

# EDA leads first-time delegation to Frankfurt's Light+Building 2018

Light+Building is a hi-tech global village where for six days shuttle buses and travelators transport 217,000 visitors around 11 exhibition halls. Leading manufacturers use this Frankfurt event to launch new products and technologies.

In a packed two-day programme of guided tours and stand visits, an EDA-led visiting delegation of senior wholesalers and influential contractors from the Presidential teams at the ECA and SELECT, experienced the very latest technologies and trends which could create huge opportunities for them and the wider UK supply chain.

The EDA programme – on Tuesday 20 and Wednesday 21 March 2018 – was designed to support those affiliated members that exhibit in Frankfurt, combined with as many networking opportunities as possible, including a popular (indeed over-subscribed) LIA-sponsored dinner on the Tuesday evening.

'Awe-inspiring', 'eye-opening' and 'blister-inducing' are just some of the words used by delegates to describe their experiences at the exhibition.

In this supplement you can look back over the programme but for the real buzz of Light+Building you really do need to experience it first hand.



▲ In addition to Presidential teams from the ECA and SELECT, wholesaler delegates represented these businesses:

- 3 Line Electrical Wholesale (AWEBB)
- AWEBB
- BEMCO (ANEW)
- CEF
- Edmundson Electrical Ltd
- E.D.S. Electrical (IBA)
- FEGIME
- Grant & Stone Ltd (ANEW)
- KEW Electrical (FEGIME)
- Phase Electrical Wholesale Ltd (FEGIME)
- R&M Electrical Group Ltd (ANEW)
- Stearn Electric Company Ltd
- Rexel UK



◀ **Studying the programme** Getting ready to navigate the 11 exhibition halls.

▼ **On the right track** Waiting for the morning train to Messe Frankfurt. Public transport's a must because taxi demand is high.



# Two-day packed programme – all the latest high-tech advances for wholesalers

In July 2017 the EDA Board approved the first UK visiting delegation of wholesalers and contractors to Light+Building. With hotel accommodation in Frankfurt at a premium, planning began immediately. Supporting the Association were the European Union of Electrical Wholesalers

(EUEW), making key introductions behind the scenes and generously providing a welcome lunch for our delegates, and the LIA, which sponsored the networking dinner on the Tuesday evening.

With 2,700 exhibitors from 55 countries, it's clear why it's a six-day show. The EDA's two-day

programme needed to cover as much ground as possible and the 20+ EDA affiliated members that were exhibiting stepped forward to offer tours, briefings, demonstrations and hospitality. A big thank you for the hospitality we received.

Light+Building is the place to be for forward-think-

ing wholesalers, contractors and specifiers. Demonstrations and experiential tours let delegates experience the latest technology and trends.

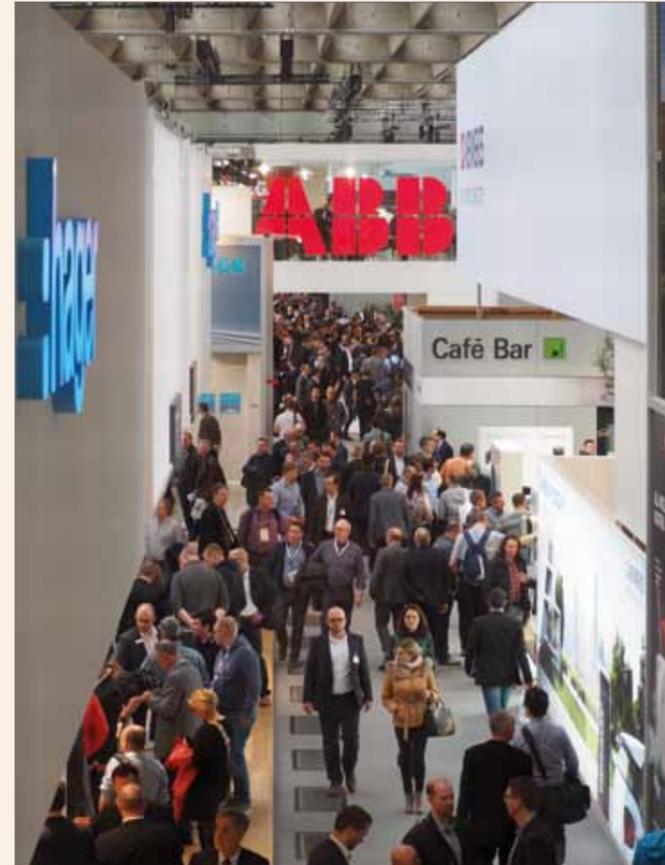
Delegate feedback has been positive: all want to return in 2020 with a larger group, and spend longer at the show.



▲ **Hi-tech innovation** Getting the guided tour at LEDVANCE are (L-R) Nick Wiggins, Edmondson Electrical Ltd; Kevin Griffin, SELECT President; Kenny Duncan, SELECT Vice President

**2,700**  
EXHIBITORS  
ATTENDED IN  
2018

▼ Opportunities to welcome old friends, and make new contacts



▲ **Super-sized** 217,000 visitors, 2,700 exhibitors from 55 countries. Many manufacturers invest millions of pounds in their L+B presence.



▲ **Virtual reality** Mark Lambert, AWEBB's CEO, explores a different dimension on the Siemens stand.

**260K**  
SQUARE METRES  
OF STAND  
SPACE

▼ **Reconnecting** Alan Reynolds FlntSMM, CEO at Fegime UK, deep in discussion with Nathan Ennis, General Manager at Sylvania



ECA and SELECT teams get together on the ZVEH stand (left to right): Steve Martin, ECA's Director of Technical; Jim Pridham, ECA's Incoming President; Dave Kieft, ECA's, Immediate Past President; Kevin Griffin, SELECT's President; Dave Forrester, SELECT's Head of Technical Services; Kenny Duncan, SELECT's Vice President

**“To say it was an eye opener is an understatement, it was actually awe inspiring and they can certainly put on a show – we have a lot to learn from it in the UK”**

**Dave Kieft**, Immediate Past President, ECA, and Director of RDM Electrical & Mechanical Services



▼ **At the LIA sponsored dinner on Tuesday night** 72 people networked over dinner sponsored by 15 LIA members. Among the guests were (from left to right ) Simon Barks, EDA President; Dr Hans Henning, Executive Director, German Association of Electrical Wholesalers VEG; Kevin Griffin, President of SELECT, and Dave Ribbons, President of the LIA.



# Affiliates welcome delegates for tours



▼ The EDA programme included visits to as many affiliated manufacturer stands as possible. Delegates' pedometers recorded in excess of 15,000 steps a day.

▼ Such was the scale of many of the stands affiliated manufacturers used headsets to give delegates a fully immersive tour experience. Highly knowledge product experts held briefing sessions for delegates, taking time to explain the products being showcased.



## COMING SOON: LIGHT+BUILDING 2018 – THE MOVIE

You'll be able to view our videos about the EDA-led visit. Please bear with us as we edit the footage and join us on the EDA's YouTube channel.

Search for:  
Electrical Distributors' Association EDA



## LOOKING TO 2020

The EDA is likely to repeat its attendance at Light+Building in 2020. For more information please contact Margaret Fitzsimons, CEO at the EDA on 020 3141 7350, or email [margaret.fitzsimons@eda.org.uk](mailto:margaret.fitzsimons@eda.org.uk)

### Supporting EDA affiliates exhibiting at L+B

ABB Ltd  
Aurora Ltd  
BEG (UK) Ltd  
Eaton Electric Ltd  
Electrium Sales Ltd – A Siemens Company  
Fern-Howard Ltd  
Gewiss UK Ltd  
Hager Ltd  
Kosnic Lighting Ltd  
LED Group - Robus  
LEDVANCE Ltd  
Legrand Electric Ltd  
Lutron EA Ltd

Megaman (UK) Ltd  
Megger Ltd  
Palazzoli (Lewden)  
Philips Lighting – now Signify  
Prysmian Cables & Systems Ltd and Draka Ltd  
Reggiani Ltd  
Schneider Electric Ltd  
Sylvania  
Thorn Lighting - Zumtobel Group Lighting (UK) Ltd  
Trench Ltd - OBO Bettermann  
WISKA UK Ltd