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# TAKING STOCK

AN UPDATE FROM THE ELECTRICAL DISTRIBUTORS' ASSOCIATION

Issue 16 January 2019

## Apprenticeships: a bumper year, but are you missing out?

This year's Apprenticeship Programme has been a real success with numbers up significantly. Can your business gain? There are apprenticeship options from entry level through to post-grad.

In this issue we're showing how businesses have engaged with the EDA Apprenticeship Programme in 2018, what's topical and what lies ahead.

The big news is a massive 32 per cent surge in apprentices already in training – or about to start – in member and affiliate businesses up and down the UK, compared with the same time in 2017 (450 vs 341).

Interest in apprenticeships has generated a 27 per cent increase in enquiries to the EDA in 2018. That's 782 enquiries between January and November 2018, compared with 618 for the same time in 2017.

### For all regions

As you may know, apprenticeship set-up and funding is different in each of the four nations, but our partners at EDA Apprenticeships Plus offer a UK-wide service. Their experts can help you make the most of the options.

Look inside at pages 4 and 5 at the most popular apprenticeships in 2018 among EDA members and



affiliates covering England, Scotland, Wales and Northern Ireland.

### For all businesses

Most businesses that use our service are wholesalers, but there is nothing to stop our affiliated members taking advantage of the benefits too. There are hundreds of apprenticeship subjects and study levels that are a good match for many roles in your business, whether you want to bring in someone new or train the people you already employ.

For example, in England there are

969 apprenticeship subjects (called frameworks or standards) on offer, from accountancy through to workplace pensions consultancy and everything in between.

### Senior level

Think beyond entry-level new starters and ask about the degree and post-graduate degree apprenticeships. Apprenticeship options now go up to Level 7 – a master's degree.

### Made for wholesalers

One factor influencing the surge in demand in 2018 was the launch of the new apprenticeship designed by wholesalers for wholesalers – Trade Supplier Level 2.

This one-year comprehensive, job-focused, rigorous training programme is entirely relevant to a wholesaler branch. Some apprenticeships focus on warehouse OR trade counter training, but Trade Supplier covers both.

### Read more...

Turn to the centre pages to read more about apprenticeships.



### FROM THE BOARDROOM

I was asked to join the EDA Board in July of 2018, since when one of the most notable aspects of the Association to me has been how well it represents its members. Here are just three ways in which we do this:

**All members have direct representation.** Each Board member is from a different sector of the wholesale market, so we are closely connected to our members, can represent their interests highly accurately, and provide them with a direct line of communication to the Board.

**The EDA is focused on the future.** Whether it be GDPR, ETIM, new regulations or new legislation, we keep members aware of the future direction the industry will take.

**We are passionate about the future success of your business.** This is demonstrated by the suite of EDA Product Knowledge Modules that have just been launched, as well as the EDA Apprenticeship Programme – created for EDA members to build succession and nurture future talent in your businesses.

On behalf of the EDA Board can I thank you for your support in 2018 and wish you a peaceful and prosperous 2019.

**Charlie Lacey**

EDA Board of Management

You can read a longer article from Charlie in the news section at [www.eda.org.uk](http://www.eda.org.uk).

## Member and Affiliate round-up

In 2018 the Association welcomed the following businesses:

### MEMBERS

From 1 March – **VME Distributors**, part of AWEBB  
From 1 April – **Mac Electrical Wholesale Ltd**, part of IBA  
From 1 May – **Red Electrical Distributors Ltd**, part of IBA  
From 1 August – **GDA Electrical Wholesaler Ltd**, part of AWEBB  
From 1 October – **BES Electrical Wholesale Ltd**, part of IBA

### AFFILIATES

From 1 November: **Hamilton Litestat**



# 2019 EDA Key Contact Directory: your essential who's who guide

Help us to promote your business. Look out for your copy of the 2019 Key Contact Directory and check your business profile at [www.eda.org.uk](http://www.eda.org.uk)

To update your details, call the EDA team on 020 3141 7350

January 2019 marks the publication of the 20th edition of our annual Directory, and if you're listed inside your copy is on its way to you.

This who's who of the sector is packed with information to support your business relationships. Featuring the most senior contacts in all businesses involved in the Association, this resource is only circulated to those listed inside.

Please check your page. Whilst



every effort has been made to ensure your details are correct at the time of printing, if you spot a change that we need to know about, please call us on 020 3141 7350.

## Avoid diary clashes

You'll find loads of sector events in our year planner on the inside front and back covers. We've done the leg work and pulled together all the industry events we could find to help you avoid diary clashes. There's also an online version in the Events section at [www.eda.org.uk](http://www.eda.org.uk) which is updated throughout the year.

## Check your profile

Your business has a searchable profile at [www.eda.org.uk](http://www.eda.org.uk). Listing your head office and, for wholesalers, all your branches, plus your logo and 200 words to promote your business.

If you haven't checked your online profile recently, use the search tool on our home page and call the EDA on 020 3141 7350 to let us know of any changes you'd like us to make.

**The EDA's Directory is an extremely important resource. It's brilliant, I take it everywhere with me**

Nigel Appleyard  
NVC Lighting Ltd

## The final Forum of 2018 at LuxLive

More than 70 delegates joined us at London's ExCeL, alongside LuxLive 2018, to hear topical presentations from EDA affiliates and the Association. You can download all Forum presentations at [www.eda.org.uk](http://www.eda.org.uk).

[www.eda.org.uk](http://www.eda.org.uk) is where we'll publish the 2019 Forum programme dates too, so please keep an eye on our events section.

Delegates heard about:

### ● Market surveillance in the lighting industry – lessons learnt!

Presenter: Steve Davies, CEO, Lighting Industry Association (LIA)

### ● The impact of the 18th Edition Wiring Regulations on the selection of suitable cable supports

Presenter: Ian Arbuckle MIET, Senior Electrical Design Engineer and Consultant, Termination Technology

### ● How wholesalers can add client value, differentiation and growth with commercial and residential smart lighting controls

Presenter: Paul Town, Channel Sales Manager – Europe & Africa, Lutron EA Ltd

### ● Wake Up! Why human-centric lighting gives you an opportunity to upsell to your customers

Presenter: Pat Kelly, BA (Mod), PhD, Director of Research, Development and Innovation, LED Group ROBUS

▼ Steve Davies, CEO at the LIA, opened the Forum with a session on market surveillance



▲ Delegates from Stearn Electric Co Ltd: David O'Neill (left) and Ollie Bishop

▼ Forum delegates continued networking at the EDA Drinks Reception on the LIA stand



**The subjects were very topical – excellent speeches and informative**

## Revolutionising product data PRODUCT INFORMATION MANAGEMENT SYSTEMS DEMYSTIFIED



PIM enables you to efficiently collect and store product information. The EDA has been working with the experts on your behalf



During our ETIM-UK journey, the FAQ from manufacturers and wholesalers is about the best way to collect and store product data, and how 'non-technical' product information such as images and video can be integrated.

The answer is a Product Information Management (PIM) system.

To help our members and affiliates find a PIM system that's simple to install, simple to manage, good value for money, and compatible with ETIM classified data, the EDA has been working closely with provider ProPlanet and its cloud-based solutions.

## Round-table briefings

In October and November, ProPlanet experts Moniek Boelhouwer and Maurice Walravens flew into the UK from their Netherlands HQ



to chair two lively and interactive briefing sessions for EDA wholesalers and manufacturers.

Kieran Johnson, Digital Integration Manager at LEW Electrical Distributors, pictured below, who attended our November briefing, said: 'A Product Information Management system, such as ProPlanet, coupled with ETIM-UK standardised product data, will revolutionise our business.'

'ETIM-UK would make our business, and my role, much more efficient. We spent the best part of 12 months researching and manually uploading information, images and datasheets for around 8,000 products to drive the launch of our LEW e-commerce app. We research and gather all our product data ourselves, using a massive spreadsheet to house our suppliers' product data.'



**It's so great to help companies with our solutions so they can expand their business while saving labour costs and optimising their company processes**

Moniek Boelhouwer  
ProPlanet

## PIMs: giving you the basics

- A PIM is a structured database that holds your product data and serves it up into websites and catalogues.
- With several PIM options on the market, make sure it can accept ETIM classified data without any workarounds.
- Images, videos, multimedia files, PDF data sheets etc. are stored in a MAM (Media Asset Management) or DAM (Digital Asset Management) system. ProPlanet's DAM, eezybridge, is attached to the PIM.
- MAMs or DAMs can also store Material Safety Data Sheet (MSDS), BIM product data templates and any photometric data that might be used in lighting design.

## DIARY DATES FOR EDA MEMBERS AND AFFILIATES

Visit [www.eda.org.uk](http://www.eda.org.uk) for updates, plus a sector-wide calendar to help you avoid diary clashes.

Thursday 7 March 2019  
**EDA Annual Award Dinner**  
InterContinental Hotel, London.  
Call Maeve O'Dea on 0117 909 9550

Thursday 9 May 2019  
**EDA Scottish Section Sportsmans' Dinner**  
Glynhill Hotel, Renfrew.  
Call Maeve O'Dea on 0117 909 9550

Thursday 9 - Saturday 11 May 2019  
**64th EUEW General Convention, Brussels, Belgium**



For members committed to growing their business in Europe. Call Margaret Fitzsimons at the EDA on 020 3141 7350

Thursday 23 May 2019  
**EDA Regional Business Forum Harrogate.**  
Book online at [www.eda.org.uk](http://www.eda.org.uk)

Wednesday 12 June 2019  
**EDA Regional Business Forum**  
Venue details coming soon.  
Book online at [www.eda.org.uk](http://www.eda.org.uk)

Thursday 4 July 2019  
**EDA Summer Event**  
Thames trip on the Dixie Queen.  
Call Margaret Fitzsimons at the EDA on 020 3141 7350

Wednesday 25 September 2019  
**EDA Regional Business Forum**  
Venue details coming soon.  
Book online at [www.eda.org.uk](http://www.eda.org.uk)

Tuesday 8 October - Friday 11 October 2019  
**EDA Scottish Function, Old Course Hotel, St Andrews**  
Senior industry figures gather for a programme of networking.  
Call Margaret Fitzsimons at the EDA 020 3141 7350

Wednesday 13 November 2019  
**EDA Regional Business Forum**  
Venue details coming soon.  
Book online at [www.eda.org.uk](http://www.eda.org.uk)



# APPRENTICESHIPS

## a year in numbers

This year has been an excellent one for the EDA and its members when it comes to apprenticeships. Here, we show how and why in numbers

### The most popular apprenticeships – as chosen by you

Across England, Scotland, Wales and Northern Ireland there are more than 1,500 apprenticeship options from accounting to management, marketing to warehousing.

Here are the most popular apprenticeships among EDA members and affiliates in 2018. (L = Level.)

- 1 Trade Supplier L2
- 2 Customer service practitioner L2 (across England, Scotland and Wales)
- 3 Supply chain warehouse operative L2
- 4 Team leader/supervisor L3
- 5 Warehouse operative L2 (Wales and Scotland)
- 6 Trade business services L2 (Wales only)
- 7 Business and administration L2 & L3
- 8 Commercial procurement & supply L4
- 9 Business administrator L3
- 10 Accounting L2
- 11 Accounting/assistant accountant L3
- 12 Warehousing and storage L2 (Northern Ireland)
- 13 Logistics operative L6 (Scotland)
- 14 Supply chain warehouse operative L2
- 15 Warehouse operative L2
- 16 Operations/departmental manager L5
- 17 Professional accounting taxation technician L4
- 18 Sales and telesales L3
- 19 Digital marketer L3
- 20 Management L4

# 2

**Two** is the number of times the EDA Scottish Section Wholesaler Apprentice of the Year title has been awarded. In 2018 it was Steam's Stephanie Thomson, and in 2017 Electric Center's Kellan Pirie. Will it be your turn to win in 2019?



# 450

**450** apprentices are already in training or about to start with EDA members and affiliates across the UK.



# £695m

**£695 million** is the amount of extra cash to support apprenticeships announced in the Chancellor's October 2018 Budget. By April 2019, if you run an SME you'll pay only 5 per cent of the cost of training instead of the current 10 per cent. So Trade Supplier apprenticeship is packed with £4,000 worth of training and SME's will only pay £200 towards the cost of training. But don't wait until April 2019, because recruitment lead times mean you need to start now.

# 4



**Four** is the number of countries covered by the EDA Apprenticeship Programme. England, Scotland, Wales and Northern Ireland are all covered. We launched our Northern Ireland service in early 2018.

To find out more about the programme call the EDA on 020 3141 7350.

# 105



**105** Trade Supplier apprentices are already in training. This wholesaler-focused apprenticeship is newly launched (April 2018/England only) but already it's the most popular. Matt Johnson at 3 Line Electrical's Nottingham Branch (pictured) is one of them.

Trade Supplier takes a year to complete, and apprentices aim for a Pass, Merit or Distinction.



# £1,000



**£1,000** is the amount you'll receive (in two instalments) when you recruit a 16 to 18-year-old apprentice.

# 3,866



**3,866 enquiries** have been made by EDA members and affiliates since we launched our partnership with EDA Apprenticeships Plus in 2011.

# MODULES

Learn from the experts how to make the most of the EDA's Product Knowledge Programme

### Rose's round-up

**Rose Jerez-O'Flaherty** is the EDA's Programme Co-ordinator for Training & Apprenticeships.

With the EDA Product Knowledge Programme well under way, here are the most recent FAQs I've had from managers and learners.

#### Q How long is each module training course?

**A** There's 10 weeks to work through the textbook and to complete the End of Module Assessment (EMA). Typically, that's eight weeks for the textbook and two weeks for the EMA.

#### Q How do I order my EMA?

**A** Only a Manager can request an EMA by sending an email to [edaproductknowledge@theiet.org](mailto:edaproductknowledge@theiet.org) with the Learner's name and module subject. The EMA is emailed to the Manager as a fillable PDF, which means you can complete it electronically. You'll need the most up-to-date version of Adobe Reader – but don't worry, you can download it for free.

#### Q When do I get my grade?

**A** Once you have returned your EMA, allow between 4-6 weeks for marking and, in some cases, moderation. Moderation is an extra process that ensures the marking and assessment process is fair for all. Success means a **Pass** (60%-69%), **Credit** (70%-79%) or **Distinction** (80%-100%). You'll get your results by email.

If you didn't find the answer to your question here, call Rose on 020 3141 7355, or email [training@eda.org.uk](mailto:training@eda.org.uk)



### Tony's 12 Golden Rules to achieve a distinction

The IET's **Tony Hicks** leads the assessors who mark the End of Module Assessments (EMA). The EDA partners with the IET to manage the EDA Product Knowledge Programme and mark the modules.

- 1 Before starting the EMA, read the textbook at least twice and do the 'Test Your Knowledge' questions in each chapter.
- 2 Only request the EMA when you are confident that you fully understand the textbook. You have 10 weeks to work through the textbook and to complete the EMA.
- 3 You do not have to complete the EMA in one go, so take your time. Rush, and it will show in your answers.
- 4 The EMA is 'open book', so you can use your textbook and other resources. Consider each question carefully, then locate the subject in your textbook and read about the topic to reinforce your understanding.
- 5 Type your answer (or complete a diagram) and check it against the textbook. Use your own words to further reinforce your understanding.
- 6 Keep drawings or diagrams neat and tidy. Clearly label all components and complete any calculations as needed.
- 7 If you don't fully understand a question after referring to your textbook, answer as well as you can. You'll get no marks if you leave it blank.
- 8 Read and re-read the question. Answer the question in the EMA, not the question you thought you'd read.
- 9 Your textbook has all you need for maximum marks but any additional research that you complete will help.
- 10 The answer space expands as you type, so you won't run out of space. Aim for 100 words to answer the short questions, and around 500 words for the long questions. More or fewer is OK and you could get full marks if you hit the right words.
- 11 Check that you've answered every EMA question. Have you done all you can?
- 12 Your work is assessed by a suitably qualified person. If you put too much into your answer, go off track, or it is not set out neatly, it will be more difficult for them to award full marks and it might appear that you do not fully understand the question.





## Connect ABB's LV/MV ranges to a smartphone



The **ABB** Connect app fits the whole of the company's low and medium voltage range on to a smartphone, whether you're exploring product information, saving and editing documents, accessing ABB apps, or reading industry news.

Users can easily browse, search or scan through the products and services available, helping ensure that they have the data and resources to work efficiently and effectively. They can also find technical details in one place – so overall, their phones or tablets become their workspaces.

Furthermore, users can keep the latest ABB insights at their fingertips with the firm's News section – and they can access the 'broadest range of offline product information in the industry' or connect to access everything in 25 languages.

The app helps your phone, tablet or PC become an efficient workspace to optimise collaboration with your team, clients and suppliers. For example, supporting documents and data sheets can be shared directly from the app so you can check product specifications. Users can also quickly and easily confirm product information with their teams using just a few clicks.

Scan and download ABB Connect for iOS, Android or Windows 10.

[www.abb.com/world-of-installation](http://www.abb.com/world-of-installation)



## Scolmore launches online Product Finder

**Scolmore** has added a brand new 'Product Finder' tool to its website, making it easier than ever for electricians, wholesalers and end-users to search and locate products from across all categories, with just a few clicks.

Users can select the range they are interested in – wiring accessories, lighting, essentials and Click Smart – and then browse through every category with ease. They can also search by finish, product type, or even brand, adding products to the basket as they go along.

It allows electricians to create a basket that can then be exported as a CSV file to send to their wholesaler for a quote or a purchase. Electricians can also direct their customers to the site to browse the products and create a wish list of items they will need. Once end-users have



finished adding products to their basket, they can easily generate a PDF file to send to their electrician.

Every product listed has a downloadable specification sheet, which includes the product code, description, a product image and full technical details.

[www.scolmore.com](http://www.scolmore.com)

## Tungsum looks to its global lighting future



Following the acquisition of the GE Lighting business in the EMEA region, **Tungsum** has again become an independent company and now employs more than 4,500 people across Europe.

Tungsum is driving forward the design and development of all light sources, from traditional technologies to state-of-the-art LED products.

The company is also working on advanced solutions in areas such as human-centric light, energy optimisation and system intelligence. One aim is to secure its position as a global lighting force.

[www.tungsum.com](http://www.tungsum.com)

## Kosnic unveils emergency lighting self-test modules

**Kosnic Lighting** has an extensive range of emergency lighting solutions. With a wide selection of controls to work alongside standard lighting and independent emergency luminaires (complementing lighting schemes), the firm is ideally positioned to provide emergency lighting needs.

Kosnic has developed self-testing options. The popular Universal Emergency Module (UEM) – suitable for all Class III luminaires having integrated LEDs and separate LED drivers, irrespective of manufacturer – now has a self-test facility.

The self-testing modules incorporate AST technology to perform regular automatic function and duration tests as required by EN 62034, reporting the results via a bi-coloured LED indicator.

The emergency range has a three-year standard warranty, five years extended, as well as a four-year standard battery warranty.

[www.kosnic.com](http://www.kosnic.com)



## Future-proof homes using USB-C sockets

**BG Electrical**

has evolved its USB-C socket range to help consumers manage increasing charging demands for mobile and digital devices.

The background to this is that with over a third of adults owning at least two mobile devices, and 10 per cent having at least four, as well as more than four TVs, there are often too few socket outlets to supply them.

When upselling to customers, there are five reasons to select a USB-C socket. Firstly, there are both Types A and C USB charging outlets, giving maximum flexibility when charging. Also, a 4.2A charging output enables fast charging for compatible mobile devices.

Another reason is that the product is easy to install and retrofit without changing the 25mm wall-mounted box. It also auto-detects USB devices and adjusts charging pattern by going into standby mode when the device is fully charged.

Finally, ideal for charging iPads, iPhones, Android mobiles, tablets, cameras and more, the USB-C socket also eliminates need for additional plug-in adapters, keeping sockets free.

[www.bgelectrical.uk](http://www.bgelectrical.uk)



## Cable router that glows in the dark



Cable routing can often be difficult, but **C.K. Tools** is expanding its cable routing range with the new Glowworm Cable Router (4m) to make things easier. It has been designed for running cables around tight corners, through insulation filled walls, underneath flooring and across ceilings.

The glow-in-the-dark phosphorescent polymer construction aids routing in low-light conditions and provides easier navigation to exit points. When charged under natural light, the cable router provides an effective glow for up to 30 minutes.

Short, tight runs can often be tricky, even when using traditional cable routing equipment such as rods and draw tapes, but the Glowworm retains a natural curvature for perfect routing around short tight bends. If required, it can be straightened out for straight-line runs.

[www.carlkammerling.com](http://www.carlkammerling.com)

## Opportunities from raising electric heating efficiency

Lot 20 of the Energy Efficiency Directive means that all local space heaters for sale in the EU must now meet a minimum efficiency standard.

Manufacturers, such as **Glen Dimplex Heating & Ventilation** (including Dimplex and Creda brands), have responded by redesigning existing product ranges with intelligent timer and control features. One of the biggest changes has been to entry-level products, like the Dimplex PXLE and XLE ranges, which now offer integral electronic time and temperature controls.

The firm also continues to develop advanced controls with smart features, such as temperature control via open window detection and adaptive start control to suit individual requirements.

Commented Glen Dimplex's Shaun Hurworth: "Twelve months on from the new legislation, there is a big opportunity for distributors and wholesalers to demonstrate their expertise."

"Wholesalers can work closely with manufacturers to become a source of information, not just about the new legislation, but also about smart technologies, product automation, energy efficient usage, and the consumer demand for a more connected home."

[www.gdhv.com](http://www.gdhv.com)



## Fit moulded wiring accessories without using screws

**Contactum** has just launched its 'MADE IN UK' moulded screwless wiring accessories, called Mayfair.

This new range not only adds to the company's extensive portfolio of over 6,000 products, but also reinforces its commitment to manufacturing in the UK.

The high quality Mayfair is attractively styled yet is very versatile, offering easy and effortless installation with a modern, but robust, finish.



Furthermore, there is a comprehensive range of USB charging solutions, 13A connection units, switches, sockets and dimmers, complemented by data and media outlets.

Contactum says that the Mayfair range is ideal for project specifiers and contractors as a product that 'will suit the design of the environment, without the price tag'.

The company has also announced its latest range of modern square edge screwless wiring accessories for budget housing, where cost is critical to the development, but where the features are still required. Suitable for social housing and student accommodation, Mayfair provides contractors with a product that will suit the design of the environment, without a high price.

[www.contactum.co.uk](http://www.contactum.co.uk)

## 18th Edition AFDD opportunities for wholesalers

The 18th Edition Wiring Regulations are about to affect your business, says **Wylex**. From January 2019, all electrical designs will have to comply with the new regulations, and this will create extra demand for wholesalers.

For example, the use of overvoltage protection devices (SPDs) is now mandatory where overvoltage could cause serious injury to persons or loss of human life, interrupt services to the public, or affect many individuals in one location.

Furthermore, there are requirements – such as

Chapters 13 and 42 – that are aimed at minimising the risk of ignition caused by insulation faults, arcs and sparks, and also from high temperatures.

Arc Fault Detection Devices (AFDDs) are new devices introduced to help reduce the number of electrically ignited fires in electrical installations. AFDDs detect electrical arc faults that MCBs, RCDs and RCBOs cannot detect and are recommended as a way of providing additional protection against fires caused by arc faults.

[www.wylexreasons.co.uk](http://www.wylexreasons.co.uk)

## Centenary cable management range from WISKA

**WISKA**, which says it was the first firm to produce a plastic cable gland back in the 1920s, has celebrated its centenary with a Centenary Range of cable management products.

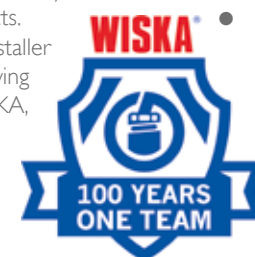
These products offer the installer high-quality solutions and time saving that cannot be achieved, says WISKA, with other products. They are:

- **Sprint** A fully integrated cable gland system requiring less stock.
- **Combi** This, says the company, is 'generally accepted as the best junction box and range available'.
- **VentGLAND** Solves condensation issues whilst combining cable entry,

- **CLIXX/TKS** This two-component IP67 entry gland with strain relief is suitable for both flat and standard cables.
- **QUIXX** This is a two-component self-sealing entry system.

MD Will Rich says: 'It is important that EDA members support EDA Affiliate manufacturers like WISKA, and do not look to buy cheap imports or imitations. This prevents future investment in R&D and marketing and has a detrimental affect on EDA members in the long term, affecting everyone's growth and profit.'

[www.wiska.co.uk](http://www.wiska.co.uk)



## 18th Edition: changes to RCDs that wholesalers should know about

How do changes to the 18th Edition of the Wiring Regulations – which cover the selection and co-ordination of RCDs – affect electrical wholesalers?

The 18th Edition of the Wiring Regulations came into effect on 1 January 2019.

There are several changes in the Regulations that wholesalers must be aware of so that they can provide the correct products to their customers.

One of the changes to the Regulations covers the correct selection and co-ordination of RCDs. This may equally apply where RCDs are

supplied as part of a pre-assembled consumer unit arrangement.

For more information, you can visit the news section of the EDA website at [www.eda.org.uk](http://www.eda.org.uk) and download a pair of documents:

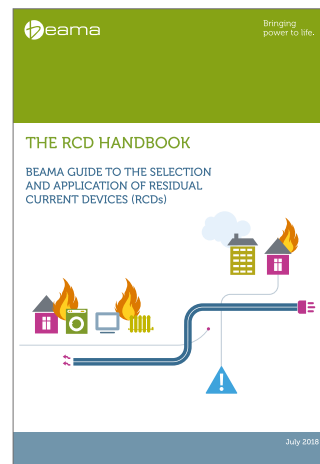
- A briefing note prepared by the ECA for EDA wholesalers. It contains important information and further useful links.
- BEAMA's RCD Handbook *BEAMA Guide to the Selection and*

*Application of Residual Current Devices (RCDs).*

At two of our EDA Forums in 2018, Gary Parker of the ECA talked about the changes and opportunities created for wholesalers by the changes in the 18th Edition. His presentation is available to download on our website.

If you have any questions, please call the EDA on 020 3141 7350.

[www.eda.org.uk](http://www.eda.org.uk)



## Spot counterfeit and non-compliant products with our Safety Check-List

How do you, as a wholesaler, ensure that counterfeit and non-compliant MCBs, RCCBs or RCBOs don't find their way into your stock? Your installer customers want the reassurance of branded products, sourced from a proven distribution chain.

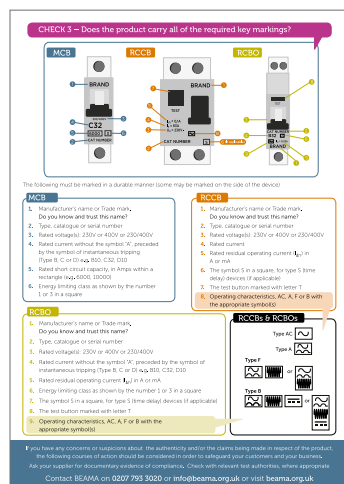
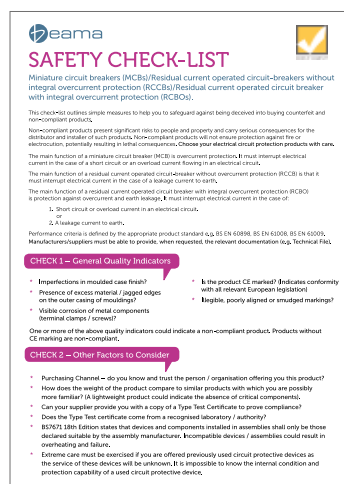
But how can you tell? When is a good deal actually an unsafe deal?

Buying safe and sure just got easier thanks to the new Safety Check-List, produced by our colleagues at BEAMA.

BEAMA's critical circuit protection components Safety Check-List, for critical electro-technical products MCBs, RCCBs and RCBOs, incorporates a straightforward three step check, taking you through the signs to look for as part of a visual inspection together with the types of questions to ask. Clear diagrams show you exactly what key markings to look for.

Follow the Check-List's three-step advice as part of your purchasing decisions and cut the risk to people, your reputation and your business posed by potentially unsafe products.

Go to [www.eda.org.uk/news/safety-check-list](http://www.eda.org.uk/news/safety-check-list) to download your copy.



## 18th Edition of Wiring Regs brings new year business opportunities

The 18th Edition of the Wiring Regulations have been implemented, what are you likely to be asked for?

- New guides
- New certificates
- Upgraded test equipment
- New fixings and supports
- SPDs
- AFDDs
- Earth electrodes
- Socket outlets marked EV
- Different types of RCDs

Did you catch the presentations at our EDA Forums in Notts and Milton Keynes? If not, download them at [www.eda.org.uk](http://www.eda.org.uk) in the news section, or call the EDA for more info 020 3141 7350.

## Are you up for a challenge in 2019?

The Electrical Industries Charity (EIC) is looking for brave individuals to join them on two life-changing challenges in 2019.

Sign up for the Everest Base Camp Challenge – 28 September-10 October – and experience the culture of Sherpa people while taking in awe-inspiring views of the highest mountain in the world. All you have to do is sign up and raise £5,000.

Or why not take part in the Croatia Sailing Challenge – 16-21 September – a five-day regatta and race around the Croatian coast? The fundraising target for this challenge is £2,500.

Email Jess Vailima, [jess.vailima@electricalcharity.org](mailto:jess.vailima@electricalcharity.org), for details. [www.electricalcharity.org](http://www.electricalcharity.org)

