



Est. 1914

TAKING STOCK

AN UPDATE FROM THE ELECTRICAL DISTRIBUTORS' ASSOCIATION

Issue 11 October 2017

Engage with the Association

Is your company in the red or getting the green light? Just how engaged are you with activities of the Electrical Distributors' Association?

EDA's Engagement-o-Meter swings into life to reveal those Members and Affiliates that are getting the maximum value from their EDA benefits.

The Association's Engagement-o-Meter made its debut at this year's EDA Summer Event on board the Dixie Queen paddle steamer. Although the presentation was tongue in cheek and the mechanics strictly low-tech, the message was serious: who among the EDA membership is getting the most out of their EDA benefits?

Throughout the year, the EDA keeps a tally of the level of Member and Affiliated Member engagement. As each Member or Affiliate Member 'engages' with a benefit, such as attending a Regional Business Forum or buying a MOL Specialist Product Knowledge Programme, a point is awarded.



In 2016, both Members and Affiliated Members had 10 opportunities to engage with their EDA benefits. Smaller organisations are not disadvantaged, because points are awarded at an organisational rather than an individual level.

At July's EDA Summer Event, prizes were awarded for 2016 engagement to the top performing affiliates and wholesalers. See all the winners in the box (below right).

To find out just how engaged

your organisation was with the EDA in 2016 and how your tally is shaping up for 2017, call the EDA on 020 3141 7350. We'll talk you through the details of your benefits and discuss options to get most value out of membership. As a quick reminder, we've included the benefits checklist in the box (below left).

EDA benefits at a glance

- ✓ **Senior networking events**
 - Annual Awards Dinner
 - Scottish Function
 - Summer Event (see page 2)
 - EUEW Convention
- ✓ **Regional Business Forums** – Affiliates can present
- ✓ **Croner Telephone Business Support Helpline** – Members only
- ✓ **Sales Index**
- ✓ **Education & Training**
 - Apprenticeships
 - MOL Product Knowledge Programme
 - Education & Training Awards
- ✓ **Visibility and exposure, and publications**
 - Key Contact Directory
 - Yearbook – advertising opportunities for Affiliates
 - *Taking Stock* – editorial opportunities for Affiliates
 - Use of EDA logo and plaque

Members

Joint winners

BEMCO

Edmundson Electrical Ltd

Highly Commended

Lincs Electrical Wholesalers Ltd

Stearn Electric Co Ltd

Holland House Electric Co Ltd

City Electrical Factors

BEW Electrical Distributors Ltd

Rexel UK Ltd

Affiliated Members

Winner

Collingwood Lighting Ltd

Highly Commended

Deta Electric Company Ltd

MK Electric

Feilo Sylvania UK Ltd

Gewiss UK Ltd



FROM THE BOARDROOM

Creating opportunities for interaction between Affiliated Members and Members is a key pillar of the EDA's work. The category of Affiliate was introduced in 1999, reflecting the hugely important role that suppliers play in our sector.

My focus, as a Board member, is to support our Affiliated Members to make the most of their membership. Over the coming months, I'll be working with the EDA team to reach out to our Affiliates to help boost engagement and to invite ideas on how we could create opportunities that better serve your businesses. If you have an idea we're ready to listen – 020 3141 7350.

The EDA's role is also to foster relationships with the major industry associations that represent our suppliers, in particular BEAMA, the LIA and the British Cables Association, and we look forward to working more closely with them in future.

Dan Poole

EDA Board of Management

Seven new members sign up to EDA over the summer

Seven companies joined the EDA during the summer – all are members of the buying groups ANEW, AWEBB, Regime UK or IBA.



**Big On
Electricals**



**IDSL Supplies Ltd,
Smart Merchants
Ltd**



**Capital Electric Wholesale Ltd,
Electrical Lighting Supplies Ltd**



**Current Electrical Wholesale Ltd,
Leeds Electrical Distribution Ltd**

We're moving

In Q4 2017, the EDA moves to new offices along with other electrical and building engineering trade associations and organisations. The address is Rotherwick House, 3 Thomas More Street, London E1W 1YZ.

T: 020 3141 7350 E: info@eda.org.uk training@eda.org.uk W: www.eda.org.uk

[in](#) Electrical Distributors' Association [f](#) ElectricalDA [t](#) @eda_uk [@](#) EDA_UK



Anchors aweigh

Where better to rub shoulders with other EDA Members and Affiliates than aboard a paddle steamer on the Thames in London? Once again, the *Dixie Queen* was the venue for the EDA Summer Event

In July, more than 150 senior managers, representing 104 EDA Member and Affiliate organisations, networked aboard the *Dixie Queen* paddle steamer at the EDA's annual Summer Event.

Wholesalers and manufacturers mingled on deck before lunch, after which EDA Director Margaret Fitzsimons presented awards to those organisations that got the most value from their EDA membership in 2016 (see lead story, front page).



Obituary: Former President Jim Banks

It is with sadness that the EDA has learnt of the death of former President, Jim E Banks.

Described by colleagues as 'an industry man through and through with two loves, electrical wholesaling and golf', Jim joined Russells Supplies Ltd in 1953. This independent wholesaler was established in 1942 and after 20 years with the company, Jim became Managing Director in 1973.

Russells joined the Electrical Wholesalers' Federation (the EWF became the EDA in 1998) in 1966. Jim held the role of President in 1985 and again in 1992/93.



A natural networker, he was instrumental in Russells joining the NEDA buying group, one of the founding elements of ANEW. This was a huge achievement for Russells, a relatively small two-branch business at the time.

He also served as captain of Hertfordshire Golf Club.

Obituary: Former President Syd Wilkie

The EDA is sorry to hear of the death of Syd Wilkie, former President from 1997-98.

Mr Wilkie led the organisation when it was known as the Electrical Wholesalers' Federation, the forerunner of the present day Electrical Distributors' Association.

Mr Wilkie worked for Glasgow firm William C Yuille & Co. This independent electrical wholesale business joined the EWF in 1920, making it one of the earliest members – the EWF was launched in 1914.

Colleagues recall that he 'broke the presidential mould' by delivering his EWF Presidential



speech in a tartan bonnet and orange wig.

When he retired from the electrical distribution sector, Syd settled in Milton of Campsie, Glasgow, and continued as a business consultant, styling himself as the company doctor.

Save the date for light+building

From Tuesday 20 March to Wednesday 21 March 2018, the EDA is leading a two-day delegation of 30 wholesalers to Light + Building 2018 in Frankfurt, the world's leading trade fair for lighting and building services technology.

We are in the early stages of organising our schedule for the visit and would like to hear from any Affiliated Members that are planning to exhibit at the show. Our preliminary research shows

that almost 30 Affiliates will have stands at the exhibition and we hope to visit as many as possible in the short time available.

This is the first time the EDA has visited Light + Building, which attracts more than 216,000 visitors – almost half travel from outside Germany – and 2,600 exhibitors each year. We hope that this will be the first of many EDA trips to this enlightening show, which takes place every two years.

Affiliates: are you exhibiting at Light + Building in March next year?

Light + Building 2018 runs from Sunday 18 March to Friday 23 March 2018.

● To let us know if you are exhibiting at Light + Building 2018, or to find out more about the show, call Margaret Fitzsimons, EDA Director, on 020 3141 7350.



Make sure you're ETIM ready

Over the summer, ETIM-UK Project Manager David Bate has continued his visits to EDA members and affiliates to explain more about the ETIM Product Data Standard and to help them get their product data in good order.

More than 30 ETIM-ready audits have taken place and David reports that product data is growing in importance on companies' agendas.

The ETIM website at www.etim-uk.co.uk is now live and it contains technical information on the Classification Standard as well as latest news about ETIM-UK activity.

Over the next few months, look out for an invitation from the EDA to a Standardisation Committee to define the ETIM standard for your product ranges. In the meantime, there is plenty that you can do to prepare for your ETIM journey.

Classification Model

- Visit www.etim-uk.co.uk.
- Watch the short ETIM movie.
- Download the latest version of the ETIM classification.
- Watch the Classification Manage-



ment Tool (CMT) tutorial.

- Do some preliminary reading on BMEcat – the preferred transfer protocol for data, this would be useful when importing or exporting data.

Preliminary work

- Audit data held for each SKU.
- De-duplicate attributes.
- Identify missing digital assets for each SKU – such as images and data sheets.
- Create a glossary of abbreviations so they are used in a consistent way when creating data in future.
- Map existing digital assets to

existing SKUs and ranges.

- Define meaningful standardised 'long description templates' using product attributes which will optimise them for search engines.
- Identify cross-sell/up-sell opportunities for existing products.
- Create a spreadsheet of marketing features or USPs that can be easily loaded into the Product Information Management (PIM) system when implemented.
- Start to classify your products to the ETIM classes.
- For more on ETIM, contact David Bate on 020 3141 7355, or email david.bate@eda.co.uk

DIARY DATES FOR EDA MEMBERS

Tuesday 3 - Friday 6
October 2017

Scottish Function, Trump Turnberry, Ayrshire, Scotland
At the Trump Turnberry Resort on the West Coast of Scotland. This event brings together senior industry figures for a programme of networking.
Call Maeve O'Dea on 0117 909 9550

Wednesday 15 November 2017
EDA Regional Business Forum – LuxLive 2017, London ExCeL



From 2-5.30pm, followed by an evening EDA drinks reception on the exhibition floor.
Call Anne or Lucy on 020 3141 7350

Thursday 8 March 2018
EDA Annual Awards Dinner 2018

EDA wholesaler members invite their key suppliers to the largest and liveliest event in the Association's calendar. At the Intercontinental Hotel, Park Lane, London. Table bookings open in October 2017.
Call Maeve O'Dea on 0117 909 9550

Tuesday 20 - Wednesday 21
March 2018

Light + Building

The leading trade fair for lighting and building services technology. At the Messe Frankfurt Fairground, Frankfurt am Main, Germany. For the first time in 2018, the EDA will lead a two-day delegation of 30 wholesalers to the exhibition.

Call Margaret Fitzsimons on 020 3141 7350.

Thursday 21 - Saturday 23
June 2018

63rd EUEW General Convention, Bonn, Germany

Members committed to growing their business in Europe should not miss this event.

Call Margaret Fitzsimons on 020 3141 7350.

Training Talk – taking a lead in learning

The Association welcomes David Lorrison as its new Head of Education & Training

In August, the EDA welcomed a new team member – David Lorrison, who joins the Association as Head of Education & Training.

He knows the sector well, bringing a wealth of knowledge of senior business development and product marketing from his previous roles in the electrical and wider construction sectors, including eight years in the lighting division of Philips Electronics (UK) Ltd.

'I strongly believe that improved company performance comes from engaged customers and engaged employees; motivated and well trained employees impart their skills and knowledge and this in turn builds a satisfied, loyal customer base,' says David. 'Product and application knowledge also gives confidence to up-sell and cross-sell in a fast-changing technological market.'

'My role is to ensure that the training content is relevant and up to date, and to demonstrate to the EDA members the value it can generate at the trade counter, in the back office and with the field sales teams.'

To find out more about the EDA's Education & Training and how you and your team could benefit, email training@eda.org.uk or call 020 3141 7350.



More than 100 delegates at Birmingham Forum

Heat recovery, eco design and the Internet of Things were among the topics at the EDA's third Regional Business Forum of 2017, held alongside the inaugural Electrical Design & Install Expo



Forum delegates relax over coffee before taking their seats for the presentations.

Digitalisation: delegates hear from Steve Martin, the ECA's Acting Head of Technical, how the landscape of energy consumption is changing, what the Electrical Contractors' Association is telling its members and what that means for the wholesaler.



There was a full house at the EDA's Forum, at the National Exhibition Centre in Birmingham, which attracted 108 delegates and was the most successful to date.

L-R: Lee Danton, Marcus Freer and Louisa Merchant from CEF catching up at the Forum.



APPRENTICESHIPS AND PRODUCT KNOWLEDGE MODULES: IS YOUR BUSINESS PART OF THE SUCCESS?

From attracting new talent to up-skilling your team, the EDA's Education and Training Programme adds value to your business.

Apprenticeships

160

apprentices started work and training with Members and Affiliates

The benefits of Apprenticeships

- **Attract** new talent to your team
- **Upskill** existing staff
- **Reduce** staff turnover by increasing satisfaction and loyalty
- **Develop** a skilled workforce for the future

2017's most popular Apprenticeships

- Warehousing & Storage, Level 2
- Trade Business Services, Level 2
- Business Administration, Level 2

MOL Product Knowledge Module Programme

42%

of learners studying Cables & Wiring Accessories and Lamps & Lighting achieved a distinction

9%

increase in number of distinctions awarded in 2017 compared with 2016

2017's most popular Modules

- Fundamentals of Electricity
- Cables & Wiring Accessories
- Lamps & Lighting

Take a look at the latest January to July 2017 performance update and call the EDA on 020 3141 7350 to find out how your business can join the success.



Embrace the future of power distribution: Shashwat Khare, Smart Panels Business Manager at Schneider Electric, talks about how smart electrical distribution contributes to the Internet of Things.

Post-forum lunch: Delegates continued to network over lunch in the VIP area of the inaugural Electrical Design & Install Expo in Hall 7 at the NEC, Birmingham.



A good mix of content with excellent technical and commercial balance

ED&I EXPO

Headline Sponsor: ECA

Electrical Design & Install Expo | NEC, Birmingham, 6-7 September 2017

Distribution apprentice in the running for Retail Week award

Seventeen-year-old apprentice Jessica Heppleston, who works at Jack Hinton's in Wakefield, part of Edmundson Electrical, is a finalist in the Retail Week Rising Star Awards 2017.

She was nominated by The Source Skills Academy, which is commissioned to train her by EDA Apprenticeships Plus.

The Awards will be presented on 5 October 2017 at The Grosvenor House Hotel, Park Lane, London.

Jessica is in good company. The other finalists include: Lucy Phillips of Boots; Billy Bowen of the Co-op; Natalie Eccles of the N Brown Group, owner of Very.com and JT Williams; Charlotte Fretwell of Karen Millen and Chloe Hopkins from Tesco.

Visit <https://risingstars.retail-week.com/2017-shortlists> for more information.

FINALIST

RetailWeek RISING STARS AWARDS 2017

Proudly supporting our future stars the o paphitis GROUP Passionate about retail

Back to fundamentals with GE LED fixtures

GE Lighting has introduced a range of cost-effective LED indoor fixtures for major vertical market areas including office/commercial buildings, retail, hospitality, industrial and airports.

The GE LED Fundamental Fixtures range has been designed to offer a combination of light quality, colour reproduction, product reliability and energy efficiency. Simplicity of installation and operation are key to the range's benefits, enabling quick and easy replacement of traditional technologies such as halogen, LFL, CFL and HID fixtures.

The range includes Edgelit recessed and suspended panels, downlighters, T5 battens, 2D bulkheads, waterproof linear Mariner solutions and ABV2 high and low bay fixtures.

GE's range includes products with efficiency ratings up to 130lm/W, lives up to 60,000 hours and lumen package options up to 31,600lm.

www.gelighting.com



Two reasons to celebrate



Ansell Lighting has not only just launched a catalogue packed with more LED products than ever before, it is also celebrating 25 years of trading. Ansell was founded in 1992 by Alan Nappin for the Northern Ireland electrical wholesale market, and is now a multi-million pound business serving a global market, employing more than 150 people at numerous sites.

Managing director Mark Abbott said: 'The success of Ansell has been down to delivering the best service possible to our customers. We'd like to thank our customers for their continued support.'

Ansell's latest catalogue, Solutions 11, has more than 450 pages of products and accessories with full technical descriptions, making it essential for every electrical contractor and Ansell stockist. New products include the Topline 6 high-performance LED batten with excellent light distribution and value for money, and the Prism CCT LED dimmable fire-rated downlight with built-in switch to control colour temperature. There are also aesthetic updates to the Astro, Delta and Disco products.

www.anselluk.com

Opportunities in home energy storage

There is an opportunity for UK installers to sell energy storage, like **Eaton's** xStorage, to homeowners.

Eaton's xStorage Home is one of the most reliable and affordable residential energy storage systems on the market. Using Eaton's power quality technology and electronics combined with second life or new electric vehicle (EV) batteries from vehicle manufacturer Nissan, the system will offer customers greater energy independence, control and a reduction in electricity bills.

Eaton is generating consumer and energy supplier interest in residential energy storage through its sponsorship of Manchester City Football Club and mobile tech day tours. To support the growing demand, Eaton is recruiting a network of accredited xStorage Home installers across the UK and will work with key Electrical Wholesale (EWS) partners to develop a partnership ecosystem between these installers and their preferred EWS branches. Eaton's partner programme will give installers access to leads, priority support and exclusive sales programmes to drive a wider portfolio of opportunities to those in the partnership.

www.eaton.com/blueenergy



Watertight LED fittings



Smart [3], **GEWISS's** latest high-efficiency LED luminaire, is the only fitting of its kind to reach an ingress protection rating of IP69 – making it suitable for cleaning with high-pressure hot water jets – and it has won the International Red Dot Award for product design.

The fittings are factory sealed, so they are exceptionally quick and easy to install, replacing traditional fluorescent fittings from two-foot 18W single to five-foot 58W twins.

Slimline yet robust and highly efficient, Smart [3] is suitable for ceiling heights up to 6m. The IP69 rating makes Smart [3] suited to food industries where daily washdown procedures are used.

It is available in 600, 800 and 1,200mm versions and through-wiring to link luminaires is an option.

www.gewiss.co.uk



Downlight has low profile

GreenBrook's VELA Compact range of LED dimmable fire-rated downlights have a super low profile – only 40mm – and they allow the insulation to be laid directly over the fitting. This has been verified in the Lighting Industry Association's test laboratory.

Available in fixed and tilt options, 3000 and 4000K, these easy-to-install fittings come in matt white, polished chrome and satin chrome finishes.

They are rated IP65 and include a dimmable LED driver. The 7W fittings have a 55-degree beam angle and a lumen output of 89lm/W.

Peter Ratcliffe, sales director at GreenBrook, said: 'We are really excited about these new Vela Compact downlights – these products are ideal for installing in ceiling voids with restricted space and are already going down a storm in the market.'

www.greenbrook.co.uk

Easy-to-fit showers aimed at contractors



Electric water heating specialist **Redring** has launched a range of electric showers to the trade sector that are easy to install, and have extended warranties and competitive prices.

Pure, Bright and Glow have been designed, specified and marketed as a result of focus groups with installers and stockists. Richard Braid, head of showers and water heating, said: 'Extended warranty, flexibility and reliability, matched with competitive pricing, came up time and again.'

- **Pure** instantaneous electric shower is simple, slick and attractively priced with three power settings, start-stop button and is rated A for efficiency. It has a standard two-year warranty.

- **Bright** multi-connection electric shower has Redring's SmartFit™ design including twin terminal blocks, six cable-entry points and eight water-entry points. The shower also comes with an extended three-year warranty.

- **Glow** electric shower has a digital temperature display, five-mode showerhead and chrome accents. Its phased shutdown technology reduces scale build up and it has a three-year warranty.

www.redring.co.uk

Unitrunk announces new staff, website and factories

Cable management solutions provider **Unitrunk** has appointed Eddie O'Reilly as sales director. He joins the organisation from Tata Steel and is responsible for sales operations in the UK and Ireland.

Five business development managers have also joined the company to augment Unitrunk's UK sales team.

The new Unitrunk website has features to help distributors, installers and specifiers find the information they need quickly. Flip book catalogues and product-specific datasheets are easy



Chic lighting inspired by a dragonfly eye

CELLS has been engineered by **Reggiani** to offer the broadest range of design options and uses in single or multiple lighting installations –

Stainless steel LED floodlight from Venture

Venture Lighting has added 13 LED products to its VLED range, including a stainless steel LED floodlight.

It is manufactured with a 4mm stainless steel bracket for strength and has an anodised aluminium body, spray coated with plastic to a thickness of 60-80um. Each module is designed using aluminium heatsinks to improve thermal management. This results in a rated LED life of over 60,000 hours and efficacy of up to 135lm/W. Other benefits are the IK08 impact rating and IP67 ingress protection. Three and four-module variations are rated between 110 and 190W, and are for outdoor use as well as harsh environments.

The flood is also available in multiple wattages and the sleek, modern design makes it a versatile, attractive luminaire.

www.venturelightingeurope.com



from rugged bulkhead (IK10) to bespoke, architectural installations, indoors or out (IP66).

Recessed or surface-mounted on ceilings and/or walls, CELLS can be individually assembled to achieve the ideal lighting solution.

Light distribution can be narrow, medium or wide, with an output of up to 2,300lm, colour temperature of 3000 or 4000K, and a CRI of >80.

The base unit will take a standard electrical conduit and can also be used as a junction box. It comes in raw aluminium but optional finishes include white, grey or graphite with a clear or opalescent diffuser. Internal back plates are available in a choice of colours.

Control options include simple on/off operation, Dali, Dim 1-10V, Phasecut and Bluetooth.

www.reggiani.net

Heater cuts legionella risk



Reducing user risk is a priority for plumbers, installers or specifiers when choosing washroom products, especially those used by many people – in a healthcare centre, office or hotel, for example.

One such risk is the waterborne legionnaires' disease, because warm, standing water is the ideal growing environment for the bacteria that causes it.

Zip's InLine instantaneous water heater can supply basins, sinks and showers, and heats water on demand. There is almost no standing heat loss, and the HSE says a low-risk solution to legionnaires' disease-causing bacteria is to have hot water fed from an instantaneous water heater.

InLine is extremely efficient – unlike traditional instantaneous water heaters that indirectly heat the water using an element in a heat exchanger, the InLine uses an element immersed in the water.

www.zipwater.co.uk



ECA announces its Power Players

Winners of the initiative hail from electrical distributors City Electrical Factors and T Clarke

Charlie Harwood from City Electrical Factors (CEF) and Joseph Wu of T Clarke are the two winners of the **ECA's** Power Players initiative, designed to recognise inspirational talent in building services engineering.

ECA President Mike Smith announced the winners at the Electrical Design & Install (ED&I) Expo early in September. Prizes include a business and networking trip to the US, lunch with Sir John Parker, incoming chair of construction firm Laing O'Rourke, and an opportunity to take part in an Electrical Industries Charity Arctic trek.

Entrants, including Harwood, a branch manager at CEF's Greenwich branch, had to be 39 or under at the end of last year and submitted a five-minute video that demonstrated the work they have done.

The four shortlisted Power Player finalists also included George Antino from T Clarke and Harry Bartle of Chris Bowker Ltd.

An independent judging panel led by the ECA's Head of Technical Steve Martin determined the short-listed entrants. The three other judges were: Tessa Ogle, CEO of the Electrical Industries Charity, Russell Beattie, Chief Executive of FETA



and the EDA's Director Margaret Fitzsimons.

The final winners were decided by public vote on social media. Steve Martin said: 'More than 1,700 votes were cast, with the two winners gaining more than 500 each. You can view the videos from the winning entries on the ECA's website.'

www.eca.co.uk

1 in 3 oppose Wiring Regs changes

Nearly one in three electrotechnical businesses – 28 per cent – thinks that proposed changes to the Wiring Regulations (BS 7671) are 'unfavourable' or are 'strongly opposed' to them, according to a survey conducted by the **Electrical Contractors' Association (ECA)**.

Just one in 16 businesses (6 per cent) from across the industry 'absolutely support' the proposed 18th Edition update to the Wiring Regulations. Six in 10 firms (61 per cent) said they 'somewhat support' the proposals.

Almost half of firms (46 per cent) said they believed the 18th Edition would 'increase business burdens', and more than seven in 10 (71 per cent) said it would 'make the design and install process more complex'.

Some 533 electrotechnical businesses responded to the ECA industry survey, including M&E engineers and contractors, consultants, facilities managers and clients.



The proposed changes to the Wiring Regulations went out to public consultation during the summer. The industry JPEL 64 committee is considering the feedback before the end of 2017. The final 18th Edition will be published in June next year, before it comes into force in January 2019.

As part of the ECA's #Project18 Wiring Regulations campaign, a number of informative bitesize videos have been produced to help the industry get up to speed with the proposed changes.

www.eca.co.uk/project18

Get together and help transform lives

The **Electrical Industries Charity** is encouraging the electrical industry to get together and join its Practical Participation Programme while volunteering their time and skills for those in desperate need of a helping hand.

Practical support can make an immense difference in someone's life and could significantly improve their quality of life if there are many of us to help. By being part of the Programme, you will have an opportunity to work alongside the Electrical Industries Charity and its partners in solving, or contributing to, solutions for those in need of your help. Once you sign up to be part of the Programme, the Charity will approach you on an 'as and when needed' basis to ask for your help.

Through its four Assistance Programmes, of which the Practical Participation Programme is one, the Charity has helped many people to rebuild their lives and look forward to the future. For example, the Charity recently helped Max, a severely disabled six-year-old boy who was



diagnosed with quadriplegic cerebral palsy, dystonia and chronic lung disease shortly after his first birthday, leaving him wheelchair-bound and unable to do anything himself.

The Charity utilised its Practical Participation Programme and worked together with companies such as Heat Mat, Edmundson Electrical York, British Gas, Circle Control & Design Systems and Collingwood Lighting who had donated their products, services and skills and funded the shortfall of £26,000 for the necessary house adaptations to meet Max's needs. The Charity then organised a DIY day with volunteers from the Yorkshire Committee and landscaped the garden to allow easier access for Max – truly an industry effort.



In the electrical sector, there are a lot of people like Max who are in need of vital support. Join the Practical Participation Programme today and help people in your industry to look forward to the future.

For further information, or to join the Programme, please contact Vicky Gray: vicky.gray@electricalcharity.org www.electricalcharity.org