

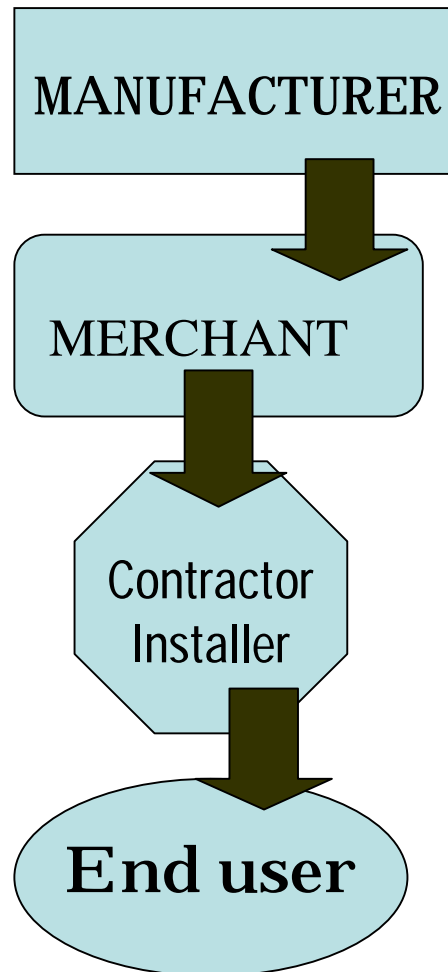


# Ratcheting up the supply chain

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Builders Merchants Federation

Bev James  
e-Xact online

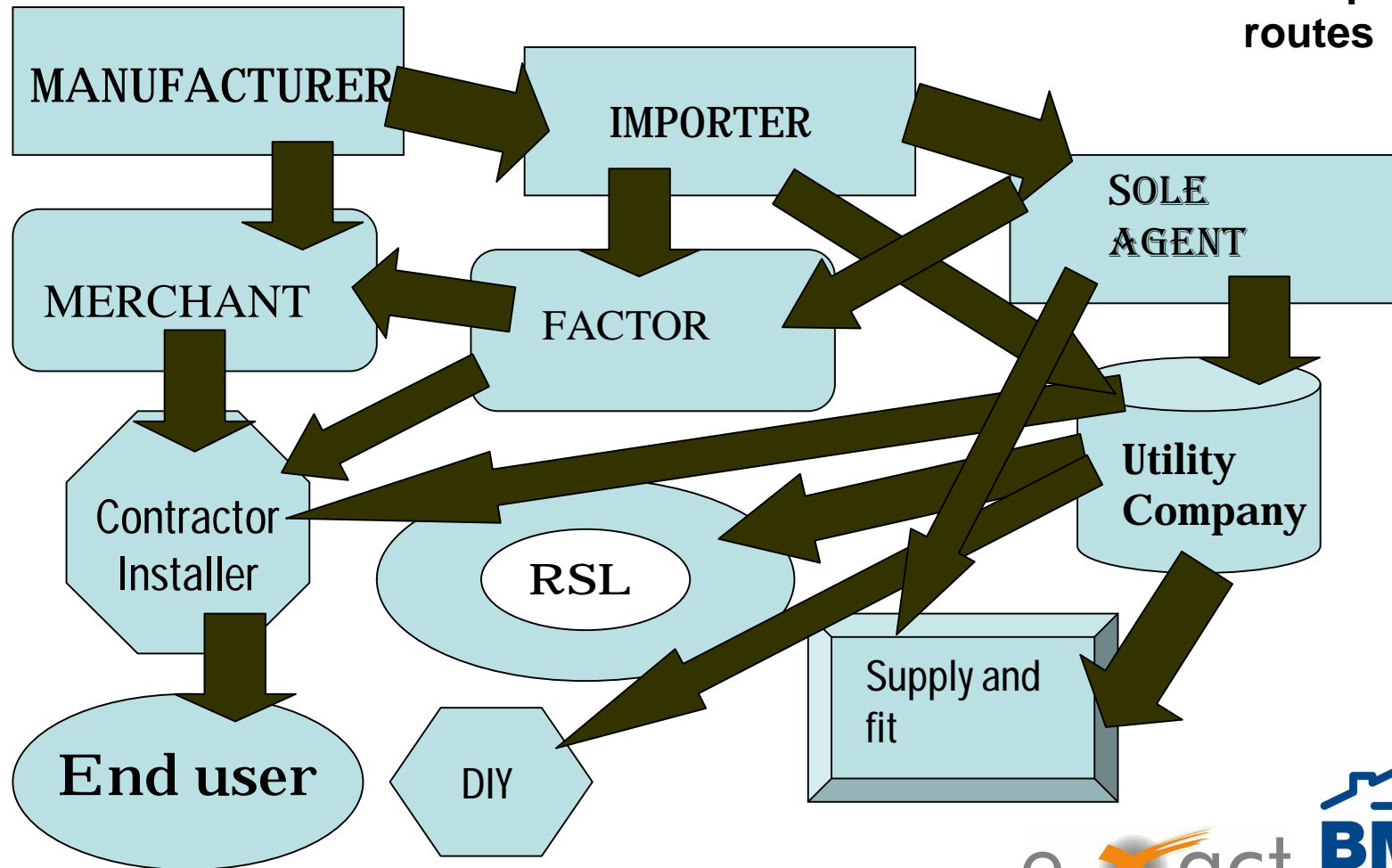
## Firstly, What IS the supply chain?



Time-proven to be the most cost-efficient route for long-established products with volume sales to a recognised universe of professional installers.

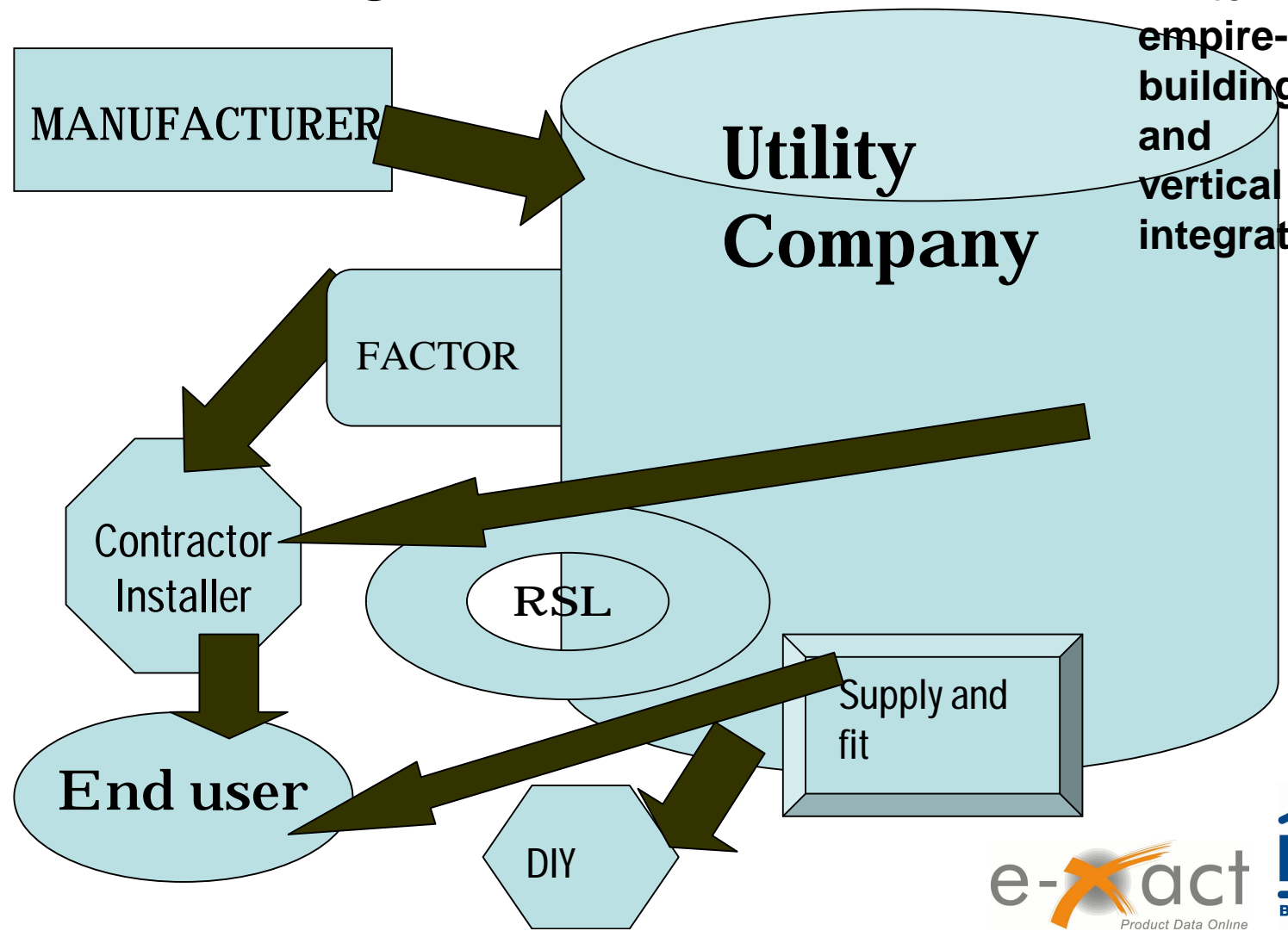
# The trouble with 'renewables'...

Immature markets mean multiple routes



# The danger with 'renewables' ...

Immature markets invite empire-building and vertical integration



## Developing the supply chain

- 1) Take a long-term view: Build strategic partnerships now that enable scaling, flexibility and multiple delivery.
- 2) Embrace the responsibilities of developing the market: consider installer needs, training requirements etc.
- 3) Understand where your bread is most profitably buttered.
- 4) Understand that nobody controls the market. There will always be mis-selling, and there will always be competition.
- 5) Quality partners are already in place, much of the ground-work has already been done, and there is a genuine willingness to work cooperatively.

WTB. Graham. PTS. Lawsons. Bradfords.





An online catalogue for  
information about building  
materials

- q 10 years old
- q Over 150,000 products
- q Circa 100 suppliers
- q Used by many builders merchants
- q Over 120 data fields
- q WIP to add other requested data fields



10 years of trading means:-

- q Infrastructure – contacts
- q Infrastructure - database
- q Experience and skills
- q Wealth of information
- q Strong user base



Initially e-Xact will provide:

- q Case Studies
- q Press Releases
- q Environmental statements
- q Technical Specifications
- q Brochures etc.



Corporate Information	View Documents	Press Releases	Download Catalogue
Knauf Insulation >> Crown Roll Products >> CarbonZero Roll (4 products)			
<b>Product Information</b>			
Description	SK CARBONZERO ROLL CC 150 1140 8.05 12		
Codes (EAN Suppliers)	5012061822632 2408883		
Lead Time / Status	Normally ex-stock available to order		
Qty. in this Pack	24 (Consumer Units for this Coded Item)		
<b>Documents</b>			
TechData	Datasheet-ECOSE_Glass-Earthwool-CarbonZero.pdf (280 KB)		
<b>Pricing Information (Sterling)</b>			
Price Per	1 M2		
Current List Price	£4.91 Effective: 01/10/2008		
VAT Code	Standard Rate		
<b>Other Information</b>			
Date Created	23/01/2008 10:40:33		
Date Last Changed	01/06/2009 14:56:04		

e-Xact
SUPPLIER NEWS

**Vaillant Group**

Subject	GO	Issued
Vaillant and The City of Lincoln Council : 1000 Not Out	GO	Aug '09
Vaillant's Solar System Finds Its Place In History	GO	Jul '09
Vaillant Nurses Heating System Back To Health	GO	Jul '09
Vaillant's ecoTEC pro 28 Provides An Upgrade For High Peak Borough Council	GO	Jun '09
Cannington Health Centre Gives Vaillant Solar DHW A Clean Bill Of Health	GO	May '09
Derwentside Homes Standards From Vaillant Boilers!	GO	Apr '09
Vaillant Hits A Hole In One	GO	Mar '09
Vaillant Hits The Road	GO	Mar '09
Vaillant's New Air-To-Air Style	GO	Mar '09
Vaillant Products Help Set A Benchmark For Government's 2050 Targets	GO	Jan '09
Vaillant Goes To The Top Of The Class!	GO	Jan '09

Future:

- q Data to be defined
- q Links to BMF members