

EDA leads UK delegation to Light + Building Frankfurt 2024

Light + Building is a trade fair that attracts visitors with an interest in lighting, electrification and the digitalisation of home and building services and security technology. The EDA led a delegation of UK wholesalers and trade association representatives to this year's show

A large group of senior wholesalers and representatives from trade associations along the supply chain joined an EDA-led UK delegation to Frankfurt's Light + Building 2024, the world's leading trade fair for lighting and building services technology.

Margaret Fitzsimons, CEO at the EDA, said: 'Light + Building is an international meeting place where innovators and visionaries show us the future of the electrotechnical sector, and there is simply nothing of this scale and ambition in the UK.'

Purchasing power

'Our delegates represent billions of pounds of purchasing power and we've planned an itinerary that packs in opportunities to talk business and share ideas with our affiliate manufacturers either through exhibition stand tours or at networking events that we've planned in and around our two-day visit.'

'Interests overlap and collaboration along the supply chain is vital, which is why we have invited representatives from the other trade associations – with



whom we work closely – to join our delegation. With us in Frankfurt are leaders from Cable Makers UK Ltd (BCA), the ECA and their counterparts at SELECT, BEAMA, and the Lighting Industry Association (LIA).'

This is the EDA's second delegation to Light + Building – a group visited the fair in 2018. ■

▶ more on page 2



Hello from Frankfurt The delegation at the fairground (above) and inside one of the cavernous exhibition halls (left)

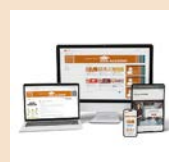
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Trade Association Forum recognises EDA's efforts to digitalise the UK's electrotechnical sector

More wholesalers embrace EDA's Product Knowledge Modules



Twice the number of wholesaler branches use modules for training after introduction of electronic versions

Managers' and learners' training efforts rewarded at two events



The electrotechnical sector dons its glad rags to celebrate the training achievements of managers and staff

DIARY DATES

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

Wednesday 17 April 2024

EDA Regional Business Forum, Belfast

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

Wednesday 24 April 2024

Talking Shop Teams Dialogue

Virtual event for EDA businesses. Held quarterly in 2024:
 ■ Wed 24 July
 ■ Wed 23 October
 Register at www.eda.org.uk

Thursday 9 May 2024

EDA Scottish Section – Sportsman's Dinner

Call Maeve O'Dea on 0117 909 9550

Thursday 13 June 2024

EDA Regional Business Forum, Reading

Register at www.eda.org.uk

Thursday 4 July 2024

EDA Manufacturers' and Wholesalers' Summer Event

An invitation-only event. For more information, visit www.eda.org.uk

Thursday 12 September 2024

EDA Regional Business Forum, Coventry

Register at www.eda.org.uk

Tuesday 1-Friday 4 October 2024

EDA Scottish Function

A senior networking event at the five-star Cameron House Hotel in Loch Lomond

Wednesday 13 November 2024

Power It Up: EDA Industry Insight

Conference 2024, Crewe. For more information, visit www.eda.org.uk

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Light + Building 2024

The delegation visited company stands at the show, and enjoyed a networking dinner in the evening



EDA scoops award for data innovations

The EDA has picked up the award for Innovation of the Year at the Trade Association Forum Awards for the EDATA data pool.

The Trade Association Forum (TAF) Awards, now in their 21st year, are supported by the Department of Business and Trade and recognise excellence, innovation and best practice among Trade Associations in the UK.

Margaret Fitzsimons, CEO at the EDA, said: 'This Award is a welcome endorsement of the work the EDA is doing to digitalise the UK's electrotechnical sector. To win it from among 170 leading UK trade association was a very proud moment for us.'

'EDATA has come a long way in a few short years thanks to the drive and determination of the



Innovation winners (l-r) Emma Adams, Client Development Manager for award sponsor Climate Action for Associations; Margaret Fitzsimons, CEO, EDA; Richard Appleton, Head of Digitalisation, EDA; Edgar Aponte, CEO, Rexel UK Ltd and Chair of EDA Data Services.

team here at the EDA. There's still a mountain to climb but this Award spurs us on.' ■

CEO verview



EDA Chief Executive **Margaret Fitzsimons** rounds up events in the sector over the past three months

The EDA has hit the ground running in 2024 – making great progress across all facets of the Association's work. Yet, among the many success stories, I feel two standout events are worthy of special mention.

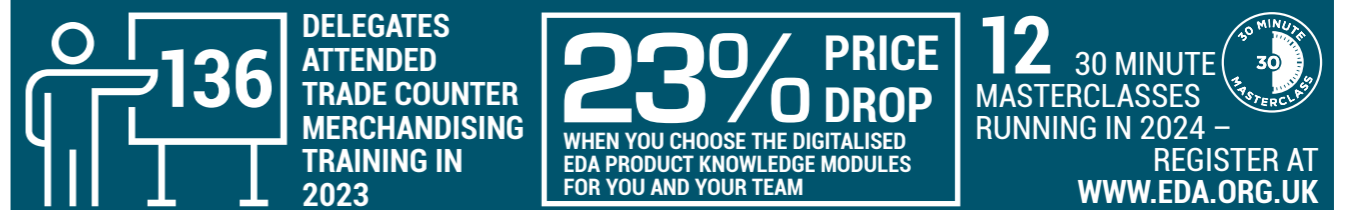
In February, the EDA was a double award winner at the Trade Associations Forum (TAF) Awards. The EDATA data pool won the Innovation of the Year award and our Product Knowledge Module programme was Highly Commended in the Skills Development category. It was an opportunity to raise the profile of our sector and a great endorsement of our work to be chosen from more than 170 trade associations from multiple industries across the UK. We were enormously proud to accept the award on behalf of the Association.

In March we led a group of 30 wholesalers and seven industry association guests to the remarkable and inspiring Light + Building Exhibition in Frankfurt, where we were warmly welcomed on the stands of our Affiliated Manufacturers.

Manufacturers are moving at an amazing pace. Products are becoming cleverer and more energy efficient. They contain less carbon, are re-usable, speak to each other and are increasingly 'plug and play' because of the shortage of qualified installers. The big takeaway was that contractors and wholesalers will have to work hard – with the help of manufacturers – to learn how to sell and install these innovations and take advantage of the opportunities they offer.

Check out our packed diary of events (left) and catch up on our other news stories in this new-look *Taking Stock* in which we devote a double page spread to each of our strategic pillars of work. Don't forget to share with colleagues when you are done. ■

DASHBOARD: A SUMMARY OF Q1 BUSINESS ACTIVITY IN NUMBERS



Wholesalers embrace EDA's Product Knowledge Modules



Twice as many wholesaler branches used the EDA's Product Knowledge Modules for staff training in 2023 than in 2022 – and the overall number of organisations using the modules increased by 50% over the same period.

The increase was driven, in part, by the introduction of the electronic versions of the modules – previously they were available only as hard copy workbooks.

Learners and managers appreciated the accessibility of the electronic versions of the modules, their ease of use and lower cost. One learner said: 'The electronic aspect is good and allows me to work remotely and save as I go.'

A manager added: 'The electronic course allows my team members to quickly jump on to their learning modules when they

have some spare time.'

Others saw the benefits of both online and offline learning. 'I enjoyed the digital format – but appreciated being able to download the workbook so I can make my own notes,' said one.

Adrian Harrison is Sales Manager at 3 Line Electrical Wholesale Ltd and has completed all 12 modules at Distinction level. He has been instrumental in encouraging team members to take the modules themselves.

'The more knowledge your team members have got, the better service they can give,' he says. 'The beauty about the modules is it is open book learning, it's not the pressure of being in school or university. Anybody can do them – from junior staff up to more senior managers.' ■

Merchandising: take your customers on a journey

However well your branch is doing, there's always room to boost sales by considering merchandising and the customer's experience.

A one-day course created for EDA businesses by the experts at Point of Purchase Advertising International (POPAI) reveals the techniques that make it easy for customers to find what they want – and this doesn't simply mean filling your trade counter with displays.

Andrew Pooley, Manager at Western Electrical, a member of Edmundson Electrical, was a delegate at the last EDA merchandising course, along with a



member of his trade counter team. He came away with ideas that he is implementing now.

'The course was really really good, the speaker was engaging and interesting to listen to. Every now and again there were group breakout sessions.'

He says the course wasn't just about displays and signage, but about the 'customer journey'.

Got a half hour to spare?



Turn your teams into product experts with our 30 Minute Masterclasses.

Wed 3 April 2024, 2pm
More than hot air. Why hand dryers are the leading sustainable choice for electrical wholesalers
Mark Sheridan, ATC Ltd

Wed 8 May 2024, 2pm
PV systems
Colin McAhren, Luceco PLC (BG Electrical)

Wed 5 June 2024, 2pm
Battery storage
Colin McAhren, Luceco PLC (BG Electrical)

Wed 3 July 2024, 2pm
Energy transition in buildings
Bo Markova, Eaton

Wed 7 August 2024, 2pm
Technologies in lighting control – Wireless control, dynamic lighting and window solar shading solutions
Himani Gupta, Lutron EA Ltd

Register at www.eda.org.uk in the Training & Apprenticeships menu for these virtual sessions.

'Before,' he says, 'the customer would come in and there was a coffee machine on the left. They'd have a cup of coffee and come over to the trade counter, missing all of our merchandise.'

He also learned that he could change the layout of the branch to improve sales. 'We moved our coffee machine to the other side of the trade counter. That was an easy fix.' ■

The next Merchandising Best Practice Training course is on Thursday 25 April in London. Contact Sabina Shaid – details below – for more information.

Rexel integrates modules into its digital training platform

Rexel has integrated the EDA's electronic Product Knowledge Modules into its internal Learning Management System (LMS), a hub where staff can access the training they are doing with the company.

All 12 modules are available on the LMS landing page. Amanda Rippon, Senior Learning & Development Business Partner at Rexel, says: 'What we were aiming to do with this project was to take the learning from a hard copy workbook, bring it to life and make it available through our learning platform.'

Staff can choose a module, fill in a simple online form and, typically, it will be available in 24 hours.

Rexel and the EDA pooled their experience to integrate the modules

into the LMS. The EDA had its well-regarded modules, and Rexel had embraced electronic learning some years previously.

'We have a very forward-thinking agenda on learning and development,' says Amanda, 'it was a question of: "If we can help you, what can we do to help expedite this?"'

'For us it's about making learning accessible for everyone. The reason digital is better is that some people might not have English as their first language, and reading a textbook may not be the best way to learn.

'Paper-based learning could be a barrier for some people in our industry who think, "oh, you know, I'm just not that academic" or "I'm no good at learning".' ■

Cut your exposure to bad debt

The end of government support in the wake of the Covid pandemic and the ongoing cost of living crisis mean that many customers are struggling to pay their bills.

Wholesalers need to make sure they are not exposed to bad debt while at the same time ensuring that they support their customers.

To help them do this, the EDA is running a second Credit Control Bootcamp – developed once again by the Chartered Institute of Credit Management (CICM) – specifically for electrical wholesalers. Expert tutor Jules Eames is a fellow at the CICM. She says: 'As wholesalers, you, and the credit you manage, are the link between manufacturer and electrical contractor.'

Ankit Shah is a Director at Tan Sales (London) and attended the first bootcamp late in 2023. He says many of the other delegates were from company finance teams, but he felt he learned a lot from the bootcamp, which included presentations and group discussions.

The highlight, he says, was the opportunity to network with people from other businesses and learn

from their experiences. 'I thought there was a lot to learn from them in terms of the processes that they had implemented already.'

Since attending the course, Ankit has been reviewing different approaches to credit control. These include annual reviews of credit limits for customers, and new ways of chasing up debt such as text and WhatsApp, which are harder to ignore than emails or phone calls.

He will also ensure credit application forms are up to date and consider the use of personal guarantees for the first time. ■ *The next Credit Control Bootcamp is on Wednesday 15 May in Sutton Coldfield. Contact Sabina Shaid – details below – for more information.*



NEWS IN BRIEF

National Living Wage increases

Chancellor Jeremy Hunt confirmed increases to the National Living Wage in his Autumn Statement. From 1 April 2024, the National Living Wage will increase by 9.8% to £11.44 an hour, an increase of £1.02. The 18-20 year-old rate rises by £1.11 to £8.60, and the 16-17 and Apprenticeship rates both rise by £1.12 to £6.40 an hour.

Affiliates may benefit from lean manufacturing apprenticeships

EDA Affiliates could enhance productivity, streamline workflows and improve efficiency with Lean Manufacturing apprenticeships. The principles of lean methodology are in demand in all manufacturing environments. In response, a Lean Manufacturing Level 2 Apprenticeship is now available to businesses in England through the EDA's Apprenticeship Service. *Visit www.eda.org.uk for more or call Tracy on the number below.*

Training triumph

The EDA was Highly Commended in the Skills Development category of the Trade Association Forum (TAF) Awards for its Product Knowledge Modules. Tracy Hewett, Head of Education and Training, was at the ceremony to collect the certificate.



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EDATA sponsors review progress and plan for 2024

The EDATA data pool – which is free to every EDA wholesaler and branch – is led by representatives from 27 wholesaler and manufacturer sponsors.

The sponsors meet with the EDA team twice a year to discuss the data pool's progress and to agree the direction of travel for further development. There was a record attendance at the first meeting of 2024 with a lively discussion about the year's objectives that demonstrated the growing strength of EDATA.

EDATA was launched in 2020. Until the end of 2022, the focus was to build a critical mass of high-quality product information from as many manufacturers as possible. The EDA team worked with manufacturers to get them started



on their data journeys.

Jan 2023 – Dec 2025 is EDATA's growth phase, and below you'll see the journey we are on.

EDATA continues to welcome new manufacturers and the volume of live product data grows daily. Now the focus is to encourage EDA wholesalers to access the data pool for free and tell us if there are any suppliers they would like to see inside EDATA. ■

EDATA is free thanks to the three-

year commitment of EDATA sponsors. For free access, visit <http://tinyurl.com/EDATA-Access>

Growth area	Q1 2024	End Q4 2024
Manufacturers in EDATA	85	100
Products live in EDATA	230,000	300,000
Manufacturers at Gold data quality	44	50



On the road Billy Overall, the EDA's Digitalisation Marketing Manager, has continued to visit wholesalers in 2024, demonstrating how they can benefit from using EDATA. Billy has visited more than 15 wholesalers so far, including Accord Electrical Wholesale Ltd (above, left) and Rexel UK Ltd, Brentwood (right).

Big names sponsor data pool

Thorn Lighting, Legrand Electric Ltd and Collingwood Lighting have become the latest brands to back the EDATA data pool. Their support ensures that access to the product data within is free to EDA wholesalers.



The companies are the 15th, 16th and 17th manufacturers to sponsor the data pool – there are also 10 wholesaler sponsors.

Agathos links its Chalice ERP system to EDATA data pool

Automated links between the EDATA data pool and the Agathos Chalice ERP mean wholesalers can now access manufacturers' product information and images using a single system.

Several EDA Affiliate Solution Providers are working to connect their systems to the EDATA data pool, and Agathos started its rollout to customers in February.

Tim Blake, MD at Agathos, said: 'Wholesalers can now access the huge resource of product information that's available in the EDATA data pool but embedded in our Chalice system – and this

includes EDATA's product data sheets, which can be produced in a couple of clicks. Our wholesaler customers no longer have to swap screens or open different tabs to jump between the EDATA data pool and Chalice.'

Richard Appleton, Head of Digitalisation at the EDA, added: 'Systems that talk to each other mean wholesalers benefit from smoother and more efficient processes, and manufacturers get extra brand visibility.'

To access the EDATA module in Chalice, ask your company's system admin to enable it. ■



Clever clicks Integration means wholesalers will not have to switch between applications to access EDATA

Anatomy of an EDATA data sheet

What kind of data can you expect to see on data sheet generated from EDATA? Here's a detailed breakdown of a typical sheet with everything explained.

EDA wholesaler members can sign up for EDATA for free. Just contact Billy Overall – details below – and he will explain how you can get on board. ■

PRODUCT DATA SHEET
Aurora AU-MPRO2AMW/30
Aurora Adjustable mPro™ Fire Rated 6W 610lm 3000K Downlight - Matt White
Manufacturer: Aurora Lighting UK
GTIN: 505610202629
Family: Luminaires
Range: Fire Rated Downlighting

DESCRIPTION
Adjustable, integrated, fire rated 6W LED downlight with unique convertible design to fit ceiling voids as shallow as 56mm. Incorporated miniaturised NanoDrive™ power supply. Available in 3000K and 4000K, mPro™ delivers up to 107lm/W making it the most efficient fire rated downlight on the market. Interchangeable bezels available in White, Matt White, Polished Chrome and Satin Nickel.

- Fibre based insulation coverable - up to 300mm
- 7 Year Warranty
- Fire tested with solid timber, joist and metal web joists
- 60° beam angle for uniform light distribution
- FastFix™ rapid install system connector included
- IP65 rated

TECHNICAL SPECIFICATION
ETIM Class: Downlight / spot luminaire / floodlight (EC001744)

Primary Features	Value	Other	
Colour of light	White	Light source type	
Colour temperature (K)	3000 - 3000	Luminaire efficacy (lm/W)	101.67
Degree of protection (IP rating)	IP65	Maximum system power (W)	6
Housing colour	White	Nominal voltage (V)	240 - 240

A The manufacturer's brand name and the part number, followed on the next line by a clear, concise description. This is what customers see on the search results page.

B The product family and product range that includes this product, along with the product's Global Trade Item Number (GTIN) – a universally accepted number that can pinpoint a product in multiple databases.

C The manufacturer's brand logo.

D The primary, or 'hero', picture of the product, followed by a selection of secondary pictures.

E A long description of the product, one or more paragraphs long, that describes the product's principal features, USP, suitability for use and benefits. It is written in plain English, and is the kind of text that would appear on a website or in a catalogue.

F A list of up to 10 marketing bullet points.

G The product's technical specification, drawn from the ETIM data model.

NEWS IN BRIEF

ETIM Requests for Change 2024 for ETIM 10 release

The next full release of ETIM, ETIM 10.0, is due on 1 November 2024. If any business has a suggestion for a change that they would like to see reflected in the upgrade, the deadline is 28 June 2024. Use the ETIM Change Proposal Form on the ETIM UK website. <https://tinyurl.com/ETIM-R4C>

Don't take a wrong turn – choose the right ETIM class

Ten look-up guides from the EDA will help manufacturers identify the right ETIM class for their products. Each class has a number of product features and choosing the wrong class will mean it will not be possible for manufacturers to describe their product accurately.



The look-up guides cover cables, cable terminations, cable management, circuit protection, fire and security, fixings and fasteners, HVAC (electrical), lighting, renewables and wiring accessories. <https://tinyurl.com/ETIM-guide>



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Wholesalers' and manufacturers' predictions for 2024 – from late payers to Red Sea pirates

The latest EDA State of the Sector Survey uncovers current insights, trends and commentary on your sector's performance



In January, 167 representatives from EDA businesses joined the EDA's Talking Shop virtual meeting to hear the latest news and forecasts for the UK's electrotechnical sector, including the results of our Q4 2023 EDA State of the Sector Survey.

Here are a few facts and figures from our January survey in case you missed them.

Wholesaler headaches

In January 2024 wholesalers shared their top three operational headaches:

- A downturn in demand
- Customers paying more slowly
- Greater exposure to bad debt

Manufacturer worries

For manufacturers, the same question prompted this response:

- Adapting to delays caused by piracy attacks in the Red Sea

equal first with

Attracting and retaining staff

- A downturn in demand
- Complexities around the different sustainability/carbon assessment schemes and information required by customers

equal third with

Balancing staffing levels alongside rising wage bills.

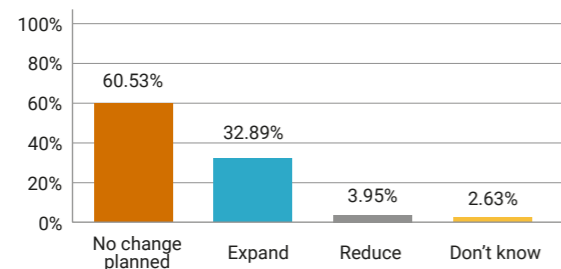
On other topics, the January survey revealed these insights from wholesaler respondents:

- **33%** are planning to expand their workforce in 2024,
- **81%** are experiencing customers paying later than expected in Q4 2023,
- **61%** reported a higher volume of customers settling invoices by credit card than they would typically expect, and
- **32%** reported they were increasing stock levels. ■

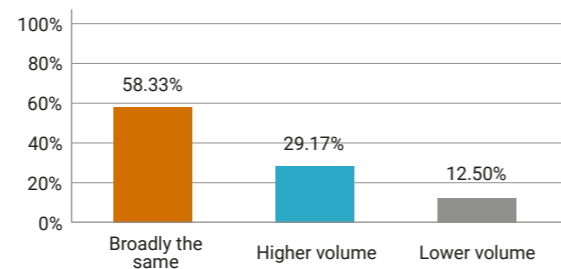
In the know or out of the loop?

Join us virtually and hear insightful commentary about your sector's performance and predictions – all welcome.

11am-12.30pm
Wed 24 April 2024
Wed 24 July 2024
Wed 23 October 2024
Sign up at www.eda.org.uk



Payroll plans Wholesalers reveal whether they are planning to expand or reduce their workforces in 2024



Soaring sales 29% of wholesalers are predicting higher like-for-like sales in 2024 compared with 2023



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EDA COMMUNITY

Industry veteran retires after 40 years

Jeff Kerridge, regional sales manager at Marshall-Tufflex Ltd, retired at the end of January, marking the end of a 40-year career in the electrotechnical sector.

He had been with the cable management company for six years, but before that was with Marco, Schneider Electric and Mita. He estimates that, over his entire career, he has travelled over 1.2 million miles in 17 company cars.

Jeff plans to spend more time indulging his hobbies, including photography and travelling. He plans to visit France, Germany and Canada with his wife, Sue.

Jon Chamberlain, managing director at Marshall-Tufflex, said: 'Jeff has been a major asset to both Marshall-Tufflex and his wholesaler customers. We wish him a long, happy and healthy retirement.' ■



Jeff Kerridge A 'major asset' to Marshall-Tufflex

A century of Stearn Electric

Stearn Electric Co Ltd – an EDA Member for 76 years – is celebrating its 100th anniversary this year.



The company was set up by Charles Stearn, a vacuum pump expert. He worked with Sir Joseph Swan, sealing filaments into evacuated glass bulbs. In 1907 he formed the Stearn Electric Lamp Company.

Stearn died in 1919, aged 75. In 1920 Sir Maxwell Hicks took over the company, and secured a 'super-wholesalers' deal to supply the wholesale trade on the same terms as other manufacturers on the condition it stopped making lamps. This cemented its close relationship with wholesalers that continues today.

The company expanded into domestic appliances, heating and controls. Then, in the early 1990s, it was acquired by a family with a group of specialist electrical distributors. It went on to acquire Popes, the lighting distribution arm of Osram, in 1996, and then GAD, a specialist in focal point fires. ■

New Members and Affiliates

A warm welcome to two new wholesaler members that joined the EDA on 1 January 2024.

- **Mansfield Electrical Supplies Ltd** and
 - **Solen Energy UK Limited.**
- Both are part of The IBA Buying Group Ltd.

Two Affiliate manufacturers joined the Association on the same date. They are:

- **ITW Construction Products UK (SPIT)** and
- **Draper Tools.**



WANTED!

Have you opened a new branch, moved to different premises, hired new recruits or collaborated on an interesting project? Do you have any news you'd like to share with the electrical wholesaling community? If so, we'd love to hear from you.

Just send details – including photos – to takingstock@eda.org.uk and we'll do the rest!



WHERE ARE THEY NOW?



ROBERT JAMIESON

Today, Glaswegian Robert is Business Development Manager at BEMCO in Glasgow, growing BEMCO's business across the west of Scotland. Here's his story.

2004-18 Sales Adviser, Edmundson Electrical Ltd, Glasgow

'I joined from school. It was a busy trade counter and a good learning experience. I met Scottish, English and Irish electricians – all have different names for the same product!' Away from work, Robert focuses on charity work in Scotland and overseas. 'I visited Ghana in 2014

with the Rangers Charity Foundation to help build a school,' explains Robert, 'The experience totally changed my outlook on life. It widened my eyes in ways you can't imagine.'

'In December 2016, I raised £10,000 for the Yorkhill Children's Charity in memory of Taylor Carberry who died from cancer. The fundraising effort included hill walking, cycling from Glasgow to Edinburgh, a fancy dress party in Glasgow City Centre and waxing my chest!'

2018-23

Roles at Electric Center, Holland House Electrical Co Ltd, AIB Electrical Wholesale (Glasgow) Ltd and Clyde Cable

Investors in training honoured at Annual Dinner



Manager winners (from left to right) **Alan Reynolds**, CEO of Fegime collecting the trophy for **Carla Santos**, CDR Electrical Wholesalers Ltd; **Mark Ashworth**, ABM Electrical Wholesale Ltd; **Lyndon Sinnett**, CEF Ltd; **Rae Potarzycka**, collecting on behalf **Amanda Rippon**, Rexel UK Ltd; **Chris Ashworth**, EDA President, CEO of CEF Ltd; **John Henry**, Managing Director at EDA Apprenticeships Plus, EDA Education and Training Awards Sponsor; **Kate Booth**, Stearn Electric Co Ltd; **Tom Jones**, Kempston Controls, EDA Affiliate; **Paul Steer** collecting the trophy for **Lee Warren**, Devondale Electrical Distributors Ltd (part of Grant & Stone); **Robin Weaving**, Edmundson Electrical Ltd; **Simon Mooney**, Park Electrical Distributors Ltd.

Managers in wholesaler and manufacturer businesses across the UK have been rewarded for their commitment to training at the EDA's Annual Awards dinner.

The EDA Investor in Training Award winners have used the Association's Product Knowledge Modules and Apprenticeship programmes to develop their teams. They received their trophies at the annual Education & Training Awards ceremony in front of an audience of 570 of their peers at the InterContinental Hotel in Park Lane, London.

EDA President Chris Ashworth of CEF said: 'Congratulations to this year's EDA Investor in Training trophy winners. These leaders are

delivering positive change in their businesses through the portfolio of professional training that the Association offers its members and affiliates.'

Margaret Fitzsimons, CEO at the EDA, added: 'Choosing tonight's award winners has been harder than ever as competition is fierce. Demand for apprentices remains healthy and turning the EDA's training modules into e-learning via The EDA Academy has seen a surge in demand with twice as many wholesaler branches using them in 2023 than in the previous year. Overall, the number of organisations using the modules has increased by 50% over the same period.' ■

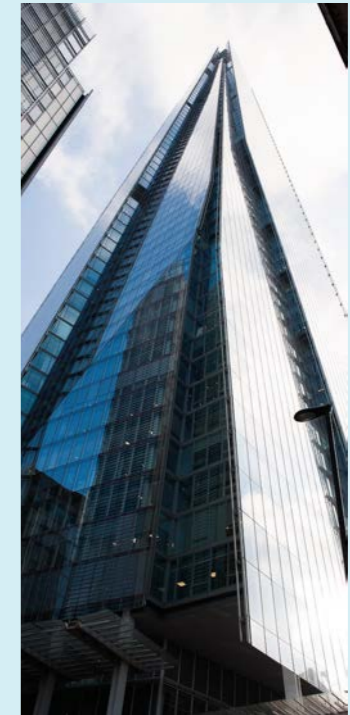


Claire Lomas MBE The successful rider and trainer – now a campaigner and fundraiser – spoke at the event

“ Younger people now expect a lot more from their employers – to have training put in place for them – and the EDA's modules make it simpler to do that ”

Lyndon Sinnett
CEF Ltd

Learners awards celebrate 10 years at the top



Learner winners (from top to bottom, left to right) **Alan Holyoake**, Gardner & Scardifield (Electrical) Ltd; **Robin Scott**, LAMPS – Lighting and Mains Power Solutions Ltd; **Ben Cobbett**, Eyre & Elliston Holdings Ltd; **David Hatton**, AT&T (GB) Ltd; **Patrycja Trudzik**, EWL Electric Ltd; **Tristan Utting**, Gewiss UK Ltd; **Rebecca Ellis**, CDR Electrical Wholesalers Ltd; **George Cookson**, Edmundson Electrical Ltd; **Hollie Jafkins**, Stearn Electric Co Ltd; **Callum Seaman**, Park Electrical Distributors Ltd; **Joshua McLean**, Stearn Electric Co Ltd; **Henry Pratt**, Edmundson Electrical Ltd; **Rhys Doolan**, Edmundson Electrical Ltd; **Saffron Jade**, Edmundson Electrical Ltd; **Adrian Harrison**, 3 Line Electrical Wholesale; **Oliver Hall**, CEF Ltd; **Harry Bramley**, CEF Ltd; **Christian Aviles**, ABM Electrical Wholesale Ltd; **Barry Hall** collecting the trophy for **Raymond Hawkins**, Devondale Electrical Distributors Ltd (part of Grant & Stone); and **Josip Barac**, Kelliher's Electrical. **Callum North**, Deligo Ltd, was unable to attend.

Individuals from across the UK who have excelled in their Apprenticeships or their EDA Product Knowledge studies have been presented with Learning Achievement Awards at the Shard in London.

Thirty-four storeys above street level, learners, their managers and industry representatives gathered for the 10th time to honour those who have done exceptionally well in their studies.

The trophies were presented by EDA President, CEF's Chris Ashworth, and John Henry, Managing Director at EDA Apprenticeships Plus, which operates the Association's Apprenticeship Service and

sponsors the Awards.

Margaret Fitzsimons, the Association's CEO, said: 'This is the tenth year we've held a ceremony of this kind at the Shard and it is our biggest Learning Achievement Awards ever, with 21 trophies going to deserving individuals.'

'Our winners are hand-picked from thousands who have completed an apprenticeship or module studies this year, so every EDA business could have a future winner in their midst. The joy of these awards is that our winners attend with family and friends, as well as business colleagues, which makes for a great advertisement for the opportunities and career potential that this sector offers.' ■

“ It's a great feeling when a customer comes to you certain about what they need and you can tell them, no, you need something else ”

Patrycja Trudzik
EWL Electric Ltd



Networking Managers and learners mingle before the awards ceremony

SECTOR INSIGHTS

UPDATES, PERSPECTIVES, AND RECOMMENDED READING



Construction Industry Forecasts 2024-2025

Construction output is set to fall by over 2% this year – find out why by reading the CPA's latest forecast.

£250, or free through the EDA

The Construction Products Association (CPA), in its Winter Forecasts, predicts that construction output will fall by 2.1% this year. This is the result of falls in private housing new build and repair, maintenance and improvement (RM&I) – the two largest construction sectors.

The CPA says construction output will rise by 2.0% in 2025 in line with falling interest rates and a general economic recovery. This should ease challenges in the housing and RM&I sectors.

However, the CPA identifies recent disruptions in the Red Sea as a key risk to its forecasts by disrupting supplies and accelerating cost inflation. ■

EDA businesses can request a copy of the CPA's forecasts for free rather than pay £250. Email margaret.fitzsimons@eda.org.uk



EDA Apprenticeship Guide

A guide to the EDA Apprenticeship Service for wholesalers, manufacturers, service providers and solution providers.

Free

This guide is for managers interested in using the EDA's Apprenticeship Service. You'll find all the information you need to consider before taking on an apprentice, your options and the commitment needed, related costs, and how the service works. ■



Analysis of the National Infrastructure and Construction Pipeline 2023

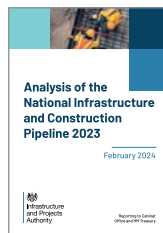
Find out all about the Government's planned investments in infrastructure projects for the next 10 years.

Free

The National Infrastructure and Construction Pipeline sets out planned and projected investment in major economic and social infrastructure over the next 10 years, the workforce requirement to deliver it, as well as a list of near-term planned procurements.

The Infrastructure and Projects Authority says this will help industry to make informed planning decisions and support investment in skills and construction productivity.

The 2023 National Infrastructure and Construction Pipeline comprises 660 projects, programmes and other investments across a range of infrastructure types. The total value of planned public and private investment to 2025 is £164 billion, an average of £82 billion a year. ■



EDA State of the Sector Survey

Full details of wholesaler and manufacturer feedback collected in the EDA's State of the Sector surveys.

Free

EDA State of the Sector surveys are conducted quarterly in January, April, July and October. There is one survey for wholesalers and another for manufacturers.

The Association shares highlights from these surveys at its quarterly Talking Shop Dialogues. You can register for these at www.eda.org.uk. ■



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