





SHOWROOM



YARD



The NIMBS Guide to Storage & Display for Builders Merchants

Produced in association with Filplastic UK Ltd



Introduction

NMBS Independent Merchant Members have identified the need for a comprehensive range of Storage and Display Systems to meet the demands of their busy trade outlets.

This publication has been designed to meet that demand and offers the widest range of storage and display products possible and to satisfy every conceivable need wherever it is in the Builders Merchant Warehouse. Yard or Showroom.

The publication of this guide allows us to present all the options available in an easy to understand and informative way, so that you can make the right decisions for your business.

NMBS is the only buying group dedicated to meeting the demands of Independent Builders, Hardware, Timber and Plumbers Merchants throughout the UK and with an annual turnover of over £450M, you can be sure of our ability to source and deliver to our Members the right products, at the right price.

We thank our recognised supplier Filplastic for all their hard work in producing this guide and remind all our Members that as well as getting instant account access for trading with them, they also qualify for the added bonus of specially negotiated discounts and rebate.

Chris Hayward Managing Director – NMBS

For more information about NMBS please visit our **website www.nmbs.co.uk** or give us a call on **0116 253 0531**, we would be happy to talk to you.





Filplastic UK Ltd are recognised suppliers/members to the associations listed below.

NMBS members are automatically eligible for an account with Filplastic and will also receive the added bonus of special discounts.











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*Brick libraries are a very popular way of displaying the huge variety of bricks available, and is especially suited to the self-build market. The library can be created in a variety of ways where space permits. Please contact Filplastic for more details.

For ease of use we have seperated the guide into 3 colour coded sections. Each section focuses on products which are particularly suited for use in that area of the Builders Merchant;







Many of the products are suitable for use in more than one of the 3 area categories, we have just featured each product in the most popular area of application. This is not to say they cannot be used effectively in other areas!

Health & Safety Checklist

Health and Safety is an issue which is of paramount importance in the workplace. Below is a checklist of just some of the key points regarding storage and display equipment in the Builders Merchant warehouse, yard and showroom

Vertical Racking

- Check that all floor fixings are secure
- Check the vertical and horizontal alignment of the rack for damage
 - The dividing arms are to be bolted securely with safety pins
 - It is advised that a safety chain be fitted and used

Pallet Racking

- All frames must be bolted down, front and back
- Base plates are to be checked for loose fixings
- Frame uprights and bracings are to be checked for misalignment and damage
 - Beam end cleats must be fitted with securing pins
- Beam and frame stickers must be displayed showing the safe weight load limit
 - Beams are to be checked for deflection, a sign of over-loading
 - The condition of the pallets and stock must be checked
 - Each pallet bay must have at least 2 beam levels
 - Keep the aisles clear from obstruction

Cantilever Racking

- Cantilever racking must be installed or relocated by qualified fitters
- Floor fixings and shims are to be checked to ensure they are secure
 - Check each run for damage and misalignment
 - Ensure arms are not overloaded, check for excess deflection
 - Safe weight load stickers must be applied to each arm
- A column weight loading notice must be displayed at the end of each run of racking
 - Safety headgear and shoes must be worn when loading or unloading the racks

Showroom Area

- Consider putting plastic end caps on single prong hooks
- Never take the base shelf out of an assembled bay of shelving as it may fall over
 - Ensure that all legal requirements are met with regard to disabled access

Safety Tips

Yard Traffic Management

- Wherever possible ensure that the main areas where the Fork Lift Truck operates is an area of limited public access
- Allocate customer parking bays to be as near to the showroom as possible to minimise pedestrians crossing the yard
- Implement a one way system for all vehicles
- Ensure clear signage is used







Vertical Racking

Vertical racking is a simple but effective system for the storage and display of timber, steel or plastic extrusions, particularly where individual piece selection is required. The system can be either single sided (1.2m deep) or double sided (2.4m deep).



Doors being stored on Vertical Racking

The racks are manufactured in 3m modules with a 3m starter bay then 3m extension bays. For example a 9m run would be 1 x starter and 2 x extension bays. This design makes the system not only cost effective as it shares a frame but also

adaptable as extension bays can be added to existing racks.

One of the main features of vertical racking is its ability to utilise space which would normally be wasted. A standard rack which is 4.2m high is designed to hold lengths up to 6m. Other heights are available.

The racks are divided into sections with the use of infinitely adjustable "D" hoop dividers. The "D" hoops provide a safer alternative to the single prong arms as they have rounded corners and are a better option around operating fork lift trucks. An internal facing metal flap on the "D" hoop provides a location for labelling and stock identification. A hook to accommodate safety chains is also provided.

The standard finish of the racking is painted (in a choice of colours) although galvanised racking can be supplied for outside use.

Other sizes and specification of vertical racking are available.

If you prefer to store your goods horizontally please see pigeon hole racks on page 7.

Vertical Racking Product Index

- Beading
- Copper Pipe
- Doors
- Ladders
- Plastic pipes
- Roofing Sheets
- Timber Lengths
- Worktops
- Extrusions
- Aluminium
- Profiles
- PVCu
- Sheet Materials



Can be single or double sided

Helpful Tips

- The racking is manufactured in 3m modules so try to work in 3m multiples where possible
- Ensure that you take full advantage of the depth of storage available, stock can be housed right up to the front of the D arm
- Make use of the adjustable D arms and store multiple items in one area therefore saving space



"D" arms with label holders for easy identification



Safety chains can be added for extra security



Ladder Storage



Plastic pipe storage





Longspan Racking

Longspan Racking is ideal when products are handled manually rather than by forklift truck. The beam loading capacity is generally less than pallet racking although most weight loadings are available. Palletised products can be stored at floor level with the loose stock being stored above.



Radiators being stored on Longspan

Longspan Racking Product Index

- Cement Bags
- Plaster Bags
- Sanitary Ware
- DPC
- Velux Windows
- Cavity Trays

The frames and beams come in a variety of sizes to suit different application requirements and popular decking materials include chipboard and solid steel panels.

Longspan can be adapted for specific applications such as door storage.

Stillages Product Index

- Edging
- Bricks
- Insulation Rolls
- Clayware

Insulation Stillages

Insulation stillages are designed to be transported by a forklift truck to ease the loading and unloading of vehicles. Unload rolls from the lorry directly into the stillage, then transport the stillage via forklift truck into the warehouse saving valuable



Stillages can be stacked to make the optimum use of space

handling time. The stillages can be stacked 3 high enabling the storage of 90 rolls of insulation in a floor space of just 3120mm x 1220mm. When not in use the stillages can be collapsed to use the minimum amount of storage space. The stillages can be painted in a choice of colours.

Brick Stillages

The main safety and storage feature of the brick stillage is that it prevents bricks from falling to the floor when the banding has been cut, as the loose bricks are safely housed in the enclosed sides.

Brick stillages can be picked and transported up by a forklift truck for ease of handling. The stillage has a mesh base which is ideal as any excess debris falls through the base and can be easily cleaned. The stillage has 3 removable sides and so it can be approached from different angles if required.







Pigeon Hole Racking

Pigeon Hole racking is designed for the horizontal storage of long products such as timber, uPVC profiles and plastic and copper pipes without the risk of the product sagging or bending. Vertical dividers provide partitions in the rack creating the pigeon holes into which the product of any length is stored.

The vertical dividers can be moved once in place to create large or small compartments as the stock rotates and the requirements change. Pigeon hole racks can be boarded out on the top level to create a mezzanine floor storage area with a staircase and handrails. Please see our Mezzanine floor section below for further details.

The racks can be manufactured to any size or specification and are available in painted and galvanised finishes

Pigeon Hole Racking Product Index

- Plastic Pipes
- Fascia Boards
- Timber Lengths
- uPVC Profiles
- Copper Pipes



Racks can be adapted to fit into any storage area



Header boards can be added for use in the showroom



The top of the rack can be boarded out to provide extra storage space



A roof can be added for outdoor use

Helpful Tips

- A 600mm x 600mm pigeon hole is ideal to store a cube of timber plus any loose items from the previous pack
- Chipboard decking is not required on the rack unless PVCu profiles are being stored
- If space is at a premium the top of the rack can be decked out to provide another storage area or even a mezzanine floor

Mezzanine Floors

Mezzanine floors can be one of 2 types, either rack supported or freestanding.

Rack supported floors are utilised in order to create a storage area above racking which replaces the floor space lost to the racking. Pigeon hole racking is a popular choice of racking used to support the floor along with standard pallet racking.

Freestanding floors are a way to generate low cost extra flooring space, which can sometimes be an alternative to relocation of premises when space is of a premium. The floor utilises headroom and releases valuable ground floor space to increases your storage capacity on site.

Filplastic can guide you through the entire process, even organising the Building Regulations Approval on your behalf. The floors can be tailor made to fit any building.









Pallet Racking

Pallet Racking is the ideal solution for heavy duty storage applications. It is a versatile system with many frame heights and beam lengths available.



Pallet racking board store

Pallet Racking Product Index

- Boards
- Bagged Goods
- Vertical Door Storage
- Fencing Panels
- Roofing Products
- Paving Slabs

Pallet Racking can be adapted to suit specific storage applications. Examples of this include;

- Pallet Racking Vertical Storage with "D" arm dividers
- Fencing Racks with extra deep frames
- Radiator racks
- Board storage

Helpful Tips

- Utilise treated timber decking which is a higher initial outlay but will save money in the long run
- Consider purchasing frame guards, they could protect racking and avoid costly repairs in the future
- The usual length to store 2 standard pallets side by side is 2700mm, this allows enough room for the fork lift truck to operate
- It can be good forward thinking to purchase the highest frames your building will take as in the future it may be necessary to add more beam levels for extra storage. It is more cost effective to purchase higher frames initially than have to purchase and install frame extensions at a later date.



Beam levels can be fixed close together when storing thin items



Galvanised racking can be supplied for outdoor use



Doors can be both displayed and stored on pallet racking



Boards being stored on Pallet Racking



A fencing rack which is made from joining 2 frames together to make the rack twice as deep as a standard one



Bagged goods on Pallet Racking

Cantilever Racking

Cantilever racking is an adaptable and versatile system for storing long products such as timber, lintels and sheet material. Its design ensures that not only is floor space used to its maximum potential but also that products are stored neatly and safely.

Features and Options Available;

- Single or Double Sided versions
- The upright centres can be adjusted depending upon the length of the product stored, for instance timber racks are usually braced between 1500mm and 1800mm centres where lintel racks could be 1000mm centres.
- Standard arms are bolted on and adjustable at 150mm pitch. Other options include quick release arms suitable for a side loading fork truck and arms with retaining pins on the end used to prevent loose stock from falling off.
- Rails can be added to the base of the racks for the storage of shorter concrete or metal lintels and for palletised items
- Head and tyre guards
- Weather protection canopies can be added to racks for outdoor storage to protect your stock from the elements.
- The finish of the racking can either be **painted** to a colour of your choice or galvanised.

Each rack is manufactured to suit your individual requirements, arm loadings range from 100kg up to 3000kg per arm and columns are available in any height up to 10m.

Please call the sales office for technical advice; we will be able to calculate your required specification either by taking details over the telephone or we are happy to visit and conduct a site survey if preferred.

Cantilever Racking Product Index

- Copper Pipes
- Metal Lintels
- Concrete Lintels
- Timber Packs





Bolted adjustable arms



Can be adapted for uneven yard surfaces



Safety features, head and tyre guard



Arm end retaining pins can be added if required



Lintel Rack



- The standard bracing centres for a timber storage rack are between 1200 and 1600mm as this size will be suitable for storing packs of timber from 3m long right up to 6m long.
- Use double sided racking wherever space permits as it works out cheaper than 2 single sided runs of the same length.





Wire Baskets

It is now widely accepted that Filplastic baskets are the only way to store and display plastic plumbing fittings. The strong construction allows the units to withstand the rigors of life in a typical builders' merchant.

There are many examples where baskets are still in use fifteen years after they were purchased!

Plastic Plumbing Fittings - which size basket?

The most popular size which builders merchants buy is the C2DS basket, which due to both the overall size and the mesh size are ideal for 100mm fittings as well as most gutter fittings.

The **C12** is also a popular size for waste fittings as it has a smaller mesh and can also be used for the larger fittings when space is of a premium.

For merchants with larger stock holdings the huge C3 and C5 baskets are an option for the 150mm and 200mm fittings.

Basket Product Index

- Gutter Fittings
- Waste Fittings
- Clothing
- Underground drainage



The baskets all have dividers available making them as cost efficient as possible. Typical accessories for the baskets include product tags (PP Tags), scanning data strips, wheels and static bases.

The baskets are stocked in large quantities at out National Distribution Centre and most sizes are available for immediate dispatch in a choice of colours.



Baskets holding underground fittings



The baskets stack on top of one another using the thumbscrew bolts supplied



Clothing being stored in baskets

Counters, Checkouts & Cabinets

Counters can be manufactured to order in any size and configuration. The standard counter height is 900mm and the depth is 600mm.

Features available for counters include;

- Till points Entry flaps
- Cash drawers
 Cupboard storage

If extra display space is needed then the counter can be manufactured to include a glass front and lighting.









Helpful Tips

- A marmoleum top on the counter is more suited to the rigors of life in a builders merchants
- Add an "intrad rail" to your counter to reinforce your corporate colour and provide protection from shopping trolleys
- Display expensive small items such as thermostats and boiler parts either behind the counter on shopfitting or on the counter using plastic drawers



Shop Shelving

The Basics

When choosing Shopfitting equipment for a Builders Merchant showroom there are many options available. Below is a short guide to the key choices;

How High? The uprights are available in a variety of lengths ranging from 1100mm to 3000mm. The most popular heights are 1400mm for the gondola bays and 2200mm for wall bays.

How Wide? The system can be either 665mm, 1000mm or 1250mm wide.

Back Panels? The 2 main types of panels are plain or perforated. Hooks can be used on the perforated panels.

Shelves? Shelves are available from 770mm deep down to 200mm, although the most popular sizes are 570, 470, 370 and 300mm deep. The shelves are mainly arranged to give a "Christmas Tree" effect





Helpful Tips

- Use the widest bays you can fit in as this is a more cost effective configuration as less uprights are used
- Use an 80x30 column rather than the standard 60x30 as the cost difference is negligible and it vastly increases the bay's loading capacity
- Reinforce your corporate colours using coloured kick plinths, scanning strips and gondola covers
- When opting for a bay with perforated panels leave the bottom panel as a plain one as it is unlikely that goods will be displayed at this level. A plain panel is cheaper than a perforated one

Accessories & Features



Items being displayed on Euro Hooks



The perspex divider system is perfect for displaying copper fittings



A double sided "Gondola" bay usually has an end bay or "Hot Spot". This bay provides an excellent place to display seasonal or special goods



Cable Reel Holder & Dispenser



Trough Shelf to prevent items from slipping off the shelf



Disc display stand using a rear support and spigots



Four Post System

One of the most innovative and practical parts of the latest Shopfitting ranges available is the superb integrated 4 post system, utilising a hybrid design that incorporates the advantages of shopfitting and pallet racking into one.

The system allows the lower part of the rack to be utilised as fully featured shopfitting whilst allowing bulky items and back up stock to be stored above. Four post also allows bulky products to be stored alongside smaller ones allowing better product grouping.

The integrated shelving is ideal for the unique requirements of a Builders Merchants' showroom.













Helpful Tips

- Use the over bay storage created by the four post system to reduce the "back room" storage area which can then be utilised as an extension to the showroom
- Ensure that shelves are never left empty for long by storing the back up stock directly above on the racking
- Keep the shelving and racking well stocked to maximise customer impact and give the appearance of holding vast quantities of stock
- Display large items such as lawn mowers and wheelbarrows on the racking above the shelving



Slat Wall

Slatted panels can be wall mounted in a Builders Merchant's showroom, often proving invaluable behind the counter area.

The standard size of the panels is 2400mm x 1200mm and have slats at 100mm pitch. Panels can be cut to size to allow for doors, windows etc.

By utilising slat wall it ensures that every area of display space is maximised at a low cost.

Helpful Tips

- Mount slatwall onto central pillars which would normally serve no display purpose.
- Add slatwall to the front of the counter to display the trade information leaflets
- PVC inserts are available in almost every shade to match your corporate colour scheme

Hooks & Fittings

There is a wide variety of hooks and accessories available for use with Shopfitting backpanels and slat wall. Please contact us for more details.



Slat wall acrylic accessories



Choose from either euro or single prong hooks



Euro hooks on perforated panels on shopfitting



Hire Centre

Many Builders Merchants are now creating their own hire centres to create a "one stop shop" enabling builders to hire the necessary tools at the same time they purchase the materials. All that is required to create a hire centre is a heavy duty counter complete with a special "testing station" which is a low level area on the counter with an electric socket for testing the appliances, along with shelving to display the available products.



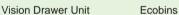


Plastic Bins

Plastic bins are ideally suited to store small parts such as copper fittings or boiler parts.

There are various options available; stackable bins, interlocking 'Union' bins, plastic 'Vision' drawer units and tilt bins.







Storage



Other Showroom Ideas...



Wire shopping baskets



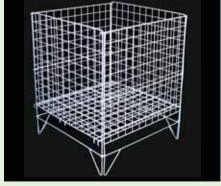
Plastic shopping baskets



Plastic shopping trolleys



Display plinths for large items such as paint. Choice of colours available



Square dump bins



Lead display plinth

About Filplastic

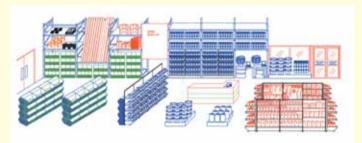
The Filplastic team

The Filplastic sales office and national distribution centre are based in East Yorkshire. We offer a 48 hour delivery service on many of our product ranges. We also have Business development managers who cover the whole of the UK who will be happy to visit your premises upon request, call 01430 410450.

We exhibit annually at the NMBS Exhibition where you can visit our stand to view our products and speak to members of the team.



Martyn Morgan at the NMBS Exhibition



Free Site Survey & CAD Drawing

After the initial visit to the premises a site survey will be conducted. The purpose of the site survey is to obtain the exact dimensions and to note structural details for use at the planning and design stage.

The details of the survey will be passed on to our CAD (Computer Aided Design) department who will then

design a layout. The layout will then be sent to the client for approval. Once a satisfactory scheme has been agreed the project will be priced and a full detailed quotation sent.

Office Support & Installation

From the moment that the order is placed we will be in regular contact regarding the delivery and installation dates. The office is available from 8.30am to 5.30pm every weekday to deal with any queries.

All our installers are all fully trained and are experts at working on sites during trading hours, although weekend and evening installations can be arranged if necessary











Before Filplastic



After Filplastic

The Results!!!

Whether it is a new branch development or a refurbishment to an existing area the right advice and equipment can increase profits.

Filplastic will find the right solution to solve and fulfill both the aesthetic and practical requirements.

Filplastic History By Paul Taylor Managing Director

In the beginning...

When I started selling to Builders Merchants back in the early 1980's UBM Ryecroft were the trendsetters, they were about the only Merchants to have a showroom, everyone else had a trade counter often dark, dingy and dirty. As often happens with pioneers UBM Ryecroft were ahead of their time but the change was so radical they disappeared from the scene, but the seeds had been sown and gradually led by the national chains the lure of the retail market and attraction of impulse buying led to a gradual change to a showroom

environment which 25 years later is now the norm for all merchants.

And then...

As with many successful business stories Filplastic happened to be in the right place (or certainly the right market) at the right time. Our wire baskets fitted in ideally with the new image Builder's Merchants were trying to create, even sales of the humble plastic pipe could be doubled by displaying the product correctly and placing it under the customer's nose. Filplastic's reputation and contacts grew and customers asked if we could also supply shopfitting and storage



equipment to go with our baskets. This seemed such a natural progression for us and we recruited staff with experience and knowledge and moved on to provide full design and planning services with a turnkey solution if required. The company has now managed turnkey solutions up to the value of £200,000 and can co-ordinate as much or as little as the client requires, though we have never lost touch with our roots and are just as happy to supply orders as small as £10!

And now...

The whole concept of marketing through showrooms is still a relative new idea to a lot of merchants as is utilising both yard and warehouse as sales opportunities instead of purely for storage. The range of products is wide, varied and often difficult to display. With these two thoughts in mind it struck me that a guide for merchants helping them to get the best out of each product (and thereby increasing sales) would be a great help. Merchants must realise that it is essential that they use every possible way of increasing sales as well as attracting and retaining more customers.

The future...

I know that Chris Haywood and N.M.B.S also feel strongly about how important it is that merchants move with the times if they are to compete with the sheds and national groups. It seemed natural we should join forces in promoting our new free 16 page guide.

Filplastic have been N.M.B.S. suppliers since 1998 and place a considerable amount of business via the group. Filplastic are also approved suppliers to the Builders Merchant Federation and the British Hardware Federation.

Visit our website for new products as well as promotions and discounts at www.filplastic.com

PALLET RACKING



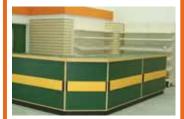
A versatile heavy duty system with frame heights 2000mm to 6000mm. Options include vertical racks with D-dividers, treated timber decking panels, extra deep fencing racks, board store and more.

VERTICAL RACKING



simple but effective system of storing & displaying timber with the use of D hoop dividers. Single or double sided and manufactured to suit your specification.

COUNTERS



Durable and attractive bespoke counters as well as modular counter systems from stock. Many options are available such as access flaps. heavy duty tops & till points. Contact us for a quotation.

SLATWALL



A wide range of cream, grey or white melamine finished panels and coloured PVC inserts. Accessories include chrome finish include hooks, garment rails, waterfall and straight arms.

RACK CLAD BUILDINGS



A cost effective rack clad shed or building utilises cantilever racking as the main structure of the building and cladding sheets are added to create the wall and roof.

WIRE BASKETS



Store and display your plastic plumbing fittings. Built to withstand the rigors of life in a typical builder's merchant. Available in 4 sizes and 3 different colours.

MEZZANINE FLOORS



Rack supported floors utilise the space lost by racking. Pigeon hole racking is a popular choice to support the floor and freestanding floors are a way to generate low cost extra floor space.

SHOP AREA



We supply everything for the trade counter area, shop shelving, counters, display plinths, light boxes, slatwall and accessories, hooks, bathroom display units, shopping and dump baskets.

INSTALLATION & DESIGN



We offer a full installation and design service. We will visit your premises to discuss your requirements then do a C.A.D drawing free of charge. Please call to arrange a visit











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