

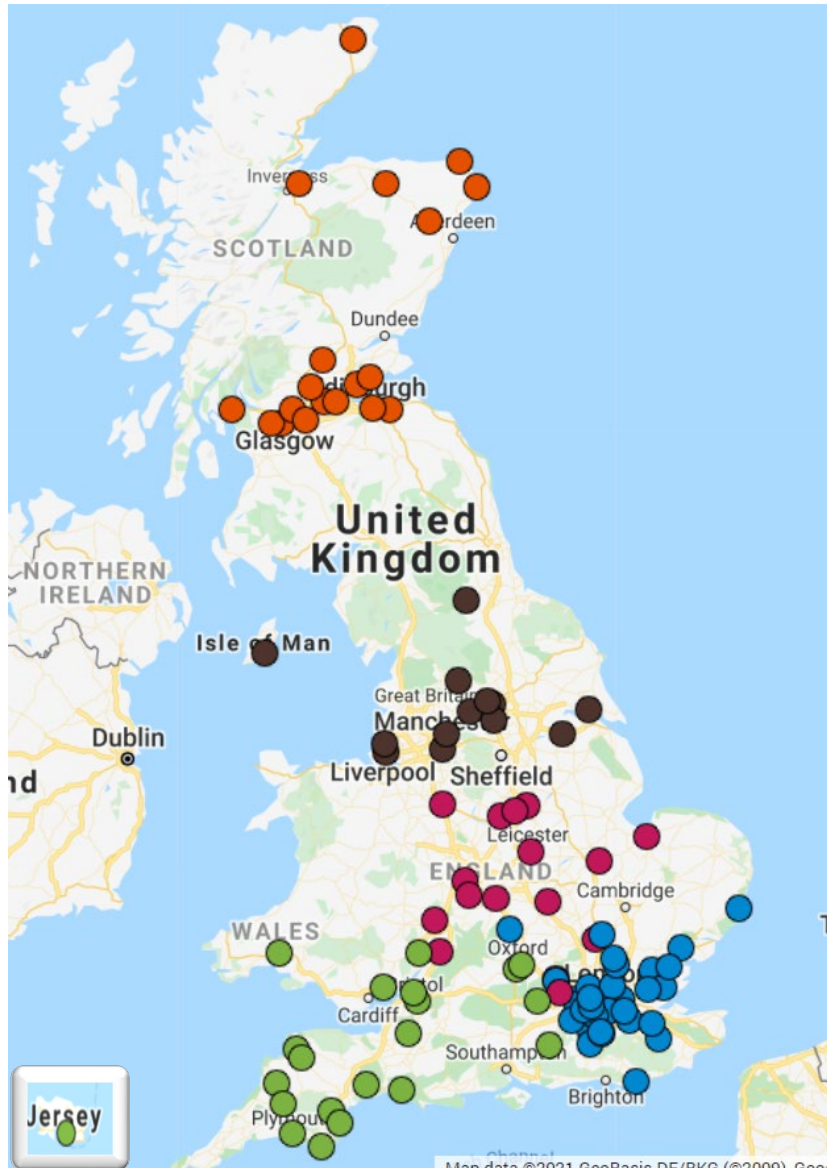


# Practical tips and advice to navigate materials shortages

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<https://www.nationalbuyinggroup.com/>

# A Partnership of local merchants



- 86 independent merchants
- 415 branches
- Specialist merchants
- Strong regional focus

# Our goal - strong supplier agreements negotiated by Category Management Teams

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## Category management teams

Segmented by product area to ensure expertise, geography and turnover are represented

- Bricks & Blocks
- Civils & Landscaping
- Decorating, Hardware & Kitchens
- General Building
- Plumbing, Heating & Showrooms
- Roofing & Insulation
- Timber
- Tools & Workwear

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## Supplier agreements

Negotiated to provide brands, value & choice across all products

# 10 Tips

1. Plan and order early
2. Take early delivery or ask your merchant to reserve and store stock
3. Check if ex stock from merchant – if not, order products early with a requested delivery date. Allow for changes / delays.
4. Order once from one merchant.
5. Check if products are on allocation from manufacturers
6. If long lead times agree an adjustment price mechanism based on manufacturers published price increases.
7. Collect where possible
8. Request from your merchant alternative products.
9. Don't forget your consumables
10. Talk to your Merchant re product supplier changes & solutions

Please stay calm.....

and let's work together

Thank you!