

Expert panel links building safety to product data

Discussion chaired by Dame Judith Hackitt drew crowds at ETIM UK's digitalisation and building safety debate during Digital Construction Week

Standardised product data is essential to building safety, according to a panel of industry experts at Digital Construction Week 2023. The discussion was chaired by Dame Judith Hackitt, chair of the review of building regulations and fire safety in the wake of the Grenfell Tower fire.

ETIM is an international data model for the standardisation of product data, and ETIM UK Ltd, a joint venture between the Builders Merchants Federation (BMF) and the EDA, returned to Digital Construction Week this year.

The panellists represented key players in the construction supply chain. Manufacturers were represented by Nico Van Der Merwe, CEO, Signify UK and Ireland (formerly Philips Lighting); merchants by Frank Elkins, Chief Operating Officer at Travis Perkins Plc, and house builders by Angus Macdonald, Founder and CEO of Galion. Stephen Jeffery, Chief Technical Officer at Mace, spoke for major contractors.

Dame Judith emphasised that the UK is moving into the implementation phase of building safety with digital technologies being used to support that process, and warned that businesses that are slow to adapt could be left behind.



▲ Dame Judith Hackitt, inset, chaired the panel of industry experts (l-r) Nico van der Merwe, Frank Elkins, Angus Macdonald and Stephen Jeffery

Key themes emerging from the discussion included:

- larger businesses must help SMEs digitalise;
- the construction industry must focus on collaboration;
- access to high-quality product data is a challenge for businesses;
- trade bodies are a major force in driving the digitalisation agenda;
- businesses that avoid digitalisation may be left behind; and
- standards and procedures must be crystal clear.

Since publishing her report in 2018, Dame Judith has continued to press for regulatory and industry culture change. Her recommendations for radical reform of regulations received Royal Assent in the Building Safety Act 2022.

ETIM was adopted by the BMF in 2019 for building materials, HVAC and plumbing products; and by the EDA in 2017 for electrotechnical products.

John Newcomb, CEO at the BMF, said: 'One of the prime takeaways of the event is the need for collaboration across the whole supply chain to drive change.' Margaret Fitzsimons, CEO at the EDA, added: 'Today we brought together senior representatives from the supply chain to tell their data stories.'

Turn to page 2 for more about the ETIM UK Networking Reception

For more information, visit www.etim-uk.co.uk or search for 'ETIM UK' on LinkedIn.

New Member round-up

A warm welcome to the wholesaler Members who joined the association from 1 April 2023:

- **ABM Electrical Distributors Ltd** (Fegime UK),
- **Fox Electrical Supplies Ltd** (Fegime UK),
- **Blackwater Electrical Supplies** (IBA),
- **Greendays Lighting Ltd** (IBA),
- **Reliable Electrical Supplies Limited** (IBA), and
- **Worsley Electrical Supplies (UK) Ltd** (IBA).



FROM THE BOARDROOM

One of the EDA Board of Management's most important duties is reviewing applications from potential new Members and Affiliates. Our board meeting agendas are dominated by this important task.

The number of applications has increased recently. Most new Wholesaler Members come to us through a buying group that provides background information

to help the Board make its decision.

For Affiliates, all companies are visited by the CEO and another board member. It's a pleasure to get to know new companies. Even the gale force winds of Storm Noa could not keep us away from a recent due diligence visit to two of our newest Manufacturer Affiliates in Wales – Super Rod and Consort Equipment Products Ltd.

Meanwhile, the EDA Product Knowledge Modules are digitised and ready for the industry to use.

The EDA Board chose a third party to digitise the modules and, thanks to a massive logistical effort by the EDA's training team led by Tracy Hewett, the static workbooks come to life with hundreds of videos and graphics.

These modules are industry-best and well worth your time and investment. Turn to page 5 for more.

Edgar Aponte
CEO Rexel UK
EDA Board of Management

Guests of the EDA and the BMF enjoy networking at ETIM UK reception

The EDA and the BMF invited guests to the Sunborn Yacht Hotel for a post-panel drinks reception to raise the profile of the ETIM standard. The EDA and BMF are joint partners in ETIM UK Ltd



▲ Bob Bohannon, LIA; Ayça Donaghy, LIA; Sean Jordan, Schneider; and Nico van der Merwe, Signify



▲ John Newcomb, CEO, BMF; Frank Elkins, COO, Travis Perkins Plc; Dame Judith Hackitt; and Amanda Long, former CEO, Construction Product Information Ltd



▲ The networking reception was a chance for representatives from all parts of the construction supply chain to discuss standardisation of product data



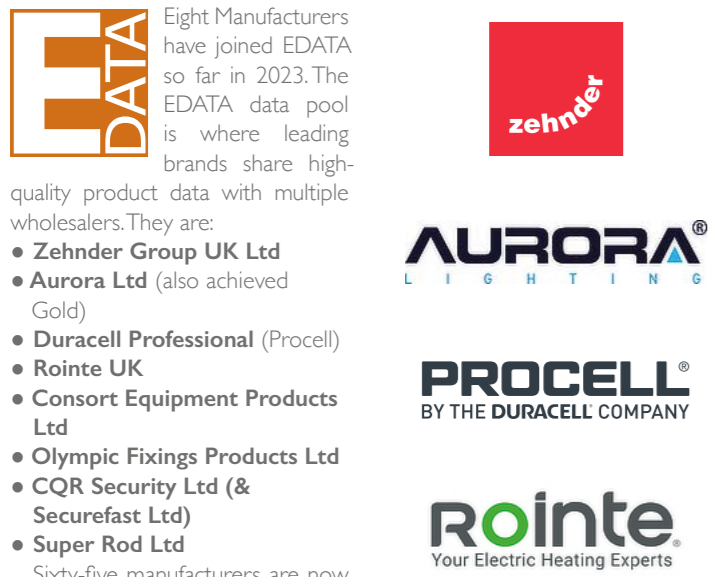
▲ EDA CEO Margaret Fitzsimons in discussion at the networking reception with EDA President Charlie Lacey and Dame Judith Hackitt

EIGHT MANUFACTURERS JOIN EDATA IN 2023

Eight Manufacturers have joined EDATA so far in 2023. The EDATA data pool is where leading brands share high-quality product data with multiple wholesalers. They are:

- Zehnder Group UK Ltd
- Aurora Ltd (also achieved Gold)
- Duracell Professional (Procell)
- Rointe UK
- Consort Equipment Products Ltd
- Olympic Fixings Products Ltd
- CQR Security Ltd (& Securefast Ltd)
- Super Rod Ltd

Sixty-five manufacturers are now signed up to EDATA and 33 have achieved the highest Gold Standard for complete product data in the electrotechnical sector (see right).



Access to EDATA is free for EDA Wholesalers. If you have not got your EDATA login, call 020 3141 7350.

Two more manufacturers achieve Gold

Congratulations to the two latest manufacturers to achieve the Gold Standard product data award for EDATA.

They are **Atkore Unistrut & Atkore Marco**, and new EDATA member **Aurora Lighting**.



Their Gold status means they have passed a number of data quality benchmarks, demonstrating to wholesalers that they have the best quality product information.

Register for FREE access to the EDATA data pool

EDA wholesalers are all eligible for free access to product data from leading manufacturers

Access to the EDATA data pool is FREE only to EDA Wholesalers and their branches.

Registering for EDATA is easy. Sign up online at <https://tinyurl.com/EDATAforFREE>. We need only a few details. Alternatively, scan the QR code or call Billy on 020 3141 7352.



Using EDATA cuts down the time you spend phoning around manufacturers to find product information because it's all there in one place.

Now 65 leading brands (and counting) are using EDATA to share their high-quality product information with wholesalers.

Here are some key facts about EDATA:

- there are thousands of down-

loadable product data sheets, perfect for your contractor customers to include in customer submittals and in operations and maintenance manuals.

- Bulk data downloads are available to drive your business systems and e-commerce – and there's no tiresome rekeying of information.
- Webinars and training are available. Visit www.eda.org.uk and look in the Events section.

WHOLESALEERS CAN ALERT MANUFACTURERS TO SUSPECTED ERRORS IN PRODUCT DATA

Wholesalers with free access to the EDATA data pool can now easily alert manufacturers if they suspect there is an error in their product data.

An alarm bell icon will raise a notification that pings straight to the manufacturer.

Richard Appleton, Head of Digitalisation at the EDA, says: 'Manufacturers must be in full control of how their products are presented, and fresh eyes and a feedback facility from the wholesaler is extremely useful.'



◀ Ringing bells: wholesalers can ping their data queries straight to manufacturers

'We are constantly improving the user experience of the EDATA data pool and, as well as the bell feature, there are a number of other new benefits that help manufacturers when they are uploading and maintaining their product data. These include the option to search

and filter their products by quality level – Gold, Silver, Bronze or In Development. Plus, they can import data using BMECat 5.0.'

EDATA holds product information for 193,000 SKUs. Wholesalers can download product data in bulk to populate their websites and drive e-commerce and other business systems, or as individual product data sheets generated on demand.

To date, 65 leading electro-technical brands have subscribed to EDATA to disseminate product information to multiple wholesalers.

EDA businesses pinpoint reasons to digitalise – do you agree?

EDA businesses were asked to identify the most important drivers of digitalisation in their organisations for a recent large-scale research project conducted by the Association.

The top four drivers, chosen from a list of 12, were:

- improving customer service,
- reducing errors/returns,
- presenting better quality information to customers, and
- saving time by removing the need to re-key product information.

In contrast, the top four obstacles to digitalisation, chosen from a list of 11, were:

- cultural change,
- cost,
- lack of understanding of the benefits, and
- lack of know-how.

Visit the Survey and Research Library at www.eda.org.uk to download the full Digitalisation Survey Report 2023, or use this QR code to go straight to it.



DIGITALISATION & PRODUCT DATA NEWS IN BRIEF



EDATA Product Data Sheet downloads: top three manufacturers

Wholesalers are logging into the EDATA data pool and downloading product data sheets. Three manufacturers – Hager, Ansell Lighting and Collingwood Lighting – are out in front for the volume of Data Sheet downloads by EDA Wholesalers.

What is a punch out site?

Punch out sites are a seller's e-commerce sites that are available and manageable from the buyer's eProcurement platform. They are hosted and managed by the seller but accessed via the buyer's platform. Thirteen per cent of EDA wholesalers that took part in our recent Digitalisation Survey 2023 (see below) had a punch out site. In contrast, 35% had a B2B website.

Two more data quality training workshops in 2023

The one-day, in-person Going for Gold data quality training workshops are free to attend for any EDA business that's interested in the creation and management of product data. Join us next time:

- London Wed 13 September
- Ilkerton Wed 1 November

Visit www.eda.org.uk to register for a workshop.

EDA leads UK delegation at 2023 EUEW Convention

Outgoing EUEW President Alexander Dewulf, MD at Cras in Belgium, opened this year's EUEW convention on board the SS Rotterdam at Rotterdam in the Netherlands on 15 and 16 June.

He introduced his successor **Henk Oude Brunink**, Board Member at Itsme (Industrial Technology & Supply for Mechanical and Electrical) which has headquarters in the Netherlands. Henk is also Chair at IDEE, the European electrical wholesale consortium (AWEBS is one of their members).

Several other EUEW Board announcements were made. The new Vice President is **Guillaume Debrule**, Group Purchasing and Supplier Relationship Director at Rexel, France. **Elena Reigner** is a newcomer to the EUEW Board. She is MD at European electrical wholesale consortium IMELCO (ANEW is a member). The new EUEW Secretary General is **Koen Laurysen**, taking over from Eric Piers, who served as interim Secretary General.



Outgoing EUEW President Alexander Dewulf reveals the EUEW board changes and, below, new Secretary General Koen Laurysen



▲The UK delegation: (l-r) Brett Smyth, Ideal Industries EMEA; Craig Barrowcliffe, Kempston Controls; Chris Gibson, CEF; Samantha McFall, ANEW; Tom Jones, Kempston Controls; Edgar Aponte, Rexel UK; Margaret Fitzsimons, EDA. Other members of the UK delegation, not pictured, were: Daniel Ellams, Contactum; Richard McCartney and Andy Blakley, Edmundson Electrical Ltd; Keith Jones, AWEBS; Jonathan Cummings, Robus; Robbie McEnteggert, Intact Software; Lammert-Jan Sinkgrave, Ideal Industries EMEA.



Boost sales with trade counter merchandising training



The way your trade counter is laid out makes all the difference when it comes to sales.

A one-day course created for EDA businesses will teach you practical merchandising skills using real-life business examples.

By the end of the course you will understand the importance of product placement, display impact, customer 'hot spots', the buyer journey, how your customers make purchasing decisions, and much more.

It's all designed to help you improve sales. The tutor-led training course costs £300 +VAT per person including the training materials and lunch. It is in Bristol on Tuesday 10 October 2023.

To watch a video and hear what other delegates say, and to book your place, visit www.eda.org.uk and search for 'merchandising', or call EDA head office on 020 3141 7350.

On a screen near you: Product Knowledge Modules in electronic format

The Association's popular modules for distance learning have made the leap from the printed page to the screens of computers and mobile devices

Responding to demand from EDA businesses for an e-learning experience, the 12 award-winning EDA Product Knowledge Modules are now available as e-learning options at the new online EDA Academy.

The price has come down too: £99 + VAT for each title in the series. For those who prefer the original format, the textbooks are still available at £130 per module.

Over the past 18 months, our Education and Training team has worked with an external provider to transform the textbooks into videos and interactive learning experiences.

As each module was converted to an e-learning format, it was rigorously tested by groups of Wholesalers and Manufacturers.

By July 2023, all 12 modules will be available in e-learning format. The results have proved popular and, despite the soft launch, more than 400 e-modules have been studied, with *Introduction to the Principles of Electricity* still the most popular.

The ordering process is still the same – visit www.eda.org.uk for the



Manager and Learner order forms. On the order forms you can choose electronic modules or textbooks.

A login for academy.eda.org.uk is sent out once your order has been processed.

Interactive dashboards help Learners and Managers stay on track with:

- a **personal login** to the EDA Academy,
- a **tailored dashboard** showing the modules you are enrolled on,
- each module **broken down** into

clear units,

- a **progress bar** showing you how far you've come in your training and what's left to do,
- **videos** and **interactive activities**,
- **multiple choice and drag and drop activities** to test your knowledge at the end of each unit,
- **online assessment**, and
- a **tailored dashboard for managers** to monitor progress and download reports.



IMPROVE COMPANY RESILIENCE WITH MANAGEMENT TRAINING

Are you a leader in a small or medium-sized business? Do you want to grow or improve your business's resilience?

Join the thousands of small business leaders who've completed the Help to Grow Management course. Thanks to government subsidies, the cost is £750 instead of £7,500.

New EDA Affiliate Manufacturer Super Rod Ltd has already put two of its leaders through the Help to Grow: Management course. Super Rod worked with Cardiff Metropolitan University, but the same training is offered UK-wide so you can choose the provider that's most convenient.

Malcolm Duncan, Director at Super Rod, explains why the com-



▲Watch Malcolm Duncan's video in full at <https://tinyurl.com/helptogrowSR>

pany chose this course: 'We needed to broaden the company's perspectives and prepare us for the next stage of our development. The more tools I can give to our

wider management team the better we are going to do. This course really seemed to prepare them to make a bigger and more positive contribution.'

TRAINING & APPRENTICESHIPS NEWS IN BRIEF



To discuss these opportunities, call Tracy Hewett, Head of Education and Training at the EDA, on 020 3141 7358.

Which EDA Product Knowledge Module should I start with?

Introduction to the Principles of Electricity is a good place to start because it underpins everything else. The *Introduction to Lighting Systems and Controls*, but the other modules are really pick and mix. It depends on the gaps in your knowledge and the products you sell.

Apprenticeships: not just for new recruits

More than 700 apprenticeships are available to train existing staff as well as supporting new recruits. Some recent starts include: assistant accountant, credit controller, cyber security technician and lean manufacturing operative. Call Tracy on 020 3141 7358 to find the right apprenticeship.

Wholesalers' second biggest headache

In our most recent State of the Sector Survey in April 2023, EDA Wholesalers named 'attracting and retaining staff' as their second biggest operational headache. This issue has featured in the top three in our survey since January 2022. Call Tracy on 020 3141 7358 for some practical advice.

Latest Affiliate round-up

Welcome to these five businesses that joined the EDA recently.

- Infor joined on 1 April 2023.
- The remainder joined the Association from 1 May 2023:
- Olympic Fixing Products Ltd
- CQR Security Ltd (& Securefast Ltd)
- Consort Equipment Products Ltd
- Super Rod Ltd



You're Hired: it's the perfect time for EDA businesses to look for an apprentice

The end of the academic year is fast approaching, so now is the perfect time to consider hiring an apprentice. There will be many school and college leavers looking to pursue careers in wholesaling.

Not only does an apprenticeship help people develop skills and knowledge, it also helps employers build the workforce they need now and in the future.

EDA APPRENTICESHIPS PLUS

Also, young people can bring fresh ideas into a business and they haven't yet had the chance to learn bad work habits.

To date in 2023, over 90% of apprentices who completed their qualification have remained in their

placement, which demonstrates tremendous loyalty.

Companies that are put off by all the paperwork involved can use the EDA's Apprenticeship Service, delivered by our partners at EDA Apprenticeships Plus. The service will relieve you of the paperwork so you can concentrate on passing your knowledge and skills on to the next generation.



To find out more, contact Tracy Hewett, Head of Education and Training at the EDA, on 020 3141 7358 or visit www.eda.org.uk and download your copy of the EDA's Apprenticeship Guide for managers.

Extra-wide air curtains with energy-saving controller

Consort Equipment Products Ltd has launched the CA Screenzone extra-wide air curtains with energy-efficient brushless motors and an optional touchscreen Air Curtain Master Controller (ACMC).

The air curtains are now available in a two-metre width with two more ratings: 15 and 18kW, supplementing the existing 9 to 16kW range. With energy-efficient brushless motors, these air curtains save energy and ensure longer life as a result of reduced wear and tear.

For further energy savings, users can use the optional ACMC. It dynamically adjusts the air curtain's output to create the most effective air barrier between indoor and outdoor climates. Remote switches such as door switches and occupancy sensors can be connected for extra functionality. For example, a door switch can enable/disable the heating as the door opens/closes.

The ACMC has four modes to suit commercial or retail applications. There are eight heat settings,



eight fan speeds and it can control up to seven air curtains with the same settings. It has a seven-day timer and displays the energy use of all linked air curtains.

www.consortepl.com

Electronic water heaters are a must have

New legislation specifies that no new gas boilers will be installed in newly built homes after 2025. All such homes must have an alternative water heating system.

Zip Water UK's range of InLine instantaneous water heaters uses the latest technology to provide a collection of electronically controlled water heating systems for a variety of applications, from washbasins to sinks, showers and baths.

Instantaneous water heaters are 25% more efficient than stored water heaters. They are the most energy-efficient means of directly heating water electrically available. Water is delivered on-demand at the selected temperature.

Zip's products are robust, long-lasting, energy-efficient and streamlined in design.



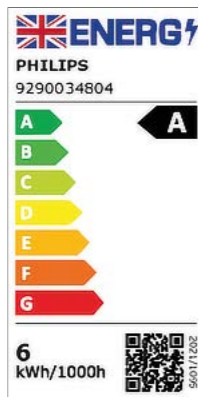
<https://specify.zipwater.co.uk/our-ranges/hot-water>

Latest waterproof luminaires shrug off the elements

Signify (Philips Lighting) has launched the latest generation of the PacificLED gen5 waterproof luminaire, designed for the most demanding environments – withstanding potential stresses like humidity, extreme temperatures and chemical fumes.

For further energy savings, the luminaires can be integrated into the Interact wireless lighting system.

The luminaire offers high water and dust protection (IP66) and mechanical protection (IK08). The luminaires can manage stresses such as humidity, high temperatures, sparks and chemical fumes so industrial operations can be carried out safely. It also



enhances safety and ensures high-quality lighting for public and private parking without compromising lighting quality or creating disturbing effects.

The product is designed for recyclability, serviceability, energy efficiency, connectivity and upgradability.

The PacificLED portfolio is proven highly energy-efficient and includes luminaires rated up to 160 lm/W with a long life of 100,000 hours, L80. When integrated with Interact Industry, the luminaire offers energy saving, connectivity, productivity, and hassle-free installation and maintenance.

www.lighting.philips.com

An end-to-end solution for fire safety in commercial buildings

Channel Safety Systems has an end-to-end solution that showcases its knowledge and expertise in the fire safety and emergency sectors. It includes everything necessary to protect commercial premises from fire.

The company can arrange a site visit – an appointment will be booked within 24 hours – by a member of the Channel team. They will assess the project requirements and create a made-to-order design, tailoring it to the exact



Retrofit or new?



The upcoming ban on T8/T5 fluorescent tubes has led some electrical wholesalers to stockpile retrofitable LED tubes, however there are many potential challenges and considerations involved in the retrofit process, says **Thorn Lighting**, a member of Zumtobel Group UK.

Graeme Shaw, Technical Director at Zumtobel Group UK and Ireland, highlights factors such as the integrity of existing fittings, heat dissipation, photometric performance, compatibility with control systems and emergency lighting – and warranty implications.

The likelihood is that the fitting will have to be re-certified, as all safety certification is void. With wholesalers expected to provide valuable insights and guidance to customers that are navigating the transition to more energy-efficient lighting solutions, what's the best solution?

Shaw says the complications of retrofitable LED tubes often result in a 'quick fix' becoming a bodged job, more expensive than planned.

The THORNeco range includes a range of LED luminaires for the like-for-like replacement of traditional lighting sources and for new installations. The range is simple to install and needs very little maintenance, ensuring increased quality of light, substantial energy savings and a long life span.

<https://thorn-eco.com>

needs of the project. Using Channel's 'four-eyed principle', designs will be checked by a second person, ensuring a high-quality design.

Once the customer is satisfied with the proposed plans, a commissioning service can be booked with technical advice and support available before and after completion of the work.

Channel's end-to-end service removes the need to sub-contract fire installations.

www.channelsafety.co.uk

Be ready for the T8 fluorescent tube ban



From September 2023, lighting manufacturers will not be able to place fluorescent tubes on the UK market. They will be able to sell off stock already in the warehouse and electrical wholesalers will be able to sell through their stock.

This is just one change the EU Commission has made to the Restriction of Hazardous Substances (RoHS) Directive, which governs how contractors must handle mercury-containing lamps.

One alternative light source to consider is LED T8 full glass tubes. **Crompton Lamps** supplies energy-efficient and cost-effective LED T8 Tubes. They use significantly less energy than fluorescent lamps, cutting energy costs by up to 80%. They have longer lives and contain no toxic substances. There is a shatterproof version for food processing applications.

The initial cost of LED lighting may seem discouraging, but its longer life and improved efficiency results in cost savings in the long run.

www.cromptonlamps.com

Olympic expands its trade tub range

Olympic Fixing Products Ltd has expanded its range of electrical trade tubs in the past 12 months. It has a selection of tubs that cater to the diverse needs of electricians. The growing range makes it easy to find specific components, saving electricians time and effort.

The company recognises that wholesalers need a simple and streamlined procurement process, so all the products are available to order on its website for fast delivery.



As part of the company's sustainability agenda, Olympic's trade tubs are recyclable and reusable. Customers can opt to purchase boxed products, so they can refill the tubs and minimise waste. The company plans to enhance its environmental initiatives while continuing to deliver the quality and convenience its customers expect.

www.olympicfixings.com

CQR has joined forces with Securefast

CQR Security Ltd, a new EDA Affiliate Member that manufactures security cable and intruder detection products, has joined forces with Securefast, a provider of access control and mechanical locking systems.

The strategic merger and rebranding initiative solidify CQR's position as a comprehensive security solutions provider.

With a commitment to delivering holistic security solutions to global distribution partners, CQR expands its offering with two new sub-brands: **Securefast** for mechanical hardware and **Deedlock** for access control. The merger leverages the combined knowledge and expertise of both teams, creating even greater value for partners.

Under the leadership of Managing Director Phil Croker, the merger drives team growth and fosters innovation in cutting-edge technologies, positioning CQR at the forefront of the access control and security market.

By integrating these trusted brands, CQR now offers a comprehensive range of products – including specialist security cable, access control, fire solutions and mechanical hardware. This expanded portfolio enhances CQR's ability to meet the diverse needs of customers worldwide.

www.cqr.co.uk



Wireless emergency lighting for safer buildings

ABB Ltd – Electrification has launched the Bluetooth version of its Naveo@Pro emergency lighting system. Customers can install, monitor and maintain their entire emergency lighting installation using a fast and intuitive mobile application.

The automated system, designed for commercial to industrial buildings, manages up to 200 emergency devices per gateway and provides real-time status in all monitored buildings using a digital floorplan display. This enhances building safety and assists with maintenance planning.

Peter Beckingham, Product Marketing Specialist at ABB, says: 'The system alerts maintenance engineers to emergency lighting failures and informs them which parts are faulty. The mobile user interface combines a building floorplan with a map and list views of all the luminaires.'

Fulfil the power of e-Pim

Demand for quality product information is growing and the product data journey is becoming circular, so it is essential to have the right PIM (Product Information Management) software.

To avoid being left behind, manufacturers must provide clean product data. They must be ready to meet pending government legislation and be capable of delivering a constant flow of seamless, accurate and enriched product information that is useful for all industry users, including designers, architects, specifiers, distributors and contractors.



NG15 Ltd appreciates that, for many manufacturers, getting started on the product data journey can be a difficult and daunting task, with unique challenges. With over 30 years of industry experience, NG15 offers an invaluable resource of product data expertise.

The company listens to its customers' needs, working with them to find resolutions. It has a proven step-by-step product data methodology, industry-specific knowledge (keeping you ahead of the game) and ongoing, on-demand customer support. Most importantly, it has e-Pim, the industry-leading, flexible and affordable PIM solution. Through e-Pim, companies can manage, organise and control all aspects of product data, and distribute content to all marketing channels.

www.e-pim.co.uk/book-a-demo



DIARY DATES FOR EDA MEMBERS AND AFFILIATES

Events are subject to change, so visit www.eda.org.uk for the latest details, or call the EDA on 020 3141 7350.

Tuesday 25 July 2023

Talking Shop Zoom Dialogue

A virtual event for EDA businesses. Guest speakers, economic news and forecasts, plus the latest EDA State of the Sector Survey results

Register at www.eda.org.uk

Thursday 6 July 2023

EDA Manufacturers' and Wholesalers' Summer Event

An invitation-only event.

Wednesday 13 September 2023

Going for Gold Data Quality Training Workshop, London

Free face-to-face training to help EDA businesses create the highest quality product data. Register at www.eda.org.uk or call Billy on 020 3141 7352

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

Tuesday 3 October –

Friday 6 October 2023

EDA Scottish Function

A senior networking event at the five-star Gleneagles Hotel in Perthshire.

For more information, call 020 3141 7350

Tuesday 24 October 2023

Talking Shop Zoom Dialogue

A virtual event for EDA businesses. Guest speakers, economic news and forecasts, plus the latest EDA State of the Sector Survey results

Register at www.eda.org.uk

Wednesday 1 November 2023

Going for Gold Data Quality Training Workshop, Ilkeston, Derbyshire

Free face-to-face training to help EDA businesses create the highest quality product data.

Register at www.eda.org.uk or call Billy on 020 3141 7352

SECTOR NEWS

Six-month energy labelling reprieve for lamp sellers

The Lighting Industry Association (LIA), working with the British Retail Consortium (BRC), has secured a six-month delay to the introduction of new requirements for the labelling of lamps.

Initially, the GB Ecodesign for Energy-Related Products and Energy Information (Lighting Products) required dealers to replace old-style energy labels on any light sources (lamps) – rated A++ to E rating – with new energy labels – using the rescaled A to G rating – by 1 April 2023.

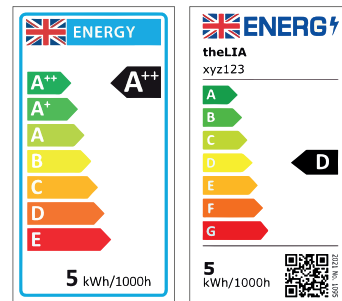
Now the LIA and BRC have secured a six-month delay to this GB relabelling date until Sunday 1 October 2023.

The same requirement applies in

the EU/NI from 1 March 2023.

Dealers must ensure that existing labels on light sources at points of sale are replaced by rescaled labels by the deadline.

Also, it is important to sell through lamps with the old energy label before this date.



▲ Old label

▲ New label

Strategies to reduce old stocks

Contact your supply chain

Contact your partners to ensure they are aware of the extension.

Stock rotation Ensure lamps with old labels are prioritised on the shelf.

Price reduction An effective way to reduce inventory is to offer discounts.

Promotions 'Buy one get one free' or 'three for the price of two'.

Bundling Consider bundling slow-moving inventory with other

popular products. This is effective for retailers that sell multiple product lines.

Excess liquidation Selling inventory through a liquidation company or excess specialist at heavy discounts converts blocked inventories into revenue.

Donation Consider donating lamps to a Ukraine rebuilding project or other projects supported by the UN or the UK Government.

MP reveals plan to eliminate diesel from most construction sites by 2035

Industry leaders and Nusrat Ghani MP, Minister for Industry and Economic Security, have launched a plan to eliminate diesel from most UK construction sites.

Over the past year, representatives from across the industry have developed a Zero Diesel Sites Route Map, a key part of the Construction Leadership Council's CO2nstruct Zero programme to decarbonise the industry.

The route map was finalised after a consultation late last year. It con-

firms the industry will support cleaner power sources, cut diesel use in existing plant and reduce use of diesel generators, help businesses develop their own diesel-reduction plans, and track data on diesel consumption to confirm progress.

Non-road mobile machinery used in UK construction is typically powered by diesel and consumes 2.5 million tonnes of oil equivalent. Practical measures set out in the route map should reduce this volume by 78% by 2035.

Government seeks views on power tool protection

On average, a UK tradesperson is likely to have between £1,000 – £5,000 worth of tools stolen in one tool theft incident.

The Equipment Theft (Prevention) Bill, originally designed to protect the agricultural sector against the theft of tools and equipment, is now extended to a range of sectors including electro-technical.

The Government would like your views on how best to protect high-value power tools, potentially with forensic marking techniques such as chemical or laser etching, microdots or similar; and also what the RRP threshold should be for this type of marking to be introduced eg. £250, £500, £750?

The Bill is designed to protect tradespeople rather than individuals purchasing power tools for DIY purposes. The Government would like feedback/input on its proposals by **Thursday 13 July 2023.**

You can provide your input directly using this QR code.

Proposal B is the start of the power tools section.



BEAMA update

Mark Williamson has joined BEAMA's expanding team of experts as Manager of the Electrical Transport and Infrastructure Product Group, a growth area that now has dedicated resource to support UK manufacturers.

BEAMA says Williamson's work with the energy sector and government, and in manufacturing and supply management, is the perfect balance to support its membership.

