

BMF Young Merchants

“Be encouraged, be enthused, be inspired...”



Picture: From left to right – John Newcomb BMF CEO, Jo Callow Vice Chair Young Merchants (Knauf Insulation), James Spillane BMF Regional Manager and Young Merchants Administrator, Glenn Paddison Chairman of BMF Young Merchants and Branch Director MKM Building Supplies

BMF Young Merchants are looking forward to meeting like-minded individuals within Europe. Recently we have met with Barbara Leus and Stephen Hendrickx from the Belgian Young Fema. We are looking forward to meeting the Swedish Young Merchants and hope this document explains the BMF Young Merchants.

Information on BMF Young Merchant Group

The Young Merchants Forum plays a key role in engaging a vital demographic within the Builders Merchants Federation and contributes to the Federation’s key strategic aims of youth recruitment and succession planning.

In the 1990s, the first incarnation of the BMF Young Merchants group proved an invaluable introduction to the merchant industry. Many of the original members are now senior directors having used the opportunities presented to develop their knowledge and industry standing.

In recent years the group has gone from strength to strength, engaging a new generation within BMF merchants and suppliers.

Today the BMF Young Merchant Forum comprises over 100 young managers, aged 21-40, in BMF member companies. These individuals represent their businesses as future leaders within the construction supply chain.





Sharing knowledge, promoting understanding, developing relationships

The Young Merchant Forum provides a unique platform to discuss issues of the day, with members towards the top of age bracket paying back the knowledge they gained in their early years in a mentor-style relationship.

The project is cost neutral to the BMF, with each member paying a modest annual subscription to cover UK speaker costs and venue hire.

The group meets twice a year in the UK and undertakes an annual fact-finding visit to European counterparts, sponsored and supported by the overseas host.



The agenda for UK meetings typically includes one or more industry speakers, a professional keynote speaker, and a discussion on topical industry issues. The latter is an important element as the wide range of young professionals present generates a broad and comprehensive discussion, whilst adhering to the Competition Act 1998 and Enterprise 2002. Recent discussions have focused on Brexit, raw materials price increases, materials shortages, threats/opportunities of Online Click & Collect, and Modular Building.

Industry speakers are drawn from senior directors whose experience can add to the group's knowledge and understanding. They have included the first female director at Travis Perkins Scotland, the CEO of a £58m regional merchant and the MD of a national merchant network.

Industry Speakers



David Kilburn, MKM



Fiona Kerr, Regional MD, Travis Perkins



Peter Hindle BMF
Chairman

There are also opportunities for “industry achievers” within the group to present to their peers. Several industry award winners have described their achievement, imparting valuable knowledge as well as celebrating their success with the group.





The group also enjoys a social element where the group dynamic transcends the professional 'talking shop' and genuine friendships are forged. This has even led some members of the group to embark on two magnificent charity fundraising adventures – the VADO Rally in 2016 and the PAVESTONE Rally in 2017. Driving a £500 car through eight European countries whilst undertaking a series of ingenious challenges have both cemented those relationships and raised over £8000 for industry charities.







Glenn and Jo took up their new roles following the BMF Young Merchant Group's first Conference which was held at the NEC during National Construction Week in October 2018.

The Conference, organised as part of the BMF's Anniversary Year, was a great success, attracting 150 delegates drawn from current, past and potential Young Merchant Group members





Summary

Every member of the group has the potential to become a senior director within their business and a BMF Board Member. By engaging with them and assisting their career development, the BMF is both assisting the succession planning of its members and securing the future leadership of the Federation itself.

The BMF Board regularly invites the Chair and Vice Chair of BMF Young Merchants Forum to update them on the group's activity, highlighting the importance it has within the Federation.