



# TAKING STOCK

AN UPDATE FROM THE ELECTRICAL DISTRIBUTORS' ASSOCIATION

Est. 1914

Issue 10 July 2017

## ETIM gains traction in the UK

Survey indicates strong support among members and manufacturer affiliates for product data classification model championed by the Association

More than 40 of the EDA's manufacturing associates have signed up for a free ETIM data audit, which will help them establish how they are currently handling product data, and what the next steps are to make that data ready for inclusion in the ETIM product data classification model.

The Association held a second presentation in London on 9 May attended by 32 members and manufacturing affiliates. Trade associations and providers of wholesaler back office systems were also represented. Their exit forms were an indication of their support for ETIM (see box below). The EDA has also commissioned a UK ETIM website – [www.etim-uk.co.uk](http://www.etim-uk.co.uk) – expected to go live in July.

David Bate, project manager for ETIM-UK at the EDA (pictured with Alan Jones during Nexans' ETIM audit), said: 'When you've got something like ETIM that is so well entrenched in mainland Europe, and now in the US and Canada, why wouldn't you use this system that's been there, done it and the data model is king? That's what we're trying to push.'

Simon Barks, President of the EDA said: 'The EDA believes that the industry must digitise its processes, with manufacturers and wholesalers agreeing to use the long-established, tried and tested ETIM Classification System for cre-



ating, storing and transferring their product information from one to the other.

'There are huge benefits and efficiencies to be gained in the supply chain by adopting the standard,' he added, 'including readily available data for e-commerce, accuracy of product information for contractors and specifiers, efficient transfer of data between manufacturers and wholesalers, not to mention the cost savings and removal of inaccuracies if data is created once, without the need to re-work and re-input.'

Early this year, the Association surveyed its wholesaler members, and the responses showed that accurate product data is key to successful online trading. Of those who responded:

● **65%** said they plan to trade online in the next two years,

- **74%** agreed that readily available enhanced product information would be a positive factor in their business as it developed its e-commerce capabilities, however;
- **68%** did not hold or maintain 'enhanced' product information.

One of the key roles of ETIM-UK is to liaise with ETIM International. At the latest technical meeting in Oslo, Bate was among delegates from 11 countries that discussed the relationship between Building Information Modelling (BIM) and ETIM – including the collaboration with BuildingSMART announced earlier this year – and the incorporation of imperial units into the ETIM data model. Turn to page 2 for a full report from Oslo.

● To find out more about ETIM, contact David Bate on 020 3141 7350 or email [david.bate@eda.org.uk](mailto:david.bate@eda.org.uk).



### FROM THE BOARDROOM

When I joined the Board in 1990, membership was falling and costs were rising. The market was, if anything, worse than it is now. Wholesalers were being bought up, forming the large companies we have today. The Board had to decide what the industry wanted from the then Electrical Wholesalers' Federation (EWF).

We looked at the issues wholesalers/distributors had and came up with a strategy. The EWF 'brand' was badly damaged and a name change was needed to reflect the modern approach we were planning to take.

A big issue was the cost of expert staff and training. The EWF training programme had not been updated for years. We now have an excellent education and training programme for everyone in the industry, manufacturers as well as distributors.

Networking was also highlighted. EDA events are in great demand from distributors and manufacturers. We also influence legislation that affects our industry through constant dialogue with associated industry bodies.

The future is exciting, I am often asked if I would like to be a part of it. Well of course I would, but the time has come for me to do other things, and I plan to step down from the EDA Board in March 2018.

**Bob Robertson**  
EDA Board of Management

### Our survey said...

Of the 61 companies represented at the EDA's ETIM presentations, those that completed exit forms indicated that they strongly supported ETIM and the EDA's position on product data classification.

**95%**

said there is a need for an industry product data standard

**85%**

agreed that ETIM is the right standard

**83%**

requested a free ETIM data audit

**83%**

would like to be involved in further work on ETIM in the UK

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Electrical Distributors' Association ElectricalDA @eda\_uk EDA\_UK

# ETIM – the data is king



At the end of April, ETIM delegates from 11 countries met in Oslo to discuss technical developments in the product data classification system that promises to make life easier for wholesalers and equipment manufacturers



Wholesalers must know about the products they sell. They need accurate information from manufacturers to present to customers in catalogues, on websites and at the trade counter. In the past, this has meant entering data several times – wasting time, incurring costs and potentially introducing errors.

Those days should soon be over thanks to ETIM, the classification model for technical products. ETIM International, the international standardisation committee for ETIM, has ambitions to make the ETIM model the most used technical information model in relevant industries, not least the electrotechnical sector.

## Reinventing the wheel

But there are already other efforts under way to create classification systems for electrical products. For example, BIM (Building Information Modelling) generates and manages digital representations of the physical and functional characteristics of places, including electrical products.

'What we are trying to get across is that there is collaboration and co-operation between the BIM world and the ETIM world,' says David Bate, project manager for ETIM-UK.

To that end, ETIM-MC, or 'modelling' class, is being trialled in the Netherlands. ETIM is a data classification model of product data placeholders that classify a product. Beneath that is list of technical attributes and features. These two layers constitute the 'normal' class.

Modelling class is more concerned with dimensional data that can be used in a 3D model or by a CAD program – something that is essential in the BIM world. There are also ongoing discussions about whether the modelling class should include attributes such as product life information and recycling advice.

## Co-operate

'We want to ensure that data isn't being called different things in different systems,' says Bate, and this is

where the recent agreement with BuildingSMART comes in.

In February, BuildingSMART – an international organisation that aims to improve the exchange of information between software applications used in construction – said it would work with ETIM to ensure data could be mapped between its BuildingSMART Data Dictionary and the ETIM model. ETIM UK is also discussing data models with CIBSE, which maintains data templates for building services equipment.

'When you've got something like ETIM which is so well entrenched, why wouldn't you use it?' asks Bate.

## The empire strikes back

A recent addition to the ETIM fold is the US, one of the few countries still wedded to the imperial system of measurement. The incorporation of imperial units into the ETIM data model was a topic of conversation in Oslo – particularly storing fractional measurements in the database.

Delegates at the meeting heard that the problem has been solved. When there is an imperial unit, the export routine will duplicate the feature in the class, one with the metric unit (EF099999) and one with the imperial unit (EF199999). No changes to the model are necessary.

Of course, there are still some trades in the UK that use non-metric measurements – plumbing and sanitary products, for example.

These developments should be reassuring for manufacturers and wholesalers. When preparing product data – for whatever purpose – you won't have to enter data twice.

'At the end of the day, the data is king,' Bate says. 'The format and data template you're populating shouldn't matter as long as there's mapping between the two. Once you've got your data, you've got your data.'

## Lifetime award for Bob Robertson

In 1975, Bob Robertson was persuaded by his father to leave a career with Mercedes-Benz to join R&B Star, the family's electrical wholesaling business. Full of enthusiasm and ideas from the motor industry, he presented his vision to the board who, once they had stopped laughing, agreed that the ideas were bonkers and that he must learn the business from the bottom up.

So started the wholesaling career of Bob Robertson, who has been awarded *Electrical Wholesaler's Lifetime Achievement Award*. His first duties were van driving and working in the warehouse, and he progressed through all the departments. Bob says this was the most valuable period of his career: It was in purchasing that he found his niche and where lasting relationships were built with manufacturers and suppliers.

Still in his mid-twenties, he bought out the business and grew it into a successful £15 million independent electrical wholesaler with three large branches and a staff of 80.

The first ingredient for success has been investment in and empowerment of staff. The longest serving staff member was the first employee of the company in the early 1960s. Bob can be justly proud of the Investor in People Standard awarded to the company. The second ingredient for success has been strong relationships with suppliers.

But a lifetime achievement award is also given for industry and charitable contributions over the years. Bob was instrumental in the creation of the buying group we know today as ANEW in 1993. He is the longest serving member of the EDA Board, having joined in 1990 when it was the EWF and served as President from 1994 to 1996.

His lobbying activities included an attempt to persuade the Government to convert the UK to Central European Time. He also worked with manufacturing and contracting associations to try to lobby Kenneth Clarke to regenerate the construction industry. Beyond the industry, Bob and his family have raised over £50,000 for the charity fighting muscular dystrophy.

Bob would say he is most proud of building a happy and loving family with his wife Marion. Brothers and sisters are close knit and supportive of each other, and sons, daughters and cousins are all involved in the business full or part time. That must be the greatest achievement of all.



## Convention in Krakow

Krakow was the venue for this year's Convention organised by SHE, the Polish Federation of Electrical Wholesalers, and more than 280 executives from 26 countries made the trip to Poland's second largest city for one-and-a-half days of presentations and networking.

Polish wholesalers and manufacturers supported the event, which was sponsored by Polish cable and wire manufacturer Telefonika Kabel. UK readers will be familiar with its UK subsidiary Copper Cable Company, an affiliated member of the EDA.

The plenary session was an opportunity to learn about the Polish market. Two renowned economists left delegates in no doubt about Poland's economic success over the past 25 years. Poland is set to outgrow the rest of Europe by about 2 per cent until 2040.

Presenters tackled important themes such as energy efficiency and intelligent buildings. Telefonika emphasised the importance of using the correct cables to save energy, and ABB encouraged wholesalers to learn about products that are set for strong growth – the markets for power grids and robotics are forecast to grow by 8-10 per cent.

Siemens showed how an investment of 5 per cent in building automation can save 80 per cent during the life of a building, and LEDVANCE said that the three key areas of opportunity in lighting were wireless connectivity, light as a hub for sensors and autonomous lighting.

A recurring theme was the need for good product data to help in the digitisation of the sector. OBO Betterman introduced an initiative by the German contractors' association (ZVEI), called ELBRIDGE

– which shows how digitisation will transform the three-step supply chain into a linked web-based network. In a panel discussion with wholesalers and manufacturers, delegates said, "love your data as much as your products" and "we couldn't imagine how we could transfer our data to so many different places without ETIM". This is reassuring in the wake of the EDA's recent launch of ETIM-UK.

Six hours of presentations were followed by dinner 160m below ground in the Wieliczka salt mine.

● The presentations are available in the news section of the EDA website [www.eda.org.uk](http://www.eda.org.uk) or at <https://tinyurl.com/euew-presentations>

**80%**  
Ongoing savings by investing 5% in building automation



If you'd like to find out more about ETIM, contact David Bate on 020 3141 7350 or email [david.bate@eda.org.uk](mailto:david.bate@eda.org.uk)

## Dennis Rose, 1921-2017

EWF Past President (1976)  
Dennis Rose passed away on 26 March 2017, aged 96.

His grandfather John Altman founded The Wholesale Fittings Company in London in 1894. In 1946, after wartime service in the RAF, Dennis joined the business and later became co-director with his father Samuel.

After Sam's death he became Chairman in 1956. His brother Lennard had joined the business and, as co-directors, they steadily built the company until in 1972, with 10 distribution units, they floated it as a listed company



on the London Stock Exchange. Lennard was always the sharp commercial operator and Dennis was the genial front man.

Dennis was President of the EWF in 1976, and council meetings were always conducted with style and humour.

In the 1960s, delivery vans operated by members of the Electrical Wholesalers' Federation (the forerunner of the EDA) clocked up 28,500,000 miles a year.

This came to light as part of a members' survey by the EWF in spring/summer 1964. The Federation also found that wholesaler members operated fleets of, on average, 10 vans each; deliveries were made more than once a day, with the aim of getting the goods to the contractor within 24 hours; and wholesalers operating in rural areas would make deliveries up to 250 miles away.

Sound familiar, or are things completely different now?

● Share your thoughts at [info@eda.org.uk](mailto:info@eda.org.uk)

## All change at the EUEW

The European Union of Electrical Wholesalers (EUEW) brings together the national wholesaler federations of 15 countries.

The Convention is the highlight of its calendar. The secretariat comprises a General Secretary and a part-time lobbyist and the Council is made up of the Directors of each country association. The Presidium (Vice-President, President and Past President) is made up of wholesalers who serve two years in each position.

At the gala dinner, incoming President Ulrich Liedtke of Würth Elektrogroßhandel in Germany replaced Joao Bencatel of Electrorayd in Portugal; and incoming Vice-President Alexander Dewulf, General Manager of Cebeo in Belgium, replaced Jens Andersson, MD of Solar Denmark.

Also, Yves de Coorebyter from Belgium, General Secretary of the Association since 1999, has retired. The new General Secretary is Hans Hanegreefs. [www.euew.org.uk](http://www.euew.org.uk)

## DIARY DATES FOR EDA MEMBERS

Thursday 6 July 2017

### Summer Event

The popular invitation-only event is a Thames Trip on the *Dixie Queen*, River Thames. Call Margaret Fitzsimons on 020 3141 7350

Wednesday 6 September 2017

### EDA Regional Business Forum – Electrical Design & Install Expo, NEC Birmingham

From 9am-2.30pm (including lunch). Join us for senior level networking, topical presentations and the latest developments in education and training. Call the EDA on 020 3141 7350

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 Maev 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 the EDA 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. Table bookings open in October 2017.

Friday 9 March 2018

### EDA Learner Achievement Awards 2018

Celebrating outstanding success in apprenticeships and Specialist Product Knowledge modules.

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 – living with the levy

Simone Fonseca, the EDA's Education and Training Manager, explains how to benefit from the EDA's Apprenticeship Services



All EDA members (wholesalers) and affiliate members (manufacturers) can take advantage of the EDA Apprenticeship Programme, but since the start of May, the apprenticeship levy has changed the way apprenticeships are funded in England.

The service we offer has changed too. There are new ways our partner, EDA Apprenticeships Plus, can work with you to attract new talented employees who can grow with your business.

Here we walk you through the new apprenticeship landscape, setting out the refreshed range

of services on offer and how we can help you make the most of the funding that's available.

● To discuss any aspect of these changes or our service, please contact the EDA on 020 3141 7350, or email us at [training@eda.org.uk](mailto:training@eda.org.uk)

For a list of candidates awarded distinctions in the EDA's Product Knowledge Modules for 2016 and January-May 2017, visit [tinyurl.com/EDAdist16-17](http://tinyurl.com/EDAdist16-17)

## Non-levy and levy look-up table

Non-Levy payers – having a payroll up to £3 million a year	Levy payers – having a payroll over £3 million or more a year				
<ul style="list-style-type: none"> <li>● Employer pays 10% of training cost*</li> <li>● Government funds 90% of training*</li> <li>● Employers can use EDA Apprenticeships Plus to recruit and employ their apprentice on their behalf.</li> <li>● EDA Apprenticeships Plus will find the right course, training provider and, if necessary, assessment organisation for the apprenticeship.</li> </ul>	<ul style="list-style-type: none"> <li>● Employer automatically pays 0.5% of monthly wage bill into a digital account to fund apprenticeship training.</li> <li>● The government tops up a further 10% of the value of the employer's digital account.</li> <li>● Employers can use EDA Apprenticeships Plus to recruit and employ their apprentice on their behalf or, if they choose, they can employ direct.</li> <li>● EDA Apprenticeships Plus can help find the right course, training provider and, if necessary, assessment organisation for the apprenticeship. Once the right partners are in place, the employer must contract directly.</li> </ul>				
	<table border="1"> <thead> <tr> <th>Co-funded training</th> <th>Levy-funded training</th> </tr> </thead> <tbody> <tr> <td> <ul style="list-style-type: none"> <li>● Employer does not have enough funds in levy account to cover all apprenticeship training costs</li> <li>● Employer pays 10% of training costs not covered by levy funds*</li> <li>● Government funds 90% of training costs not covered by employer's levy funds*</li> </ul> </td> <td> <ul style="list-style-type: none"> <li>● Employer has enough in levy account to cover all training costs*</li> </ul> </td> </tr> </tbody> </table>	Co-funded training	Levy-funded training	<ul style="list-style-type: none"> <li>● Employer does not have enough funds in levy account to cover all apprenticeship training costs</li> <li>● Employer pays 10% of training costs not covered by levy funds*</li> <li>● Government funds 90% of training costs not covered by employer's levy funds*</li> </ul>	<ul style="list-style-type: none"> <li>● Employer has enough in levy account to cover all training costs*</li> </ul>
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\* Funding is applicable only to apprenticeships in England, for advice on apprenticeship funding in Scotland, Wales and Northern Ireland, please get in touch.

## A flexible service designed around your needs

**Recruitment** You benefit from our apprentice recruitment service, helping you draft job and person specs, advertise vacancies, screen CVs, shortlist candidates, conduct interviews and make a final selection.

**Employment** When EDA Apprenticeships Plus employs the apprentice on your behalf, they also manage all the paperwork that goes with it, such as HR procedures, payroll, performance and training admin.

**Finding a course** Apprenticeships are a mix of on-the-job training and study. You'll benefit from our relationships with colleges and training providers to find the best study option for your apprentice.

**Contracts and negotiations** You can benefit from our expertise in negotiating the best training and assessment package for your apprentice and we can help you contract your chosen providers.

**Apprentice management** If you employ your apprentice directly (either a new or existing employee) we can manage their performance and training progression on your behalf.

**Levy management** If you are a levy payer, we can help you optimise your apprenticeship training through the upskilling and growth of your team. We can help you identify any skills gaps, and find the right courses and training providers to ensure you spend your levy effectively.

**Managing your digital account** We are lobbying government to be able to offer a Digital Levy Account Management Service from 2018, this will let us release levy funds on your behalf for apprenticeship training and assessment.

EDA Apprenticeship Services in partnership with EDA Apprenticeships Plus	Existing services	New services for larger levy payers	
	Recruitment and Employment Service	Apprenticeship Management Service	Apprenticeship and Levy Management Service
Candidate search and recruitment	✓	Optional	Optional
Hosted in your business and employed by EDA Apprenticeships Plus	✓	Employed by member	Employed by member
Guidance on the right course for your apprentice	✓	✓	✓
Negotiate terms with training company	✓	✓	✓
Draft and confirm contract with training company	✓	✓	✓
Negotiate terms with assessment organisation	✓	✓	✓
Draft and confirm contract with assessment organisation	✓	✓	✓
Monitor, mentor and manage the apprentice	✓	Optional	Optional
Levy management	N/A	X	✓
Fees	Salary + 10% management fee	Tailored solution, contact EDA on 020 3141 7350	Tailored solution, contact EDA on 020 3141 7350

# First Forum of 2017 attracts 80 delegates

The Glynhill Hotel in Renfrew was the venue for the first EDA Regional Business Forum of 2017 on 11 May, in the afternoon before the annual EDA Scottish Section's Sportsman's Dinner.



▲ Glyn Prestwood, Commercial Director at Edmundson Electrical and EDA Board Director, hosts the Forum.



▲ EDA Director Margaret Fitzsimons and the EDA team brief delegates on the ETIM-UK initiative, education and training, and how to make the most of your EDA membership.



▶ Kristian Van Rensburg, EDA Scottish Section Chair and Manager at Steam Electric, speaks about the difference the EDA Apprenticeship Programme has made to his operation.



▼ Landlord safety checks and 18th Edition Wiring Regulations: Dave Forrester, Head of Technical Services at SELECT, explains what wholesalers need to know.



◀ Simone Fonseca, the EDA's Education & Training Manager, explains how members and affiliate members can benefit from the EDA's Education & Training Programme.

▶ The Internet of Things creating revenue opportunities for wholesalers, according to Craig Allan, New Business Development Implementation Manager – UK, Feilo Sylvania.



Networking opportunities are abundant at EDA Regional Business Forums



## Teeing off at the Forum

It was another high turnout for 2017's second Forum at the beautiful surroundings of the Kendleshire Golf Club near Bristol.



About 80 representatives of EDA member and affiliate manufacturer organisations networked and engaged with presentations on: pricing and how to stay on the right side of the law, from the Competition and Markets Authority; and the impact of 1 July's CPR on cable products, from Prysmian.

There was also an insight into what the Electrical Contractors' Association is telling its members and the opportunities for the wholesaler; and news and updates from the

EDA, including how to get the most out of your membership.



To view the presentations from all the Forums, or to register as a delegate for upcoming Forums at the NEC, Birmingham in September and LuxLive in London in November, visit [www.eda.org.uk](http://www.eda.org.uk)

## Dual alarm sensors for domestic fire alarms



The E2110e multi-sensor fire alarm from **Aico** contains the latest high-tech enhancements. This makes it, says the company, "the most effective domestic fire alarm on the market".

The mains-powered E2110e with 10-year rechargeable lithium back up cell contains both an optical and a heat sensor, and is compatible with RadioLINK+ interconnection and monitoring technology. Alarm data extraction is enabled by using AudioLINK or whole-system data extraction with RadioLINK+.

This new fire alarm, which is fully compatible with current Aico systems, provides intelligent fire detection and increased resistance to false alarms. It also has dust compensation with a self-monitoring mechanism that the company says is unique. [www.aico.co.uk](http://www.aico.co.uk)

## All Carl Kammerling brands in catalogue

**Carl Kammerling** International has launched an all-brand product catalogue – its first in over five years.

Customer feedback revealed a preference for a single 'product bible'. The resulting 326-page catalogue features more than 2,500 products from all the company's brands – C.K tools, C.K Magma, C.K Classic, Avit, Kasp and Jokari.

It includes the latest product launches – C.K tools' industry-first MightyRod PRO and Slimline Screwdrivers, Kasp's weatherproof locks and C.K Magma's test equipment case.

A contemporary design reflects the brand's vision, and clearly defined sections, sorted by brand and then product type, make it easy to use.

The catalogue is un-priced, affording more flexibility for customer pricing and reducing time sensitivities. A separate price list is available.

[www.carlkammerling.com](http://www.carlkammerling.com)



## Illuma spotlight takes the dimmable LED route



**Illuma Lighting**, which serves the domestic and export markets for retail, commercial and leisure lighting, has launched the LumaparLED spotlight. It extends the already successful Lumapar collection of spotlights by developing an LED solution with dimming capabilities.

The Lumapar LED range incorporates many of the same characteristics as the Lumapar range, which was launched 15 years ago. Its contemporary, sleek design makes it, Illuma says, "the perfect lighting solution for multiple applications such as the museum, retail, hospitality and living sectors".

The product is available with a generous lumen output of 800lm, 24 or 38-degree beam angle and black or white finish.

Lumapar LED is also suitable for applications that demand dimming because the range is dimmable as standard and has a colour-rendering index of 85 or higher, ensuring excellent colour rendering and bright, precise outlines.

[www.illumaco.uk](http://www.illumaco.uk)



## Enlite V5 LED range is today's dealmaker

Gone are the days when the price of LED lighting was a deal breaker; it's now a top contender in the commercial and residential sector.

The fifth edition Enlite Lighting Essentials catalogue includes more than 380 LED lighting solutions suitable for a range of applications.

Enlite, part of the **Aurora Group**, aims to meet the requirements of everyday lighting installations across many applications and vertical markets.

The latest products in the catalogue include the versatile E8CX, the colour-switchable downlight that offers three whites from one light, the new range of dimmable Lumi-Fit commercial downlights, which deliver up to 100lm/W and up to 4,380lm, and the Aria2 LED high bay, designed for market-leading efficiency and suitable for industrial applications, producing up to 124lm/W. [enlitemighting.com](http://enlitemighting.com)



## Bulkhead lighting from Scolmore

**Scolmore's** patent-pending Inceptor EVO Bulkhead has features and benefits the firm says are "unmatched by competitor products".

As well as integrating the control gear and the light source in the diffuser, the bulkhead has the added benefit of a flow plug that makes fast and simple connection and disconnection possible for testing and maintenance.

With other bulkhead products, installers unscrew the diffuser and then the gear tray, fix the base to the wall, terminate the conductor, reattach the gear tray and the diffuser. With the Inceptor EVO Bulkhead, the installer simply removes the diffuser; fits the base to the wall/ceiling, wires the conductor into the flow connector and secures the diffuser in place.

[www.scolmore.com](http://www.scolmore.com)



## Marshall-Tufflex celebrates 75 years

Cable management manufacturer **Marshall-Tufflex** is celebrating 75 years of innovation with events over the coming months.

From a summer party, to the burial of a 'time capsule' and attendance at some major electrical trade events during the year, the aim is to involve the whole business. Founder Harold Cirket registered the company on 28 May 1942. He had the idea of developing the then unknown potential of plastic extrusion and had a £394 War Loan behind him. Marshall-Tufflex is now a multi-million pound business trading in more than 40 countries and employing more than 170 people.

The company will be at ED&I Expo on 6 September and the Elex trade show in Sandown (2-3 November) with professional darts player Mark Dudbridge offering electricians the chance to play against him. [www.marshall-tufflex.com](http://www.marshall-tufflex.com)



## NICEIC approval for training centre

Ventilation systems manufacturer **EnviroVent** has announced that its Harrogate training centre is now fully accredited by the NICEIC.

The NICEIC, the UK's leading voluntary regulatory body for electrical contracting, has been assessing the competence of electricians for many years and its courses are recognised as among the best in the ventilation industry.

EnviroVent has invested significantly in its training centre to ensure it can provide the best possible NICEIC training courses for ventilation installers. The centre includes operational ventilation units that let contractors and installers work in real-life ventilation scenarios, as well as being able to commission and set up ventilation systems.

EnviroVent will be running an NICEIC course every month, with extra courses when demand is high. Call 0345 2727807 for details.

[www.envirovent.com](http://www.envirovent.com)

## B.E.G. launches luminous occupancy sensor

**B.E.G.** has introduced a ceiling occupancy sensor for UK electrical contractors which includes an LED orientation light for the first time.

The B.E.G. Luxomat PD2 lets installers offer users a product that switches lighting and provides illumination all from a single housing.

The LED orientation lighting is designed as an illuminated ring around the lens of the sensor. After the main light is automatically switched off, the orientation light can be activated for an adjustable time or permanently.

If the light is switched on in a dark room, the occupant's eyes have to suddenly adjust to the light. However, the Luxomat PD2 makes it a much more pleasant environment if the orientation light is already active in the room. The LEDs in the PD2 provide the comfort of soft lighting and save energy.

The occupancy sensor has a range of 10m and comes with a variety of options that let it adapt to its surroundings as well as the integrated day-



light control. All parameters can be set to suit individual requirements and can be accessed via compatible smartphones through the B.E.G. Remote Control app.

[www.luxomat.com](http://www.luxomat.com)

## Fire safety clips rack up eight awards



**SWA's** Firefly cable clips have been awarded eight Warrington fire safety certificates for its BS7671 Amendment 3-compliant range of clips. The company's entire range of inside/outside trunking clips are now proven.

Firefly cable clips have a spring-loaded design the company says is unique. They embed themselves tighter into substructure as a fire takes hold, making it almost impossible for overhead cables to fall.

In the tests at Warrington in July using Prysmian Plus fire alarm cable, the clips stayed in place as temperatures reached 930°C for two hours. The comprehensive test includes a shock and water spray test.

SWA director Brian Hands said: "It is important to our customers and to the UK fire services whose lives are put at risk by falling cables that we test the integrity of our clips. We wanted it proven they were 100% reliable at very high temperatures for a recommended period to allow unhindered entry and escape during a building fire."

[www.swaonline.co.uk](http://www.swaonline.co.uk)

## LUCKINSlive upgraded

The latest version of **LUCKINSlive** includes enhanced search and an updated user interface.

Manufacturers with listed products now have access to marketing options including manufacturer profile, product news, banners and case studies to enhance their brands and create awareness.

They can also access a detailed marketing dashboard to find out which products and ranges are most frequently viewed and see a breakdown of which types of company have been looking at their products.



LUCKINSlive data is accessible via a number of channels, so manufacturers will also be able to see how users found their product data – through a distributor's web site, through Trimble MEP's contractor software applications, or by direct searching on the site itself.

The product information hosted can also be used by distributors to populate their own e-commerce web sites. This represents a major saving in the cost of obtaining and processing web site content.

[www.luckinslive.com](http://www.luckinslive.com)

## BIM boldly goes on

Distributors should be ready for the impact of the next phase of Building Information Modelling

Building Information Modelling (BIM) implementations are gathering pace – driven in part by government initiatives – with significant implications for all parts of the supply chain, including wholesalers and distributors.

In April last year, the BIM Level 2 mandate was implemented as part of the government's construction strategy. Since that implementation, manufacturers have become increasingly aware of the benefits and BIM is being adopted throughout the UK construction industry. As demand for BIM data grows, so does the imperative for the supply chain to have the necessary information and support structures in place.

With the BIM Level 2 mandate successfully rolled out, it is time to start thinking about the next stage, the implementation of Level 3.

BIM Level 3 is a strategic priority for the government, identified in the Construction Strategy 2016-25, and development work has started. Level 3 will enable the interconnected digital design of different elements in a built environment and will extend BIM into the operation of assets over their life.

The development of the next digital standard will be broken down into a number of key stages:

- Improving the Level 2 model.
- New technologies and systems.
- Developing new business models.
- Capitalising on world leadership.

The implementation of this next stage of BIM will have a major impact on the construction industry and **BEAMA**, who will be working together to help develop the mandate.

[www.beama.org.uk](http://www.beama.org.uk)



## Recolight collects waste lamps for free

**Recolight**, the specialist WEEE compliance scheme provider for the lighting industry, says many electrical contractors are not aware that under the WEEE regulations, they should be able to access a free recycling service funded by lamp producers.

Recolight has, therefore, a lamp collection service that includes free collection, recycling, and consignment notes. For quantities over 1,000 lamps each quarter, the organisation also provides a free container.

For those collecting fewer than 1,000 lamps each quarter, a container lease option is available – collection, recycling and consignment notes are still free.

For smaller quantities still, there is a network of drop-off points at electrical wholesalers across the UK. Search the map on the homepage of the organisation's website.

[www.recolight.co.uk](http://www.recolight.co.uk)



## Get up to speed on the CPR

New cable regulations come into force on 1 July – part of the Construction Products Regulation (CPR).



The **Approved Cables Initiative** has launched four YouTube videos about the new Construction Products Regulation. There's not only a video for wholesalers and distributors, but one for manufacturers, contractors and installers, and specifiers and designers.

[tinyurl.com/ACI-july-cable](http://tinyurl.com/ACI-july-cable)



## Essential support for the apprentices of tomorrow

The **Electrical Industries Charity** launched the Apprentice Support Programme to help young people in the electrical industry to build a brighter future by having a career they deserve.

Many young stars are unable to pursue their dream careers because of unforeseen circumstances. Some may have an illness that is standing

in their way, others may be caring for a loved one, or some may simply not have enough income to pursue their dream.

The Apprentice Support Programme provides young adults with the right level of support for many issues including financial, emotional, health and family factors that may be in the way of pursuing a dream of starting a new career. The support that the charity provides through this programme includes career development and transition assistance, debt advice, financial assistance, legal advice, apprentice scholarships and bursary scheme, financial grants and assistance, and support for carers.

The programme aims to make it easier for young people to reach their potential and has already helped many do just this. In a recent example, 20-year-old Billy was diagnosed with bone cancer in the final



year of his apprenticeship, which was extremely aggressive and required a life-saving amputation.

To regain his independence and complete his apprenticeship, Billy needed a prosthetic limb. His family, together with the support of the Electrical Industries Charity's Apprentice Support Programme and the local community, were able to raise the money for the limb which has enabled Billy to continue his career.

[www.electricalcharity.org](http://www.electricalcharity.org)

