



TAKING STOCK

AN UPDATE FROM THE ELECTRICAL DISTRIBUTORS' ASSOCIATION

Est. 1914

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IBA members boost the ranks of the EDA

EDA membership offers 'perfect complement to the collective buying power' of IBA companies



The EDA has welcomed 73 new members from the IBA (Independent Buyers Association) electrical wholesale buying group. EDA membership unlocks a package of benefits for IBA wholesale members.

IBA Chief Operating Officer Paul Jenner said membership of the EDA is important to his members. 'In business, there is no such thing as too much support, and EDA membership offers the perfect complement to the collective buying power of IBA members. Business leaders are time poor, but now our members will have ready access to practical support in areas such as training, apprenticeships, networking, knowledge-sharing events, and a business support helpline, which can make such a positive difference to the success of their operation. The IBA looks forward to playing a full part in the EDA, helping to ensure the long and continued success of the industry.'

EDA Director Margaret Fitzsimons (pictured above with Paul Jenner) added: 'The wholesaler plays a

crucial role in the supply chain but faces many challenges in today's global marketplace. The strength of the sector depends on us working together for the benefit of all, which is why IBA's membership is so welcome. I hope IBA members will take every opportunity to engage with the EDA across our portfolio of benefits.'

The Electrical Distributors' Association represents the interests of more than 220 wholesaler organisations, from large multi-branch businesses such as CEF, Edmundson Electrical and Rexel UK, to the smaller independent wholesaler. The EDA also has 69 affiliated manufacturer members.

The IBA was formed in mid-1993 in the north-west of England by 10 independent electrical wholesalers, six of which are still in the group today. By the end of 1999, there were 25 members, a number that has grown to more than 70 members throughout the UK with more than 90 branches. Group members turn over about £120 million.

EDA welcomes IBA members

- 7 Core Electrical Wholesale
- AA Jones Electric (Jones Electrical)
- ABM Electrical Wholesale
- Acorn Electrical Supplies
- Aitken Electrics
- Albion Electric Stores
- Alert Electrical Wholesalers
- Ashley Electrical Wholesalers
- BCS Electrical
- Beacon Electrical (N.E)
- Brookmans Electrical Wholesalers
- C&K Supplies (UK)
- C&W Berry
- CBR Electrical Supplies
- Central Electrical Supplies
- CEP (Carlisle)
- Contact Electrical Distributors (Isleworth)
- Contact Electrical Wholesale (Birmingham)
- CSS Electrical Distributors
- Current Force Electrics
- D&S Electrical Distributors
- DT Electrical Supplies (HH)
- EDS Electrical
- Electric Light CO (S-O-T)
- Electrical Plumbing Supplies (Harrogate)
- Electrical Trade Supplies
- Ellwood Electrical Wholesalers
- Essex Electrical Supplies
- ETC Electrical Supplies
- Expert Electrical Supplies
- Fylde Electrical Wholesale
- G-Lec Electrical
- GPS Electrical Wholesale
- Greenwood Lighting
- H Lilley & Co
- Harbro Electrical Wholesale
- Herts Electrical Wholesale
- Hornchurch Electrical Wholesale
- Horton Electrical Wholesale
- Independent Electrical Wholesalers
- Juice Electrical Supplies
- KB Electrical Supplies
- L&R Electrical Supplies
- LECTRI-CALL
- Leicester Electrical Dist
- M&D Electrical Distributors
- MDE Electrical Supplies
- MH Electrical Distributors
- Mains Electrical Dist
- Mr Ohms (Southport)
- Ormrod Electric
- P&M Electrical Wholesale
- Peak Electrical Supplies
- Premier Electrical Wholesalers (Stoke-On-Trent)
- Prime Electrical Wholesalers
- R.S. Electrical Supplies
- Ralco Electrical Supplies
- Recon Electrical
- Round Electrical Distribution
- SM Electrical Supplies (Edinburgh)
- SM Electrical Supplies (Kirkcaldy)
- Sarnia Electrical Supplies
- Strike Electrical Distributors
- TLC Electrical Distributors
- Trafford Electrical Wholesalers
- Unilec Supplies
- Warrington Electrical Supplies
- Warvill Wholesale Supplies
- Westminster Electrical Wholesale
- Worthington & Jones
- Wydels
- ZLT Electrical



FROM THE BOARDROOM

2016 was a busy year for the EDA. First, we signed up to ETIM, the global standard for classifying technical products. EDA Project Manager David Bate will support electrical wholesalers, suppliers and customers in the quest for standardisation of enriched product data.

New members EDA membership swelled to more than 290 with the addition of IBA and more than 70 of its independent members, and the Association attracted eight new affiliate members.

Professional approach Training was high on the EDA's agenda: more than 1,400 Product Knowledge modules were completed. This demonstrates a professional approach that is important to us as an industry.

Turn to the centre pages for more in our Training Talk feature.

Meet the team Simone Fonseca joined the EDA as Education and Training Manager. To support all the Association's new activities, Anne Vessey has been appointed to the new post of Head of Marketing and Communications.

The EDA is making great innovative strides to strengthen professionalism within our industry, and you can meet the full EDA team on the back page.

May I wish you all a peaceful and prosperous 2017.

Chris Ashworth
EDA Board of Management



DESIGNING THE DECADES

The next EDA Yearbook will be out in early 2017 – indeed, you may have been fielding phone calls from the EDA team as we gather updates – but we thought it would be fun to take a look at how graphic design trends have changed over the decades.



Will you be the dragon boat champion?

The Electrical Industries Charity has announced the launch of its 2017 Dragon Boat event, at which industry teams pit their wits against each other to win the coveted Dragon Boat 2017 trophy.

Dragon boat racing, an ancient Chinese tradition, is one of the fastest-growing water activities in Britain – and one of the most fun. Sign up now if you think you have what it takes to challenge the dragon.

Taking place on Saturday 6 May at Peterborough Rowing Lake, Dragon Boat 2017 promises to be a fun filled event for the whole family with teams of 9 to 11 taking to the water, paddling to the beat of the drum.

There are two options for taking



part – if you have 9 to 11 willing volunteers then you can sign up for a team boat which costs just £950 of which £300 is donated to the Electrical Industries Charity, with gold, silver and sponsorship packages available, including the option to have a dragon boat named after your team or business.

If you don't have a team of 9 to 11 people, don't worry. You can reserve individual places for just £90 each – a great opportunity to take part in this fantastic event and the charity will place you into a team on the day – this may even be a winning combination.

● For further information, and to book your place, contact Charlotte Lauren: charlotte.laurent@electricalcharity.org www.electricalcharity.org



A year in numbers: the highlights of

2016

Join us for a quick spin around some of the highlights of the EDA year.



3

During 2016, **four** EDA board members stepped down and we welcomed **three** new board members. Stepping down: Terry Yallop, CEF; Ray Smith, Edmundson Electrical; Martin Whitby, Rexel; and Geoff Kerly, KEW (Electrical Distribution).

Stepping up (left to right): Dan Poole, Phase Electrical; Chris Ashworth, City Electrical Factors; and Glyn Prestwood, Edmundson Electrical.

5



It was a day of celebration at the annual EDA Education & Training Awards on the 34th floor of London's iconic Shard. **Five** apprentices were recognised for their hard work and commitment (above), and a further **seven** high-flying employees also took home an award for securing the year's highest grades in the Specialist Product Knowledge Programme modules (below).



7

Seven managers were awarded an EDA trophy that reflects their investment in our City & Guilds Specialist Product Knowledge Programme.



50



On 1 January 2016, the EDA welcomed **50** new members from the AWEBB buying group.

513

Attracting new talent to the sector: **62%** of apprentices who completed their training between January and October 2016 were offered a job at the end of their training. In the 12 months from November 2015 – October 2016, **513** apprentices started in member businesses, an increase of **183%** compared with the same period in 2013-14.

2,000



Are you one of more than **2,000** followers on the EDA's Twitter channel? If not, please join us @eda_uk and help us share the news online.

1,400

The number of Specialist Product Knowledge Programme modules started – of which **800** were successfully completed, **45%** with distinctions (below).

137-143



137-143 – the number of the EDA's new home on Hammersmith Road since early 2016.

Succeeding with distinction

Former apprentice Michael Pendlebury of Stearn's sales team, pictured here with Chief Operating Officer David Schofield says: 'I'm working my way through the Specialist Product Knowledge Modules. I found them challenging but I've really learnt a lot. I've got two distinctions under my belt - Customer Service and the Fundamentals of Electricity – and I'm signed up for a further three.'



5,455



That's **£5,455** raised in support of the Electrical Industries Charity at the Annual Awards Dinner.

3bn

£3 billion: an estimate of the purchasing power of the **560** guests assembled at the EDA's Annual Awards Dinner in March at Park Lane's InterContinental Hotel.



DIARY DATES FOR EDA MEMBERS

Thursday 9 March 2017
EDA Annual Awards Dinner
EDA wholesaler members invite their key suppliers to the largest and liveliest event in the Association's calendar.
To book a table call Maeve O'Dea at Corporacare on 0117 909 9550

Friday 10 March 2017
EDA Learner Awards
Celebrating outstanding success in apprenticeships and Specialist Product Knowledge Programme modules.

Thursday 18 May 2017
Regional Business Forum, The Glynhill Hotel, Renfrew, Glasgow

Join us for senior level networking, topical industry presentations and the latest developments in education and training.

Thursday 18 May 2017
EDA Scotland: Sportsman's Dinner, The Glynhill Hotel, Renfrew, Glasgow
This invitation-only event is organised by the Scottish Section.

Thursday 1 June - Saturday 3 June 2017
European Union of Electrical Wholesalers, 62nd Convention, Krakow, Poland

Thursday 6 July 2017
EDA Summer Event on the Dixie Queen on the Thames
This hugely popular invitation-only event is the highlight of our summer programme.

Wednesday 6 September 2017
EDA Regional Business Forum at the Electrical Design & Install Expo (ED&I), NEC Birmingham

Join us for senior level networking, topical industry presentations and the latest developments in education and training.

Tuesday 3 - Friday 6 October 2017
EDA Scottish Function
In 2017 it's at the world-famous Trump Turnberry Resort on the west coast of Scotland.

For all our latest events visit www.eda.org.uk or call the EDA on 020 3141 7350.

Training Talk – attracting new talent through education

Our vision for 2017 is to attract new talent into the industry by working alongside members and affiliates to map out career pathways and provide a strong backbone in education and training.



Congratulations to our 2016 distinction learners. To see who they are, visit www.tinyurl.com/edadistinctions

Careers in the electrical distribution sector are not, perhaps, an obvious choice when making decisions after school or university, yet time and again people start in warehouse or trade counter roles and work their way up to branch manager and beyond, enjoying the success of being leaders in their field.

For example, Peter Simm is a rising star in the industry who started at Edmundson Electrical Leeds as a commercial trainee seven years ago.

'I started with Edmundson's during my school holidays never thinking that this would become my career but it's been the best decision I've ever made,' says Simm, 28, who graduated from

Sheffield Hallam University with a BSc in Sport and Business Management.

Peter went on to work for Edmundson Electrical Stockport before securing managerial experience at Oldham and Morecambe. He now heads the Bristol branch and is an advocate for the industry and the learning and development opportunities he has been given.

When asked how he'd attract new talent to the sector, he has this advice: 'While from the outside it doesn't appear to be the sexiest industry, don't judge a book by its cover. It's an exciting industry to be in; every day is different and as a branch manager I enjoy the autonomy that Edmundson Electrical gives me – there's nothing better.'

Peter is also one of the EDA's Specialist Product Knowledge Programme learners and has studied nine modules and achieved nine distinctions.

He says: 'The product knowledge modules have given me a really good grounding. When I'd achieved five distinctions, my manager said, "wouldn't it be brilliant to get a full set of distinctions?" And so that became my goal. I've encouraged all of my colleagues to do the product knowledge modules, and worked with them to achieve the best marks possible.'

Specialist product knowledge

The EDA has partnered with MOL to offer 10 electrical specialist modules (see box, right).

Modules can be combined to create a Level 2 City & Guilds Award (two modules), Certificate (five modules) and Diploma (10 modules) in Construction and Electrical Materials Distribution, allowing trainees to work towards a professional qualification.

Each module takes around 12 weeks to complete and comes with a comprehensive, illustrated study text and combined workbook that learners complete for assessment. The cost of a module is £150 and discounts are available if more modules are booked for each learner.

Apprenticeships

Another way for businesses to benefit from education and training is through apprenticeships.

Apprenticeships bring enthusiasm and a fresh perspective, giving people of all ages the opportunity to earn while they learn, gaining a recognised qualification alongside workplace skills and knowledge.

For employers, it is a cost-effective recruitment solution, giving you the chance to attract new talent and strengthen and diversify your teams.

Electrical Specialist Product Knowledge modules

- Health and Safety
- Customer Care
- Fundamentals of Electricity
- Lamps and Lighting
- Luminaires
- Cables and Wiring Accessories
- Switchgear Distribution and Protection
- Electrical Industrial Components
- Electrical Heating and Ventilation
- Renewable Energy Systems

Electric Center plans to repeat training success



Greg Woollard, branch manager at Electric Center, Oxford, has just offered Maddie Clayton, his first apprentice, a full-time job, and now he's ready to take on another.

Woollard says: 'Maddie's been a great asset to our business. She's methodical and conscientious with the admin, and can handle sales too. Apprenticeships have proved a good way of finding motivated new employees.'

Maddie, 19, from nearby Cowley, and a Trade Business Services apprentice, said: 'An apprenticeship was perfect

89%

of employers say apprentices improve productivity

for me because I wanted to earn and learn. Now I'm in a job where I'm still learning as I'm working through the product knowledge modules.

'The team here is great; I enjoy my job and who knows where it will take me – that's what's so exciting,' she adds.

10 Apprenticeship facts at your fingertips

- 1 Apprenticeships last between 12 and 15 months and combine on-the-job training with study for a Level 2 or 3 qualification.
- 2 They are open to anyone, of any age, who has not yet gained a Level 3 qualification or higher – even people you already employ.
- 3 Our partner, EDA Apprenticeships Plus, works with you to recruit the right person for your business and can take care of all the HR, payroll, training and management work – so you don't have to.
- 4 The EDA offers apprenticeships in Trade Business Services, Distribution, Warehousing and Storage, as well as Business Administration, Customer Services, Sales and Telesales, Marketing, Team Leading, Management, Accounting and IT.
- 5 Training is generally fully funded by the government if your apprentice is aged 16-18, and half funded for 19-23 year olds.
- 6 Further funds may be available depending on the age of the apprentice, the size of the business and the need for any extra learning support.
- 7 Businesses don't pay anything for their apprentices until they have started in their role, when they can expect to pay a salary of £160-210 a week.
- 8 In 2017, the levy comes in to effect for those with an annual wage bill of £3 million or more. All employers will benefit and the EDA can help make the most of what's available.
- 9 The EDA and EDA Apprenticeships Plus are a part of the Trailblazer initiative, leading the new Trade Suppliers apprenticeship standard which is due to launch in 2017/18, giving apprentices more of the skills essential for business.
- 10 In 2016, 126 new faces were employed in to the sector after they completed your apprenticeships.

Get involved!

The EDA is building a lifelong learning and development framework to help its people and businesses succeed and make electrical wholesale an industry of choice.

To get involved – or to book your training – call Simone Fonseca, our new education and training manager on 020 3141 7352, or email simone.fonseca@eda.org.uk.

“When I needed to get up to speed – and fast – the EDA's specialist product knowledge programme was perfect”

Up to speed fast with product knowledge training

The Specialist Product Knowledge Programme modules are a fantastic starting point for those who are new to the industry or looking for career progression. Diploma graduate Craig Hiepner – product and operations manager for Deta – describes how the programme has helped him in his career.

'Go find some courses' was the challenge Hiepner's manager set him back in 2010. A few years later, he had a clean sweep of distinctions, a Level 2 City & Guilds diploma and two EDA awards under his belt.

'I've been at Deta for eight years after moving to the UK from South Africa and, although I knew about the dynamics of working in manufacturing and wholesale, I didn't have electrical experience. So when I needed to get up to speed – and fast – the EDA's specialist product knowledge programme was

perfect,' says Hiepner.

'I started in Deta's sales office and was offered the opportunity to work in our technical team as a product engineer. I needed to improve my skills and knowledge so that I could communicate clearly and confidently with technicians in our supply chain. I started with my first module, Fundamentals of Electricity, and worked my way through all 10, finishing with Industrial Building Controls in 2013.'

As well as Hiepner's role as product and operations manager, he is also Deta's training initiatives champion. He says: 'I get a lot of satisfaction from encouraging and mentoring others in our business to embark on training.'

'It's win-win because it enhances their CV's and Deta benefits from a more knowledgeable and skilled team that will grow and develop with the business.'

44%
of product knowledge learners achieved a distinction in 2016



Craig Hiepner
Deta

“The product knowledge modules have given me a really good grounding. I've encouraged all of my colleagues to do the modules”

Peter Simm
Edmundson
Electrical





Easy-to-install fans assist guaranteed performance

While low-energy fans are in demand to help reduce carbon emissions, the need for simple on-site setup and adjustability is now at the top of the agenda. **Greenwood** says this is essential to achieve the correct installed performance and comply with the Building Regulations.

The company's Low Energy GIP products offer airflow adjustability and SMART controls to help installers get the ventilation rate right from the start and eliminate mould and condensation. The low-energy technology also helps keep end-users satisfied – with minimal electricity consumption and low noise – as well as reducing CO₂ emissions.

Greenwood says Samika, in the GIP range, is the only intermittent extract fan available that allows performance settings to be based on installation application – this affects the installed performance.



The fastest, safest and simplest fire clip

Termination Technologies has introduced what it says is the world's fastest, safest and simplest fire clip called the Linian Fire Clip.

The British Standard requirements for fire-resistant cable fixings are clear: the method of fixing must be appropriately fire rated. Cabling in escape routes must be fixed using fire-resistant means. Traditionally this would involve additional expense and time-consuming methods of fixing cables.

Gas-fired solutions, P-clips with plastic plugs and retrofit trunking clips need no longer be the go-to solution to achieve compliance, says Linian, because the Linian Fire Clip can save time, money and lives.

The company says this single installation cable clip is a safe, simple, rapid, robust and fireproof means of fixing cables to construction materials. www.linianclip.co.uk

Kidde is serious about safety and passionate about protection

Kidde makes more than a million smoke and CO alarms every week and through its professional and retail brands – Kidde, Firex and Lifesaver – the company offers a choice of solutions for fire and CO people and property protection.

Whether mains or battery operated, these smoke, heat or CO alarms ensure added peace of mind, and provide practical features such as 10-year sealed lithium batteries that never need changing over the life of the product.

The company also supplies a range of associated fire safety products, such as fire extinguishers, fire blankets and safety ladders – all tested to UK and European standards.

www.kiddesafetysolutions.co.uk



Omnicore is novel because it is a multifunctional ventilation fan with both intermittent and continuous ventilation options for all room types, and the Unity CV2GIP is a continuously running low-energy extractor fan for any type of room, including bathrooms and kitchens.

All fans have an easy-access pad at the front, and all feature SMART humidity and timer control options to ensure GIP after installation.

www.greenwood.co.uk

Decorative wiring accessories range wide

Contactum manufactures its comprehensive ranges of wiring accessories products at its Cricklewood, London factory as it has for over 80 years. This firm, which provides a one-stop shop of more than 8,000 catalogue items, has a product range that includes six ranges of decorative metal plates in steel, chrome and brass finishes, plus 13A USB socket outlets.

The decorative ranges include Reflect with its sleek curved edge profile and 9mm depth plate; iConic, a square contemporary profile with a 4.5mm depth plate; Flatplate, which has a super slim profile and 1.5mm deep plate; and Screwless Lyric with its easy clip profile and 6mm deep plate.



Other decorative products are Signature (with a sharp square profile and 7.5mm deep plate), plus Georgian and Edwardian Brass, which features a rope and plain edge solid brass design and a 10mm deep profile.

www.contactum.co.uk

Eliminate the guesswork with business intelligence

Like many electrical distributors, you may have hundreds, if not thousands, of active accounts, says

Phocas Software. Getting an accurate picture of your business landscape can be challenging, especially if your data is scattered across various departments and databases.

The ability to quickly and easily access and analyse such data is critical to making smart business decisions.



Business intelligence (BI) eliminates guesswork by providing the data you need to understand past performance and current trends, and to plan for the future.

BI can help by driving sales through product identification – and identification of companion products that customers should be buying – to increase share of customers' business. The company can also help improve customer service by isolating sales issues to determine which customers are growing and those customers you may be losing. This enables sales teams to better serve and predict customer needs.

There are other ways too. Operations can be streamlined by developing a plan of attack to improve sales visits and delivery patterns to save costs and make sales and delivery teams more efficient. Finally, profits can be enhanced by fully identifying which customers are in on your business model so that you know where to focus your attention.

www.phocassoftware.com



Heat recovery unit takes a 'total system' approach

Zehnder Group UK has launched its ComfoAir Q range of MVHR units, which have a heat-recovery efficiency of up to 96%.

This Passivhaus-certified range is a fundamental part of Zehnder's integrated approach to heat-recovery ventilation. Such a total system method drives reductions in noise and helps solve performance issues, helping, in turn, to eliminate complaints and post-installation callbacks to site.

ComfoAir Q is available in three models suitable for a range of house types and sizes. Its technology is designed to overcome on-site complexity and ensure that comfort is delivered throughout the year, no matter what the outside temperature.

A modulating summer bypass is adaptable to outdoor conditions rather than simply being open or closed. This contributes to a healthier and more comfortable indoor climate.

www.zehnder.co.uk

Module matches output voltage to luminaire

Kosnic Lighting has launched its Universal Emergency Module – suitable for all class III luminaires with integrated LEDs and separate LED drivers. It is the only EME on the market that uses Kosnic-developed adaptive current control to adjust the DC voltage output within the module's limits to the appropriate level for the luminaire.

It then adjusts the current to limit the power to a maximum of 3W to ensure operation time of three hours, as specified in BS5266. To keep up to date with all updates and innovation at Kosnic, follow the company on Twitter @KosnicUK.

www.kosnic.com



Scolmore adds smart switches to iNELS range

Scolmore has introduced a range of Smart Switches to its iNELS smart wiring accessories collection, making it easier for installers to upgrade an existing wiring installation. Examples include putting additional switches in more practical or convenient locations, or the option to add two-way dimming without the need for extra cabling.

The smart switches are compatible with Click iNELS RF wireless control systems to offer automated lighting control. They can also be used with the iNELS switching and dimming receivers. Unlike conventional dimmers, they allow dimming from two locations.

These devices comprise a retractive switch module and switch cover plate and are available in five switch types with various finishes and styles from across the Click wiring accessory ranges to offer maximum choice.

The five switch types range from the single gang plate with one aperture to a two-gang plate



with two x three apertures.

The plate styles include Polar, Mode, Essentials, Deco, Define and Definity, with finishes of antique, polished or satin brass, polished or satin chrome, black and pearl nickel, or stainless steel.

www.scolmore.com

LED floodlights for indoors and out

The new Sylveo LED floodlights from **Sylvania** offer powerful illumination for both indoors and out. An addition to the contractor-friendly EVO family, the Sylveo LED range is a direct replacement for widely used traditional high-intensity discharge (HID) floodlights and provides a powerful and efficient lighting solution.

Available in five sizes – 3,000, 8,000, 12,000, 20,000 and 30,000lm – Sylveo is suitable for illuminating industrial areas, including parking, building façades, billboards and small recreational facilities. The luminaire is available in a variety of beam angles – including narrow, wide or asymmetric – to suit the required application.

These luminaires provide a high quality light output while achieving significant energy savings, so they are an ideal floodlight solution for outdoor and indoor applications.

EVO is also suitable for contractors and installers, and Sylvania says the EVO range 'represents a wholesaler's dream with reliable products at a competitive price'.

www.feilosylvania.com



Conduits that are same in fire

Univolt's halogen-free, flame-retardant, temperature-resistant (HFT) range of conduits are not only low-smoke zero-halogen, but also chlorine-free.

In the case of heavy-duty HFT conduits, the impact resistance is the same as steel conduits, 1250Nm, and all the products are 100% recyclable.

While a fire itself produces flames and heat, there is also the risk of toxic and caustic gases. These can cause loss of life even before the true fire becomes apparent. When conventional plastics, such as PVC are burned, they release highly toxic dioxins and can also produce aggressive acids. Aside from being extremely noxious, these can cause damage to buildings and equipment that very often outweighs the cost of fire damage. Also, visibility can drop to as little as 10% in less than six minutes.

Dietzel-Univolt HFT conduits are recommended for highly populated buildings, such as hospitals, retail outlets, museums etc, and anywhere that the protection of life is an overwhelming factor.

www.dietzel-univolt.com

EDA focuses on education, BIM and the IoT at LuxLive

LuxLive 2016, the UK's biggest lighting event, was the venue for the last of the EDA's Regional Business Forums for 2016. This is what happened...

This Regional Business Forum comprised an update on the EDA's activities, followed by three talks on the latest technologies.

After an introduction and welcome by Glyn Prestwood, EDA Board Member and Commercial Director of Edmundson Electrical, delegates were updated on the EDA's current and future activities.

EDA Director Margaret Fitzsimons welcomed new EDA and affiliate members and explained the changes in the EDA's board.

The EDA's Project Manager for ETIM-UK, David Bate, gave a brief overview of the ETIM product data classification standard.

Margaret then presented the new members of her team, Anne Vessey, Head of Marketing and Communications and Simone Fonseca, Education and Training Manager. Anne presented a summary of current and planned projects, and Simone provided an update on apprenticeships and the Specialist Product Knowledge modules. John Henry concluded by explaining the Apprenticeship Levy and Carmen Daley showed how the apprenticeship programme works.

Opportunities in BIM

According to a recent EDA survey, 40 per cent of wholesalers are unaware of BIM, while 29 per cent were aware but wanted to know more. So Logan Colbeck, Sales Strategy Leader at Honeywell E&ES, explained what Building Information Modelling (BIM) is and why it is important to the supply chain.

He pointed out that BIM doesn't radically change the way we design buildings. It is, he said, a process that improves the quality and consistency of information shared among project teams when designing, constructing or maintaining/operating a building. It offers opportunities for increased efficiency.

The government is driving BIM



because it has mandated that, from 4 April 2016, construction suppliers tendering for publicly funded projects must be able to work at BIM Level 2. If manufacturers are not providing BIM objects, their products won't be specified.

He then outlined how electrical wholesalers can benefit from BIM by becoming a one-stop-shop for product and BIM data. 'Act as a gateway to your supplier's BIM data,' he said. 'This will be a differentiator between you and your competitors.'

Another benefit, Logan added, is to set up an object-creation service. 'Go further' he said, 'evolve a BIM-creation service to create models for the client or contractor.'

Lighting and the IoT

Light sources are omnipresent indoors and out. What if we empowered them by giving them the ability to sense what is going on around them and then connected them to each other?

This is happening. Lighting is now part of the Internet of Things (IoT), and lamps are fitted with microprocessor chips.

Gooee, which supplies enterprise IoT to the lighting sector, believes the humble light could provide the best insight into the workings of any building. Lighting manufacturers and

organisations such as Gooee can build a network that will transform the way companies interact with each building and its occupants.

Architectural lighting company Feilo Sylvania is working with Gooee to add innovative technology to its lighting ranges through the use of sensing and connectivity.

Ben Hughes, Senior Technical Engineer at Gooee, and Bastiaan de Groot, Global Director, Strategy and New Business Development at Feilo Sylvania, presented two talks on lighting and the IoT.

The lighting industry has become, in effect, a semiconductor industry, with all its attendant rules. This is affecting the sector in many ways – for example, people will soon choose lighting on the basis of its data capabilities rather than the quality of the light it produces. But a proper understanding of how the market is developing is essential.

The latest smart lighting products are significantly easier to install than the previous generation. Indeed, it is now possible to change settings using a smartphone or tablet app.

This is a technology that EDA members will have to embrace.

● All the presentations are available on the EDA's website. Visit www.eda.org.uk.

Introducing the EDA team

Margaret Fitzsimons, the EDA's Director, has recently welcomed some new faces to her team.



David Bate

Project Manager, ETIM-UK
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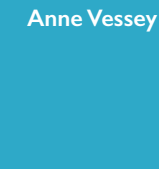
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