

Best Use of Press & Public Relations

INDUSTRY NEWS

Builders Merchant Building Index

"Merchant sales down in April but sales per day reach a new high"

April's Builders Merchant Building Index (BMBI) showed builders' merchants' sales to builders, builders and contractors were 3% lower than in April 2016, due to fewer trading days. All but two categories saw loss. However, average sales per day in April were 9% up on the highest year-on-year increase since the BMBI started 22 months ago. All categories showed gains.

With a difference of five trading days between April and March, absolute sales dropped 13.1% month-on-month but average sales per day were 11.1% higher. Heavy Building Materials, the largest category, was in line with merchants overall.

The BMBI index for April was 106.7. Six categories had index over 100, led by Landscaping (118.1). Adjusted for trading days, April's index was 123.6. All but two categories increased 100.

Andy Williamson, group MD/CEO and the BMBI Expert for Roofing Products, explained: "The lack of the UK's usual winter down in the first quarter of 2017 means there's been a lot less demand for roofing felt in the domestic market, with the result that this sector is significantly down year-on-year. However, its building has remained resilient and the milder weather has allowed some commercial specification BMBI work to start earlier than it would do normally."

"According to RICS, the construction industry could lose nearly 200,000 workers from the EU if we fail to maintain access to the single market. EU workers make up around 15% of the construction industry – possibly more in roofing. They make up a much higher proportion in central London too, so this could threaten some major infrastructure projects and exacerbate our current skills crisis."

"We're seeing a growing trend in the market for flame-free flat roofing solutions, particularly for self-adhesive options. This trend could be linked to the skills shortage, as general builders are being asked to tackle projects that might typically have come under a specialist roofer's remit."

"Finally, despite the re-emergence of inflation, stagnating wages and anxiety over overturbanisation, home ownership confidence has remained surprisingly stable in the UK in the past year, but it is a concern moving forward. GfK's long-running Consumer Confidence Index dropped in April with forecasts for personal finances and the general economic situation down year on year."

www.bmbi.co.uk

"We're seeing a growing trend in the market for flame-free flat roofing solutions"

Andy Williamson group Managing Director, CEO BMBI Experts panel exclusively for their markets, exploring trends, issues and opportunities

Monthly Sales Index
Indexed and unindexed
to include VAT

Image: BMBI April 2017 Monthly sales chart adjusted for trading days

The Builders Merchant Building Index (BMBI)

The BMBI is a brand of the BMBI. The BMBI report, which is published and managed by MMA Marketing, uses GfK's Builders Merchant Point of Sale Tracking Data which analyses sales data from over 60% of general builders' merchants' sales across Great Britain. The full report is on www.bmbi.co.uk.



Builders Merchant Building Index

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MEET THE EXPERTS

STEEL LINTELS

DERICK MCFAIRLAND
Managing Director
Keyframe
LATEST COMMENT: Keyframe Lintels continued Q2 2017
EXPERT PROFILE: Derrick McFairland: Steel goes to the heart of buildings and different possibilities to consider the need to be prepared for all eventualities.
ASK THE EXPERT

INSULATION PRODUCTS: DISTRIBUTION

MIKE REARD
Marketing Development Director
encon
LATEST COMMENT: Encon Lintels continued Q2 2017
EXPERT PROFILE: Mike Reard: Encon Lintels is a leading manufacturer of insulation products.
ASK THE EXPERT

ROOFING PRODUCTS

ANDY WILLIAMSON
Group Managing Director
JKO
LATEST COMMENT: JKO continued Q2 2017
EXPERT PROFILE: Andy Williamson: The value to new green roofs is not just in the fact that they are green, but in the fact that they are sustainable.
ASK THE EXPERT

ROOF WINDOWS

JOHN DUFFIN
Marketing Development Director
keylite
LATEST COMMENT: Keylite continued Q2 2017
EXPERT PROFILE: John Duffin: Keylite is a leading manufacturer of roof windows.
ASK THE EXPERT

THE MONTH

News in brief

Building product sales down in April but sales per day reach new high

The latest figures from the BMBI show that building product sales to builders and contractors were 3% lower than in April 2016, due to fewer trading days. All but two categories saw loss. However, average sales per day in April were 9% up on the highest year-on-year increase since the BMBI started 22 months ago.

F&P distributes new Bedford warehouse

F&P has announced the acquisition of a new Bedford warehouse. The new warehouse will be used for the distribution of F&P products to its customers.

BMBI lobbies for improved air quality in English cities

The BMBI has lobbied for improved air quality in English cities. The BMBI has been working with the government to improve air quality in English cities.

Builders Merchant Building Index

>80% OF builders' merchants' sales

25 REPORTS since launch in 2015

12 EXPERTS

150+ PRESS appearances online & offline in 2017

www.bmbi.co.uk
@theBMBI #BMBIReports

BMBI Retweeted

Natural Paving @Natural_Paving · Sep 8
Our Group Marketing and Sales Director, @MalcolmGough, will be attending @TheBMBI Round Table debate this September, in Coventry!

Q2 2017

Trends for this year seem to be 'grey': customers can't get enough of this colour.

Malcolm Gough, Group Sales & Marketing Director, Natural Paving
BMBI Expert for Natural Stone Landscaping Products

