

Welcome

to the EDA Regional Business Forum



Wednesday 27 June 2018

Welcome & Introductions

Glyn Prestwood
Commercial Director, Edmundson Electrical
EDA Board of Management

Today's Presentations



1. **The art of having difficult conversations: practical tips and advice to take back to your business**



2. **Uncertainty: how will Brexit, Grenfell, CPR and the 18th Edition shape the future of our industry?**



Refreshment break

3. **EDA Update**



Today's Presentations

4. **From hot spots, glare and flicker to optical control: as flat panels are outpaced by the new modular luminaires, find out how the latest in hi-tech lighting creates business opportunities for the wholesaler.**
5. **18th Edition Wiring Regulations are due on 1 July 2018: what are the expected changes and what's the impact on the wholesaler?**



Summing up & final questions

Lunch

The art of having difficult conversations: practical tips and advice that you can take back to your business.

Jo Wilson
Director



Uncertainty: how will Brexit, Grenfell, CPR and the 18th Edition shape the future of our industry?

Martin Boorman
National Sales Manager

Prysmian
Group



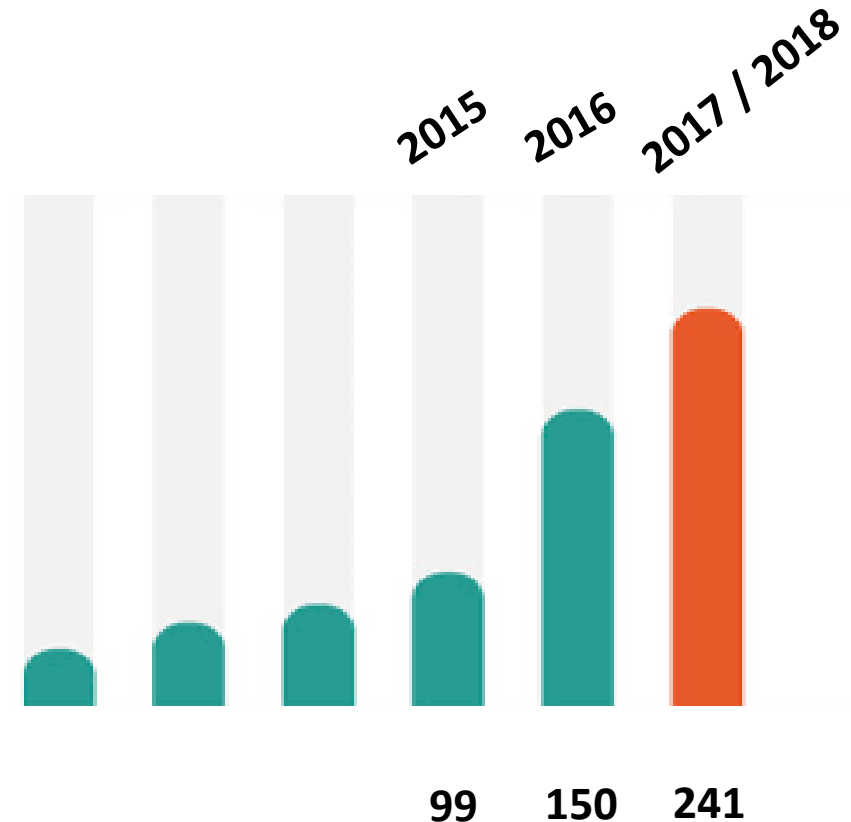


EDA Update

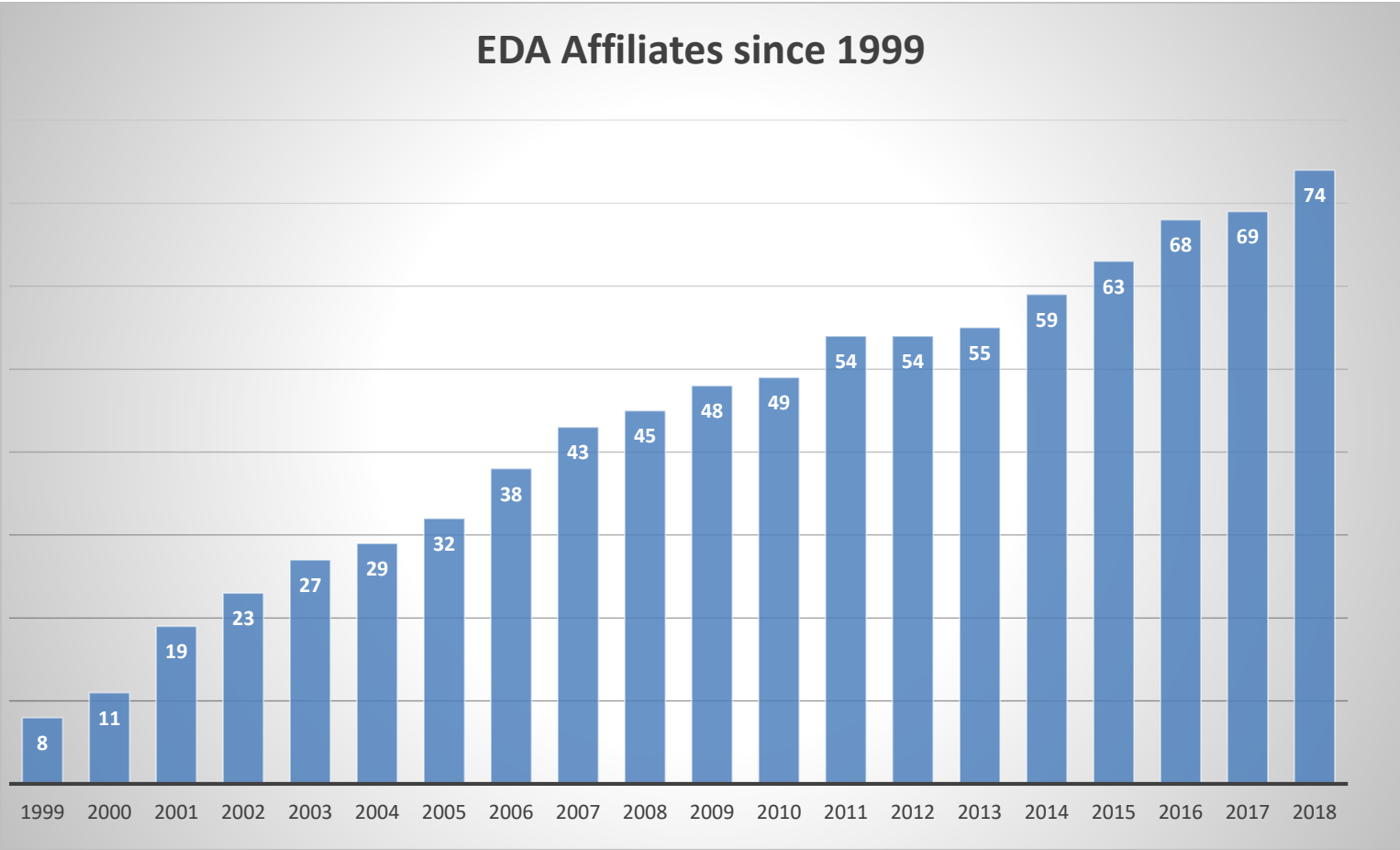


EDA Membership Update – recent growth

- 241 member companies
 - 3 National Chains: CEF - Edmundson Electrical - Rexel UK
 - 4 Buying Groups: ANEW – AWEBB – FEGIME - IBA
 - 8 Other Independents
- >£4.0 Billion Turnover
- Represents 75 - 80% of market
- 1,900 wholesaler branches
- >25,000 employees



Growth in Affiliation: 74



Joined late 2017/early 2018



EDA Board of Management representing members' interests



Simon Barkes
EDA President
March 2017 - 2019



Chris Gibson
Vice President
Rexel UK Ltd



Chris Ashworth
CEF



Alan Dunnet
Holland House
Electrical Co.



Margaret Fitzsimons
CEO



Dave Huggin
E.D.S. Electrical



Andrew Johnson
LEW Electrical
Distributors



Dan Poole
Phase Electrical
Distributors Ltd



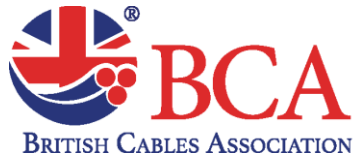
Glyn Prestwood
Edmundson Electrical Ltd



Stearn Electric Co. Ltd



GAMBICA



THE UK TRADE ASSOCIATION FOR
MANUFACTURERS OF INSULATED
METALLIC AND FIBRE OPTIC CABLES,
WIRES AND THEIR ACCESSORIES



*The Worshipful Company
of Lightmongers*



EDA part of the industry hub





ETIM-UK



**Networking &
Access**



**Forums,
Publications,
Support &
Visibility**



**Education &
Training**



EDA-led industry initiative to improve product data quality, especially **technical product data**, in the supply chain.

ETIM – the acronym?

It first started life in Netherlands in 1991 as the

Electro-Technical Information Model

Then it spread into more countries in Europe so it became the

European Technical Information Model

When America and Canada joined in 2015 it became simply **ETIM**

ETIM Technical Information Model

ETIM in its simplest form

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
	Part No.	Description	IEC- amperage (A)	Amperage acc. UL/CSA (for UL- version) (A)	Numb er of poles	Voltage acc. EN 60309- 2	Clock hour position (h)	Identificat ion colour	RAL- number	Phas e invert er	Degree of protectio n (IP)	Connectio n system	Cable entry	Angle of plug	Material	Military model
1			N	N	N	A	N	A	N	L	A	A	A	A	A	L
2																
3																
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Industry singing from the same 'excel sheet'

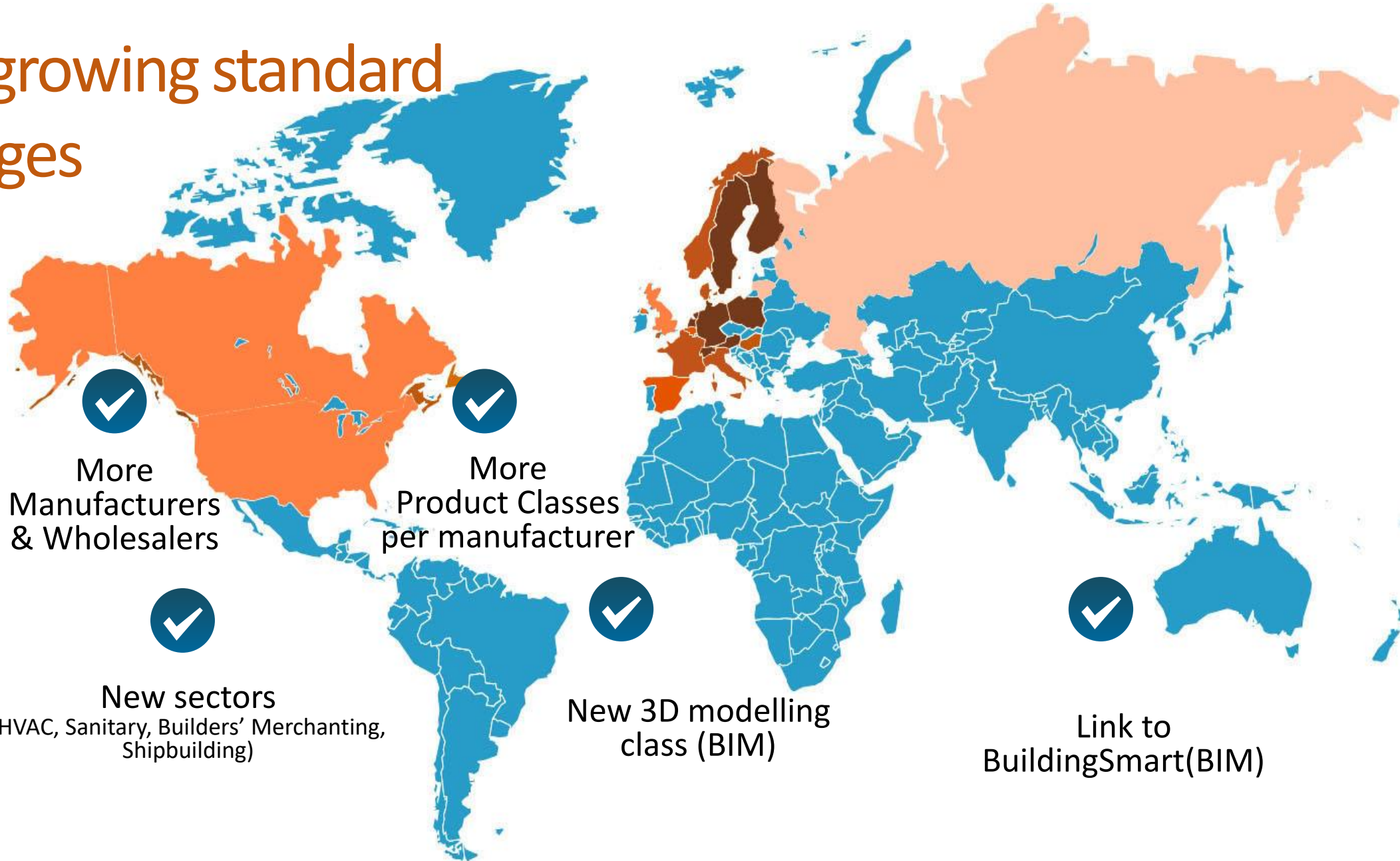
ETIM helps address some very big supply chain challenges

- ✓ Inefficient creation, storage and maintenance of product data at manufacturer ... *leading to* ...
- ✓ Inefficient creation of product catalogues – online or offline ...
- ✓ Product data not readily available for wholesaler to use ...
- ✓ Reworking of data at wholesaler – costly, inefficient, open to interpretation...
- ✓ Inefficient creation, storage and maintenance of product data at wholesaler...
- ✓ Data not readily available for contractor / specifier
- ✓ Barrier to ecommerce

- ✓ Can Amazon, AliBABA, online wholesalers steal a march?

ETIM is a growing standard

17 languages



More countries
(now 18)



More Manufacturers
& Wholesalers



More Product Classes
per manufacturer



More attributes per
SKU



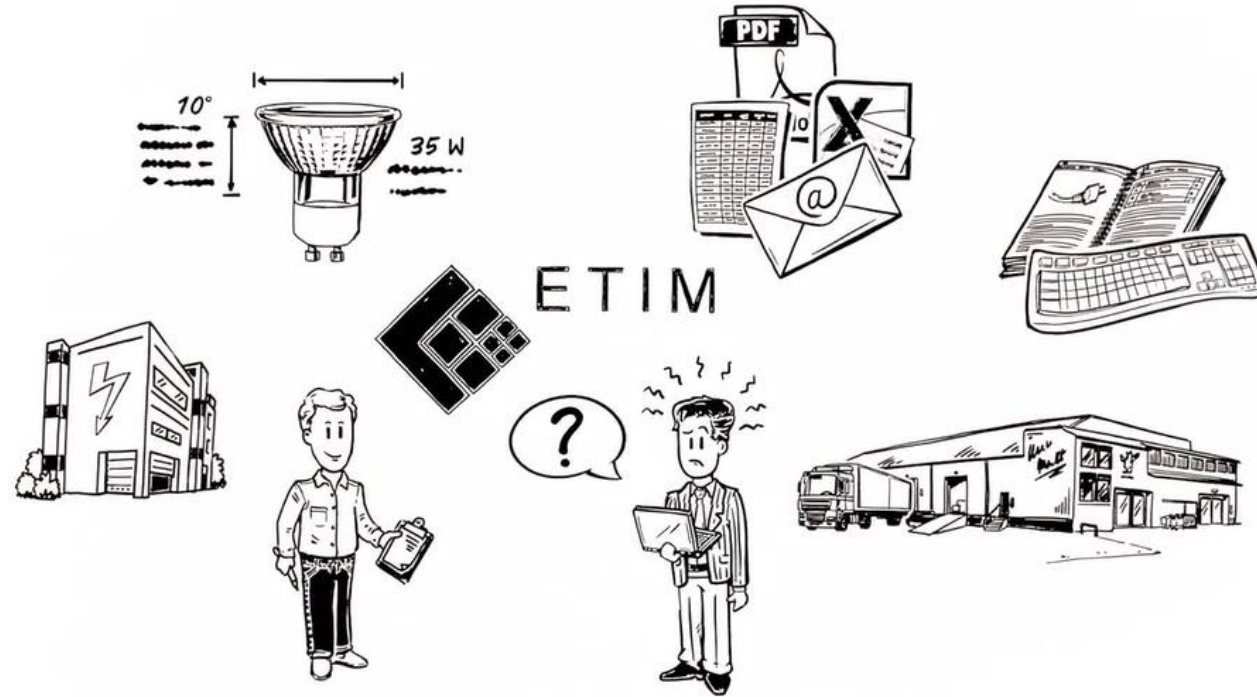
New sectors
(HVAC, Sanitary, Builders' Merchanting,
Shipbuilding)



New 3D modelling
class (BIM)



Link to
BuildingSmart(BIM)



32 ETIM-UK working group meetings so far...



Wiring Accessories - Earthing/Surge Protection, Terminal Blocks and Connection Devices

with at least another 11 planned up to August 2018.



Cable Management, Channel & Trunking



Lighting Control, Luminaires and Emergency Lighting

Standardisation/Anglicisation Group Progress

	Completed To Date	Remaining	Total
Groups	32	55	87
Classes	976	2,770	3,746
Features	3,805	9,631	13,436
Values	5,415	10,817	16,232
Units	184	446	630

- ✓ Cable Group fully completed (uploaded and now available on ETIM-UK)
- ✓ Lighting Control and Luminaires on final review
- ✓ Channel and Trunking final review phase
- ✓ Tray/Rack and Conduit final review phase
- ✓ Test Instruments fully completed (ready to upload)
- ✓ Earthing/Surge Protection 1st Review Phase

But still a long way to go yet...

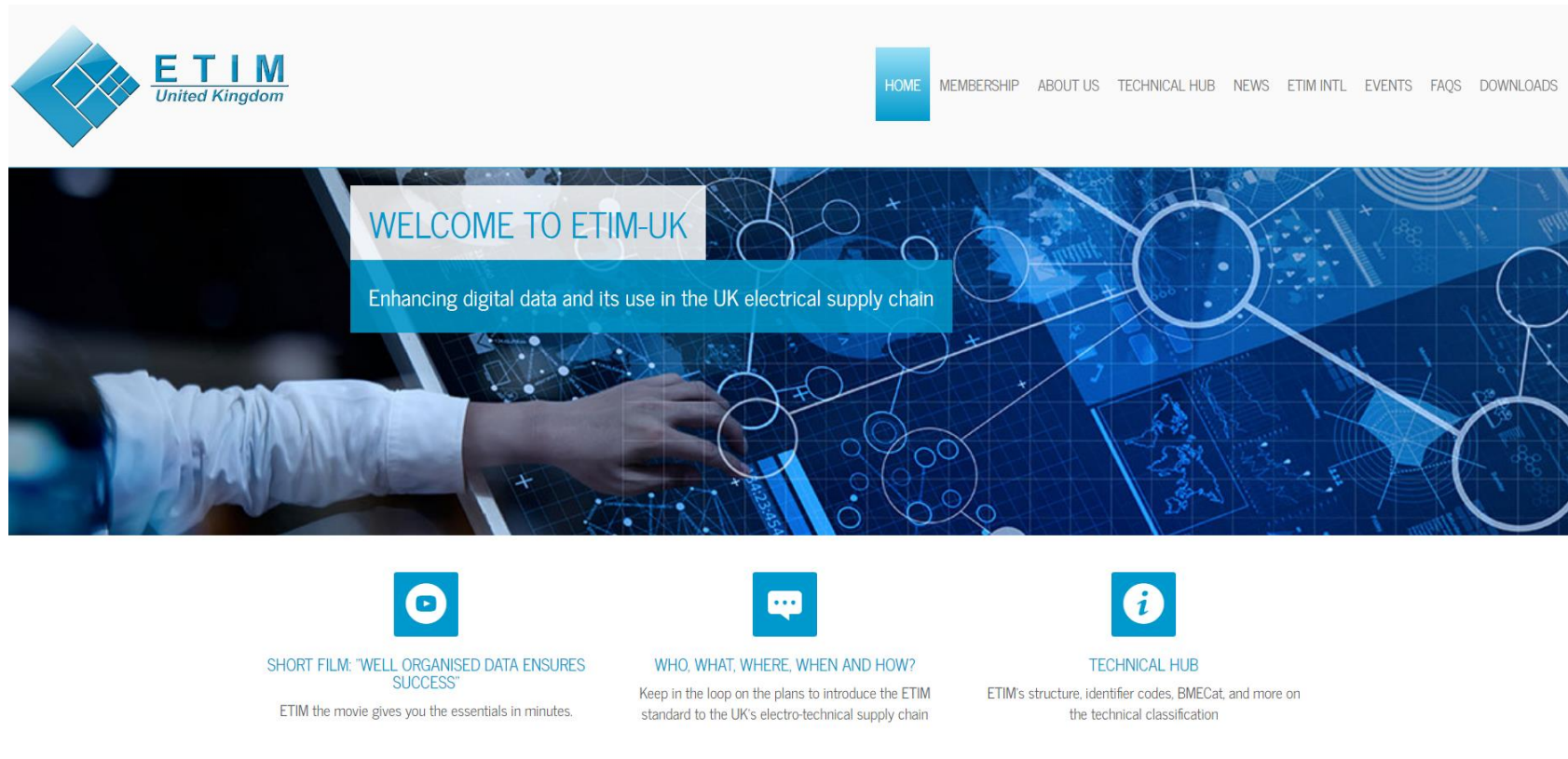
41 Members and Affiliates involved so far...



1. ETIM- UK website www.etim-uk.co.uk

PLUS

2. ETIM-UK LinkedIn showcase page – linked from the EDA LinkedIn



For further help or advice on implementing ETIM in your business ..

Contact David Lorrison, ETIM-UK Project Manager

Tel: 020 3141 7352
07476 733440

Email: David.Lorrison@eda.org.uk

- ETIM ready audit
- Explanatory presentation
- Data Samples
- Introduction to ProPlanet – PIM system provider

Helping you get the most out of your EDA membership

Anne Vessey
Head of Marketing & Communications



Forums, Publications, Support & Visibility



Education & Training

16 touchpoints



Regional Business Forums: Networking & Industry Topics

Open invitation to join us in 2018

- ✓ Belfast, May 2018
- ✓ **Nottinghamshire, Wed 27 June 2018**
- ✓ Bedfordshire, Wed 12 September 2018
- ✓ LuxLive, ExCeL, Wed 14 November 2018



EDA Publications

- **Taking Stock**
 - Quarterly newsletter
 - Latest news and information
 - Mailed to lead contact
 - Inserted into Electrical Wholesaler
- **EDA Key Contact Directory 2018**
 - Who's Who
 - Largest issue to date
 - Sector-wide calendar
- **EDA Yearbook**
 - Overhaul for 2019





All Aboard!

**Book for September's
EDA Regional Business
Forum**

Dear EDA Member

Welcome to your July e-
bulletin, designed to keep you
up-to-date with news, events and
opportunities so you can make the most of your EDA membership.

- EDA Regional Business Forum - Wed 6 September 2017
- Taking Stock, July is
- All Aboard! view the Summer Event 2017
- Obituary: recent death of Wilkie



**Cleric, Broadcaster and former Communard, the Reverend Richard Coles
celebrates the EDA's Education & Training Awards 2018**

**17 Awards in 2 Days:
Who took home a
trophy in the EDA
Education & Training
Awards 2018?**



**Special four page
Lighting + Building
Delegation Report**

Dear EDA Member

Welcome to your April 2018 e-bulletin, designed to keep
you up-to-date with news, events and opportunities so
you can make the most of your EDA membership.

**2018 EDA Regional
Business Forums -
bookings now open**

Taking Stock e-xtra

- Digital news in brief
- Quick links to help you get the information you need
- Sign up to events

Wholesalers: expert help at the end of the phone



EDA ELECTRICAL
DISTRIBUTORS'
ASSOCIATION

Croner
HR • Tax • H&S • Reward

Your 24/7 Business Support Helpline

HR, employment law and health & safety helpline included with your membership

To access the Telephone Business Support Helpline, simply call **0844 7550 560** quoting your EDA/Croner scheme number. If you need a reminder of the EDA scheme number, please call **020 3141 7350**.

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Your 24/7 Business Support Helpline



Visibility & Information

- Your profile on the EDA website www.eda.org.uk
- Promote your EDA membership
 - Web and social media
 - Stationery and printed materials
 - Vehicle livery



Join the conversation on social media



@EDA_UK



EDA_UK



ElectricalDA



Electrical Distributors'
Association

EDA Training & Education

**Our survey
said...**

22% online threat
11% quality staff

**Changing
market**

complex, speed,
expectations

Add value

competition from
online

Govt Funding

for apprenticeships

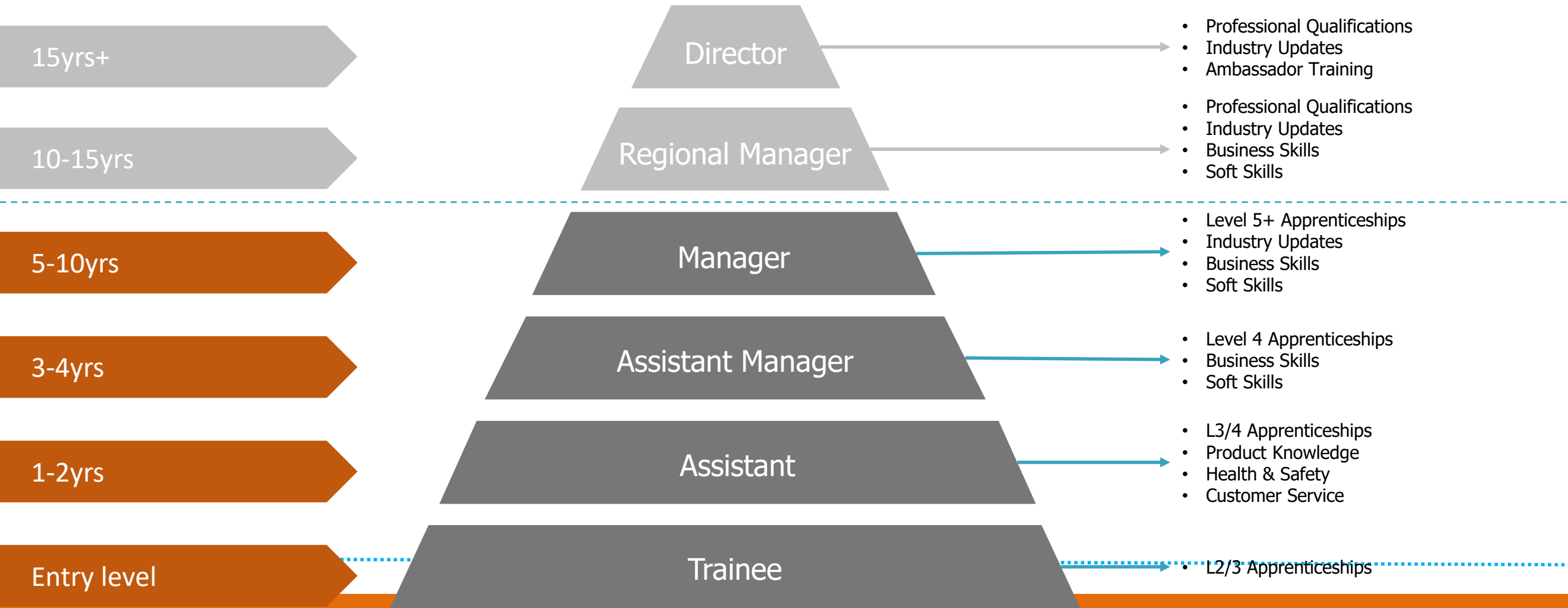
Attract and retain
talent through
culture of learning
and development

EDA Education and Training

EDA's vision for a industry pathway



Employee Profile by Industry Experience



You want improved business performance

Motivated and well trained employees,
improves retention

Confidence to cross-sell and up-sell

Satisfied loyal customers

**EDA Apprenticeship
Programme,**
with our expert partners
**EDA Apprenticeships
Plus**



**EDA Product
Knowledge Modules**

Apprenticeships: the flexible training option for your business



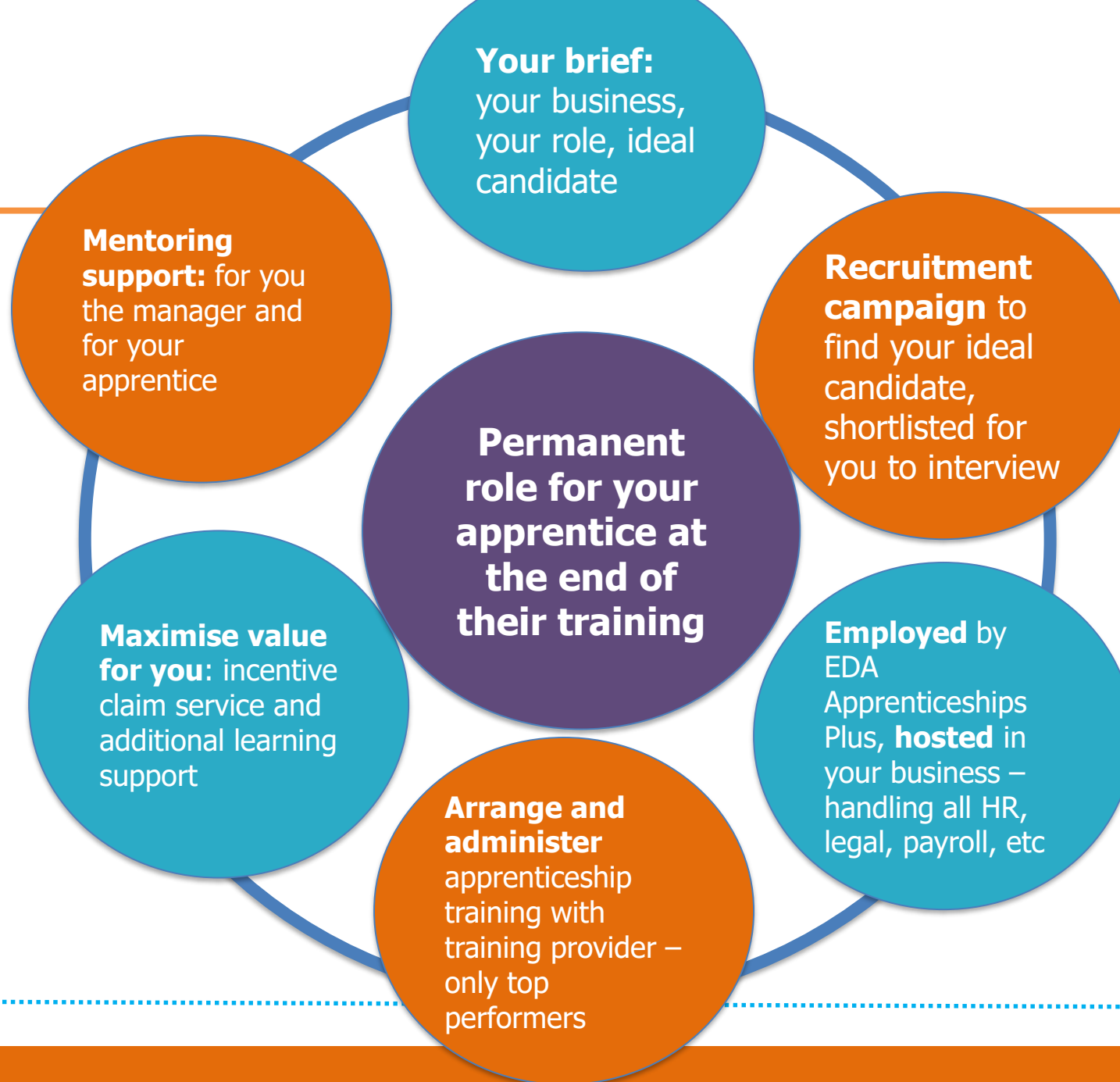
Train members
of your current
team

Recruit new
talent

EDA Apprenticeships Plus: value-added service

- Management fee: 10% of apprentice's wage
- Monthly payment allows you to spread the cost
- Less than the cost of recruiting a new member of your team
- Stops immediately if apprentice leaves
- Cash employer incentives

90% Govt contribution toward cost of training



Trade Supplier Level 2 Apprenticeship – England only

- Created by wholesalers for wholesalers
- Launched April 2018: **62 enquiries** (46% of all apprenticeship enquiries)



Getting started

- Contact the EDA
- 020 3141 7350
- training@eda.org.uk

Thinking about new talent for your team but need training that's geared to wholesaling? It's the apprenticeship that sector managers have been waiting for - Trade Supplier Level 2 Apprenticeship Standard

Created by wholesalers for wholesalers, the **Trade Supplier Level 2 Apprenticeship Standard** introduces new recruits to your business, and trains them to become well-rounded trade suppliers.

Created by experts, tailored to your business

There's an impressive array of expertise behind the creation of Trade Supplier: CEF, Edmundson Electrical Ltd, KEW Electrical Distributors; LEW Electrical Distributors, Lockwell Electrical, R&B Star Ltd, Rexel UK and Stearn. Trade Supplier Level 2 is available in England only, as Scotland, Wales and Northern Ireland offer alternative apprenticeships.

What makes the Trade Supplier apprenticeship different?

This one-year **comprehensive, job-focussed rigorous training programme** is entirely relevant to a wholesaler branch. Some apprenticeships focus on warehouse **OR** trade counter training, but **Trade Supplier covers both**. Plus there's a strong focus on customer needs, giving new recruits a broader base of skills and knowledge. And, at the end of their 12 month's on-the-job training, your apprentice completes an End Point Assessment to secure a Pass, Merit or Distinction.

The EDA Service that takes the paperwork hassle off your hands

You'll benefit from our partnership with EDA Apprenticeships Plus. They'll handle all the apprentice recruitment and management for you. They can employ the apprentice on your behalf and you 'host' them in your business, in return for a management fee of 10% of your apprentice's salary. EDA Apprenticeships Plus will offer salary guidelines but you should budget for a minimum of £185 a week for apprentices age under 18, and £215 for 18+ on a typical 40 hour week (8am – 5pm, Mon – Fri, with 1 hour unpaid for lunch).

What will my Trade Supplier apprentice learn?

- ✓ Overview of the UK's electro-technical sector and your organisation's role within it
- ✓ How goods and services flow between manufacturer and your customer
- ✓ Recognising the products, services and language used by your customers
- ✓ Serving customers and understanding their needs
- ✓ Taking orders and deliveries
- ✓ Communicating confidently with internal and external customers
- ✓ Effective listening and identifying specialist customer needs

To find out more, contact the EDA head office



020 3141 7350



training@eda.org.uk

EDA Product Knowledge Programme

12 distance learning modules to upskill your team

New & Exclusive: EDA Product Knowledge Programme

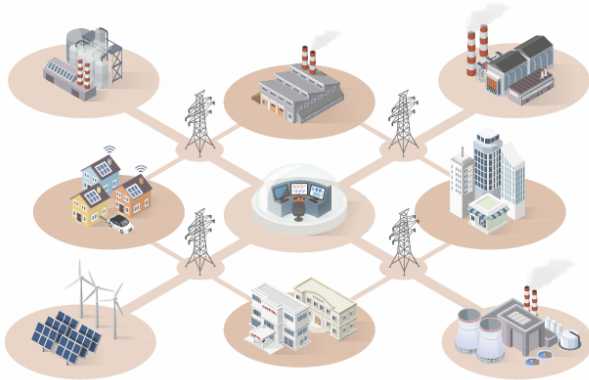
distance learning modules to upskill your team

Launching
first
4 of 12



INTRODUCTION TO THE PRINCIPLES OF ELECTRICITY

Part of the EDA Electrotechnical Product Knowledge Programme

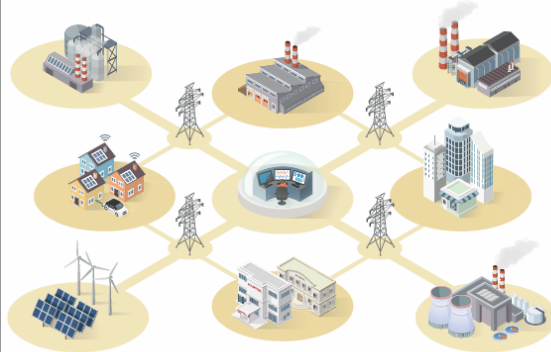


In partnership with
IET City & Guilds Accredited Programme



LIGHTING [INTRODUCTION]

Part of the EDA Electrotechnical Product Knowledge Programme

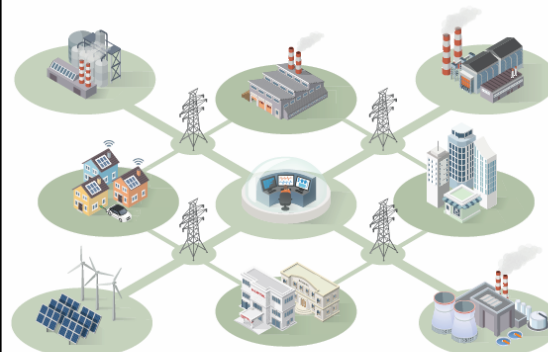


In partnership with
IET City & Guilds Accredited Programme



DISTRIBUTION, SWITCHGEAR AND PROTECTION

Part of the EDA Electrotechnical Product Knowledge Programme



In partnership with
IET City & Guilds Accredited Programme



WIRING DEVICES AND CONTROLS

Part of the EDA Electrotechnical Product Knowledge Programme

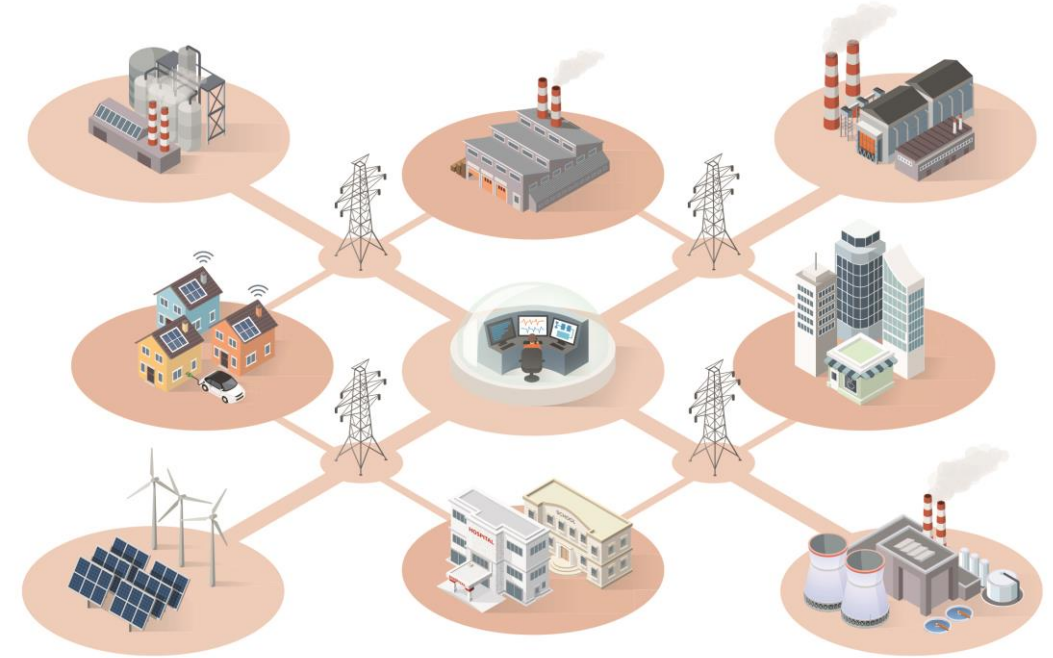


In partnership with
IET City & Guilds Accredited Programme

Brand new and exclusive! EDA Product Knowledge Modules

Your choice of 12 distance learning modules to upskill your team

Choice of 12 modules	Availability
Introduction to the Principles of Electricity	Launching June
Wiring Devices and Controls	Launching June
Lighting (Introduction)	Launching June
Distribution, Switchgear and Protection	Launching June
Fire Safety and Security Systems	July
Renewables	July
Industrial Controls	July
Heating and Ventilation	September
Customer Service	September
Lighting (Systems and Controls)	September
Cables and Cable Management	September
IT and Data Infrastructure	November



Studying for success – IET assess, C&G certificate Level 2

- Distance learning: where, when and how you choose
- 10 weeks to complete module and assessment
- Tailored email encouragement
 - Manager
 - Learner
- At 8 weeks contact with Manager to order assessment

Jargon Buster

Our jargon buster boxes explain technical terms, or jargon that is used in the industry but that might be a bit unfamiliar at first. Knowing these terms will help you to understand your customers even better.

Activities

Throughout the book we'll suggest some activities for you to do. Obviously, these will be unmarked and they are up to you to complete. However, they are designed to reinforce what you will have read through, and to think further on some important topics. Doing the activities may well help you to succeed in the assessment.

Go the extra mile

We want you to feel confident about offering excellent customer service, so we've provided some tips for doing so in these boxes. We also suggest you find out who your main suppliers are, and talk to them about their key products.

Regulations

We've boxed up references to any formal requirements or regulations that may govern certain products or processes. We don't expect you to know any regulations by heart but it is useful to have some understanding of the wider context of the products you'll be selling.

Prices, Discounts and Enrolment Options

- £150 per module
- £145 for 2 - 4 modules
- £130 for 5 modules+

Flexible enrolment to suit your business and team

- One team member, one module
- One team member, multiple modules
- Multiple team members, same module
- Multiple team members, multiple modules

Brand new and exclusive! EDA Product Knowledge Programme

Your choice of 12 distance learning modules to upskill your team

- Two years in development
- Collaboration between manufacturers, wholesalers and independent lead authors

• **City & Guilds** | **Accredited Programme**

- Partners, the Institution of Engineering and Technology (IET)



EDA Product Knowledge Modules

Your first impressions and feedback



EDA Product Knowledge Modules

A distance learning programme to upskill your team

Lock-in your customer relationships with sparkling product know-how that helps your business stand out from the crowd.

Developed exclusively for EDA members and affiliates, the EDA's Product Knowledge Modules are designed to keep your team up-to-speed with the multitude of hi-tech products on the market, and boosts their confidence and credibility with your customers.

Developed by experts

It's taken us over two years to plan and develop the programme. That's because each module has been rigorously and carefully planned by working groups of wholesalers and manufacturers, led by an expert author. The EDA appointed the Institution of Engineering and Technology (IET) to help manage the production of the modules.

Flexible, convenient and with City & Guilds Accreditation

Your benefits:

- ✓ First four modules available from end June 2018
- ✓ Remaining eight modules will be released in batches throughout 2018 (see overleaf)
- ✓ Distance-learning workbooks mean study can be tailored around business and home commitments, with no ties to college or a computer
- ✓ Open-book assessment with opportunity to secure a Pass, Credit or Distinction
- ✓ You choose only the subjects you or your team need, whether that's one module or all 12
- ✓ Exclusive to EDA members and affiliates
- ✓ City & Guilds accredited programme status



Hot off the press: four brand new modules available from end of June 2018

The first modules to launch are:



The Component Choosing Programme is a distance learning programme designed to help you and your team to choose the right components for your customers. It is a not-for-profit organisation and its income is not for the private inurement of any individual. It is a limited liability company (2045474) and is a not-for-profit organisation. It is not a company and its income is not for the private inurement of any individual.

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Hot spots, glare and flicker to optical control

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Jonathan Lim
Regional Product Category Manager

THORN
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What are the expected changes?
What's the impact on the wholesaler?

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Q&A

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