



Bigger and better: Awards Dinner breaks records

The Association's annual event sets records for attendance – and for the generosity of the charitable contributions



Some 560 people attended March's black tie dinner at the InterContinental Hotel in Park Lane, London, making it the biggest in the Association's history.

The bumper crowd at the Association's flagship event this year saw Charlie Lacey, MD at Stearn Electric Co Ltd, take over the role of President from CEF's Chris Ashworth. Guests were entertained by Rugby player turned film star Martin Bayfield, who also presented this year's Investor in Training Awards. Turn to our special four-page feature to find out who won what.

Strength to strength

EDA CEO Margaret Fitzsimons (left) opened proceedings with a vote of thanks to wholesalers: 'Thank you for supporting the EDA by using this event to entertain your

important suppliers year after year. You do this in grand style and everyone here tonight is grateful for your generous hospitality.

'So many industry dinners have died a death over the years but the EDA dinner goes from strength to strength and that is because of your support.'

New President

After formally accepting the Presidential Chain, Charlie Lacey praised the Association's outgoing President, Chris Ashworth, saying: 'He's effectively served nearly two full terms in office, so he's given four years of his time to the Presidency of the EDA.

'Chris' tenure started before the pandemic and he steered the Association through the most

Turn to page 2 ▶



FROM THE BOARDROOM

At the EDA's AGM on 9 March, I was honoured to take over the role of President from CEF's Chris Ashworth. David Moore of Medlock Electrical Distributors, is the EDA's new Vice President.

Chris is a passionate advocate of professional training – a passion I share. Work is under way to adapt our award-winning Product Knowledge Modules into an online training option with videos and interactive learning. The most popular modules are going digital first, and all 12 should be available later this year.

As President, I encourage you to engage with all areas of our work. In particular I hope to see EDA businesses attend our online and in-person events where the EDA Team shares so much crucial information.

One of our key activities since 2020 has been the digitalisation of the sector through the EDATA data pool. EDATA is the most effective channel through which to share product information with wholesalers, and I hope wholesalers take advantage of their free access to EDATA and use its Product Data Sheets during trade counter discussions and quotations.

As President I look forward to serving you, our valued Members and Affiliates.

Charlie Lacey
MD, Stearn Electric Co Ltd
EDA President

Latest Members and Affiliates

A warm welcome to new wholesaler member Flick Electrical Wholesale Ltd, a Member since 1 March 2023.

And the following businesses joined the EDA recently.

- Detection Supplies, Dunasfern, EU Fire and Security – all members of Norbain Holdings Ltd – joined from 1 January 2023.
- Thorn Lighting – part of the Zumtobel Group, joined from 1 February 2023.
- Rointe UK joined from 1 March 2023.



Bigger and better: Awards Dinner breaks records

◀ From front cover troubled waters it has probably ever sailed in with great dedication and commitment. We owe him a debt of thanks for his support, wise counsel and his contribution over the past four years.

'I only hope I can do half as good a job as Chris did – he's been exceptional as our President.'

Record breakers: Some of the 560 guests that attended this year's EDA Annual Dinner – a record for the event



◀ Changing hands: EDA CEO Margaret Fitzsimons, transfers the Chain of Office from CEF's Chris Ashworth to Steam's Charlie Lacey



Medal of honour: Charlie Lacey hands Chris Ashworth the Past President's medal



Largest donation in the history of EDA Annual Dinners: The evening's raffle helped raise a massive £9,805.00 for the Electrical Industries Charity – our biggest fundraising night ever. With the big cheque is Margaret Fitzsimons, CEO at the EDA (left) and Tessa Ogle, Managing Director/CEO from the Charity. Thank you to everyone who bought a ticket.



▲ The King: Ayca Donaghy, CEO at The Lighting Industry Association, gives the *Loyal Toast to His Majesty The King*



▲ Flying high: Derek McMillan, CEO of Ledvance Ltd for Benelux, the UK and Ireland, a guest of Rexel UK, with the drone he won in the raffle.

Walter Balmford 1929-2023



Walter Balmford MBE, Former President of the Electrical Wholesalers' Federation, died on the morning of 28 February 2023. He was 93.

He was President of the Federation, the forerunner of the Electrical Distributors' Association, in 1975. He was an Honorary Lightmonger and Past Master Emeritus, and received an MBE for services to Training and Education in the 2017 Queen's New Year Honours.



▲ Hot topic: The Association's guest speaker was Pamela Bingham, CEO of Glen Dimplex Heating & Ventilation, who spoke about the dangers of climate change.

EDA welcomes its 93rd President

Charlie Lacey, MD at Steam Electric, steps into the EDA's top role, and will continue the work of his predecessor, Chris Ashworth of CEF

Charlie Lacey, Managing Director at Steam Electric, is the EDA's 93rd President. He takes over from CEF's Chris Ashworth and will lead the Association for the next two years.

He joined the EDA Board in July 2018 and has served as Vice President since December 2019.

Challenging times

Paying tribute to his predecessor, Lacey said: 'Chris has led the Association through one of its most challenging times – the Covid pandemic and repeated lockdowns.'

'Chris is a passionate advocate of access to professional training, a passion I share. Under his presidency the award-winning 12 EDA Product Knowledge Modules are being adapted from printed textbooks into a digital training option.'

'One of our key activities since 2020 has been to help our members and affiliates with the digitalisation of the sector through the growth of EDATA, the data



▲ Charlie Lacey opens The Learning Achievement Awards 2023 at The Shard. Turn to page 7 for full details of all the trophy winners.

pool. The data pool is the most effective channel through which to share product information.'

Meanwhile, David Moore, Director at Medlock Electrical Distributors, who joined the EDA Board in March 2022, becomes Vice President.

ent. Mark Ashworth, Director at ABM Electrical Wholesale Ltd, joins the Board as the representative for The IBA Buying Group, taking over from Simon Booth of ETC Electrical Supplies, who has served on the board since March 2019.



▲ David Moore is the Association's new Vice President



▲ Mark Ashworth represents The IBA Buying Group

Nine more achieve top EDATA standard

Congratulations to the latest manufacturers to achieve EDATA Gold Standard for high quality product data in EDATA, the electrotechnical sector's data pool.



These leading brands have achieved Gold since October 2022:

- Red Arrow Electrical Ltd
- Eaton
- Termination Technology
- DG Controls
- Vent-Axia
- Manrose
- WAGO
- Airflow
- Marshall-Tufflex

The number of manufacturers with Gold is now 31, and 61 leading brands are signed up to EDATA.



Going for gold: book your FREE training

The EDA is running a series of free one-day training workshops, in groups of 10-12, for manufacturers that create and manage product data. Wholesalers working with product data should consider attending.

The training is delivered by EDA product data experts Richard Appleton, Head of Digitalisation (below left), and Javier Garcia, Data & Onboarding Manager (below right).



Topics include the importance of high-quality product data, best practice for product descriptions and images, and understanding the ETIM data standard.



There are sessions on how to use the ETIM Content Management Tool and digital assets, including Photoshop tips and tricks.

Workshops take place on the following dates:

- 19 April, Newbury
- 31 May, Huddersfield
- 13 September, London
- 1 November, Location TBC

Book at www.eda.org.uk/levent or call 020 3141 7350

DIGITALISATION & PRODUCT DATA NEWS IN BRIEF



For help with digitalisation, call Richard Appleton, EDA Data Services, on 020 3141 7350.

Results of Digitalisation Survey coming soon



In Autumn 2022 we launched an in-depth market research programme into the state of digitalisation in the UK electro-

technical supply chain. EDA Wholesalers and Manufacturers were invited to complete an online questionnaire, followed by in-depth telephone interviews. The findings make fascinating reading and we're just putting the finishing touches to the research report. You'll be able to download a PDF from our website soon.

Is it time to adopt ETIM MC in the UK?

ETIM MC (Modelling Classes) is a simple, cost-effective and technology-independent way for manufacturers to create and maintain 3D BIM objects of their products. ETIM MC complements the standard ETIM product classification and is gaining ground rapidly in several European markets. Share your views, email richard.appleton@eda.org.uk

Book a place at our Data Quality Training Workshops

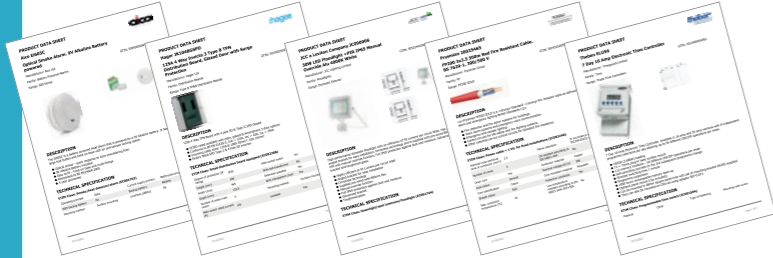
Why is high-quality product data so important? What's best practice for product descriptions and images? How do you shine a light on the technical performance of your products?

All this, and more, is covered in our one-day in-person Going for Gold Data Quality Training Workshops. They are free to attend for EDA businesses and anyone involved in the creation and management of product data would benefit from attending. For more information – and to register – visit the event section of the EDA's website at www.eda.org.uk

Wholesalers flock to sign up for EDATA pilot scheme



Now a national roll out: All EDA Wholesalers can access the EDATA data pool for free. Call the EDA 020 3141 7350



More than 100 wholesaler branches have signed up to a small-scale pilot of Dynamic Data Sheets, an initiative from the EDA's EDATA Data Pool that gives wholesalers free and instant access to more than 160,000 full-colour product data sheets.

Richard Appleton, Head of Digitalisation at the EDA, says: 'The demand for access to EDATA's Dynamic Data Sheets has been fantastic and it quickly became apparent that our pilot programme was quickly turning into a national roll-out.'

'Wholesalers run busy trade counters and it takes time to contact each manufacturer separately to request product information. EDATA Data Sheets solve that problem by giving wholesalers access to 160,000 products in just a few clicks. All wholesalers need is internet access, plus an EDATA password that we can give them very quickly.'

Data on demand

EDATA Data Sheets are created on demand by pulling in the latest product information and product images from the EDATA Data Pool. Wholesalers can print out the data sheets, which follow a standard template, or email them to their contractor customers, who may wish to use them as part of a submittal or an operations and maintenance manual for their clients.

'The EDATA portal is easy and intuitive to use,' says Appleton, 'but we are also running regular virtual training sessions for anyone who'd like a guided tour.' Wholesalers that

are interested can find the dates and times in the Event section of the EDA website at www.eda.org.uk.

Margaret Fitzsimons, CEO at the EDA, added: 'The concept of an industry data pool where trading partners can obtain, maintain and exchange information about products in a standard format and access it in one place is relatively new to the UK.'

Big plans

'EDATA only launched in 2020 and has come a long way in a short time. Our Digitalisation Division, headed by Richard Appleton, has big plans for 2023 and the roll-out of EDATA Dynamic Data Sheets to wholesalers is a significant development. Wholesalers can access free product data in Dynamic Data Sheet format or they can download the data in bulk and incorporate it into their business systems or websites.'

Javier Garcia is the EDA's Data & Onboarding Manager, and he is working with manufacturers to help them create the best quality and most complete data in the electro-technical sector – and to make it freely available to wholesalers through the EDATA Data Pool.

'There are more than 50 leading brands in EDATA at present,' he says, 'with more approaching us every week asking for more information. Not only will the number of products continue to grow but the quality of the data that is key to EDATA's success will improve as manufacturers work to obtain our Bronze, Silver and Gold data standards.'

EDATA 101

Data Pool A centralised repository of data where trading partners can obtain, maintain and exchange information about products in a standard format.

EDATA The UK's data pool for the electrotechnical sector, created by the EDA in 2020. It is industry-owned and run as a not-for-profit. A Steering Group of wholesalers and manufacturers guides its development.

Inside EDATA There are three types of data inside EDATA, with more in the pipeline:

- **Manufacturer Master Data** The basic data that enables an individual product or SKU (including manufacturer's part number and GTIN or bar code number) to be identified. It also includes product descriptions and marketing information.
- **Digital Assets** Including pictures showing the product at different angles, installation and maintenance instructions, certificates and so on.
- **Technical Attributes** Data structured in accordance with the ETIM standard showing a product's technical and performance attributes.



Gold Quality Product Data

To acknowledge the efforts that manufacturers have made to prepare product data, EDATA awards the Gold Standard when data clears set benchmarks.

During 2023 the EDA is running a series of Going for Gold Data Quality Training Workshops, see page 3.

Free to wholesalers Manufacturers pay a subscription to syndicate their data through EDATA. It is free for EDA wholesalers to access.



Investors in Training honoured for their work

Rugby star turned film star Martin Bayfield hosted the Association's annual Education & Training Awards in front of more than 500 guests at the Association's flagship Annual Awards Dinner on 9 March at Park Lane in London.

Winners of the EDA Investor in Training Awards are hand picked from thousands of managers in wholesaler and manufacturer businesses across the UK for their impressive commitment to developing their teams using the Association's module and apprenticeship programmes.

Building great careers

Martin presented the trophies alongside EDA President Charlie Lacey, Managing Director at Steam Electric Co Ltd, and John Henry, Managing Director at Award sponsor EDA Apprenticeships Plus. Charlie Lacey said of the winners: 'These Awards show the fantastic commitment by this sector to the development of its people.'

Margaret Fitzsimons, CEO at the EDA, added: 'It is gratifying to be able to publicly praise the work of these managers who work so hard to give their teams the opportunity to develop their professional skills and to build great careers.'

'In August 2022 our Product Knowledge Mod-

ules were honoured with an HRH Princess Royal Training Award. In January 2023 module orders were double that of the previous year. And

“These Awards show the fantastic commitment by this sector to the development of its people”

Charlie Lacey
EDA President

more EDA businesses are reaching out to bring new talent into their teams via the apprenticeship route.’



▲ Martin Bayfield entertains guests at the Awards ceremony in the InterContinental Hotel

IN PICTURES... INVESTORS IN TRAINING



Mark Watts, Trade Counter Manager for Rifina Electrical Distributors in Tewkesbury, part of the AWEBB buying group, with his trophy.

Andy Guy is Managing Director of Links Electrical Supplies in Newtown, Powys, part of the AWEBB buying group.



Joe Van Der Westhuizen, Branch Manager at the Redcow, Dublin branch of CEF.

INVESTORS IN TRAINING 2023



Don Carron, Profit Centre Manager at the Twickenham branch of Edmundson Electrical Ltd, with his trophy.



Branch Manager **Jamie Ling** of BEW Electrical Distributors Ltd in Peterborough collects his trophy. BEW is part of the Fegime UK buying group.



Barry Dunne Branch Manager at Ballymount in Dublin for Kellihers, part of Rexel UK Ltd, and his trophy.



Ross Graham is the Profit Centre Manager of the Bristol branch of UK Spares, part of UK Electric Ltd.



Also invited to the stage to receive a Highly Commended Investor in Training Certificate was **Giovanni Baccini**, Managing Director at Lewden.

Paul Jenner, Chief Executive Officer of The IBA Buying Group, collects the trophy on behalf of **Ray Morris**, Managing Director of Electric Light Co Ltd in Stoke-on-Trent, which is part of The IBA Buying Group. Ray was unable to attend.

Daniel Butterfield, Group Director, Shoal Group (Cablecraft, FS Cables, and Specialised Wiring Accessories).



Ebony Shuttleworth, Head of Distribution Sales at Kingfisher Lighting Ltd, with her Highly Commended Investor in Training Certificate.



Bright sparks awarded for training excellence

Thirteen individuals from wholesaler and manufacturer businesses across the UK were rewarded for their outstanding achievements in an Apprenticeship and the EDA Product Knowledge studies at the Electrical Distributors' Association's Learning Achievement Awards.

The Awards – now in their ninth year – took place at the Shard in London on 10 March. The trophies were presented by EDA President Charlie Lacey, Managing Director at Steam Electric, and John Henry, Managing Director at sponsor EDA Apprenticeships Plus, which runs the Association's Apprenticeship Service.

Family and friends

Margaret Fitzsimons, EDA CEO, said: 'A high point in the EDA calendar in every sense, this event at the Shard brings together not only the trophy winners and their business colleagues but also family and friends to share their moment in the spotlight.'

'This year it is particularly rewarding because we're looking back on individual achievements from the past 12 months, and it was in 2022 that our Modules won the prestigious Princess Royal Training Award.'

Select group

'It's very pleasing to recognise those who have studied every one of our 12 EDA Product Knowledge Modules, achieving at least 10 distinctions in the process. They join a very select group of EDA learners. During 2022 Stephen Harris, Paul Carter, Lauren Notton, and Phoebe Avenell joined the group – they are all great ambassadors for the EDA's training.'

A Award for outstanding achievements in an Apprenticeship

M Award for outstanding achievement in EDA Product Knowledge studies

The view from The Shard, the home of the EDA Learning Achievement Awards ▶



IN PICTURES... LEARNER WINNERS



Emma Baggott of R&M Electrical Group Ltd in Bristol was unable to attend the lunch at The Shard to collect her EDA Award in person. R&M Electrical is part of the ANEW buying group, so stepping up to the winner's podium instead is Samantha McFall, CEO of the ANEW buying group, and David Moore, of Medlock Electrical Distributors. David is also Vice President of the EDA and the ANEW representative on the Board.



Charlie Christie from Central Electrical Distributors in Braintree, Essex, collects his Award for both an outstanding performance in an apprenticeship and EDA Modules. Collecting the Award with him is Branch Manager, Scott Christie (second from left), who is also Charlie's dad although Scott made it clear that Charlie gets no preferential treatment – quite the reverse!



Ben Ray of CEF Cramlington collects his Learning Achievement Award from EDA President Charlie Lacey. To Ben's left is the Cramlington Branch Manager, Andy Smith.



Jamie Cooper of Edmundson Electrical Ltd's Brierley Hill branch in Dudley, West Midlands wins for an outstanding performance in an apprenticeship and EDA module studies. Collecting the Award with him is his Manager, Tim Follows (second from left).

IN PICTURES... LEARNER WINNERS



Alice Baldwin, Training and Development Coordinator at Edmundson Electrical Ltd, collected the EDA Learning Achievement Award on behalf of **Zack Thorpe** (inset), who was unable to attend. Alice is pictured here with John Henry (left), MD at EDA Apprenticeships Plus and EDA President, Charlie Lacey, MD at Steam Electric Co Ltd



Phoebe Avenell collects her Award for an outstanding performance in the EDA Product Knowledge Modules. Phoebe has achieved the maximum 12 Distinction Grades and joins the exclusive and growing club of people who have achieved the best possible results (see below). Pictured with Phoebe is MD of 3 Line Electrical Wholesale, Keith Avenell.



All the way from Bristol, Termination Technology's **Jordon Tuck** collects his Award for outstanding performance in both his Apprenticeship and EDA Module studies. Jordon is accompanied by Termination Technology's Commercial Director Steve Parry (second from left). Termination Technology is doing well: Steve picked up an EDA Investor in Training Award at our 2021 Annual Awards Dinner.



Fresh from collecting his own EDA Investor in Training Award at our Annual Dinner the night before, is Barry Dunne (centre). Barry, Branch Manager at Kellihers Electrical in Dublin, collected an Award on behalf of **Emmet Gaule** who works at Kellihers' Waterford Branch. Emmet was unable to attend. A successful couple of days for Kellihers, part of Rexel. We hope Barry has space in his luggage for two trophies!



Lauren Fuller of ZLT Electrical in Ashford, collects her Award for her outstanding achievement in EDA Product Knowledge Module studies. Rob McCulloch (second from left) Branch Manager, at Ashford-based ZLT joins Lauren on the winner's podium.



Matthew Bradley of QVS Electrical Supplies in Huntingdon collecting his Award for Distinction grades in his module studies with QVS General Manager, Robin Scott (right).



Further Learning Achievement Trophies were awarded to those who have studied all 12 EDA Modules, achieving at least 10 Distinctions. The high achievers for 2023 are (from left to right): **Paul Carter** of 3 Line Electrical Wholesale, Norwich, part of the AWEBB buying group; **Phoebe Avenell** of 3 Line Electrical Wholesale; **Stephen Harris** from Midlands Electrical & Lighting Ltd, Northampton, part of the Fegime UK buying group; and **Lauren Notton** (inset) of R&M Electrical Group Ltd, Bristol, part of the ANEW buying group. Unfortunately, Lauren could not attend on the day.

Visit www.eda.org.uk to view the photos from the Investors in Training and Learning Achievement events.



A big thank you to our Awards sponsors

Both the EDA Investor in Training Awards and Learning Achievement Awards would not have been possible without the generous sponsorship provided by EDA Apprenticeships Plus, the organisation that manages the Association's Apprenticeship Service.



Learn more about the products you sell – virtually

A series of online sessions from the EDA promises to bring learning about electrotechnical products to life



The EDA has launched a new On-line Tutorial Programme for apprentices, module learners or anyone else who wants a better understanding of the products sold in the electrotechnical sector.

The On-line Tutorial Programme consists of five 30-minute Zoom sessions, each presented by an expert in their field. If you miss a session, or want a recap, the sessions are recorded.

Free to attend

The sessions are free to attend. This is the programme planned so far:
 • Tuesday 14 February, recording available. An Introduction to EV Charging; Joseph Ellwood, ABB – E-mobility UK Ltd
 • Tuesday 28 March, 11am. Get Smart – Embrace the Future of

Heating; Mark Sheridan, ATC Ltd
 • Tuesday 18 April, 10.30am. The Basics of Domestic Fire and Carbon Monoxide Detectors; Duncan Orr, Aico Ltd
 • Wednesday 17 June, 2.00pm. New and Emerging Technology in the Electrical Wholesale Sector; Luke Osborne, Electrical Contractors' Association (ECA)
 • Wednesday 14 June, 2.00pm. Electrical Connectors and Crimping Conforming with BS7609 British Standard; Mark McKeown, Cembre Ltd.

For details, go to the Training and Apprenticeships section at www.eda.org, or call 020 3141 7350.

BOOK NOW FOR THE ASSOCIATION'S NEXT TRADE COUNTER MERCHANDISING COURSE

Booking is open for the Association's next trade counter merchandising course in June.

The one-day, in person training is hosted by FS Cables at St Albans in Hertfordshire on Thursday 29 June.

This training course was created specifically for EDA businesses, and is suitable for both EDA Wholesalers and Manufacturers.

Turn your trade counter into a sales machine: learn how great merchandising can boost sales with this one-day course created specifically for EDA businesses

Our purchasing decisions are not as rational as we might think. It is often a subconscious process, de-



veloped through learned behaviour over time.

Retailers have used tried and tested merchandising techniques to boost sales for decades.

Now EDA businesses can learn from their hard-won experience and apply the art and science of great merchandising to turn their sales to the max.



Apprenticeship Guide for Managers

Download your copy of our essential guide to the way apprenticeships work – the myths, the facts and how your business can benefit from the EDA's Apprenticeship Service. To download your copy, visit www.eda.org.uk, or call the team on 020 3141 7350.



“People shop in different ways, and the way you set out your shop and shelves impact on how they do this”

Course Delegate

NVC Lighting helps to drive down energy bills with new products

NVC Lighting Ltd has launched high-output, low-energy downlights for a range of applications. They all have a seven-year warranty – which covers emergency batteries.

WESTMINSTER and WASHINGTON are large downlights (200mm cut-out) available in 12, 20 and 30W versions for commercial projects. They are both IP54 rated, making them dust and water resistant in most commercial areas.

WESTMINSTER offers efficiency up to 122 luminaire lumens per circuit watt. It has a TP(a)-rated diffuser, so in most applications UGR will be less than 21. It has a medium beam angle of 65 degrees for high light uniformity.

WASHINGTON offers efficiency up to 138 luminaire lumens per circuit watt. Its shallow recessed TP(a)-rated diffuser gives a wide beam angle of 100 degrees for high light uniformity. Both are available in emergency lighting variants.



For applications where hundreds of fittings are required – such as residential, student accommodation or care home projects – NVC has introduced MIAMI, MERCURY and VENUS downlights that have been designed to be simple and fast to install with a wealth of installer-friendly features that save time, reduce the number of tools required and minimise waste disposal issues.

nvcuk.com

Switch and socket boxes suit multiple applications

Cable management manufacturer **Marshall-Tufflex** offers a range of Universal Switch and Socket Boxes that have been designed as a simple solution for a variety of applications.

Installers can use the boxes with conduit or mini trunking, thanks to the inclusion of knockouts for both products. Options include square or rounded corners in single or twin gang configurations. The boxes are 32mm deep with 44mm-deep boxes to be introduced in the spring.

The boxes have one knockout for 25 x 16mm mini trunking and one for 20mm conduit. The twin gang boxes have three knockouts for mini trunking and three for conduit. This gives users a number of options regardless of where the box is

installed and the required cable feed entry point.

For over 80 years, Marshall-Tufflex has been pioneering plastic extrusion in the UK and leading the way in areas of product innovation, especially when it comes to using recycled material.

www.marshall-tufflex.com



Management changes at GreenBrook Electrical



Following the appointment of **Peter Ratcliffe** (left) as MD, **GreenBrook Electrical** has added to its senior leadership team with the appointments of **Kelvin Drinkwater** (centre) as Sales Director and **Lee Woolaway** (right) as Commercial & Operation Director.

Both appointments are backed by years of experience in the industry. The new team will enable GreenBrook to grow its business with a strong management direction across the GreenBrook, PowerBreaker and Norslo brands. The company is looking forward to the positive impact these appointments will have.

greenbrook.co.uk

Empower remote teams with information on demand

Intact Software, provider of business management and ERP software to the electrical industry, has launched the Intact Access 2.0 mobile app to revolutionise the way remote teams interact with their business management systems.

A seamless link to back-office software means sales reps, delivery teams, warehouse operatives and management can access information to help them make more informed decisions.

A powerful tool that goes beyond viewing and capturing data, Intact Access 2.0, lets users view live pricing, add and approve key processes such as sales quotations, stock adjustments, report delivery exceptions and more.

Built using the latest technology, Intact Access 2.0 has been designed to future-proof your business and ensure you stay ahead of the curve.

Using the power of mobile enhances the productivity and efficiency of the workforce by delivering exactly what they need, whenever they need it. Intact Access 2.0 is an essential mobile tool for any modern enterprise, offering intuitive

Wi-Fi heating for ultimate control

ATC Ltd has launched the iLifestyle, its first Wi-Fi electric radiator, giving users controls wherever they are. The company's advanced PID Intelligent Control technology ensures the radiator is energy efficient, with temperature accuracy to 0.2°C.

The radiator has Open Window Technology, which detects a fall in temperature caused by open windows, and suspends any programmed heating to avoid energy waste.

Using the Adaptive Start Feature, users can program the heater to turn on and heat certain rooms at certain times to suit their schedule. Program the desired temperature and it will calculate the time needed to reach that temperature.

The iLifestyle Wi-Fi Radiator is suitable for use in kitchens, living rooms, dining rooms and offices. It is available in sizes from 500 to 1,800W.

ATC's technical team offers a bespoke heating design service.

atcelec.co.uk



functionality and future-fit features at a time when business practices are evolving like never before.

As well as integrating with Intact iQ and Intact Xline, Intact Access 2.0 works alongside Intact's e-commerce solution Intact Cliq and its Business Metrics and Transport Scheduler modules.

www.intactsoftware.com



A new generation of consumer units

Contactum, which was founded in 1936, has always based its values on quality and safety underpinned with the knowledge that design is everything.

With the technical expertise of its parent company alfanar, Contactum has continued this tradition with Defender 2.0, adding exceptional aesthetics to blend into modern living environments, coupled with outstanding features and benefits to aid designers, installers and specifiers.

The Defender 2.0 range of consumer units has been designed to seamlessly blend in with modern living environments while offering enhanced safety and compliance with the 18th Edition Wiring Regulations BS7671: 2018.

All Defender 2.0 consumer units are packed with enhanced features and benefits. They are tested by a third party in accordance with BS EN 61439-3: 2012, including Annex ZB, up to 100A



(InA) rated. Type A RCDs and RCBOs in standard, surface and flush-mounted versions are available – up to 24 modules single row, and up to 44 modules dual row.

www.contactum.co.uk

Rugged, robust and reliable ventilation

With ventilation being one of the most important factors in creating a pleasant ambience in a restaurant or pub, electricians will want to reassure publicans that upgrading ventilation in their premises is not a big job.

Wholesalers can help by providing them with the right product. They should stock robust and reliable fans that offer good airflow, quietly and efficiently. Also, ease of installation and replacement saves time on site, cutting costs and making them popular with installers.

With outdated, ineffective ventilation in some pubs, landlords will be relieved to know that it's simple to replace traditional fans with modern alternatives that will reliably supply effective ventilation. **Vent-Axia's** Lo-Carbon T-Series Fan range can simply replace traditional commercial extract/supply fans with a low-carbon alternative – the products are compatible with existing fan sizes, so they can be replaced easily.

Available in 6, 7, 9 and 12-inch options, the range includes wall, window, roof, panel and inline variants, as well as variable fixings to help with different window and wall thicknesses, making installation simple. And if an older model T-Series needs replacing like-for-like, refitting takes less than five minutes, a major selling point for wholesalers.

www.vent-axia.com/tseries



Lever Wire Connectors for fast installation

The **IDEAL Industries** Gen II Lever Wire Connector range is developed for use in applications up to 32A, and is suitable for joining solid, stranded or flexible conductors.

Connectors are available in 2, 3 or 5-port models; are re-useable; and allow the use of multiple wires of different sizes and types in the same lever connector. Cables can be secured in seconds, with no screwdriver or crimping required, using a simple strip, push, connect action.

All Gen II models can be used with solid, stranded or flexible wires up to 4.0mm². Each connector has a built-in wire strip guide to enable installers to check the correct stripping length. Solid wire can simply be pushed in with no need to lift the lever.

The Gen II Lever Wire Connectors have been developed after extensive research with electrical professionals. For example, the levers have been designed to open in the opposite direction to the insertion port, locking the cables into position to prevent any accidental loosening or pull-out.

www.idealind.com/eu/en/shop/electrical/wire-termination-6/lever-1.html



LINIAN launches sustainable packaging



LINIAN has upgraded the packaging across its fire-rated cable clip ranges, switching from bags to boxes with no changes to product codes or pack quantities. Manufactured from environmentally friendly recycled corrugated cardboard, sourced in the UK, it can be easily recycled again. Each range has distinctive box colours to differentiate them and features a unique LINIAN quality seal.

FireClip™ Navy
SuperClip™ Grey
T&E Clip™ Light Blue
Coaxial Clip™ Black
NanoClip™ Red

To complement the new packaging, an informative label will help users choose the correct clip to suit their cable or conduit size and colour with the equivalent cleat size to make it easier too.

To find out more about the company's 18th Edition compliance, CE, UKCA rating, the Made in Britain logo and fire rating, look at the side of the box. Find step-by-step installation instructions, information on the available colours and sizes, and a QR code directing you to LINIAN's digital catalogue on the back.

The new packaging has won the highly coveted Made in Britain Sustainable Packaging award.

linianclip.co.uk

Quality, value and British



Made in Britain is an accreditation that helps buyers recognise a product is of excellent quality, is superb value for money and British made.

Kempston Controls is proud to have gained Made in Britain accreditation, and its MEM Classic Range of control panel and consumer unit products meets those expectations.

The range represents the best in circuit breaker technology.

MEM Classic 1, 2, 3 and 4-pole MCBs, available in Type B, C and D; its ever-popular RCBO pods that convert MCBs into RCBOs; and its durable RCCBs are some of the high-quality products that wholesalers can buy direct from the company today.

www.kempstoncontrols.co.uk

DIARY DATES FOR EDA MEMBERS AND AFFILIATES

Visit www.eda.org.uk for the latest details, or call 020 3141 7350.

Tuesday 25 April 2023

Talking Shop Zoom Dialogue
Virtual event for EDA businesses.
Held quarterly in 2023:
• Tues 25 July
• Tues 24 October
Register at www.eda.org.uk

Thursday 11 May 2023

EDA Regional Business Forum, Glasgow
Free for EDA wholesalers, manufacturers, solution providers and service providers.
Register at www.eda.org.uk

Thursday 11 May 2023

EDA Scottish Section, Sportsmans' Dinner, Glasgow
Call Maeve O'Dea on 0117 909 9550

Thursday 15 June –
Friday 16 June 2023

European Union of Electrical Wholesalers (EUEW), Business Convention 2023, Rotterdam
For EDA businesses committed to growing their business in Europe – join the UK delegation.
Call Nancy Adolpho on 020 3141 7355

Thursday 6 July 2023

EDA Manufacturers' and Wholesalers' Summer Event
An invitation-only event.
Visit www.eda.org.uk for more

Wednesday 27 September 2023

EDA Regional Business Forum, Cardiff
Free for EDA wholesalers, manufacturers, solution providers and service providers.
Register at www.eda.org.uk

Wednesday 15 November 2023

EDA Regional Business Forum, Bradford
Free for EDA wholesalers, manufacturers, solution providers and service providers.
Register at www.eda.org.uk

Wednesday 29 November 2023

Digitalisation Forum & Data Quality Awards, London
For all EDA businesses that want to use digital processes to improve business performance.
www.eda.org.uk

SECTOR NEWS

Universal sockets 'pose serious potential hazards'

BEAMA has published a pair of technical bulletins targeted at wholesalers and contractors that cover the use of universal socket-outlets and intumescent pads and covers.

Universal socket-outlets accept a number of plug types used in countries around the world. However, BEAMA cautions that their use 'introduces serious potential hazards including risk of electrocution and risk of fire'.

Intumescent pads and covers prevent fire spreading where walls, partitions or ceilings are penetrated when electrical accessory mounting boxes or associated enclosures are fitted. Such penetrations can reduce

the fire rating or integrity against the spread of fire.

Intumescent covers can be applied to other electrical equipment such as downlights where installation has penetrated the ceiling.

BEAMA warns that neither should be used unless they have been approved by the manufacturer of the corresponding wiring accessory.

www.beama.org.uk



Download the guides here:
<https://tinyurl.com/universal-sockets>
<https://tinyurl.com/intumescent-pads>

Time is running out for some lamps

The LIA has warned wholesalers that the European Union's latest announcement on RoHS, the restriction of hazardous substances, will affect the sale of lighting products, specifically lamps that contain mercury, in the UK.

It has set out the dates for the phase-out of various kinds of lamp in the European Union and in Great Britain. The EU published its review of RoHS exemption on mercury-containing lamps in February last year, and the UK's Department for Environment Food & Rural Affairs published its response in January.

The UK will have more time to implement the phase-outs than the EU. After the phase-out dates, certain types of lamp cannot be placed on the market.

The LIA's guide covers CFLs, T5 and T8 tubes, and SON lamps, but there is a more comprehensive list on the Defra website.

Wholesalers should remember

that lamps will often still be available from their suppliers after the phase-out dates until stock is exhausted. However, they should check whether LED retrofit lamps are available or if new light fittings will be needed.

Get the guide from the EDA at <https://tinyurl.com/lighting-changes>.

www.thelia.org.uk

The LIA's Guide to the latest announcement on RoHS

The EU published its review of RoHS exemptions on mercury-containing lamps on 24 February 2022 in the Official Journal of the European Union. Post Brexit, our industry awaited confirmation of the UK timetable, on Monday 30 January 2023. DEFRA published the Secretary of State's determination applicable to England, Scotland and Wales on the <https://www.gov.uk/government/consultations/rohs-exemptions>. The lamp type exemptions mirror the EU, but with extended implementation timescales as listed below.

Lamp Type	EU phase-out date (RoHS)	UK phase-out date (RoHS)
CFLs Non-integrated	24 February 2023 (RoHS)	1 February 2024 (RoHS)
CFLs Long life (< 30W, > 20,000h)	24 August 2023 (RoHS)	24 February 2025* (RoHS)
T5	24 August 2023 (RoHS)	1 February 2024 (RoHS)
T8 (2', 4' & 5')	24 August 2023 (RoHS)	1 September 2023 (eco-design)
T8 (other lengths)	24 August 2023 (RoHS)	1 February 2024 (RoHS)
T5/T8 Long life (> 20,000h)	24 February 2023 (RoHS)	1 February 2024 (RoHS)
SON Discharge (most)	24 August 2023 (RoHS)	1 February 2024 (RoHS)

The above lamp types cannot be placed on the market from the stated dates. This list only covers the most significant general lighting lamps, please check the [UK RoHS website](https://www.gov.uk/government/consultations/rohs-exemptions) for a comprehensive list.

- The above lamps will often still be available from your suppliers after these dates until stock is exhausted
- You should start planning for the future now:
 - Are LED retrofit lamps available or will new light fittings be needed?
 - Consult your supplier to check your options
- For further support on RoHS please contact rohs@thelia.org.uk
- * Date to be confirmed

theLIA

BEAMA round up

BEAMA says it is demonstrating its continued commitment to UK electrotechnical manufacturers and the supply chain with a number of appointments its value added services.

Policy team



Amy Collins has joined the Association as Head of Net Zero and Clean Technologies. She will help members show how much progress they have made towards Net Zero, and also work on policy areas including the Building Regulations.

Chris Moges-Beach has joined BEAMA as Policy Manager, leading the Association's environmental policy work and supporting staff in other areas.

Net-Zero Hub

BEAMA launched its Net-Zero Hub at the start of 2023. It says its members are at the heart of the transition to Net Zero and that it will support them as they set and deliver their climate and sustainability strategies, and guide them through transitioning markets.

Member services

Nick Hayler, BEAMA's Head of Building Electrical Systems, is taking on the extra role of



Director of Member Services. He will provide overall leadership of the various technology sectors and product groups in BEAMA, manage the services provided to members through their product group memberships, and oversee subscription structures.

www.beama.org.uk