



Renovation Points

Your trusted **local starting point** for energy renovation

Could professional distribution become the starting point for energy renovation?

UFEMAT and FEST support the "Builders' Merchants Renovation Points" project under the European Commission's Better Homes Partnerships initiative.



One unique point of contact

A clear first step: local professional distribution becomes an accessible gateway to renovation guidance, solutions and trusted professionals.



VISIT YOUR LOCAL PROFESSIONAL DISTRIBUTOR

A real, physical place nearby: a familiar counter, technical expertise, product availability and direct links with installers.



GET YOUR FIRST GUIDANCE



DISCOVER SOLUTIONS & INCENTIVES



CONNECT WITH QUALIFIED PROFESSIONALS

Making renovation easier to start, understand and organise.

Professional distribution is not just an extra link in the chain. Builders' merchants and heating, sanitary and HVAC distributors can act as practical, reliable access points to renovation – combining technical know-how, product and system expertise, product availability and installer connections in one recognisable local place.



A practical gateway to renovation

One recognisable place where households can take their first steps, understand their options and be guided towards qualified professional support.

1

Local presence

Nearby professional outlets where households can walk in and ask where to start.

2

Technical expertise

Product and system expertise turns renovation intentions into practical first choices.

3

Trusted customer relationships

Existing confidence makes the first conversation easier.

4

Close connection with installers

Direct connections to qualified professionals support the next step in the renovation journey.



12-08-2026

To: EUROPEAN COMMISSION Directorate-General for Energy – Better Homes Partnerships Initiative

Letter of Support - “Builders’ Merchants Renovation Points” project

Dear Sir/Madam,

I am writing in my capacity as Secretary General of UFEMAT, the European Federation of Builders’ Merchants, and Director of FEST, the European Federation for Heating, Sanitary and HVAC, to express my strong support for the “Builders’ Merchants Renovation Points” project submitted under the Better Homes Partnerships call for expressions of interest.

UFEMAT represents national associations of professional builders’ merchants across Europe, bringing together companies that are deeply embedded in local building practices, close to installers and households, and well placed to act as trusted intermediaries in the energy renovation journey. FEST, for its part, represents the heating, sanitary and HVAC distribution sector, an area directly relevant to the “heating/cooling” focus of the Better Homes Partnerships initiative, given our members’ technical knowledge of efficient heating and cooling systems and their role in ensuring that installed solutions meet the required technical specifications.

The project proposes to turn certified builders’ merchants into local “Renovation Points” that proactively inform households, simplify their first steps towards renovation, and connect them with qualified professionals and, where relevant, with regional One-Stop Shops. This is fully aligned with the mission of both UFEMAT and FEST: to strengthen the role of professional distribution as a driver of quality, compliance and trust in the renovation and HVAC value chain, while supporting the broader EU objective of accelerating the energy renovation of the European building stock.

We consider this initiative particularly relevant and timely, and we are ready to support its development and replication across Member States, including through our respective networks of national associations, our working groups, and our congresses and conferences – such as the upcoming FEST Conference planned in Madrid in 2027, which could provide an excellent opportunity to further discuss and disseminate the project’s progress and results among European stakeholders in the heating, sanitary and HVAC sector.

We therefore confirm our support for the “Builders’ Merchants Renovation Points” project and remain available to provide further information or clarification as needed.

Yours sincerely,

Marnix van Hoe
Secretary General, UFEMAT
Director, FEST - European Federation for Heating, Sanitary and HVAC