

Tackle supply chain challenges

The EDA's Power It Up Industry Insight Conference united business leaders from across the supply chain in the UK's electrotechnical sector



The electrotechnical sector faces many strategic challenges, and the agenda for the EDA's Power It Up Industry Insight Conference in November included sessions on many of them: the economy and opportunities for business growth, circularity and sustainability, societal change and its impact on attracting and retaining the next generation of talent.

More than 190 senior leaders from 94 EDA businesses, and representatives from the electrical contracting sector and trade associations, travelled to Crewe to hear from UK and international speakers on these topics.

EDA CEO Margaret Fitzsimons, and EDA President Chris Ashworth, CEO at CEF, opened the conference.

The speaker programme included entrepreneur, architect,

innovator, inspirer and visionary **Thomas Rau** from the Netherlands who challenged business leaders to turn their thinking about the linear economy on its head and to recalibrate the relationship between humans, the planet and natural resources.

Expert panel

A panel of experts responded to his session, sharing their thoughts on a sustainable, circular economy for UK EEE. Panel facilitator and EDA Special Adviser **Paul Reeve** Cenv quizzed **Ray Molony**, a journalist and lighting industry expert; BEAMA CEO **Yselkla Farmer**; **Connor Dalton**, Director of ESG, Sustainability, and Health and Safety for CEF; **Chris Sadler**, CEO and founder of Kimble Solar, representing contractors; and **Chris**

Carr, Managing Director of Carr & Carr (Builders) Ltd and National President of the Federation of Master Builders.

Societal change

Also from the Netherlands was **Thimon de Jong**, founder of the Whetston think tank, who shared his thoughts about how societal changes and dynamic human behaviour demand different approaches from business leaders.

Other speakers were **Tom Diplock**, a Partner at L.E.K. Consulting; **Professor Noble Francis**, Economics Director of the Construction Products Association; **Chris Carr**; **Lauren Mistry**, Deputy CEO of Youth Employment UK; and **Liz Male** MBE, Managing Director, LMC (Liz Male Consulting). ■

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Big thinkers

The expert panel answers questions from EDA special adviser Paul Reeve (left) and speakers Thomas Rau of Turntoo & Rau (above left), EDA CEO Margaret Fitzsimons (above right) and Thimon de Jong from the Whetston think tank

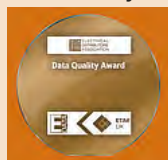
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A glimpse of product manufacturing for EDA apprentices



A dozen apprentices from Kempston Controls tour an ABB factory and get an insight into product manufacturing

Association hands out its Data Quality Awards for 2024



Companies that have gone the extra mile when it comes to product data are rewarded at the EDA digitalisation forum

The electrotechnical supply chain working together



The EDA was at the BEAMA Annual Conference to hear about UK industrial growth and sustainability

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.

Friday 7 February 2025

Talking Shop Teams Dialogue

Join this quarterly virtual event to hear the results of the latest EDA State of the Sector survey. Also on:

- Friday 9 May
- Friday 8 August
- Friday 7 November

Register at www.eda.org.uk

Thursday 6 March 2025



EDA Annual Awards Dinner

At the InterContinental Hotel, Park Lane, London.

Thursday 15 May 2025

EDA Regional Business Forum, Glasgow

Free for EDA wholesalers, manufacturers, solution providers and service providers.

Register at www.eda.org.uk

Thursday 15 May 2025

EDA Scottish Section Sportsman's Dinner

Call Maeve O'Dea on 0117 909 9550

Wednesday 4-Friday 6 June 2025

EUEW 2025 Business Convention

European Union of Electrical Wholesalers convention in Helsinki, Finland.

Contact Margaret Fitzsimons,

CEO at the EDA, on 020 3141 7350 for details.

Thursday 3 July 2025

Manufacturers' and Wholesalers' Summer Event

An invitation-only event.

For more information, visit www.eda.org.uk

Wednesday 24 September 2025

EDA Regional Business Forum, NEC Birmingham

Register at www.eda.org.uk



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Power It Up: networking dinner



The conference was followed in the evening by a networking drinks reception and dinner, hosted by **Roger Tilling**, the voice of *University Challenge*.

After-dinner speaker **Nicolas Hamilton**, racing champion and a member of Channel 4's Formula One coverage team, held the room with his personal story of

overcoming adversity to become the first disabled driver to compete in the British Touring Car Championship.

A raffle raised £2,940 for the Electrical Industries Charity (EIC). The cheque was presented to Jeremy Saunders, Global CEO at CEF and President and Chair of the EIC, by Nicolas Hamilton. ■



Cutting a cheque
Jeremy Saunders, President and Chair of the EIC (right) accepts a cheque for £2,940 from Nicolas Hamilton and Roger Tilling

Thank you to our Power It Up 2024 Conference Sponsors



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CEO verview

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

On behalf of everyone at the EDA, Happy New Year! Here's hoping 2025 is a healthy, happy and profitable one for all.

For most people working in the construction industry, 2024 is a year that they will be happy to see in their rearview mirror: overall decline of 3%, new housing down 9%, private housing RMI down 4%, 4,500 companies gone to the wall topped off by the collapse of ISG.

In our sector many have felt the negative impacts of these declines and have experienced price deflation to boot. But the outlook for next year is much more positive – overall growth of 2.5%. What's more, our channel is fortunate to be essential to the electrification and digitalisation of the economy. We are hearing reports of strong growth in data centres and many of our members are diversifying their businesses to embrace renewables.

To help our members in their diversification into renewables we are including the topic in all our activities next year: on the product data side, we have added renewable and packaging data into our EDATA platform and are working with manufacturers to provide the information to make it available for the channel. In training, our Renewables Product Knowledge Module has been refreshed with the help of our affiliated members and other industry experts and will be launched in Q1. And all our regional business forums will focus on renewable technologies.

We look forward to working with you to embrace these opportunities in the year ahead. ■

DASHBOARD: A SUMMARY OF Q4 BUSINESS ACTIVITY IN NUMBERS





A glimpse of manufacturing excellence for EDA apprentices from Kempston Controls

In September last year, ABB at Coleshill in the West Midlands hosted an event for EDA apprentices from Kempston Controls. It marked a significant moment for the young apprentices, many of whom were visiting a factory for the first time.

Kempston Controls has 12 apprentices who contribute to different parts of the business – and two former apprentices now work for the company full-time. Tom Jones, Channel Partner Director at Kempston Controls, said: ‘Our apprentices are given every opportunity to develop their knowledge of the sector, and this visit adds to their understanding. For many of our young adults, this was their first visit to a manufacturing plant.’

The day at ABB gave the apprentices an opportunity to witness how ABB designs, manufactures and tests its products. Chris Clements, Sales and Marketing Director for the UK and Ireland at ABB, expressed the company’s enthusiasm for supporting talent development: ‘We love to support our

customers in developing their staff of the future. A factory tour enables them to see first-hand what we do.’

This event is a fantastic example of the electrotechnical sector working together to nurture future talent. If you’re interested in starting a talent pipeline in your organisation through the EDA apprenticeship service, email training@eda.org.uk. ■



“Visiting the factory was extremely helpful and provided an insight into how the items we sell are made”

“The training helped me become more informed, meaning I can advise customers better”

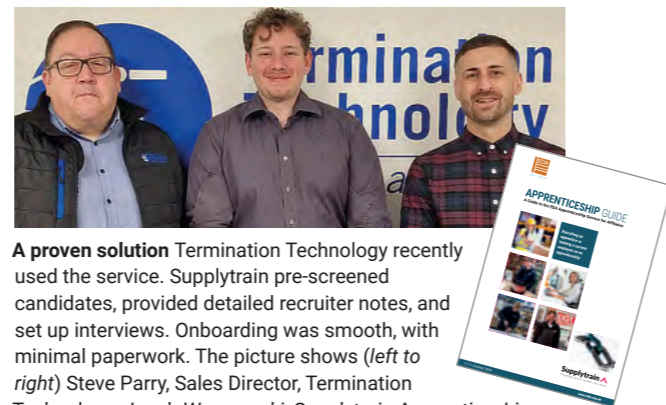
“The visit allows us to meet suppliers in person and build positive relationships”

Unlocking the power of Apprenticeships for EDA Affiliates

For over a decade, the EDA has supported wholesalers with a dedicated apprenticeship service. This June, the Association expanded its offering with a specialist apprenticeship service for Affiliate Members.

In partnership with Supplytrain CIC, the EDA is making it easy for businesses to tap into government funding and recruit new talent. Here’s how the EDA Apprenticeship Service works:

- **Recruitment & Employment** Supplytrain CIC manages the entire hiring process, from pre-screening candidates to setting up interviews.
- **Training Management** They handle interactions with the training provider.
- **End Point Assessment** They oversee the final assessment process, ensuring apprentices meet required standards. ■



A proven solution Termination Technology recently used the service. Supplytrain pre-screened candidates, provided detailed recruiter notes, and set up interviews. Onboarding was smooth, with minimal paperwork. The picture shows (left to right) Steve Parry, Sales Director, Termination Technology; Jacub Wawrowski, Supplytrain Apprentice; Liam Nicolson, Jacub’s line manager at Termination Technology.

Data zero to data hero: how the ‘Data is Power’ Apprenticeship transforms careers

In September 2023, 36 individuals from EDA businesses were pioneers of the ‘Data is Power’ apprenticeship – a programme to unlock the power of data for professionals at any stage of their careers – and the results have become apparent as those pioneers take their assessments.

At the time of going to press, three have taken their end point assessments and all have achieved Distinction grades.

Data is everywhere

Data fuels every business decision:

- Sales data identifies top-performing products.
- Customer behaviour data uncovers trends to enhance service.
- Operational data drives efficiency.
- Marketing, financial and HR data are the



foundation of smart business decisions.

But you need the right skills to interpret and take advantage of this data effectively. That’s where the apprenticeship comes in.

Best of all, the training – with a value of £12,000 – is 95% government-funded.

With EDA’s support you could unlock the remaining 5% so it won’t cost you a penny.

Ready to be a data hero?

Taking on a year-long apprenticeship is a commitment. It means fitting at least six hours of training and practical application into an already busy workload. But as soon as you start to implement your new skills, time and efficiency savings can be made.

In April 2025, the next intake launches, delivered in partnership with Firebrand Training over a 16-month period. There are only 18 places available. ■

Why not sign up for a virtual information session?

Learn how the ‘Data is Power’ apprenticeship can transform your career. Register at www.eda.org.uk in the Events section and choose from these dates and times:

Manager Insight Sessions

- Monday 3 February, 10.00am-11.00am
- Wednesday 5 February, 1.00pm-2.00pm
- Wednesday 12 February 3.00pm-4.00pm

Learner Insight Sessions

- Thursday 6 February, 10.00am-11.00am
- Tuesday 11 February, 3.00pm-4.00pm
- Thursday 13 February, 3.00pm-4.00pm

From pen and paper to data dynamo

Paul Wogden is Warehouse Manager at Olympic Fixing Products Ltd, and shares his experience of the programme.

‘I’ve always been old school,’ he says, ‘working with pen and paper. Technology wasn’t my thing, and data analysis felt overwhelming.’

Paul’s first project focused on carrier charges, and within the first three months, his newfound skills identified £60,000 of potential savings – a 20% cost reduction for his business.

Paul had to balance his training with a busy job. But with perseverance – and support from MD Paul Gordon and his course coach – Paul completed the programme, earning a Distinction in his end-point assessment. He said: ‘This has transformed how I work and lead my



department. It’s something I should have done years ago.’ Paul now trains his team in data-driven strategies, revolutionising warehouse operations and planning.

Paul Gordon says: ‘It’s been great to see Paul take learnings from the programme into his everyday role. The financial savings his project have delivered are significant to the business.’

NEWS IN BRIEF

EDA Module sales top 10,000

The Association has recently sold its 10,000th Product Knowledge Module. The award-winning 12-title Product Knowledge Programme is City & Guilds-Accredited and remains as popular as ever. For more on the Modules visit www.eda.org.uk/training-apprenticeships/modules.

Bonnick becomes EDA Education and Training Ambassador

Mark Bonnick, Rexel UK’s Learning and Development Business Partner, has become an EDA Ambassador after the company’s Apprenticeship Programme Manager Vicky Ordish retired. Keith Avenell of AWEBB’s 3 Line Electrical chairs the Ambassador Group, which meets quarterly to support and promote all aspects of the EDA’s education and training provision.

Leadership course – 90% funded by government

The Help to Grow Management course supports senior managers of small and medium-sized businesses to boost their businesses’ performance, resilience and long-term growth. The practical 12-week leadership course is delivered by world-class business schools and accredited by the Small Business Charter. It would typically cost £7,500, but it is 90% government funded and costs £750 per person plus VAT. Visit www.eda.org.uk for more information or call Tracy Hewett, details below.



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Create sustainability and packaging data for EDATA data pool

Learn how to create Sustainability & Packaging Data for the EDATA Data Pool with our in-person training workshops.



Wholesalers increasingly ask for sustainability and packaging data, including packaging materials, to supplement core product data. This data can now be distributed to electrical wholesalers through the EDATA data pool.

- Sustainability (embodied carbon, recycled content, recyclability, energy efficiency).
- WEEE, RoHS and REACH.
- Battery data.
- Packaging sizes and weights.
- Packaging materials.

The training is primarily for manufacturers, but wholesalers are welcome. ■

There are two dates and venues to choose from: in London on Thursday 27 February, from 10.00am-12.30pm (sandwich lunch will be provided), and in Durham on Thursday 24 April from 10.00am-12.30pm (sandwich lunch will be provided). Visit www.eda.org.uk to book your place.

Let's go digital: EDA Digitalisation Forum and Awards 2024

A day packed with insights from progress on the EDATA data pool to digital product passports, from the power and pitfalls of AI to where product data is heading next

Wholesalers, Manufacturers, Solution Providers and representatives from supply chain trade associations joined us for a day of insights into emerging trends, networking opportunities, learning best practices and improving business processes.

The Forum was opened by **Margaret Fitzsimons**, CEO of the EDA, and **Richard Baxter**, Director of Systems and Procedures at Edmundson Electrical Ltd and the incoming chair of the EDA Data Services Board, the group behind

the development of the EDATA data pool. **Richard Appleton**, the EDA's Head of Digitalisation, gave an update on the progress of the data pool and the introduction of new sustainability and packaging data.

Where to next?

Paul Reeve, EDA Special Adviser, chaired an insightful panel discussion on 'Product data: where do we go next?' with experts **Iain Walker**, Industry Engagement Director, GS1 UK; **Martin Russell**, Group Product Manager, Marshall-

Tufflex Ltd; and **Phil Thompson**, Product Data Consultant, Information Management Squared Ltd.

Iain Walker summed up the day. 'Businesses should not wait for the pace of change to slow down before starting to act on product data, because if anything the pace of change will speed up.'

Greater unity

Phil Thompson echoed this, and called for 'greater unity, because product data is a baton that is passed along the supply chain'. He



also called for a common approach saying that 'information management doesn't need to be competitive. Let's get behind a unique identifier – such as GS1.'

Martin Russell called for those in leadership roles to get behind the drive for product data, and EDA solution providers Infor, Agathos, and B2BE shared how they have integrated their software with EDATA. Proplanet and their partners Squadra, demonstrated how powerfully PIM technology and AI can work together. ■



Wholesalers The winners of the 2024 Data Awards for Wholesaler engagement are: **BEW Electrical Distributors Ltd**, **LEW Electrical Distributors** and **Worcester Electrical Distributors Ltd**.



Manufacturers The Manufacturer winners of the 2024 Data Awards are: Overall Data Quality Award <1000 SKUs – **Super Rod Ltd**, Overall Data Quality Award 1000-3000 SKUs – **D G Controls Ltd**, Overall Data Quality Award Manufacturer with >3000 SKUs – **Collingwood Lighting**, EDATA Creator Pioneer Award – **Atlantic** and EDATA Integration Pioneer Award – **Aurora Lighting Ltd**.



Gold Quality Manufacturers receiving their certificates for Gold Quality Data Standard in EDATA are: **Atlantic, B.E.G. UK Ltd, CQR Security Ltd** (& Securefast Ltd), **Duracell Professional** (Procell), **Hager Ltd, Kempston Controls, Lutron EA Ltd, Robus, Super Rod Ltd** and **Thom Lighting** – a member of Zumtobel Group.

All roads lead to Rome ETIM UK and Ireland headed to Italy last October for the annual ETIM International Forum 2024.

ETIM UK is the partnership between the EDA and BMF (Builders Merchants Federation) to champion the ETIM data standard, which offers a clear-cut way to logically structure product data. At the forum (left to right) David Bate, BMF; Oz Bahm, BMF; Margaret Fitzsimons and Richard Appleton, EDA.



On the board Margaret Fitzsimons, representing ETIM UK and Ireland, has been elected to the Executive Board of ETIM International. She will serve on the Board for three years alongside representatives from Norway, the Netherlands, North America, Finland, France and Germany.



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28 EDATA manufacturer online meet-ups

The EDATA team has been hard at work over the past few months collaborating with manufacturers in EDATA to discuss their Gold Quality Data Standard.

Key topics on the Gold agenda include: manufacturer product ranges, their volume of SKUs in EDATA, GTIN codes, sustainability and packaging data, using the EDATA sandbox, wholesaler stats, and the 'In It Together' campaign to promote manufacturers' EDATA presence to EDA Wholesalers.

To date regular meetings have been planned with about 30 manufacturers. Here's the team (bottom) with representatives of Airflow, AICO, Prysmian and Envirovent. ■



NEWS IN BRIEF

276,842 reasons to join EDATA

The award-winning EDATA data pool improves the way wholesalers access manufacturer product data. There is information on 276,842 products to enhance your customer service; product descriptions, technical information and images to populate your web site and support your sales; and Product Data Sheets in a consistent format for quotes, tenders, submittals and operation & maintenance manuals. Visit tinyurl.com/EDATAforFREE to sign up online, or call Diana, details on page 2. For a training session, call **Brigitte Evans**, details below.

Book your place at a Data Quality Training Workshop

Since the ever-popular Going for Gold Workshops started back in 2022, more than 120 attendees from 54 EDA businesses have joined the training. If you've missed out, or want a refresher, there are two new dates for this in-person training at www.eda.org.uk, just visit the Events Section and choose between Birmingham on Thursday 27 March and London on Wednesday 1 October.

ETIM 10.0 release latest

The latest version of the data standard – ETIM 10.0 – has just been released. In addition to many new classes and features, it will contain some further enhancements such as a new feature-grouping structure so features can be listed under sub-headings such as Application, Material, Model, Performance and so on. Also, the ETIM Group structure which groups related Classes has been completely revised.

Thank you to all our sponsors



In the year 2025, construction's still alive

The Association's quarterly Talking Shop Teams Dialogues are where the results of the quarterly State of the Sector surveys are revealed. The latest meeting was held the day before the Budget, so there was a good deal of uncertainty both in the meeting and in respondents' answers to the survey questions



As usual, the meeting kicked off with a review of the Construction Products Association's quarterly economic forecast for the construction industry – and this time Professor Noble Francis, Economics Director at the CPA, could not attend this session of Talking Shop.

Instead, EDA CEO Margaret Fitzsimons presented the CPA's predictions, which she described as 'fairly limited' given the proximity to the Budget. Consumer confidence and fears about measures in the Budget – most of which were well founded – made for a gloomy end to 2024.

Annus horribilis

2024 was not a good year for construction. At the time of the meeting the sector was worth £180.4bn, down from £185bn last year and £182bn the year before. 'In general,' said Margaret, 'I think we need to consign 2024 to Room 101 and move on to 2025.'

And forecasts for 2025 do indeed paint a brighter picture. Private housing is set to grow by 8%, and private housing repair, maintenance and improvement (RM&I) up 3%. But all parts of the construction sector are expected to grow this year.

Overall construction growth is forecast to hit 2.5% – but such forecasts always come with risks. And some of those include: the effects of the Budget, material price inflation and insolvencies, which are at the highest rate since the financial crisis.

On a more positive note, there are some long-term opportunities for the sector, such as:

- commercial refurbishment and fit-out to meet minimum energy-efficiency standards;
- moves to improve infrastructure, especially energy, water and transport;
- the Government's target of 300,000 new homes a year (although there is considerable scepticism about whether this

- is possible to achieve);
- energy-efficient retrofit of the 17m homes that have EPC ratings below C;
- biotech and data centres;
- gigafactories; and
- social infrastructure, such as schools, hospitals and prisons.

State of the sector

This quarter's State of the Sector survey attracted responses from 41% of wholesalers and 52% of manufacturers contacted.

First, they were asked about turnover. Comparing turnover in Q3 2024 with Q3 2023, 15% of wholesalers said turnover was up 11% or more. The same figure in the July survey was 18%. So not much change.

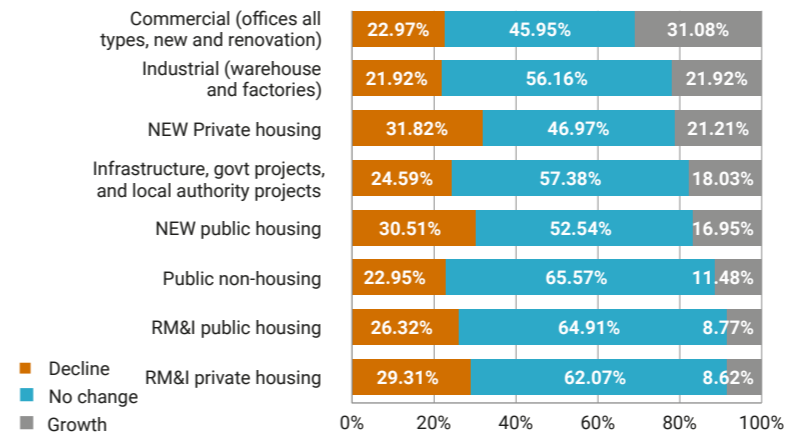
However, there is some good news in that only 39% of respondents said turnover was down compared with 49% last time.

When comparing Q3 with Q2 2024, things also look positive. Eighteen per cent of respondents said turnover was up 11% or more versus only 12.5% in July; and 29% said it was down in Q3 versus a whopping 57% in July.

"In general, think we need to consign 2024 to Room 101 and move on to 2025."

From the perspective of manufacturers, things are slightly different. Only 10% of respondents said turnover was up 11% or more when comparing turnover in Q3 2024 to Q3 2023. When comparing turnover in Q3 to Q2 2024, 22% said turnover was up 11% or more versus 7% in July; and 29% said turnover was down, compared with 43% in July.

For this quarter's survey, we asked manufacturers which part of the construction sector was the most important for their products. Commercial was at the top, mentioned by nearly half of manufacturers, and public non-housing is at the bottom, mentioned by only 1.85%.



Changing turnover Change in turnover by sector between Q3 2024 and Q2 2024, as reported by the EDA's wholesaler members

Other sectors that received honourable mentions were rail, including HS2, and data centres, which many consider a particularly good opportunity.

Operational challenges

Next, the survey moved on to operational challenges. For wholesalers, these include, as in previous quarters, online prices making margins tight and a downturn in demand. What is new, however, is the mention of increasing business overheads.

Manufacturers have experienced a downturn in demand and increasing competition for work, as in previous quarters. Many mentioned product price deflation as an additional challenge.

When it comes to strategic challenges, manufacturers listed economic uncertainty in the run-up to the Budget, rising costs, differentiating products and services and identifying growth areas, and deflation. We asked wholesalers if they had experienced a change in turnover in Q3 compared with Q2 in any particular sub-sectors of the construction industry. Top of the heap was commercial, where turnover had grown by just over 31%. In third place was private housing, a new entry in the list.

EVs drive the sector

Demand for particular products can also be an indicator of future trends, and based on

manufacturers' responses to our questions, the greatest increase in demand is for products for electric vehicle charging. These were followed by commercial lighting equipment and then solar PV, inverters and mountings.

A few final questions sought to discover whether wholesalers' customers are introducing more demanding terms and conditions in their contracts. Nearly 70% said no, but those that agreed said customer requests for longer payment terms and more favourable restocking/cancellation terms were examples.

UK or not UK

During the Covid pandemic, we asked wholesalers if their purchasing decisions were affected by whether a company manufactures in the UK. We asked again, and over two-thirds of respondents said they were.

Some of the specific responses were quite cautious – 'Not enough UK manufacturing to invest in', 'We would if there were any doing it in a meaningful way' – but the more positive responses recognised that the question is a complex one: 'There are a set of complex questions to answer in procurement to understand the balance between the UK choice and the market price. This increasingly includes sustainability issues.' Another said: 'It's a consideration, but the right product made well is more important.' ■

To download the full State of the Sector survey results, scan the QR code below. To attend the next Talking Shop virtual meeting, see Events, page 2



Links in the electrotechnical supply chain at the BEAMA conference

BEAMA, the trade association for energy infrastructure and systems, held its Annual Conference on 27 November, with the theme 'Target 2030: A new era for industrial growth and sustainability in the UK'.

As a key 'growth-driving' sector, the EDA joined 150 supply chain representatives to hear direct from UK manufacturing businesses, the Government, and other agencies across the supply chain.



The message of a step change in electrification was loud and clear, as was the need for the supply chain to work together. Topics discussed included:

- the pathway to achieving clean power in Great Britain by 2030;
- balancing the cost of electricity vs gas;
- retrofit, and the need to create clear customer information, notably to boost heat pump take-up and electrical heating solutions; and
- Demand-side flex, smart metering and the mix of solar, battery and EV charging installation. ■

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EDA COMMUNITY

Changes to EDATA data pool governing body



The Association has announced changes to the EDA Data Services Board, which is responsible for the strategic direction of the EDATA data pool and elected by the 27 EDATA manufacturer and wholesaler sponsors.

Richard Baxter, Edmundson Electrical Ltd's Director of Systems and Procedures, who has been on the Board since 2022, becomes Chair after the retirement of Edgar Aponte, former CEO at Rexel UK. Two new faces have also joined the board this year: **Marcus Leek**, Chief Commercial Officer, representing Rexel UK Ltd, and **Nick Edwell**,

Managing Director, Rapid Electrical Distributors, who represents the Fegime UK buying group.

The EDA Data Services Board is a mix of volunteer representatives from leading wholesalers and manufacturers elected from the 27 businesses that sponsor the data pool, alongside representation from the EDA secretariat, currently Margaret Fitzsimons and Richard Appleton. A new manufacturer representative will be elected in February 2025 to fill the vacancy left by the recent resignation of Ian Hunter (see below right). ■

EDATA: we're all in it together

We're in EDATA, don't be left out

Find our latest product information inside the EDATA data pool.

EDATA: in it together
informative, intelligent, indispensable

For Free access to EDATA contact the EDA:
T: 020 3141 7350 info@eda.org.uk W: tinyurl.com/EDATAforFREE

The EDA has created a series of marketing materials and made it available to all EDATA members.

The In it Together campaign embraces catalogue fillers in a variety of sizes, a PowerPoint slide deck, an e-signature banner and LinkedIn graphics.

'It's to amplify the message,' said EDA CEO Margaret Fitzsimons. 'If you're a wholesaler, you should be drawing your data from EDATA. If you're a manufacturer, you should be putting your data in there.'

The first company to join the campaign and use the new materials on LinkedIn was lighting specialist LEDVANCE. ■
To get hold of the marketing materials, contact the EDA team.



New Rexel UK representative on EDA Board of Management

Lee Barry, Sales and Operations Director at Rexel UK Ltd, has joined the EDA's Board of Management. He takes the Rexel position on the Board after the retirement in late summer of Edgar Aponte, Rexel's former CEO.

The Board of Management comprises senior-level wholesalers representing a national chain or one of the four buying groups in the EDA, alongside the EDA CEO. ■
For the full EDA Board visit www.eda.org.uk/about-us/eda-board/



Links Electrical Supplies has been acquired by RDCP Electrical, which is formed of Worcester Electrical Distributors Ltd and WED-Online. Links has a turnover of £17m and has headquarters at Newtown in Wales. It has 11 branches with 63 staff in Wales and Shropshire. RDCP Electrical is a division of RD Capital Partners. It will now have a turnover of £40m – one of the largest businesses in the AWEBB buying group. RDCP said it intended to double turnover by the end of 2025.

Ian Hunter joins Luceco

Ian Hunter has been appointed UK Trade Sales Director at the Luceco Group. He will oversee Luceco's UK trade sales and projects.

His experience in the electrical sector includes stints at Legrand, Scolmore and Electrium (part of Siemens). He has an extensive network of contacts in the housebuilding sector.

John Hornby, CEO at Luceco, said: 'With his strong industry relationships and proven track record, I am confident that Ian's contribution to the business will be highly significant.' ■



Send any news for this section to takingstock@eda.org.

In memoriam: Mike Beswetherick, former President of the EDA



It is with great sadness that the EDA learned of the death of Mike Beswetherick on 3 November 2024 just 13 days after the death of his beloved wife, Janet. Both were in their nineties.

Mike served as President of the Association in 1979 when it was called the Electrical Wholesalers' Federation (EWF) before changing its name in 1998 to the EDA. Mike worked for Stearn Electric Company at the time where he served for many years as Marketing and Commercial Director.

Mike was instrumental in the creation of the EDA's Centenary book in 2014 thanks to his long association and in-depth knowledge of the organisation. Mike's funeral was at Westerleigh Crematorium on Thursday 28 November.



Walking the Walk For many, 'The Walk' is the highlight of the EDA's Scottish Function. Last year, it was led by Gary Mason, CEO of Edmundson Electrical Ltd. There is no better way to network as the file of walkers changes shape giving new opportunities for conversation with multiple business acquaintances. Here are the 2024 walkers at the half-way point with Bonnie Loch Lomond in the background. Each year the 'Boot Trophy' is awarded to the walker who has made a 'noteworthy' contribution to the event. This year, for the first time, it was awarded to a trio of happy stragglers who lagged very far behind Talking the Talk. Congratulations to Katia Callander, Lisa Parry and Sam Avenell (right). A big thank you to Alan Mclean of Rexel UK Ltd, this year's Scottish Section Chairman, for organising a wonderful Scottish Event.



New branches for Park



Park Electrical Distributors Ltd has opened a new branch in Wakefield and announced that another will open in Doncaster early this year.

The company congratulated Regional Manager **Joshua Brown** and Branch Manager **Dave Afford** for their hard work in launching the Wakefield branch.

The company recently announced that it would boost its commitment to renewable energy by starting a partnership with Menlo UK Ltd and acquiring key assets of that business. ■

New Members and Affiliates

A new Wholesaler Member has joined the Association:

- **Anglo American Electrical Company**, part of The IBA Buying Group Ltd, joined on 1 November 2024



Another Affiliate Member joined the EDA from 1 November 2024:

- **All LED Limited.**



Finally, from 1 December 2024 a new Solutions Provider joined the fold:

- **Sharp-aX Computer Systems Limited.**



Long service Julian Sargent, long-time accounts manager at CEF's Plymouth Central branch, has retired after 34 years in the role.

SECTOR INSIGHTS:

UPDATES, PERSPECTIVES, AND RECOMMENDED READING



Regional GB Construction Hotspots in 2024

September's *Regional Construction Hotspots in Great Britain 2024* report from Barbour ABI and the Construction Products Association offers a detailed regional analysis of recent construction contract awards.

This clearly presented assessment highlights regional trends in construction spending that do not show in the smoothed national procurement data. The report notes that 'while overall GB contract awards fell 0.8% in 2023, at a regional level, growth and contraction rates were spread between +374% and -95%'.

Analysing contract values in local authority regions across residential, infrastructure and commercial procurement, the report identifies numerous regional procurement 'hotspots' (along with some 'cold spots'), adding that 'construction hotspots outnumber cold spots by almost three-to-one overall, and six-to-one for infrastructure'. ■



EU Product Rules to introduce 'digital passports'

In November the EU Council adopted a revised Construction Products Regulation (CPR). This sets out obligations for EU manufacturers and importers.

The new regulation will harmonise EU rules for marketing construction products and 'promote the circular economy and technological development'. It should also improve customer information through the creation of a 'digital passport' system for construction goods.

EU regulations have direct legal application across the EU: the CPR will be published soon in the EU Official Journal and will enter into force, in stages, within a month of publication. Full implementation will follow over the next two years. ■



BEAMA reports on net zero market trends

Growing the Supply Chain for the UK electricity sector is BEAMA's quarterly review of manufacturing business conditions, capital investment and employment intentions, in support of the UK's energy transition to low-carbon electrification.

The latest BEAMA review suggests manufacturing business optimism has returned to above the previous five-year average, albeit with the strongest growth in energy networks (compared to construction) along with a significant fall in unit costs since 2022.

There is also headline information from the Heat Pump Association, highlighting that current growth in heat pump installation is still hugely short of government installation targets. Noting this, BEAMA says 'we need to expand the basket of heat electrification measures' to reach homes that are not readily suited to heat pumps. ■



Grenfell Tower inquiry: product recommendations

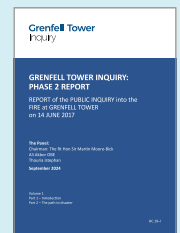
The Grenfell Tower Inquiry Phase 2 report made significant product-related recommendations that, if implemented, will affect electrical equipment and key associated products such as cable trays.

The report recommends an independent Construction Regulator (CR) covering all of construction, including the regulation of construction products. Its remit would include:

- product testing and product certification, including developing methods for building materials/products fire testing, and
- issuing certificates of product compliance with relevant 'legislation, statutory guidance and industry standards'.

Product test results would need to accompany certification.

The CR would also sponsor a 'construction data library' – including product testing data. ■



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