

marketplace

A LOOK AT THE LATEST PRODUCTS AND SERVICES

TO ADVERTISE YOUR PRODUCTS AND SERVICES IN THE **marketplace** SECTION, CONTACT EMILY COX.
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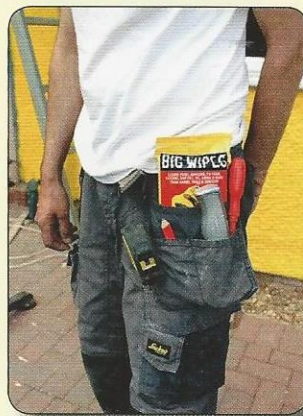


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solution that can be tailored to your specific requirements. This range includes display and storage shelving, enabling small items to be stored or displayed, a pallet racking range with many accessories for the storage and display of long goods such as planks, mouldings and plastic pipes or the bulk storage of palletised items such as sand and cement, while sheet materials such as plywood and plasterboard can be stored on one of our cantilever systems.

Tel: 0800 083 0953. www.dexionstore.co.uk



BIG WIPES 4X4 NOW AVAILABLE IN POCKET ROCKET PACKS

For the first time Big Wipes has employed its 4x4 formula in new compact sachet packs of 40 wipes. Sachets have been designed and specified to fit into the tool pouches of most leading brands of workwear, van gloveboxes and toolbags. Wipes contained in the new sachet packs are as big as those sold in yellow tubs, measuring 20cm x 30cm. The wipes stay hydrated thanks to a self-adhesive quick seal. Big Wipes 4x4 contain four cleaning agents and four dermatologically tested

skin conditioners. They also offer greater than 99.9% antibacterial protection and are 100% preservative free.

Tel: 0845 680 0884. www.bigwipes.com



WHAT TO WEAR THIS AUTUMN

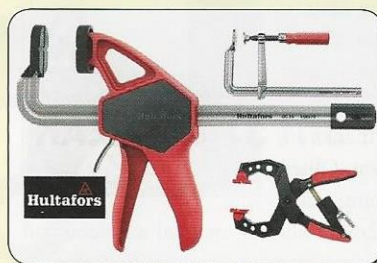
This new 'Next Generation' work clothes brochure from Snickers celebrates 40 years of workwear innovation and focuses on what to wear if you want to stay warm and keep cool this winter.

The 'What to Wear' brochure provides information and advice on the best working clothes for the autumn and winter months – with a particular focus on the 'Next Generation' work trousers.

These trousers are designed to satisfy the needs of 21st century craftsmen who expect more than 'basic', poor quality garments can deliver. The solution is a completely new concept introducing

a range of trouser families to suit differing trades as well as working environments and weather conditions.

www.snickersworkwear.com



HULTAFORS TOOLS RELEASES NEW RANGE OF CLAMPS

Professional craftsmen know the difference it makes when they're working with quality tools. This is especially true for clamps, which often have to be put into place quickly to hold, support or stabilise

whatever you're working with. That's what Hultafors' new range of clamps do. They are easy to use, durable and deliver a reliable clamping force quickly and efficiently. Made from sturdy glass-reinforced nylon and with a die-cast steel rail that enables them to withstand tough conditions, they can maintain a consistent clamping force over a long period of time. Hultafors says it has prioritised compact and ergonomic design along with durable materials, combined with maximum clamping force in a tool that will work effectively even in tight spaces.

Tel: 01484 854788. www.hultafors.co.uk



NEW PORCELAIN AND NATURAL STONE TILE ADHESIVE LAUNCHED

Bond It has launched a new natural stone tile adhesive to accommodate the growing trend towards using large format and natural stone tiles. It can also be used for porcelain tiles. The product employs a proprietary cement-based formulation and is flexible, non-slip and fast setting. The adhesive is suitable for beds between 3mm and 12mm and for both floor and wall use. As it is water resistant, the new product can be employed

for both interior and exterior tiled surfaces. Bond It's new porcelain and natural stone tile adhesive is supplied in 20kg bags and available in two colours – grey and white.

Tel: 01422 315 300. www.bond-it.co.uk



ASK FOR ILLBRUCK A-RATED SEALING SYSTEM BY NAME

illbruck says a Berkshire resident's insistence on fitting the manufacturer's A-Rated Installation System shows homeowners are increasingly aware of the benefits of energy saving home improvements. Richard Hill, who

lives in Langford, near Biggleswade, called on Bedfordshire-based Scorpio Windows to replace the existing fenestration in his 1970s house. Scorpio duly installed a total of 15 frames, with representatives from the manufacturer's technical services team on hand to offer advice on the correct use of the systems for the first few openings. Colin Pepper, director for Scorpio Windows, said: "In the case of this installation we found the illbruck products slightly more time consuming, but relatively easy to use; resulting in a very satisfactory result."

Tel: 01942 251400. www.tremco-illbruck.co.uk

builders' merchants NEWS

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- **Floors, Doors and Windows:** Capitalise on seasonal demand – page 34.
- **Timber Trading:** Why the market is growing for composite timber – page 42.
- **Groundworks and Drainage:** Take control of stormwater flow – page 56.

Merchant sales continue to rise

Sales through general UK builders' merchants were at their highest in Q2 2015 since tracking began in July last year, according to the latest figures from GfK's Builders Merchants Panel, released by the Builders Merchants Federation (BMF).

Sales in Q2 were up by 12.8% on the previous quarter, with total sales-out of £1.36bn compared to £1.2bn. Quarter-on-quarter growth was driven

by landscaping product sales, up 62.4%, and heavy building materials, which were up 13.5%.

There was a dip in sales in April and May, but a bounce back in June with sales values up 12% on the previous month. Although June was the largest trading month by total sales value since the panel was established, May 2015 recorded the highest revenue average per trading day (£22.6m) of the last 12

months. All three months in Q2 2015 outperformed the previous nine months on this measure.

The figures complete the first full year's data from the Builders Merchants Panel, revealing that the UK's generalist builders' merchants generated ex-VAT annual sales of £5.1bn.

The BMF has now combined data from GfK's panel with its own regular statistics, into one report called the Builders Merchant Building Index (BMBI). The BMBI will be produced monthly as a single source of market trends from the BMF.

John Newcomb, managing director of the BMF, said: "These figures reveal some interesting trends aiding our understanding of the market. This will continue to improve as we add to the data each month and begin to track year-on-year performance.

"Looking forward, the outlook is promising for builders' merchants



■ **Generalist builders' merchants generated sales of £5.1bn in 2015, according to the BMF and GfK.**

sales, with consumer confidence at its highest since 2000, property transactions returning to pre-recession levels and the government's pledge to build more homes and speed up the application process."

Looking across the full year's data, heavy building materials (46.7%), timber and joinery products (20.9%) and landscaping products (7.9%) make up over 75% of total sales value for generalist builders merchants.

Selco branch opens in Coventry

Selco Builders Warehouse has opened a new branch in Coventry. The branch was officially opened by Birmingham Bears' fast bowler, Richard Jones, joined by local schoolgirl Rajmeet Chopra.

Five schools were asked to create their own Birmingham Bears' cricket shirt, and Miss Chopra's winning entry will now be professionally made.

Selco's chief executive, Chris Cunliffe, said: "We are delighted to have opened in Coventry. This is another step towards our ambitious target of opening a Selco branch in every major town and city in the UK. The opening has created more than 50 jobs and, as we continue to expand there will many more jobs created."



■ **From left: Selco chief executive Chris Cunliffe; branch manager Brian Kemp; Rajmeet Chopra; regional director Jon Richardson; operations director Chris Lyons; and Birmingham Bears fast bowler Richard Jones.**

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