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TAKING STOCK

AN UPDATE FROM THE ELECTRICAL DISTRIBUTORS' ASSOCIATION

Issue 20 January 2020

EDA and BMF lead product data transformation

Trade associations join forces to promote the benefits of standardisation of digital product data for wholesalers, contractors and customers

The drive towards digitalisation and improved B2B product data across the UK's construction sector has been boosted by an agreement between the EDA and the Builders Merchants Federation (BMF).

ETIM, the open source data model for the standardisation and classification of technical product data, was introduced to the UK's electrotechnical sector in 2017 by the EDA. Now the BMF will start work on its expansion into two further sectors: **heating, ventilation and air conditioning**, and **sanitary and building materials**.

ETIM champion

To date, the EDA has been the official representative of the ETIM model in the UK and the 'National Organisation' for ETIM International. This month, a new legal entity – called ETIM UK Ltd – will be created. This independent organisation will champion the development and implementation of the ETIM data model in the UK, with EDA and BMF leading in their respective sectors.

ETIM UK Ltd, a not-for-profit business, will provide sector-neutral management of the maintenance, development and promotion of the data model. ETIM UK Ltd is one of 22 national organisations that are members of ETIM International.

The agreement was signed by CEOs of the EDA and the BMF, Margaret Fitzsimons and John Newcomb, at the recent ETIM UK 1st Digitalisation Forum, in the presence of board-level members from both associations and the ETIM International Board (see page 2 for more on the Forum).

Margaret Fitzsimons said: 'Everyone agrees that we have to digitalise our businesses. But to digitalise our businesses we have to digitise our



data. We cannot escape that fact. High-quality, unambiguous, consistent and complete – good data is the golden thread of commerce.

'Since the EDA took the strategic decision to introduce the ETIM data model to the UK's electrotechnical sector in March 2017, there has been a huge EDA-led effort to review and anglicise more than 100,000 pieces of ETIM-ready data. This substantial progress, although there is more to do, has created a pool of expertise which, through this new agreement, the EDA is delighted to share with the BMF to help jumpstart the ETIM journey for their members.

Big reach

'This is a significant step forward because the BMF is such an important organisation with a big reach. Also, the products in this sector require digitalised data for BIM applications – and ETIM can be a big advantage here.'

John Newcomb of the BMF added: 'The BMF represents more than 700 businesses. For them, technical product data is a vital e-commerce and BIM resource, but with

huge potential for improvement in standardising the presentation of that content and simplifying the transfer of information between manufacturer and merchant. The EDA has been a trailblazer for the ETIM data model in the UK and now the wider construction sector can benefit too with the BMF at the heart of that transformation.

Hugely valuable

'Work will start in earnest in January 2020. While there will be an initial steep learning curve for the BMF team, the EDA's ETIM track record is a hugely valuable resource and we will follow a similar process to roll out the data model in our sector.'

Richard Appleton, General Manager of EDA Data Services, will work with electrotechnical manufacturers and wholesalers to continue the march towards fully ETIMised data. The BMF's ETIM-UK Project Manager, David Bate, will work with the HVAC and sanitary and building materials businesses.

For further information, visit www.etim-uk.co.uk or LinkedIn under ETIM UK.



FROM THE BOARDROOM

Since joining the EDA nearly three years ago, I have been impressed by how quickly its services have become integral to the way we work. The networking events, the regional business forums, the training modules and the apprenticeship service are worth the membership fee alone.

The EDA also scores by giving small to medium-sized electrical wholesalers a chance to engage and learn from likeminded people. This applies to all members, from a single branch to national wholesalers.

You get out what you put in, and this is doubly true of your EDA membership. Taking time to go to the networking and regional events where industry experts are available is so important for smaller organisations whose resources are limited.

When I first joined the board of the EDA, I wondered how it would work. Board members are business rivals, but they are industry supporters.

After my company joined the EDA, we added the logo to all our stationery and electronic documents. This added a level of national recognition that, as an independent wholesaler, you don't always have.

I would advise any company, large or small, to join.

Simon Booth

EDA Board of Management

T: 020 3141 7350 E: info@eda.org.uk training@eda.org.uk W: www.eda.org.uk



Electrical Distributors' Association



ElectricalDA



@eda_uk



EDA_UK

Demand for high-level apprenticeships increases among EDA members

Everyone from school leavers to graduates – whatever their role in the business – can take advantage of apprenticeships at a higher level. We bust this and some other myths about the vocational route to career success

Following on from the hugely successful Trade Supplier Apprenticeship Standard Level 2 – equivalent to 5 GCSE passes, and currently the most requested apprenticeship by EDA members – many businesses are encouraging their teams to use the EDA Apprenticeship Service to continue their apprenticeships at Levels 3, 4, 5 and above.

To help clarify what those apprenticeship levels mean, use the table (below, right).

For your entire business

Members and affiliates are using the EDA Apprenticeship Service to train their teams across a variety of job roles and levels.

The box below shows a sample of the apprenticeships that are being requested by businesses like yours.

Changing perceptions

There are many myths surrounding apprenticeships, too many to mention here, but we've tackled some of the most common.

Myth Apprentices are only for young people.

Fact Anyone over the age of 16 and no longer in full-time education can enrol onto an apprenticeship, and there is no upper age limit.

Myth If you already have a degree you can't be an apprentice.



Fact Now that apprenticeships are available at degree and advanced degree level, it is possible to continue your training on an apprenticeship, even if you have a degree.

Myth We need some extra support in the business to help cover a busy period – can we take on an apprentice for a few months?

Fact An apprenticeship is a real job with training. An apprentice

must have a contract of employment that is long enough for them to complete the apprenticeship successfully. An apprenticeship is not a suitable way to recruit short-term staff.

For more on the EDA Apprenticeship Service call Rose at the EDA head office on 020 3141 7350.

| Apprenticeship equivalence | |
|-----------------------------|----------------------|
| Apprenticeship level | Equivalent to |
| Level 2 | 5 GCSE passes |
| Level 3 | 2 A level passes |
| Levels 4 and 5 | Foundation degree |
| Levels 6 and 7 | BA or MA degree |

- ### Popular apprenticeships among EDA members
- Trade Supplier Level 2 (England only)
 - Accounts/Finance Assistant Level 2
 - Customer Service Practitioner Level 2
 - Team Leader/Supervisor Level 3
 - Business Administrator L3
 - Digital Marketer Level 3
 - HR Support Level 3
 - Sales Executive Level 4
 - Professional Accounting/Taxation Technician Level 4
 - Marketing Executive Level 4
 - Network Engineer Level 4
 - Commercial Procurement and Supply Level 4
 - Learning Development Consultant Business Partner Level 5
 - Operations/Departmental Manager Level 5

New EDA Members and Affiliates

Five new members and affiliates have joined the Association.

MEMBERS

Members
In 1 November 2019, from the IBA Buying Group, we welcomed CWS Electrical Wholesalers.
From 1 January 2020, joining from AWEBB, is Chichester and Crawley based Quantum Electrical Distribution Ltd.

Affiliates
On the manufacturing side, in the last quarter of 2019 Unistrut and Airflow Developments Ltd joined the Association.
From 1 January 2020, Dialight Europe Ltd becomes an affiliate.

Online business profiles
You'll find more information in the searchable business profiles at www.eda.org.uk. Every member and affiliated member has an online profile that includes:
● Your logo
● Your head office address and contact details
● Link to your website
● Branch listing (for wholesalers)
● 150-200 words to promote your business.
Check your business listing and talk to the EDA on 020 3141 7350 if you'd like it updated.

AFFILIATES

EDA hosts first ETIM UK Digitalisation Forum

Event marks the start of a new phase in the development of the data standard for electrotechnical and construction products



▲ Jan Janse, President of the Board of ETIM International

▼ Margaret Fitzsimons, CEO of the EDA



Like-minded businesses from the UK's electrotechnical and construction sectors attended the inaugural ETIM UK Digitalisation Forum in London recently, keen to be at the forefront of the ever-strengthening drive for digital transformation in the UK's B2B sector.

More than 100 delegates heard from international specialist speakers about how product data standardisation is transforming the way we do business.

Speakers included Jan Janse, President of the Board of ETIM International, Marc Habets, Technical Director of ETIM International, George Brickwood, eCommerce Director UK & Ireland for Schneider Electric, and Frank Jaegtnes, CEO of the Norwegian Electrical Trade Association.

Key pillar

Margaret Fitzsimons, CEO of the EDA, said: 'ETIM has been a key pillar of the EDA's work since we launched the initiative in spring 2017. As well as providing an international perspective, today's forum has given the EDA an opportunity to update the electrotechnical sector on the significant progress achieved in the intervening years in anglicising the ETIM standard for the UK market, and to share our vision for the future.'

'The opportunities that the EDA has spearheaded for electrotechnical businesses through our ETIM work has been recognised by other sectors, and today we announce a new strategic partnership with the Builders Merchants Federation (BMF). As the EDA leads on elec-

trotechnical, the BMF will now be taking responsibility as ETIM sector lead for HVAC and sanitary and building materials.

'The UK has much to learn from our international colleagues, whose markets are more advanced in terms of ETIM adoption. Frank Jaegtnes, from Norway's Electrical Trade Association, shared their digitalisation journey. Here in the UK, the next phase will be the launch of a sector-owned data pool – planned for early 2020.'

Manufacturer view

Delegates were given an insight into how the ETIM data model is being extended to incorporate geometric data, which will be of particular use in specification and BIM.

The manufacturer viewpoint was shared in a talk by George Brickwood, eCommerce Director UK and Ireland at Schneider Electric, titled 'eCommerce Friend or Foe?'. 'B2B eCommerce revenue has doubled in five years and digitally enabled businesses grow quicker,' said Brickwood, 'but it's not only about sales, it's also about customer access to information and being easier to do business with. Success in eCommerce and comprehensive high-quality product data are inextricably linked.'

The ETIM data model started life in the Netherlands in 1991 and is used in 22 countries across the globe. The model enables standardisation and classification of the technical features of any product.

Download all the presentations at www.etim-uk.co.uk, and there is a LinkedIn channel at ETIM UK.



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 5 March 2020
EDA Annual Awards Dinner
InterContinental Hotel, London
Call Maeve O'Dea on 0117 909 9550

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

Wednesday 22 April 2020
EDA Regional Business Forum
Southampton
Book online at www.eda.org.uk

Thursday 7 May - Saturday 9 May 2020
EUEW Annual Business Convention, Barcelona



Not to be missed for members committed to growing their business in Europe.
Call Margaret Fitzsimons at the EDA on 020 3141 7350

Thursday 21 May 2020
EDA Scottish Section Sportsman's Dinner
Glynhill Hotel, 169 Paisley Road, Renfrew, PA4 8XB.
Call Maeve O'Dea on 0117 909 9550

Thursday 2 July 2020
EDA Summer Event
The popular Thames trip on the Dixie Queen.
Call Margaret Fitzsimons at the EDA on 020 3141 7350

Wednesday 23 September 2020
EDA Regional Business Forum
Newcastle-upon-Tyne
Book online at www.eda.org.uk

Tuesday 6 October - Friday 9 October 2020
EDA Scottish Function, Gleneagles
Bringing together senior figures from across the sector for a programme of networking.
Call Margaret Fitzsimons at the EDA on 020 3141 7350

13

13 people joined the EDA visiting delegation to May's EUEW Convention in Brussels, meeting hundreds of delegates from across Europe.



The 2020 EUEW Annual Business Convention is in May in Barcelona. If you're interested in finding out more please call the EDA on 020 3141 7350.

298

298 people shared their thoughts in the EDA Sector Survey 2019.

The Survey polled the three-step supply chain – manufacturers, wholesalers and contractors – and the results were published in our 122-page EDA Yearbook. To request your free copy, call the EDA head office on 020 3141 7350.



1,353

1,353 EDA Product Knowledge Modules ordered. With an estimated 40 hours of study needed to successfully complete each module, that's 54,120 hours of professional development benefitting businesses just like yours.



2019 an EDA year in numbers

Phew! Where did that last year go? Here's an overview of just some of the EDA opportunities and benefits that you may have been involved in. If some of these are new to you, the EDA head office team is ready to help. You can reach us on 020 3141 7350 or info@eda.org.uk

500

500+ apprenticeship starts this year, and more than 2,000 in total, with our partners EDA Apprenticeships Plus. In 2019 the 2,000th apprentice joined the UK's electrotechnical sector through EDA Apprenticeship Plus.

As an EDA member or affiliate, you benefit from our EDA Apprenticeship Service, delivered by our partner, EDA Apprenticeships Plus.

Apprenticeship training can be used to recruit new talent to your team and train the people you employ.

1,763

1,763 is the number of followers on the EDA's main LinkedIn channel.



Our target for the year was to clear 1,000 followers and we sailed past that some time ago. If you haven't joined the conversation online, please do – you'll find us at Electrical Distributors' Association.

And don't forget to join us on our second channel dedicated to digitalising our sector, ETIM UK.

69



69 is the number of calls made by EDA members to the Croner 24/7 Business Support Helpline. This service is included in EDA members' benefits. If you have a question about HR, employment law, tax, PAYE, or health and safety, consult the experts. Call 0844 561 8133 and have your EDA scheme number to hand. If you need a reminder of that number call the EDA on 020 3141 7350.

115

115 delegates from 82 businesses joined us on Monday 2 December for the ETIM UK 1st Digitalisation Forum.

International specialist speakers discussed how product data standardisation is changing the way we do business. You'll find a full report on the Forum on page 3.



17

17 is the number of EDA Education & Training Awards handed out in March 2019.

Competition is fierce for an EDA Award. Winners have excelled as an apprentice or in their Product Knowledge studies, and winning managers are celebrated for championing the EDA's Training & Apprenticeship Programme.

Could you be a winner in 2020?

3

Three is the number of times the EDA Scottish Section Wholesaler Apprentice of the Year has been presented at the SELECT Awards.

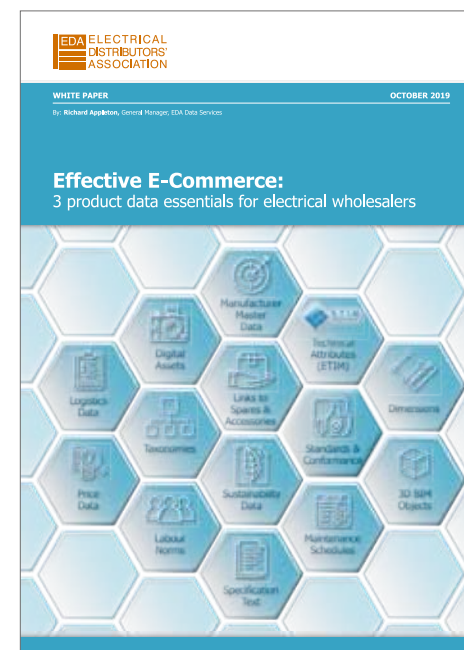
In October 2019, the latest winner was CEF's Rian Keegan, 20, from East Kilbride. Here's Rian (centre) pictured with EDA Scottish Section Chair, Andrew Burt of AIB Electrical and Angela Devine, Apprenticeship Account Manager Scotland & Northern Ireland.



45

45 is the number of downloads of our White Paper 'Effective E-Commerce: 3 product data essentials for electrical wholesalers'.

To download your free copy, visit www.eda.org.uk and follow the links from the home page to the Publications, Support & Resources section.



324



324 delegates attended four EDA Regional Business Forums.

In 2019 the EDA team brought the Forums to Harrogate, Exeter, Macclesfield and London. Free to attend for EDA members and affiliates, the Forums offer topical presentations on sector subjects and great networking opportunities. See you at a Forum in 2020.

Out now! EDA Key Contact Directory 2020

Look out for your copy of the Association's guide to who's who in the electrotechnical sector

A go-to reference tool, in a handy A5 size, there is no other annual publication in your sector that connects you to key players in all the businesses involved with the Association.

Here at EDA head office, we're often asked for extra copies of the Directory, but it is only available to those listed within.



What's inside

Inside you'll find:

- Alphabetical business listings for EDA members and affiliated members.
- Listings of trade associations in the supply chain.
- Sector wide pull-out events calendar to help you avoid diary clashes.

We've done our best to ensure the EDA Directory is accurate at the time of going to print, but if you spot a change that we need to know about, contact the EDA office on 020 3141 7350 or email info@eda.org.uk.

What's on

The pull-out front and back covers give you an overview of the sector's events, including EDA events, helping you avoid diary clashes.

Check your online profile

Your business has a searchable profile at 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, www.eda.org.uk, and call the EDA on 020 3141 7350 to let us know of any changes you'd like us to make.



Web update from Atlantic

Atlantic Heat has launched a website that showcases electric heating for the UK market.

The site is designed to help customers choose the right electric heating products such as direct acting panel heaters, oil-filled electric radiators and app-based control systems – all for a broad range of applications.

Atlantic says the website is easy to navigate with simple headings, providing links to products, downloads and tips, advice and information.

The site showcases the Atlantic Heat range, including the high-quality and stylish Galapagos oil-filled radiator powered by smart pilot technology and Wi-Fi control solutions – allowing control from remote locations.

www.atlantic-heat.co.uk



A simple switch to LED

Integral LED has launched Recess PRO, an energy-saving CFL-replacement downlight range. The Recess PRO cuts energy bills by up to a half with reduced maintenance. It also lasts six times longer than traditional CFL downlights.

The deep recessed IP44 aluminium structure gives the downlights a modern look and helps to ensure comfortable lighting with low glare.

These downlights are suitable for commercial and retail applications, and are highly efficient – up to 115lm/W – and versatile.

The lineup of six models has cutouts from 75 to 200mm and light output from 540 to 4,000lm.

The Recess PRO has a reliable LED driver and a loop-in/loop-out push-fit connector.

www.integral-led.com/rp

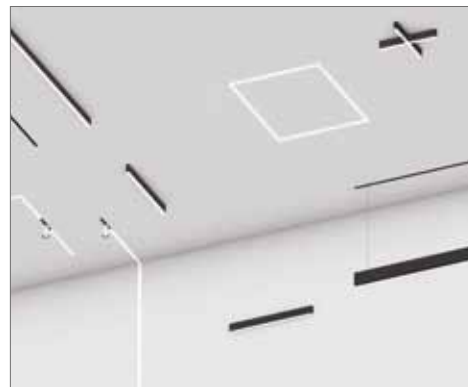
Reggiani launches TRACELINE flexible linear lighting

Using the latest technologies for maximum flexibility, **Reggiani Lighting Ltd** and Arup have together created a flexible linear lighting system, TRACELINE, offering new options for the interior lighting of almost any architectural space.

Reggiani says the product is 'the most flexible linear lighting system ever created'. The range includes recessed, super-recessed, surface and pendant or deep pendant suspension solutions with direct and/or indirect light in unbroken lines. As such, the system affords practically unlimited choice and can be used as standalone modules or in any linear configuration desired.

It comes in various finishes with colour temperatures from 2200 to 4000K, an achievable CRI of >95, six diffusers and a range of control options.

Furthermore, any one or more of Reggiani's Yori Evo Ghosttrack projectors can be added to



the chosen configuration, enabling wireless solutions with tunable white and even indirect light combined with unique accent solutions.

www.reggiani.net

PAT to the future with Kewtech testers

The next generation PAT testers from **Kewtech Corporation Ltd** have, says the company, 'brought you the future of testing'.

Products in this lightweight, battery-operated range have been designed to be as user friendly and efficient as possible, helping users get through their workloads faster – saving time and money.

The range includes large, easy-to-read screens with clear 'green for PASS' and 'red for FAIL'.

The EZYPAT is suitable for testing in office environments with 500 and 250V insulation tests (so no fear of damaging sensitive equipment). The EZYPAT PLUS can also perform run tests at 230V and 110V, making it the advanced PAT to cover all testing needs.



Kewtech's top of the range SMARTPAT is the UK's first Wi-Fi-enabled tester to be remotely controlled from a smart phone or tablet. It includes automatic data logging direct to the free KewPAT app, so there is no more written or manual data collection required.

The KEVPAT PAT testing app allows users to capture and record data, risk assessments, visual inspections and results. It is also possible to email reports to the customer from the app. It is free to download for Android and iOS devices.

www.kewtechcorp.com



Marshall-Tufflex promotes plastics recycling

Climate change and recycling are in the spotlight, and with about 25 million tonnes of construction industry materials ending up in landfill each year, it is clear that our industry alone has a huge role to play.

So it is crucial that wholesalers be aware of their positive impact if they recommend products made using recycled PVC-U. By doing so, they are playing their part in reducing the amount of single-use plastics needed in manufacture, therefore making a positive contribution to the circular economy.

Manufacturers like **Marshall-Tufflex Ltd** are leading the way, with the company making its PVC-U cable management products using 80 per cent recycled material in the past year. This stops the weight equivalent of 300 double decker buses' worth of plastic waste going to landfill.

The industry is starting to take note – Marshall-Tufflex recently won the 'Marketing Initiative of the Year' for its 'Reassuringly Recycled – A Window into Cable Management' campaign at the Electrical Industry Awards 2019.

To stay ahead of the curve, it is crucial that all wholesalers recommend PVC-U products that contain recycled material.

www.marshall-tufflex.com

Smarten up your home with BG's adapter

BG Electrical's extensive product range includes two types of Smart Power Socket and a Smart Power Adaptor, which let users control their power with voice commands or by using the BG Home app.



The standalone app control means there is no need to have a costly home hub installed, so residents can benefit from smart features without having to spend a large amount to get their property smart-home-ready.

Both types are double 13A white moulded sockets with an emphasis on affordable smart home integration. They are easy to install and can be retrofitted into any standard 25mm back box.

www.bgelectrical.uk

Europa's new hub opens in Manchester



Europa Components & Equipment PLC has opened a new hub in Manchester. With early opening hours – 7am, Monday to Friday – it has a large stock of fast-moving lines including switch-disconnectors, a huge range of fuses, interlocked sockets and RCBOs.

This new hub for the North West, like its Luton-based counterpart, offers local wholesalers a next-day delivery service. Wholesalers can also arrange for collection by their installer customers working in the area, if that's more convenient.

The Europa team is available on 01582 692440 to help with your order. Located three minutes from junction 9 of the M60, Europa's new Manchester Hub is at: Unit A, Centrepoint, Marshall Stevens Way, Stretford, Trafford Park, Manchester M17 1AE.

www.europacomponents.com

Transforming lighting with Sclomore's OVIA

After investment in **Sclomore Group's** OVIA brand, OVIA Ltd was launched as a dedicated lighting company last November. This brings to market a vastly extended range of high-quality, competitively priced lighting products available through the reliable wholesale channel.

OVIA's range now offers wholesalers a wider range of sectors alongside the previous mainly residential and light commercial ones. These include commercial, industrial, utility, amenity, emergency and floodlighting – and control solutions.

Now, wholesalers can provide more opportunities to satisfy customer needs.

Wholesalers can access many extra benefits by becoming an OVIA Elite Stockist. Pluses include a 2 per cent discount when placing orders on the online ordering portal, guaranteed next-day delivery on orders placed before 2.00pm, and a 14-day returns policy with no handling charge.



They will also have access to the OVIA Marketing Hub, plus OVIA's lighting design service.

www.oviauk.com

The 'ultimate' toolbag

Carl Kammerling International Ltd says the C.K Electrician's Premium Kit Pro (595008) is 'The Ultimate Tool Bag'.

This 25-piece tool kit is an all-in-one solution for professional electricians and comprises the C.K Magma Pro Tool Case Plus – with the latest vertical tool storage system. This has more than 60 vertical storage pockets and holders for easy access and the best organisation of valuable tools.

It contains innovative, high-quality products including C.K automatic wire strippers, C.K Red-line VDE Combicutter 3, a selection of Dextro VDE screwdrivers, and many other products designed to get the job done quickly and easily.



The outer construction is strong and durable, with heavy duty pierce-protected zips and a water and crack-proof base, to keep tools safe and secure in transit. There is a choice of short carry handles and shoulder straps.

www.carlkammerling.com

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



WAGO to launch 2773 series connectors

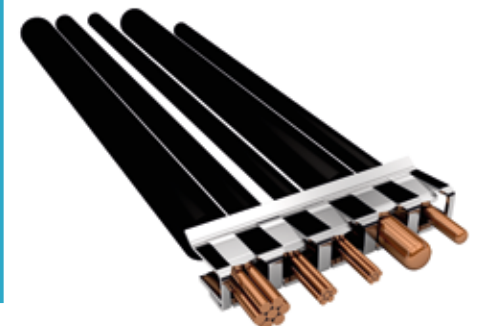
WAGO Ltd will launch its compact 2773 Push Wire series connectors in the first quarter of 2020.

The 2773 series builds on the success of the 773 and 2273 series, combining the benefits of both into one new connector series that can accept conductors with a cross section up to 4mm² and a current rating of up to 32A.

Available in 2, 3, 4, 5, 6 and 8-conductor versions, these connectors accept solid conductors between 0.75 to 4mm², and 7-stranded conductors from 1.5 to 4mm².

Using these connectors, both solid and stranded conductors can be connected easily, quickly and reliably with one another. The space-saving flat design means they are ideal for even the tightest of spaces, such as behind switches or electrical sockets. Approved for voltages up to 450V, they are ideal for building installations and three-phase current applications.

www.wago.com



When life gets tough the EIC stands by your side

The story of Freddie Smith's battle with cancer illustrates the vital role that the Electrical Industries Charity plays in the sector, and just how important your continuing support is to its work

Living with cancer is gruelling and can be even tougher when it is your two-year-old son who has been diagnosed with cancerous germ cell tumours.

This was the case for the Smith family, who contacted the Electrical Industries Charity (EIC) for help when their son Freddie was diagnosed in September 2017. It is through the funding of the power-Lottery and your ongoing support that the EIC can help those who are living with or facing cancer.

After his initial diagnosis, both Gareth and his wife took time away from their jobs and made frequent trips to their local hospital for Fred-



die's treatment. With the extra costs of travel and parking mounting up, the family began to struggle financially. Through the EIC's Employee Assistance Programme, the charity was able to help the Smiths with financial relief and provided a grant to help ease their monetary distress.

After chemotherapy, Freddie's condition and health improved. However, in 2019 the family had no choice but to re-engage with the EIC as Freddie's cancer had returned. Freddie's health had nose-dived, and a new, more intense treatment regime was started to combat the cancer. Freddie underwent this treatment with incredible bravery and continues to have a smile on his face.

If you are struggling with a cancer diagnosis or would like assistance from our support team, call 0800 652 1618 or email support@electricalcharity.org.

www.electricalcharity.org

Installer/contractor survey shows growth despite challenges

The latest sector-wide Building Engineering Business Survey, sponsored by Scolmore, shows that sector growth remained steady in the third quarter of 2019.

The survey, which included data from leading industry trade bodies ECA, BESA, SELECT and SNIPEF, found that close to 8 out of 10 (79 per cent) businesses reported their turnover had increased or stayed the same compared with the previous quarter.

The commercial outlook for Q4 is broadly similar to the previous quarter, although slightly more businesses (25 per cent) believe their turnover will fall.

Predictions under a 'no-deal' Brexit are for delays and complications on availability of materials and labour which could cause, at least, short-term uncertainty over price and availability of materials and labour – which, according to the survey have been rising steadily.

The ECA's Director of Legal and Business, Rob Driscoll, said: 'We know that our sector sits at the back of the economy so there is a delay before front-end economic slowdown hits us.'

The cost of materials continued to rise in Q3, as reported by nearly two-thirds (60 per cent) of

respondents. However, although the cost of labour continues to rise, half of respondents (51 per cent) say this has not changed since Q2.

Payment terms remain a challenge for businesses in the sector. Close to 6 in 10 respondents (59 per cent) said that, in Q3, between one and 10 per cent of their turnover was tied up in retentions, which is slightly up on Q2.

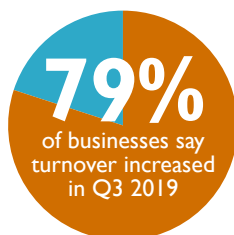
For public sector work, 59 per cent are paid later than 30 days, and almost 1 in 10 (8 per cent) are paid after more than 60 days. This comes despite about half

of public sector clients saying they insert under-30-day payment clauses in their contracts.

The BESA's Director of Legal & Commercial, Debbie Petford, said: 'The industry remained resilient in the second half of the year in spite of the political climate, but we should be concerned by the deteriorating confidence that respondents have for higher revenues in the next quarter.'

www.eca.co.uk

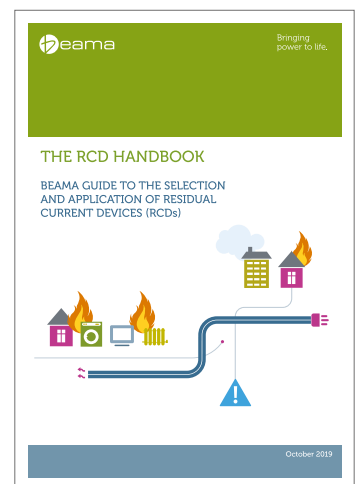
● The survey received 431 responses from companies across the multi-billion-pound industry, mainly regarding their performance in Q3 2019 (1 July to 30 September 2019), and expectations for Q4 2019.



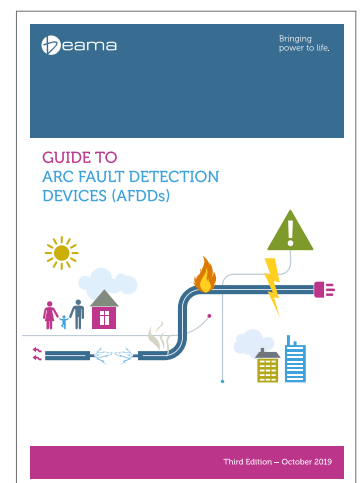
Add value to your trade counter relationships with these guides

BEAMA has recently published updates for two of its guides: *The Residual Current Device (RCD) Handbook* (October 2019) and *The Guide to Arc Fault Detection Devices (AFDDs) Guide* (October 2019).

These two guides are ideal for wholesaler sales staff to use as reference documents and to share with their contractor and electrician customers.



The RCD Handbook gives specifiers, installers and end users clear guidance on the selection and application of the wide range of RCDs now available.



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