

25 years of the EDA's Affiliation Scheme



The Association's Affiliation Scheme this year celebrates 25 years of fostering collaboration and strengthening supply chain partnerships

The idea to extend EDA membership beyond wholesalers was first tabled at a board meeting on 19 October 1999.

Building a stronger, closer partnership between professional wholesalers and their manufacturer suppliers was the aim, and invitations were extended to a small number of leading manufacturers inviting them to join an affiliation scheme.

Formal launch

Negotiations and discussions took place in autumn 1999 and the scheme was formally launched in early 2000. Dimplex (formerly Glen Dimplex) was assigned the number 001 Affiliate Scheme wall plaque with Marshall-Tufflex making a special request for 007.

The scheme led to the introduction of new EDA benefits and services including the Sales Index, Regional Business Forums and the EDA Summer Event.

Summer Event debut

The first EDA Summer Event was in July 2000: a group of 40 manufacturers and wholesalers sailed up the Thames on the *Nautica* riverboat to Henley's Temple Island. This was the birth of the EDA's Summer Event – a gathering that also celebrates its 25th anniversary this year.

25 years on

Jump forward to 2025 and the EDA's Affiliation Scheme has grown to include more than 100 Manufacturer businesses.

The Association has developed closer relationships with manufacturers through the Affiliate Manufacturer Insight Group. The group, membership of which is through a nomination process held every two years, shares vital market and sector knowledge, industry insight and emerging trends with the EDA secretariat. Members of the EDA Board of Management also sit on this group.

Solutions included

In mid 2020, coinciding with the launch of the EDATA data pool, the EDA's Affiliation Scheme was extended to include Solution Provider businesses – typically suppliers of software and digital products that integrate with our digitalisation work. ■

Dimplex

LEDVANCE

Legrand

Marshall Tufflex

MK
by Honeywell

prysmian

Schneider Electric

signify

Our global brands are
PHILIPS interact

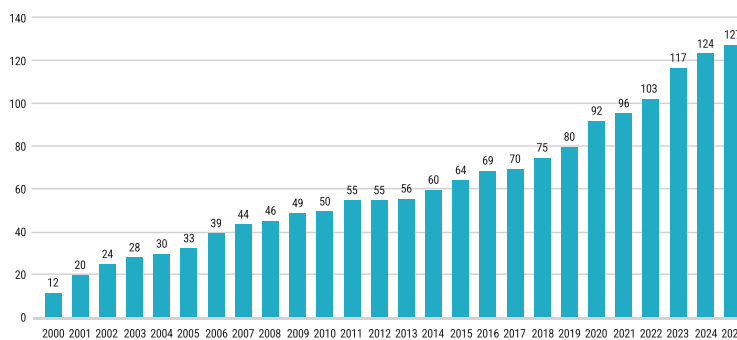
Vent-Axia

2000-2025 These manufacturers have been with us since the launch of the Affiliation Scheme



007 Marshall-Tufflex requested – and got – the seventh Affiliate Manufacturer certificate

On the up How the number of Affiliate Members has increased year-on-year



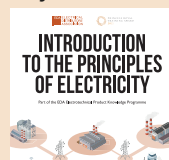
IN THIS ISSUE

Sharing the experience of adding sustainability data to the data pool



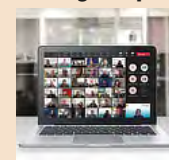
EDA digitalisation guru Richard Appleton gave a presentation at the EUEW conference in Helsinki

EDA's modules accredited by City & Guilds for a seventh year



City & Guilds has accredited all 12 Product Knowledge Modules every year since they were launched in 2018

Get the lowdown on the most recent Talking Shop Live Online session



Revealed: the latest CPA economic forecasts and the results of the EDA's quarterly State of the Sector Survey

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.

Thursday 3 July 2025



EDA Manufacturers' and Wholesalers' Summer Event
An invitation-only event.
For more information, visit www.eda.org.uk

Friday 8 August 2025

Talking Shop Live Online

Industry Insight in 90 Minutes. Virtual event for EDA businesses. Held quarterly in 2025:

- Friday 7 November
- Register at www.eda.org.uk

Wednesday 24 September 2025

EDA Regional Business Forum, Birmingham

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

Thursday 9 October 2025

EDATA Sustainability and Packaging Data Training Workshop

Learn how sustainability and packaging data can be distributed to wholesalers through the EDATA data pool at this half-day workshop at Worcester Electrical Distributors, Brierley Hill, West Midlands. Also:

- Wednesday, 12 November 2025, EDA Offices, London E1W 1YZ
- Register at www.eda.org.uk

Tuesday 7-Friday 10 October 2025



EDA Scottish Function

A senior networking event at the The Balmoral, the five-star hotel in Edinburgh.

November 2025, tbc

EDA Regional Business Forum, south-east England

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



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Two days in Helsinki with EUEW

This year, the European Union of Electrical Wholesalers (EUEW) is celebrating its 70th business convention, held this year in Finland's capital, Helsinki. Almost 200 delegates and guests were hosted at events and receptions around the city.



The EUEW is an association of 16 national wholesaler federations in Europe, including the EDA. It also has seven company and group members that are major players in the European wholesale market.

Plenary sessions focused on global trends and themes of the future and then zoomed in on the implications of these for the wholesaler and the supply chain. Workshops showcased success

stories from across the membership under the themes of productivity, sustainability and intelligence. The EDA shared its experience of developing sustainability data in the EDATA platform.

A small delegation of UK members joined Margaret Fitzsimons and Richard Appleton at the event. ■



Shared experience
Richard Appleton spoke about developing sustainability data in the EDATA platform

Scotland hosts 2025's first Business Forum

More than 80 delegates from EDA Wholesaler Members and Affiliate Manufacturers, Solution Providers and Service Providers joined us at the Radisson Blue in Glasgow for the first Business Forum of 2025.

This Business Forum focused on green technologies and the opportunities for EDA Wholesalers.

SELECT, the contractors' association for Scotland – which is currently celebrating its 125th anniversary – joined us to talk about the future of the

electrotechnical sector and to take questions from the audience.

The day ended with the EDA Scottish Section Sportsman's Dinner, with guest speaker John Rowbotham, a professional Scottish referee. ■



Scan the QR code to download all of the forum presentations.



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CEO verview

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

As I write, the Chancellor's June spending review has just been announced. There was much to please the construction industry in general and the electrical sector in particular. We urge members to take time to step back from day-to-day business and put strategic thought into what impact the spending review will have on their businesses.

Our message is that there are many opportunities for us in the fast growing renewables market. The Government is funding the Warm Homes Plan with a total of £13.2 billion over the spending review period. This will be allocated across schemes that support the rollout of heat pumps alongside energy efficient and low-carbon technologies, such as solar and batteries.

Renewables Installer magazine reported that solar PV had 18,500 certified installations in April, a 19% increase on April 2024, while battery storage continues its record-breaking start to the year with almost 2,900 certified installations in April – up 108% from April 2024.

We are doing what we can to support members find out more about these markets:

- Learn the basics of renewables with our recently revised and updated Renewables Product Knowledge Module.
 - Join our monthly online 30 Minute Masterclasses (or view the recordings in the EDA Academy).
 - Join us for a special forum at Solar and Storage Live at the NEC on 24 September. We will give you an update on the market, enable you to visit the halls and then invite you to a networking lunch to ask questions and share ideas with other interested wholesalers and manufacturers.
- Enjoy the rest of the summer. ■

DASHBOARD: A SUMMARY OF Q2 BUSINESS ACTIVITY IN NUMBERS

260 WHOLESALER MEMBERS **1,900** WHOLESALER BRANCHES **114** AFFILIATE MANUFACTURERS **13** AFFILIATE SOLUTION & SERVICE PROVIDERS

297,401 SKUs LIVE IN THE EDATA DATA POOL **59** WHOLESALE AND MANUFACTURING BUSINESSES HAVE ATTENDED GOING FOR GOLD DATA QUALITY WORKSHOPS SINCE 2022

ACCORDING TO OUR Q2 STATE OF THE SECTOR SURVEY...

26% OF WHOLESALER RESPONDENTS ARE PLANNING TO DIVERSIFY TO MITIGATE A DOWNTURN IN RM&I BUSINESS

19% OF WHOLESALERS SAY ONLINE CONTENT CREATED BY CONTRACTOR 'INFLUENCERS' CHANGES DEMAND FOR PRODUCTS

261 ATTENDANCES AT 30 MINUTE MASTERCLASSES IN 2025 TO DATE

7 CONSECUTIVE YEARS OF CITY & GUILDS ACCREDITATION FOR THE EDA PRODUCT KNOWLEDGE MODULES

130 HOURS OF CPD DELIVERED AT 30 MINUTE MASTERCLASSES IN 2025 SO FAR



EDA's modules reaccredited by City & Guilds for a seventh year

City & Guilds has reaccredited the EDA's suite of 12 Product Knowledge Modules, marking seven consecutive years of approval since the Association launched the programme in 2018.

None of the annual reviews has required any improvements, highlighting the programme's consistent excellence and reinforcing its status as a benchmark for technical education and training in the UK's electrotechnical sector.

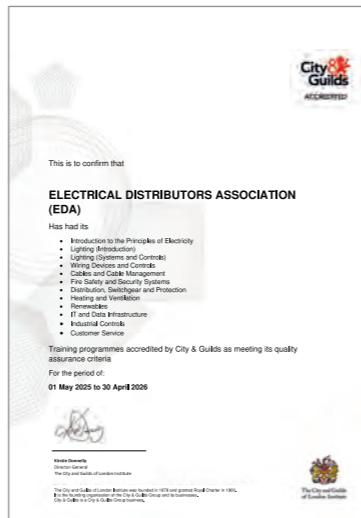
The reaccreditation involved an examination of the programme content, delivery, assessment, learner feedback and quality assurance procedures.

City & Guilds highlighted the strength of the programme's design and execution: 'The EDA's

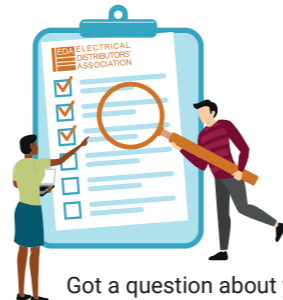
training modules continue to meet and exceed our accreditation criteria. The programme is a model of best practice in vocational training, blending structured content, flexible delivery, and reliable assessment into a cohesive learner journey.'

The review included interviews with key staff including Tracy Hewett, Head of Education & Training, and Sabina Shaid, Education and Training Administrator. Evidence was provided of rigorous version control, and accessible learning materials for learners at all levels.

The End of Module Assessments were praised for being challenging, relevant, and flexible to complete alongside work commitments. ■



Scan the QR code to find out more about the EDA's training modules.



Module issues? We're listening

Got a question about your Product Knowledge Module? Not sure where to find something or think we could do better?

Well, we've got your back. Here is just a sample of feedback from Academy learners – and our responses. ■



Scan the QR code for more feedback.

Offer a hybrid format, allowing both electronic and physical copies.

If you choose the digital course, you can add a hardback copy of the module for an extra £30, giving you access to both formats. Or you can print the included PDF.

The course interface could be clearer when confirming questions have been completed and uploaded.

Support guides are available to help you upload documents. If they aren't uploaded correctly, the course may not display as 100% complete.

Some assessment questions were not covered in the course book content.

Long-answer questions may require independent research, as not all answers are found in the module. Marks are awarded for demonstrating research skills.

The content of the book and test is overly broad and does not provide sufficient depth.

The courses are designed to give trade counter staff general product knowledge. Advanced content, such as the Renewables course, is being developed separately.

EDA apprentices kick off their data journey

The latest group of UK-based learners have officially begun their journey on the Data is Power – Data Essentials programme.

The 16-month, Level 3 Data Technician apprenticeship – delivered by Firebrand Training – equips professionals with essential data analysis skills tailored to real-world business needs.

With residential training blocks, 24/7 virtual learning access and performance coaching, the programme is immersive, supportive and makes an immediate impact when learners return to work.

The programme is open to learners anywhere in the UK, but we're pleased to



welcome two learners who are starting on the Welsh equivalent of the apprenticeship – ensuring that regional frameworks don't hold back anyone ready to grow their data skills.

Learners will gain the Level 3 Data Technician qualification and certifications in Excel and databases.

A second group will start in September. Eighteen places are available, and we encourage early registration. ■
To find out more, contact Tracy Hewett, details below.

Beat the NI hike and save up to £3k with an apprentice

Apprenticeships are not just for school leavers – they're a tool to develop both new recruits and existing staff. Employers can build the skills their businesses need using more than 700 apprenticeship standards in England.

Apprenticeships are heavily subsidised by government – up to 95% of training costs. You get high-quality, industry-recognised training at a fraction of the cost. Also, employers don't pay National Insurance (NI) contributions for apprentices under the age of 25 – new hires or existing staff.

With the NI hike from 6 April, this exemption represents a valuable saving. You could save £3,000 a year for someone on the National Living Wage.

To qualify, an apprentice must earn less than £50,270 a year and be on an apprenticeship that meets an approved standard. This applies just as much to internal staff as it does to new starters.

So if you've got a promising employee aged 16–22, an apprenticeship could be the perfect way to help them grow while cutting your NI bill. ■



Scan the QR code to find out more about the EDA's apprenticeship service.

NEWS IN BRIEF

Heat pumps in depth

The EDA is developing a 'mini-module' on heat pumps for those that need more than the basics covered in the Renewables Product Knowledge Module. Further in-depth mini-modules are planned for each chapter in the Renewables module. Watch this space for release updates.

Skills England makes its debut

Skills England has been established as a fully formed Executive Agency. Its remit is to identify current and future skills gaps and make recommendations on where change is needed. It aims to simplify the system, making it easier to navigate and more responsive to industry needs.

Foundation apprenticeships offer shorter route into work

From August, new foundation apprenticeships in England will offer young people a shorter, job-based training route into work. These roles will last under 12 months and support progression to full apprenticeships. Employers can get up to £2,000 per apprentice.

Funding cut for Level 7 over-21 apprenticeships

Public funding for Level 7 apprenticeships, such as the Senior Leader programme, will end for those aged 22+ from January next year. Employers will have to self-fund in future, so now's the time to start. The change shifts funding to lower-level training. Under-21s will still be eligible for levy-funded Level 7 starts.

TRAINING

200 firms share their training insights at Skill Share Event



At the end of April, Tracy Hewett, the EDA's Head of Education & Training, participated in City & Guilds' second Skill Share Event at the Worshipful Company of Goldsmiths' Hall in London, which marked the 10th anniversary of the Princess Royal Training Awards.

The event brought together more than 200 award-winning organisations to celebrate excellence in workplace training and share best practices. The EDA was honoured to be among the alumni, having received the award in 2022 for its Product Knowledge Modules, a City & Guilds-accredited programme that supports technical competence in the electrotechnical supply chain.

HRH The Princess Royal, President of City & Guilds and a passionate advocate of skills development, was at the event, reinforcing the vital role of learning and training in all sectors. ■

Armorduct team of five completes management course



The Armorduct team (Bottom row, l-r) Gemma Mansfield, HR and H&S Manager; Jo Hackett, PA to MD; (middle row, l-r) Martin Andrews, Site Facilities Director; James Wood, Sales Director; (top row) Mark Philpott, Commercial Director.

Five Armorduct employees have completed the Help to Grow: Management course at Aston University's Centre for Growth, held at John Cadbury House in Birmingham.

The leadership course is for small business managers, and it is 90% funded by government. Participants can complete it alongside their full-time jobs.

During the 12-week course, the team developed a growth plan and refined their business mission, vision and values. ■

Scan the QR code to learn more about the course.



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Working Group reviews ETIM classes for fans

Representatives from UK fans and ventilation manufacturers met in May at the EDA's offices to review the ETIM classes covering their products.

The group was led by Andrew Jackson from Volution Group Plc, helped by Richard Appleton (EDA) and Dave Bate (BMF) representing ETIM UK and Ireland. Companies attending included Airflow Developments Limited, Deta Electrical Company Ltd, Volution and Zehnder Group UK Ltd.

Focusing on domestic extractor fans, the group discussed how to apply ETIM classification to their products. Improvements were identified to be submitted to ETIM International as Requests for Change. Further meetings will be held to look at related products. ■

Manufacturers: show off your green credentials

Manufacturers are being asked for sustainability and packaging data, including packaging materials, to supplement their core product data.

The EDA has responded by enlarging the EDATA data pool to include sustainability and packaging fields and these are now primed and ready for content. Collingwood Lighting was the first to upload packaging data for 1,500 products, and more recently Prysmian Group has provided embodied carbon information for all 1,292 products available across the Draka and Prysmian brands.

To help manufacturers create this data the EDA has launched a series of training workshops. ■



First Going for Gold Data workshop of 2025 The workshop was held on 27 March in Birmingham, bringing together EDA manufacturer representatives committed to improving the quality and accuracy of their product data. Companies represented were Europa, Deta Electrical Company Ltd, Switchtec Ltd, Atlantic, Bell Lighting and Kosnic Lighting Ltd.

Book your place at the next sessions:
 ■ 16 July – London, EDA Offices
 ■ 1 October – London, EDA Offices
 Book now at www.eda.org.uk/event/

Hispec is the 100th manufacturer to join the EDATA data pool



Hispec Electrical Products Ltd has become the 100th manufacturer to sign up to the EDATA data pool to share product information with wholesalers.

EDATA was launched in 2020 and has grown rapidly, attracting many leading brands in the UK electrotechnical sector. More than



It's clear the EDATA data pool is becoming the go-to resource for high-quality technically rich product information which they need in order to sell

Chris Loughlin
 Managing Director, Hispec

297,000 products are listed, and manufacturers are seeing the commercial advantage in giving wholesalers access to high-quality product information and imagery in a central time-saving hub.

Chris Loughlin, Managing Director at Hispec, which supplies life safety and housing solutions, said: 'Wholesalers are important sales partners and it's clear the EDATA data pool is becoming the go-to resource for high-quality technically rich product information which they need in order to sell.' ■



Demand grows for sustainability workshops

Two more Sustainability & Packaging Data workshops have taken place, hot on the heels of the first, which was held at the EDA's head office in London. One was hosted by CEF Durham in April, and the other by Ansell Lighting in Warrington (pictured) at the end of May.

Turn to page 2 for the dates of the next workshops, or visit www.eda.org.uk

EDATA powers sales order automation



B2BE Limited has worked with the EDATA team to develop an eCatalogue using information in the EDATA data pool. Here they describe how it works.

Accurate product data plays a bigger role in order automation than many people realise. It's not just about what's in the system – it's about making sure every part number, unit of measure, and product description aligns across different platforms. The product information within the EDATA database is integral to automating sales order processing, reducing costs, and improving customer service.

In our experience, consistent, structured product data is the foundation of reliable sales order processing. EDATA supports technologies such as eCatalogues, PDF order digitisation, and EDI by providing standardised product data. This ensures accuracy and efficiency throughout the order process to create a 100% complete order for automatic upload into ERP systems.

Order capture

Orders can be captured through three channels: eCatalogue, emailed PDF files, or direct EDI messages. For eCatalogue-based ordering, EDATA supplies core product information – part numbers, descriptions, specifications – via an API that supports full or incremental data loads. Associated details, such as product images, manuals, certificates, and EDATA's dynamically generated datasheets, are accessed directly from EDATA using URL links. This ensures wholesalers see consistent information

between EDATA and the eCatalogue, facilitating seamless browsing and purchasing.

As EDATA evolves to include attributes like packaging or sustainability metrics, updates can flow automatically into the eCatalogue. To complete setup, wholesalers and manufacturers need only provide customer data, pricing, and stock levels, leveraging EDATA's standardised data for rapid deployment.

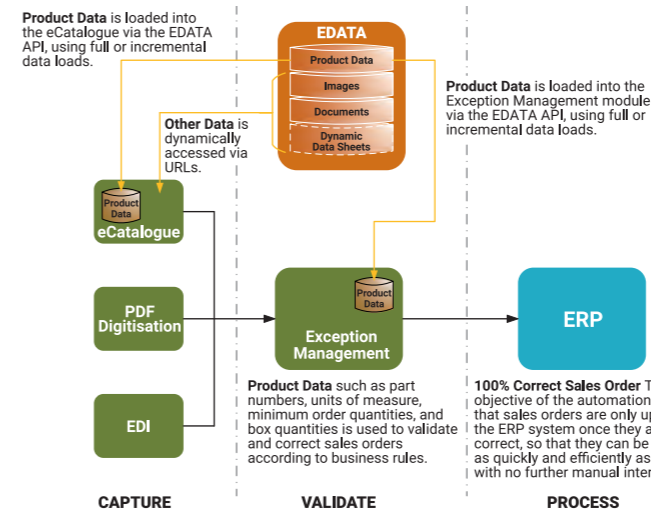
Order validation

Once captured, all orders undergo validation in an exception management module. Product details are checked against EDATA, ensuring only accurate orders are sent to ERP systems. A unified screen highlights any discrepancies, helping customer service teams resolve them quickly and efficiently.

While not all manufacturers currently use GS1's GTIN numbers, those that do benefit from improved accuracy and fewer mismatches.

Maximising returns

By anchoring automation in EDATA, manufacturers gain increased returns from their investment in EDATA, and are motivated to keep product data current, ensuring wholesalers benefit from reliable, consistent and up to date information, streamlining workflows, and improving order accuracy. ■



Business to Business e-Solutions

Scan the QR code to find out more about digital transformation.



NEWS IN BRIEF

EDATA takes centre stage in GS1's in-depth case study

EDATA recently featured in an in-depth case study detailing the need for a unique numeric identification code for each product.

GS1's GTIN (Global Trade Item Number) is the preferred option for enabling EDATA integration with wholesalers' web sites and ERP systems. GTIN is a global standard managed by GS1 and is the code we are all familiar with when represented as a bar code.

By working with GS1 UK and embedding GTINs into its EDATA platform, the EDA is making it easier for wholesalers and contractors to access, share and trust the product data they need.

Scan the QR code to download the case study document.



Save the date for Digitalisation Forum & Awards

The Digitalisation Forum & Awards is moving from its regular December slot to a new date – Wednesday 25 February 2026, so there won't be a Forum focused on Digitalisation in 2025. More information coming soon. The venue remains the same: America Square Conference Centre, 17 Crosswall, London EC3N 2LB.



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Living in interesting times Revealed: the latest CPA economic forecasts and the results of the EDA's quarterly State of the Sector Survey

'Interesting times as ever,' said Professor Noble Francis as he kicked off his review of the Construction Products Association's quarterly economic forecast at the latest Talking Shop Live Online session.

Despite his invocation of the ancient curse, the CPA's forecast had not changed much since the autumn and winter forecasts. The Association predicts a slightly slower recovery in private housing new build, and repair maintenance and improvement (RM&I), but overall, construction activity is picking up after a relatively subdued January and February because of poor weather and low consumer confidence.

Key opportunities in construction continue to be major infrastructure projects, particularly energy generation and distribution; small commercial refurbishment and fit-out; data centres and gigafactories; energy efficiency; and work in schools, hospitals and prisons.

Surveying the sector

Then Anne Vessey, Head of Marketing & Communications, presented the results of the EDA's latest State of the Sector Survey. Seventy-four wholesalers and 45

affiliate manufacturers responded to the survey. This corresponds to 29% of wholesalers and 39% of manufacturers who were approached.

First, we asked respondents to compare turnover in Q1 2025 with the corresponding quarter in 2024. Some 14.5% of wholesalers said turnover was up 11% or more. Just over 42% said turnover was down. Corresponding figures in the last survey were 17.66% and 36.5%, suggesting that things are a little more gloomy.

'On one hand a decline is not a good thing; however, it forces a focus on other potential areas for growth'

Comparing with the immediately preceding quarter, 18% of wholesalers said turnover was up 11% or more, compared with only 13% in the last survey. Nearly 38% said turnover was down (previously it was 36%). Overall, nearly half of respondents said turnover was up compared with the previous quarter.

For manufacturers, things were more positive. Comparing the year-before quarter with Q1 2025, nearly a quarter of respondents said turnover was up 11% or more.

Compared with the immediately preceding quarter, 24% of manufacturers said turnover was up 11% or more.

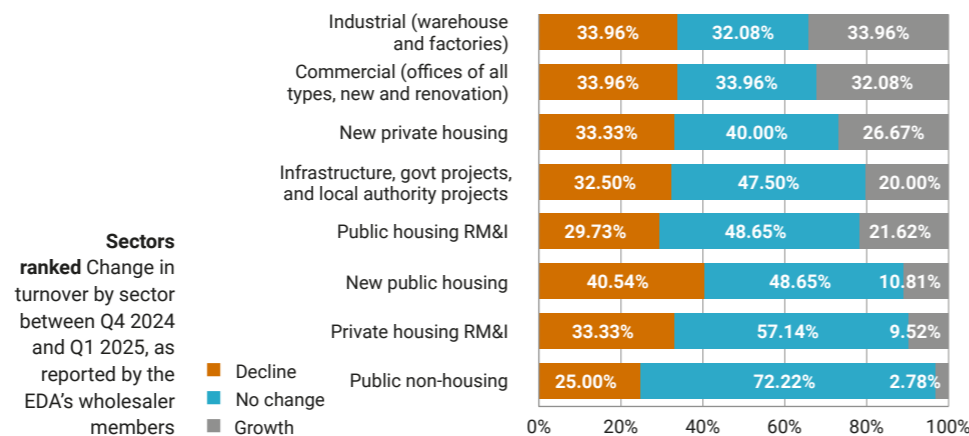
On the up

Next, we like to ask wholesalers about the sector in which turnover is increasing. Industrial and commercial usually dominate the top of this chart, and this quarter is no different. In fact, they swapped places this quarter, with the industrial sector pipping commercial to the post.

Further down the chart, infrastructure, public and private housing RM&I, and new public housing are climbing, while the public non-housing sector has dropped to the bottom.

We asked wholesalers to be more specific about particular areas of growth, and they mentioned EV charging points and renewables.

The survey planning group was concerned about the drop in private housing RM&I, and how widespread it is. So we asked wholesalers to rate the downturn from one to 10. The result? An average score of four, representing a moderate decrease. There was, however, a wide range of responses.



With the drop in private housing RM&I in mind, we asked wholesalers if they were planning to diversify to offset this loss of business. Just over a quarter said they were, and they saw heat pumps and renewables as the most potentially lucrative areas. As one respondent said: 'On one hand a decline is not a good thing; however, it forces a focus on other potential areas for growth.'

Then we asked manufacturers to comment on turnover in particular sectors. They identified the commercial sector as the most healthy, with industrial was second and infrastructure third. Data centres were seen as a particular area of growth.

Asked if they had experienced a downturn in their traditional market segments, and if they planned to diversify to compensate, nearly 60% said they had no plans to do so, although there was some interest in renewables and EVs.

Sleepless nights

Every quarter, we like to ask both wholesalers and manufacturers what's causing them sleepless nights. For wholesalers, there were two major concerns: inflation causing high business overheads, and upward pressure on wages drive by the increases in the National Living Wage and National Minimum Wage.

It's a similar picture for manufacturers. Wages were the principal concern, followed by slowdowns in traditional markets.

One thing that is not keeping manufacturers awake is the imposition of US tariffs on UK goods. Dealings with the US account for a very small proportion of most manufacturers' turnover, and very few goods are purchased from the US.

Grab bag

In a final grab-bag of questions, we asked wholesalers if they appreciated manufacturers visiting their branches to give product and range advice and to assist with

stock management. On a scale from 0 to ten, respondents recorded an average response of six.

Then we asked wholesalers if they were aware of contractors becoming influencers, creating video content about electrotechnical products for their social media channels. About 53% said, yes, they were, but only 19% thought that had caused any change in demand. Conversely, had wholesalers created their own social media content? Nearly 30% said yes, and another 23% were considering it. When manufacturers were asked about the impact of influencers, 83% said video content was affecting purchasing decisions.

Late payment

On to more bread-and-butter issues, we asked wholesalers if the late payments they reported in previous surveys had continued into 2025. Two-thirds said yes. Seventy per cent said they experienced about the same amount of bad debt in 2024 as they did in 2023.

'Rents, Rates, NI, wage increases have put a huge burden on our business meaning we can't give the pay rises we normally do or would like.'

Finally, we asked wholesalers and manufacturers which areas of their businesses caused them the most concern. For wholesalers, wage bills were top of the list, mentioned by 86% of respondents. This was followed by manufacturers' product costs (49%). Wholesalers are tackling these concerns by increasing prices and putting a freeze on recruitment.

Nearly 90% of manufacturers mentioned wages as a key concern, followed this time by transport – freight and courier costs – and energy costs in general. They too are hiking and prices and stopping recruitment to compensate.

EDA responds to product safety reform consultation

The EDA has responded to the Government's Construction Products Reform consultative Green Paper, which lays out the Government's plans to prevent future tragedies such as Grenfell Tower by ensuring that future building products deliver quality and safety, including fire safety.

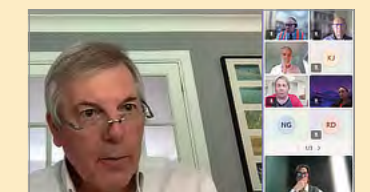
The Green Paper specifically refers to distributors as integral to supply chain delivery of the proposals.

Key points of the EDA's response are:

- the potential of EDATA, an established digital product solution that has already addressed many of the challenges presented by a proposed 'construction products library';
- the need to ensure that any obligations on distributors to provide essential product information – most notably for imported products – are supported by authoritative industry guidance that clearly identifies the information required;
- the proposed list of 'safety critical' EEE products, which needs prompt sector-wide discussion and, most of all, clarification; and
- the potential contribution of product CPD training as a supplement to underlying professional competence.



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



Webinar The EDA discusses its response to the consultation



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EDA COMMUNITY

EDA out and about

IBA Buying Group Ltd Trade Show, Broughton



In March, the EDA's Brigette Evans, Customer Success Manager, and Diana Gaina, Marketing & Events Executive, attended The IBA Buying Group Ltd Trade Show at the Forest Pines Hotel in Broughton near Scunthorpe.

CEF Live, Birmingham



EDA out and about at CEF Live in June at the NEC, Birmingham. Brigette Evans, EDATA Customer Success Manager, and Anne Vessey, Head of Marketing and Communications, met up with manufacturers on their exhibition stands to discuss all things EDA and EDATA. Here they are (above) with former EDA President, CEF's Chris Ashworth, and (top left), Luceco PLC's Trade Sales Director, Ian Hunter.

Armorduct, Kingswinford



On 7 May, Tracy Hewett, Head of Education & Training, visited Armorduct Systems Ltd in Kingswinford, where she met Managing Director Alfie Rowe, Jo Hackett, Gemma Jones and Mark Philpot. It was an opportunity to see first hand the manufacture of wiring containment systems. During the visit, she discussed the importance of skills development and training. In the picture (l-r): Tracy Hewett, Mark Philpot, Jo Hackett, Gemma Jones.

Kempston Controls Supplier Day, Northampton



The EDA was invited to the Kempston Controls Supplier Day in Northampton, and who are we to refuse? The picture shows (l-r): Samantha McFall, CEO at ANEW Ltd; Tom Jones, Channel Partner Director at Kempston Controls; Paul Jenner, CEO at The IBA Buying Group Ltd; and Anne Vessey, the EDA's Head of Marketing & Communications.

Do you have any news you'd like to share with the electrical wholesaling community? We'd love to hear from you. Email takingstock@eda.org.

Save £185! Claim free tickets to Recolight's Circular Lighting Live



Claim your free ticket worth £185 to Recolight's Circular Lighting Live 2025, London EC3, Thursday 25 September 2025.

Put yourself at the forefront of the sustainable lighting revolution and join the UK's first and largest event dedicated to sustainable lighting.

A maximum of two free tickets are available for each EDA

Wholesaler business. The event is being held at The Minster Building, London EC3.

Scan the QR code to find out more about the event.



LIA lighting events

The Lighting Industry Association (LIA) is holding a number of events later in the year.

- 2050 Connected Conference is on 1-2 July and is jointly organised by the LIA and BEAMA. It will unite manufacturers, regulators and sustainability leaders to accelerate progress on net zero and circularity. At the Royal College of Physicians, London NW1.
- TECH-X, on 10 September at Convene 133 Houndsditch, London, is a first of its kind conference with multiple tracks tailored to the diverse needs of the lighting sector.
- The inaugural ICEL Emergency Lighting Conference, on 11 September at the Cavendish Conference Centre in London, will cover topics relevant to emergency lighting, each presented by a leading industry figure.

For more information about these and other events, scan the QR code.



A day in the life of an apprentice

A group of apprentices from Signify have installed 10 600x600 Ecolink LED panels at Rexel's office and store in Cheltenham. The team consisted of engineering apprentices Ellie Williams, James Grey and Oliver Smith along with field service engineer Daniel Sparks. Branch manager Chris Antone praised the team's professionalism and efficiency: 'Our trade counter and office look absolutely brilliant. The guys were fantastic and unobtrusive.' The photo shows (l-r) Oliver Smith, Daniel Sparks, Ellie Williams and James Grey.

New Members and Affiliates

The EDA acquired three Affiliate Members on 1 April 2025.

They are:

- Eterna Lighting Limited,

eterna.

- Procell by the Duracell Company, and

PROCELL
BY THE DURACELL COMPANY

- Toolbank Limited.

TOOLBANK



Electrician-turned-football star Pearce Joins EIC

The Electrical Industries Charity has announced that Stuart Pearce, former England footballer and qualified electrician, has joined the charity as patron. The EIC says Pearce's story – from apprentice electrician to football legend – resonates with the people it supports and it believes his involvement will significantly boost awareness of the vital assistance EIC provides. Jess Vailima (pictured), Managing Director at the EIC, said: 'Having Stuart as our patron is a huge honour, and we know his influence will help us make an even bigger impact.'



BEW retirement Regional Director Martin Rand has retired from BEW Electrical Distributors Ltd after 42 years. 'Bub' has been with the company since its earliest days, when he joined Chelmsford Electrical Wholesalers Ltd. The company describes him as 'more than just a colleague, he has been a cornerstone of our journey and a huge part of what has helped to shape BEW into the business it has become today.'

SECTOR INSIGHTS:

UPDATES, PERSPECTIVES, AND RECOMMENDED READING



Latest Construction Industry Forecast

The Spring 2025 Construction Products Association (CPA) industry forecast is available, free to EDA Member businesses. CPA's forecast shows construction output is expected to grow by 1.9% in 2025 and 3.7% in 2026. The figures also show that private housing RM&I still benefits from consistent energy-efficiency and solar photovoltaic remediation work, with output expected to rise by 2.0% in 2025.

CPA adds that gradual improvement in UK economic activity and government commitment to construction CAPEX should boost demand, along with any planning changes for housebuilding, infrastructure, data centres, gigafactories, schools, hospitals and prisons. However, the CPA cautions that it would not take a significant hit to UK economic growth for construction to be badly affected. ■

EDA businesses can request the CPA industry forecast free (CPA's cover price is £250). Email margaret.fitzsimons@eda.org.uk



HPA guide to heat pump RCDs

The Heat Pump Association has teamed with NICEIC and NAPIT to produce a guide that helps domestic heat pump installers choose the appropriate residual current device (RCD) for their installations.

The HPA guide covers:

- what is an RCD?
- a simplified selection process,
- types of RCDs, and
- specific requirements for heat pumps.

The guide, which includes FAQs, is intended to be informative for those with an interest in the subject, and instructive for those with electrical competence.

According to HPA Chief Executive Charlotte Lee: 'This guide aims to simplify the RCD selection process and provide clear answers to common questions.' ■



BEAMA highlights electrical heating solutions

BEAMA has published a call for the inclusion of a broader range of heat electrification technologies across all government incentive programmes.

BEAMA notes that government actively promotes heat pumps yet 'for up to 20% of properties a heat pump is not the most appropriate low-carbon (heating) solution'.

BEAMA is calling for other solutions to receive policy support, including:

- storage heaters,
- phase change heat batteries,
- smart heat batteries,
- smart hot water cylinders, and
- direct electric heating.

BEAMA says this would let more UK customers benefit from immediate energy bill savings through greater storage efficiency, and longer-term flexibility and time-of-use tariff benefits than can be realised through storage-based technology.

BEAMA is also calling on the Government to move faster with electricity price and VAT reform. ■



Meet Northern Ireland consumer product rules

The Office of Product Safety and Standards has updated its factsheet for UK businesses that sell consumer products in Northern Ireland. The update refers to changes brought about since December 2024 by the General Product Safety Regulation (GPSR).

Many UK businesses that sell goods in NI already meet the latest requirements. This guide is for those that still have to act. It provides:

- a summary of the new general product safety rules,
- a quick way to check business obligations, and
- case studies of how businesses may have to respond.

A link in the factsheet entitled 'Read the detailed guidance on the GPSR' refers to obligations on manufacturers, importers, distributors and others. ■



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