructure



**Paul Pennick, H+B**  
Timber



**Dan Guest, Wythall Roofing**  
Roofing

## Function Specific Board



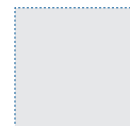
**Joni Beal, Alsford**  
Marketing



**James Norton, Frank Key Group**  
Finance



**Louise Norman, Darlston**  
Builders Merchants  
HR



**TBC**  
BMF Ambassadors



**Costas Marcou, EM Paving**  
Young Merchant Group



**Alan Harvey, Harlow Timber Group**  
Transport & Distributuon



**Pierre Krause, IBMG**  
Digital & Technology



**Simon Raywood, MKM**  
Health & Safety



**Giles Bradford, Bradfords**  
Sustainability



**Andy Rayner**  
Learning & Development

# Industry Leading Events

Networking is one of the key benefits associated with joining the BMF for many of our members. Each year we organise many high-profile events ourselves whilst also attending numerous other exhibitions and events linked to the building materials supply industry.

These events are a key part of our annual activities and provide the ideal opportunity for our members to share their expertise and learn new things whilst socialising and celebrating our industry achievements.

Here are a few of the highlights from 2025:



Young Merchants 2025



Burns Supper 2025



Mastermerchant Event 2025



2025 Annual Conference and Awards (Members Day)



Parliamentary Reception



All Industry Conference Barcelona 2025



2025 Annual Conference and Awards (Members Day)



Charity Golf Day 2025

# BMF Events 2026



**BMF Burns Supper 2026 – 23<sup>rd</sup> January, Cameron House, Loch Lomond**



**BMF Charity Golf Day 2026 – 12<sup>th</sup> May 2026, JCB Golf & Country Club**



**Top 100 presents '50 Companies Over 50' 2026 – 14<sup>th</sup> May, The Belfry, Sutton Coldfield**



**BMF x First Event Charity Dragon Boat Race – 26<sup>th</sup> June, Grendon Lakes, Northampton**



**BMF MasterMerchant – 9<sup>th</sup> July, Ingleton, North Yorkshire**



**BMF Members' Annual Conference & Awards 2026 – 16-17<sup>th</sup> September 2026, The Belfry, Sutton Coldfield**

# BMF Publications



The BMF continues to produce regular publications to keep members up to date with news, industry developments, market data and many other subjects of interest to its members.

Most publications are available online at <https://www.bmf.org.uk/BMF2/Contacts/Resources/BMF-Publications.aspx>



## One Voice

One Voice is the BMF's quarterly magazine, which keeps members and other key individuals informed of the BMF's many activities, be they conferences and networking events, lobbying the government for legislative changes, developing new support services for members or providing useful market data insights, to name but a few. One Voice also provides essential news and information on key industry events that form such a core part of the BMF diary. This magazine has a reach of over 25,000 people via print and digital formats and is available to view via the BMF website and via [www.onevoicemagazine.co.uk](http://www.onevoicemagazine.co.uk).



## BMF Handbook 2025

The 2025 BMF Members Handbook lists all of the information about BMF services and a full member contact directory.

In response to demand from supplier and merchant members this year it's bigger and better than ever.



## BMF Benefits of Membership - Merchants

This publication provides useful information about BMF membership and its many benefits. It is the ideal source of information for merchants considering whether to join the BMF. Existing members will also find it useful as it serves to remind them of the various services that they can access as BMF members.



## BMF Benefits of Membership - Supplier & Service

This publication provides all of the information relating to BMF membership, and its many benefits, that a building materials supplier or service supplier would need to make the decision to join the BMF. Existing members will find it useful as it serves to remind them of the various services that they can access as BMF members.



## P&H Voice

P&H Voice magazine was first launched at the InstallerSHOW event in June 2023. BMF plumbing and heating members receive a printed copy of the new P&H Voice magazine, and it can be viewed in an online PDF on our website [www.bmf.org.uk](http://www.bmf.org.uk).

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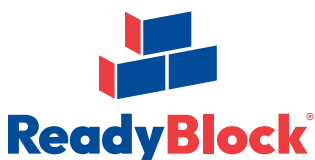


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\*Calculation compares the current embodied CO<sub>2</sub> across Cemex's concrete product range vs 2021 embodied carbon data, produced at Cemex Buxton plant. Copyright© 2025 Cemex Innovation Holding Ltd., Switzerland, All Rights Reserved.