

EDA lauded for best-in-class workplace training once again

Kudos once again for the EDA's Product Knowledge Modules as a Princess Royal Training Award is bestowed on the Association for another three years



PRINCESS ROYAL
TRAINING AWARDS
TENTH ANNIVERSARY



The Electrical Distributors' Association has once again been recognised by The Princess Royal Training Awards for its 12 Product Knowledge Training Modules. The EDA first won the award in 2022 and has retained the award in 2025 for another three years.

HRH The Princess Royal, President of the City and Guilds of

London Institute, awards employers for outstanding training and skills development programmes that have had a positive impact on organisations, people and wider society.

Outstanding commitment

The scheme was launched in 2016 in response to demand from

employers for recognition of excellence in workplace training. Since then, 415 awards have been presented to 274 organisations.

There were 143 applications in this, the tenth year of the awards – coinciding with HRH The Princess Royal's 75th birthday.

The award will be presented at a ceremony in December. ■

On the big, and small, screen

Study the EDA's modules on any device – or even on paper

Summer Event: 184 guests enjoy a double celebration

At Battersea Power Station's iconic Control Room A, EDA Wholesalers and Manufacturers celebrated 25 years of partnership with the EDA's Affiliation Scheme and the Engagement Awards 2025 were announced. Turn to pages 10 and 11 to meet the manufacturers that joined in 2000, and the EDA businesses that are getting the most value across the four EDA pillars of support – Business Community, Digitalisation, Education and Training, and Industry Insight. ■



Originals, every one Representatives of the EDA's most longstanding Affiliate Manufacturers

Congratulations on your engagement

The companies that are making the most of their EDA membership



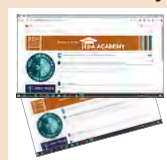
IN THIS ISSUE

EDATA sponsors overcome strike chaos to plan data pool's future



Wholesalers and manufacturers pull out all the stops to discuss data pool strategy, progress and planning

Free online Product Masterclass e-courses for your teams



The EDA has created a library of free, short and practical online courses designed specifically for wholesalers

Toolbank is the latest company to sponsor the EDATA data pool



New EDA affiliated member Toolbank has joined 28 other brands in sponsoring the Association's data pool

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.

Tuesday 7-Friday 10 October 2025



EDA Scottish Function

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

Friday 7 November 2025

Talking Shop Live Online

Industry insight in 90 minutes. A virtual event for EDA businesses.

Register at www.eda.org.uk

Wednesday 25 February 2026



Digitalisation Forum & Data Quality Awards 2026

At the America Square Conference Centre, London. Register at www.eda.org.uk

Thursday 5 March 2026

EDA Annual Awards Dinner

At the InterContinental Hotel, Park Lane, London. Register at www.eda.org.uk

Sunday 8-Tuesday 10 March 2026



Light + Building

UK Delegation to the Light + Building exhibition in Frankfurt, Germany.

For more information, contact Nancy Adolpho, details below

Thursday 7 May 2026

EDA Scottish Section Sportsman's Dinner

For more information, call Maeve O'Dea on 0117 909 9550



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EDATA sponsors plan data pool future despite travel disruption



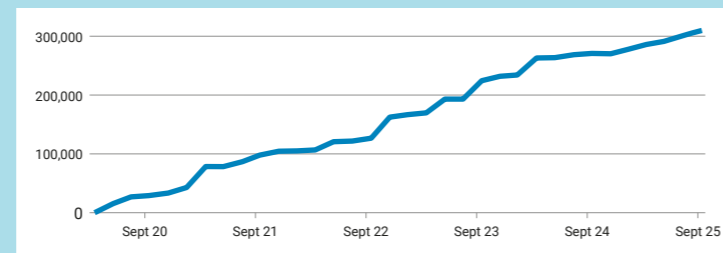
Thanks to everyone representing Wholesaler and Manufacturer Sponsors of the EDATA data pool who battled London's major transport hurdles to attend 2025's second EDATA Steering Group meeting to discuss data pool progress, strategy and planning.

It is thanks to the support of these 29 leading Wholesaler and Manufacturer EDATA Sponsors that the data pool is free for every EDA Wholesaler and branch.

Thanks also to the Sharp-aX Computer Systems team – including Jean Freeman, Mantas

Grinevicius, Chris Hearn, Stuart Gilmore and Andrew Fayers – for presenting their successful integration with the EDATA data pool, which makes all that rich product information and images seamlessly available to customers. ■

Wholesalers: scan the QR code to sign up for the EDATA data pool for free



On the rise There are now 309,987 products in the data pool

Better knowledge means better sales: brand new third edition of renewables module



In the past three years there's been a 266% surge in demand from EDA businesses for our Renewables and EV Charging Product Knowledge Module.

This award-winning professional training gives your business a commercial edge – choose the e-learning option through The EDA Academy, our learning portal, or a traditional textbook. ■

Visit www.eda.org.uk/training-apprenticeships/modules or call the EDA's Education and Training team on 020 3141 7350.

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CEO verview

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

Why is September so crowded with industry events?

It seems every organisation schedules its major events in September – buying group meetings, annual conferences, product launches, trade shows – the list of diary dates is endless as we return from the summer break. This creates a challenging landscape for invitees, who must navigate overlapping commitments. It's also, unfortunately, a prime time for industrial action, such as London Underground strikes, which can severely impact attendance at events that have taken so much planning and investment.

Against this backdrop, we extend our sincere thanks to the sponsors of the EDATA data pool who made considerable efforts to attend our second steering group meeting of the year, despite transport disruptions. Wholesalers and manufacturers shared valuable insights and experiences that will shape the future strategy and development of the data pool. These in-person meetings, held twice a year, are vital for the sector's progress.

Our next gathering is in February 2026, ahead of EDA's Annual Digitalisation Forum and Awards – a time of year with much less calendar congestion. Planning for the programme is already underway, and we hope many of you will join us to explore how digitalisation can streamline your business processes and enhance data quality.

The construction industry continues to face significant challenges, with rising operational costs and sluggish growth across many sectors. However, EDA members can mitigate some of these pressures through the efficiencies enabled by digitalisation – supported by the EDA. Don't miss the opportunity to learn more at our February forum. ■

DASHBOARD: A SUMMARY OF Q3 BUSINESS ACTIVITY IN NUMBERS

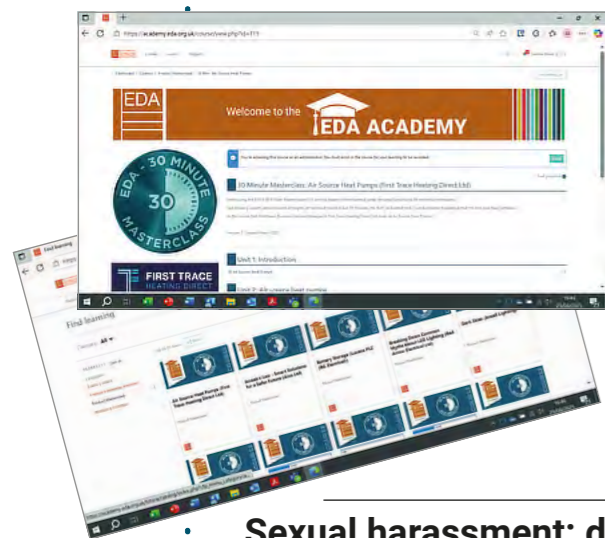
260 WHOLESALE MEMBERS **1,900** WHOLESALE BRANCHES **117** AFFILIATE MANUFACTURERS **14** AFFILIATE SOLUTION & SERVICE PROVIDERS

309,987 SKUs LIVE IN THE EDATA DATA POOL **8** NEW MANUFACTURERS HAVE JOINED THE EDATA DATA POOL SINCE JANUARY 2025. TURN TO PAGE 7 TO SEE THE FULL LIST

ACCORDING TO OUR Q3 STATE OF THE SECTOR SURVEY... **32%** OF WHOLESALE RESPONDENTS ARE PLANNING TO DIVERSIFY INTO RENEWABLE ENERGY PRODUCTS IN 2025 **31%** OF WHOLESALE TRACK WHETHER THEIR SALES ARE B2B OR B2C FOR THE PURPOSE OF PACKAGING WASTE LIABILITY

87% OF MODULE LEARNERS HAVE ACHIEVED A DISTINCTION IN 2025 **10** APPRENTICES FROM EDA BUSINESSES ARE ENROLLED IN DATA APPRENTICESHIPS **148** ENROLMENTS IN WORKPLACE ESSENTIALS COURSE SINCE LAUNCHING IN APRIL 2025

Wholesalers: turn knowledge into sales success with free Product Masterclass e-courses for your teams



Your customers don't just buy products, they buy from people they believe understand them. It's why the EDA has created a library of free courses so your team can be even more effective.

Short and practical
E-learning Product Masterclasses are short and practical courses, with test-your-knowledge quizzes built in. There are 18 topics to choose from, with more in the pipeline, all geared to the EDA Wholesaler, and freely available in The EDA Academy – our online learning portal.

Each Product Masterclass has been transformed into even richer and more valuable learning experiences, based on our monthly 30 Minute Masterclass webinars.

Sales driven
For example, there's an e-Product Masterclass to help you prep for Awabb's Law, which comes into force in October. Learn how this tough legislation means social housing and private landlords may use smart devices to detect mould and damp. Wholesalers must prepare for increased demand for smart home products. ■

Wholesalers praise the e-Product Masterclass courses

“The EDA Academy's 30 Minute Masterclass courses are a fantastic way to learn, full of useful information across a wide range of subjects. I like that they're free, easy to watch anytime and anywhere, and broken down into bitesize chunks that make it simple to build knowledge.”

David Hatton
AT&T, Brentford

“I've taken part in eight of the EDA's 30 Minute Masterclass sessions so far and found them a valuable way to deepen my product knowledge on specific topics. They help me serve customers more efficiently and reinforce what I'm learning through the Product Knowledge modules.”

Colin Cooke
Trade Counter Assistant, G&R
Electrical Wholesalers

In The EDA Academy? It's the EDA's e-learning portal – just visit academy.eda.org.uk
First-time user of The Academy? No problem, contact Sabina Shaid our Education and Training Administrator, details below

Sexual harassment: don't fall foul of the changes to the law

In October last year, the Equality and Diversity Act introduced a preventative duty on managers and business owners to tackle sexual harassment in the workplace.

This duty goes beyond reacting to incidents, it requires proactive measures to build a safe and respectful culture in your organisation for your staff and visitors. Ignoring this duty carries serious risk: compensation for injury to feelings can exceed

£50,000, and if you have failed to take your preventative role seriously, penalties may rise by 25%.

A new online course, available through The EDA Academy, delivers practical guidance in just 30-45 minutes. It is free, can be accessed anywhere, at any time, and is suitable for busy leaders. The course includes templates, examples, and actionable steps. ■
Don't have a login? Just get in touch with us at training@eda.org.uk.



At the Academy The free online course is available at the EDA's Academy

How Armorduct plans to attract talent of the future

Like many businesses, Armorduct has an aging workforce and struggles to attract the younger generation into the company.

To tackle this, the company has started an apprenticeship scheme to nurture the next generation of talent. The solution: to grow their own.

After discussions with the EDA training team and Supply Train, the EDA's flexi-job apprenticeship agency partner, a plan was formed to bring in apprentices every year. They will work across the business over two years, gaining hands-on experience and finding roles that best fit their skills and ambitions.

The first challenge was to find three motivated young people who could start together. Supply Train

and Armorduct created an advert that generated more than 30 applications. After interviews and screening, six promising candidates were invited to an assessment day, where they could gain a sense of the company culture, and Armorduct could assess which candidates had the attitude to thrive. From that group, three apprentices were successful – and they started with the company in September.

As an apprenticeship levy payer, Armorduct had some funds available in its levy account, but not enough to cover three new starters. Virgin Media and National Rail transferred levy funds through the government's apprenticeship levy transfer scheme, and Armorduct



secured all the funding it needed to bring the apprentices on board.

Alfie Rowe, MD of Armorduct, said: 'This is about more than filling roles, it's about shaping the future of our workforce and ensuring our company continues to grow with the right people and the right culture.' ■

To find out more, contact the EDA Training Team training@eda.org.uk.

Mastering Excel and Power BI – latest Data Technician Apprentices gather for residential course

The 2025 Data Technician Apprenticeships EDA cohort is up and running, managed by specialist provider Firebrand.

Here's Stephen Harris, Data Manager at BED (Corby) Ltd; Brigitte Evans, Customer Success Manager at the EDA; and David Flynn, Purchasing Manager at CEF Ltd; at the latest residential course held at Wyboston Lakes Resort in Bedfordshire.

Ben Allen, Senior Buyer at Midlands Electrical & Lighting Ltd (not pictured), said: 'This knowledge will support my career growth and enable the organisation to make smarter, data-driven decisions to drive business performance.' ■



Data literacy is no longer a luxury, it's a necessity. For more on the next Data Technician Apprenticeship cohort, contact Tracy Hewett, details below

Get certified in safe manual handling for free

Manual Handling Awareness is the first in a series of online courses in the EDA Workplace Essentials programme. It is available in The EDA Academy e-learning portal.

The course explains why manual handling is important and the relevant legal responsibilities and regulations. It also covers risk assessment and safe working practices.

It sets out the injuries caused by poor manual handling and

describes techniques for safe lifting, carrying, pushing and pulling. You'll also get some tips to reduce strain and prevent injuries.

The training is tailored for EDA businesses and is completely free. Courses are available on demand, and no booking is necessary. They take 30-40 minutes.

At the end, you can take a quiz to test your learning, and download a certificate as proof of course completion. ■



Scan the QR code to find out more about the EDA's Workplace Essentials course

NEWS IN BRIEF

Get into electrotechnical sales

The Level 3 Sales Apprenticeship is currently in development, with the EDA, Kempston Controls and CEF playing a key role as part of the trailblazer group. This programme will offer both an entry route into sales and progression for existing Trade Supplier apprentices. Expected launch: early 2026.

Changes planned for EDA Academy

Big changes are coming to The EDA Academy software. As updates take shape, watch this space for exciting new features that will strengthen its role as the go-to hub for training in the electrotechnical sector.

Government to help banish recruitment woes

Struggling to recruit? The Department for Work and Pensions can help. From training to work placements, the department offers flexible ways to bring new talent into your business, giving you the chance to see potential staff in action before committing to a contract. To find out more, contact Tracy Hewett, details below.

More distinctions than ever among module learners

There has been an increase in the number of distinction grades for EDA Product Knowledge Module learners in 2025. So far this year, 87% of modules have achieved distinction, up from 82% last year. Fantastic progress, and keep up the great work.

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Introducing EDATA Creator's PIM support

CASE STUDY

Louis Bernier from Carl Kammerling International Ltd's marketing team explains how EDATA Creator can help manufacturers realise the benefits of the EDATA data pool

Our in-house Product Information Management (PIM) system doesn't have the ETIM technical structure built in, so to achieve EDATA's Gold Standard for product data we had to ETIM-ise our products.

The answer was to use EDATA Creator – part of the data pool package of support that's available to subscribing manufacturers. It is cloud-based and has a range of PIM functionalities including the built-in ETIM structure, all at no extra cost.

It is easy to use and has saved so much time. Javier Garcia of the EDATA team at the EDA gave me full training and detailed instructions.

I used the built-in ETIM structure to select the right ETIM classes for our products and then populated the values for the given ETIM Features. All alphanumeric features were configured as drop-down lists.

Then we combined the product information from our PIM and EDATA Creator and it was all uploaded into the data pool – and we're live and Gold!

To have cracked the ETIM challenge has made a great difference and is a great leap forward. Other manufacturers out there should talk to the EDATA team and let them show you how EDATA Creator can be used. ■

Manufacturers: Introducing EDATA Creator - the key to getting your product information EDATA-ready and in front of wholesalers

EDATA Features these data sets, with more to come:

- Manufacturer Master Data
- GTIN Code
- Technical Attributes (ETIM)

You know you need your product data in the EDATA data pool (because every EDA Wholesaler has FREE access) but the thought of creating and managing it in spreadsheets is just too daunting. Perhaps you're not ready to commit to a full Product Information Management (PIM) system, or the system you have doesn't handle ETIM classifications.

EDATA Creator, part of the EDATA data pool offers a range of PIM functionality without the need to commit to a full PIM. You manage your products' master data and ETIM attributes in one location where it can be developed and enriched, safe in the knowledge that its structure is a perfect fit with the EDATA data pool.

If you decide to upgrade to a full PIM you'll have a massive head start. Plus, when you're ready to turn your product data live in EDATA, that's really easy because the systems are fully integrated. EDATA Creator is available at no extra cost when you subscribe to the EDATA data pool – it's all part of the package and includes full training and technical support.

EDATA Creator is the key to unlocking product data's potential to drive sales:

- You use the benefits of the EDATA data pool, but the thought of creating and managing product data in spreadsheets is just too daunting.
- You're not ready for the commitment to a full Product Information Management (PIM) system.
- Your current PIM system doesn't handle ETIM classifications.

- No additional cost to use EDATA Creator when you register as an EDATA subscriber (preferential rates for EDA Affiliate Manufacturers)
- Cloud-based for easy access
- Simple workflow to manage your data and upload to EDATA
- ETIM-enabled: this means you can create the essential ETIM data that describes a product's technical performance.
- Full training and support package



Summer workshops A pair of EDATA workshops over the summer addressed ways to manage and share sustainability and packaging data, and the best way to achieve the coveted Gold product data standard. The top photo shows the EDATA Sustainability and Packaging Data Training Workshop on 26 June. Eleven attendees represented eight manufacturers: Aspen Pumps Group, Contactum Ltd, Deta Electrical Company Ltd, Europa, KES Power and Light Ltd, Securi-Flex Ltd, Vent-Axia and Zehnder Group UK Ltd. The bottom picture is of the eight attendees at the Going for Gold Workshop in London on 16 July. They represented: Aspen Pumps Group, B2BE Limited, Heat Mat Ltd, Knightsbridge, Signify (Philips Lighting), Sockits Ltd and Zehnder Group UK Ltd. Find out more by visiting www.eda.org.uk/event



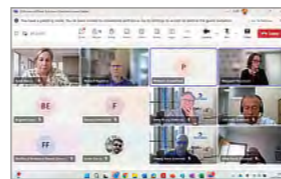
Making connections with the tools your business uses

Software providers in the sector joined the EDA online to hear about progress in the EDATA data pool – more than 100 manufacturers are now serving up the enriched product information and images that wholesalers need to deliver great service.

All the EDA's Solution Providers were invited, as were software providers outside the EDA. All are important partners when it comes to linking the product information inside EDATA to other software systems.

Companies represented were: Agathos Systems Ltd, B2BE Limited, Bluemeteor, Epicor Software (UK) Ltd, Geddes Business Systems, Hamari Agency, Intact Software, Klipboard, MACE Systems, NG15 Ltd, Omiteo UK, Pimberly and Sharp-aX Computer Systems Limited.

Relationships with software companies are important and it is good to see more EDATA integrations in the pipeline. ■



Talking to the team Leading the meeting were Margaret Fitzsimons and Richard Appleton of the EDA, with support from Javier Garcia, Brigitte Evans and Anne Vessey.



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Toolbank is the latest data pool sponsor

Toolbank, a new EDA affiliated member, is the latest brand to announce its sponsorship of EDATA, the electrotechnical sector's data pool managed by the Electrical Distributors' Association.

It joins 28 other industry leaders – manufacturers and wholesalers of various sizes – that have pledged their support to the data pool, which offers EDA Wholesalers and branches free access to information and images on hundreds of thousands of products sold through the supply chain.

Stuart Woods, National Accounts Manager at Toolbank, said 'We are delighted to take a leading role in the EDATA data pool and give EDA wholesalers easy access to rich accurate product data.'

The picture shows the presentation of the sponsor certificate (l-r): Javier Garcia, EDA; Richard Appleton, EDA; Richard Baxter,

Chair of EDA Data Services and Director of Systems and Procedures at Edmundson Electrical Ltd; Stuart Woods, National Accounts Manager, Toolbank; Brigitte Evans, EDA; and Margaret Fitzsimons, EDA. ■



On the board A new member has joined the board of EDATA. She is Natalie Moss, Chief Digital, Marketing and Transformation Officer at Rexel UK Ltd.

Eight manufacturers join ranks of EDATA

A clutch of new manufacturers have joined the EDATA data pool since January 2025. They are:

- Aspen Pumps Group
- BATT Cables Ltd
- Crompton Lamps Ltd
- Dorman Smith Switchgear Ltd
- Hispec Electrical Products Ltd
- Milwaukee Tool UK
- TIS (Test Instrument Solutions) Ltd and
- Toolbank Limited.

UI changes in latest EDATA update

The latest release of EDATA will include a number of changes to the user interface. The London skyline picture used on the landing page since EDATA was launched will be replaced with a new graphic in line with current EDATA corporate style.

Also, there will be a link to a new information page to register or express interest in joining.

The monthly email bulletins that you receive detailing updates and other EDATA related news will be available for users to view on the EDATA Resources page.

Any automated emails you receive from EDATA will now be sent from noreply@eda.org.uk. This will make the sender clearer in your inbox and improve the efficiency of email delivery. ■



Wholesalers scan the QR code on the left to register
Manufacturers can use the code on the right to share product information



NEWS IN BRIEF

More than 309k products in the data pool

The EDATA data pool has reached a significant milestone and now offers all wholesaler members of the EDA free access to enriched product information and images for more than 300,000 products.

Free data strategy advice available to download

Our white paper, *Creating a Product Data Strategy: A Seven Point Plan for Manufacturers*, has been completely revised and updated and can be downloaded from the EDA website. A revised version of *Starting Your ETIM Journey* and a new white paper about Sustainability & Packaging Data will also be available soon.

Scan the QR code to download your copy of the data strategy document.



Data expert becomes ETIM manager for UK and Ireland

Phil Thompson, well-known industry data expert, formerly of NG Bailey, has taken up the role of Manager ETIM UK & Ireland to focus on further development of the standards. More news about our plans for the electrotechnical sector will be published in the next issue of *Taking Stock*.



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Wholesalers struggle with online price pressures; manufacturers face project delays

Wholesalers and manufacturers reveal their greatest challenges, and answer questions about renewable energy products and waste packaging

In the absence of Professor Noble Francis, Margaret Fitzsimons briefly set out the latest forecast from the Construction Products Association (CPA).

The CPA is not expecting much growth, with the economy effectively flatlining for the rest of the year. In the construction sector specifically, output is 1.5% higher than last year, and the CPA reckons it will grow by 1.9% by year's end.

The biggest concern is volatility – companies working in the same sector can have different market experiences. But there is a slow recovery in private housing new build and especially repair, maintenance and improvement (RM&I). Key opportunities are in energy and water infrastructure projects; commercial refurbishment and fit-out; data centres; energy efficiency; schools, hospitals and prisons.

Survey findings

Next, the meeting turned to the findings of this quarter's survey of EDA Wholesalers and Affiliate Manufacturers. Every quarter we ask regular questions so we can track changes and trends, then ask about specific topics to gauge attitudes to current concerns.

Response rates, as usual, were healthy: 77 of 256 Wholesaler Members, 30%, responded to the survey; as did 44 manufacturers, representing 38% of EDA Affiliate Manufacturers.

First, we asked wholesaler respondents to compare turnover

this quarter with Q2 last year. Nearly 15% of wholesalers said turnover was up 11% or more – this figure was 14.5% in the previous survey. About 30% said turnover was down on Q2 last year. The corresponding figure in the last survey was 42%, a slight improvement.

Then we asked wholesalers to compare business this quarter with business in the previous quarter. Nearly 10% said turnover had fallen by 11% or more between Q1 and Q2. This is lower than the last time we took the temperature – the figure then was 18%. Just over 32% said turnover was down.

“DC EV charging projects have been a significant growth area for us in Q2”

When the same questions are asked of manufacturers, the year-on-year responses are quite similar. Some 28% said turnover was up 11% or more (24% in the previous survey), 53.5% said turnover was up generally, 32% said it was down.

Turnover by sector

Next, we asked wholesalers about turnover in different sectors, and here the responses mirrored, to some extent, the findings of the CPA. Out in front is commercial, then industrial, new public housing, new private housing, infrastructure, public non-housing, public housing RM&I and private housing RM&I.

The one fly in the ointment is legislative delays to projects. One

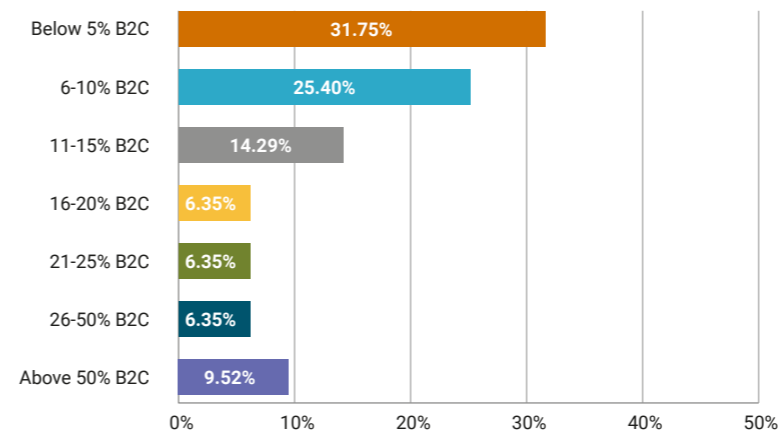
respondent said: ‘Gateway 2 Building Safety Act has delayed a lot of projects for our clients.’

The consensus among manufacturers asked about turnover in different sectors was that infrastructure displays the most growth, followed by the industrial and commercial sectors. Some manufacturers identified specific areas of growth and decline. One said: ‘DC EV charging projects have been a significant growth area for us in Q2.’ Another identified a ‘decline in first fix product for housebashing, offset by growth in industrial products’.

We asked wholesalers to identify the products that had experienced a noteworthy increase or decrease in demand. The new occupant of the top slot this quarter – with the greatest number of respondents identifying a significant increase in demand – is heat pumps, which supersede solar, PV, inverters and mountings, which have been on top for a year or more.

Meeting the challenge

Both wholesalers and manufacturers were asked about their greatest operational challenges. Wholesalers cited online prices putting pressure on their margins as their most pressing challenge. Manufacturers were more preoccupied by slowdowns in the start of projects and upward pressure on wages. Both agreed that the next biggest concern was business overheads.



B2B or B2C?
Wholesalers' estimates of the proportion of their sales that are through the business to consumer channel

However, this doesn't tell the whole story, because a large part of those overheads is utility bills. One wholesaler said: ‘Utility bills specifically are taking all our profits. We are literally running our business to fund the energy sector and their shareholders. This is not sustainable.’

Project delays

Also, in light of manufacturers' concerns about project starting delays, we asked directly if respondents were experiencing such problems. Three-quarters of wholesalers said they were, as were 70% of manufacturers. Both groups rated the scale of this problem as four out of 10. Nearly 40% of wholesalers and 21% of manufacturers blamed the delays on under-resourcing at the Building Safety Regulator.

“We are literally running our business to fund the energy sector and their shareholders. This is not sustainable.”

Next, we returned to a question last asked in April 2024 about how long wholesaler businesses have been selling renewable energy products, excluding heat pumps. The number saying they were not involved at all has fallen from 48% in 2024 to 34% now, and the number who say they have been involved since 2021 or before has risen from 13% to 25%. The proportion that said there had been a significant increase in

demand for such products has risen from 9.5% to 12.8%, and the number that said there had been no increase in demand has fallen by 11% to 32%. Nearly a third of respondents said they were planning to diversify into renewables, up from 28% in 2024.

When it comes to heat pumps specifically, three-quarters of respondents do not sell them, down from 88% in 2024, but those that are involved in the heat pump market said that demand is increasing. Regarding heat pumps, about 30% of respondents plan to offer them later this year.

Waste packaging

Finally, a topic that should be on every wholesaler's radar is the government's Extended Producer Responsibility (EPR) policy for waste packaging, and the answers to our questions on this topic bear this out. One respondent said: ‘The administrative burden associated with these regulations is excessive compared to the beneficial impact and revenue generated.’ Just over 30% of wholesalers said they tracked whether sales were business to business (B2B) or business to consumer (B2C) (liability for packaging waste depends on the sales channel). The proportion of sales that are B2C varies greatly among wholesalers (see graph).

On the manufacturers' side, just over 14% said they work with wholesalers to track B2C sales, and 45% said they are exploring the possibility of doing this in future. ■

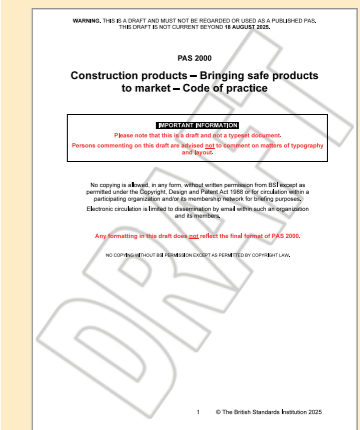
To download the full State of the Sector survey results, scan the QR code below. To attend the next Talking Shop virtual meeting, see Events, page 2



Draft Code: bringing safe construction products to market

BSI has consulted on draft PAS 2000: *Bringing safe construction products to market – Code of practice*. This PAS (publicly available specification) will aim to underpin the safety of future construction products placed on the market by manufacturers, importers, distributors or online marketplaces.

BSI's consultation provided early insight into how many manufacturers will be expected to take ‘all reasonable steps’ to demonstrate their products are safe to be placed on the market.



It suggested that ‘clear, accurate, comprehensive and verifiable information will be required about product characteristics, appropriate uses, instructions for use and all relevant safety information’.

Significantly, the draft PAS added that manufacturers and others can demonstrate product information is ‘clear, accurate, accessible, up-to-date and unambiguous’ through the CCPI Code for Construction Product Information, which is supported by the EDA.

PAS 2000 will continue to develop during 2025/2026 and seems likely to become a key construction product safety code. ■

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EDA COMMUNITY

Summer Event: a double celebration of Engagement Awards and 25 Years of the Affiliation Scheme

Summer Event at Battersea Power Station



Battersea Power Station's Control Room A was the venue for the 2025 EDA Wholesaler and Manufacturer Summer Event. On a glorious July day, 184 guests from 119 businesses in the EDA enjoyed a day of networking and celebration.

Control Room A is the power station's restored 1930's control room, a Grade II listed Art Deco space. The room was built to manage the distribution of electricity generated by the power station – about a fifth of all the power used by London – including Buckingham Palace – until the station was decommissioned in 1983. ■



25 Years of the EDA Affiliation Scheme



This year marked the 25th Anniversary of the EDA's Affiliation Scheme, and the original Affiliates that are still with the Association received commemorative certificates (above).

The recipients were: Vent-Axia, Ledvance Ltd, Legrand Electric Ltd, Dimplex, Honeywell – MK Electric, Schneider Electric Ltd, Marshall-Tufflex Ltd, Signify (Philips Lighting), Prysmian Cables & Systems Ltd. Jon Chamberlain, Managing Director at Marshall-Tufflex (right) gave an address on behalf of the manufacturers. ■



In control The Art Deco Control Room A was the venue for lunch



On top of the world Guests and EDA staff at the top of Lift 109, with 360-degree views over London

We're all going on a busman's holiday, no more wiring for a week or two



If there's one thing the editors of *Taking Stock* can't resist, it's using a trip abroad to photograph some egregiously dodgy-looking electrical installations. Here are some pictures from our holidays this year – the LED wiring is *inside* a shower cubicle! ■

Have any similar images? Send them to takingstock@eda.org.



EDA Engagement Award Winners 2025

The Association handed out the Engagement Awards for 2025 during the Summer Event at Battersea.

EDA President David Moore presided over the event, handing out certificates to EDA businesses – in a

number of categories – that are getting the most value out of their continued membership of the Association. ■



Wholesalers with 1 branch ABM Electrical Wholesale Ltd and Lightsave Ltd (members of The IBA Buying Group) were joint winners



Wholesalers with 2-5 branches Joint winners Rifina (member of ANEW) and AT & T GB Ltd (member of the Fegime UK buying group)



Wholesalers with 6-20 branches Stearn Electric Co Ltd



Wholesaler with 21-99 branches Medlock Electrical Distributors



Wholesalers 100+ branches Joint winners were CEF and Edmundson Electrical



Wholesalers 100+ branches Joint winners CEF and Edmundson Electrical



Most Engaged Affiliate Manufacturers It was a three-way tie for first place between Aico, Ansell Lighting, and Kingfisher Lighting

Winners all The most engaged EDA businesses in Control Room A at Battersea



New Members and Affiliates

One new Wholesaler Member joined the EDA from 1 August: ■ **Clanrye Electrical Supplies Ltd** (part of the IBA Buying Group). Four new Affiliate Members

joined on the same date. They are:

- **BATT Cables Ltd,**
- **Chint Europe (UK) Limited,**
- **Recolight, and**
- **TIS (Test Instrument Solutions) Ltd.**



SECTOR INSIGHTS:

UPDATES, PERSPECTIVES, AND RECOMMENDED READING

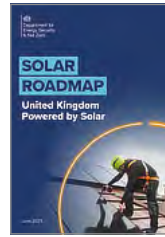


Latest CPA Industry Forecast

The Construction Products Association (CPA) summer forecast says that while the fundamentals of the UK construction market have hardly changed since the spring, risks and uncertainties have increased significantly.

On the positive side, housebuilder activity appears to be recovering gradually, while the government's focus on capital expenditure may boost public sector housebuilding and infrastructure in the long term. Private housing RM&I continues to be supported by subsidised heat pumps and solar PV, along with fire safety remediation work. Energy generation and distribution may become key growth drivers next year. Construction output remains forecast to rise by 1.9% in 2025 and 3.7% in 2026.

Even so, the CPA adds that employment costs may hit margins, and it points to concern that government debt may lead to increased taxes and/or cuts in national spending plans. ■
EDA Member businesses can request the CPA industry forecast free (CPA's cover price is £250). Email diana.gaina@eda.org.uk



Insight into UK solar PV plans

The government's 'Solar Roadmap' provides strategic insight into opportunities from the growth in solar PV markets and applications over the next decade. This includes residential rooftop PV, where the installed price of typical 3.5kW rooftop solar PV fell to £6,500 in 2024/25. It adds that a typical UK home could save about £500 a year from installing rooftop solar, with extra benefits if batteries are installed.

The government refers to its plans for a 'rooftop revolution', including policy action through the Future Homes Standard and Warm Homes Plan, to maximise the number of solar-powered homes. The Roadmap also points to the 'huge potential' for commercial and public sector buildings to contribute to continued uptake in UK solar deployment. ■



Choosing boxes for electrical accessories

Deciding which box to use when installing wiring accessories such as socket-outlets, switches and connection units is an everyday choice across the industry. However, it may be complicated when, in addition to standard BS 4662 boxes, alternative boxes such as those designed for European accessories are potentially available.

A new BEAMA technical bulletin aims to help professionals make informed decisions when selecting boxes for switches, sockets and other electrical accessories. The bulletin looks at compliance issues around the potential use of non-UK boxes, considering critical factors such as legal requirements, conformity with current standards and ensuing safety concerns.

Significantly, BEAMA's guide gives examples of several potential product-fixing scenarios that would not meet the requirements of BS 7671:2018+A3:2024 IET Wiring Regulations 18th Edition. It also refers to a scenario that would not meet the requirements of The Plugs and Socket etc (Safety) Regulations. ■



BEAMA guide to RCDs

BEAMA has published clear, concise guidance on the selection and application of residual current devices (RCDs). The guide outlines how RCDs work and the sort of protection they can provide.

RCDs can protect against electrocution and fire caused by earth faults. However, they are not a solution for all installations, so it is important to understand what they can and cannot do. BEAMA adds that the different types of RCDs available on the UK market can be confusing.

In addition to RCD selection criteria, the guide refers to RCD installation and maintenance, including installation conditions that cause 'unwanted tripping'.

Finally, the guide refers briefly to the use of RCDs in the increasingly important area of heat pumps, where it recommends contacting heat pump manufacturers for specific advice on suitable RCDs. ■



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