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TAKING STOCK

AN UPDATE FROM THE ELECTRICAL DISTRIBUTORS' ASSOCIATION

Issue 18 July 2019

Three months in the hot seat

EDA President Chris Gibson, Projects Director at Rexel UK Ltd, shares some highlights from his first three months in office

It's important to me that you, the EDA's members and affiliates, understand the work of your Association. As usual, this issue of Taking Stock is packed with information, news and events that will benefit your business. I'd like to add my own contribution by sharing with you some of the opportunities that I've been part of in recent months.

May was a busy month, with two high-profile events. The first was the LIA's Annual Lunch, which was preceded by a presentation at which the EDA's ETIM team – David Lorrison and Richard Appleton – told guests about the progress of the EDA-led initiative to digitise the UK's electrotechnical sector.

Later in May, along with other EDA members and affiliates, it was a privilege to represent the EDA at the European Union of Electrical Wholesalers' (EUEW's) General Convention in Brussels, attended by almost 300 delegates from across Europe. All members and affiliates of the EDA can attend, and this year 13 people joined us – a mixture of wholesalers, manufacturers and trade associations – as you can see from our group photo (right).

Our hosts made us very welcome. Indeed, the UK was singled out for a special welcome from the EUEW leadership. I hope that for Barcelona 2020 you will consider joining the UK delegation. You'll find the dates on page 3 and on our website – please add them to your calendar and let us know if you are interested.

Planning for the future

The Convention is designed to mix informative, inspiring and thought-provoking business presentations with an opportunity to network with senior wholesalers and manufacturers. The willingness of fellow European members to engage and network was refreshing, and allowed a meaningful exchange

of views and opinions.

The presentations were riveting and addressed big, relevant topics that leaders should be considering when planning for the future:

- We were warned about the dangers of expecting linear growth in a world of finite resources and advised to embrace the principles of the circular economy in our business models.
- Recycling is not enough, and we must be prepared to take strong actions to change our way of thinking and adapt our business and supply chain processes. Manufacturers probably have the biggest part to play here, but the wholesaler also has a big role (see article, page 8).
- How do we make sure our customers come first in our business and that we get their attention and keep their loyalty? These are the challenges we face in today's 'noisy' world. A key ingredient is our staff and their teams, who are our companies' most important ambassadors and assets. This will help us defend our position in

the market against potential new online competitors.

Which brings me neatly to the topic of training.

Investing in your people

The EDA is committed to a continued focus on 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. I am delighted, therefore, to announce that the 12th and final module in the EDA Product Knowledge Programme – IT and Data Infrastructure – is ready to study (see article, page 4).

Strategic collaboration

As I write, I am preparing for July's EDA Board of Management meeting, my first as EDA President. On the agenda is a board-to-board roundtable with our colleagues from BEAMA, the UK association for manufacturers of electrical infrastructure products and systems. Driving this inter-association supply chain dialogue is a key focus for



my presidency. Indeed, in June we also have a senior meeting with the ECA to discuss the contractual challenges faced by electricians, installers and wholesalers.

Guided

It was a pleasure to be invited as a guest to a recent gathering at The Worshipful Company of Lightmongers, one of the City of London's lively companies.

Support the forums

On a final note, please continue to support your Association. Spread the word throughout your team about your benefits and please join us at the forums when we bring them to your region.

Delegates from our first 2019 forum in Harrogate described it as 'very interesting', and said there was a 'good balance' of 'informative' topics. One said: 'I was pleasantly surprised by the day – I will come again.' And another commented: 'Gave me the insight to do further research on the topics covered.'

If you missed Harrogate (May) and Exeter (June), register for Macclesfield (September) and London (November).

All you need to do is register your attendance at www.eda.org.uk – you'll find the details in the events section on the home page.

As always, the EDA head office team is ready to help you make the most of your benefits: 020 3141 7350.



Back row: Chris Gibson, Rexel UK Ltd; Wolfgang Schickbauer, Voltimum; Simon Barkes, BEMCO; Charlie Lacey, Stearn Electric Co Ltd; Mark Ellis, KEW Electrical Distributors Ltd; Glen Krise, Megaman (UK) Ltd.
Front row: Tom Meyerratken, Carl Kammerling International Ltd; Margaret Fitzsimons, EDA; Jonathan Cummings and Jack Benson, LED Group Robus; Chris Pack, BEAMA; Chris Ashworth, CEF; Johanne Stimson, Heat Mat Ltd.

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Electrical Distributors' Association



ElectricalDA



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EDA_UK

Member and Affiliate Member round-up

EDA swells its ranks with 10 new wholesaler and affiliate members

Five new wholesaler members and five new manufacturer/service provider affiliates have joined the Association since the last issue of Taking Stock was published.

Members

Underwoods Electrical Distributors Ltd became a member on 1 March.

On 1 May, it was joined by CC Electrical Supplies Ltd; Brown's Wholesale Ltd and Specialised Lighting Company Ltd, trading as Whitefield Electrical – all from the IBA Buying Group.

Also, Cherwell Electrical Supplies Ltd from the AWEBB buying group joined the Association on 1 May.

Affiliates

From 1 April, five affiliate manufacturer/service providers joined the Association.

They are Europa Components & Equipment PLC; Kewtech Corporation Ltd; Pinnacle Solutions Ltd; ML Accessories, trading as Knightsbridge; and SLV Lighting UK Ltd.

NEW MEMBERS



NEW AFFILIATE MEMBERS



Obituary: Nigel Ellis 1946-2019

It is with great regret that the EDA announces the death of Nigel Ellis who, members will remember, was the Association's Director until his retirement in 2011. His career with the Association spanned 40 years and he became a well-known figure in the industry.

Nigel Ellis arrived at the Electrical Wholesalers' Federation (as it then was) in October 1971, as Assistant Secretary to the just-appointed Director, John Bellamy. The country, and by extension the industry, was reeling from the effects of the oil price shocks. In the midst of an extended downturn, a degree of depressed uncertainty was widespread – people had been urged to 'tighten their belts'.

The EWF needed refreshing, and together the new team applied a disciplined approach, bringing about a much-needed change in the engine room of the organisation.

Nigel Ellis, as Secretary and then Director, brought an astute mind to the Federation, and his grounding in

Civil Service practices and his natural acumen gave him the wherewithal to create a leaner, more efficient enterprise. He kept close control on every project, applying the principle that every activity should pay for itself.

He became a repository of knowledge about the industry. Board members and no doubt many a President and Chairman (he served under 32 of them), were pleased to discuss the issues of the day, and could be sure of a considered and reliable opinion.

In 1998, he presided over the change to the Electrical Distributors' Association. The Board had decided on a different structure and the introduction of a new layer of membership – for the first time bringing in manufacturers as affiliates. As Director, he steered through this change, and presided over the move of the Association's headquarters to Tunbridge Wells after the lease ended at the Haymarket premises. As the millennium approached, he

secured British hosting of the EUEW at a memorable event in Chester.

But perhaps the most lasting and spectacular achievement was the instigation of Product Knowledge training. From an entertaining but limited library of management training videos, the vision had widened into adopting a programme of bespoke Modern Apprenticeships and product knowledge modules.

Nigel Ellis's laconic sense of humour was another facet remembered with affection. Between reading The Economist and the industry press, he read Private Eye. His sense of humour reached a peak at a memorable Annual Dinner in 1996, when President Bob Robertson asked him to give a speech. Each line he delivered provoked a storm of laughter as quip after quip brought the house down.

His enduring legacy for the EDA was to leave it stronger in all ways and primed for all future challenges.

Nigel Ellis is survived by his wife Pam and daughter.



“He became a repository of knowledge about the industry”

Employers and training leads get around the table

When it comes to the EDA's Apprenticeship Service, who does what and when? Employers, training providers, and assessors collaborate at the first of two roundtable discussions

The EDA's Apprenticeship Service for members and affiliates is available to businesses in England, Scotland, Wales and Northern Ireland. For such a substantial service the opportunity to share information, good practice and to explore how to further harmonise apprenticeship delivery is essential.

Representatives from businesses that commission, manage or deliver the EDA's Apprenticeship Service joined a roundtable at the EDA's head office, with CEO Margaret Fitzsimons leading the discussions. A second meeting is planned at a midlands/northern location.

Several organisations took part in the discussions:

EDA Apprenticeships Plus

The organisation that manages the EDA Apprenticeship Service on behalf of the Association

Representatives:

Duncan Naylor; Michelle McCut-



cheon and Greg Carter

EDA member wholesalers

Employers who either use the EDA service or who want to know more.

Representatives:

Chris Ashworth and Anita Johnston, CEF. Both are EDA education and training ambassadors
Alan Reynolds, Fegime UK. Alan is an EDA education and training ambassador

Cal John, KEW Electrical Distributors Ltd
Glenn Robertson, R&B Star Ltd
Vicky Ordish, Rexel UK Ltd. Vicky is also an EDA education and training ambassador
Bill Ennis, Rifina Co Ltd
Paul Jenner, the IBA buying group. Paul is also an EDA education and training ambassador
David Moore and Jo Myerscough, Medlock Electrical Distributors.

TRAINING PROVIDERS

Representatives from organisations involved in training apprentices for EDA member and affiliate businesses. It is a training provider's tutor/assessor that works with each apprentice during visits to the wholesaler branch or manufacturer location.

Representatives:

Melvin Wright, Aston Training
Martin James, Didac
Kelly Headland, Paul Estall and Vanessa Jones from Hawk Training
Rob Newton, Pinnacle Solutions Ltd



▲ (Left to right) Paul, Vanessa and Kelly, the Hawk Training team.

END POINT ASSESSMENT ORGANISATION (EPAO)

Innovate Awarding is the EPAO appointed to manage and run the assessment process for the Trade Supplier Level 2 Apprenticeship.

Representatives:

Tracy Hewett and Andy McNeill
Assessors from Innovate Awarding manage the observation and professional discussion that, in addition to an online knowledge test, form the final assessment of the Trade Supplier Level 2 Apprenticeship. Successful apprentices get a Pass, Merit or Distinction.



▲ Tracy Hewett from Innovate Awarding, the End Point Assessment Organisation, explains how they put trade supplier apprentices through their paces.

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 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

Macclesfield.
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

Thursday 4 - Saturday

6 June 2020

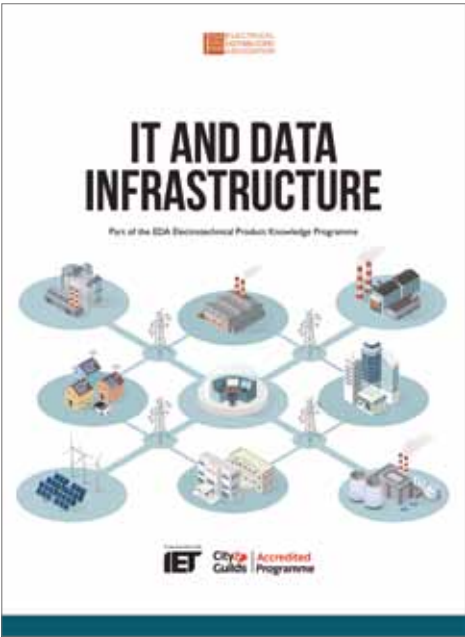
65th EUEW General

Convention, Barcelona, Spain

EUEW

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

IT & Data Infrastructure training module launched



The EDA team is here to help
For more on IT and Data Infrastructure, or any of the 12 modules in the programme, call Rose at the EDA on 020 3141 7350, email training@eda.org.uk or visit www.eda.org.uk.

The IT and Data Infrastructure training module represents a first-time opportunity for EDA members and affiliates to upskill their teams, because this topic was not covered in the previous MOL training programme.
IT and Data Infrastructure is the 12th and final module to launch in the award-winner EDA Product Knowledge Programme.

Why this is important
IT and data infrastructure influences everything in the modern world. This module will give you and your team a better understanding of the types of products that are used in this sector and the work carried out by electrical contractors in this area.

Stand out for the right reasons
An increasing number of your customers will be working on installation projects in the IT sector, and being able to help is key to customer retention.
Your team must understand the nature of the requests from these customers, and the types of

products they could be looking for. This confidence and knowledge will set you apart from the competition.
Paul Gorman, lead author of this training module, explains why this module is so relevant today.
'Increasingly electrotechnical installers are involved in data-related projects, in part due to the evolution of smart technologies and the convergence of networks over common infrastructure, creating greater business opportunities.
'Significant improvements in network connectivity speeds (both wired and wireless), along with reductions in cost for internet access, are factors that have also contributed to the demand. Electrotechnical installers are having to adapt to a new language, new technology, and develop their own skills. That means that electrotechnical wholesalers need to do the same if they are to grow this stream of business.'

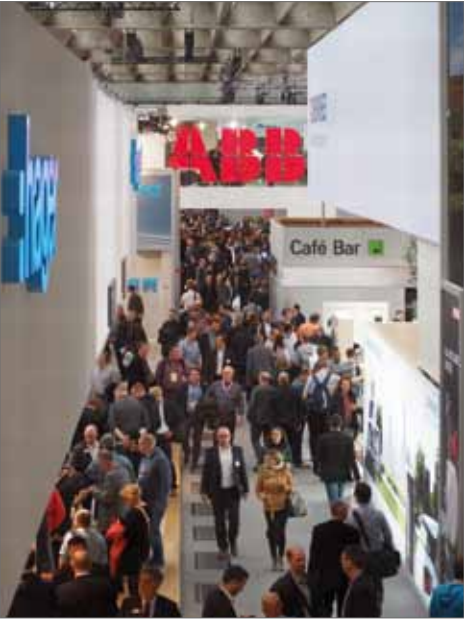
To find out more about this training modules, visit www.eda.org.uk or call the EDA head office on 020 3141 7350.

Award-winning training for you and your team
The EDA Product Knowledge Programme took home the Best Training Provider trophy in the recent Electrical Wholesaler Awards 2019.



BIGGER AND BETTER: WILL YOU BE THERE?

Light + Building is the world's leading trade fair for lighting and building services technology.
Work has started planning the UK visiting delegation to the biennial Light + Building 2020 in Frankfurt from Monday 9 March to Wednesday 11 March.
Margaret Fitzsimons, CEO at the EDA, says: 'Our 2018 visit (see below) was an enormous success thanks to the warm welcome, awe-inspiring stands and kind hospitality of our affiliated mem-



light+
building

ETIM on tour: Amsterdam, Copenhagen and London

The overall strategy and the technical details of the ETIM initiative to standardise product data have come under the spotlight at three meetings around Europe



Technical Committee meeting
On Tuesday 14 May 2019, the Association's head of ETIM-UK, David Lorrison, flew to Copenhagen for the ETIM Technical Committee (TC).
Meeting twice a year, the TC is the central body for all things standardisation, and formally reports to ETIM International. The TC has technical supervision over the complete ETIM model and decides on all Requests for Change (RfC) by using the Classification Management Tool (CMT). The TC also submits proposals to the Board for approval, and the Board asks the TC for technical advice.
Broadly, the TC's remit is to:

- make proposals for the further development, enhancement and maintenance of ETIM
- develop guidelines
- develop the CMT
- develop the ETIM data model (beyond the content)
- forward information to the ETIM International Board
- forward information to their own member countries
- central administration and co-ordination of special overlapping nominating features (colours, protection symbols, and so on)
- technical coordination and realisation of collaborations with other classification initiatives, within the framework of the co-operation as agreed by the board and/or the General Assembly (eCl@ss, PI, proficl@ss, GSI, for example)
- discuss recommendations for the exchange formats
- take responsibility for the English data model, including synonyms.

ETIM General Assembly ▶
The EDA's CEO, Margaret Fitzsimons, and her fellow country leads met in Amsterdam in May for the ETIM General Assembly meeting. The General Assembly shapes the strategy for ETIM.
They shared their hotel with the Tottenham Hotspur Football Club team who were in Amsterdam to play their semi-final second leg against AFC Ajax just down the road.



ETIM roundtable
Providers of leading enterprise resource planning (ERP) systems will play a key role in the successful implementation of the ETIM classification model.
That's why the EDA invited representatives from Agathos Systems Ltd, Geddes Business Systems Ltd, Intact Software, and Kerridge Commercial Systems to its Rotherwick House head office for an ETIM-themed round table.

Collaboration
Margaret Fitzsimons, CEO at the EDA, says: 'It is important for the ERP experts operating in the UK's electrotechnical sector to meet the EDA's ETIM team and for us to introduce our vision for ETIM, to run through the principles of the classification, explain the journey we've been on and where we are now. It was also important to discuss how we might work together in the future to achieve widespread adoption of the standard.'
'We also discussed a proof of concept for an industry-wide central data pool. Manufacturers could upload their ETIM classified data into the data pool ready for wholesalers to download and use in print and online channels.'
'All of the attendees said they found it a useful day and the EDA team will meet with each ERP provider individually to discuss how to move things forward.'
The attendees were:
● Tim Blake, Agathos Systems Ltd

- Cliff Mills, Geddes Business Systems Ltd
- Gary Mason and Mark McArdle, Intact Software
- Paula Hayter and James Mitchell, Kerridge Commercial Systems
- Simon Barks, BEMCO and EDA Board of Management

What the industry needs
Mark McArdle group sales director of Intact Software, a leading ERP supplier to wholesalers, says: 'In my view, ETIM-UK is showing great foresight in doing what the industry needs to meet the demands of an ever-changing digital world. Many of your members may not know that yet, but once you have a few early adopters, the rest will follow.'
'The industry is renowned for embracing digital pricing catalogues and stakeholders – wholesalers and members – will continue to embrace central databases in a variety of ways that will be driven by market forces. The proof of concept that has been put together is excellent and heading in the right direction.'

What's an ERP?
ERP systems process data from a variety of business functions from accounting to manufacturing, purchasing to sales. Often referred to as the 'back office' system, the ERP reports on: cash, raw materials, production capacity, orders, purchase orders, and payroll.

MK Electric launches essentials range



In its centenary year, **MK Electric** is launching a range set to make its products more widely accessible – MK Essentials.

Backed by a 25-year guarantee, this wide range of white switches and sockets has been launched to fill a gap, which many wholesalers are familiar with – finding competitively priced products that customers will have confidence in. It is designed to appeal to customers who would like to, or would normally, choose MK Electric, but cannot because of restricted budgets.

Including USB outlets, LED dimming, and Euro modules, the MK Essentials range is also expandable, because Grid frontplates from the range are compatible with MK Electric's Grid Plus range of modules, ensuring a breadth of product to meet the needs of any project.

Features such as backed out and captive screws ensure that MK Essentials is easy and convenient to install, with the reliability and performance expected from MK Electric products, making it a great addition for the wholesaler. The range delivers a truly fit and forget solution.

The range is also designed to look good, with screwless design and a high-gloss finish delivering a contemporary aesthetic suited to any environment.

www.mkelectric.com/en-gb/Products/Pages/MK-Essentials.aspx

Robust cables for tough situations

For more than 50 years, the TITANEX flexible rubber cable range has been recognised as the 'best choice', manufacturer **Nexans** says, for all mobile and fixed installations in industrial environments.

Robust yet flexible, TITANEX is easy to use and withstands the toughest of conditions, such as hard-wearing situations, extreme temperatures and most chemicals.

www.nexans-titanex.com/uk

Enhance the ambience

Sylvania has launched ToLEDo Mirage, an innovative and sophisticated range of LED lamps. Designed to exude class and enhance ambience, the range is for use in homes, restaurants, hotels, bars and heritage buildings.

The Mirage range has an innovative patented design and a scratch and high-temperature resistant golden-tinted glass envelope, replicating the optical effect of classic multi-filament incandescent lamps with a distinctly modern flair. Low power consumption and extended 25,000 hours life, combined with short pay-back period and minimal maintenance cost,

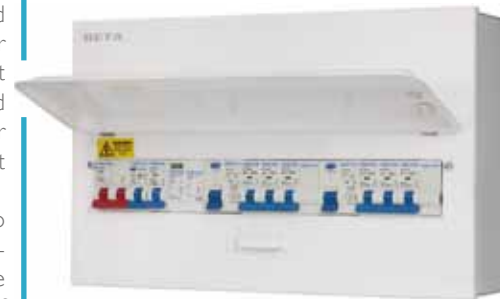


make ToLEDo Mirage the ideal decorative lighting alternative to traditional incandescent and halogen lamps.

The range is available in eight shapes – ST64, G120, G200, A165, T45, T60 and E115 – has a three-year warranty as standard and provides an omnidirectional light distribution of 300 degrees. These features enable customers to tailor their lighting to their application needs. Also, ToLEDo Mirage comes with an E27 base, requiring no installation for use with existing pendants.

www.sylvania-lighting.com/en-gb/applications

Complete protection



Deta has extended its Protect+ range of consumer units and devices. Protect+ is for the new house building and replacement markets and help installations comply with the 18th Edition of the Wiring Regulations.

Protect+ enclosures are designed to deliver a subtle yet safe solution and make installation quick and easy. The 18 and 22-module consumer units are available in surface or flush-mounted options and are high-integrity as standard, pre-wired with 100A Type A RCDs. They can be converted to dual RCD by sliding the RCDs along the DIN rail – a single solution for multiple requirements.

A comprehensive range of devices and accessories complete the Protect+ install.

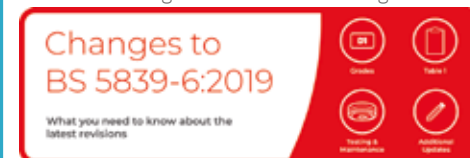
Protection against short circuits, circuit overloads or residual earth leakage currents is achieved with MCBs and RCDs or RCBOs. Protect+ SPDs shield electrical products including computers, TVs, safety alarms and domestic appliances by restricting and redirecting surges.

Accessories include DIN rail-mounted blanks and locks, and ensure safety by protecting live parts and restricting unauthorised access to circuits.

www.detaelectrical.co.uk

Aico's guide to changes in BS5839 Part 6

British Standard BS5839-6: 2019 is now live. Here is **Aico's** brief guide to the main changes.



Changes to Grades

B and E have been removed, and D and F have been split down. Previously grade D was a mains-powered alarm with a battery back-up. Now we have D1 – a mains-powered alarm with an integral tamper-proof battery back-up – and D2 – a mains-powered alarm with a replaceable battery backup. F was previously a battery-only alarm, now we have F1 – an alarm with a tamper-proof battery power supply and F2 – an alarm with a user-replaceable battery power source.

Changes to Table 1

Owner occupied (new/materially altered) – Grade D2, LD2D
Rented (existing and new/materially altered) – Grade D1, LD2D
Sheltered housing (existing) – Individual dwelling: Grade D2, LD2Q. Communal areas: Grade A, L4/L5
Sheltered housing (new/materially altered) – Individual dwelling: Grade D2, LD1J. Communal areas: Grade A, L4/L5
HMOs (new/materially altered) – Grade 1, LD1

Testing

Testing of domestic alarms was previously recommended weekly, this has now changed to monthly.
www.aico.co.uk/BS5839-6:2019

Don't miss out...

As an Affiliated Member of the EDA, you can feature your products/services in this section for FREE.
Contact Anne Vessey on 020 3141 7350 or anne.vessey@eda.org.uk

Sleek and efficient wall-mounted hot water



Aquapoint IV, an energy efficient, wall-mounted hot water system, is the latest addition to **Zip Water UK's** hot water product offering.

This sleek-looking product is sustainable, durable and efficient, providing an on-demand hot water system for work, home and public buildings. Available in four capacity options – 30, 50, 80 and 100 litres – Aquapoint IV caters for a range of applications with from one to 10 sinks, or even a shower in a home environment.

The Aquapoint IV's SmartEco system records regular use patterns and automatically provides hot water to suit users' demands, increasing energy efficiency. It also has an anti-legionella function, which records 14-day water use cycles, and during low-demand periods heats water to 70°C, making it one of the safest water heaters on the market.

specify.zipwater.co.uk

Choose the best cable

Developed by **Prysmian Group**, Cable App is a professional, easy-to-use tool that helps you choose the best type of cabling based on the type of project and installation.

It calculates the optimum cross-section, providing useful advice to help users save money and prevent CO2 emissions. Illustrated and with technical documentation, it offers extra features such as direct links to product catalogues; the possibility to easily save, print or share results with other people; and access to the latest news and videos related to the world of electrical installers, professionals, and consultants and engineers.

Users can search by basic cable attributes and by professional system parameters. Be sure of the right cable choice in an easy and quick manner.

www.whyprysmian.co.uk



The safe and easy-to-use voltage tester

When servicing electrical equipment, workers must comply with safety regulations that require a voltage verification test to validate the absence of voltage. This process includes a number of stages that can be complex and time-consuming when using handheld portable test instruments.

The VeriSafe absence of voltage tester from **Panduit** is a more efficient way to test for voltage that minimises risk by verifying the absence of voltage before equipment is accessed. VeriSafe simplifies this process by automating the voltage verification process. This makes it easier for qualified electrical workers to verify an electrically safe work condition has been established in a fraction of the time compared to using handheld portable test instruments.

Once installed, a push of a button enables verification of the absence of voltage and a visual active indication is shown when the absence of voltage is confirmed. This is a new and innovative way to safely, reliably and efficiently verify the absence of voltage before accessing potentially dangerous electrical equipment.

By automating this process, VeriSafe reduces the risk of exposure of electrical hazards for improved worker safety, cuts testing procedure time and complexity. It also supports best practice when used as part of the lockout/tagout process described in NFPA 70E.

www.panduit.com/verisafe



New product drive for Meridian



The newly named **CED Electrical Group** said its 25th Anniversary year would feature a host of new products and, for its Meridian LED Lighting range, the first six months has been prolific.

Outdoor Lighting came first, with new ranges of 60W polycarbonate lanterns, stainless steel walkover lights and a trio of wire-free solar PIR fittings for property presence detection.

These were followed by new cabinet lights. Suitable also for kitchen counter lighting and recessed areas, there are new 4 to 16W Linklites

Ansell Lighting rewards OCTO installers

To support and reward customers who have invested in its connected lighting eco-system, OCTO, **Ansell Lighting** has organised events throughout the UK and Ireland, and created an incentive scheme that rewards customers for installing the technology that is revolutionising the way in which their customers can use lighting.



We have been holding OCTO days throughout the country to provide qualitative information to electrical wholesalers and contractors, detailing the potential applications of the current product range, and how the OCTO app can be used to control entire eco-systems of luminaires. The OCTO Days have been hugely successful in further educating our customers on how OCTO can benefit their future installations.

To further support and reward our customers for investing in OCTO, we have introduced the Guru/Master reward scheme. Electrical contractors who register for the scheme can upload information from their latest installations and keep track of their progress using our online portal. As contractors progress through the scheme, they are rewarded with fantastic incentives, including Amazon vouchers, Bose speakers and an array of OCTO products.

www.octouk.com

designed to allow up to 10 linked fittings, silver aluminium cabinet lights with 8 and 10W variants, and fittings including four-piece round lighting kits and a 7W triangular kit of three-piece fittings.

Almost simultaneously came new stainless steel wall lights. Designed for use with LED GU10 lamps, there are two options with both IP44-rated splashproof and IP65 ranges of single fixed and adjustable downlights plus an up/down variant.

All new Meridian products are CE marked and have RoHS approval.

www.cedelectrical.co.uk



Building a stronger UK supply chain for recycled plastics

The Government is proposing changes to the responsibilities of packaging producers in the UK – and a plastic packaging tax. The consultation on these proposals is the most important in recent years, says BEAMA's Yselkla Farmer



The changes to the responsibilities of packaging producers could be among the most significant industries that produce and use plastic packaging have faced in recent years.

This is a pivotal step by the UK Government to deliver on the EU Circular Economy Package and Waste Framework Directive. The aim is to stimulate the supply chain and ensure more circular use of materials in industry and increased use of recycled plastic for packaging.

Growing pressure

We know as an industry that there is growing pressure to not only reduce waste from packaging materials but also to design products with material efficiency at the heart of the design process. Recyclability, repairability and re-use is becoming central to the design of products and packaging, and this will only increase as product regulations and packaging requirements are met at an EU and UK level.

As trade associations we know it is vital to be involved in the setting of these new regulations for our sector and we will continue to work with the supply chain to ensure this



is sustainable for our businesses.

The reform proposed for the UK packaging producer responsibility system will be fundamental to the way UK packaging compliance systems operate, and it will have significant impacts on packaging obligations for manufacturers and related costs for producers and retailers, depending on the option that is implemented.

Cost recovery

The proposal includes full cost recovery by producers of packaging, with an aim to raise between £800 million and £1 billion to fund improved recycling and collection schemes across the country as well as support the costs of enforcement.

Government's intention is to make the necessary legislative changes for a reformed packaging producer responsibility system by 2021, with a new system to be operating from 2023. This will give business two years for transition and to adapt their activities to comply with the reformed regulations.

The tax, announced in the UK's 2018 Budget, will apply to any packaging product with less than 30 per cent recycled content by April 2022. The complexity of who in the supply chain is liable for the tax is still to be made clear in the final Government response, but we do know this could affect producers of packaging as well as retailers and wholesalers, especially when dealing with

the import of unfilled packaging. At the moment there is no plan to tax filled packaging that is imported into the UK but the tax will become chargeable when liable products are imported into the UK at the first point they are exposed to the UK market as packaging or packaging materials.

Challenge

The challenge that packaging producers or liable manufacturers face is that the current supply chain for quality recycled plastic is poor, and in many cases requirements for packaging will not allow the use of recycled plastics. Initially there could be difficulties sourcing materials, but the supply chain should grow as a result of the new tax.

As we await Government's response to these consultations, as an industry we are preparing for one of the most significant changes to the supply of packaging materials in recent years, as well as regulatory pressures to improve the circularity of the products themselves. The key will be ensuring that this doesn't incur unnecessary cost and that opportunities for innovation are grasped along the way.

Yselkla Farmer is BEAMA's director for policy and marketing.

www.beama.org.uk

Win big with EIC's powerLottery

Would you like to win big cash prizes while helping people in the electrical sector to have a better quality of life? The Electrical Industries Charity (EIC) is offering you a opportunity to scoop up to 40 cash prizes every month while helping your colleagues in their hour of need by donating as little as £1 to powerLottery every month.

The powerLottery funds the charity's Employee Assistance Programme which includes its pensioner, apprentice, employee and family support, and practical participation programmes.

Thanks to supporters who donate to powerLottery every month, EIC is able to help hundreds of people in the electrical sector such as young apprentices struggling to complete their apprenticeships. By offering

them support, including financial grants and assistance, legal advice, telephone and counselling and practical support, the charity can help create a brighter future for young apprentices who have fallen on hard times.

What's more, supporters now have a better chance of winning more cash prizes than ever before, up to £1,000 every month, as well as a half-yearly grand prize of £10,000 that takes place in June and December. You can now secure up to 40 entries a month.

All you need to do is download the EIC powerLottery app and tap the app to play. For further information, contact Jess Vailima at jess.vailima@electricalcharity.org. www.electricalcharity.org