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TAKING STOCK

AN UPDATE FROM THE ELECTRICAL DISTRIBUTORS' ASSOCIATION

Issue 17 April 2019

The biggest night of the year

Wholesalers and manufacturers gathered at the InterContinental Hotel in Park Lane, London to welcome a new President, see managers rewarded for training their staff and listen to tales from cricket ace Phil Tufnell

More than 540 guests converged on the InterContinental Hotel in Park Lane, London to celebrate the achievements of the past year.

Early in the evening, a new EDA President was welcomed. Chris Gibson, Projects Director at Rexel UK Ltd, will lead the Association until March 2021, and received his presidential chain from outgoing President Simon Barks of BEMCO.

Honour

Chris, who has a 30-year career in wholesaling – 12 with Rexel UK Ltd – gave this insight into the focus of his two-year Presidency: 'The EDA will focus on developing a stronger working relationship with relevant industry bodies to develop a collaborative strategy to ensure all opportunities can be maximised. The EDA will support members to ensure that the electrical distributor remains a critical part of the supply chain through an omnichannel approach. We will ensure continued focus is given to the training and development of people at all levels of our industry to deliver the best customer experience through service, product knowledge and technological enhancements.'

Paying tribute to his predecessor



Simon Barks' leadership, Chris said: 'Simon has been a member of the EDA Board since 2001 and during this time has served two terms as President. Over the past two years he has led the Board and worked with Margaret to create a clear strategic direction for the organisation.'

Award winners

Eight managers were presented with EDA Investor in Training Awards, and Fegime UK's Alan Reynolds FlntSMM received a special award for completing 12 of the new EDA Product Knowledge Modules with 10 distinctions.

At a lunch the next day, 8 March 2019, outstanding apprentices

and learners received their EDA Learning Achievements Awards.

Strictly cricket

After dinner, Chris was chat show host to ex-England international cricketer Phil Tufnell who entertained guests with tales of his sporting career, his team captaincy on the BBC's *Question of Sport*, his spin on *Strictly Come Dancing*, and his 2003 triumph in *I'm a Celebrity, Get Me Out of Here!*

Read more...

Who won what? For a full trophy round-up, read our awards coverage on pages 2, 3 and 4.



FROM THE BOARDROOM

In a year when the commercial landscape of Europe will change, combined with the changes in technology, it is critical that, as an industry, we are clear as to how best we service and support our customers.

Over the two years of my tenure, I will look to ensure the EDA Board continues to support its members and affiliates with the tools and a network of expertise that will allow them to embrace opportunities and continue to develop our people so they are equipped to ensure the electrical wholesaler remains a critical part of the supply chain.

From the 12 training modules and the focused educational support for learners, through to the EDA's expertise and development of ETIM to help drive the digital agenda, we are continuously looking to support the membership during changing times.

I would urge all members to explore the support provided by the EDA and to take the opportunity to help develop your business through the services available.

Chris Gibson

EDA President 2019-21

For more information, visit the EDA online at www.eda.org.uk, or call the head office team on 020 3141 7350.

Celebrating BEMCO's EDA Centenary: 1919-2019

Simon Barks, outgoing EDA President (2017-19) and MD at BEMCO, led the celebrations at the Annual Dinner for his company's 100 years as EDA members. During this time, three members of the Barks family have served as EDA Presidents: 1974 Brian Barks; 1993/94 Geoffrey Barks, and Simon.

Congratulations from everyone at the EDA and here's to the next 100 years!



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Electrical Distributors' Association



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Tufnell bowled over at EDA training awards

EDA Investor in Training Awards 2019, left to right: **Alex Benwell**, Stearn Electric Co Ltd; **Andy Hutchinson**, LAMPS – Lighting and Mains Power Solutions; **Craig Rose**, Midshires Electrical & Lighting Ltd; **John Henry**, MD, EDA Apprenticeships Plus, sponsor; **Joe Roberts**, Edmundson Electrical Ltd; **Phil Tufnell**; **Matt Stockham**, CEF; **Chris Gibson**, EDA President and Projects Director at Rexel UK Ltd; **Sean Gilbert**, MD of 7 Core Electrical and Chair of the IBA buying group collecting the Award on behalf of **Ricky Vidamour**, Sarnia Electrical Supplies Ltd; **Jake Ellis**, Hedley & Ellis; **Duncan Naylor**, Director, EDA Apprenticeships Plus, sponsor; **Mike Bruce**, Rexel UK Ltd, who collected the award on behalf of **Fiona Lothian**.



Special guest Phil Tufnell, England's international cricketer and TV personality, helped high-performing individuals from the UK's electrical wholesaling sector celebrate at the EDA's 2019 Education & Training Awards in Park Lane.

Among those individuals were eight managers who championed the EDA's Training and Apprenticeship Programme. They each received an Investor in Training Award in front of 540 guests at the Association's Annual Dinner.

The EDA Investor in Training Awards acknowledge the support, commitment and leadership of managers in one of two categories: apprenticeships – helping to attract new talent to the electrical wholesale sector – and the Product Knowledge Programme – a distance-learning initiative designed to improve employee skills and performance.

Incoming EDA President Chris Gibson, who presented the Awards alongside EDA Apprenticeships Plus MD John Henry, said: 'Each learner winner is celebrated for their dedication to developing professional skills and growing their careers. For our manager winners, it is their leadership skills in driving high performance in their teams through apprenticeships and training.'

Matt Stockham
CEF
Torquay



'Training improves our team's confidence on the trade counter to recommend the right products, and gives them a sense of achievement.'

Joe Roberts
Edmundson
Electrical
Walsall



'I did an apprenticeship aged 16, so was keen our two staff did the same. It's a really valuable thing for them and us, with extra confidence all round.'

Fiona Lothian
Rexel UK
Edinburgh



'The apprenticeship training gives our apprentices – three have taken it at our branch – greater confidence and knowledge of the branch as a whole.'



Craig Rose
Midshires
Electrical &
Lighting
Northampton

'The EDA apprentice training is brilliant – over the past three years we've had eleven. We've also got three other staff taking the Product Knowledge Modules, which are modern and highly specific.'



Jake Ellis
Hedley & Ellis
Cambridge

'This sort of training adds confidence for our learners. For example, Mark Emery now understands the products so much better.'

The sky's the limit for learners and apprentices

The next day, during a celebratory lunch at the Shard near London Bridge, eight EDA Learning Achievement Awards were presented for outstanding performance in an apprenticeship or for product knowledge training.

Family, friends and business colleagues gathered at the Shard's 34th floor Shangri-La hotel, where outstanding performance in an apprenticeship or in distance-learning product knowledge training was marked with an EDA Learning Achievement Award.

Winners from the four corners of the UK were singled out from thousands working for EDA manufacturers and wholesalers. They were chosen based on the grades they achieved in product knowledge module studies or in apprentice performance, assessed by EDA Apprenticeships Plus, the company that manages the Association's Apprenticeship Programme.

EDA CEO Margaret Fitzsimons said: 'The EDA Learning Achievement Awards are particularly special because they are awarded to talented individuals whose performance has marked them out as 'one to watch' for the future. By opening up our Shard event to friends and family, we are showcasing the attractive career opportunities on offer in the UK's electrotechnical supply chain to a wider audience.'

James Hart
CEF
Torquay



'I took 10 modules and achieved distinctions in five. It was hard work, but worth it, as my customers now trust me to know about the products.'



Jack Hague
LEW Electrical
Distributors
Lincoln

'My apprenticeship launched my career – 100 per cent – and this EDA Award has inspired me to keep working hard.'



Jack Marriott
KEW Electrical
Brighton

'The training was easy to go along with, although there was much more to it than I'd realised – which is a good thing. And I'm sure my career prospects have been enhanced!'



Mark Emery
Hedley & Ellis
Cambridge

'This learning has helped me massively – if I need to remind myself, I can refer to the books, which you can keep. I hope to take more modules.'



EDA Learning Achievement Awards 2019, left to right: **Zoe Ellison**, Edmundson Electrical; **Douglas Day**, Edmundson Electrical; **Daniel Schofield**, outstanding performance in product knowledge training, UK Electric Ltd, Warrington; **Jack Marriott**, outstanding apprentice, KEW Electrical Distributors Ltd, Brighton, part of Fegime UK; **Chris Gibson**, president, EDA; **Paul Jenner**, Chief Operating Officer of the IBA, collecting the award on behalf of **Kyle Highfield** of Sarnia Electrical Supplies Ltd, Guernsey, for his outstanding performance in product knowledge training; **Jack Hague**, outstanding apprentice, LEW Electrical Distributors, Lincoln, part of the AWEBB buying group; **Dylan Sanudo-Ellison**, Outstanding apprentice, Rexel UK, Deeside; **Michelle McCutcheon**, EDA Apprenticeships Plus, sponsor; **James Hart**, outstanding performance in product knowledge training, CEF Torquay; **Charlie Jones**, outstanding apprentice, Edmundson Electrical Ltd, Southend; and **Mark Emery**, outstanding performance in product knowledge training, Hedley & Ellis, Cambridge, part of the ANEW buying group.

10 out of 10: Douglas and Zoe join the product knowledge distinction elite

Deta's Craig Hiepner, three-time EDA award winner, quotes Zig Ziglar saying: 'There's no elevator to success, you have to take the stairs'



Deta's Warehouse Operations Manager, Craig Hiepner, led the celebrations for Edmundson Electrical's Douglas Day and Zoe Ellison, who have followed in his footsteps and achieved a full set of 10 distinctions in their product knowledge studies.

Douglas (left) from Leigh, Greater Manchester and Zoe (right) from Doncaster both studied MOL modules, which have been replaced by the EDA Product Knowledge Programme.

Craig, Douglas and Zoe are three of only eight people to have

achieved a maximum of 10 distinctions on the MOL modules. Craig has also achieved three EDA Awards, the latest in 2018.

Douglas and Zoe's achievements were celebrated as part of the EDA Learning Achievement Awards at the Shard in London on 8 March.

STEAL A MARCH ON YOUR COMPETITORS AT EUEW 2019

Billed as 'Europe's leading evening for electrical wholesalers' the European Union of Electrical Wholesalers' (EUEW) General Convention is a must for both wholesalers and manufacturers, and we're inviting you to join us.

The event takes place at the Dolce la Hulpe Hotel in the Sonian Forest, a UNESCO world heritage site, just outside Brussels in Belgium.

Speakers

Speakers include Ian Heller, President of Modern Distribution Management, a company that provides market intelligence to the wholesale distribution sector; and Jan Janse, president of the Board of ETIM International. Janse will review progress on the ETIM classification model and explain the value ETIM to the industry.

The reception and dinner includes the best Belgian cuisine. During a grand finale reception and dinner at the Royal Museums of Fine Arts of Belgium, Alexander Dewulf, CEO of Cebeo & Sonepar Belgium, will be inaugurated as President.

Influential

With more than 300 delegates expected from across Europe, EUEW Brussels 2019 will bring together the movers and shakers of the European electrical wholesale industry, with influencers of the digital revolution, circular economies, sustainability and much more.

Get the app

Search EUEW 2019 in the iPhone App Store or Google Play and download to stay connected.

The event takes place from 9-11 May at the Dolce la Hulpe Hotel, 1325 Chaussee de Bruxelles, B-1310 La Hulpe, Brussels, Belgium.

• For further information, contact Margaret Fitzsimons, CEO at the EDA, on 020 3141 7350, or email margaret.fitzsimons@eda.org.uk.



Why communication is key

Spreading the word about the benefits of ETIM to the industry is a key task for the Association in 2019



2018 was a year of dogged foundation building. Plenty of progress was made to adapt the ETIM standard for the UK and raise awareness of it in our sector. ETIM has gone from being an unknown acronym to a recognised word in the industry vocabulary and 90 per cent of product classes have been anglicised. We will continue to spread the word throughout 2019.

At the start of the year, Hager said it would adopt ETIM as its master data standard and BMEcat as the protocol for transferring it throughout the sector. Hager's UK marketing and support services manager Ian Smith (below right) said: 'Our BMEcat/ETIM approach is a massive step forward in being able to provide extensive data to our wholesaler partners.' It's a strong sign that we are heading in the right direction.

Also, we are developing an introductory leaflet to put ETIM in context with the digitalisation of the supply chain and the work being done in our member organisations.

A priority for the EDA throughout the ETIM project has been to ensure that industry is on board. All parties in the electrotechnical supply chain must be aware of ETIM-UK's plans and progress, understand ETIM and its impact and benefits for the industry, and have a say in its development and implementation. To this end, the ETIM Advisory Group – with representatives of manufacturers, wholesalers and trade associations – was formed in late 2017 and met twice in 2018.

In March 2019 we were overwhelmed by growing interest – more than 30 representatives (below left) engaged in discussions and updates on recent progress with ETIM:

• Continued anglicisation. In the course of this work, it emerged that some important product ranges, such as steel trunking and pre-assembled consumer units, are unique to the UK. David Lorrison, head of ETIM-UK is organising working groups to create these ETIM Classes from scratch.

• Once manufacturers start to classify their products according to the anglicised ETIM standard, it could be that they wish to make further changes and tweaks to the translations and may want to add new products, features and attributes for the UK market.

• As new building regulations and standards come into force and new technologies appear on the market, the ETIM classification model will have to adapt.

• Product Information Management (PIM) system roundtables were arranged to help members and affiliates find a PIM system that's simple to install and manage, good value for money, and compatible with ETIM classified data.

One final key topic of conversation was the appetite for and the practicalities of an industry database with ETIM at its heart.

“2018 was a year of dogged foundation building – and plenty of progress was made”

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Visit etim-uk.co.uk

Search for ETIM-UK on LinkedIn. It's connected to the main EDA page.



DIARY DATES FOR EDA MEMBERS AND AFFILIATES

Visit www.eda.org.uk for updates, plus a sector-wide calendar to help you avoid diary clashes.

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

Wednesday 12 June 2019
EDA Regional Business Forum Exeter.
Book online at 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

Tuesday 8 October - Friday 11 October 2019
EDA Scottish Function, Old Course Hotel, St Andrews
Networking event.
Call Margaret Fitzsimons at the EDA 020 3141 7350

Wednesday 13 November 2019
EDA Regional Business Forum LuxLive 2019 at ExCeL, London.
Book online at www.eda.org.uk

Thursday 5 March 2020
EDA Awards Dinner 2020
At the InterContinental Hotel, Park Lane, London.
Call Maeve O'Dea on 0117 909 9550

Monday 9 - Wednesday 11 March 2020
Light + Building
EDA visiting delegation.
Call Margaret Fitzsimons at the EDA 020 3141 7350

Vent-Axia bathroom fan combats odours

Vent-Axia says its PureAir Sense is the UK's only bathroom fan with Odour Sense technology.

This fan, which has been designed to improve the air in homes, has an innovative odour sensor that increases airflow when the air is poor and quickly extracts the odour. This helps create a comfortable living environment. Other features include smart controls, quiet operation and an attractive design.



PureAir Sense is a 'step change for the electrical sector', says Vent-Axia, and with consumers becoming increasingly aware of the health implications associated with poor air quality, electricians can now offer a simple solution.

The fan comes factory set for most projects, so only fitting is needed and there is no need for set-up.

www.vent-axia.com

MBO and Danish alliance for Heat Mat

After a recent management buyout (MBO), MD Johanne Stimson and Director David Green have been named as two of the new shareholders at EDA Affiliate firm, **Heat Mat**.

As part of the MBO, Heat Mat has entered into a strategic partnership with its main manufacturing partner of 16 years, Heatcom Corporation in Denmark.

'David and I are both delighted, it's a very exciting time for us,' said Johanne. 'This new deal means an expansion of our product offering, a decrease in lead times for large projects, and an increase the training and support we offer. We'd like to thank our customers for their support over the years and look forward to further cementing those relationships in the future.'

www.heatmat.co.uk



Hager makes protection a priority

After the January introduction of the 18th Edition of the Wiring Regulations, electricians are focused on remaining compliant.

Under the 18th Edition, protection against short disruptive transient excessive voltage levels should be provided where the consequence of an overvoltage could be damaging to human life, interrupt public services or affect commercial or industrial activities.

Also, a surge protection device (SPD) should be fitted as close as possible to the incomer with the shortest, straightest cable links between the circuit protection device and the surge protection device. **Hager's** Design 50 consumer unit not only looks good and integrates seamlessly into homes, it also complies with the 18th Edition in terms of surge protection.

Providing peace of mind for both homeowners and electrical professionals, Design 50 can help overcome transient overvoltages that can damage prized electrical equipment.

www.hager.co.uk



Brush up on your smart home skills



Intelligent homes are becoming more popular, which is why **ABB** offers free half-day workshops to electrical contractors who want to find out about the ABB-free@home smart home system.

ABB-free@home is an accessible and affordable home automation system. It allows homeowners to control lighting, heating and other home functions using a smartphone app. It is straightforward to install and commission with wired and wireless devices. There is no need for programming knowledge or an expensive software licence.

Contractors only need to take a half-day out to attend a free workshop at a local distributor. This will give them the knowledge and confidence to choose, install and commission a smart home system and hand it over to their customer.

Register through ABB's 'My World of Installation' website – look for the free training under 'Additional Tools'. Alternatively, call 0333 999 9900. www.abb.com/world-of-installation

PowerBreaker – still an RCD leader

GreenBrook has seen an upturn in its PowerBreaker RCD business with the changes to the 18th Edition increasing RCD use in public areas. This amendment, together with increased safety requirements discussed in the recent government Hackitt Report, mean there is more call for RCDs to detect and isolate products at the point of use. This helps prevent electrical fires and helps protect the main circuit and consumer unit.

Socket RCDs represent an ideal opportunity for wholesalers to make extra sales, and ensure that their customers adhere to the latest regulations.

PowerBreaker socket RCDs are available in 30 and 10mA trip currents (both passive and active designs). The super sensitive 10mA versions are suitable for hospitals or care homes.



Other PowerBreaker products include spurs, in-line RCDs and weatherproof RCDs. www.powerbreaker.co.uk

RCD socket meets latest safety standards

The new Valiance+ range updates **Timeguard's** RCD socket offer with new-generation components and the reassurance of compliance with latest BS 7288: 2016 safety standards.



There is now a twin flag system (red, on; green, off; safe) when the RCD is tripped. Other changes – mostly relating to more stringent testing to ensure that products can withstand years of use and electrical/physical abuse, as well as greater resilience to RF interference – reassure the user.

Timeguard Valiance+ offers a range of one and two-gang RCD-switched sockets in active and passive versions, metal-clad variants in both one and two-gang, and a choice of three RCD-switched fuse spur styles.

www.timeguard.com

Gewiss' next day delivery for wholesalers

Gewiss has increased its service level to UK electrical wholesalers so it is easier and quicker to obtain its high-quality Italian industrial wiring accessories and lighting products.

Fast-moving codes will be stocked in an approved UK warehouse and the company's sales processing systems now offer guaranteed next-day delivery (for orders placed before 12.30pm). Also, single items rather than boxed quantities are now offered for greater flexibility. This is particularly important for smaller branches and profit centres.



Gino Stocchetti, Gewiss UK's MD, said: 'We aim to overcome any challenges expressed by our important electrical wholesale community. We are delighted to be able to offer next-day delivery and improved service to the market and will continue to support our customers' demands.'

www.gewiss.com



BCC gears up for wholesaler cables market

British Cables Company (BCC) is readying itself for the introduction of BCC Data-Tec, a range of data cables in a variety of CPR classifications. These Cat 5e and Cat 6 ranges typically cover all popular volume applications for LANs, plus analogue and digital video installations.

Commercial Director Paul Farrell said: 'We are committed to meeting the needs of UK electrical distributors and wholesalers. Our BCC Data-Tec offer is one of a new range of product lines, and

we are also investing in dedicated sales resources to support this market sector.

'We have a significant supply capability at our Manchester HQ, with impressive off-the-shelf stock availability and fast deliveries.'

BCC remains the largest UK volume manufacturer of copper telecoms cables and is expanding to provide a vast range of cables and accessories for almost every industry sector and application.

www.britishcablescompany.com



Quiet fan from Manrose makes a splash

Manrose's IPX5 Quiet Fan for bathrooms satisfies electricians and households with its ease of installation, quiet operation and effective performance.

This high extraction rate fan (20.8 litres per second) has an extremely quiet running volume of just 27dB (A) – over 60 per cent quieter than a standard 4-inch (100mm) domestic fan. So households can benefit from a bathroom free from mould and condensation without having to put up with an annoying drone.

Being IPX5 rated, it can be safely installed in Zone 1 without an LV transformer, saving space in small bathrooms and shower rooms.

This reliable high-gloss ABS thermoplastics fan – which can be wall and ceiling mounted – has a low-energy motor (7W max), a low SFP of 0.33W/l/s, and integral backdraught shutters. No earth is needed.

www.manrose.co.uk



Consumer units are 18th Edition compliant

Lewden has introduced a new and improved range of attractive consumer units that comply with the 18th Edition of the Wiring Regulations.

Also new is a range of SPDs in Type 2 and Combined Type 1, 2 and 3. To allow for an SPD, one extra module of space has been provided in the new consumer units without increasing the overall dimensions of the enclosure.

Two extra 32mm circular knockouts, at the top and bottom (in line with the main switch), have also been provided to accept the mains tail cable glands.

A lid earth connected directly to an additional way on the earth bar ensures easy installation. Fixing holes in the DIN rail at the main switch position allow for fitting of the mains tail clamp.

Accessories include two cable grommets, one of each size 40 x 25mm and 50 x 50mm.

www.lewden.com

Good working relationship with wholesaler is vital to contractors

In his address at the EDA Annual Awards Dinner, Steve Bratt, Group CEO of the ECA, shared the results of its latest research into the contractor-wholesaler relationship. Here he shares some of the survey's highlights

The survey responses included contractors from all regions of England and Wales. It also covered a wide variety of contractor sizes, from the very small to the largest national companies.

The survey was divided into two sections. The first listed 13 features of the wholesaler service and contractors were asked to indicate how important the features were to them. The possible responses ranged from not important (1), to extremely important (5).

To establish a priority order, the features were ranked prioritising those that scored the highest with 4 and 5 combined. A summary can be seen in the chart (below).

Also, contractors were given the opportunity to add further views.

Although more sophisticated analysis is needed to truly understand this – by company size or by age profile for instance – there is still some value in a high-level interpretation.



So, what can we take from the responses?

First, it is clear that what contractors see as most important is to have a strong and constructive working relationship with a partner wholesaler. This not only comes out from the priority chart, but also in the comments. The following is an example: 'The wholesaling industry is about relationships – generally there is not a lot of difference in price, so it is about working with people you like and trust.'

Second was the timeliness of delivery, coupled with the completeness of delivery, which was joint third. The following comment summarises contractor sentiment

well: 'Cheaper prices don't get the work – it's all about being reliable.' The point being made is that clients want reliability and contractors rely on deliveries to meet customers' expectations – as well as to hit target margins of course.

The comments revealed a lot of dissatisfaction in this area, with multiple views about the causes and potential solutions. However, although it is an area of potential underperformance, it is useful to know that improvements in this area will be positively received by contractors and for those that are strong in this area, it offers a source of positive differentiation.

Also joint third, unsurprisingly, was price competitiveness, coupled with the availability/flexibility of credit terms. This could be summarised as representing value and suggests that this is just a 'hygiene factor' and as long as it looks reasonable, it will be the items above that cement the partnership.



The second part of the survey looked at what contractors will want in five years' time. Unsurprisingly the factors above were still important, with reliability of delivery becoming a little stronger. The new areas, however, were related to the use of technology in procurement.

Contractors were asked if they would be interested in the availability of digitised/integrated invoicing to eliminate manual processing and 72 per cent of those responding indicated that they would.

Also, there were a number of comments about the use of technology for procurement, including a suggestion that online catalogues should be integrated with estimating packages to enable estimates to have access to up-to-date prices.

Add to this the fact that online transactions in the UK are a fraction of the average in continental Europe and the direction of travel is obvious.

On the broader point of collaboration between the wholesaling and contracting parts of our supply chain, this ECA research provides valuable insight into this essential relationship. The Rotherwick House industry hub is now home to representatives from the three-step supply chain – manufacturers (represented by BEAMA and GAMBICA), wholesalers (represented by the EDA) and contractors (ECA and BESA) – and this is an excellent example of how working together adds value. We look forward to seeing more of it.

Most important factors when dealing with wholesalers

