

FOR IMMEDIATE RELEASE APRIL 2011

## Building and Home Improvement Products Distribution Market – UK, 2011-2015

New AMA report Reviews Developments in the Distribution of Building and Home Improvement Products

“The building & home improvement products distribution merchant market is highly fragmented with 8 dominant national organisations competing with many regional and local merchants. The health of the market is directly related to the performance of the UK building and construction sector, influenced by both new-build and repair, maintenance and improvement activities. As a consequence, the market has been severely impacted by the recession and the contraction of the distributors’ core end-use sectors.”

This is the 6<sup>th</sup> edition of the report and reviews the developments in the distributors’ market, which has seen its market size reduced to an estimated value of £39.5bn in 2010. A brief summary of the report is included on the following page.

Priced at £665, the report is currently available from AMA Research Ltd, Telephone 01242 235724 or e-mail at sales@amaresearch.com.uk.

### **Editors Note:**

Attached is a summary of the report. Please use brief extracts if you wish, **but we would request that references to company market shares are not published without our prior permission.**

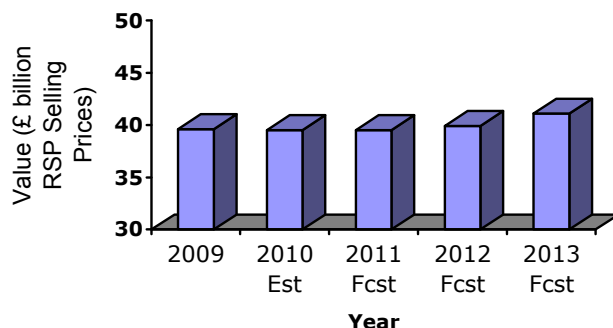
If you would like to receive an editorial review copy or would like to speak to an author of this report, please contact Keith Taylor or Chris Moore on (01242) 235724.

Please include our web address and telephone number on any review printed; it would also be appreciated if a copy of the review could be forwarded to AMA Research. Thank you.

AMA Research Ltd  
Montpellier House  
Montpellier Drive  
Cheltenham  
Gloucestershire GL50 1TY  
Tel: +44 (0)1242 235724  
Fax: +44 (0)1242 262948  
E-mail: keithtaylor@amaresearch.co.uk  
Website: www.amaresearch.co.uk

## Building and Home Improvement Products Distribution Market UK 2011-2015

**UK Building and Home Improvement  
Products Distribution Market 2009-2013**



The 6<sup>th</sup> edition of the building and home improvement products distribution market provides a comprehensive analysis of the structure of the industry, and reviews the main distribution channels including builders' merchants, DIY multiples, independents hardware stores, specialist distributors, electrical wholesalers and garden centres. The distributors' main product sectors are analysed including the product market sizes, mixes, trends and distributors shares. The report also provides a forecast of market prospects up to 2015.

The health of the building & home improvement products distribution market is directly related to the performance of the UK building and construction sector, influenced by both new-build and repair, maintenance and improvement activities. Until late 2007/early 2008, the UK economy experienced an unprecedented period of growth, underpinned by a buoyant housing market, low inflation and strong consumer spending. This buoyant market facilitated an annual growth rates of 3-4% in the distributors' market between 2005/07, reaching an estimated £47.4bn in 2007. In 2008 the UK economy entered a period of more difficult trading due to the effects of the 'credit crunch' causing the market to decline to around £45.5bn. The economic recession in 2009 caused further significant deterioration of the market due to the contraction of the core end-use sectors. In 2010 it is estimated that the distributors' market was worth around £39.6bn at merchants selling prices, with the market remaining essentially static. This change in fortunes was primarily due to the recovery of the housebuilding sector and continued strong performance in the infrastructure sector as well as public new work.

The building & home improvement products distribution merchant market is highly fragmented with 8 dominant national organisations competing in the market place with many regional and local distributors. This leading group now comprises 4 builders & plumbers' merchants and 4 DIY multiples. The merchants' sector saw a significant change in the market place at the end of 2010 as Travis Perkins, the leading player, acquired BSS Group, one of the other key players. Other important channels include the independent hardware/DIY stores, electrical wholesalers, garden centres and specialist distributors.

The distributors' product range is large and varied, with merchants tending to focusing on supplying products to tradesmen whilst DIY multiples supply products, generally lightside products, to homeowners; although there continues to be a blurring of this distinction. The largest product category in the market is the timber and glazing sector, with other key sectors being plumbing, heating & drainage and garden products.

In 2011 it is expected that there will be contrasting performances from private and public sector construction, with the former recovering and the latter falling sharply. The building & home improvement products distribution market is expected to recover and show growth in 2012, reaching a market size of £44.5bn in 2015.

AMA Research's "**Building and Home Improvement Products Distribution Market – UK 2011 - 2015**" report is available in hard copy or electronic format for £665 and can be ordered online at [www.amaresearch.co.uk](http://www.amaresearch.co.uk) or by calling 01242 235724.