



TAKING STOCK

AN UPDATE FROM THE ELECTRICAL DISTRIBUTORS' ASSOCIATION

Est. 1914

Issue 24 January 2021

Looking back at 2020: it's all in the numbers

The end of one year and the start of another is a time for reflection. These numbers – big and small – give you a flavour of the EDA year and the work we continue to do to support you



25.4k

About **25,400** weeks of professional training have been completed by 903 people across the sector who have studied the EDA Product Knowledge Modules since they were launched. Here's Helen Pitcher from 7 Core Electrical with her latest Distinction certificate – and her's is just one of many success stories that you've shared with us.



180+

More than **180** delegates joined us (virtually) for December's EDA Digitalisation Forum. High-quality product data is key to digital success and speakers from along the electrotechnical supply chain shared examples of best practice, current challenges and ideas for solutions. You'll find a full write-up on page 3.



3.4k

We have **3,386** followers on LinkedIn – and we're adding to that number every day. Search for the Electrical Distributors' Association and follow us so you don't miss out on the news and opportunities in your sector. Don't forget to tag us in your posts too.

Turn to page 2 ►



FROM THE BOARDROOM

In my first meeting as Chairman of the EDA Training Ambassadors, a sector-wide group, I heard from John Henry, MD of EDA Apprenticeships Plus, and the news was stark. Unemployment is one consequence of this awful pandemic, but the age group that is suffering the most is the under-25s. Unemployment has increased 88% in this category.

Training and development takes a back seat when business is suffering, but as we come out the other side we must turn our attention to the ways in which we can be better prepared and more resilient to external influences. And having great people in your organisation is a real advantage in times of uncertainty.

So we turn our attention to training and development. We have to encourage young people to join our industry. We have to invest in our colleagues if we expect to retain great people. We have to develop new skills, stay abreast of product development, improve and extend our core offering for customers.

Our Ambassadors will be working to reverse the impact of Covid on learning and development, but they will need our support. Read more on page 4.

Our industry offers great career opportunities. We must protect that for the next generation.

Andy Johnson
EDA Board of Management

New wholesaler members join the Association

Joining the Association on 1 October 2020:

- East London Electrical Distribution Ltd from the AWEBB buying group.

From 1 December 2020:

- STB Electrical Wholesale Ltd, part of The IBA buying group.

And from 1 January 2021, all from Fegime UK:

- Central Electrical Distributors,
- CEW Electrical Wholesalers, and

- Smith Bros (Caer Conan) Wholesale Ltd.

The Association has also welcomed several new Affiliated Members – turn to page 2.

Is your business info up to date? Member and Affiliated Member profiles are the most visited pages at www.eda.org.uk, but is your business information saying everything it should?

Check your entry today and, if it needs updating, call the EDA on 020 3141 7350.



STB Electrical
Wholesale Suppliers Ltd



Smith Bros
(CAER CONAN) WHOLESALERS LTD



2

2 is the number of online Hubs we've created at www.eda.org.uk this year: one to support you with Covid-19 and another for Brexit.



4

4 versions of *Covid-19 & Social Distancing: Practical Guidance for Electrical Wholesale Branches*, published on our online Covid Hub at www.eda.org.uk – along with all the other information to help EDA Members and Affiliates navigate the pandemic.

8

8.0 is the latest ETIM update, released in early November. For the first time, ETIM contains a number of significant additions and changes specifically requested by UK.

The next step is the formation of product-specific working groups to review the standard for the UK. Visit www.etim-uk.co.uk to find out more about ETIM or to get involved.

Looking back at 2020: it's all in the numbers

30

30 manufacturers have already committed to upload their product data to EDATA, the 'by the industry, for the industry' data pool.

For more on EDATA and how it could benefit you as a wholesaler or manufacturer, visit www.eda.org.uk or call 020 3141 7350.

80+

More than 80 people joined our 'Starting your ETIM Journey' webinar in July. Created for manufacturers – but useful for wholesalers too – and if you missed it you can watch again at www.etim-uk.co.uk.

95

95 is the current number of Affiliated Members of the EDA.

Thank you for supporting your Association this year and we look forward to working with you during 2021.
EDA head office: 020 3141 7350



There are three Affiliated Membership categories: Manufacturer; Solution Provider (for software businesses) and Service Providers. See below for the latest on our new Affiliates.

161



161 calls were made by EDA Members to the Croner 24/7 Business Support Helpline between 1 Jan and 31 October 2020. That's 149% more than the same period in 2019.

If you have a question about HR, employment law, tax, PAYE or health and safety, consult Croner's experts on 0844 561 8133 (have your EDA scheme number to hand).

200

200 people adapted their sales skills with this new course in Virtual Selling, which we launched in August.

The training is suitable for both Members and Affiliated Members, and you can find out more at www.eda.org.uk/virtual-sales-training.

245

245 is the current number of EDA wholesaler members. During the Covid crisis we created a listing on our online hub to show which branches and businesses were open from April onwards.

You'll see a list of the latest new Members on page 1 of this issue of *Taking Stock*.

352

352 followers on our ETIM UK LinkedIn channel. See you there?

761

761 is the number of monthly EDA Member & Affiliated Member Surveys completed between March and November 2020 – thank you.

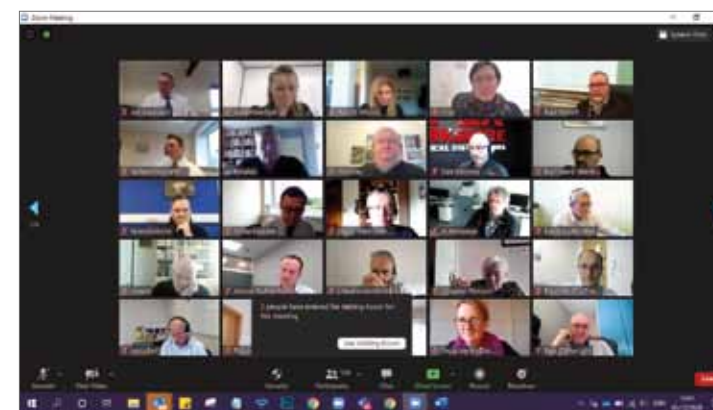
We'll continue to ask for your views on a variety of topics, so please continue to tell us how we can support you.

122k

122,383 is the number of page views on www.eda.org.uk this year so far – a 4.6% increase on 2019.

EDA Digitalisation Forum pulls in the virtual crowds

Coronavirus or no coronavirus, nearly 200 delegates attended an EDA forum late last year to discuss the digitalisation of the sector



More than 180 delegates met online for the EDA's Digitalisation Forum on 1 December to hear news, views and opportunities on the theme of product data challenges and solutions in the UK electrotechnical supply chain. The delegates – almost twice the number that attended the face-to-face forum in 2019 – came from across the electrotechnical sector – including wholesalers, manufacturers, software solution providers and other trade associations.

The newly elected President of ETIM International, Simon Barkes, MD at BEMCO and Past President of the EDA, welcomed delegates and reiterated the opportunity for the UK to seize the moment and press ahead with the drive to digitalisation.

Margaret Fitzsimons, the EDA's CEO, talked about 'The EDA's Digitalisation Journey: Progress in 2020'. She focused on the Association's

work over the past four years, targets for EDATA (the 'by the industry, for the industry' data pool), and the expansion of ETIM across the wider construction sector. EDA Data Services' General Manager Richard Appleton picked up the theme of data strategy and took a deeper dive into product data as a strategic asset.

Speakers representing contractors, wholesalers and manufacturers shared their thoughts on how product data flows along the supply chain, and how customer purchasing behaviour is driving digital innovation. They included:

- Phil Thompson of **NG Bailey**, who presented 'The Contractors' View';
- Richard Sherin of **R&M Electrical Group Ltd**, who set out 'The Wholesalers' View'; and
- Mark Abbott from **Ansell Lighting**, who explained 'The Manufac-

turers' View' to the online delegates. Software experts were also on hand to offer practical advice to delegates. They were:

- **b2b.store**'s Rob Mannion, who spoke about 'Ecommerce Simplified'; and
- **NGIS**'s Shaun Cranstone, who asked: 'Why do you need a PIM?' Data Consultant Stuart Squires, from **Comma Group**, talked about the future of data, AI and what was coming up on the digital horizon.

Edgar Aponte, CEO at **Rexel UK Ltd**, and Chair of EDA Data Services' Board, closed the Forum and reiterated the message to manufacturers to focus on achieving the highest quality product data.

All presentations and video links are available in the Latest News section on the EDA website, www.eda.org.uk.

BARKES ELECTED PRESIDENT OF ETIM INTERNATIONAL

EDA Board Member Simon Barkes has been elected the fourth President of ETIM International and, in November, after a formal hand-over, will lead the organisation for the next three years.

He is a long-time champion of digitalisation for the UK's electro-technical sector and, in 2017, during the second of his two EDA presidencies, he led the introduction of the ETIM global data standard in this country.

ETIM is the international data model for the standardisation and classification of technical product data, and is managed by ETIM International from its Belgium HQ. Barkes succeeds Jan Janse,



formerly of Sonepar, to lead an Executive Board of five representatives from ETIM member countries. There are currently 22 country members of ETIM International.

The first version of the ETIM International membership directory, created by the EDA, includes data about ETIM International – the network of national ETIM organisations and the key contacts who develop and promote the ETIM standard in more than 20 countries. Download the document from www.etim-international.com.



New EDA Affiliate round-up

The Association is pleased to welcome a number of Affiliated Manufacturers and Solution providers. The manufacturers are:

- **Elkay** (A brand of **Brook Design Hardware Ltd**), from 1 November; and
 - **Securi-Flex Ltd**, from 1 November.
- The following solution providers joined the EDA on 1 November:
- **b2b.store**,
 - **Comma Group**,
 - **Intact**, and
 - **OrderWise** (**Wise Software UK Ltd**).
- They were followed on 1 December by
- **ProPlanet**, and
 - **Syndigo UK Ltd**, and, on 1 January 2021, by
 - **eCommonSense**, which creates e-commerce and PIM solutions, and
 - **Kerridge Commercial Systems Ltd**.

DIARY DATES FOR EDA MEMBERS AND AFFILIATES

In light of the global coronavirus outbreak, **events are subject to change**. Look out for a great mix of live and virtual events during 2021 – we'll keep you posted.

Wednesday 14 April 2021
EDA Regional Business Forum
Coventry
Book online at www.eda.org.uk

Thursday 1 July 2021
EDA Summer Event
Thames trip on the *Dixie Queen*.
Call Margaret Fitzsimons at the EDA on 020 3141 7350

PROVISIONAL
Thursday 23 September 2021
EDA Annual Awards Dinner
InterContinental Hotel, Park Lane
Call Margaret Fitzsimons at the EDA on 020 3141 7350

Tuesday 5 October -
Friday 8 October 2021
EDA Scottish Function
C-level networking event at
Gleneagles.

Thursday 18 November -
Friday 19 November 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

Wednesday 1 December 2021
EDA Digitalisation Forum
More information at
www.eda.org.uk

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

How to give your team a commercial advantage



The EDA's education and training specialist sets out the latest government schemes to help businesses upskill their teams – and attract new talent

The two keys to commercial advantage in your organisation are upskilling the people you have, and attracting the right talent. There are plenty of ways to do these things – some of which are completely free if you know where to look.

Fortunately, at the EDA there's an expert on our team who can help you navigate the options.

New to the EDA team

Tracy Hewett joined the Association in November last year as Education and Training Consultant (Rose Jerez-O'Flaherty is on maternity leave).

Tracy has been developing and delivering training to businesses for 30 years, and has joined just in time to give EDA Members and Affiliates the new year lowdown on some of the latest government initiatives designed to help businesses attract new talent, and to reskill and upskill their teams.

Tracy says: 'I've got 30 years of experience developing and delivering training and education courses to companies and the general public. What I am good at, and the reason I'm here, is having the ability to help EDA Members

and Affiliates identify the learning they need, embedding that learning into funding where it's available and getting the right training providers, businesses and great ideas to a point of quality delivery that impacts the business' bottom line.

Eye for detail

'I'm great on details; the minutiae of training, apprenticeships, funding and the benefits they can bring are my passion. I'm looking forward to working with you all and offering my knowledge to support your businesses.'

CONTACT DETAILS

☎ 020 3141 7358

@ tracy.hewett@eda.org.uk

🌐 www.eda.org.uk

“The two keys to commercial advantage in your organisation are upskilling the people you have and attracting the right talent”

Attracting new talent

Kickstart Scheme

KICKSTART SCHEME

The government's Kickstart Scheme is intended to open the door to a great career for a young person aged between 16 and 24.

The Association's partner EDA Apprenticeships Plus is working with the Department for Work and Pensions (DWP) to offer EDA Members and Affiliates access to the scheme.

- Kickstart is a £2 billion government initiative to support young people into employment.

- It is a six-month, fully-funded, 25-hour-a-week work placement for young people aged 16-24 on Universal Credit.
- The government pays the National Minimum Wage for the duration of the placement; including employers' National Insurance and minimum automatic enrolment pension contributions.
- Employers can increase hours or level of pay, but has to bear the additional costs.

Kickstart is due to run until December 2021, so there is plenty of time to get involved. *There is more on the EDA Kickstart Support Service at www.eda.org.uk – simply search for 'Kickstart' – or contact Tracy.*

Help to recruit locally

It's easier to find talented people in some parts of the UK than others. If your business struggles to fill vacancies, it's worth talking to Tracy to see if the EDA can help you tap into a government initiative in your area that brings together train-

ing providers, job centres and businesses.

The initiative is designed to help match people looking for work to businesses with jobs to fill. This programme can be used to help you find apprentices too.

Pre-apprenticeships

Some young people are not quite ready to become an apprentice. Traineeships get them there, providing both a work placement and training.

A trainee could be a good way to find keen youngsters to join your team – and to talent-spot a future apprentice – so get in touch if you would like to find out more.



Upskilling the people you have

The Skills Toolkit

From business management to data analytics, customer service skills to digital marketing, there are plenty of free training options from which you, your team and your business could benefit.

The Skills Toolkit – created by The Open University, Google, Amazon and FutureLearn – includes free courses that cover a range of topics at a number of levels.

The courses are organised in broad themes. There are, for example, 10 courses in digital marketing and design. Other themes are: computer science, business and finance, coding, practical maths, computer essentials, personal growth and wellbeing, and professional development.

More free training funding is coming soon.

For more information, search for 'free training' at www.eda.org.uk.



Product Knowledge training

'Speaking the language of the wholesaler' is behind Electrium Sales' initiative to train 56 members of its sales team using EDA Product Knowledge Modules.

Visit www.eda.org.uk to find out why Ian Hunter, Electrium's Head of Sales and Marketing, thinks training his team is so important, and find out how his team reacted.

If your business wants to speak the same language as your customers, the EDA Product Knowledge Programme offers high-quality



distance-learning training that's accredited by City & Guilds.

FREE counterterrorism awareness training

On 3 November 2020, the UK's terrorism threat level was upgraded from 'substantial' to 'severe' – meaning UK security chiefs believe a terrorist attack is highly likely. The level was raised after attacks in Vienna, Nice and Paris.

It is important that everybody remains vigilant and reports any suspicious activity; and it is doubly important that those working in the electrical wholesale sector take note of any 'out of the ordinary' purchases or activity.



The free Action Counters Terrorism (ACT) Awareness eLearning package has been devised by counterterrorism officers and security experts. It provides nationally recognised corporate counterterrorist guidance to help people better understand – and mitigate – current terrorist methodology.

Seven eLearning modules are available, covering security vulnerabilities, identifying and responding to suspicious behaviour, and dealing with suspicious items, a bomb threat or a firearms attack.

The learning takes about 30 minutes to complete and is as useful to keep you safe in your personal life as it is at work.

Call the EDA for training advice 020 3141 7358.

Need more digital skills in your business?

If the pandemic has shown us one thing, it is how much we rely on the digital world. Now is the time to think about whether you need more digital skills in your business. You may want to promote your business over social media, commission a new website, or manage the flow of manufacturers' product data.

Digital skills are just one of the hundreds of training options available through an apprenticeship. The EDA Apprenticeship Service – managed by our external partners at EDA Apprenticeships Plus – can help you access training across England, Wales, Scotland and Northern Ireland.

There are hundreds of apprenticeship options available and three essential points to remember.

- There is no upper age limit for an apprenticeship.
- Apprenticeships are available from entry-level to postgraduate level.

- Apprenticeship funding can be used to attract new people and to train the people you already employ.

Levy-paying employers should remember that if they do not use their levy, they will lose it. Such employers can always transfer unused funds to other organisations in their sector.

Distinctive products, outstanding service

The **Kingfisher Lighting** R&D Team have been working to increase output, improve distribution and improve efficiency without compromising price or quality.

Bollards series

While keeping their popular aesthetic, the Deco 2.0 and Helvellyn 2.0 bollards have had a huge internal overhaul. With a new switchable output, the series allows you to perfectly illuminate a site without the consideration of multiple styles. The reflective cone diffuser creates a soft, low-glare output.

Bulkhead family

Quarto 2.0, Semita series and Alfresco 2.0 are just a few of the advanced bulkheads in Kingfisher's range. With tier one components and outstanding distribution, these versatile wall-mounted fittings are the perfect choice for a range of applications... all at the right price.

Post-tops

The Viva-City family and I-TRON are outstanding street luminaires. With a range of optics and

innovative technology, Kingfisher post-top luminaires offer the perfect low-glare distribution and control capabilities.

For over 30 years, Kingfisher have offered a vast and growing range of exterior lighting and accessories, as well as lighting design services and expert technical advice.

Contact the team on 01623 419500, or visit Kingfisher online.

www.kingfisherlighting.com



Metpro is looking to the future



2020 was a year of profound global change – businesses had to adapt quickly to maintain trading during lockdowns, temporary closures and the UK's recent exit from the EU.

Although the effects of 2020 continue, **Metpro**'s focus is on the positives, with the company's attention on the future of the industry.

Many trades migrated online in 2020. As part of this, Metpro is proud to have launched its website, Metpro Online.

The site enables wholesaler customers to place orders, access technical information, stock levels, get updates on orders and take part in live chats. The site was designed as a central hub to make customers' lives easier.

Metpro has already received positive feedback from those who have adopted this new offering and plans to add features to make the site even more user-friendly, with a 10 per cent discount for first online orders for all new users.

As we begin 2021 with the UK as a standalone nation, we're excited about the opportunities for our country and working with our customers and end-users to ensure it is a landmark year for the UK and our industry.

www.metpro.co.uk

Elkay and Brookvent form energy-saving team

Brook Design Hardware Ltd has acquired the **Elkay** brand and will supply the Elkay range of energy-saving switches and controls.

Brookvent will continue to supply all products from the range and plans to be as innovative and creative with the Elkay brand as it has been with its existing range of ventilation products. Paul Onyett will lead the business and plans to make the Elkay brand the first-choice in wholesale networks.

'As a specialist in energy-saving switches and controls, we have a wide choice of products for lighting and other types of electrical loads. We are easy to do business with and work with our partners to ensure full customer satisfaction.

'We will support wholesaler networks with projects from our existing strong relationships with electrical contractors, many of whom are advocates of our products. They particularly like our aesthetic appeal, the switching of all load types without the need to derate and our reliability, now backed by a market-leading six-year warranty.'

www.elkay.co.uk



Enhanced fire and CO protection from Kidde

The RBUN is a multi-functional, mains-powered trigger input and output relay module from the **Kidde** brand.

When an interconnected input device such as a sprinkler flow switch is activated, hardwire-connected Kidde smoke, heat and carbon monoxide (CO) alarms will all sound throughout the property, clearly alerting occupants to any danger. This enhances the requirement that all new and converted homes in Wales are required by law to be protected by an automatic fire suppression system.

Also, the output relay in the Kidde RBUN will trigger third party external devices – such as strobe lights, door closures and telecare systems – when any interconnected Kidde alarms sound. The RBUN can be pre-selected to operate on either fire or CO events, so one device can support different applications.

The RBUN is compatible with all Kidde and FIREX mains-powered smoke, heat or CO alarms.

www.kiddesafetyeurope.co.uk



Electrium plans to educate to accumulate

Having landed at **Electrium** just over 16 months ago with a remit to modernise the business and its offer, head of sales and marketing Ian Hunter was quickly struck by the disconnect across the supply chain and the resulting contradictions in the level of specifications that applied to the wider product offer – domestic circuit protection in particular.

Hunter says that, were he buying a new car from a manufacturer with a range of vehicles, he would expect the best and safest brakes to be fitted to all models. He would certainly expect them to be better in the top of the range models. Why would the same not apply to circuit protection across a range of housing stock?

Electrium is pushing to educate the supply chain on the benefits of a flexible and complete solution to provide maximum safety in any domestic electrical situation. A training initiative for our staff, distributors, installers and specifiers based on upselling and awareness is being undertaken in 2021. The sessions will be run by our local ASM/BDM teams to explain why upselling is good for us all.

Electrium expects to unlock significant growth for its supporting distributors. 'If we take the time to educate, growth can follow,' says Hunter.

www.electrium.co.uk



Touch-free drinking water for workplace safety

Zip Water has launched the HydroTap Touch Free Wave, a contactless drinking water system that delivers instant filtered boiling, chilled and sparkling water.

The product is the latest in the company's flagship HydroTap range. With health, wellbeing and hygiene now an absolute priority in the workplace, the contactless system lets employees stay hydrated and healthy while avoiding surface contact to minimise the risk of virus transmission.

Smart infrared sensors detect hand movements 1.5-5cm from the tap, with water flow stopping immediately once the hand is moved away. The

tap also features a contactless safety lock for the delivery of boiling water.

Businesses must follow the latest Health and Safety Executive guidelines if employees cannot work from home.

With the average person touching their face more than 20 times an hour, it's possible to transfer viruses from everyday objects, such as handles and taps, to the mouth and eyes, and vice versa. Investing in the HydroTap Touch Free Wave encourages employees to keep hydrated without the worry of cross-contamination.

specify.zipwater.co.uk



Software that drives growth and efficiency

Jon Roberts, Sales Manager at **OrderWise**, says business owners regularly manage their operations using inefficient software. In electrical wholesale especially, a business' current system often isn't doing what's required, and 'deciding what to pick next can become a challenge in itself'.

Warehouse Management Systems (WMS) or Enterprise Resource Planning (ERP) software? 'The answer is a combination of the two,' he says. 'While WMS allows businesses to administer operations within the physical warehouse, electrical wholesalers often require control in other areas linked closer to ERP software.'

'Businesses should have the flexibility to choose which areas of their operation require automation. In response to Covid-19, many are looking to expand their online and digital reach, requiring e-commerce, marketplace and digital integration options from providers, as well as built-to-sell websites. They're also looking for other features – from processing orders across multiple channels and improving customer communication, to having a handle on finances and automating difficult purchasing decisions.'

'At OrderWise, we tailor our award-winning WMS and ERP to your business' specific needs.'

www.orderwise.co.uk



Bespoke connection and earthing from Term Tech

Termination Technology has expanded its range of bespoke electrical connection and earthing products. The new terminal offering includes those in copper and stainless steel, with almost any configuration of holes and cable entry sizes.

The company also offers earth bars in non-standard sizes, configurations and materials. The addition of this capability, alongside standard ranges, provides a comprehensive range of options for electrical installation professionals.

The expansion of the product portfolio is the result of investment in state-of-the-art technology, together with the capabilities of an experienced design team. As a result, it is expected that customers will have a one-stop shop for their standard and non-standard requirements.

As always, the ranges utilise the highest quality copper and stainless steel. The bespoke stainless steel products have been particularly popular in challenging climates, and are used in applications such as power generation, marine and subsea.

www.termtech.co.uk



Securi-Flex is 'on fire' with enhanced cables

Securi-Flex has launched its SFX range of high-quality and competitively priced enhanced fire cables. The FR120 cables are easy to install and terminate, durable and flexible, and have a 25-year warranty. They are supplied on robust plywood reels in 100, 200 and 500m lengths.

Available in red and white, two and four-core, 1.5 and 2.5mm; and approved and certified by LPCB to meet BS 7629-1: 2015 (Enhanced I20), BS 6387: 2013 Categories CWZ, EN 61034-2 and EN 60754-1. They meet the 120-minute duration of survival tests.

SFX includes Belden, Lighting Control, Coaxial, Data, Telecom, Defence Standard, Control Flex, Security, Home Automation and Speaker. Orders over £200 are carriage paid on a next-day service. Free morning delivery on orders over £750. Ring 0845 094 0244, or email sales@securiflex.co.uk.

www.securiflex.co.uk



Aico innovates in its 3000 Series of alarms

Aico says the 3000 Series is its most technologically advanced alarm series to date. It incorporates both fire and carbon monoxide (CO) protection, and for the first time it is possible to cover an entire property using products from one series.

The 3000 Series contains two multi-sensor alarms. The first is the award-winning Ei3028 Multi-Sensor Heat and CO Alarm, suitable for kitchens or garages that also need CO detection.

The second is an Ei3024 Multi-Sensor Fire Alarm. This alarm provides total fire coverage by intelligently using the heat and optical sensor together:

If the heat sensor detects a significant rise in temperature, the intelligent technology will automatically increase the sensitivity of the optical sensor.

The entire series also has AudioLINK data extraction and remote system monitoring through the Ei3000MRF module and Ei1000G SmartLINK Gateway. The SmartLINK Gateway provides real-time data insight into the status of the smoke, heat and CO alarm systems across an entire housing stock. Using its built-in GSM data connection, it reports events including fire/CO activations and alarm head removals as they happen to the SmartLINK cloud portal.

www.aico.co.uk

Construction output up nearly 3% in September

Latest figures from the Construction Leadership Council (CLC) show a continuing recovery in all parts of the industry, but only infrastructure and private housing have returned to pre-pandemic levels

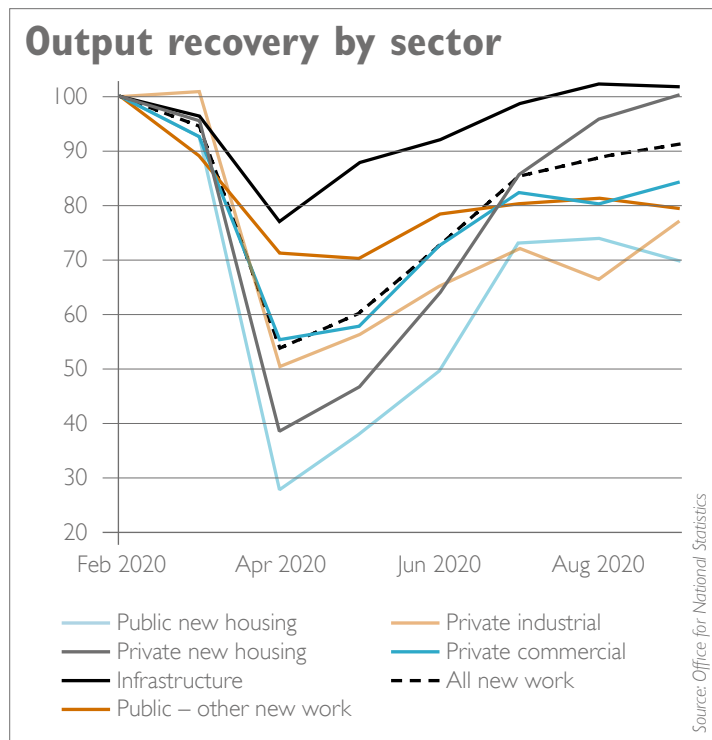
Month-on-month figures from the Office for National Statistics analysed by the Construction Leadership Council show that construction output grew by 2.9% in all parts of the sector in September last year.

The increase was driven, says the Council, by hikes in both new work (2.7%) and repair and maintenance (3.4%). September was the fifth consecutive month of growth, but the lowest rise in that time. Construction output in September 2020 was 7.3% below that in February.

Only infrastructure and private new housing had returned to above their pre-pandemic levels, all other types of work had yet to recover. Public new housing was the furthest below its February 2020 level, at 29.4%.

From July to September, third quarter construction output grew by a record 41.7%. In quarter 2 (April to June) output had been driven by record quarterly growth in both new work (40.8%) and repair and maintenance (43.4%).

The increase in new work (40.8%) in the third quarter was the result of record quarterly growth in all new



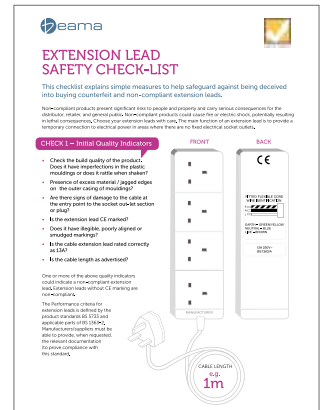
work sectors. The most significant contribution was made by private new housing.

The 43.4% increase in repair and maintenance in the third quarter

was because of record growth in all repair and maintenance sectors; and the largest contributor was repair and maintenance of private housing.

Check those extension leads are safe

BEAMA has published its latest product safety checklist, this time on extension leads.



The downloadable document is intended to help the electrical trade – including electrical distributors and retailers – to identify products that are placed on the market in the UK that may not comply with electrical standards.

This latest in a series of product safety checklists from BEAMA sets out a number of simple measures to stop distributors and users being deceived into buying counterfeit and non-compliant extension leads.

All BEAMA checklists are available to download from the organisation's website. www.beama.org.uk

Out now! EDA Key Contact Directory 2021

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

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

What's inside?

The directory includes:

- alphabetical business listings for EDA members and affiliated members
- listings of trade associations in the supply chain
- a 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.

Check your online profile

Your business also has a searchable profile on the Association's website at www.eda.org.uk. It lists 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, you can use the search tool on our home page and call the EDA on 020 3141 7350 to let us know of any changes.