

## Regional Business Forums are back

EDA Talking Shop Zoom Dialogues continue, but in-person events are back too. The Bristol Forum attracted more than 70 delegates for topical presentations and networking

The Kendleshire Golf Club in Bristol hosted the first EDA Forum for 20 months and it was great to be back once again catching up with Members and Affiliates in person instead of on screen. And judging by the buzz in the room – and the comments from the 70+ delegates who joined us – everyone agreed.

EDA board member Richard McCartney, Director of Supplier Relations at Edmundson Electrical Ltd, is the host at all our Forums.

Every year, the EDA holds four Forums across the UK. There is no charge for Members and Affiliates, and time for networking between topical presentations. Refreshments, including lunch, are provided.



▲ Mark Lambert, CEO at AWEBB (left) and Mick Daniels of Vent-Axia

The presentations in Bristol included an EDA Update covering Association news and opportunities. Speakers were Margaret Fitzsimons, CEO; Richard Appleton, General Manager, EDA Data Services; Tracy Hewett, Education and Training Consultant; and Anne Vessey, Head of Marketing & Communications.

### Manufacturers speak

Manufacturers' representatives discussed the latest on UKCA, materials shortages and guidance for wholesalers. Dr Jeremy Hodge, Secretary General of the British Cables Association, presented on behalf of BEAMA, the manufacturers' trade association, the Lighting Industry



Association and his own organisation.

Luke Osborne, Energy and Emerging Technologies Solutions Adviser at the ECA, considered the outlook for contractors in a zero-carbon Britain – and how wholesalers can benefit. Continuing the environmental theme, Lee Duffy, Operations Manager for Aico, explained how companies could cut their carbon footprints.

EasyStock's Marketing Manager Tracey Baker revealed five rules for managing stock and improving availability during times of shortage; and Andy Scothern, CEO and Founder of eCommonSense, examined the roles of eCommerce and digitalisation in a post-Covid world.

**The most informative Forum I've attended**

### Delegate feedback

The presentations are available to download from [www.eda.org.uk](http://www.eda.org.uk). The next Forum is on Wednesday 10 November 2021 in Northamptonshire.

**Timing perfect, presentations informative, venue awesome**

### Delegate feedback

### New wholesaler Member joins the Association



In August we welcomed Reading-based Lightsave Ltd from The IBA Buying Group.

### Making an investment in training

Who's taking home an EDA Investor in Training Award trophy in 2021?

Turn to pages 2 and 3 to meet this year's winners.

## FROM THE BOARDROOM

We're back! It has been great to see members in person at EDA events in the first quarter of 2021.

This issue of *Taking Stock* reports on three well-attended events: The EDA's Suppliers' Summer Event at end July on the River Thames, our Regional Business Forum in Bristol in August and our Annual Awards

Dinner in London in September. Some companies are taking a cautious approach to attending events, but the vast majority of members are keen to be mixing and mingling with their customers and suppliers.

While we may be fed up with Zoom or Teams, these technologies have helped keep our businesses and connections alive over the past 15 months. The EDA's Zoom Dialogues are firmly

planted in our annual events calendar. Members can hear the results of our surveys and talk about the industry's key challenges.

There will be a 'blend' of in-person and virtual events in future. We have a great mix of options planned to year end and we hope to see you on screen or in person.

**Margaret Fitzsimons**  
EDA Chief Executive





▲ Rugby and Strictly star, and lately motivational speaker, Austin Healey presented the Investor in Training Awards at the prestigious event

## Rugby and Strictly star Austin Healey presents EDA trophies

EDA Investor in Training Awards 2021: **Simon Lane**, Branch Manager, Medlock Electrical Distributors, Waltham Cross, Hertfordshire (part of the ANEW buying group); **Chris Heading**, Director and Branch Manager, 3 Line Electrical, Nottingham (part of the AWEBB buying group); **Gary Butcher**, Branch Manager, Harlow, Essex, Rexel UK Ltd; **Steve Parry**, Commercial Director, Termination Technology (EDA Affiliate Manufacturer); **Paul Akery**, Branch Manager, Wellingborough, CEF; **Bradley Rodwell**, Branch Manager, Edmundson Electrical Ltd, Chelmsford; **David Freshwater**, Director, Premier Electrical Ltd, Carlisle, Cumbria (part of the Fegime UK buying group); **Russell Gratton**, Recon Electrical Ltd, Chesterfield (part of The IBA Buying Group); **Craig Parker**, Centre Manager, Southampton, Stearn Electric Co Ltd; **Ian Hunter**, Head of Sales & Marketing, Electrium Sales Ltd (A Siemens Company)

Leaders from across the electrotechnical sector who are championing the training and professional development of their teams through the Electrical Distributors' Association were rewarded at the EDA's Annual Dinner in London. About 500 guests attended the Annual Dinner on Thursday 23 September 2021 at the Intercontinental Hotel on Park Lane.

### Top ten

Former England, British and Irish Lions Rugby star Austin Healey hosted the ceremony. He entertained guests and presented the EDA Investor in Training Awards to 10 high-performing wholesalers and manufacturers.

Austin is known as 'The Leicester Lip' and has 51 caps for his country and two European cups. He is equally well known for his fancy footwork on *Strictly Come Dancing*. He entertained guests with his philosophy for developing a winning culture that's as relevant to business as it is to sport, 'know more, prepare more, push harder'.

### Surge in demand

Margaret Fitzsimons, CEO at the EDA, said: 'During the pandemic, training was the last thing on people's minds, but as the sector started to emerge through recovery we have seen a surge in demand for both EDA training modules and apprentices.'

'Businesses are only as good as their people: if you've invested in training and professional devel-

opment, those individuals will have the skills to sustain your business through the tough times. The award winners we celebrate tonight understand that, and they have used both the EDA's Apprenticeship Service and the EDA Product Knowledge Modules to build gold-standard teams.

“Through the recovery, we have seen a surge in demand for both EDA training modules and apprentices”

**Margaret Fitzsimons**

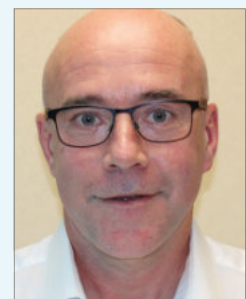
CEO, EDA

'And this year, for the first time, we have two manufacturers winning Awards: Steve Parry of Termination Technology and Ian Hunter of Electrium Sales.



**Chris Heading**  
3 Line  
Electrical,  
Nottingham

'When I look back at how I started my career with no direction, I really wish somebody had shown me what wholesaling had to offer. Encouraging young people into a complex and rewarding business is part of my responsibility.'



**Ian Hunter**  
Electrium  
Sales Ltd  
(A Siemens  
Company)

'The Product Knowledge Modules provide a good base level of information. We now use them as part of our induction and professional development programme for our sales team, and plan to expand this further into the organisation.'



**Simon Lane**  
Medlock  
Electrical  
Distributors,  
Waltham  
Cross

'It's brilliant to get young, hungry people into the business. They are the lifeblood of our industry going forward. The EDA Apprenticeship Service works very well for us. We're well supported by the EDA and EDA Apprenticeships Plus.'



'Our Affiliates are really getting the message that the EDA's apprenticeship and training services and support are as relevant and accessible to them as they are to the wholesalers.'

### Sector champions

The EDA Investor in Training Awards celebrate the achievements of leaders from the electro-technical sector who have championed the importance of professional development and training for their teams and businesses through the EDA Apprenticeship Service and the EDA Product Knowledge Modules.

### Our sponsors

The Investor in Training Awards are sponsored by the Association's partners EDA Apprenticeships Plus and The Institution of Engineering and Technology.



**Craig Parker**  
Stearn Electric  
Co Ltd,  
Southampton

'Supporting my staff to be the best they can be with their EDA modules allows them to develop in their own careers as well as ensuring that the business continues to run both smoothly and successfully.'



**Paul Akery**  
CEF,  
Wellingborough

'Product Knowledge Modules are at the core of everything we do in wholesaling. It is what separates us from the big sheds. We invest in our staff because knowledge is key to maintaining our customer relationships.'



**David Freshwater**  
Premier  
Electrical Ltd,  
Carlisle

'The new Product Knowledge Modules are very well put together and provide an excellent knowledge base in our ever complicated industry.'



**Gary Butcher**  
Rexel UK Ltd,  
Harlow

'Our apprentice shone out from the moment he was appointed. I focused my efforts on mentoring and supporting him and providing the skills to make him a manager of the future. I couldn't be more pleased with how it has turned out.'



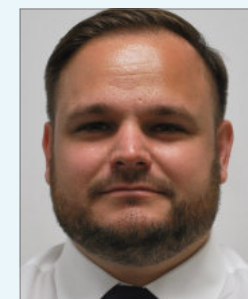
**Russell Gratton**  
Recon  
Electrical Ltd,  
Chesterfield

'For me it's all about giving the customer a better experience. We pride ourselves on our technical knowledge. The Product Knowledge Modules provide some of that in-depth knowledge.'



**Steve Parry**  
Termination  
Technology

'The Apprenticeships and Product Knowledge Modules are the whole learning package. They are tailored to the needs of our industry. We have had apprentices in every department and we love the dynamic they bring to the company.'



**Bradley Rodwell**  
Edmundson  
Electrical Ltd,  
Chelmsford

'The way that apprenticeships are now funded, and the way that the EDA modules support the apprenticeships, provide our staff with tools to bridge the 'knowledge gap'. The modules are crucial to our success.'





# Three more manufacturers join the exclusive Gold Circle for product data

Last month we announced that three more Affiliate Manufacturers had joined the exclusive Gold Circle of members who are providing EDATA Gold level product data.

The work and commitment needed to achieve this should not be underestimated. Congratulations to BELL Lighting, NVC Lighting and Prysmian and our thanks for their support in our drive to supply the sector with better quality product data.



Latest to hit gold

**BELL**lighting

**NVC**  
Lighting

**Prysmian**

A Brand of Prysmian Group

Already gold

**aico**

**Ansell**  
LIGHTING

**COLLINGWOOD**  
LIGHTING

**LEDVANCE**

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

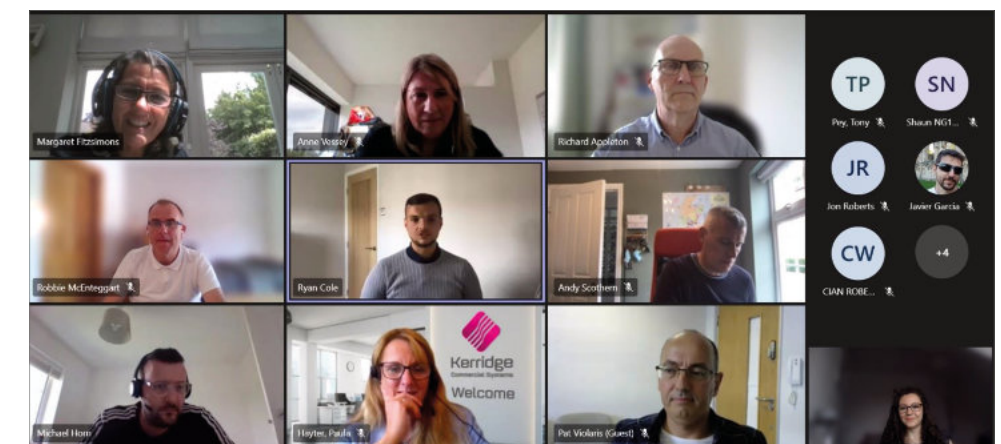
**WISKA**  
make power smile

to specification, safety, environmental regulations or the product in use.

In our discussions with Members and Affiliates we are happy to offer impartial help and guidance in understanding where the ecommerce data fits in the wider data landscape.

Tell us how we can help your business on its digitalisation journey.  
Call EDA Data Services on 020 3141 7350.

## SOLUTIONS PROVIDERS' ROUND TABLE



This year's round table was run as two separate sessions. The morning session, reserved for EDA Affiliates, also included time for attendees to share their experience and contribute their own ideas. We were delighted by the level of engagement and the wide range of useful and constructive feedback.

Nearing the end of the meeting, the group bounced thoughts and ideas around for the EDA's Digitalisation Forum on Wednesday 1 December 2021 – the conversation brought

our plans for the digitalisation forum to life and we can't wait to welcome our members and affiliates to the event in London.

Solutions Providers – including suppliers of PIM, ERP and ecommerce systems – are a key ally in the EDA's initiatives to help the industry digitalise. A close working relationship with those committed to the sector is to everyone's benefit. This will be further strengthened after the round table with more regular meetings and workshops to follow.



▲ Don Simler (left) and Gerry Barnett of most engaged Affiliate Manufacturer Deta Electrical with EDA President Chris Ashworth



▲ The EDA's Tracy Hewett collecting the Highly Commended Affiliate Award on behalf of Airflow with Chris Ashworth



▲ Darren Clarke, sales director of Affiliate Manufacturer Lewden, receives a Highly Commended Affiliate Award from Chris Ashworth

## A Summer Engagement

Which EDA businesses are getting the most from their membership? The Engagement-O-Meter reveals all...

July's EDA Summer Event 2021 was the first in-person event for many months. A celebration in itself but it's also where we reveal the latest EDA Engagement Award winners, courtesy of our trusty 'Engagement-O-Meter'.

'Amazing for everyone to be back together' was the sentiment echoed by many of the 150 wholesalers and manufacturers who joined us at Trinity Buoy Wharf – a change from our customary summer venue on the Dixie Queen riverboat.

At the EDA Summer Event we reveal those wholesalers and manufacturers that are most engaged with the Association. From EDA modules to our Talking Shop Zoom Dialogues, every time your business takes part in or 'engages' with an EDA benefit you get an engagement point. The EDA team tracks your engagement each year and at our Summer Event we reveal the winner. To be fair to businesses of all sizes, we don't count the volume of representatives at each engagement point, just the engagement.



This year's Awards measured your engagement from 1 April 2020 to 31 March 2021. There's plenty of opportunity to reengage with the EDA as next year we'll be presenting the Engagement Awards for 1 April 2021 to 31 March 2022.

Join us in congratulating the winners and runners up, and if you'd like to win next year we can help – call us on 020 3141 7350.



▲ Andrew Moseley (left) of CEF and Edmundson Electrical Ltd's Mark Felber receiving their Most engaged Wholesaler Member Awards



▲ Andy Johnson (left), LEW Electrical Distributors Ltd, and Simon Barks, BEMCO, collect their Highly Commended Wholesaler Member Awards

## New Affiliate round-up

ES Tech Group (trading as Net Junction Ltd) has joined the Association as an Affiliate Solutions Provider from 1 July 2021.

The latest EDA Affiliated Manufacturers – that joined on 1 September 2021 – are:

- Red Arrow Electrical Distribution Ltd, and
- FS Cables and Cablecraft from the Shoal Group.

**ES TECH GROUP**

**RA**  
RED ARROW  
ELECTRICAL DISTRIBUTION

**FS**  
cables

**Cablecraft**

## FREE DOWNLOAD Make product images ecommerce friendly

A manufacturer's product images may be published on its own website or a wholesaler's, but the ultimate audience may be further downstream.

From current best practice to future trends, this EDA white paper offers practical help and advice, including types of image, framing and orientation, copyright, metadata, image creation and management, photographic vs computer generated images.

The guide is the fifth in a series of digitalisation white papers. It is free to download from [www.eda.org.uk](http://www.eda.org.uk). Search for 'white papers' or visit our Support & Resources section.





## Gewiss invests in POS support for distributors

**Gewiss UK Ltd** has developed a specialist club for its A+ stockists throughout the UK.

The Gewiss Hub stand will be on display at UK distributors and feature a unique set of QR codes which, once scanned, will enter contractors into monthly competitions.

To become an A+ stockist and receive the Gewiss Hub, distributors will have to stock the core four profiles that Gewiss offers – the 70RT, IEC309, 44 and interlock sockets – which are the fastest-moving lines and represent 85% of UK sales.

The Hub will ensure installers engage with the brand and let Gewiss give something back to its loyal customers.

Gewiss plans to launch its first set of competitions at the start of the fourth quarter. If you are yet to have your Gewiss Hub installed, get in touch and the company will set you up.

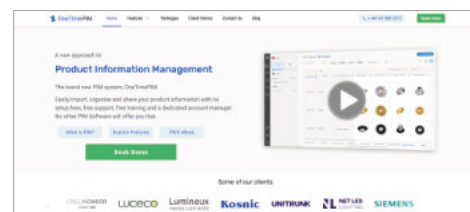
Gewiss holds stocks available for next-day delivery in the UK and welcomes the opportunity to work with distributors. Contact the company at [customerservice-uk@gewiss.com](mailto:customerservice-uk@gewiss.com).

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



## Manage product data with OneTimePIM

**Electrika Limited** has been managing data in the manufacturing industry since 1992. OneTimePIM was born out of the needs of Electrika to manage large amounts of product data for electrical manufacturers.



This experience led us to build one of the most sophisticated PIM systems on the market, that caters for both manufacturers and wholesalers.

OneTimePIM aims to simplify product information management. Our mission is to make it effortless for manufacturers to import, organise and share their data with sales websites, catalogues, wholesalers and more. Our dedicated team of experts will help you every step of the way, from setup to training to ongoing support.

The PIM system will be at the heart of your company. Once integrated, it should become almost unnoticeable, empowering your staff to streamline data management and get things done seamlessly. Our expansive integrated feature list allows for collaboration across teams and our clients notice significant increases in productivity.

Our one-to-one customer service is unrivalled. To find out more, head to our website to book a free demo.

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

## MVHR equipment ready to go from Airflow

The range of efficient and cost-effective MVHR solutions on the market just got wider. **Airflow Developments Limited** has more than 20 residential MVHR units in its Entro and Adroit ranges, available ex-stock for projects with short lead times. Many of these are SAP Appendix Q-certified/eligible and Passive House accredited.



The Entro family of vertical and horizontal entry MVHR units provide ventilation with heat recovery for dwellings up to 277m², with airflow rates up to 128 litres per second. The range offers flexible installation – Entro-V models are installed in a vertical mounting position on the wall or floor with interchangeable spigot positions. Units in the passive house-accredited Entro-H range are light, making them adaptable for wall, ceiling or floor-mounted locations.

The Adroit family includes high-quality and efficient residential MVHR units for use in dwellings up to 400m², and can extract up to 258 litres per second. Adroit can also be mounted on wall, ceiling or floor and is fitted with the latest in smart technology, so the user can monitor and control home ventilation using a smartphone, tablet or computer.

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



## More than just products

**NVC Lighting Ltd's** catalogue announces a raft of exciting developments including new and upgraded fittings; a new, multi-tiered control system; and technical articles on a variety of lighting-related topics.

The latest products include DALLAS, NVC's new surface/suspended fitting that can be installed singly or in different shapes; SYRACUSE, the compact, recessed emergency fitting; FARGO, a backlit recessed panel; LINCOLN, the stylish recessed LED panel with UGR less than 19; SPARTAN, now CCT selectable, more efficient and easier to install; TEXAS, a contemporary styled batten; and AZTEC, now with 1-10V dimming as standard.

Also, NVC has overhauled its emergency lighting range with new options and performance levels across the Core and Pro ranges, a five-year battery warranty on all lithium battery products and the addition of self-test versions across the whole contractor product offer.

View and download the catalogue from NVC's website.

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

## Unistrut expands its West Bromwich factory

Following exceptional growth, **Atkore Unistrut** and Marco have invested in an extra manufacturing facility at its West Bromwich site. The extra 7,500 square metres takes the manufacturing site to nearly 31,000 square metres.

Managing director Wayne Pearson says: 'This has been a key element of our strategic growth and will have many additional benefits. We are well positioned to provide sector-leading service and quality to our customers as the UK economy bounces back from such challenging times.'

With this significant investment, Atkore will increase staff numbers, creating opportunities in the local community, significantly expanding operations and delivering innovation to the market, leading to sustainable growth.

The new site incorporates green energy, with LED lighting, EV charging and enhanced recycling.

[www.atkore.com/unistrut](http://www.atkore.com/unistrut)



## Fast and easy certification for EV charge points – and more

With the demand for electric vehicle (EV) charge points growing rapidly, contractors need a fast and convenient way to test and certify charge point installations.

That's what **Megger Ltd** is offering with its MFT1741+ multifunction tester, along with the EVCA210-UK EV adaptor and the new CertSuite software package that is designed to run on any PC, Mac, iOS or Android device. The MFT1741+ and EVCA210-UK are all a contractor needs for safe, fast and convenient testing of EV charge

points. When tests are complete, the results can be transferred from the MFT to the EV test certificate in the CertSuite app. The certificate can be emailed to the customer, saving time and virtually eliminating errors.

CertSuite is not just for EV charge point testing – it includes certificates for all types of LV electrical installations – fire alarms, emergency lighting and PV systems. There's a one-month free trial, so it's a good time for your customers to give it a try.

[www.uk.megger.com](http://www.uk.megger.com)



## Versatile panelboard for multiple applications

If you are looking to accommodate outgoing MCCBs of a different frame size or to upgrade your existing system, **Eaton Electric Limited's** Memshield 3 MCCB panelboard will meet the needs of specifiers, consultants and contractors.

The company has a range of MCCB panelboards and pan assemblies with all the options you need from a straightforward panelboard to a comprehensive panelboard system. The range includes incoming devices from 250 to 800A and a choice of outgoing ways, including a new 18-way panelboard to provide more flexibility and choice.

Memshield 3 MCCB panelboards are designed to make it easy to incorporate metering with a plug-in cabling system that ensures faster and error proof installation. It has both incoming and outgoing metering options to ensure compliance with Part L2 of the Building Regulations. The risk of errors is eliminated, and a meter can be wired in less than 15 minutes.

<https://eaton.works/3EeleTh>



## Heat pumps and electric panel heaters decarbonise heat in homes

Increasing pressure to achieve the UK's net zero carbon targets means efforts to decarbonise and electrify heat in new and existing buildings are accelerating. This inevitably brings about more stringent regulations. As the construction industry navigates these new challenges, compliant and commercially viable solutions are emerging.

The innovative Edel hot water heat pump from **Glen Dimplex Heating & Ventilation** is an integrated air-source heat pump and hot water cylinder, developed to meet this challenge. Its low-carbon technology delivers domestic hot

water. Paired with electric panel heaters, it forms an electric hybrid system that can cut a building's carbon footprint and increase energy efficiency.

It comes pre-wired for fast installation. The commercial success of the system has resulted in more stringent specifications, which are likely to become more demanding still when revised Building Regulations are published later this year.

GDHV offers many technologies that help meet the future decarbonisation needs of heat in residential properties.

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

## Catalogue is kinder to the planet



The Knightsbridge 2022 catalogue from **ML Accessories Ltd** is jam-packed with more than 600 new products, and full from cover to cover with great ideas, innovations and inspiration.

The catalogue features some exciting introductions including SpektrLED®, the first downlight with 40 permutations from a single product thanks to its selectable wattages, CCTs and choices of bezel.

With an eye on the smart home of the future, additions to the Smart range include lamps, sensors and a security camera, all controllable using the free Smartknight app.

Good design and good looks are never far behind technology, and the 2022 edition showcases updates to the popular screwless switches and sockets portfolio, where anthracite and smoked bronze finishes join the other contemporary styles. Lighting products across the board have been refreshed, with the bathroom and domestic lighting offerings showcasing significant increases to what's available.

In line with its 'Committed to a Brighter Future' initiative, Knightsbridge has printed its 2022 catalogue on PEFC-accredited paper that has been carbon balanced, a scheme pioneered by the World Land Trust.

[www.mlaccessories.co.uk](http://www.mlaccessories.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.

Tuesday 5 October-

Friday 8 October 2021

**EDA Scottish Function**

Senior networking event at Gleneagles.

Wednesday 10 November 2021

**EDA Regional Business Forum**

This face-to-face forum will take place in Northamptonshire.

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

Thursday 18 November-

Friday 19 November 2021

**European Union of Electrical Wholesalers (EUEW) Annual Business Convention, Barcelona**

For members committed to growing their business in Europe.

Tuesday 23 November and

Wednesday 24 November 2021

**Talking Shop Zoom Dialogue – virtual event for Members & Affiliates**

From 11am to 12.30pm. Join us for an exchange of information, views, latest market developments, forecasts and results. Register at [www.eda.org.uk](http://www.eda.org.uk). Sessions are repeated, so choose the date that suits you best.

Wednesday 1 December 2021

**EDA Digitalisation Forum**

America Square Conference Centre, 17, One Crosswall, America Square, London EC3N 2LB

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

Thursday 3 March 2022

**EDA Annual Awards Dinner**

InterContinental Hotel, Park Lane, London

Monday 14 March-

Wednesday 16 March 2022

**Light + Building, Frankfurt**

An EDA delegation, including senior wholesalers and presidential teams from related trade associations, will visit the exhibition.

## SECTOR NEWS

# Plastic packaging tax may require HMRC registration

A Plastic Packaging Tax comes into force in April 2022. All producers and importers of plastic packaging, filled and unfilled, will need, as a minimum, to keep records of plastic packaging they make or import regardless of quantity or content.

Anyone producing or importing more than 10 tonnes of plastic packaging in any 12-month period will need to register with HMRC, even if they are not liable to pay the tax.

The tax will be payable by those producing or importing over 10 tonnes of plastic packaging in any 12-month period where the packaging has under 30% recycled material. The tax will be levied at £200 per tonne of qualifying packaging.

### Get ready now

Companies affected should get ready now by checking that relevant colleagues are aware, gathering information on their packaging content and reading the detailed guidance available at the Government's website.

This includes information on what counts as plastic, as well as certain exemptions (such as when the packaging is intended for re-export). At time of writing, some details have not yet been published, such as



guidance on the registration process and invoicing.

### Check your invoices

If you purchase packaging from UK suppliers, you will see the tax appear on invoices, because packaging producers will be required to do so.

Keep in mind that all producers

and importers of any type of plastic packaging need to take action, because HMRC has said it is your responsibility to prove that you are not liable to pay, and that all should at least keep records.

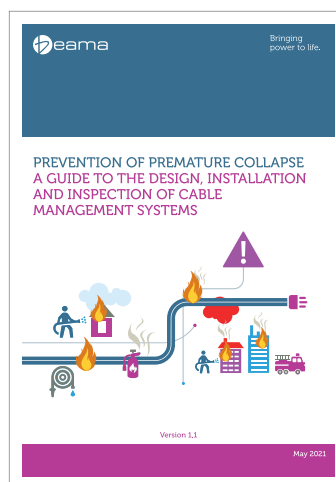
[www.gov.uk/government/publications/get-your-business-ready-for-the-plastic-packaging-tax](http://www.gov.uk/government/publications/get-your-business-ready-for-the-plastic-packaging-tax)

## Beama offers cable management advice for your installer customers

On 6 April 2010, two firefighters died tackling a blaze at Shirley Towers in Southampton. Plastic cable trunking failed and the firefighters were caught up in the dangling electric cables.

Wholesalers should download this latest guide from BEAMA, the trade association for the electro-technical manufacturing sector, and use it to help ensure your contractor customers understand the regulations and buy the right cable management equipment for the job.

This and other guides are in the resources section of BEAMA's website. [www.beama.org.uk](http://www.beama.org.uk)



## Bohannon takes strategic LIA role

Bob Bohannon has joined the management team of the Lighting Industry Association (LIA) as Head of Academy and Policy.

Bohannon will oversee and co-ordinate those who support policy in the LIA, develop key relationships, create wider cross-industry links and work with the newly created government affairs committee.

The appointment brings Bohannon's career full circle: his 35 years in the industry started with an LIA Certificate Course. [www.thelia.org.uk](http://www.thelia.org.uk)