



Est. 1914

# TAKING STOCK

AN UPDATE FROM THE ELECTRICAL DISTRIBUTORS' ASSOCIATION

Issue 26 July 2021

## UK electrotechnical sector joins the green revolution

How the EDA and the entire electrotechnical sector in the UK is getting involved in a green industrial revolution through ConstructZero

ConstructZero is the UK construction industry's zero-carbon change programme, launched by the Construction Leadership Council (CLC) which has the ear of government via the Department for Business, Energy and Industrial Strategy.

The spotlight will be on the UK later this year when it hosts the UN Climate Change Conference (COP 26) in Glasgow from 1-12 November.

The Prime Minister is urging everyone – businesses and individuals – to play their part to tackle climate change. You may have also seen the #RaceToZero global campaign that aims to achieve net zero emissions by 2050 at the very latest.

### ConstructZero

ConstructZero focuses on making positive change across the areas of transport, buildings and construction activity, and has identified nine priorities across these areas.

It is early days for the ConstructZero initiative but already the EDA has registered as a supporting organisation and will be working with the CLC to ensure that EDA businesses have every opportunity to be involved.

It is clear that some EDA busi-



nesses already have a plan. Others are keen but unsure where to start. We hope to be able to offer guidance on which actions to take over the coming months.

### Become a champion

If your business already has ideas about how to address its carbon footprint – or you are already making progress – consider becoming a ConstructZero Business Champion. There is a rolling submission on the

15th of each month throughout 2021. Everything you need to make your Business Champion submission is available at [www.eda.org.uk](http://www.eda.org.uk) in the Support & Resources section.

Aico and CEF have already become ConstructZero Business Champions and other EDA businesses are making submissions.

For more information, the Government's 'Ten Point Plan' for a Green Industrial Revolution' is a useful background read.



### FROM THE BOARDROOM

During the pandemic, while the rest of us were adjusting our businesses to lockdown, our trade association was working to provide our industry with the tools to prosper in the post-Covid world. Although challenging, the past year has given a clear pointer as to how important new communication channels are – and will be.

The Construction Leadership Council now has an important role in representing and communicating the concerns of all sectors of the supply chain. The EDA has ensured that our voice is heard here.

Margaret and the team have also organised regular virtual meetings with Members and Affiliates to ensure suppliers and wholesalers have a channel to air concerns and discuss initiatives.

The EDA has galvanised the industry into adopting standardised digital product data. This will enable us to provide effective business-to-business platforms, and to compete with the tech giants creeping into our market.

The EDA has demonstrated great energy during the pandemic and continues to expand the services it provides to its members and affiliates, to the benefit of all in our industry.

**Simon Barks**

Managing Director

BEMCO

EDA Board of Management

## ConstructZERO

The Construction Industry's Zero carbon change programme

If you would like to know more about ConstructZero, get in touch on 020 3141 7350.

### New Affiliate round-up

The latest additions to the EDA Affiliate Solutions Provider membership category are:

- **Elekrika Limited (OneTime PIM)**, which joined on 1 April 2021; and

- **EazyStock**, on 1 May 2021. Please make them welcome when you meet their teams at EDA events – hopefully soon. Check out our latest events on the back page.

**Elekrika**  
OneTimePIM  
**eazystock**

T: 020 3141 7350 E: [info@eda.org.uk](mailto:info@eda.org.uk) [training@eda.org.uk](mailto:training@eda.org.uk) W: [www.eda.org.uk](http://www.eda.org.uk)



Electrical Distributors' Association



ElectricalIDA



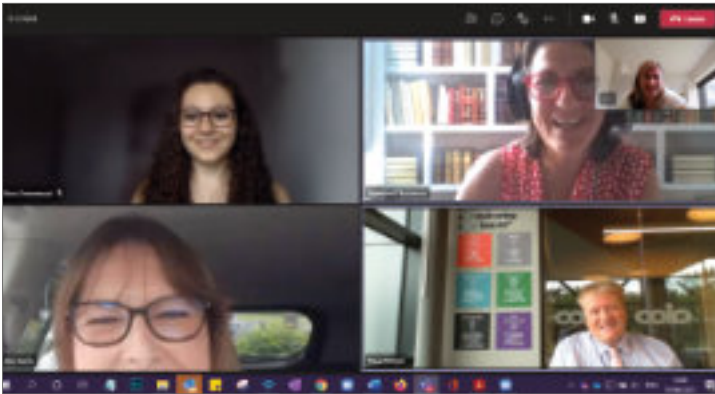
@eda\_uk

# AMIGOs volunteer their time to support the Association

Representatives of EDA businesses frequently set aside commercial rivalry, put on their industry hats and volunteer their time to provide market insight and industry know-how on topics of importance to the electrotechnical supply chain – and help the Association shape its services. Often this invaluable work goes on behind the scenes and takes many forms: product experts updating the EDA Product Knowledge Training Modules, ETIM Working Groups, Education and Training Ambassadors, the Data Quality Group, and so on.

### Affiliate insight

One of the more recent groups is the Affiliate Manufacturer Insight Group or, with a bit of creative licence, the AMIGOs. An invitation was sent to all EDA Affiliated Manufacturers in late 2020 offering them an opportunity to get involved in the new group. Members were chosen by the EDA Board, ensuring a wide range



▲ A sub-group of the AMIGOs meets to discuss plans for an upcoming Forum

of views and experiences are represented across a spectrum of product types and company sizes.

### Who's involved?

The companies currently involved are: Aico Ltd, BELL Lighting, Channel Safety Systems, Heat Mat, LED Robus, Marshall-Tufflex Ltd, Prysmian Cables and Systems, Specialised Wiring Accessories Ltd, Vent-Axia and WAGO Ltd. Membership

of this group will change over time, giving others a chance to volunteer.

AMIGO meetings are chaired jointly by EDA President Chris Ashworth and the EDA Board Member with responsibility for Affiliates, Dan Poole. The AMIGOs each volunteer to help with specific projects ranging from initial planning for a new training module through to developing a new kind of Forum event.

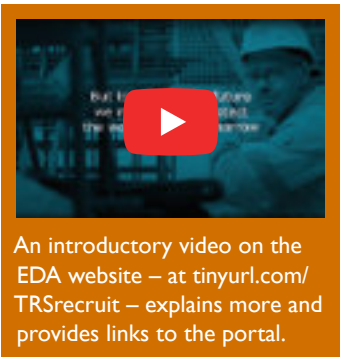
## Recruit new talent for free

The Construction Leadership Council's Talent Retention Scheme is a free-to-use portal for businesses to find new talent and for individuals to look for new opportunities. Fifteen EDA businesses have registered so far and we would like to see more getting the benefit.



### Talent Retention Scheme

£415,000 is the estimated saving for those businesses that use the portal (based on typical recruitment costs) as of 29 January 2021.



# Milestones for Training Modules

It seems hardly any time at all since the EDA Product Knowledge Modules were launched in 2018, but we have hit some major milestones recently thanks to EDA businesses

## 1,999th MODULE STUDIED



**CEF**  
**Oisín Tyrrell**, from CEF's Mullingar branch in County Westmeath, Ireland, studied the 1,999th module. Here's Oisín with branch manager Christy Bardon and his certificate for Cables and Cable Management.

## 2,000th TITLE EARNED



**Electrium Sales Ltd**  
**Brett Hughes** is Business Development Manager at Electrium Sales Ltd in Cannock. He has been awarded a Distinction after studying the Product Knowledge Module that covers Wiring Devices and Controls – the 2,000th title to be earned.

## 2,001st MODULE STUDIED



**3 Line Electrical**  
**Adam Leathers**, Business Development Manager for 3 Line Electrical Wholesale's Ipswich Branch, has also achieved a Distinction for Wiring Devices and Controls, the 2,001st module studied.

## 3,000th MODULE BOUGHT



**Securi-Flex**  
Securi-Flex has purchased the 3,000th module and **Holly Pulham**, National Sales Co-ordinator, will be starting her Cables and Cable Management studies shortly. With a champagne gift from the EDA to commemorate the milestone, here's Holly (left) with colleague **Laura Bedford**, Internal Sales Manager. Laura, along with the entire Securi-Flex sales team, will also be studying the EDA modules. Thank you for your order, Securi-Flex, and good luck to the team in their studies.

## CHECK IN WITH THE KICKSTARTERS SUPPORTED BY THE EDA

The Government's Kickstart scheme has opened the door to career opportunities for young people aged 16-24 who were on Universal Credit. The EDA has established a Kickstart support service to help

Members and Affiliates find Kickstarters. This selection of short stories show how it's shaping up for both the individuals and the businesses they are working for.

### First job for Ryan through Kickstart



▲ Ryan (left) with his colleague Sonam at ZLT's warehouse

Ryan Cassar, 21, has got his first job at ZLT Electrical Limited's Ashford branch through Kickstart. 'I've done work experience but this is my first actual job,' says Ryan. 'I studied a BTEC in carpentry, plumbing and electrical, so I do have some knowledge about the products we're selling.

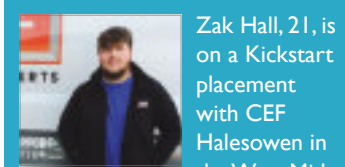
'Everyone has made me welcome, it is a very positive environment. I enjoy being active, so running around the warehouse sorting out orders and stock is fine.' Trade Counter Manager Robert McCulloch adds: 'Kickstart is all about giving young people a chance and we're doing just that.'

### Rhys, Ablectrics



Ablectrics Ltd, part of the IBA Buying Group. 'It's working really well, it's a good match for Rhys and for us,' says Andy Summers, manager. 'Brilliant, I love it,' said Rhys.

### Zak, CEF



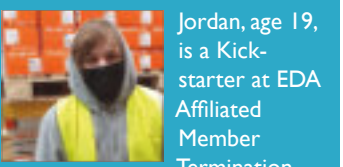
Zak Hall, 21, is on a Kickstart placement with CEF Halesowen in the West Midlands and is making his mark after just six weeks. Branch manager Ryan Harding says: 'At the start Zak was working in the stores but his potential was clear. We moved him on to the trade counter and he's taking phone orders.'

### Dan, Strike



Distributors Ltd, of the IBA Buying Group. Tony Hughes, MD at Walsall-based Strike, says: 'Dan is doing very well. He's keen to learn and his whole attitude is just what we wanted.'

### Jordan, Termination Technology



Technology. 'It's great to get this opportunity,' he says. Steve Parry, commercial director, says: 'He has made an excellent start and we've kept him busy in our seven warehouses.'

Want to improve your sales? Watch the video at [www.eda.org.uk](http://www.eda.org.uk)

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Product Knowledge Modules are available

## Hand-picked training for EDA Members

Enhancing the skills of your people is essential to business performance and economic prosperity.

There are hundreds of courses out there and you have limited time to research them all, that's why we've done it for you.

Tracy Hewett, the EDA's Education & Training Consultant, has researched and handpicked a wide range of training options, gathering them into one central location – our new EDA Training Course Directory – saving you considerable time and effort.

The directory covers a diverse range of subjects – from cyber security to maximising your profit margin – and a mix of free, fully-funded (paid for by another party but free to your business) and with a fee.

It is a great addition to the well-known cornerstones of our service – the EDA Apprenticeship Service and our distance-learning Product



▲ Visit [www.eda.org.uk](http://www.eda.org.uk) and click on the Training & Apprenticeships menu or search 'course directory'

Knowledge Modules.

Training is arranged alphabetically so it's easy to find what you're looking for. Plus the directory is updated regularly as new opportunities emerge, so do keep checking back in.

For more information, contact Tracy Hewett, the EDA's Education & Training Consultant, on 020 3141 7358.

## ADVANCED LINKEDIN TRAINING – BOOKING NOW

'LinkedIn: Building Engagement and Advanced Tactics' is a must for any business trying to build its LinkedIn Profile and to grow business.

This two-hour practical training course focuses on creating posts that drive your social media engagement, with tips to get your posts noticed. They include:

- what, when, and how to post;
- the LinkedIn algorithm;
- tips to encourage engagement;
- thought leadership and LinkedIn Publisher; and
- best practice checklists.

The course costs £90 per person (plus VAT) and is on two dates: Tuesday, 14 September from 12-2pm; and Tuesday, 28 September from 10am-12pm.

The EDA has collaborated with a leading marketing consultant and

social media expert, Wendy Wyss, to create LinkedIn training courses specifically for EDA businesses. For more information and to book your place, visit [tinyurl.com/EDALinkedIn2](http://tinyurl.com/EDALinkedIn2), or email [training@eda.org.uk](mailto:training@eda.org.uk). Alternatively, phone 020 3141 7358 and speak to Tracy Hewett, the EDA's Education & Training Consultant.



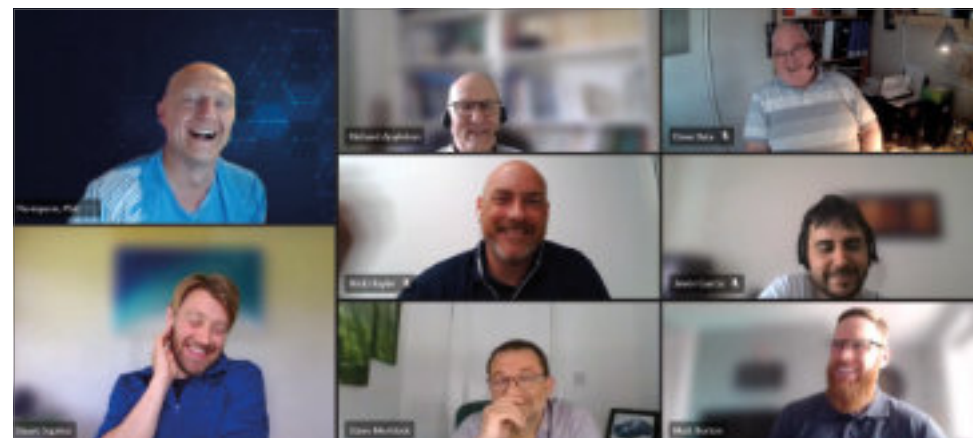




# Digital developments

Richard Appleton, General Manager at EDA Data Services, sets out progress on digitalisation in the UK's electrotechnical sector

## Data quality: the Gold standard



EDA Data Quality Group meets to review the latest drafts of new White Papers. See opposite page for 'Creating excellent product descriptions'

A key goal for EDATA is to enable manufacturers to supply, not just product data, but product data of the highest quality. Everyone benefits from this.

High-quality data reflects well on a manufacturer's brand and is less likely to be re-authored further down the supply chain. From a wholesaler's perspective, better data means less data management work and a greatly improved customer experience.

Even more important, the availability of high-quality product data that is traceable back to the manufacturer is a key ingredient of transforming the construction industry in the wake of the Hackitt report. Wherever product data is used in the supply chain or elsewhere in construction, it should conform to the highest standards of accuracy and integrity.

### Sector-specific

Although initiatives such as the CPA's *Code for Construction Product Information* (above left) seek to encourage and support the drive for better quality data, at the EDA we are conscious of the demands this places on manufacturers. We aim to help with this by publishing sector-specific guidance, by helping to understand what customers

need from product data and by providing industry liaison with the goal of aligning standards where possible.

The EDATA data quality working group was formed specifically to discuss issues relating to data quality, make recommendations and publish best practice specifically relevant to the sector. Best practice guidelines for both product descriptions and product images will be available in the near future with the specific aim of helping manufacturers address what can at first appear a daunting task. We aim to provide a clear roadmap showing not only what 'good data' looks like today, but what it will look like in five years' time.

### Bronze, silver or gold?

Data added to EDATA is measured for completeness and awarded Bronze, Silver or Gold quality level. This not only provides guidance to the data consumer but also gives the manufacturer a structured path to follow so it can plan development of its data. In future a further Platinum award level will be available to manufacturers which have data that is not only complete to Gold standard but is judged to conform with published best practice.

## WHAT IS THE GOLD CIRCLE, AND WHO HAS ACHIEVED IT?

Manufacturers with the highest quality data in EDATA join the coveted Gold Circle.

Congratulations to the six that have achieved this status:

- Aico Ltd
- Ansell Lighting
- Collingwood Lighting
- JCC
- LEDVANCE Ltd
- WISKA UK Ltd

We look forward to announcing more Gold Circle members soon.

**aico**

**COLLINGWOOD**  
LIGHTING

**LEDVANCE**



**Ansell**  
LIGHTING

**JCC** a **LEVITON**  
company

**WISKA**  
make power smile

## Independent wholesaler buying group FEGIME UK joins EDATA

FEGIME UK will become a member of EDATA in July 2021. It will use the industry data pool as a source of information for its new Product Information Management (PIM) System to drive its FEGIME digital initiative.

As one of the UK's leading independent wholesaler groups, FEGIME UK has a vision and a strategy to facilitate the digitalisation of its product information alongside traditional methods and to support the long-term sustainability of the supply chain.

Alan Reynolds, CEO of FEGIME UK, says: 'Our aim is to add value to our member and preferred supplier businesses by offering add-on services that meet the changing needs of the customers, differentiating them from internet companies and less agile wholesalers.'



'FEGIME members will have the tools to be digitally enabled and have multi-channel businesses. One channel is our product catalogue that is increasingly requested in digital format but which we must also supply in print. This channel requires high-quality product data that is accurate and up to date. FEGIME has invested in the ePIM system, supplied by NG15, to enhance and store product data, which will be utilised across all digital channels.'

'We are impressed by the commitment of the EDATA team to provide quality product data and

believe they are set to become one of the best sources of high-quality product data available on the market. We, as a group, will therefore use EDATA as a source of product data, rather than waste time and money chasing hundreds of suppliers to deliver data, in differing formats.'

'A further consideration for us is our commitment to the sector. ETIM Classification of products will enable FEGIME to ensure we are ready for any legislative changes giving us the ability to use product attributes correctly and put our membership in the driving seat.'

For more information about EDATA, visit [www.eda.org.uk/etim-edata/edata](http://www.eda.org.uk/etim-edata/edata)

## 40 leading manufacturers have joined EDATA

Ten manufacturers have joined EDATA so far in 2021, taking the total to 40 (as *Taking Stock* went to press). Also, we have met a number of other manufacturers that have indicated they will join in future.



All EDA Affiliate manufacturers have been contacted, but if we haven't yet met you to discuss EDATA, contact [kiera.greenwood@eda.org.uk](mailto:kiera.greenwood@eda.org.uk). We will go through a full presentation covering our objectives, data requirements, governance, the benefits of taking part and who is already involved.

It won't be a hard sell and even if you're not ready yet it's worth knowing what is involved to help plan for the future.

Manufacturers find that EDATA is a great catalyst to focus on product data and that the help and advice they receive is invaluable.

You'll find the full list of manufacturers that have subscribed to EDATA on the EDA website at [tinyurl.com/insideEDATA](http://tinyurl.com/insideEDATA).

## SIEMENS BECOMES GLOBAL INDUSTRY MEMBER IN ETIM

Electrical industry leader Siemens has joined ETIM International as a Global Industry Member.

Siemens is a global technology powerhouse that has stood for engineering excellence for more than 170 years. The company's offering includes intelligent infrastructure for buildings and distributed energy systems, as well as an automation and digitalisation portfolio for the process and manufacturing industries.

For Siemens, the key to success in eBusiness performance in the B2B sector is high-quality product master data.

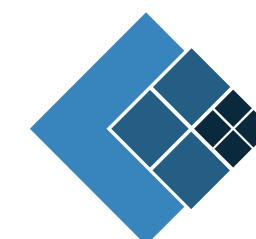
Sales process manager Thomas Otto-Kosanke says: 'Business processes between Siemens, the distributors and the end customers have become so efficient with the introduction of ETIM. It's hard to imagine how we managed before.'

The recently introduced ETIM International Global Industry Membership is open to manufacturers, wholesalers, buying groups and contractors that are already members of at least five different national ETIM organisations.

## Shape ETIM for the products you make

The next two ETIM working groups will cover cable management, and circuit protection and distribution products. If you manufacture products in either of these categories, please make sure your company is represented at these working groups.

ETIM is your standard and will only ever be as good as you, the users, make it. This is your opportunity to feed in ideas and suggestions for improvements.



To get involved in shaping the standard for your products, contact Kiera Greenwood at the EDA on 020 3141 7352 or email [kiera.greenwood@eda.org.uk](mailto:kiera.greenwood@eda.org.uk).

ETIM is the international data model used in 22 markets worldwide. ETIM is used in the UK in the electrotechnical, HVAC and plumbing, and building materials sectors.

[www.etim-uk.co.uk](http://www.etim-uk.co.uk)

We are impressed by the commitment of the EDATA team to provide quality product data



Alan Reynolds  
FEGIME UK

## Do your product descriptions grab customers' attention?

Product data is your silent sales team. Good descriptions help customers find and choose your products on wholesalers' web sites, but how do you stand out for all the right reasons?

This latest free White Paper from the EDA, 'Creating Excellent Product Descriptions', will tell you where to concentrate your efforts – what you should include and what you shouldn't.

This is the latest in our series of White Papers tackling digitalisation topics. It is available to download from [www.eda.org.uk](http://www.eda.org.uk) – search for 'White Papers' or click on the Support & Resources menu.





## Low-carbon heating fights climate change

The UK Government is considering how domestic heating should change to help us meet our climate obligations. About 15% of the UK's CO<sub>2</sub> emissions come from residential gas boilers, for which there is no place in the low-carbon economy.

Well insulated new-build properties have a variety of low-carbon heating options. However, 55% of the UK's homes were built before 1965, and most cannot be sufficiently insulated for heat pumps to be an option. It is thought that, with restricted hydrogen supplies, only about 10% of the

UK's houses could be switched over to hydrogen boilers. This leaves at least 40% of the UK's housing stock requiring an alternative heating solution.

Electric underfloor heating from **Heat Mat Ltd** is uniquely placed to fill that gap. It is a zero-carbon heating system that can be installed on to thin-sheet insulation for added efficiency. Add a design life of well over 50 years, with no servicing or replacement parts required, and the whole-life 'carbon cost' of the systems is hard to beat. [www.heatmat.co.uk](http://www.heatmat.co.uk)



## EazyStock joins EDA to tackle stock issues

Throughout 2021, electrical wholesalers and distributors are continuing to experience delivery delays and stock shortages. At the same time, forecasting sales is challenging – historical data is useless for predicting future demand.



**EazyStock** is a market-leading inventory optimisation tool to help you manage supply chain challenges and take full advantage of growing sales opportunities.

It connects with ERP systems to digitalise inventory management operations and removes the need for time-consuming and inefficient spreadsheets. Instead, EazyStock automates demand forecasting, optimises inventory levels and generates dynamic order recommendations that feed back to your ERP.

With EazyStock, businesses can reduce their inventory by up to 30%, improving cashflow and lowering operational costs. Stock availability is improved, as is customer satisfaction.

[www.eazystock.co.uk](http://www.eazystock.co.uk)

## Lutron supports its distribution partners

Sales of lighting control products have continued to grow in 2020 and early 2021, benefiting from a market shift towards quick-and-easy to install wireless lighting control solutions such as those from **Lutron EA Ltd**. They make homes more comfortable, more elegant and more practical.

To help electrical wholesalers sell more Lutron lighting control products, the company has kicked-off three major initiatives:

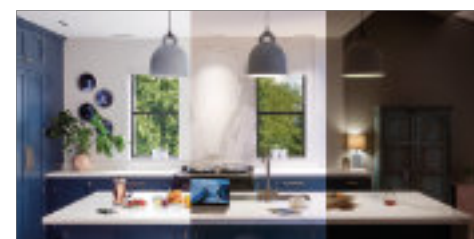
**New RA2 Select training** Using Lutron's on-demand virtual training platform, wholesalers can be trained at their own pace, and learn how simple it is to install Lutron's RA2 Select whole-home wireless lighting and blind control solution.

**'Perfect Light' campaign** This new advertising campaign, launched in May 2021, heavily promotes Lutron's new 'Perfect Light' brand

signature, targeting homeowners in popular home décor and design publications.

**Lutron joins Situ Live** This new-to-market experiential retail concept will open in September 2021 at Westfield London. Lutron will be featured in the Connected Lounge section beside other renowned brands.

[lutron.docebosaas.com/ea/learn](http://lutron.docebosaas.com/ea/learn)



## Choose the right cable... and save lives

Traditional cables propagate flames and release hazardous fumes in building fires. Fumes released during a fire have proved more dangerous than the flames themselves. Careful choice of cables with better fire performance can reduce these dangers.

Alsecure® NX600 by **Nexans** is a low-smoke, halogen-free, fire-resistant cable approved for applications with survival times of 30, 60 and 120 minutes as described in BS 8519. It is for use with fire safety engineering systems in buildings.

Alsecure® NX600 is approved by BASEC, LPCB



and LUL – SI085. It is listed online in the BASEC registry and on Red Book Live, the LPCB list of approved fire and security products and services.

Nexans has developed an impartial CPD-certified training course, suitable for wholesalers, called 'Fire Safety – Low Fire Hazard Cables'. Refer to our website for more courses.

[www.nexans.co.uk](http://www.nexans.co.uk)

## Kosnic upgrades its Universal Emergency Module

Following the huge success of the UEM, **Kosnic Lighting Ltd** has released the UEM II with added features to enhance easy installation.

The UEM II is suitable for all LED luminaires (Class III) with a separate external LED driver, regardless of manufacturer. It is the only universal emergency module of its kind that uses adaptive current control (ACC). With ACC, the UEM's built-in LED driver finds the forward voltage of the LED module and automatically adjusts the output current to provide a predefined 'constant wattage', around 3W. This ensures the discharge time remains constant regardless of

the choice of LED luminaire, delivering the required three hours of light in emergency mode as required by BS 5266.

The module has six loop-in, loop-out push-wire connectors to allow wiring with four-core cable with unswitched live and with 2x3 core cable with switched and unswitched supply.

The input of the driver is isolated so it is cut off during an emergency test. The output of the driver is isolated to prevent current leak to output of the driver in emergency mode.

It is available in standard and self-test versions. [www.kosnic.com](http://www.kosnic.com)



## Charger brings e-mobility to the masses

We're seeing more electric vehicles (EVs) in the UK – more than 215,000 pure-electric cars were on the road in February 2021. Therefore, we are seeing greater demand for high quality and affordable charging solutions.

**ABB Ltd – Electrification** introduced the Terra AC wallbox in 2020 as the best value AC charger on the market. It is compatible with the electrical systems in domestic properties, offices, commercial sites and public locations.

The Terra AC unit is designed to provide safe, smart, and sustainable charging for overnight or longer duration charging. It is straightforward to install and use, and is compact for mounting on a wall or pedestal. Multiple connectors are available for compatibility with most EVs.

It will also integrate with people's digital lifestyles, allowing them to manage their energy use through a dedicated app. This will enable the driver to see and control the charging status. The charger's software can be updated using the app. [new.abb.com/uk/smarter-mobility](http://new.abb.com/uk/smarter-mobility)



## Triton handles hygiene in small spaces

**Triton Showers** has introduced a new handwash unit, an improved offering for commercial environments that have enhanced hygiene needs in small spaces.

The Instaflow T30iR fits into small areas that need instant hot water. It is ideal for cloakrooms and utility rooms, and for businesses such as workshops or garages with no hot water supply.

Also, the handwash unit has infrared motion sensors, so users can access water without touching the unit. This helps prevent the spread of germs, with a timed shutdown and seasonal temperature adjustment feature to minimise waste.

The T30iR's nozzle is designed to eliminate splashback, along with a 100 or 200mm swivel arm accessory, adjusting to any basin size. It has a one-year warranty and labour guarantee.

Follow @TritonShowers on Facebook, Twitter and Instagram.

[www.tritonshowers.co.uk](http://www.tritonshowers.co.uk)

## Wholesalers – your display could win you a prize

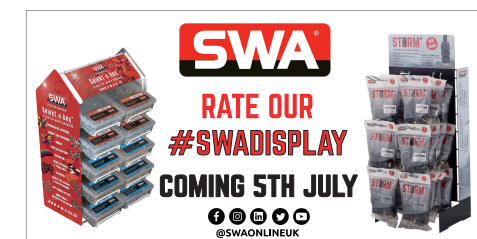
On 5 July, **Specialised Wiring Accessories Ltd** launches #SWADISPLAY, in which contractors can upload a photo of their favourite SWA trade counter display. There will be prizes for the top five photos submitted with an overall monthly prize for the wholesaler with the best display stand voted by the contractor.

SWA received survey responses from more than 200 electricians offering their opinion on trade counter displays. Some 78% said manufacturer trade counter displays were important to them with 80% saying that now, more than ever, they should be clean and tidy. Impulse buys can be increased by the position of a stand, and it is important that they are stocked up.

Wholesalers can request details on #SWADISPLAY #RATEMYDISPLAY by contacting their

local SWA Sales Engineer. Each month's winner will be entered into a year-end competition in which our social media contractor followers will vote for the overall best SWA trade counter display in the UK. The winner will receive an award for their branch as well as feature on the SWA website for the whole of January 2022.

[www.swaonline.co.uk](http://www.swaonline.co.uk)



## Flush floor and underscreed trunking systems from Trench

In March 2021, **Trench Ltd**, of Oldbury in the West Midlands, launched its floor trunking range to the UK to complement its existing ranges of steel and PVC cable management products.

The range includes an extensive selection of options for flush floor and underscreed trunking and accessories with many of the popular items ex-stock in Oldbury. The products are manufactured by OBO Bettermann GmbH.

Trench's Sales Director Dean Price says: 'We are really excited to have this fantastic range in

the Trench Portfolio of products.'

The underscreed system includes one of the largest ranges of floor box lid trims available in the market, including square and circular in grey and black, and edge trims in brushed stainless or brass.

Trench has options for heavy duty loading requirements up to 20kN, floor boxes with water-ingress protection up to IP44 for wet areas as well as a beautifully crafted range of cleaner/floor-groomer sockets, with lids in a grey, black, chrome, nickel-plated, brass or antique bronze finishes.

Contact the sales office on 0121 544 7011.

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



## Deta launches new and improved website

**Deta Electrical Company Ltd** has launched a new website, featuring its core brands – Deta, Deta TTE, Brackenheath and Briticent – in one easy-to-navigate site.

Key features of the site include a refreshed and simplified look, enhanced content, and improved search functionality and navigation, providing a more engaging user experience.

The website has been optimised for mobile devices and is simple to navigate with an advanced product search feature tool, making it easy for users to search Deta's extensive range.



Commercial Director Jason Peters says: 'Our goal was to create a website that showcases our extensive range of products and market-leading brands, providing our valued wholesale partners with a user-friendly and simple-to-navigate solution.'

'In doing so, we have enhanced the content available with additional resources to include regular product updates, installation videos and marketing materials, allowing wholesalers to maximise sales opportunities for our ranges.'

[www.deta.co.uk](http://www.deta.co.uk)

## DIARY DATES FOR EDA MEMBERS AND AFFILIATES

All events are subject to change.

Check details at [www.eda.org.uk](http://www.eda.org.uk), or call the EDA on 020 3141 7350.

Monday 26 July or  
Tuesday 27 July 2021

### Talking Shop Zoom Dialogue

A virtual event for Members & Affiliates, from 11am-12.30pm. Join us for an exchange of information, views, latest market developments, forecasts and EDA survey results. Sessions are repeated so choose the date to suit you.

Register at [www.eda.org.uk](http://www.eda.org.uk)

Thursday 29 July 2021

### EDA Summer Event

Trinity Buoy Wharf, 64 Orchard Place, Poplar, London E14 0JV.

Wednesday 25 August 2021

### EDA Regional Business Forum, Bristol

At the Kendleshire Golf Club, Coalpit Heath, Bristol.  
Register at [www.eda.org.uk](http://www.eda.org.uk)

Thursday 23 September 2021

### EDA Annual Awards Dinner

InterContinental Hotel, Park Lane.

Tuesday 28 September or  
Wednesday 29 September 2021

### Talking Shop Zoom Dialogue

A virtual event for Members & Affiliates, from 11am-12.30pm. Sessions are repeated so choose the date to suit you.  
Register at [www.eda.org.uk](http://www.eda.org.uk)

Tuesday 5 October -  
Friday 8 October 2021

### EDA Scottish Function

Senior networking event at Gleneagles.

Wednesday 10 November 2021

### EDA Regional Business Forum

Midlands venue to be announced.

Register at [www.eda.org.uk](http://www.eda.org.uk)

Thursday 18 November -  
Friday 19 November 2021

### European Union of Electrical Wholesalers Annual Business Convention, Barcelona

For members committed to growing their business in Europe.

## SECTOR NEWS

# Three checks to spot a counterfeit isolation switch

BEAMA has published the latest in its series of product safety checklists to help safeguard wholesalers and installers from being deceived into buying non-compliant products.

The title of this checklist is 'Isolating Switches for Household and Similar Fixed Electrical Installations', and it refers to isolating switches that conform to BS EN 60669-2-4, typically used for applications such as extractor fans, showers and cookers.

The checklist explains how to carry out three simple checks to ensure the isolating switch complies

with the standard:

**Check 1** Does the isolating switch conform to the correct product safety standard?

**Check 2** Is the required short-circuit protection information available?

**Check 3** Is the isolating switch correctly marked as per the example?

Previous safety checklists from Beama have covered consumer units, extension leads and circuit protection products.

Download a copy of the checklist at [bit.ly/3oVhEWZ](http://bit.ly/3oVhEWZ).

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

**BEAMA SAFETY CHECKLIST**  
ISOLATING SWITCHES FOR HOUSEHOLD AND SIMILAR FIXED ELECTRICAL INSTALLATIONS

This checklist outlines simple measures to help you to safeguard against being deceived into buying counterfeit and / or non-compliant products.

Take 5/24 in BS 7671 of the IET Wiring Regulations, helps identify BS EN 60669-2-4 and BS EN 60669-2-1 as the appropriate product standards for isolating switches. This checklist will focus on isolating switches conforming to BS EN 60669-2-4 for household and similar fixed electrical installations, typically used for applications such as extractor fans, showers and cookers.

It is critical to note that BS 7671 requires that devices for isolation shall be of a type for which the isolation function is widely recognised by the relevant product standard or as identified in Table 55.5.5. Regulation 55.2.2 refers.

**CHECK 1 – Does the isolating switch conform to the correct product safety standard?**

(a) Does the manufacturer's information state conformity to BS EN 60669-2-4 as the switch marked with BS EN 60669-2-4?

(b) Is the information on the product to be marked with BS EN 60669-2-4?

(c) Can the manufacturer issue a declaration of conformity to BS EN 60669-2-4?

**Check 2 – Is the required short-circuit protection information available?**

The manufacturer must provide reference to one or more short-circuit protection devices (SCPDs) in their catalogue and/or in the instructions which are provided with the isolating switch for the declared rated conditional short-circuit current.

**CHECK 3 – Is the isolating switch correctly marked?**

Isolating switches conforming to BS EN 60669-2-4 must be marked with the symbol for isolation function and for the closed position. The isolation function symbol must be visible from the front after installation. The isolation function symbol may be indicated in a wiring diagram or combined with symbols of other functions, provided that it is visible from the front.

Examples: Isolating switch marking in accordance with BS EN 60669-2-4: visible from the front after installation.

Required symbol for open position (left, O)

The words 'on', 'off' and 'closed' can also be marked, as long as they are clearly legible.

Required symbol for closed position (right, I)

Required symbol for isolation function

BEAMA Safety, Training and Product Information will assist the needs of the construction industry in a specific way. Only purchase genuine Beama products from authorised suppliers. Your safety and that of the end user are our top priorities. If you are unsure, please contact us.

If you have any concerns or questions about the authenticity of the claims being made in respect of the isolating switch, the Beama website or other documents, please contact our Customer Care team. Your queries will be answered by our dedicated customer care team. Check with relevant test authorities, where appropriate, or contact BEAMA on 0200 781 5200 or [info@beama.org.uk](mailto:info@beama.org.uk) or visit [beama.org.uk](http://beama.org.uk)

## LIA reacts to government statement on new lighting regulations

The **Lighting Industry Association** (LIA) has stepped in to clear up confusion caused by a government press release that covers new lighting regulations. The Association says it 'contains a number of errors' that are 'causing confusion among suppliers and consumers alike'.

The LIA says the UK legislation – which mirrors EU legislation and will be published in the summer – relates to the 'placing on the market' of products. This, it says, allows products in stock at wholesalers to continue to be sold until stocks are exhausted.

The legislation does not represent an instant sales ban. The proposed UK legislation applies from 1 September and is expected to have a one-month transition allowance.

From 1 October, the following lamps cannot be placed on the market:

- Self-ballasted compact fluorescent retrofit lamps (caps B22, E27, etc).
- Linear halogen R7s lamps over 2,700 lumens.
- 12V halogen reflectors lamps (MR11/GU4, MR16/GU5.3, etc).
- Lower performing LED lamps.

From 1 September 2023, the following lamps cannot be placed on the market:

- Linear fluorescent lamps – T8 2-foot, 4-foot, 5-foot.
- Mains voltage halogen capsules with G9 cap.
- 12V halogen capsules with G4/GY6.35 cap.

The LIA notes that there are several exemptions in the regulations for specialist lamps and applications.

Also, lighting fixtures and fittings with non-replaceable/fixable lamps are not banned but are being discouraged. A technical justification is required for such designs.

The Association says the government press release implies that all halogen lamps are banned from September. Some, however, may still be available if they were placed on the market before that date.

The Government's statement that legislation being brought forward this month will also include the removal of fluorescent lights from shelves from September 2023 is incorrect. Only some lengths of T8 fluorescent lamps will be banned, others will still be available.

Finally, there is no ban from September on the sale of lighting fixtures with fixed bulbs. Measures have been introduced to encourage the design of light fittings that can be repaired.

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

## Demand rockets in construction

Construction activity has picked up sharply from the start of March, according to the Construction Products Association, which has repeated its warning that product availability will worsen before it improves.

New housing and repair, maintenance and improvement, together with infrastructure, have led the recovery. The Association says it now sees stronger performance in the commercial and industrial sub-sectors, applying further strain on the supply chain.

John Newcomb, CEO of the Builders Merchants Federation and Peter Caplehorn, CEO of the CPA, say projections show that strong demand will continue over the next six months.

The Construction Leadership Council stresses that the industry must work collaboratively. Suppliers should ensure that allocation systems are as transparent as possible when products are in short supply, customers should not over-order unnecessarily, and manufacturers should not promise delivery dates that cannot be achieved.