

“building **excellence**
in materials supply”

Builders Merchant Building Index



Monthly report for April 2022

(Published 22 June 2022)

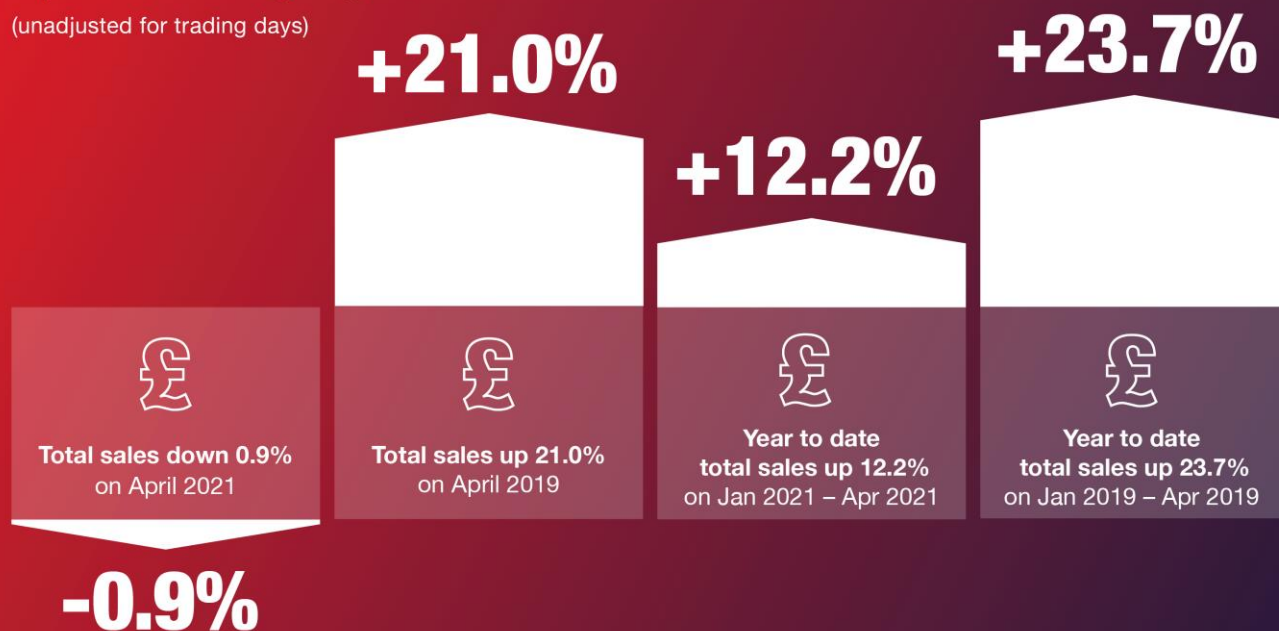
Highlights

April's value sales were 0.9% lower than April 2021 – and compared with pre-Covid April 2019, sales were 21.0% higher. Read the full comment on pages 7 and 8.

BMBI Report April 2022 Highlights

(unadjusted for trading days)

www.bmbi.co.uk



“April 2022 value sales were 0.9% down on April 2021, driven more by price inflation (+17%) than volume sales (-15.3%).”

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

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Introduction:

Builders Merchant Building Index



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

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

Executive Summary

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

BMBI Expert Panel

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

Recognition for BMBI

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



More data available

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

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

The Expert Panel

Speaking for their markets - 1



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

The Q1 2022 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: Q1 2022 Report](#)

Expert for Bricks & Roof Tiles:



Kevin Tolson
Commercial Director
Wienerberger UK

[Read latest Comment: Q1 2022 Report](#)

Expert for Natural Stone & Porcelain Paving:



Krystal Williams
Managing Director
Pavestone UK Ltd

[Read latest Comment: Q1 2022 Report](#)

Expert for Civils & Green Infrastructure:



Clark McAllister
Sales Director Polypipe Civils &
Green Urbanisation

[Read latest Comment: Q1 2022 Report](#)

Expert for Lead:



Kyle Hazeldine
Sales & Marketing Manager
Midland Lead

[Read latest Comment: Q1 2022 Report](#)

Expert for Wood-Based Panels:



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

[Read latest Comment: Q1 2022 Report](#)

The Expert Panel

Speaking for their markets - 2

Expert for Roof Windows:



Jim Blanthorne
Managing Director
Keylite Roof Windows

[Read latest Comment: Q1 2022 Report](#)

Expert for PVC-U Windows & Doors:



Kevin Morgan
Group Commercial Director
The Crystal Group

[Read latest Comment: Q1 2022 Report](#)

Expert for Shower Enclosures and Showering:



Mick Evans
Operations Director
Lakes

[Read latest Comment: Q1 2022 Report](#)

Expert for Mineral Wool Insulation:



Neil Hargreaves
Managing Director
Knauf Insulation

[Read latest Comment: Q1 2022 Report](#)

Expert for Cement & Aggregates:



Andrew Simpson
Packed Products Director
Hanson Cement

[Read latest Comment: Q1 2022 Report](#)

Expert for Paint:



Paul Roughan
Trade Merchants Sales Director
Dulux Trade

[Read latest Comment: Q1 2022 Report](#)

Expert for Website & Product Data Management Solutions:



Andy Scothern
Managing Director
eCommonSense

[Read latest Comment: Q1 2022 Report](#)

Expert for Steel Lintels:



Derrick McFarland
Managing Director
Keystone Lintels

[Read latest Comment: Q1 2022 Report](#)

Expert for Adhesives & Sealants:



Mathew Whitehouse
Marketing Director
Bostik UK

[Read latest Comment: Q1 2022 Report](#)

April 2022 value sales were 0.9% lower, despite 17.0% price inflation

Total Builders' Merchants value sales were 0.9% lower in April 2022 than the same month in 2021, with one less trading day this year. However, prices increased +17.0% while volume decreased -15.3%. Six categories sold more. Kitchen & Bathrooms (+15.8%) did best. Five other categories did better than Merchants overall, including Plumbing Heating & Electrical (+6.7%), Heavy Building Materials (+2.2%) and Workwear & Safetywear (+0.9%). Among six categories selling less than Total Builders Merchants, were Timber & Joinery Products (-2.3%), Ironmongery (-5.3%) and Tools (-5.5%). Landscaping (-14.1%) was weakest in April. Total like-for-like sales (which take trading day differences into account) were 4.3% higher.

April 2022 v April 2019

Total sales this April were 21.0% higher than the same month three years ago, with one less trading day this year. All categories sold more, with growth driven by the strength of Landscaping (+40.3%) and Timber & Joinery Products (+34.1%). Most other categories grew more slowly, including Heavy Building Materials (+16.2%), Kitchens & Bathrooms (+14.3%) and Plumbing Heating & Electrical (+9.1%). Overall like-for-like sales were 27.4% higher.

April 2022 v March 2022

Total Merchants sales were 10.5% lower in April 2022 than in March 2022, with four less trading days this month. Only Landscaping sold more (+0.4%). Tools (-15.8%), Decorating (-13.1%) and Timber & Joinery Products (-11.9%) were weaker. Renewables & Water Saving (-26.4%) was weakest. Total like-for-like sales though were 8.4% higher.

April Index

April's overall BMBI index was 149.3, particularly helped by Landscaping (220.8), with two less trading days this year. The indices for almost all categories exceeding 100, including Timber & Joinery Products (172.3), Heavy Building Materials (140.4) and Kitchens & Bathrooms (131.5). Only Renewables & Water Saving (78.6) was below 100. April's overall like-for-like index was 163.1.

Last 3 months, year on year

Total value sales in the last three months February 2022 to April 2022 were up 9.3% on the same period last year, February 2021 to April 2021, with one less trading day in the most recent period. Eleven of the twelve categories sold more. Kitchens & Bathrooms (+22.1%) increased the most. Plumbing Heating & Electrical (+12.8%), Heavy Building Materials (+10.9%) and Timber & Joinery Products (+10.2%) were also well up. Landscaping (-0.2%) lagged behind. Total like-for-like sales were 11.1% higher.

Builders' Merchants value sales were down 0.9% on the same month last year. Prices increased 17.0%, while volume decreased by 15.3%.

Overview continues on the next page...

Overview - 2

... continued from the previous page:

Latest three months v previous three months

Total sales in the latest three months February 2022 to April 2022 were 22.7% higher than in the previous three months, November 2021 to January 2022, helped by three more trading days in the most recent period. All categories sold more. Two categories did better than Merchants overall: Seasonal category Landscaping (+67.4%) was strongest, and Heavy Building Materials (+23.5%). Weakest category, Workwear & Safetywear (+0.1%) was flat. Total like-for-like sales were 16.8% higher than in November 2021 to January 2022.

Year to date, year-on-year

The current year to date January 2022 to April 2022, were 12.2% higher than in the previous period, January 2021 to April 2021, with one less trading day in the most recent period. All categories sold more. Kitchens & Bathrooms (+23.5%) was strongest. Renewables & Water Savings (+21.2%), Timber & Joinery Products (+14.4%), and Plumbing Heating & Electrical (+14.0%) also grew strongly. Workwear & Safetywear (+0.1%) was flat. Total like-for-like sales were 13.6% higher.

Year to date v 2019

Sales in the last four months of 2022 were 23.7% higher compared with January 2019 to April 2019, with one less trading day. All categories sold more. Landscaping (+47.8%) and Timber & Joinery Products (+38.9%) were strongest. and Renewables & Water Saving (+28.6%) also out-performed merchants overall. Tools (+5.9%) and Decorating (6.4%) were weakest. Like-for-like sales were 25.2% higher.

MAT

Total Merchants sales in May 2021 to April 2022 were 19.3% higher than in the same 12 months a year earlier, with two less trading days in the most recent period. Eleven of the twelve categories sold more. Timber & Joinery Products (+33.7%) and Kitchens & Bathrooms (+22.9%) were strongest. Most categories grew more slowly than Merchants overall including Plumbing Heating & Electrical (+18.6%), Heavy Building Materials (+15.9%) and Landscaping (+9.3%). Workwear & Safetywear (-0.2%) was the only category that sold less. Total like-for-like sales were 20.3% higher.

3-year MAT

Total Merchants sales in May 2021 to April 2022 were 18.7% higher than in the 12 months May 2018 to April 2019, with two less trading days in the most recent period. Ten of the twelve categories sold more, with Timber & Joinery Products (+43.1%) and Landscaping (+37.1%) well up. Most categories grew more slowly including Heavy Building Materials (+10.8%), Kitchens & Bathrooms (+9.1%) and Plumbing Heating & Electrical (+2.9%). Tools (-5.5%) was weakest. Total like-for-like sales were 19.7% higher.

Looking back three years (before Covid), sales in the last four months of 2022 were **23.7% higher** compared with January 2019 to April 2019.

Monthly: This year v last year

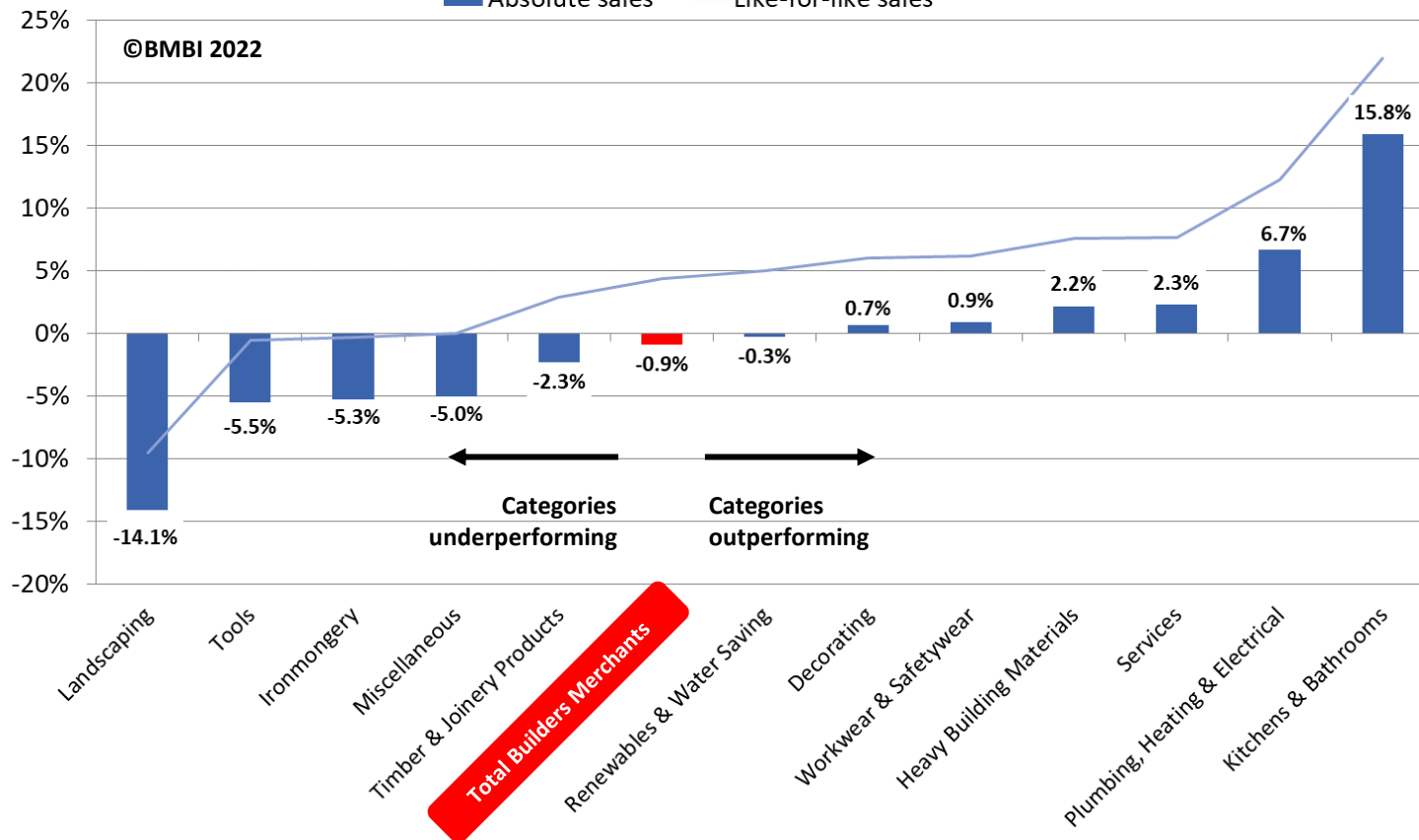
April 2022 sales

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



April 2022 v April 2021

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



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

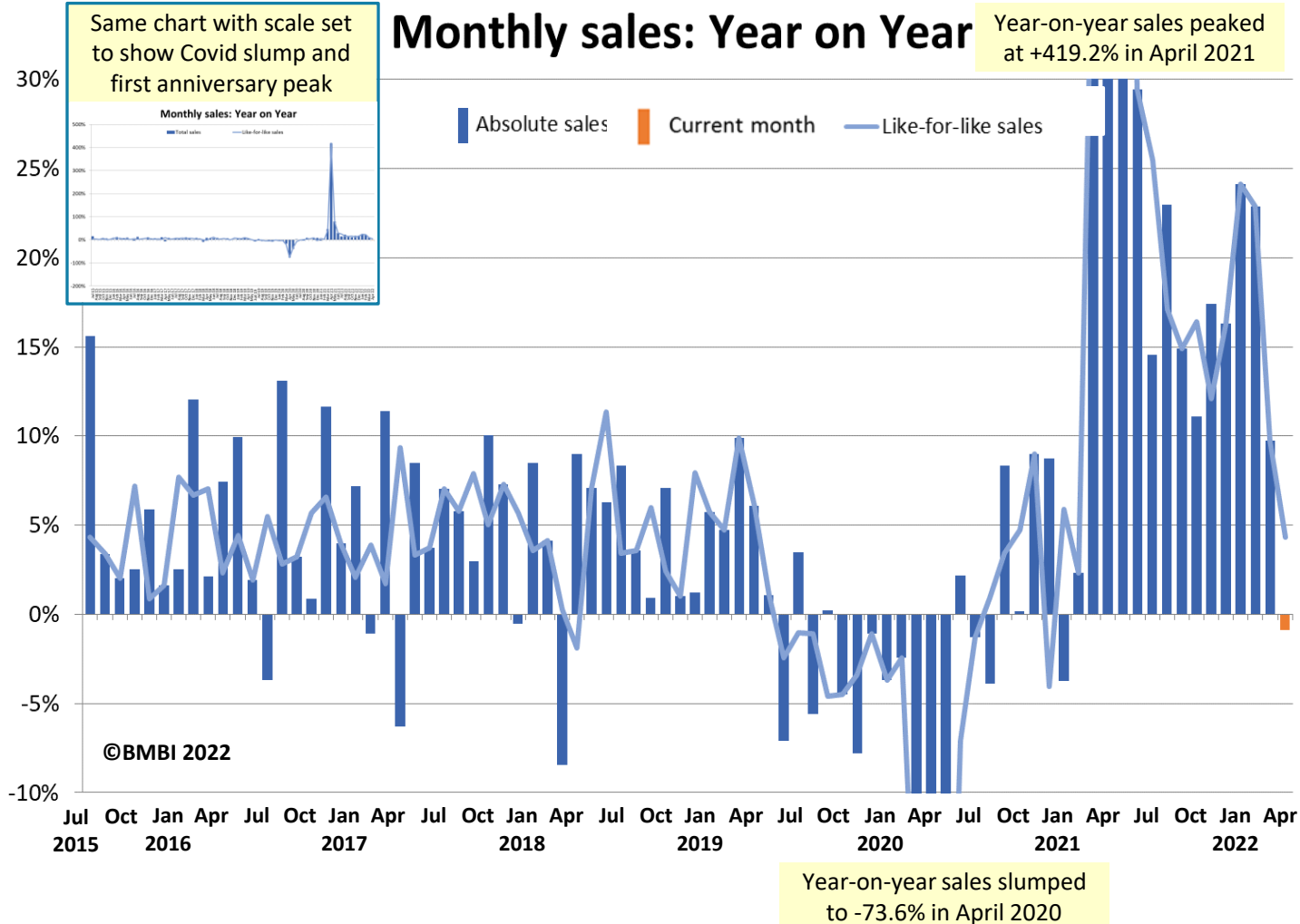
Values shown for
absolute sales

Seven categories sold more this year compared with April 2021. Kitchens & Bathrooms (+15.8%) did best.

Monthly: Year on Year

Absolute and Like-for-like sales

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



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

Sales growth in April
(-0.9%) was lower
than in March
(+9.8%).

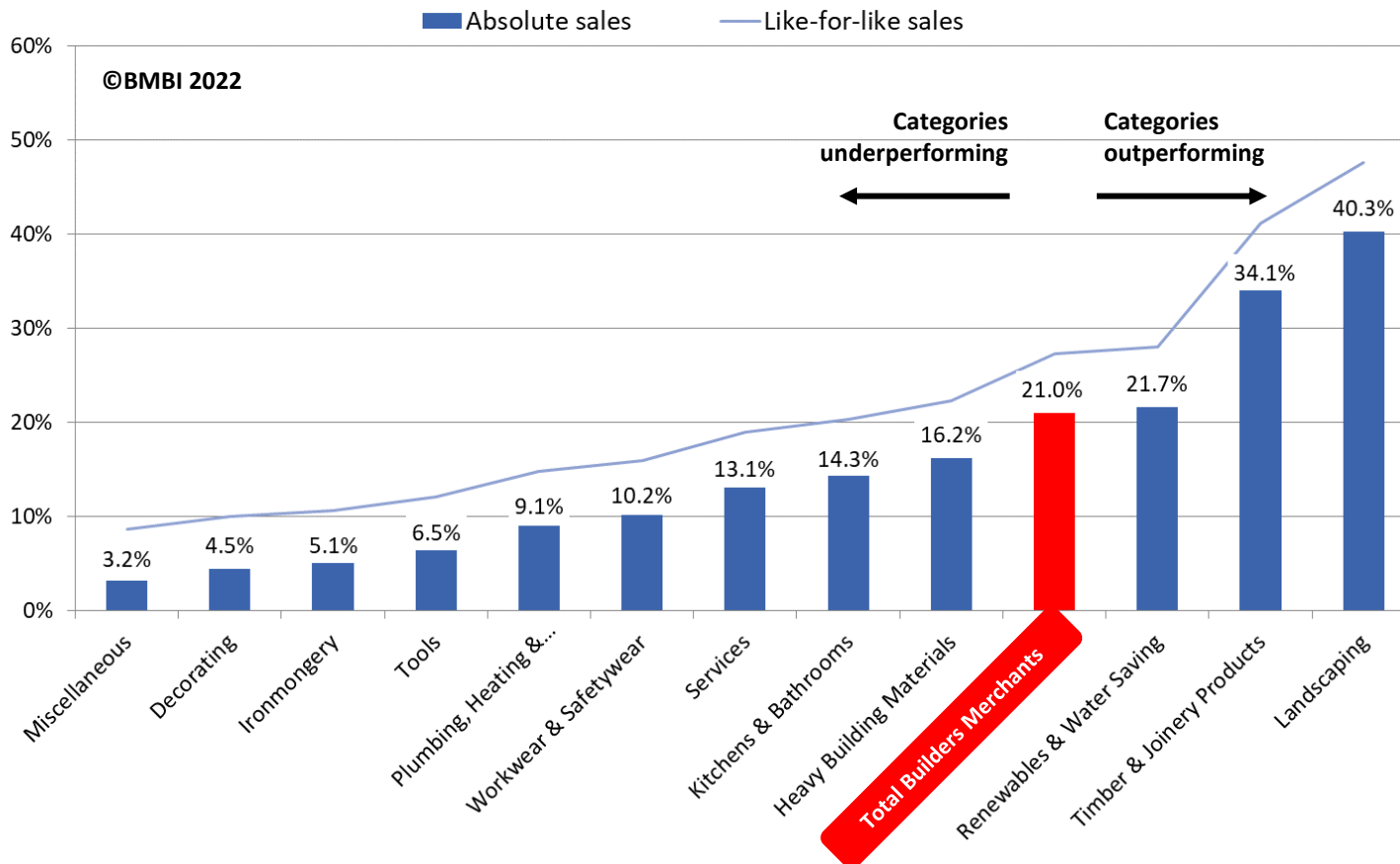
Monthly: This year v 2019

April 2022 3-year sales

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



3-year comparison: April 2022 v April 2019



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

Values shown for
absolute sales

Value sales of
Landscaping
(+40.3%) and
Timber & Joinery
Products (+34.1%)
grew much faster
than other categories
compared with April
2019.

Monthly: This month v last month

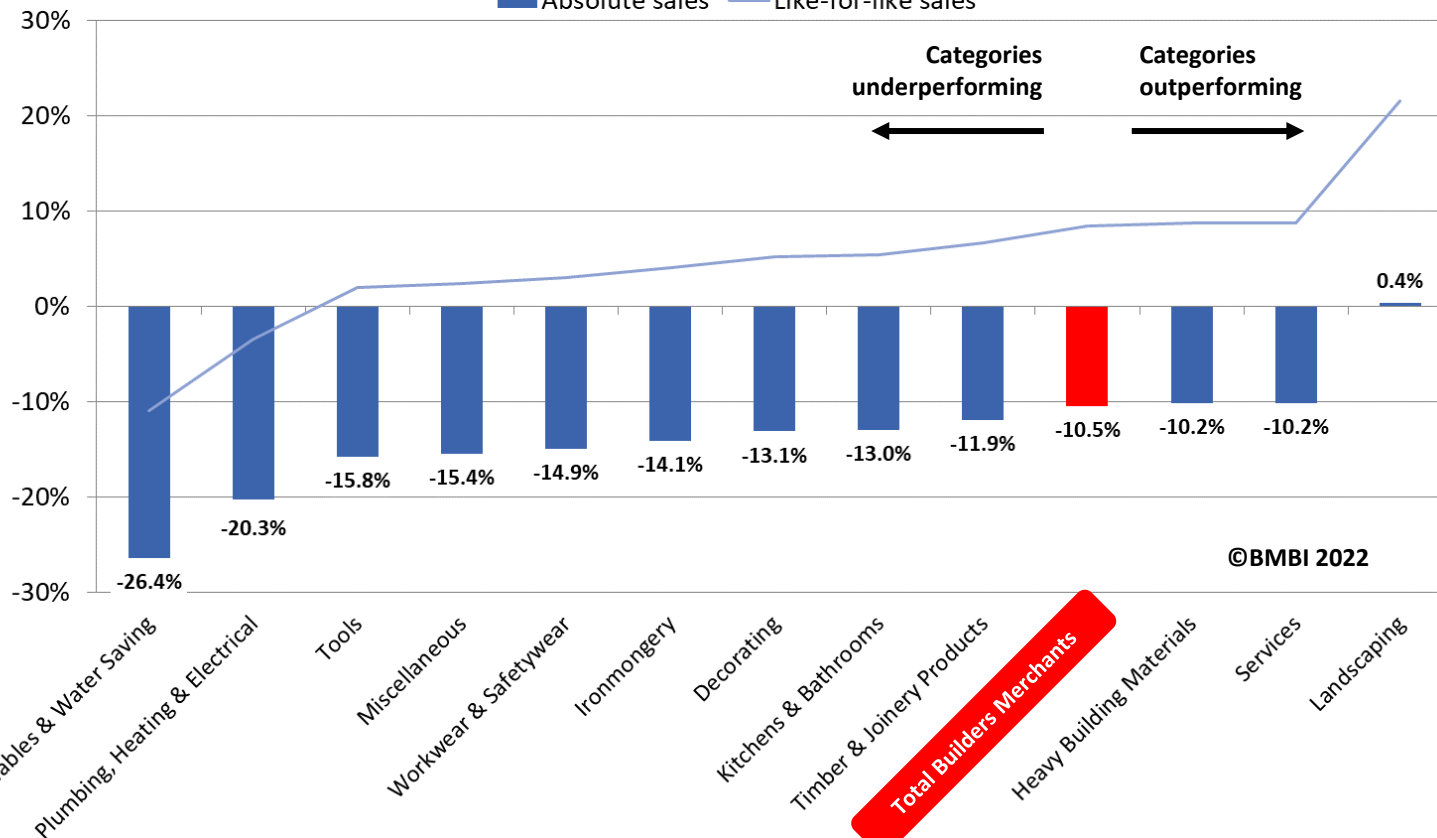
April 2022 sales

Four less trading days this month. Like-for-like sales take trading day differences into account.



April 2022 v March 2022

Absolute sales — Like-for-like sales



©BMBI 2022

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

Values shown for
absolute sales

Total April sales were 10.5% lower than in March, not helped by four less trading days. Like-for-like sales were 8.4% higher than March. Landscaping (+0.4%) outperforming other categories.

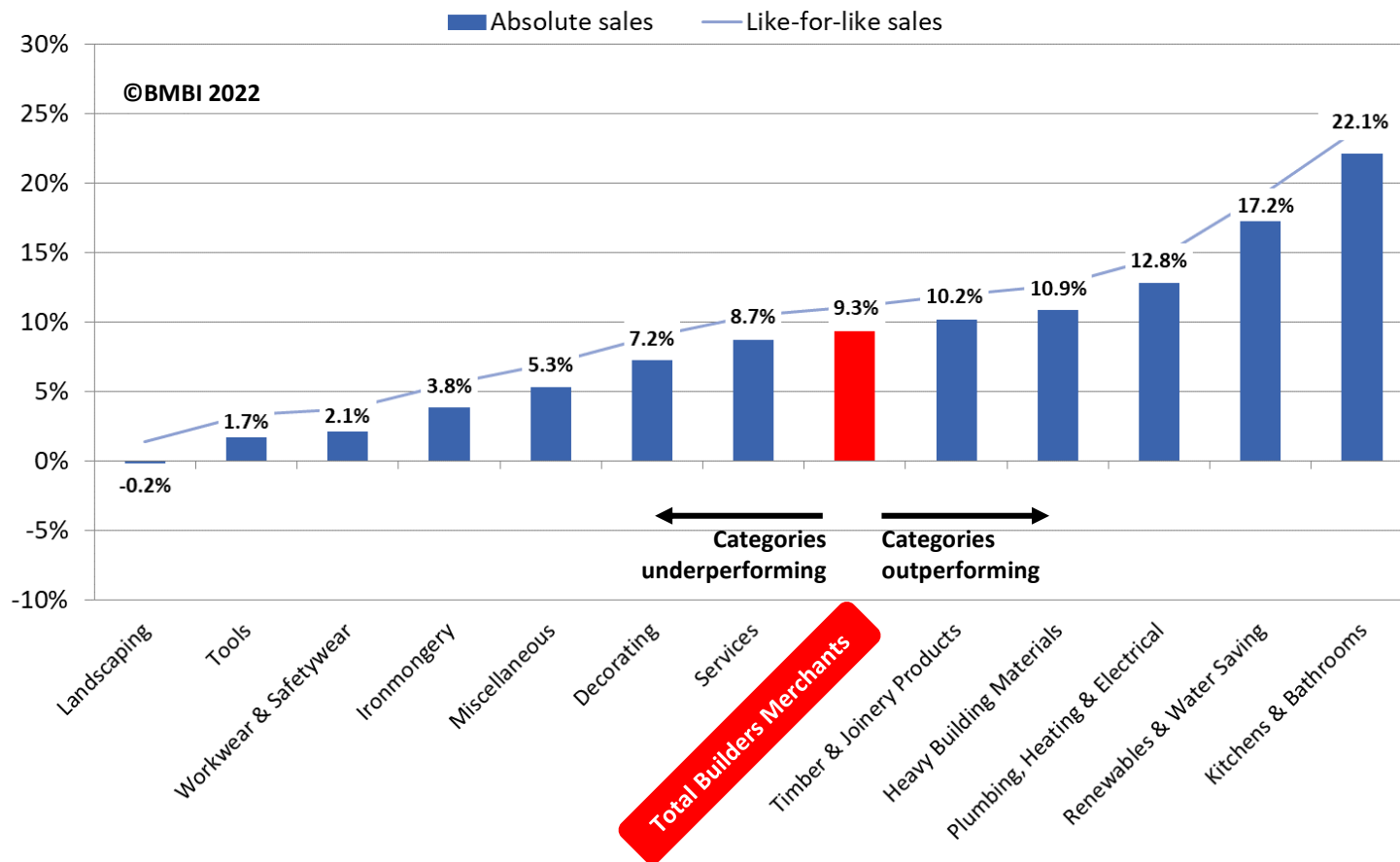
Latest 3 months: v last year

February 2022 to April 2022 sales

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



3 months Feb 22 to Apr 22 v 3 months Feb 21 to Apr 21



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

Values shown for
absolute sales

Total sales in the last three months were 9.3% higher than in the same period last year. Kitchens & Bathrooms (+22.1%) was strongest.

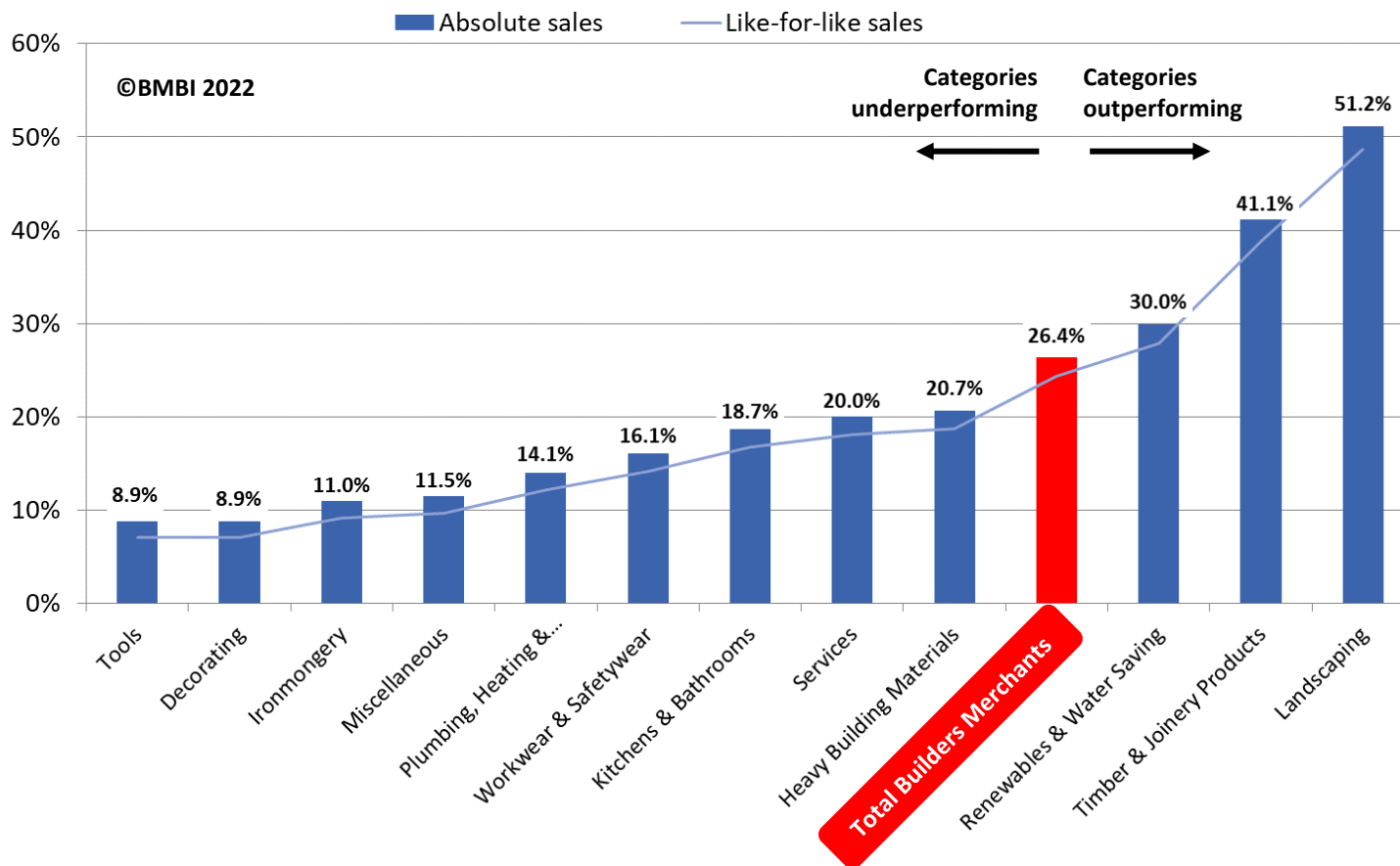
Latest 3 months: v 2019

February 2022 to April 2022 3-year sales

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



3-year comparison: Feb 22 to Apr 22 v Feb 19 to Apr 19



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

Values shown for
absolute sales

Total sales in the last three months were 26.4% higher than in the same period three years ago (pre-Covid). Landscaping (+51.2%) was strongest.

Latest 3 months: v previous 3 months

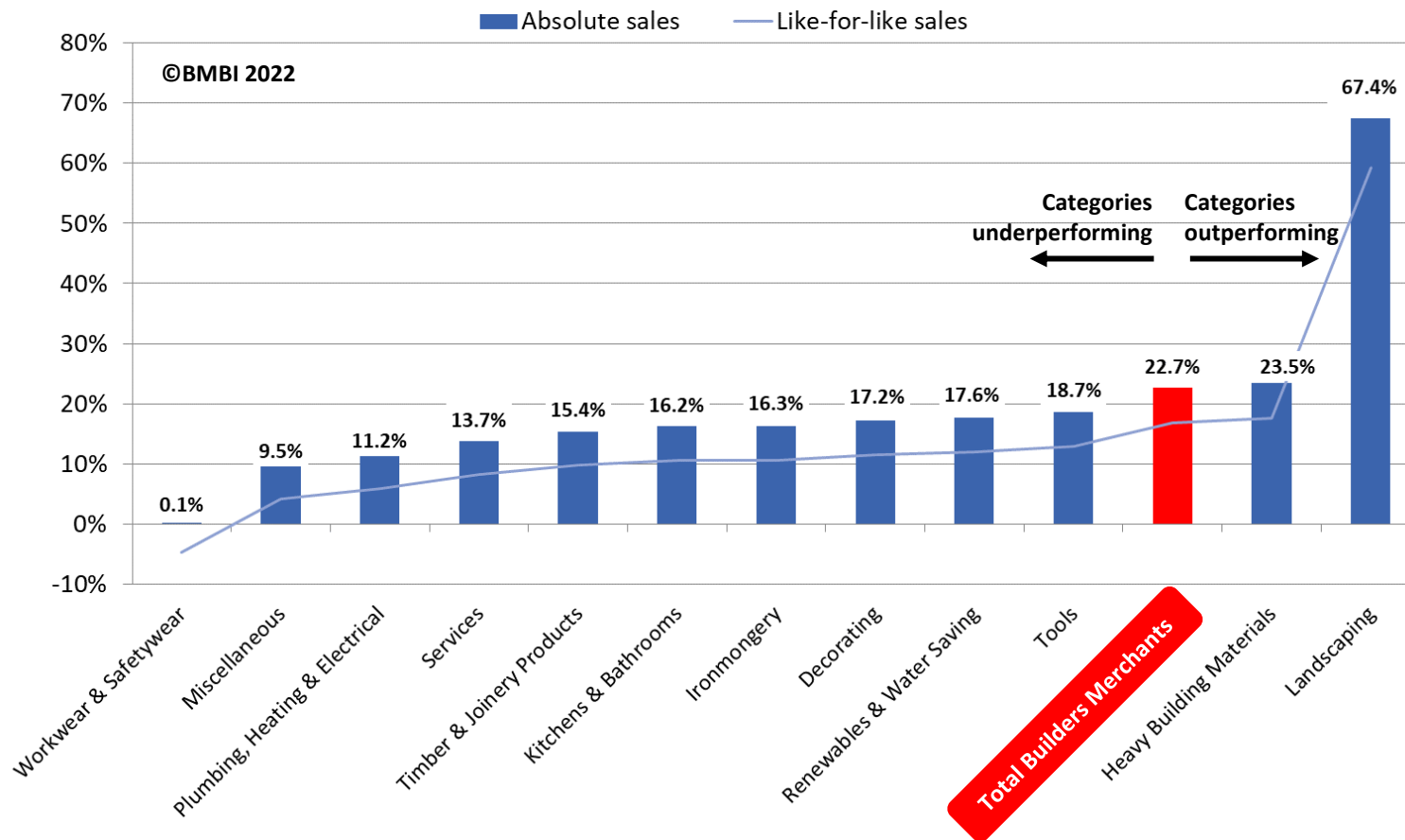
February 2022 to April 2022 sales

Three more trading days in the latest period. Like-for-like sales take trading day differences into account.

Builders Merchant
Building Index



3 months Feb 22 to Apr 22 v 3 months Nov 21 to Jan 22



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

Values shown for
absolute sales

Total sales in the last three months were 22.7% higher than in the previous three months, helped by three more trading days in the most recent period.

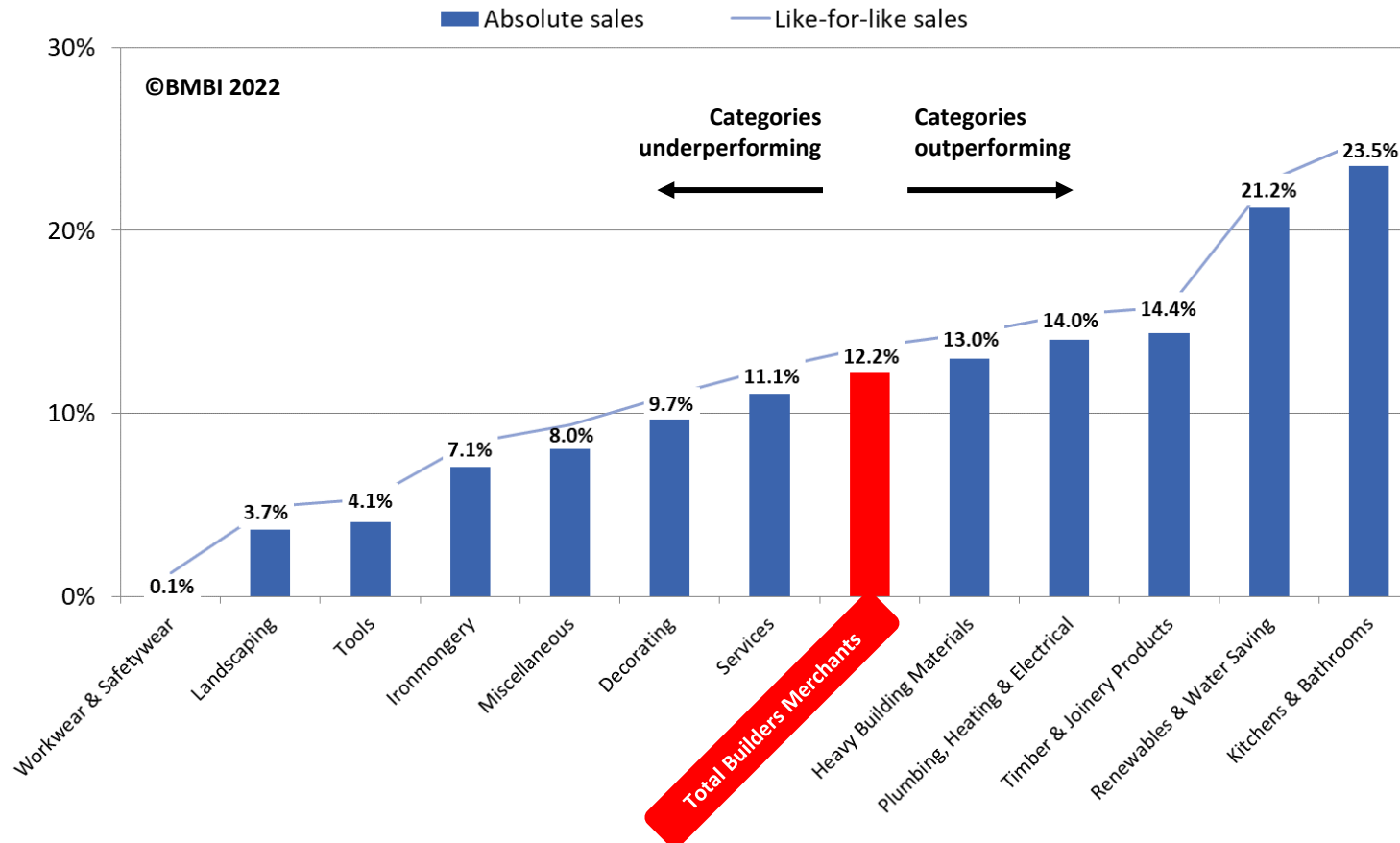
Year to date: v 2021

Last 4 months absolute and like-for-like sales

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



Year to date: Jan 22 to Apr 22 v Jan 21 v Apr 21



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

Values shown for
absolute sales

Five of the twelve
categories sold more
than merchants
overall. Kitchens &
Bathrooms (+23.5%)
was strongest.

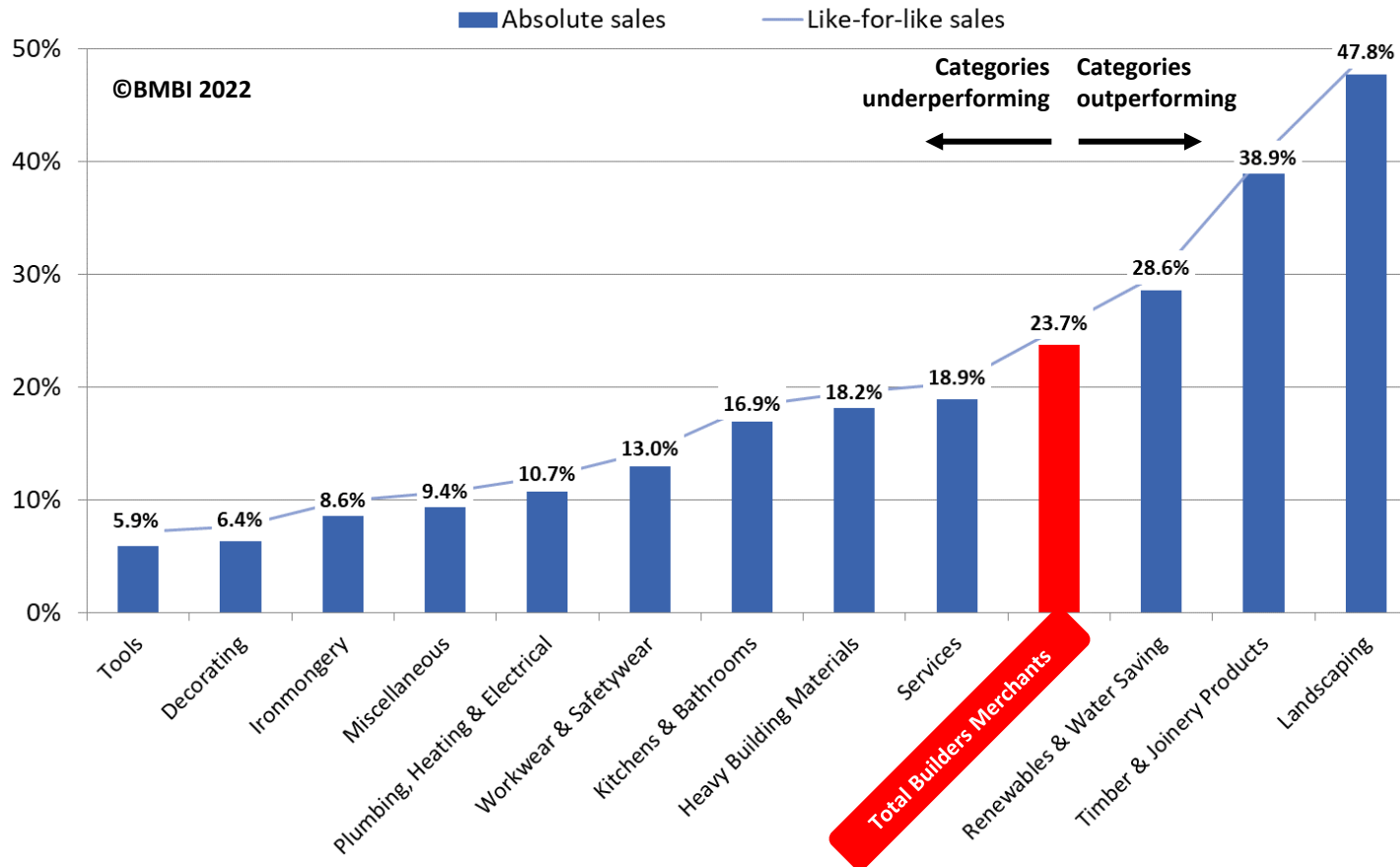
Year to date: v 2019

Last 4 months absolute and like-for-like sales

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



3-year comparison: Jan 22 to Apr 22 v Jan 19 to Apr 19



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

Values shown for
absolute sales

Sales in the last
twelve months were
23.7% higher than
the same period
three years ago.
Landscaping
(+47.8%) was
strongest.

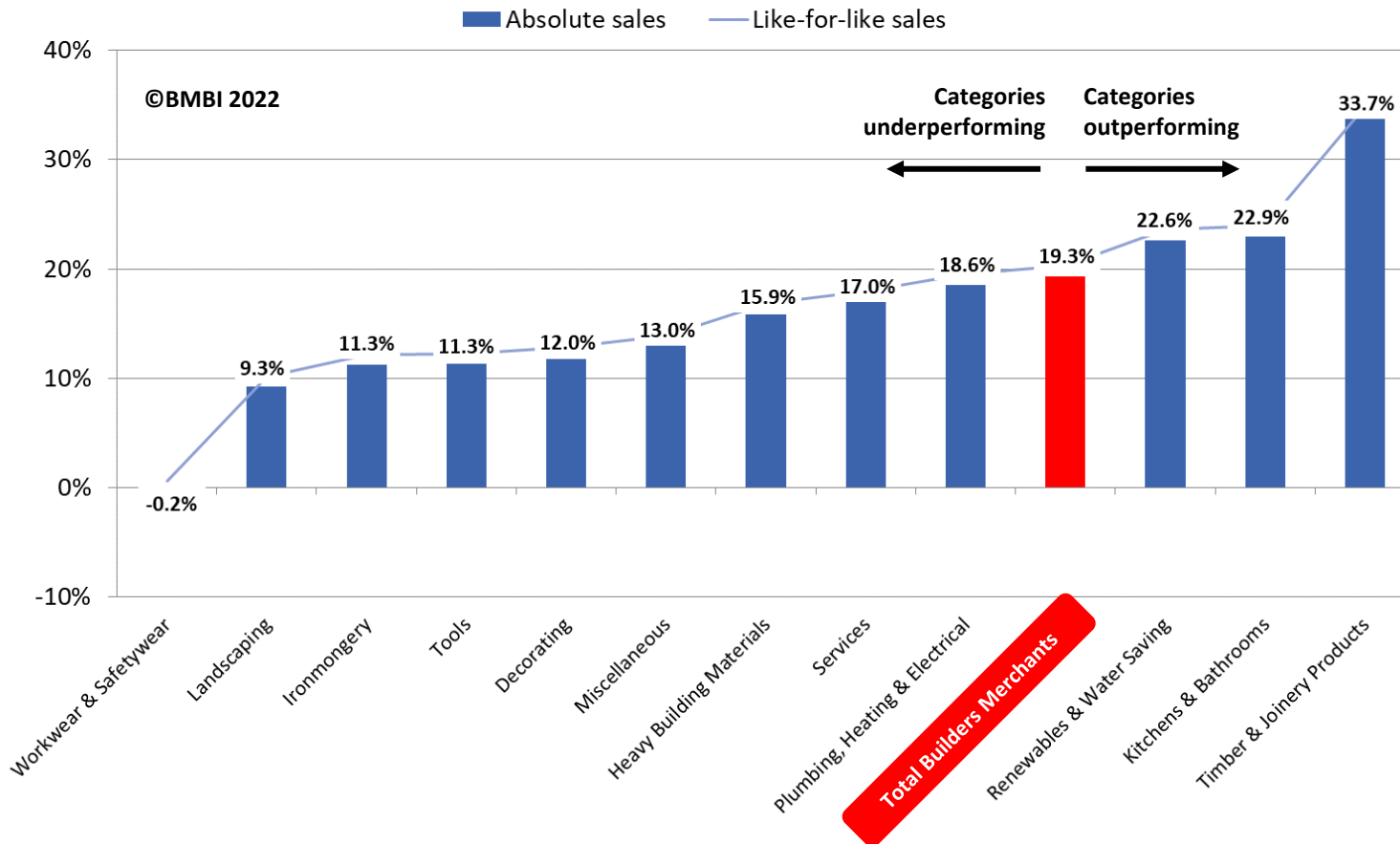
Last 12 Months: Year on Year

Absolute and like-for-like sales

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



12 months May 21 to Apr 22 v 12 months May 20 to Apr 21



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

Values shown for
absolute sales

Sales in the twelve months to April 2022 were 19.3% higher than Covid-affected May 2020 to April 2021. Timber & Joinery Products (+33.7%) was strongest.

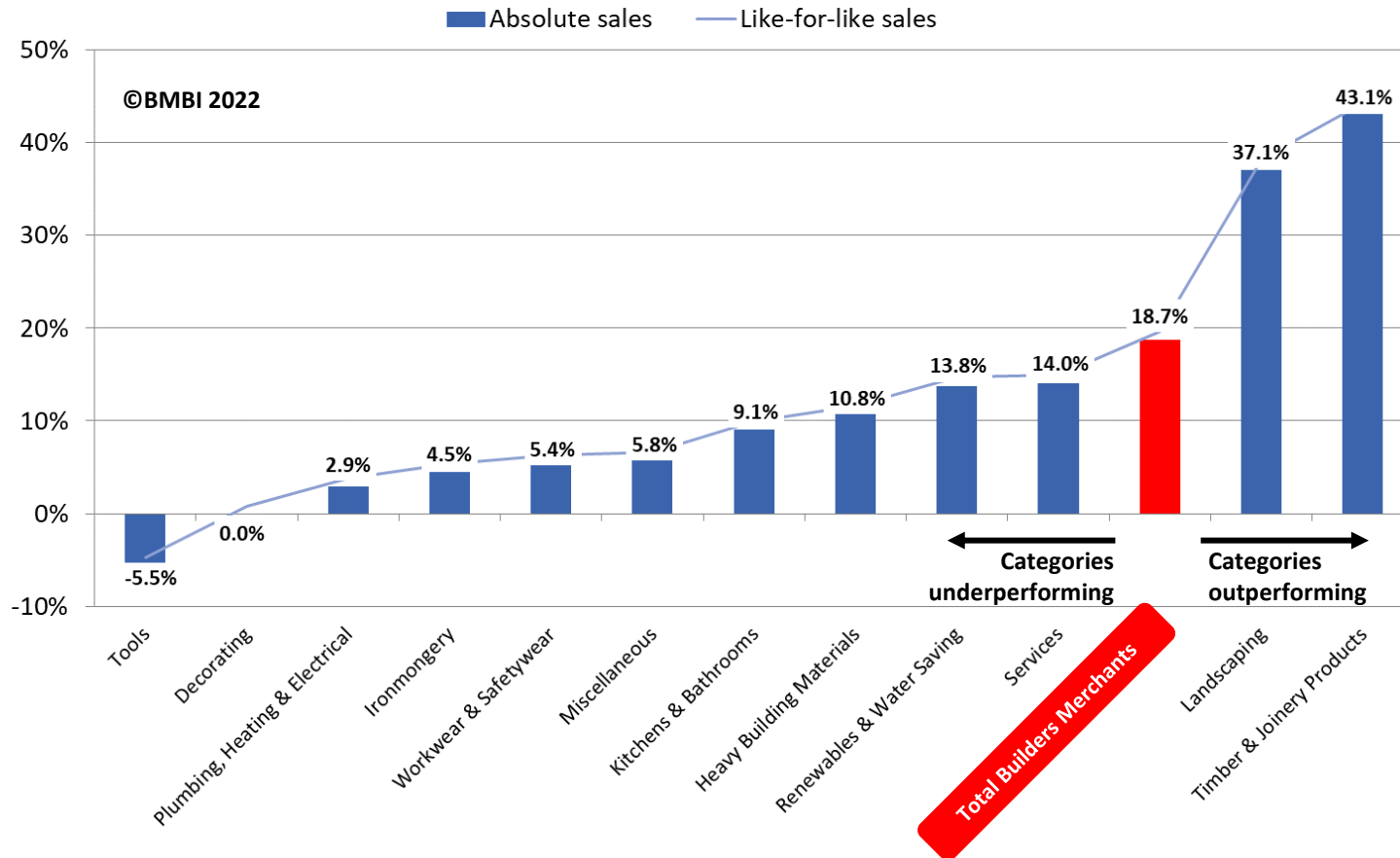
Last 12 Months: v 2019

Absolute and like-for-like sales

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



12 months May 21 to Apr 22 v 12 months May 18 to Apr 19



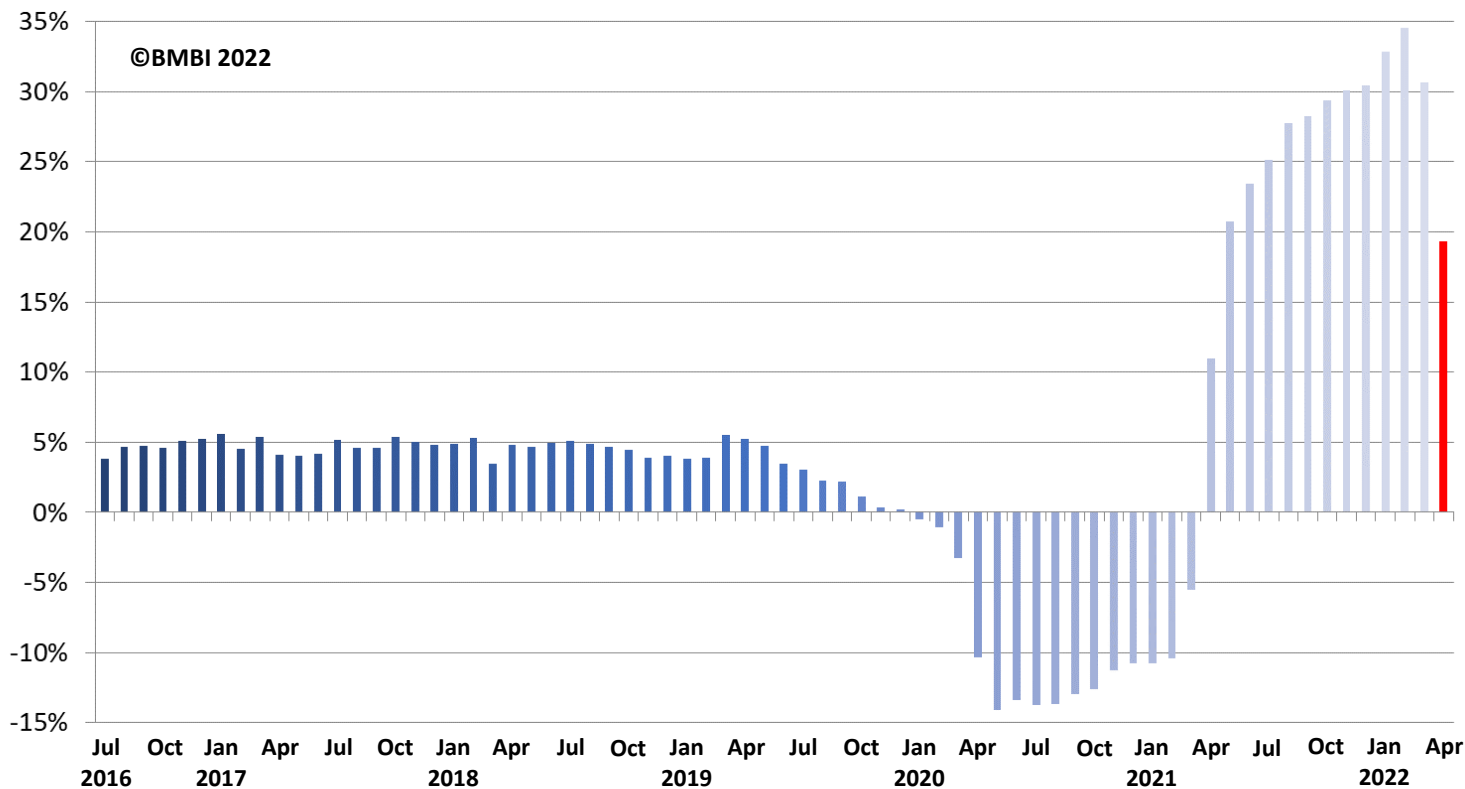
Source: GfK's
Builders Merchants
Total Category Report
July 2015 to April 2022

Sales in the last twelve months were 18.7% higher than the same period three years ago. Timber & Joinery Products and Landscaping were strongest.

12 months: Year on Year

MAT absolute sales

MAT: Total Builders Merchants July 2016 to April 2022



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

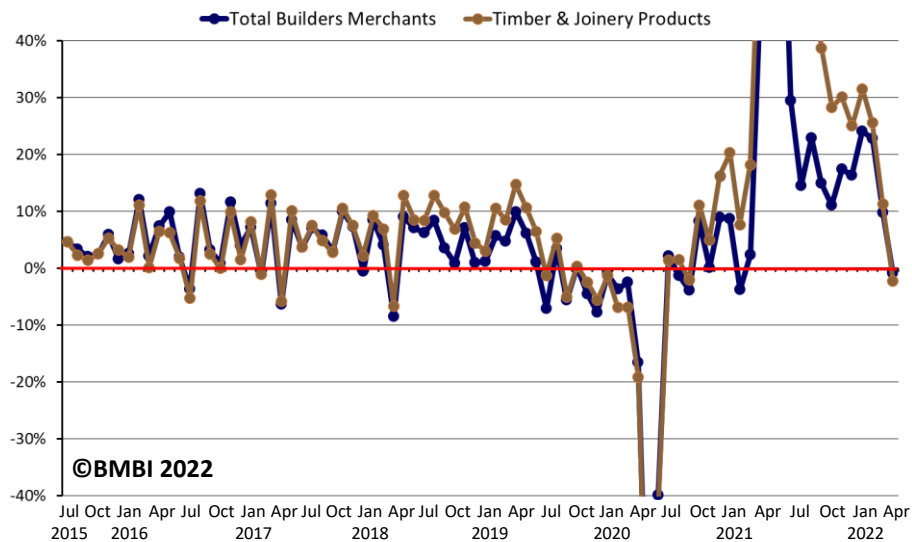
Values shown for
absolute sales

The 12 months to
April 2022 (+19.3%)
saw lower growth
following the peak in
February 2022.

Monthly Year-on-year

April 2022

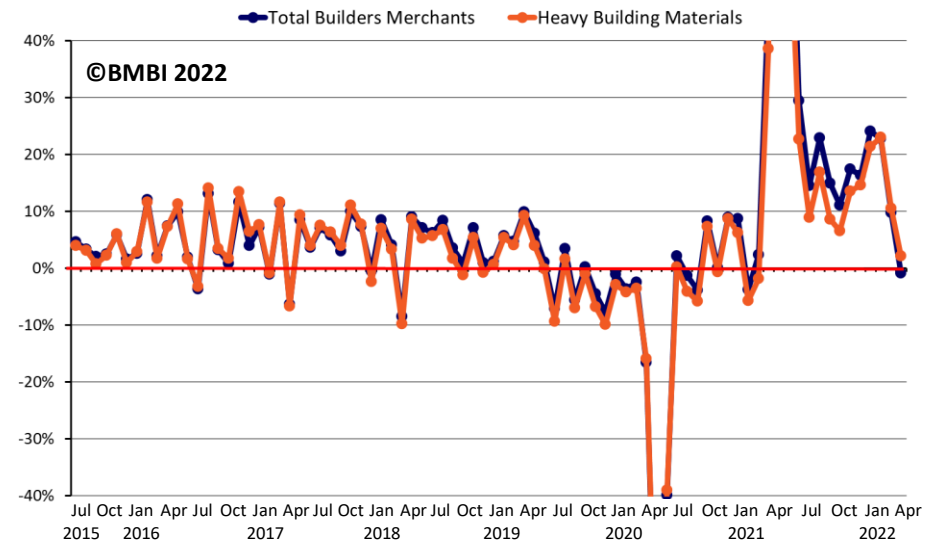
Timber & Joinery Products - Monthly



Covid19 peaks and troughs (off the chart)

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

Heavy Building Materials - Monthly



Covid19 peaks and troughs (off the chart)

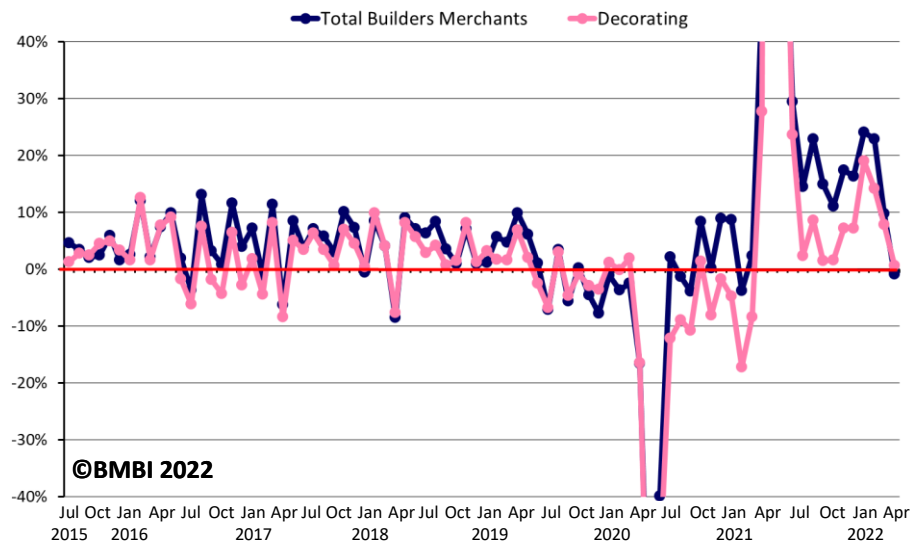
April 2020 trough:	Heavy Building Materials	-74.7%
	Total Builders Merchants	-76.5%
April 2021 peak:	Heavy Building Materials	+350.6%
	Total Builders Merchants	+419.2%

Monthly Year-on-year

April 2022



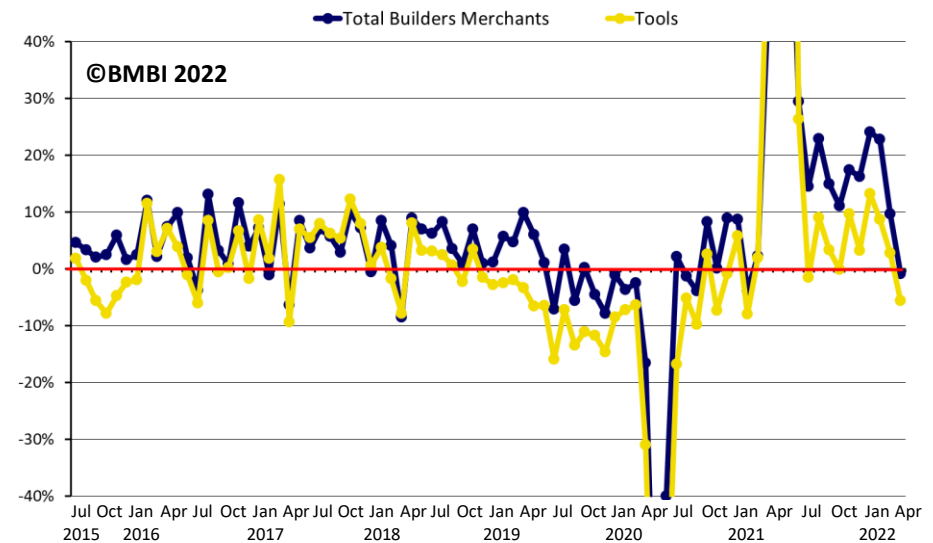
Decorating - Monthly



Covid19 peaks and troughs (off the chart)

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

Tools - Monthly



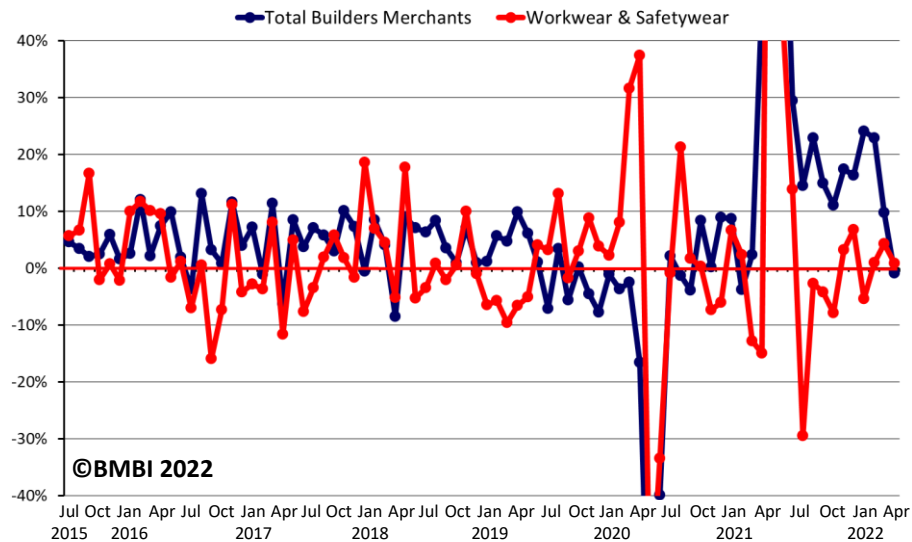
Covid19 peaks and troughs (off the chart)

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

Monthly Year-on-year

April 2022

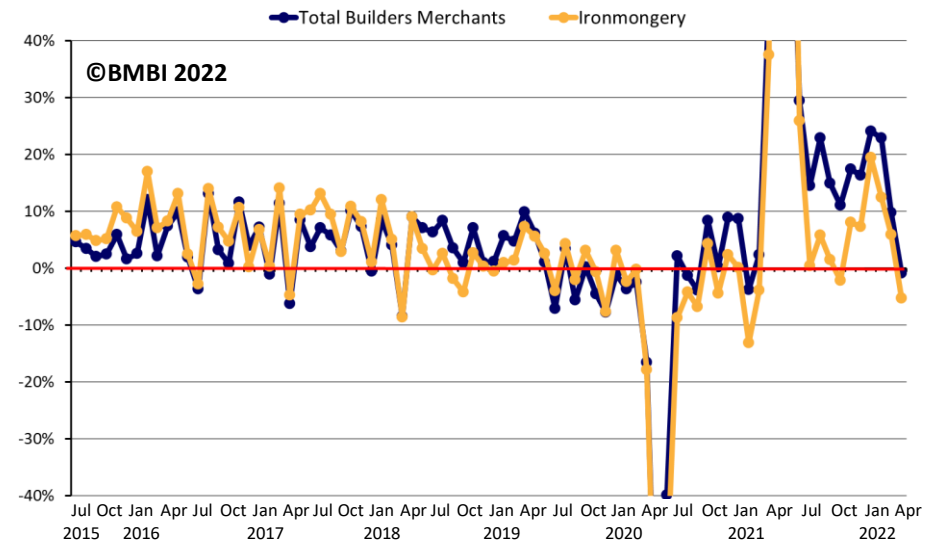
Workwear & Safetywear - Monthly



Covid19 peaks and troughs (off the chart)

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

Ironmongery - Monthly



Covid19 peaks and troughs (off the chart)

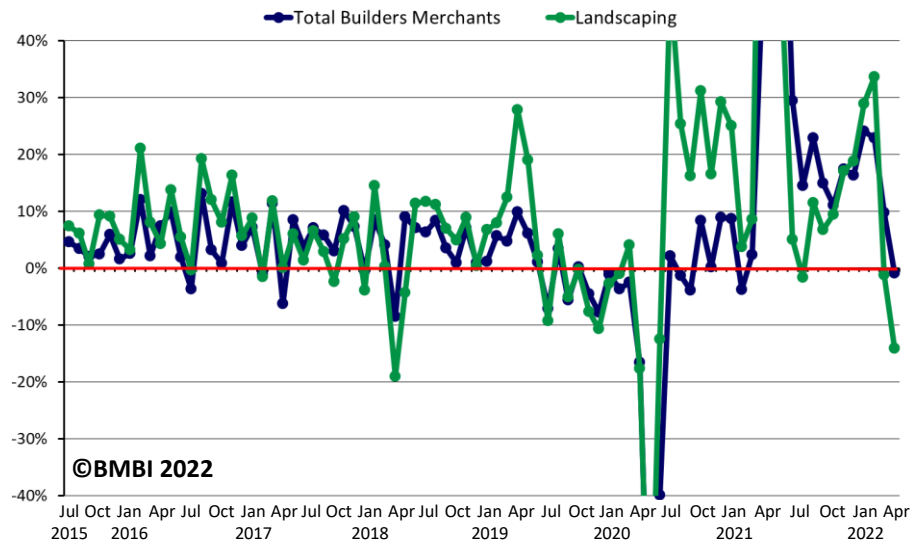
April 2020 trough:	Ironmongery	-77.8%
	Total Builders Merchants	-76.5%
April 2021 peak:	Ironmongery	+403.2%
	Total Builders Merchants	+419.2%

Monthly Year-on-year

April 2022



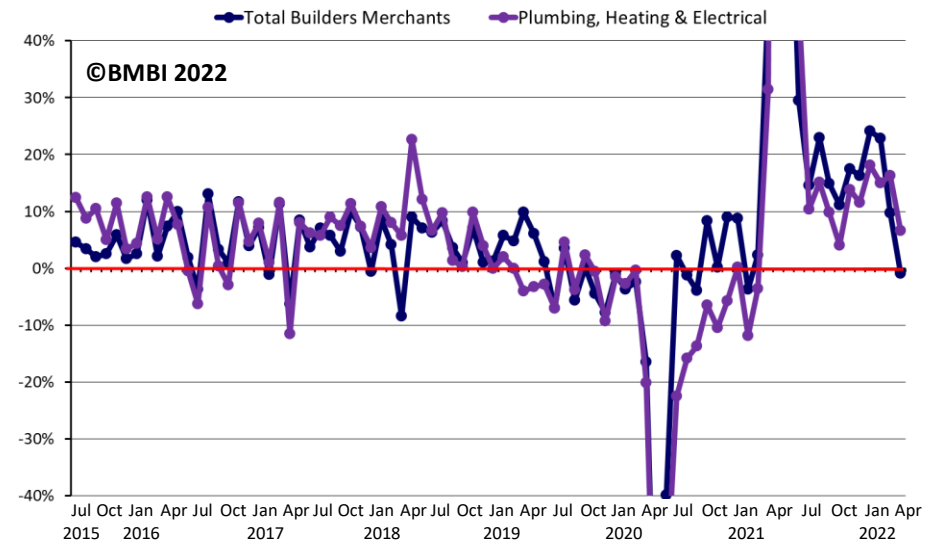
Landscaping - Monthly



Covid19 peaks and troughs (off the chart)

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

Plumbing Heating & Electrical - Monthly



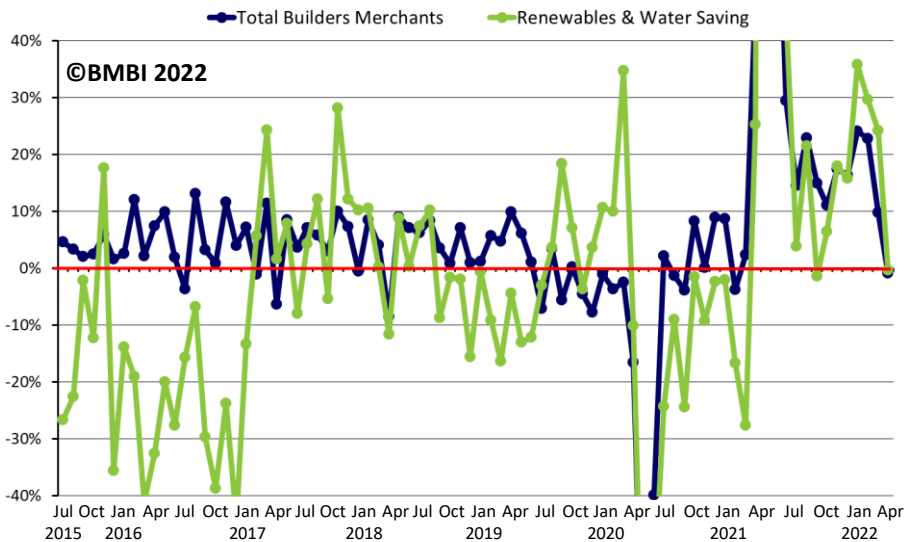
Covid19 peaks and troughs (off the chart)

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

Monthly Year-on-year

April 2022

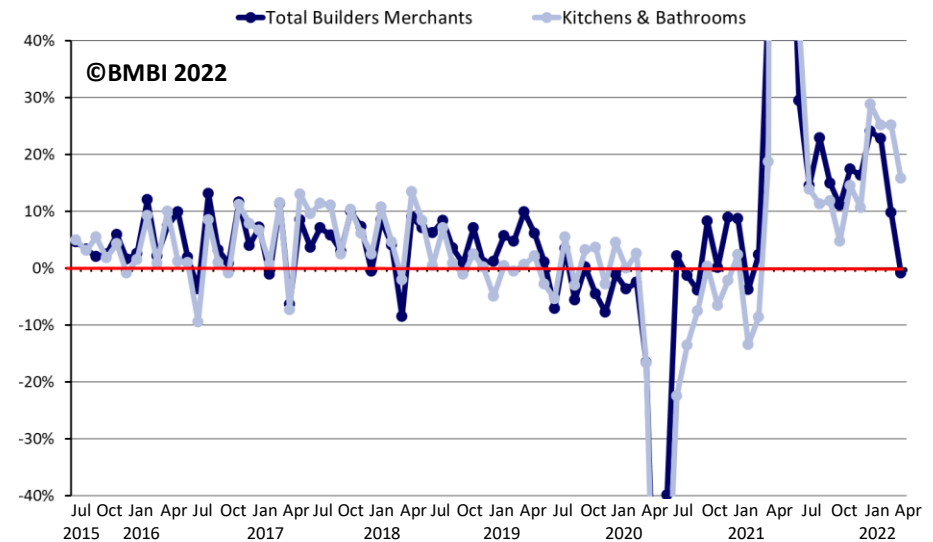
Renewables & Water Saving - Monthly



Covid19 peaks and troughs (off the chart)

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

Kitchens & Bathrooms - Monthly



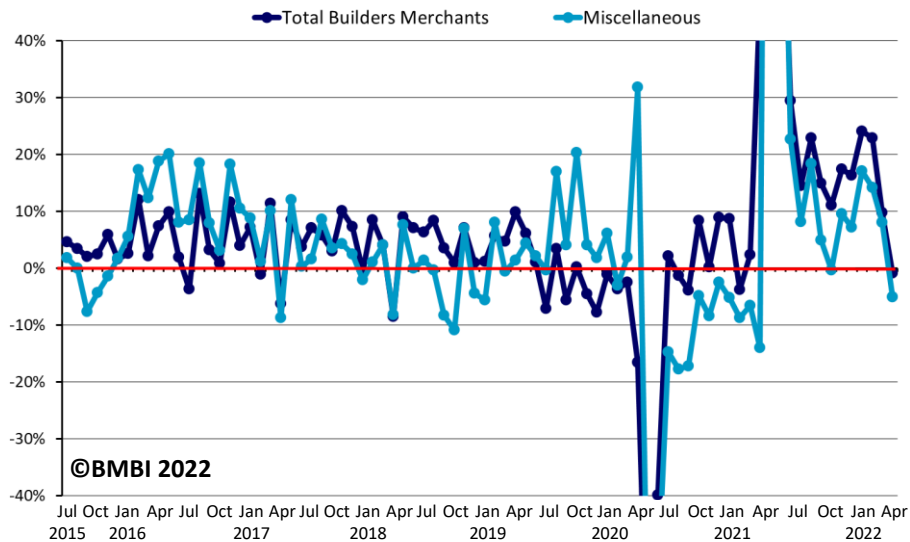
Covid19 peaks and troughs (off the chart)

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

Monthly Year-on-year

April 2022

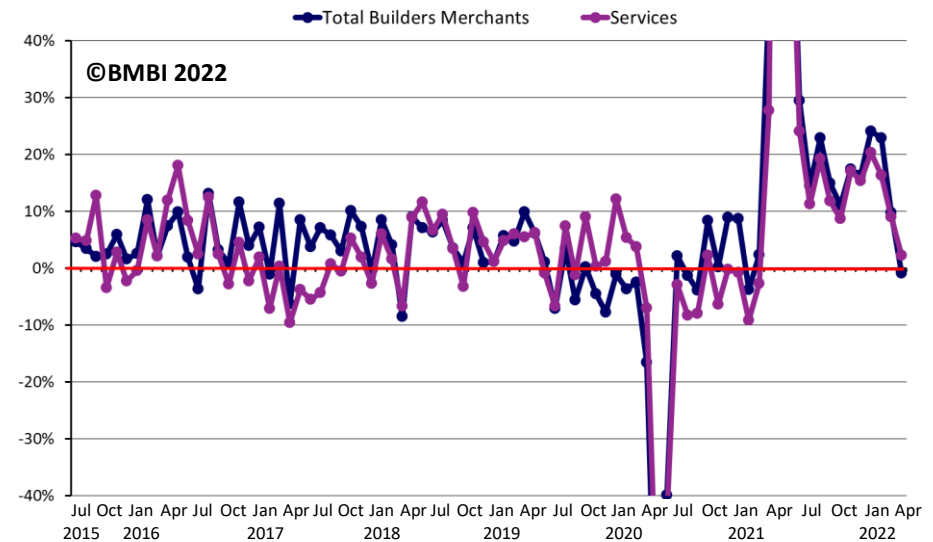
Miscellaneous - Monthly



Covid19 peaks and troughs (off the chart)

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

Services - Monthly



Covid19 peaks and troughs (off the chart)

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

Monthly: Index and Categories

April 2021* – April 2022

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



		2021									2022			
MONTHLY SALES VALUE INDEX	Index	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Total Builders Merchants	100	150.6	141.4	157.1	151.1	139.3	147.9	140.4	145.0	97.1	125.0	134.4	166.8	149.3
Timber & Joinery Products	100	176.3	173.2	199.6	199.8	182.6	193.3	181.0	182.1	119.0	157.8	161.8	195.6	172.3
Heavy Building Materials	100	137.4	128.6	142.8	136.8	127.0	136.2	130.8	135.6	89.6	116.5	125.4	156.2	140.4
Decorating	100	113.2	106.5	116.7	115.0	108.7	114.8	113.5	118.5	81.7	102.2	109.3	131.2	114.0
Tools	100	110.7	98.2	100.2	97.6	93.6	101.8	100.9	109.8	73.2	95.7	101.9	124.2	104.6
Workwear & Safetywear	100	104.0	95.8	111.8	92.8	95.7	106.5	115.4	130.8	93.8	115.7	112.4	123.3	104.9
Ironmongery	100	137.4	127.0	137.0	129.2	120.2	129.2	124.6	132.8	94.2	123.2	125.5	151.5	130.1
Landscaping	100	257.0	220.5	235.1	204.8	175.3	171.9	148.5	143.7	92.6	116.2	149.5	220.0	220.8
Plumbing, Heating & Electrical	100	119.2	112.9	123.7	113.7	109.7	126.7	131.0	143.3	107.2	131.4	138.3	159.4	127.1
Renewables & Water Saving	100	78.8	72.7	80.1	72.1	70.6	70.9	71.5	82.9	58.3	85.1	80.9	106.8	78.6
Kitchens & Bathrooms	100	113.5	111.5	125.1	126.5	118.3	131.2	124.9	140.6	96.8	121.6	134.5	151.1	131.5
Miscellaneous	100	126.2	111.2	120.3	121.6	116.2	128.4	120.4	130.2	92.3	128.0	122.4	141.7	119.9
Services	100	128.8	123.5	131.4	132.8	130.2	133.4	127.7	135.1	102.7	112.5	120.1	146.6	131.7

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

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

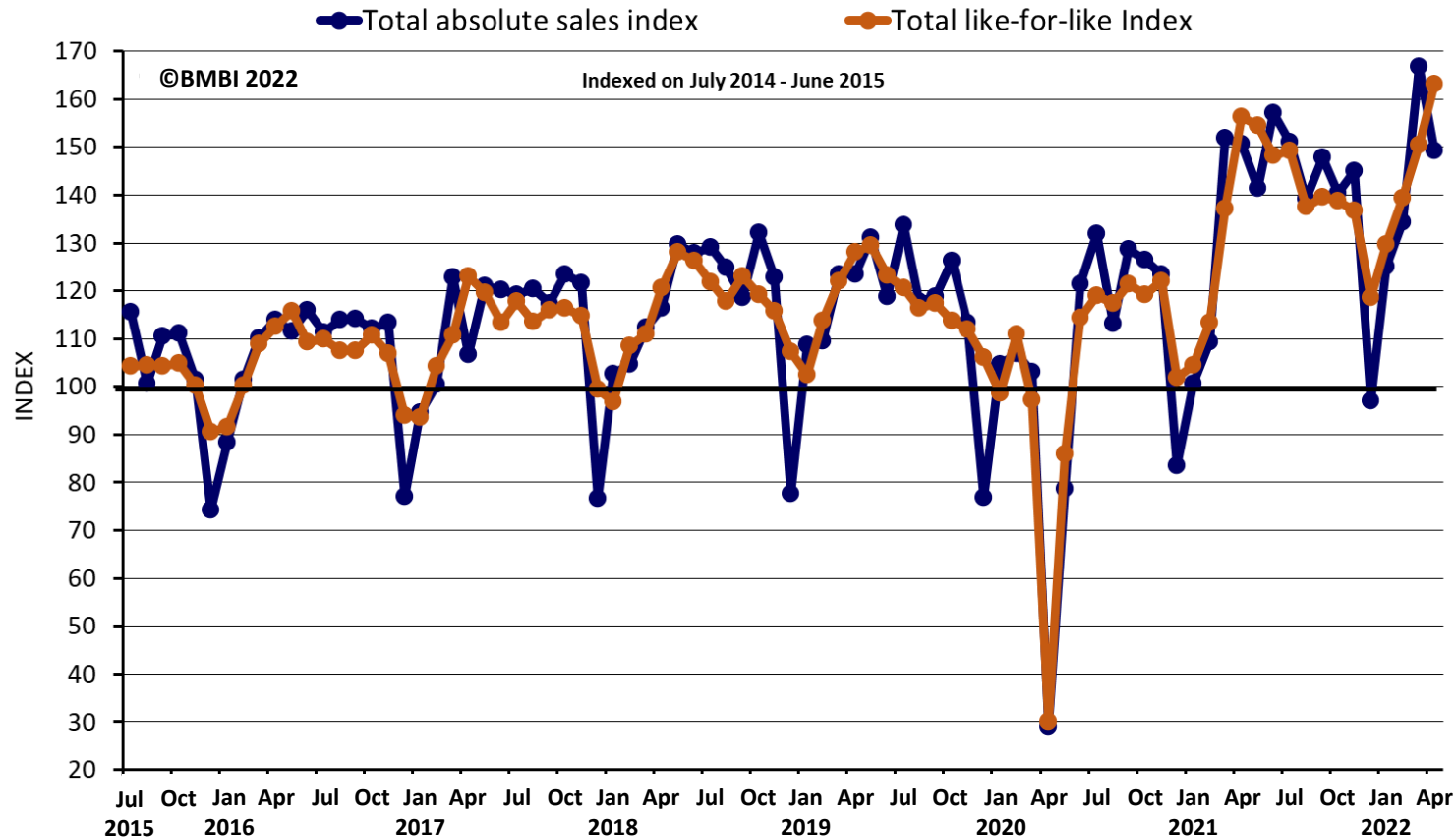
Monthly: Index

Absolute and like-for-like sales

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



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



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

Values shown for
absolute sales

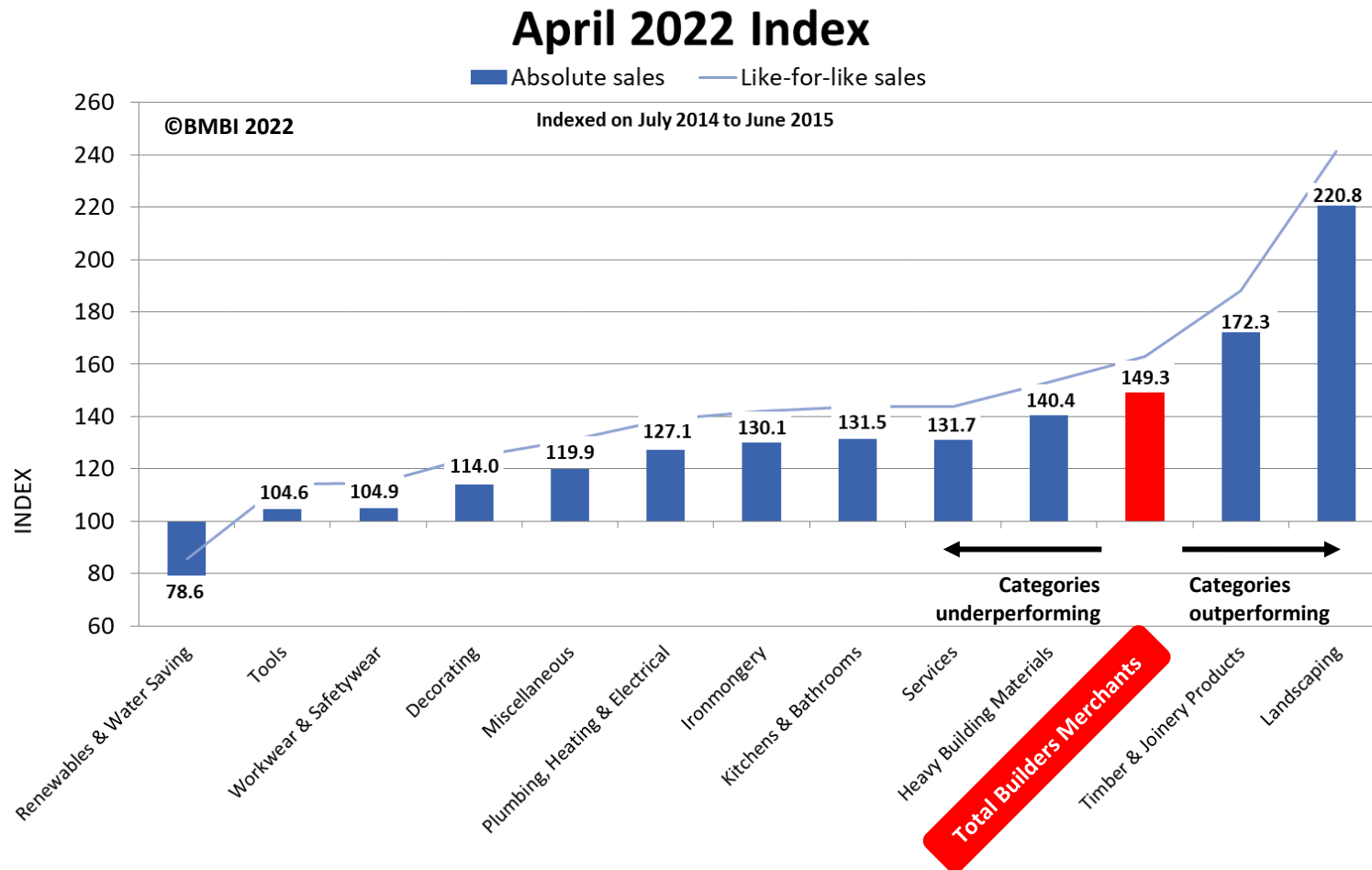
April's absolute sales index (149.3) was lower than March but the like-for-like index (163.1) was the highest since BMBI started.

Monthly: Index and Categories

April 2022 index



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



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

Values shown for
absolute sales

Eleven of the twelve
categories indexed
above 100 in April
with Landscaping
(220.8) doing best.

Trading Days



Monthly

Index: 20.8

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

Quarterly

Index: 62.3

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

Half Year

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

Full Year

2020
250
2021
248
2022

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

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

GfK's Definition of Builders Merchant Panel



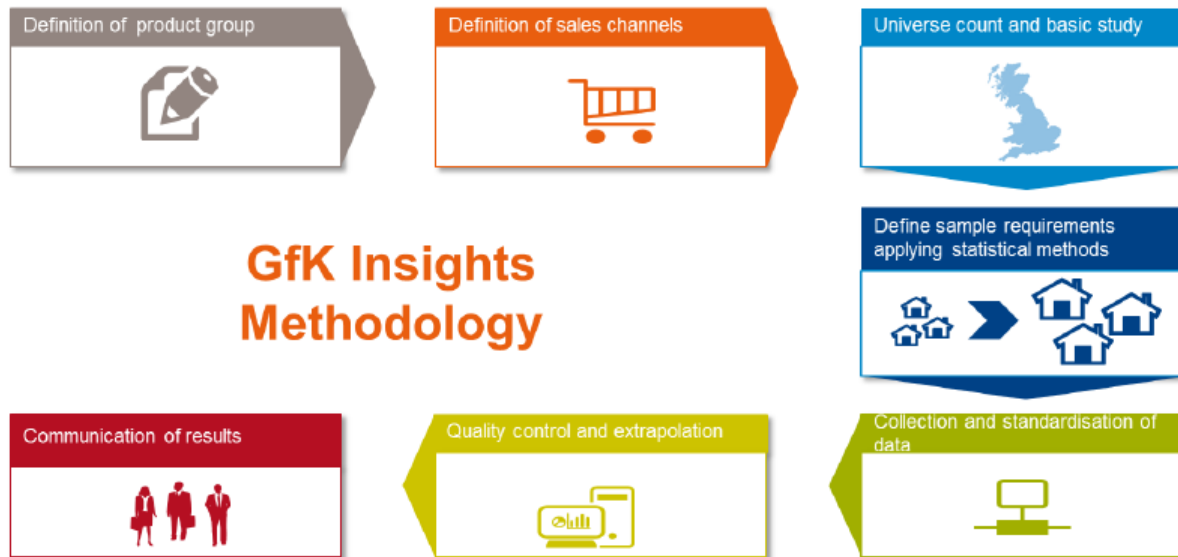
Generalist Builders Merchants definition:

- Builder Merchants handle an extended range of building materials and components (e.g. doors, windows, interior furnishing materials, insulation materials, tiles, cement, mortar, adhesives, sealants, nails, hardware products, pipes, ironware, paint) and generate their turnover with professional end users. Only multiple merchants are considered; they are defined as having more than 3 outlets or a turnover of greater than £3m p.a.
- This excludes branches that generate all their sales from specialized areas such as Civils, Tiles and Tools. Estimated coverage of this channel sits at 82%.

Examples include:



GfK Insights Methodology



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

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

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

GfK's Product Categories

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



Headline values available

Timber & Joinery Products

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

Heavy Building Materials

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

Decorating

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

Tools

Hand Tools
Power Tools
Power Tool Accessories
Ladders & Access Equipment

Workwear And Safetywear

Clothing
Safety Equipment

Ironmongery

Fixings And Fastenings
Security
Other Ironmongery

Landscaping

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

Plumbing Heating & Electrical

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

Renewables And Water Management

Water Saving
Renewables & Ventilation

Kitchens & Bathrooms

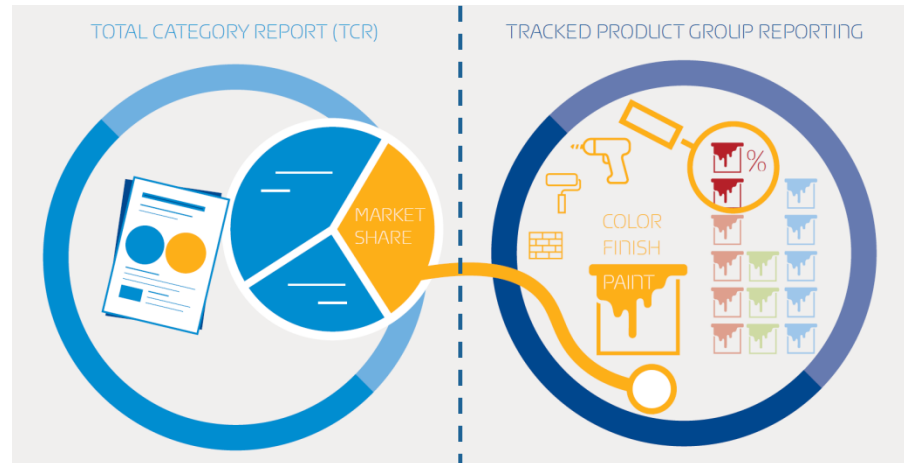
Bathroom (Including Showering)
Fitted Kitchens
Major Appliances

Miscellaneous

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

Services

Toolhire / Hire Services
Other Services



In-depth product group reporting

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

For insights on your product group please contact Emile van der Ryst at GfK

emile.van-der-ryst@gfk.com

Available categories:

Heavyside

Bricks
Insulation

Lightside

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

“building **excellence**
in materials supply”



“building **excellence**
in materials supply”

BMF (Builders Merchant Federation) Forecast Report

BMF Forecast Report

Spring 2022 edition



Builders Merchants Industry Forecast Report

The tenth edition of the BMF's Builders Merchants Industry Forecast, covering Spring 2022 onwards, is available now.

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

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

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

The report is updated on a quarterly basis, with the Spring 2022 edition now available. The forecast report can be downloaded by BMF members free of charge - once logged in – [here](#).

Non-members can purchase the report by contacting Thomas Lowe on 024 7685 4994 or email: thomas.lowe@bmf.org.uk



Building the Industry & Building Brands from Knowledge



Contact us

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