

A green letter day for your diary

20 September 2011

*BMF
Members' Day*



21 Sep

Why attend the BMF Members' Day

BMF Members' Day 2011



Top speakers. Top content. Top networking. All concentrated into one day in the industry's calendar – BMF Members' Day, 20 September 2011.

The BMF employs 20 people, full time, to represent its interests and deliver its training. That's a lot of man hours invested in everything from influencing government ministers and fighting off Euro-legislation to advising on price-marking or inducting new recruits into the industry. BMF Members' Day is where the BMF team reports back to its paymasters.

This year, more than ever, it is also where your Federation unveils its plans for the future. And it's a future where like it or not green issues come to the forefront.

The market is still hugely testing, and the BMF is changing to make sure we have the flexibility to move with the times. The BMF's very corporate structure is being examined and re-thought, and we need feedback from members to endorse the move towards a more modern system of governance.

Above all, BMF Members' Day is about ensuring the industry gets the trade body it deserves. Which means merchants and suppliers doing what they do best – talking with one another about the big picture. The BMF is the organisation where the industry networks for the common good. BMF Members' Day is a focus for all that energy.

The Speakers

BMF Members' Day 2011

If you're going to deal with change, you need to talk to people who can inform your choices. BMF Members' Day has a reputation for informed, stimulating and challenging guest speakers. This year's event is no exception. Two big challenges are facing our industry: the economy and the Green Deal. Our speakers bring intelligence and experience from the inner chambers of both.



Dr Andrew Sentance

Renowned economist and former Monetary Policy Committee member

Best known for his reputation as the 'hawk' on the Bank of England's Monetary Policy Committee, Andrew Sentance takes a no-nonsense look at how the recovery is shaping up. Most importantly, at what the strange shape of the recovery means for our industry in the short to medium term.



David Purdy

Head of Insulation & Delivery in the Energy Efficiency and Consumers Directorate of DECC

For all the hopeful column inches our industry has produced on the Green Deal, the devil of delivery is still in the detail. Senior DECC official David Purdy is one of the key individuals responsible for deciding what that detail will look like.

BMF Workshops

BMF Members' Day 2011



BMF Members' Day is all about stimulating content and useful debate. A tried, trusted and deeply valued part of the programme is the seminar sessions, which allow delegates to participate in teach-ins or share best practice sessions in smaller groups.

Workshop sessions already confirmed for this year include a session on the vital issue of ensuring customers are able to deliver Green Deal projects – which potentially means merchants delivering more product training at more breakfast sessions and curry evenings than ever before.



The question of using 'social networking' sites like Facebook to deliver benefits for your business will be addressed not by slick consultants or hopeful salesmen, but by people who have actually tried it.

Also up for discussion, the latest employment legislation and how to deal with it. To take just two examples, there's no more 'padding for retirement' now there's no statutory retirement age. And the new Bribery Act means an official policy against the use of brown envelopes now needs to be incorporated in your T&Cs.



Future policy directions for the BMF will be introduced by BMF MD Chris Pateman, in a workshop format designed to ensure your Federation develops to meet your needs in the year ahead.

Syndicate Sessions

BMF Members' Day 2011



The afternoon of BMF Members' Day is dedicated to bringing Merchants and Suppliers together to discuss specific industry topics. For instance:

Bricks, Blocks and Cement

Topics slated for discussion include what suppliers are doing to defend traditional-build solutions to the latest Building Regs and CSH requirements; HSE and heavy blocks; new approaches to pallet recovery.

Heating and Plumbing

After the Green Deal, there's already talk of a 'blue deal' to save water. What will it look like; could we off-set a power shower with an A++ boiler? How would we like it to work? Kitchen industry organisations are working cooperatively to 'professionalise' the industry – opportunity for the trade specialist, or just another load of wishful thinking?

Timber and Roofing

Commodity prices and consolidation; fire doors and 'fifths'; panel products versus biomass. You choose.

Lightside Products

Product quality, anti-dumping tariffs, freedom of choice – and a whole new range of fixings and brackets to consider as PV and Solar Hot Water panels need to be retro-mounted on an increasing number of gale-prone roofs.



BMF in 2010/2011/2012

BMF Members' Day 2011



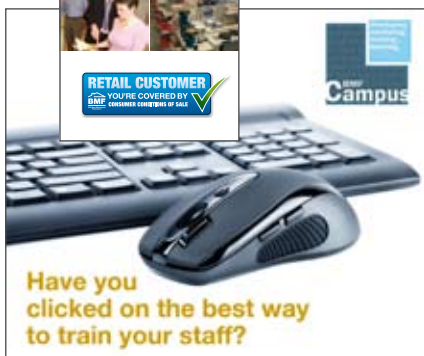
Purchasing made clear
buying from
your local builders merchant

CONSUMER CONDITIONS OF SALE



RETAIL CUSTOMER
YOU'RE COVERED BY
BMF
MEMBERS' CONDITIONS OF SALE

Campus



Have you
clicked on the best way
to train your staff?

The formal business of the BMF Annual General Meeting provides an opportunity to reflect on the achievements of the last 12 months and to look forward to the coming year.

BMF Campus puts product knowledge training on to an on-line footing. BMF KPIs Survey reveals the merchant industry continues to run a very tight ship. New BMF-authored courses on Health & Safety and Customer Care replace the old MOL modules with current, industry-relevant learning. The last 12 months' top Apprentices and trainees take a bow as the industry applauds their commitment. Retail Terms & Conditions of Sale set a new benchmark for dealing with the public.

Going forward, the 850kg standard for bulk bags is set for a new push; plans to make merchants responsible for their customers' waste are being opposed; industry-standard EDI and database standards are being developed; new Apprenticeships which recognise the specific needs of merchant businesses and bathroom showrooms are on the stocks; and NMBS and the BMF are working together to give the industry one conference for all merchants.



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