



Est. 1914

TAKING STOCK

AN UPDATE FROM THE ELECTRICAL DISTRIBUTORS' ASSOCIATION

Issue 23 October 2020

Wholesalers maintain supplier relationships during pandemic

The latest EDA survey – into working with suppliers' sales staff in the ongoing coronavirus crisis – reveal the shape of the 'new normal'

For a sector that has always set great store by face-to-face relationship building, what might the future look like for sales teams keen to maintain existing wholesaler relationships and build new ones?

In July 2020 the EDA polled all Member businesses and their branch networks to reveal their preferences for meeting and communicating with suppliers. You'll find edited highlights here and on the centre spread, where there are also details of how to download the research results in full.

On a blender

The results indicate that, unsurprisingly, dropping in to see a wholesaler unannounced will not go down well. Almost 90% insist on a pre-booked appointment. Getting that face-to-face appointment may not be easy, however, but remember wholesalers are probably also having exactly the same challenges meeting their contractor customers face-to-face.

Planning, patience and honing your digital communication skills could be the best way forward for now: Zooms, Teams and webinars – even the good old phone – scored highly as preferred communication channels. The flexibility of a blended



approach using a variety of channels is going to be the norm for customer relationships and sales.

The protectors

Not every wholesaler is asking sales teams to wear face coverings – although about half do expect it. Here's what a couple of wholesalers told us:

'As long as they are sensible and keep their distance, no PPE will be required.'

'As long as we can maintain social distancing, we are happy for suppliers to come without a mask. And we are happy if they prefer to wear masks,

we want everyone to feel safe during their visit.'

Nearly half – 48% – of wholesalers are fortunate to have a meeting room that they can set aside for external visitors. Others are suggesting more creative solutions.

'We have encouraged manufacturers to think outside the box, for example, a gazebo in the car park. Canned drinks and chocolate instead of breakfast.'

One said there was a 'café nearby'.

Another was more cautious: 'No visitors are allowed access at the moment. All meetings held outside.'

Turn to pages 4 and 5 for more.



FROM THE BOARDROOM

As I write this, topping the charts on the EDA's LinkedIn channel is an article titled 'Stay loyal to your wholesaler' by Timeguard's Andy Douglas. It first appeared in September's *Professional Electrician* and *Installer* magazine.

Not only is it fantastic publicity for Timeguard (an EDA Affiliated Manufacturer) but it also got me thinking: how often do we acknowledge the invaluable role that each partner in the supply chain plays, especially in challenging times like these?

One of my responsibilities on the EDA Board of Management is maintaining the relationship with our (currently) 86 Affiliated Members – the manufacturers and the service provider and solutions provider businesses. On behalf of the EDA and all wholesalers I'd like to thank these businesses for their support, for supplying us with products to sell, and for services that keep our businesses operational.

Thank you for keeping the supply chain open, for going the extra mile, for your flexibility, good humour and resilience. But the pandemic isn't over; and there are new Brexit challenges facing us, such as the move from CE marking to UKCA, (see article, p8).

Let's remember the interdependency of our supply chain and say 'thank you' more often.

Dan Poole

EDA Board of Management

RMO is the Association's latest member

RMO Ltd joined the EDA on 1 September. It is part of the IBA Buying Group and has a head office in Rochdale and branches in Grimsby and Liverpool.

RMO Ltd's membership brings the Association's total to 244 wholesaler business and 86 affiliates – a mix of manufacturers, service providers and solutions providers.



Keep a high profile

Is your business info up-to-date on our most visited web pages?

Member and Affiliated Member

profiles are the most visited pages at www.eda.org.uk, but is your business information saying everything it should?

Each profile shows your logo, contact information, wholesaler branch listing and about 200 words to promote your business. Check yours today and call the EDA on 020 3141 7350 if it needs a refresh.

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



Electrical Distributors' Association



ElectricalIDA



@eda_uk

Digitalising the electrotechnical sector: strategic allies join the journey

Solution providers are important strategic allies in the drive to digitalise the electrotechnical sector. More than 20 joined the EDA at a virtual roundtable to discuss progress on ETIM and EDATA

FAQs

What's a solution provider?
They provide software such as enterprise resource planning (ERP) systems, e-commerce web sites or product information management (PIM) systems to manufacturers and wholesalers in our sector. You may recognise their company names or the names of their software.

What is ETIM?
ETIM is an international data standard used in more than 20 markets worldwide, including the UK. ETIM defines, in a consistent way, a product's technical and performance attributes. It is this information that B2B buyers will review to ensure that the product is a good match for the project in hand.

For any product there will be many attributes, features, values and units that can be used to describe its technical performance: width, height, colour, voltage, material and so on. The EDA has championed ETIM since 2017. Find out more at www.etim-uk.co.uk.

What is EDATA?
It is the UK's new industry-owned data pool for the electrical sector. Providing a central source of high-quality e-commerce-friendly manufacturers' product data for electrical wholesalers to use on websites and in digital processes.

It's an exciting time to be part of this digital initiative being driven by the EDA

The EDA's work to help digitalise the sector continues apace. If anything, we have been able to move faster because we have been working virtually.

On 15 July, representatives from more than 20 solution-provider businesses joined us for a virtual roundtable to hear about the EDA's work with ETIM and EDATA, the new industry data pool. This is being followed up with one-to-one discussions to explore integration in detail.

Solution providers are important strategic allies in our drive to digitalise the sector. They already work closely with EDA Members and Affiliated Members on their essential systems – ERP systems, e-commerce web sites, Product Information Management (PIM) systems etc. – so it's important that they understand our work in this field and that there is no barrier to digitalisation. At the meeting we were also supported by key wholesalers.

Removing barriers

'It's an exciting time to be part of this forward-thinking digital initiative that's being driven by the EDA,' says Rob Mannion, MD at RNF Digital, creator of the b2b.store wholesaler e-commerce product.

'Until now there have been two major barriers to digital adoption by the wholesaler, and both have been removed. The first is ready access to standardised high-quality product data that's held in one location – the EDA's EDATA portal provides that. The second is the ability to create a cost-effective web shop that can be up and running within hours, and that's fixable with b2b.store.'



Rob Mannion
RNF Digital



Richard Appleton
EDA Data Services

Mike Harris, MD at MACE Systems adds: 'EDATA means instant e-commerce capability. It will save our customers, the wholesalers, a massive amount of time because the manufacturers' product data they need will be available in one central location. Our job at MACE is to give our customers the ability to map that rich, high-quality product data straight out of EDATA and on to their websites for contractors and electricians to find and buy.'

Who's missing?

Margaret Fitzsimons, CEO of the EDA, who led the session with Richard Appleton, General Manager of EDA Data Services, says: 'Every business we invited sent a representative. Many of our Members and Affiliates are already working with these solution providers and, if that's you, please lend your support: an endorsement of the EDA's work during your discussions would be very helpful in spreading our important message.'

'If you are working with other solution providers not on this list, please let us know and help us build a fuller picture of who these key industry allies are. Call Richard or me on 020 3141 7350.'

Richard Appleton adds: 'Now is a good time to work on your product data so that when the industry is once again operating at full throttle your business will be able to offer customers who have become more accustomed to purchasing online this option. Good quality data is essential for this. Working closely with solution providers is an essential part of this process.'

Now is a good time to work on your product data for when the industry is operating at full throttle

Solution providers at the roundtable

Agathos MAGNITUDE AGILITY

aspidistra SOFTWARE comma

eCommorSense Electrika

EPICOR pim

GBS GetTheSpec

infor inRiver

intact Kerridge Commercial Systems

mace systems limited ORACLE NETSUITE

ORDERWISE pimberly

ProPlanet <rnf>

sales layer SiiboSystems

TEN-25 Straightforward Cloud Business Systems

Croner fields spike in calls for support from members

Expert advice and the right support to protect your business. Ask about HR and employment law, health and safety, commercial law, tax, VAT and PAYE



Croner, the experts behind the EDA business support helpline for member wholesalers, has provided an invaluable service in recent months.

Between January and July 2020, the number of calls from members increased by 78% compared with the same period in 2019.

Through their EDA membership, wholesalers have instant access to specialist advice on human resources, employment law and safety – whether they are looking for pragmatic, step-by-step guidance or simply a reassuring second opinion.

Latest Croner resources to download

Croner has developed a 'Back to Work Toolkit' offering a variety of PDF documents for you to download, including information on what to do if you suspect a Coronavirus case in your workplace.

Visit the Croner page on the EDA website at www.eda.org.uk/support-and-resources/croner. Alternatively type 'Croner' in the site search on the home page at www.eda.org.uk.

Call 0844 561 8133 and quote the EDA scheme number which would have been provided when you joined the Association. If you don't have it to hand, call the EDA on 020 3141 7350.

3,000 followers and counting: but are you with us?

The EDA LinkedIn channel has just cleared 3,000 followers and we've now got our sights on the next thousand.



LinkedIn is where we share information and opportunities to help you make the most of your EDA benefits.

If you've not joined us yet, please do. Just type 'Electrical Distributors' Association' in the search bar and you should find us. Any problems, call us on 020 3141 7350.

Next major release of ETIM delayed until November to maintain quality of data model

ETIM International has postponed the release of ETIM 8.0 – previously scheduled for 1 September – to 2 November. ETIM UK supports the decision because it believes that maintaining the quality and integrity of the data model is paramount. It is too important to risk cutting corners to achieve the original target date.

Richard Appleton, General Manager of EDA Data Services, says: 'The large number of requests for change to ETIM, which are behind this delay, are evidence of the growing adoption and importance of ETIM across both Europe and North America. Since the release of ETIM 7.0, the number of participating countries

has increased significantly. In parallel, adoption of ETIM in those counties is also accelerating, driven by the need to digitalise the sector and the requirement for ETIM in national data pools such as EDATA in the UK.'

Appleton added: 'While this may create a short-term governance issue, this is just a side effect of ETIM becoming a truly multi-national standard that we can be confident is the right choice for the future.'



DIARY DATES FOR EDA MEMBERS AND AFFILIATES

In light of the global coronavirus outbreak, **all events are subject to postponement or cancellation**. Look out for further details of EDA Zoom meetings in the Autumn. For the latest information, visit www.eda.org.uk.

POSTPONED

Tuesday 6 October -

Friday 9 October 2020

EDA Scottish Function

See revised dates below

CANCELLED

Thursday 5 November 2020

EDA Regional Business Forum

Surrey

Thursday 4 March 2021

EDA Annual Awards Dinner

InterContinental Hotel, Park Lane

Call Margaret Fitzsimons at the

EDA on 020 3141 7350

Wednesday 14 April 2021

EDA Regional Business Forum

Coventry

Book online at www.eda.org.uk

Thursday 6 May -

Saturday 8 May 2021

EUEW Annual Business

Convention, Barcelona

For members committed to

growing their business in Europe.

Call Margaret Fitzsimons at the

EDA on 020 3141 7350

Thursday 1 July 2021

EDA Summer Event

Thames trip on the Dixie Queen.

Call Margaret Fitzsimons at the

EDA on 020 3141 7350

Tuesday 5 October -

Friday 8 October 2021

EDA Scottish Function

Networking event at Gleneagles.

Monday 14 March -

Wednesday 16 March 2022

Light + Building, Frankfurt

EDA delegation including senior

wholesalers and presidential teams

from related trade associations.

Call Margaret Fitzsimons at the

EDA on 020 3141 7350

Face-to-face meetings have been the bedrock of the relationships between wholesalers and their suppliers and customers, but Covid-19 has made them increasingly difficult – we asked Members how they are coping. Visit Surveys & Results in the Covid-19 Hub at www.eda.org.uk for more



Working at arm's length

COVID-19 IMPACT SURVEY RESULTS

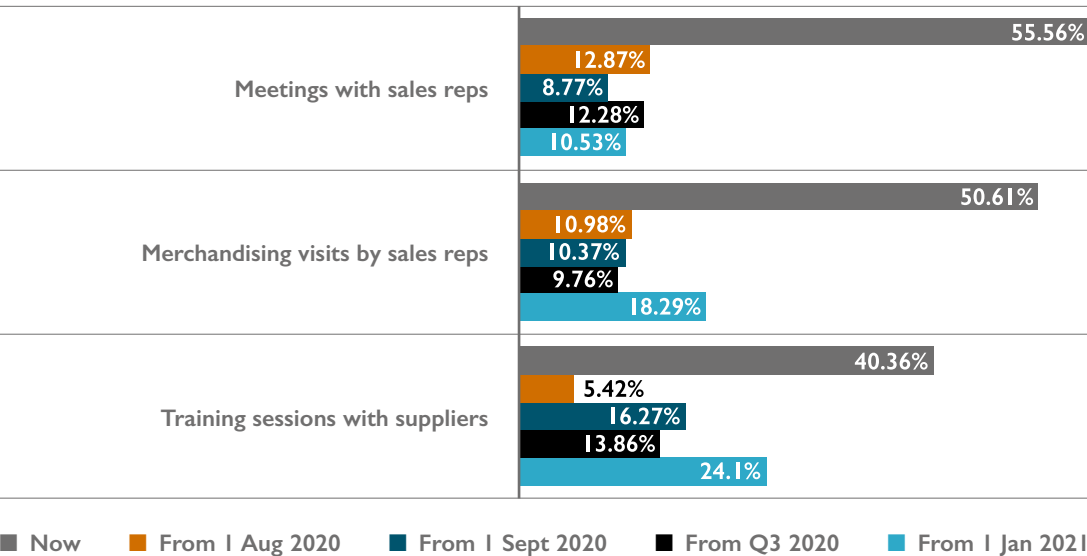


Which of the following face-to-face meetings with supplier representatives can you accommodate at your premises, and when?

More than half of wholesalers questioned said they could accommodate meetings and merchandising visits with sales reps today, fewer (40%) were confident about training sessions.

A minority of respondents expected to be able to host meetings and training with representatives later in the year – or in 2021. Some said they were not planning any face-to-face meetings 'for some time'.

Unscheduled visits were almost universally unpopular.



88%

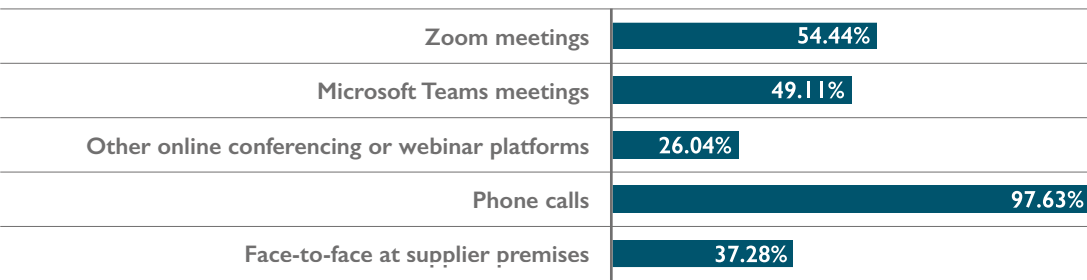
of wholesalers say external visitors must make an appointment

We will actively discourage visits by supplier representatives throughout the rest of 2020. Only essential visits can be planned

Wholesaler respondent

What other communication channels are you able to offer your supplier representatives?

Respondents were asked to choose all the channels that were available. Half of those surveyed use Zoom or Teams, but despite media chatter about online platforms, the humble telephone remains the primary means of staying in touch.

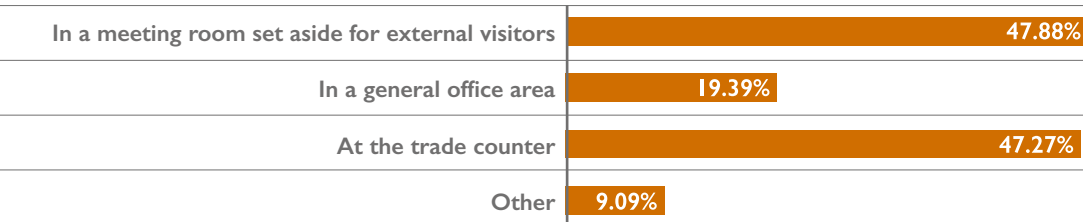


How do you accommodate external visitors on your premises?

Resourceful wholesalers have turned to gazebos in the car park and even the café over the road for face-to-face interaction with their suppliers.

Several mentioned the trade counter – many of which have been equipped with plastic screens – but this limits customer access at a time when access is already difficult.

Some suppliers have been led to the stores for meetings, and outside in the fresh air is a popular choice, but this may change as the weather becomes colder.



69%

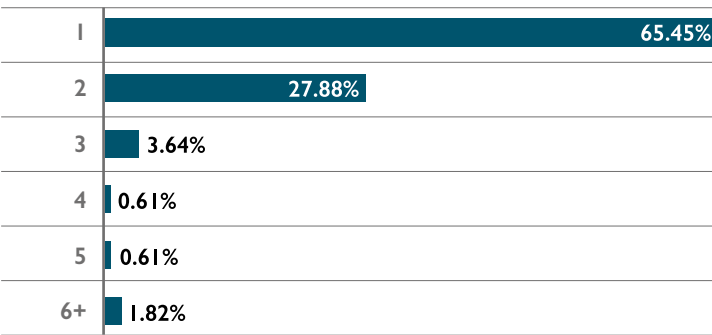
of wholesalers surveyed have developed their own policies to ensure the safety of staff, customers and suppliers

53%

of wholesalers say they will keep a log of those attending meetings at their premises, in line with the government's Track and Trace procedure

What is the maximum number of supplier representatives you can accommodate at one time?

Suppliers shouldn't expect to turn up *en masse* for meetings with wholesalers and expect a warm welcome – most reckon they can only accommodate a single rep at a time. Respondents expected the development of a vaccine to be a turning point, after which most of the current restrictions will be lifted.



Safety and time constraints are the two main issues when seeing suppliers

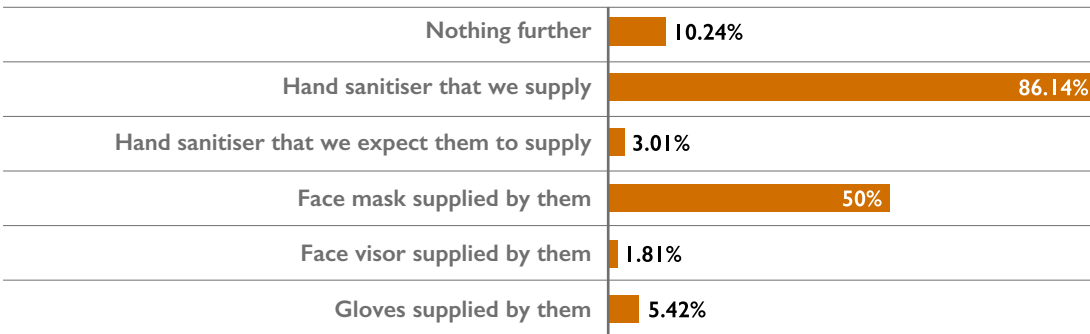
Wholesaler respondent

As well as observing prevailing social distancing rules, what extra requirements and PPE would you specify when meeting external visitors at your premises?

Use of hand sanitiser is by far the most popular measure among those surveyed. Half expected suppliers to supply their own face masks.

One in ten were happy for visitors to simply observe social distancing. 'As long as they are sensible and keep their distance, no PPE

will be required,' said one. Another added: 'We are happy if they prefer to wear masks, we want everyone to feel safe during their visit.'



What resources have you used to keep staff, customers and suppliers safe during Covid-19?

More than three-quarters of respondents were aware of the EDA's bespoke *Practical Guidance for Electrical Wholesale Branches*. Created by EDA wholesalers for EDA wholesalers, the guidance was published for the first time in April 2020 and has been updated twice since then to bring it in line with government advice. The guidance scored a usefulness rating of 8 out of 10 – where 10 is extremely useful.

Sixty-nine per cent of businesses developed their own policy, perhaps because they had the resources to do so.

'We must all work together to provide a safe working environment for all... to get us all back from this,' said one wholesaler responder.

The latest version of *Practical Guidance for Electrical Wholesale Branches* is available to download at www.eda.org.uk

75%

of wholesalers are aware of the EDA's document *Practical Guidance for Electrical Wholesale Branches* and rated it 8/10 for usefulness

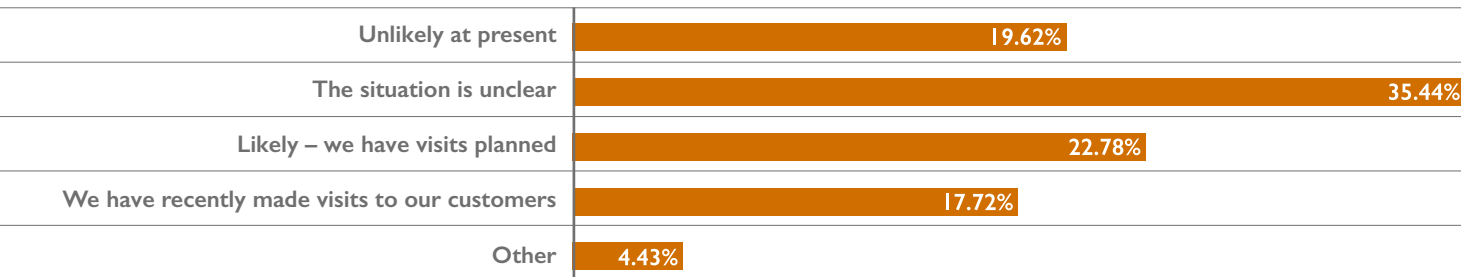


Based on your experience, what is the likelihood of your installer/contractor customers agreeing to a visit by you?

Although several respondents said they don't visit customer sites regularly, those that do are being asked to do so. One said: 'We aim to respect the wishes of our customers and their employers.'

We have no visits planned as yet as we are not back to full staff, but I have been asked when I will be coming back out to see people

Wholesaler respondent



e-Pim is EDATA and ETIM ready

NG15 Ltd is delighted to be the EDA's first affiliate member 'solution provider'. We are offering advice for members who would like to understand more about PIM, how it fits in as part of their digital journey and why it is essential for the future development of their businesses and multi-channel sales strategies.

e-Pim is developed for the electrical industry and serves as a central repository for product information. It simplifies data management and the product enrichment processes, helping to facilitate the syndication of accurate and timely data across marketing channels. It is sophisticated, easy-to-use and, most importantly, affordable.

e-Pim fully supports the EDATA and ETIM UK initiatives, providing manufacturers with a central source of truth and a resource for uploading product information, technical data and images –

which wholesalers can then access using EDATA. e-Pim and NG15 can guide manufacturers as they enrich data for the EDATA pool, and help wholesalers extract, manage and supply this data to their customers.

For a free e-Pim demonstration with Shaun Cranstone or to find out how we can help, contact Suzanne Adgar on 07795 836194 or suzanne@ng15.co.uk

www.e-pim.co.uk



JCC introduces Fireguard Next Generation

The Fireguard® range of fire-rated downlights has been with **JCC** for over 10 years and has now been redesigned to incorporate features that significantly improve installation and give the product a modern look.

After speaking with hundreds of electrical contractors, the JCC product team had a clear brief on which elements could be developed to simplify installation and improve aesthetics.

The product has been designed with electricians, for electricians, ensuring all aspects of installation such as termination, ceiling entry and ceiling construction were considered to ensure simplicity for the contractor.

Traditional lamp-in-can downlights have different lamp positions in their IP20 and IP65 fixtures. The Fireguard® Next Generation range has been developed to ensure the IP20, IP65 and Tilt versions align aesthetically and harmonise style throughout applications.

- Slim profile, die-cast aluminium bezels.
- Removable bezel for easy removal when painting the ceiling.
- Designed specifically for LED lamps.
- Ultra-fast press-fit loop-in/loop-out terminal.
- Tested for use in fire-rated ceilings.
- Standard, showerlight and tilt variations.
- Complies with 2014 Building Regulations, Parts B, C and E.

www.jcc.co.uk

Omega Pro 2 – a novel approach to lighting control

Thorn Lighting's new Omega Pro 2 provides the functionality required for today's project and lighting controls can easily be integrated at a later date.

With Omega Pro 2 lighting can be personalised, from the lit effect to how you want to control it, or even to the colour temperature of the room. To remotely manage a space, change the environmental impact or add navigation services, Omega Pro 2 can connect to the digital future using the Connect Kit (CKIT).

The CKIT accessory range is a fully interchangeable plug-and-play system that allows a master luminaire to be a slave, or a microwave sensor to become a motion detector. These kits offer various control options for different budgets, from simple on-off switching to wireless scene control for the lighting in a single room, floor or building.

Thorn has also introduced a variety of optics in the O-PEC optical range:

- The Hexagonal optic for a dynamic lit effect that changes the view of the luminaire from different angles.
- The Microprism optic for the right balance between performance and comfort.
- The Opal optic with glare controls for the best wall illuminance with a gentle and uniform appearance plus with an easy-to-clean surface.

www.thornlighting.com



Free design service for CCTV and fire systems



Leading security products supplier **Elite Security Products Ltd (ESP)** is offering a free design service for CCTV and fire systems.

ESP welcomes enquiries from contractors and wholesalers that supply the professional electrical contractor market. A dedicated email address has been set up for enquiries: design@espuk.com.

The aim of the service is to provide expertise in choosing the right products and solutions to create a scheme that meets the requirements and objectives of the project, and complies with relevant regulations and standards.

From an initial enquiry to discuss the requirements, the next stage will be one of information and measurements gathering. For larger, more complex design schemes, a site visit will be carried out. With the relevant information gathered, including drawings and specifications, a design proposal for a CCTV system or fire system will be created for the client along with a quotation. Interaction between customer and the ESP design team throughout the process will ensure the scheme meets all necessary requirements.

www.espuk.com

Knightsbridge unveils blockbuster catalogue

ML Accessories Ltd trading as Knightsbridge has published its 2021 catalogue, which is packed from cover to cover – more than 2,500 products across nearly 400 pages – with new developments, impressive innovations and lots of ideas.

There is a new 'smart' section containing a comprehensive range of commercial, domestic and outdoor smart products that

are easy to use and all controllable using one simple app.

Some new introductions reflect the ever-changing tastes of consumers – a polished chrome finish has been added to the popular rounded edge range of switches and sockets, there is a selection of new under-cabinet lighting, and additions to the range of LED lamps.

For outdoors, there's an innovative new range of weatherproof wiring accessories, and new wall lights and bollards. For commercial work there is a comprehensive new range of self-test emergency lighting products that require minimum manual intervention after installation.

www.mlaccessories.co.uk/catalogue-request



Human-centric lighting aids patient recovery

BIOLUX HCL products from **LEDVANCE Ltd** provide biologically optimised day-night lighting that reflects natural circadian rhythms, benefitting both patients and medical staff by improving sleep regularity, concentration and mood.

Dieter Lang, HCL expert at LEDVANCE, said: 'It is common for hospital patients to suffer from a loss of circadian synchronisation, especially in intensive care units, which are often without significant daylight. A stable circadian rhythm can support good sleep and, therefore, good recovery. The LEDVANCE BIOLUX HCL range follows the natural rhythm of day and night by providing brighter, bluer light during the day that reduces in brightness and blue content in the evening. As a result, a healthy day-night rhythm for the patients is supported.'

The BIOLUX HCL range improves the well-being and productivity of hospital staff, especially in rooms that are often without natural daylight such as X-ray or MRI rooms. Furthermore, lighting designed specifically for night shifts keeps staff active and alert at the late hour without desynchronising their body clocks.

The range consists of a control unit, panel and downlight that communicate wirelessly.

www.ledvance.co.uk

Open body fire-rated downlights have Quick Fix connectors

CED Electrical Group is adding a suite of new products to its Meridian fire-rated downlight range over the next few months – starting with fittings for GU10 lamps.

The current range of IP65 fixed downlights and IP20 fixed and adjustable fittings are retained, but they have been made more contractor-friendly with the addition of Quick Fix toolless connectors. They are suitable for halogen and LED lamps, and fitted with twist-and-lock retention rings.

High-performance pushwire connectors from WAGO

WAGO, the connection technology specialist, has launched the compact 2773 PUSH WIRE® series with improved performance.

The connectors, which are available in 2, 3, 4, 5, 6 and 8-conductor versions, accept solid conductors between 0.75 and 4mm², and seven-stranded conductors from 1.5 to 4mm². The connectors have a current rating of 32A making them ideal for ring and radial circuits.

The space-saving flat design means they are ideal for even the tightest of spaces such as behind switches or electrical sockets. They are approved for voltages up to 450V and ideal for building installations and three-phase current applications.

Speed and simplicity are important, but WAGO also wants to make work safer and more reliable.

This is achieved by easy to read technical markings, a transparent enclosure enabling quick visual inspection of conductor termination, and a test point for continuity testing once installed.

WAGO has also launched a range of gel-filled enclosures to complement the 2773 and 221 connectors offering sealing to IPX8.

Contact ukmarketing@wago.com to request a free sample pack.

www.wago.com



Changes to takeback scheme – your options

Under the WEEE regulations, distributors of EEE (Electrical and Electronic Equipment) have an obligation to take back household electricals when a like-for-like purchase has been made. This applies irrespective of whether the sale has been made over the counter or online.

Distributors can offer a takeback in-store, or join the Distributor Takeback Scheme (DTS).

From 1 January 2021 any distributors with total sales of electrical goods of more than £100,000 per year will no longer be able to join the DTS and will have to make their own arrangements for offering in-store takeback when selling household, or dual use electrical products.

You must have the appropriate measures in place. The Office for Product and Standards enforces the regulations and can impose fines.

WERCS is a producer compliance scheme with links to our own collection and treatment operator covering the whole of the UK. Contact Stewart Price for support and guidance.

www.wercs.org



Megger's MTR105 static motor tester

The MTR105 is a dedicated static motor tester with **Megger Ltd's** tried and trusted suite of insulation resistance tests – plus all the great traditional features and reliability of the company's testers packaged in a robust hand-held instrument.

The MTR105 also measures low resistances so you can check connections and bonding – high-resistance connections often lead to heating and failures. To ensure accurate results, it uses the four-wire Kelvin measuring technique. It also has an option that automatically reverses the current without the need to reconnect the test leads.

Other functions include a phase rotation check so that you can be sure motors will turn in the correct direction when you connect the supply, along with facilities to measure capacitance, inductance and continuity.

If you're working on industrial systems, an MTR105 will save you a lot of time and trouble. <https://uk.megger.com/rotating-machine-tester-mtr105>

BEAMA welcomes phased introduction of UKCA marking in wake of Brexit

Clarification from the government on the introduction of the product conformity mark means wholesalers can continue to supply legally marked products in the UK throughout 2021-23

The government has announced that the UKCA (UK Conformity Assessment) mark – the successor to the CE mark in the wake of Brexit – will be phased in rather than imposed from 1 January next year. This will enable all parts of the supply chain to continue to supply legal marked products to the UK market throughout 2021-23.

Electrotechnical manufacturer trade association BEAMA has welcomed the 'clarity' from the government on the introduction of UKCA marking.

The association says the government's announcement follows consistent and constructive lobbying from the CEOs of BEAMA member companies and the senior management team at BEAMA. It described the plans for a phased introduction as 'pragmatic'.

BEAMA says it will work with government to provide clarity for all industry stakeholders throughout the new introduction timescales.

In a letter to industry colleagues, Dr Howard Porter, CEO of BEAMA, (pictured) said:

BEAMA and our members, the UK manufacturers of compliant electrical and energy products, very much welcome the confirmation that CE marking will continue to be recognised as the product marking indicating UK regulatory compliance during the whole of 2021. Any purchaser



of equipment should look for the CE mark as they do already and carry out the same diligence steps to ensure that the manufacturer has made the correct declaration of conformity and has the required technical documentation available.

It is possible that you may start to see products appearing during 2021 that carry the new UKCA marking, instead of or alongside CE marks. UKCA has been set up by the government to eventually replace CE marking as the means to show that products comply with UK regulatory requirements. UKCA marking is allowed to be applied from 2021 but is not a requirement for most products until 2022, when it will be expected to be seen on or with the product. This may initially be either as a permanent marking, as with the CE mark, or as a label on the product or accompanying documentation. The new rules don't apply to Northern Ireland where the CE mark will continue to be the only product compliance marking for the next few years at least. Most products from all sources will continue to have CE marking as well as UKCA even when it comes fully into force.

BEAMA will publish more detailed guidance and have a continuing discussion with the government to ensure all information is available to our members but in the meantime you can be reassured that, throughout 2021 at least, you can advise your members that there will be no changes for most products. BEAMA will, as always, advise our member companies on all the necessary steps for compliance.

BEAMA says the industry will continue to focus on the practical issues related to the end of the transition period after the UK leaves the EU. These include the marking regulations for products produced in Northern Ireland and those for the labeling of energy-using products. All companies would appreciate similarly pragmatic approaches to these and other regulatory changes.

Read the letter in the Labelling & Marketing Standards section:
www.eda.org.uk/eda-brexit-hub



Bringing power to life
Rotherwick House
3 Thomas More Street
London, E1W 1YZ
T +44 (0) 207 795 3000
E info@beama.org.uk
W beama.org.uk

4th September 2020

Dear Industry colleague

BEAMA and our members, the UK manufacturers of compliant electrical and energy products, very much welcome the confirmation that CE marking will continue to be recognised as the product marking indicating UK regulatory compliance during the whole of 2021. Any purchaser of equipment should look for the CE mark as they do already and carry out the same diligence steps to ensure that the manufacturer has made the correct declaration of conformity and has the required technical documentation available.

It is possible that you may start to see products appearing during 2021 that carry the new UKCA marking, instead of or alongside CE marks. UKCA has been set up by the Government to eventually replace CE marking as the means to show that products comply with UK regulatory requirements. UKCA marking is allowed to be applied from 2021 but is not a requirement for most products until 2022, when it will be expected to be seen on or with the product. This may initially be either as a permanent marking, as with the CE mark, or as a label on the product or accompanying documentation. The new rules don't apply to Northern Ireland where the CE mark will continue to be the only product compliance marking for the next few years at least. Most products from all sources will continue to have CE marking as well as UKCA even when it comes fully into force.

BEAMA will publish more detailed guidance and have a continuing discussion with the Government to ensure all information is available to our members but in the meantime you can be reassured that, throughout 2021 at least, you can advise your members that there will be no changes for most products. BEAMA will, as always, advise our member companies on all the necessary steps for compliance.

Yours sincerely
Howard

Dr Howard Porter,
BEAMA CEO

E Howard.porter@beama.org.uk
M +44 (0) 7957 136 770
W beama.org.uk

UK CA