



Est. 1914

# TAKING STOCK

AN UPDATE FROM THE ELECTRICAL DISTRIBUTORS' ASSOCIATION

Issue 25 April 2021

## EDA firms to benefit from £3,000 apprenticeship boost

Businesses that hire a new apprentice or switch a recent recruit on to an apprenticeship are eligible for cash boost announced in Budget

On 3 March, Chancellor Rishi Sunak announced a £3,000 apprenticeship cash boost for businesses in England, and he extended the offer until 30 September 2021.

Businesses are telling us that they are busier than ever, so now could be the ideal time to make sure your teams have the skills and knowledge needed to make the most of the post-pandemic recovery.

### Two routes to the cash

There are two routes to apprenticeship cash for EDA Members and Affiliated Members:

- Route 1 to £3,000: Recruit a new apprentice.
- Route 2 to £3,000: Switch a recent recruit on to an apprenticeship – if they have been employed for less than six months.

There are hundreds of apprenticeships that match the job skills your business needs – from Digital Marketer to Departmental Manager; Supervisor to Sales Exec – you'll find the most popular on our website.



As long as your apprentice is 16 years old, there is no upper age limit to accessing apprenticeship funding or the financial incentive.

### Expert partner

Tracy Hewett, the EDA's Education & Training Consultant, works with the Association's expert partner, EDA Apprenticeships Plus, in the delivery and management of its apprenticeship service. 'This cash boost for businesses is extremely welcome and

timely,' she says. 'EDA Apprenticeships Plus offers a comprehensive service whether you want to recruit a new person to your team or you want to switch a recent recruit on to an apprenticeship. From contracting with training providers and assessors, to payroll services and performance management, it makes good business sense to commission an expert service so you can dedicate time to your business.'

The Welsh Government has subsequently announced cash payments of up to £4,000 for businesses that appoint an apprentice under the age of 25 before 30 September 2021. EDA Apprenticeships Plus understands the opportunities available in each country – including Scotland and Northern Ireland – and can advise you.

For more information, visit [www.eda.org.uk](http://www.eda.org.uk) or call Tracy Hewett at the EDA head office on 020 3141 7358.



### FROM THE BOARDROOM

Since joining the EDA Board of Management in August 2020, it has been a pleasure to witness first-hand the adaptability of our members and affiliates in maintaining the strong personal relationships that are the bedrock of our industry.

The Taking Stock & Talking Shop Zoom dialogues are a good example. They have been vital in allowing messages, challenges and successes to be communicated in a forum that I believe has benefited us all immeasurably. The sessions will continue online into 2021 and I am hopeful that we will see similar levels of engagement to the ones we have enjoyed in the past year.

Thanks must go to Margaret Fitzsimons and the EDA team for organising these events. Zoom meetings have become commonplace for us all, with most meetings taking place in this medium – or a similar one – for the past 12 months.

I am sure, however, that I am not alone in looking forward to seeing the whole industry in person once again. This year's annual EDA Dinner on 23 September will be a date to toast the industry's success in what has been a very difficult – but unifying – period for us all.

**Richard McCartney**

Director of Supplier Relations  
Edmundson Electrical Ltd  
EDA Board of Management

## APPRENTICESHIPS: ENTRY LEVEL TO MASTER'S DEGREE

**Intermediate** Level 2, equivalent to 5 GCSEs

**Advanced** Level 3, equivalent to 2 A levels

**Higher** Level 4 or above, equivalent to an HND or foundation degree

**Degree** Level 7 or above, equivalent to a bachelor's or master's degree



## Three new wholesaler members sign up

Joining the Association from 1 January 2021:

- **Aquaflow Ltd**, from The IBA Buying Group. From 1 March 2021 we welcome:
- **Colours Electrical Wholesale Ltd**, from the AWEBB buying group, and
- **MP Moran**, from The IBA Buying Group.



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Electrical Distributors' Association



ElectricalIDA



@eda\_uk

# Post-pandemic: looking to the future



Attendees and data presented at the January Taking Stock and Talking Shop virtual forum

A record number of attendees at the Association's latest Taking Stock and Talking Shop forum reflected on the recent past and considered the future of the electrical distribution sector

The first Taking Stock and Talking Shop virtual forum of 2021 took place on 27 and 28 January attracting a record 80 attendees – including 24 wholesaler members; heads of the four buying groups; representatives of the ECA, BEAMA and the LIA; and seven new solution provider members.

EDA President Chris Ashworth said the turnout demonstrated the 'real appetite for the quality of content' at these gatherings.

### Hard hit

To begin the discussion, EDA Chief Executive Margaret Fitzsimons set out the effects of the Covid-19 pandemic and Brexit on the Association and its members and affiliates.

She said that restrictions on operations and delays in product supply, coupled with general uncertainty and lack of business confidence, had hit the industry hard. But although many EDA businesses had suffered in the early months of the pandemic, they had returned to 'full strength' by the fourth quarter of 2020.

She added: 'If there was one thing we learned last year, it was that the EDA is part of a much larger construction industry.' So the Association had campaigned with the Department for Business, Energy & Industrial Strategy and sought positions on several Construction Leadership Council working groups.

### V-shaped recovery

Fitzsimons presented the latest data from the Construction Products Association, which indicated that the construction sector would experience a V-shaped recovery, rising steadily since April 2020 because the sector has been allowed to stay open. The economy as a whole will follow a W-shaped curve, with a strong recovery in quarter two of 2021.

The CPA anticipates growth of 14% for construction in 2021-22. 'That won't take us back to pre-Covid levels,' said Fitzsimons, 'but it's a good step in the right direction.'

Paul Jenner of the IBA Buying Group asked why electrical

wholesaling appeared to have fared better than construction as a whole. Several suggestions were offered, including the fact that electrical products are needed at the end of construction projects, and that DIY sales may have bolstered wholesalers during the pandemic.

Delegates were shown the results of the EDA's State of the Sector Survey. Wholesalers and Affiliate Members revealed that most staff were back at work.

The picture was confused slightly by the third lockdown, which had just come into force when the survey was taken. 'We are starting to notice a slight downturn in business and will be furloughing if this trend continues,' said one wholesaler.

Some respondents said turnover was down by as much as 20% compared with 2020, but many more said business was as strong, or stronger than, it was in 2019.

The most pressing business challenge for wholesalers was product availability, followed by service levels from manufacturers and manu-

### Best engagement on Association's LinkedIn channel

Recently this post about the EDA team's virtual presentation on EDA Kickstart and Apprenticeships hit the LinkedIn engagement top spot.

Join us at Electrical Distributors' Association (EDA).



factory price increases. Products affected include cable, consumer units, wiring accessories, circuit protection devices and steel trunking.

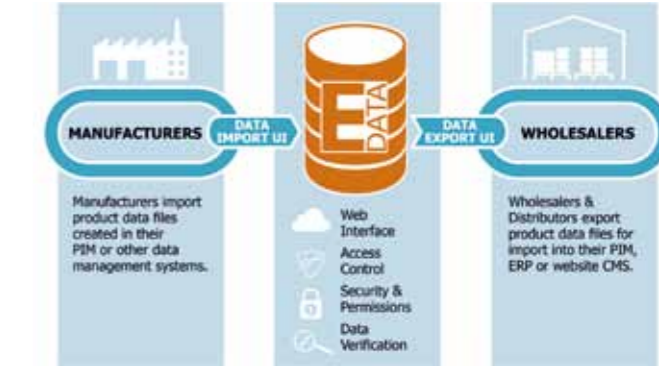
For manufacturers, the impact of the latest lockdown topped their concerns, ahead of raw material prices and product/material availability from overseas.

Finally, there were presentations on training (see below), and digitisation (right).

To see the dates of upcoming Taking Stock and Talking Shop sessions, turn to the diary of events, now on the back page.

# Mapping out the next phase of digitalisation

A year after its first meeting, the steering group for the EDATA industry data pool met in February to discuss the next developments for the platform



Digitalisation affects the whole industry and many issues are best addressed with industry-wide solutions. Both of the EDA's major digitalisation initiatives are collaborative efforts that take into account expert advice from wholesalers, manufacturers and solution providers.

EDATA, the 'by the industry, for the industry' data pool, is managed by the board of EDA Data Services Limited, guided by a steering group comprising representatives of the 25 founder members. The steering group met in February 2021, on the anniversary of its inaugural meeting, to discuss plans for further development of the platform and the manufacturer onboarding progress.

### More manufacturers

More than 20 manufacturers have since joined EDATA's 15 founder manufacturers and all will have a voice. A meeting is scheduled for April that will enable them to learn about, and discuss, future plans.

The latest version of the ETIM standard, ETIM 8.0, was released in November last year and contained for the first time a significant number of additions specifically for the UK market. Our goal now is to take ETIM use in the UK electrotechnical sector to the next level through enhancements to the standard itself and encouraging and facilitating consistent usage.

### Experts

A series of expert working group meetings is now under way. They will examine ETIM in respect of key product groups. Outcomes from this exercise will include requests to add new values, features and classes to the standard; further refinement of the terminology and addition of features covering UK-specific product standards. Working groups currently active or planned include fans, wiring

accessories, cable management, circuit protection and fire alarms.

EDA welcomes volunteers with expertise in these and other major product types who would like to get involved.

Contact Kiera Greenwood on 020 3141 7350 or email [info@etim-uk.co.uk](mailto:info@etim-uk.co.uk)

### Software affiliate

From 1 April 2021, software company Elekrika joins as Affiliated Solutions Provider:



## ADVICE FOR FIRMS STARTING THEIR ETIM JOURNEYS

What is ETIM? How can it help get your products in front of customers? How do you create and store ETIM data? Answers to all your most common questions and more are explained in this guide.

*Starting your ETIM Journey: A Guide for Manufacturers* is the third in a series of White Papers written by Richard Appleton, General Manager at EDA Data Services, offering practical and accessible information and advice on digitalisation and data topics.

Visit [www.eda.org.uk](http://www.eda.org.uk) and search for 'White Papers' and you'll find the full set of White Papers including *Effective E-Commerce: 3 Product Data Essentials for Electrical Wholesalers*, and *Creating a Product Data Strategy: A Seven Point Plan for Manufacturers*.



## KICKSTART SCHEME HELPS EDA BUSINESSES ATTRACT NEW TALENT

EDA Members and Affiliates have shown their commitment to future generations through their overwhelming support of the Government's Kickstart Scheme. More than 200 work placements have been approved by the Department for Work and Pensions (DWP) through EDA's Kickstart Support Service. EDA businesses could take on 350 Kickstarters during 2021.

The EDA Service, designed to remove all administrative barriers for employers that want to engage with the scheme, has proved a popular route with EDA businesses of all sizes. It is managed through the Association's external partner, EDA Apprenticeships Plus.

Kickstart is a pandemic-recovery scheme and offers a six-month paid

# KICKSTART SCHEME

work placement for 16 to 24-year-olds on Universal Credit, with government picking up the wage bill. Open to employers across England, Scotland and Wales, the Kickstart initiative runs until the end of 2021.

Margaret Fitzsimons, CEO of the EDA, said: 'The response from EDA businesses to the Kickstart Scheme has been fantastic. It is a perfect opportunity to showcase our sector and we hope that these Kickstart placements will turn into firm job opportunities and apprenticeships.'

There have been delays, but the DWP has taken steps to ease the situation. EDA businesses that have now entered the recruitment stage include wholesalers BEMCO (British Electrical and Manufacturing Company), Shropshire Electrical Supplies and CEF.

On the manufacturing side, there are Deligo Ltd and Termination Technology. Candidates are currently interviewing for placements such as digital marketer, warehouse assistant, and trade counter support.

Placements through the EDA Kickstart Support Service are supported by a fully-funded training programme through which Kickstarters will be given industry-specific training delivered by experienced training providers, mentors and sector specialists.

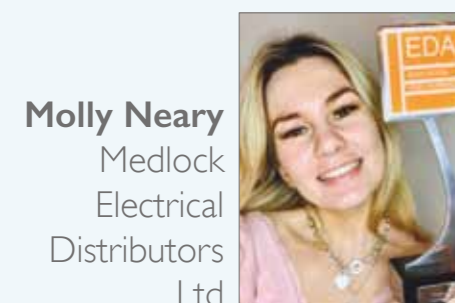
To become an approved Kickstart employer, visit the Training & Apprenticeships section at [www.eda.org.uk](http://www.eda.org.uk), or call Tracy Hewett on 020 3141 7358. Applications to be part of the next EDA application for placements must be received by Friday 30 April 2021.

Bristol-based Ablectrics Ltd, part of The IBA Buying Group, is the first wholesaler with a Kickstart in post through the EDA service. Rhys, age 19, started in the warehouse and goods in/out. 'It's working really well', says Andy Summers, Manager at Ablectrics. 'It's a good match for Rhys and for us.'





EDA Learning Achievement Awards 2021  
 Top row, left to right: **Chris Ashworth**, President of the Electrical Distributors' Association; **Molly Neary**, Trade Counter and Admin Assistant, Medlock Electrical Distributors, Waltham Cross, Hertfordshire (Apprentice); **William Burrows**, Trade Counter Manager, Regent Electrical Distributors, Rochester, Kent (Apprentice); **James Gulliver**, Trainee, Western Electrical, Exeter, Devon (Apprentice).  
 Middle row: **Callum Partridge**, Branch Assistant, Rexel UK Ltd, Braintree, Essex (Apprentice); **Lewis Welham**, Warehouse Assistant, Stearn Electric Co Ltd, Leighton Buzzard (Apprentice); **Joanne Southgate**, Managing Director, MDE Electrical Supplies, Ipswich, Suffolk (Product Knowledge); **Megan Longden**, Profit Centre Manager, Electric Center, Brighton, Sussex (Product Knowledge).  
 Bottom row: **Dyllon Parsons**, Sales Advisor, Power Wholesale Ltd, Netherfield, Nottinghamshire (Product Knowledge); **Oli Jeffs**, Account Manager, CEF, Wellingborough, Northamptonshire (Product Knowledge); **Lauren Notton**, Sales Office Apprentice, Termination Technology, Bristol (Product Knowledge).



'Before I only had experience in a care home setting, but now if I was to apply for a job, I think I would be taken a lot more seriously now.'

## Carry on screening: EDA's training awards go virtual

For the first time on screen, the EDA's Annual Learner Achievement Award trophies were presented to 10 outstanding individuals from wholesaler and manufacturer businesses recently. About 70 guests – family members, friends and business colleagues – joined the virtual ceremony alongside the Association's Board of Management, celebrating outstanding performances in the Electrical Distributors' Association's Product Knowledge Modules or in an apprenticeship.

'As President, this event is a high point in my year,' said CEF's Chris Ashworth. 'It is a pleasure to acknowledge the hard work and dedication that these people have invested in their careers and to share their achievements far and wide to encourage other talented individuals to look for careers in the UK's electrotechnical sector. We need people like this in our businesses today.'

'It also proves that learning is lifelong: some of our winners are just starting out in their careers but we are also presenting an award to a Managing Director – Joanne Southgate of MDE Electrical Supplies in Suffolk.'

### Special award

This year, there was a special award for Megan Longden of Edmundson. She is a graduate trainee at the company and has studied all 12 modules and secured a Distinction in every one, an amazing achievement.



'Rather than working for years and learning from experience, doing these training modules has helped me gain that product knowledge a lot quicker.'

Also, the 2021 awards are not restricted to wholesalers. One of the trophies went to Lauren Notton, a Sales Office Apprentice at Affiliate Member Termination Technology in Bristol.

**“It is a pleasure to acknowledge the hard work and dedication that these people have invested in their careers and to share their achievements”**

**Chris Ashworth**  
 President, EDA

Tracy Hewett, the EDA's Education & Training Consultant, said: 'Despite it being a difficult year, with learning and development probably at the



'Having some understanding of what customers are asking for definitely helps you tailor the conversation to find what they need.'

bottom of the necessity pile, we are extremely pleased that we can still honour outstanding learning within our EDA membership.'

### Fantastic achievements

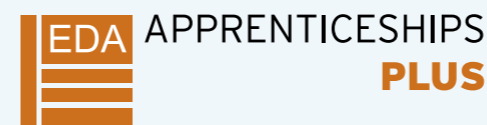
Margaret Fitzsimons, CEO at the EDA, added: 'The EDA wasn't going to let the pandemic stop us celebrating these fantastic achievements. Now in its seventh year, this is the first time (and hopefully the last) that we've held it virtually.'

'We hope that next year we'll be back at our usual location high above the London skyline at the Shard. This year's winners will join us there alongside the 2022 winners for a double celebration.'

Chris Ashworth concluded: 'This award ceremony is very close to my heart. It really was important that we didn't let anything get in the way of acknowledging your efforts and achievements over the past year.'

'We most definitely look forward to seeing each and every one of you at the Shard this time next year. We need people like you in our industry.'

The Awards were sponsored by the EDA's partners in the delivery of the apprenticeship service, EDA Apprenticeships Plus.



'The apprenticeship was a gateway into the company and I think it'll definitely open doors for me in my future career.'



**James Gulliver**  
 Western Electrical, Exeter



**Joanne Southgate**  
 MDE Electrical Supplies



'The moment I gained more knowledge, the more useful I was at work. And the more I learned, the more I could upsell.'



**William Burrows**  
 Regent Electrical Distributors



**Lewis Welham**  
 Stearn Electric Co Ltd, Leighton Buzzard



'In the future I want to do Level 4 business administration with the EDA – going on to get a degree-level qualification.'

## Get online fast



With online sales of electrical products increasing by about 300% between 2012 and 2017 and Amazon making greater strides into the sector, investing in online sales capability is critical for electrical wholesalers. Recent events have only accelerated this trend.

That's why **b2b.store** has partnered with the EDA to bring cost-effective yet powerful e-commerce to electrical wholesalers. b2b.store is an e-commerce platform designed specifically for the business-to-business market that works across web and app. It enables distributors of all sizes to offer 24/7 digital ordering. The basic service has zero cost and can be up and running within 24 hours of receiving your data files.

Distributors that want to offer customers more functionality can subscribe to a number of premium features for a monthly fee or through an Enterprise plan.

We have integrated with the EDA's EDATA system so EDA members signed up to the EDATA service will also have access to the EDA's library of electronic product imagery and data.

Download a demo at <https://edata.b2b.store/>.  
**b2b.store**

## Illuma becomes a CPD accredited provider

**Illuma Lighting** is proud to announce that it has become a CPD (continuing professional development) accredited provider and has launched its first CPD seminar – 'How do you Light Religious Buildings?'

Lighting is one of the most powerful interior design tools. It can dramatically change the mood of any interior at the flick of a switch. With LED light sources lasting longer than before, it is more important than ever to carefully consider the lighting design and luminaires going into a space.

The free online seminar will show delegates the best way to provide the different types of lighting needed in traditional churches and religious buildings. It will cover:

- introduction to lighting basics,
- religious buildings as multifunctional spaces,
- what to cover in a lighting design,
- the different types of lighting,



- highlighting religious features,
- the art of creating 'invisible light', and
- scene setting and dimming.

The session is less than an hour long and earns delegates one CPD credit. To book, email [cpd@illumaco.uk](mailto:cpd@illumaco.uk) or call on 01332 818200.

[www.illumaco.uk](http://www.illumaco.uk)

## Upcoming webinar to cover ERP software

The job of the electrical wholesaler isn't easy – even without Covid-19 and Brexit. Often, your business systems lack the real-time insights, control and automation you need to excel in the current digital landscape, says **Intact**.

This is the focus of 'Got the Spark? How modern Electrical Wholesale ERP Software can ignite your Business', a webinar at 11.30am on 19 May. Host Robbie McEntegart, Intact's Technical Strategist, will highlight the ways in which modern electrical wholesale ERP software can get your business operating at its best in 2021. You'll learn:

- Simple tactics to deal with product availability

issues, auto-maintenance of your product file and contactless deliveries.

- Tricks to cut down on the time spent policing every aspect of your system using automation.
- Methods to uncover new ways to retain, engage and acquire customers in a digitalised world.

Presented by Intact, a developer of business software designed for the electrical wholesale industry, this 45-minute live webinar is available to EDA members looking to grow their business. To find out more or to register your interest, go to [www.intactsoftware.com/electrical-wholesale-software-webinar](http://www.intactsoftware.com/electrical-wholesale-software-webinar).

[www.intactsoftware.com](http://www.intactsoftware.com)



## Comma unveils ETIM initiatives

Data management consultancy and EDA affiliate member **Comma Group** has several ETIM initiatives under way for its clients.

There are clear benefits of standardising to ETIM, but Comma has also uncovered other advantages.

First, the company has shown that implementing ETIM doesn't mean having to change the way a business manages its ranges, or the way in which products are displayed to customers. As long as the data maps to the ETIM standards, ETIM doesn't have to mean large-scale transformation.

Comma has also come across cases in which standardising data for ETIM has led to process improve-

ments in the way clients manage data, reducing the time and effort required to get new products to market.



Finally, by incorporating the full ETIM standards rather than just for the products they stock, Comma has enabled businesses to spot gaps in their product range and identify opportunities for increased sales by making a wider set of products available to their customers.

Contact Comma at [hello@comma-group.com](mailto:hello@comma-group.com).  
[comma-group.com](http://comma-group.com)

## Know your SRCD standards

**Timeguard's** Valiance+ range of switched RCD sockets and spurs was the first to be certified to the latest safety and performance standard (BS7288: 2016 *Specification for residual current devices with or without overcurrent protection for socket-outlets for household and similar uses*).

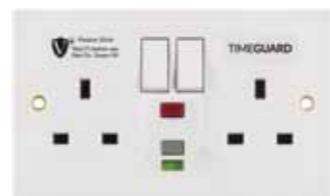
As well as calling for dual-flag (red/green) notification of switching status, the new standard defines much higher levels of performance and testing, and introduces type classification. Timeguard achieved certification for both Type AC (general purpose use, detects and responds to AC sinusoidal wave only) and Type A (for equipment incorporating electronic compon-

ents, detecting and responding as for type AC, plus pulsating DC components).

The Valiance+ range includes 1-gang and 2-gang RCD switched sockets, white or metal-clad, and RCD switched fused spurs. All options fit into a 25mm deep recessed box.

It is available in both 'passive' (latching) and 'active' (non-latching) versions.

[www.timeguard.com](http://www.timeguard.com)



## Crompton sets out its commercial lighting range

**Crompton Lamps'** newest Commercial Lighting Solutions catalogue is full of innovative new LED lighting products and additions to the company's Phoebe LED range of modern, high-performance, energy-efficient luminaires.

Available as hard copy or a downloadable PDF, the catalogue has been redesigned with a sleek new look and user-friendly product pages with detailed specifications and striking photography. Unique product features are clearly visualised.

Crompton Lamps has introduced many new products in this latest guide, including the Lykos IP65-rated integrated LED batten that has fast-

fit loop-through terminal blocks. The Lykos range is available in 4/5-foot standard or 4/5/6-foot-high-output versions with three-hour emergency options. Also new to the catalogue are the Galanos Arteson backlit LED panels available with tp(a) or tp(b) certified fire-safety ratings. Crompton Lamps is also supplying wire suspension kits, surface-mounting kits and three-hour emergency conversion kits for the Galanos Artisan range.

To request a hard copy, contact Crompton Lamps on 01274 657088 or email [sales@cromptonlamps.com](mailto:sales@cromptonlamps.com).

[www.cromptonlamps.com](http://www.cromptonlamps.com)



## eCommonSense joins EDA

For years, e-commerce and digitalisation of the construction materials sector has been 'something we'll do later', but now it is centre stage after Covid-19 delivered the shock treatment. During the various lockdowns, e-commerce has propped up businesses as offline revenues declined.



Among merchants using our e-commerce and PIM solution, 88% of web sales in the first six months are to new customers. Margins on those sales – to younger trade, DIY, and retail customers – are 40%. Margins from branch sales are about 27%.

In addition to the extra sales and lower 'cost to serve', 10,000 accounts were opened across just 12 websites in 2020, 70% of which were trade accounts.

The spring and summer of 2021 are predicted to be bumper DIY seasons, as money normally spent on holidays is diverted to home improvement, so there's never been a better time to start trading online.

Andy Scothern is the CEO of **eCommonSense**, an award-winning e-commerce and product management solution designed for construction product merchants and wholesalers.

Email [andy.scothern@ecommonsense.com](mailto:andy.scothern@ecommonsense.com) to find out how eCommonSense can help you trade online.

[ecommonsense.com](http://ecommonsense.com)

## Syndigo provides easier ETIM capabilities

Today's massive growth in e-commerce also means growth in product content – the information and images distributed via ETIM, the international data model for the standardisation and classification of technical product data.

Manufacturers and wholesalers both benefit from the transparency and trust ETIM provides. However, the processes are often manual, time consuming and error prone.

**Syndigo's** Content Experience Hub (CXH) is a platform for manufacturers and wholesalers

## Linear low-glare lighting

**NVC Lighting UK** has launched an easy-to-install, low-glare, linear light fitting for schools, offices and public areas. The DALLAS luminaire has with a variety of options to provide distributors with flexible lighting to meet their customers' needs:

- A choice of opal diffuser that provides a comfortable and uniformly lit installation, or lens and specular louvre for offices and classrooms where low-glare lighting is required.
- Surface-mounted or suspended fixing using the supplied steel wires (adjustable up to 1.5m) so light can be directed down or bi-directionally.
- Installation singly, in straight lines or in a choice of shapes with all variants available in 1,200mm (4-foot) and 1,500mm (5-foot) lengths.
- Option to choose the latest lithium emergency packs with a choice of standard three hours maintained (M3), self-test (STM3) and DALI-addressable self-test (DAM3).

NVC's director of product and marketing Phil Brown says: 'With many schools and offices taking the opportunity to upgrade their lighting, this new fitting is the ideal solution where the requirement is for ease of installation and low glare.'

[nvcuk.com](http://nvcuk.com)



## Build a digital strategy on the right foundation

The pandemic has hastened the pace of digital change in society. The electrical wholesale market sector is not immune to this change – we all know we must adapt, and quickly. **Kerridge Commercial Systems** stands ready to help.

K8, Kerridge Commercial Systems' flagship digital ERP solution, is an integrated business system that can help you overcome this challenge. Developed by experts who understand the electrical supplies industry, K8 combines a suite of cloud-based digital solutions that include integrated eCommerce and mobile solutions, designed to improve efficiency and safety while still delivering excellent customer service. By combining these solutions with an innovative suite of business software modules, K8 lets our customers control every aspect of finance, trading and logistics.

Our industry and technology specialists stand ready to help wholesalers meet the challenges of today's economy, to develop and to grow.

[www.kerridgecs.com](http://www.kerridgecs.com)



shelf analytics for today's e-commerce.  
[www.syndigo.com/eda/](http://www.syndigo.com/eda/)

## DIARY DATES FOR EDA MEMBERS AND AFFILIATES

All events are subject to change.

Visit [www.eda.org.uk](http://www.eda.org.uk) for the latest details or call 020 3141 7350.

Tuesday 25 May & Wednesday 26 May

**Taking Stock & Talking Shop**  
A Zoom dialogue for the exchange of information and views, the latest market developments and forecasts, and the results of our survey. From 11am-12.30pm. Open to Members and Affiliated Members  
Register at [www.eda.org.uk](http://www.eda.org.uk)

Thursday 29 July  
**EDA Summer Event**  
Thames trip on the *Dixie Queen*.

Tuesday 27 & Wednesday 28 July  
**Taking Stock & Talking Shop**

Thursday 23 September  
**EDA Annual Awards Dinner**  
InterContinental Hotel, Park Lane

Tuesday 28 & Wednesday 29 September  
**Taking Stock & Talking Shop**

Tuesday 5 October - Friday 8 October  
**EDA Scottish Function**  
Networking event at Gleneagles.

Thursday 18 November - Friday 19 November  
**EUEW Annual Business Convention, Barcelona**  
For members committed to growing their business in Europe.

Tuesday 23 & Wednesday 24 November  
**Taking Stock & Talking Shop**

Wednesday 1 December  
**EDA Digitalisation Forum**  
More information at [www.eda.org.uk](http://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.

## SECTOR NEWS

### Brexit means new lamp energy labels

As the dust settles after Brexit, wholesalers must be aware of new energy labelling rules for lighting

A new UK energy label is beginning to appear on lamps. It is exactly the same as the EU version but incorporates a Union Flag rather than the European flag. The label is due to change again later this year when the re-scaled A-G rating will return and a QR code will be added to link to further product information.

The Lighting Industry Association says any products that were placed on the market before the 1 January deadline can still be sold through with the old label. It says it has been assured that market surveillance authorities will be taking a 'pragmatic view' to enforcement early in 2021.

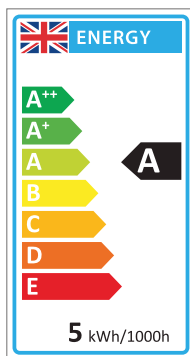
Also, some products are beginning to appear sporting the new UKCA mark, although it won't become mandatory until 1 January 2022 for products placed on the GB market. The CE mark will be accepted up to that date and will continue

to apply in Northern Ireland beyond that deadline.

There is some confusion over the UKNI mark, which is only required for goods entering Northern Ireland where certification by a notified body is mandatory. Most lighting products are self-declared for compliance with the CE mark but a small number must have third-party certification by a notified body, for example, ATEX products for use in explosive environments.

The LIA is still seeing problems for UK and EU businesses trading across the border. Apart from the shortage of shipping containers which appears to be a global problem, increasing costs, the main Brexit issues are closer to home. Many smaller businesses are struggling with the procedures required to send goods to Northern Ireland particularly with mixed consignments.

[www.thelia.org.uk](http://www.thelia.org.uk)



### Red tape is red flag for exporters

Smooth international trade in electrical products continues to be one of the casualties of Brexit, affecting distributors and manufacturers.

Previously used routes to market are now hampered by complex procedures and paperwork protocols that require many extra

ing customs paperwork for each item. Other new measures require wooden packaging such as pallets and drums to be heat-treated, certified and stamped – all extra layers of administration and process that are adding to time and cost.

British Cable Association Secretary General Dr Jeremy Hodge said: 'Even shipping within the UK to Northern Ireland has become more complex, with special customs and product regulations to follow... Resolving this has to be prioritised to restore confidence and free up shipping channels by simplifying paperwork and procedures.'

[www.bcauk.org](http://www.bcauk.org)



hours work and slow suppliers' abilities to ship quickly.

Now, mixed-item pallets cannot be transported easily outside Great Britain without accompany-

### BEAMA video promotes safer electrical products

Each year, an average of 1,300 people across Europe die from electrocution or the effects of electrical fires – about three people every day.

Also, the societal cost of these deaths is estimated to cost in the region of €6.25 billion.

BEAMA, the manufacturers trade association for the electrotechnical sector in the UK, is also a member of a European Trade Association called CECAPI that includes several national associations and leading associate member manufacturing companies across Europe.



To raise awareness of the fire and electrocution risks associated with non-compliant electrical products across Europe, Market Surveillance and Support Initiative (MSSI) Electrical is a CECAPI initiative to heighten awareness of these risks.

One of its initiatives has been to produce a five-minute video aimed primarily at electrical wholesalers, importers, and installers. It highlights the risks associated with non-compliant electrical installation products.

The overriding message is: 'Always ensure that the products that you sell, and install are compliant.' The video goes on to explain the simple checks that can be made to ensure that compliant products are chosen.

To support this activity, BEAMA has produced a number of Product Safety Check Lists that can be accessed from the EDA or BEAMA websites.

[www.beama.org](http://www.beama.org)



The video can be accessed at <https://youtu.be/XwIAo5mbVfw>