

## Supply chain looks to future at third digitalisation forum

More than 100 electrical wholesalers, manufacturers and solution providers met in London to discuss the latest thinking on ecommerce in the sector



▲ Open exchange: Jeremy Saunders (inset) from CEF shares his company's digital journey with delegates

The EDA's 3rd Digitalisation Forum and 1st Digitalisation Awards, celebrating excellence in product data, took place recently in the City of London, attended by more than 100 delegates from UK wholesalers, manufacturers and solution providers.

The event is designed to help UK wholesalers future-proof their businesses by sharing the latest thinking on the ecommerce landscape, their customers' buying habits, and their options for digital systems that will improve and automate their operations.

### Non-proprietary

From internal business systems through to full-service ecommerce

websites, delegates had access to open sessions designed to provide clarity in a non-proprietary format.

The event also focused on the importance of working with manufacturers to obtain the highest quality product data to drive sales and how electrical wholesalers can learn from best practice in other sectors when creating their digital strategies.

### Booming ecommerce

Margaret Fitzsimons, CEO at the EDA, who opened the Forum, said: 'Since the onset of the pandemic, ecommerce has boomed in every sector and electrotechnical is no exception; but B2B is, for the most part, some way behind the B2C sec-

tors. There was no shortage of inspiration from our speakers who shared their experiences of best practice.

'We were delighted to secure James Hardy, a speaker of international renown on ecommerce and online growth strategies, and delegates heard from the UK's retail grocery sector about the barcode revolution and how the electro-technical sector could benefit too.'

### Complexity vs confusion

Richard Appleton, General Manager, EDA Data Services, added: 'The digital systems that businesses depend on to harness, connect and process product data are every-

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### FROM THE BOARDROOM

When I was asked to write this piece reflecting on the past year, there were many points I would have liked to mention, but we are limited to 180 words, so I wanted to focus on just one – the resilience and commitment of our industry's front-line staff.

With (at the time of writing) three lockdowns since the start of the pandemic over 18 months ago, we can only hope we have seen the last of such restrictions.

EDA members are faced with the challenge that a significant proportion of our staff (particularly drivers and warehouse teams) are in roles that can't be done remotely. They have had to carry out their duties under the increased pressure the virus has brought, in a very difficult environment, while ensuring they are protecting themselves, their colleagues and our customers, as well as their families and loved ones.

The way our teams across the industry have risen to this challenge and adjusted to a new way of working has really shone a light on the dedication of our front-line staff.

I am sure you will join me in thanking all of our teams for their hard work and effort in 2021.

A happy and prosperous New Year to them and all our readers!

**Charlie Lacey**

Stearn Electric Co Ltd  
EDA Board of Management

### New Member round-up

Welcome to the latest businesses to join the EDA:

- From The IBA Buying Group, we have Sheffield-based **AA Electrical Wholesalers & Lighting Ltd.**
- From AWEBB, we welcome **Service Electrical Distributors Ltd** of Bootle.
- And another Affiliate Manufacturer has joined our ranks in the form of **KSR Lighting Ltd.**



For listings of all Members and Affiliates, visit [www.eda.org.uk](http://www.eda.org.uk)



# Third digitalisation forum

◀ From front cover where, but complexity also brings confusion.

'Today we aimed to provide clarity by offering delegates access to some straight-talking panel discussions. We are most grateful to our Affiliate Solution Providers for setting aside their commercial interests and coming together to share their expertise for the good of the sector.'

**Gold standard**

The event also included the presentation of the inaugural EDA Digitalisation Awards, celebrating the 12 manufacturers whose product data has achieved the

highest quality Gold Standard (see picture, right).

The winners, selected from more than 50 leading brands currently syndicating their data through the EDATA data pool, are: Aico Ltd, Ansell Lighting, BELL Lighting, Collingwood Lighting, JCC, LEDVANCE Ltd, Lewden, NVC Lighting Ltd, Signify (Philips Lighting), Timeguard Ltd, Wiska UK Ltd, and Prysmian Cables & Systems Ltd.

The Digitalisation Forum was sponsored by these Affiliated Solution Providers: Intact Software, ES Tech Group, OrderWise, eCommonSense (An ECI Software Solutions Company), and Kerridge Commercial Systems.

How can we help your business on its digitalisation journey? Call EDA Data Services on 020 3141 7350.



1st Digitalisation Awards: (L-R) James Simpson, WISKA UK Ltd; Eduard Biteanu, NVC Lighting Ltd; Michael Wright, Aico Ltd; Richard Appleton, EDA Data Services; Javier Garcia, EDA Data Services; Giovanni Baccini, Lewden; Richard Moyes, Prysmian Cables & Systems Ltd; Matt Claydon, Signify (Philips Lighting).

# Lewden, Timeguard and Signify make a golden dozen

Three more manufacturers have earned EDATA Gold Quality Achieved status for product data quality, bringing the total to 12



Twelve manufacturers have earned EDATA Gold Quality Achieved status, with Lewden, Timeguard Ltd and Signify being the latest to join their ranks.

Richard Appleton, General Manager at EDA Data Services, said: 'The Gold Quality Achieved badge means your product data held in EDATA is of the highest quality. All data held in the data pool is benchmarked and ranked according to our strict quality standards. There is a great deal of hard work behind this achievement, which is why it is worth celebrating.'

EDATA is the 'by the industry, for the industry' data pool of ecommerce-friendly manufacturer

product data for electrical wholesalers to use in their websites and digital business systems.

For more on EDATA and the businesses that are using it, visit [www.eda.org.uk](http://www.eda.org.uk) and visit the ETIM & EDATA section.

**Review and adapt**

Our ETIM UK Working Groups have reviewed and adapted the ETIM standard for the UK market. ETIM, the international data model is concerned with the technical information for a product, is a global standard adopted in many markets, which means that it has to be tailored to reflect the UK market and that work is continuous.

**DIGITALISATION & PRODUCT DATA NEWS IN BRIEF**

For help with digitalisation, call Richard Appleton, EDA Data Services, on 020 3141 7350.

**Strategic worry**

'Adapting my business for a more digitalised world' is the number one strategic challenge cited by EDA wholesalers responding to our November 2021 survey.

**The EDA Data Services team is here to help, call 020 3141 7350 and ask for Kiera, Javier or Richard.**

**Acid Test**

The manufacturers' Code for Construction Product Information (CCPI), developed in response to the Hackitt report, sets out five acid tests for construction product information – it should be clear, accurate, up-to-date, accessible and unambiguous.

If you are interested in CCPI accreditation, register at [www.cpicode.org.uk](http://www.cpicode.org.uk).

**Behind the Bar**

GTIN – or Global Trade Item Number – is the number under a barcode. It is also known as the European Article Number (EAN) or Universal Product Code (UPC). The EDA is working with GSI in the UK, the only authorised provider of GTINs, to adopt the code as the unique product identifier for the electro-technical sector. In our November 2021 survey, 80% of EDA manufacturers said all or most of their products were GTIN coded, 10% said some were, and another 8% expected all their products to be coded within two years.

## News and views from around the forum



'The Future of the Wholesaler' delivered by keynote speaker James Hardy. James is a global businessman, ecommerce specialist and former Head of Alibaba Europe. A selection of James' slides is available to download at [www.eda.org.uk](http://www.eda.org.uk).



▲ Ecommerce is booming: the EDA's Richard Appleton and Margaret Fitzsimons with Ying Hu of Kosnic

**Excellent depth of information, and pitched at the right level**

Delegate feedback

**Beneficial with some great insights into the future of the industry**

Delegate feedback



▲ Getting to grips with PIM: Stuart Squires, Consulting Director at Comma Group, chairs one of three 'ask the experts' panel discussions

**James' and Jeremy's presentations blew my mind – almost scary but really wonderful future strategy**

Delegate feedback



▲ The team's all here: the WISKA UK Ltd team out in force (l-r) Chloe, James, Elliott and Rhiannon, with Neil Crook of Kosnic Lighting Ltd

**Latest to hit gold**

**Already gold**

**53 EDA Affiliate brands have joined EDATA**

EDATA, the 'by the industry, for the industry' data pool, welcomes 13 new manufacturer brands, bringing the total to more than 50.

EDATA increases data syndication efficiency, reduces time to market and gives manufacturers greater control of product information and branding.

**100,000 products in EDATA**

2021 has been all about progress, and the EDA Data Services team is delighted to share some of EDATA's big number milestones achieved this year:

**100k**

More than 100,000 UK products available in EDATA from more than 30 different manufacturers. As a manufacturer, if you get data directly from the pan-European manufacturers you may get thousands of products which are not sold here.

**1.5m**

More than 1.5 million ETIM Features populated within EDATA. The ETIM hierarchy is Group, Class and then Feature. Features are the detailed technical information about a product, such as colour, material, watts and so on.

**80k**

More than 80,000 unique products assets available. These are images and other important documentation such as technical data sheets, safety data sheets, instructions, and certificates available in EDATA



# Trainers learn the ropes on secondment

Three EDA apprenticeship trainers went behind the scenes at wholesalers to learn about electrical wholesaling – how did they get on?

Lucky Grewal, Karen Panks and Damien Ryan, three trainers from the Learning Skills Partnership (LSP), went on wholesaling secondment recently to improve their knowledge and understanding of the sector.

## Delivering the goods

All three deliver the popular Trade Supplier Level 2 Standard as part of the Association's Apprenticeship Service.

Tracy Hewett, Education and Training Consultant at the EDA said: 'We are very grateful to Albion Electric Stores Ltd, City Electrical Factors (CEF) and Edmundson Electrical Ltd for giving their time so generously so trainers can keep their skills and knowledge of the sector up to date.'

## Access all areas

'These trainers were given access to

every part of the branch and even tried their hand at cable cutting! This opportunity ensures that the delivery of the Trade Supplier apprenticeship in our sector is specific to our EDA membership.

## In the pipeline

There are more secondments in the pipeline, and if your branch could offer a similar opportunity we'd love to hear from you.'

## HOW THEY GOT ON



**Lucky Grewal**

### CEF, Reading

'I met some great individuals at CEF who supported me to develop my knowledge. They were happy to answer all the questions I fired at them throughout the two days!'

'I'll use this knowledge and understanding to support my apprentices, it will certainly help me understand the terminology when discussing policies, procedures and products with them.'



**Karen Panks**

### Edmundson Electrical Ltd, Sheffield

'It has given me an insight into the systems and procedures, and how the different branches provide different product offers. It will help when working with apprentices.'

'The team is clearly passionate about customer service and will go above and beyond to exceed customer expectations and develop long-lasting relationships. The work environment is very professional and welcoming for anyone visiting the store.'



**Damien Ryan**

### Albion Electric Stores Ltd, Leeds

'It is clear that Albion has developed outstanding relationships with its customer base. It offers a knowledgeable and friendly service to all customers, including those visiting for the first time.'

'I now have a better understanding of how each department works together – and of the wider sector – that will certainly help me when I speak to my apprentices who are just starting out on their electrotechnical careers.'

# A focus on the quality of apprenticeship delivery

Tutors and trainers from the EDA's Apprenticeship Service get around the table to share ideas and good practice

**Training evolves to keep pace with the skills and knowledge that EDA businesses rely on**

**John Henry**  
EDA Apprenticeships Plus

Four times a year, trainers involved in the EDA Apprenticeship Service meet to share ideas and good practice. These roundtables are hosted by EDA Apprenticeships Plus, which manages the Apprenticeship Service for Members and Affiliates, and the EDA.

The EDA's Apprenticeship Service uses a roster of training companies, each one covering a different region of the UK. Bringing training providers together to brief them on the latest developments in the electrotechnical sector and to share ideas, resources, and good practice is all part of our service.

In November 2021, representatives from five training companies, all of whom deliver the Trade Supplier Level 2 Apprenticeship Standard, joined the EDA and EDA Apprenticeships Plus at Steam Electric Co Ltd's West Midlands location.

## Invaluable

Dan Cooper of TACS said: 'The businesses around the table train apprentices all day, every day, and the opportunity to feed back and make suggestions is invaluable.'

John Henry, MD at EDA Apprenticeships Plus, added: 'Our focus is

on the highest quality apprenticeship delivery and the EDA Apprenticeships Plus service is UK-wide, so we partner with several training providers. Roundtables help us share the latest developments, ensuring that apprenticeships evolve to keep pace with exactly the skills and knowledge that EDA businesses rely on.'

## Get involved

Matt Beasley of Remit Training said: 'We're a relatively new provider on the EDA Apprenticeship Service so it was good to get a better understanding of the wholesaler sector. The secondments are a great idea, we're keen to get involved.'

The trainers discussed how to share ideas to ensure success, the challenges faced by apprentices and tutors, and the crucial role of managers in apprenticeship success.

They also reviewed drafts of two imminent publications from the EDA. First is the *EDA Apprenticeship Guide for Managers*, which we hope to release in the first quarter of 2022. The second is *Power It Up*, a guide for new recruits to the electrotechnical sector. *Power It Up* is in development and expected to be released early in 2022.



◀ Around the table (l-r) John Henry (EDA Apprenticeships Plus), Matt Beasley (Remit Training), Gavin Lewis (Didac Training), Vicky Jones (EDA Apprenticeships Plus), Pery Jones (EDA Apprenticeships Plus), Tracy Hewett (EDA), Melvyn Wright (Aston Training), Dylan Hopper (Learning Skills Partnership), Lucky Grewal (Learning Skills Partnership), Dan Cooper (TACS Training), Elaine Stanley (Didac Training)

## Rio wins apprenticeship awards

In October, Rio Tsang, who is studying for his Trade Supplier Level 2 Apprenticeship, won the London Regional Heat in this year's National Apprenticeship Awards 2021. Rio works for CDR Electrical Wholesalers Ltd, with branches in Surrey and Middlesex, part of the Fegime UK buying group.

Adam Cocks, Director at CDR, said: 'Rio is a standout example of what can be achieved with the right drive, passion and positivity towards a job and life. He is genuinely a cut above the rest.'

Rio added: 'My apprenticeship has helped me to become a better person both inside and outside of work. I know I can contribute to the wider goals of the business, which has improved my self-esteem.'

Rio is trained by Didac Training Ltd as part of the EDA's Apprenticeship Service, which is managed by the Association's partner, EDA Apprenticeships Plus.



## TRAINING & APPRENTICESHIPS NEWS IN BRIEF



To discuss these opportunities, call Tracy Hewett, Education and Training Consultant, on 020 3141 7358.

### £3,000 cash

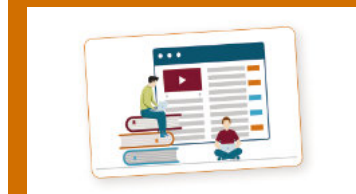
The incentive for businesses that engage with apprenticeships has been extended to 31 January 2022. The cash is a government incentive for business that the Chancellor offered in his October 2021 budget (see story, opposite).

### Downloadable factsheets

An online resource of factsheets about some of the most popular apprenticeships for EDA businesses in England. It's a good starting point when you're thinking about an apprenticeship for a new recruit or someone already in your team.

### New courses

Courses have been added to our online Training Directory – a hub of courses for EDA businesses – free, subsidised, and some with a fee.



### New Kickstart deadline

Businesses looking for a Kickstart (the work placement scheme for 16 to 24-year-olds) now have until 31 January 2022 to apply. The *Kickstart Support Service: a guide for EDA businesses*, available at [www.eda.org.uk](http://www.eda.org.uk), outlines how the scheme works.

## EDA leads UK group at EUEW convention



In November, for the first time since 2019, wholesalers from across Europe assembled in Barcelona for the European Union of Electrical Wholesalers (EUEW) Convention. The EDA delegation joined counterparts from 22 countries.

Margaret Fitzsimons, chief executive at the EDA, said: 'The EUEW's speaker programme is fantastic and the experience offers the chance for wholesalers to reflect and learn from one another.'

The UK delegation was Chris Ashworth, Edgar Aponte, Simon Barkes, Samantha McFall, Mark Ellis, Charlie Lacey and Margaret Fitzsimons. The group was joined by Tom Meyerattken and Jeff Brittain of CKI and Catherine Connolly of ML Accessories. Martin Bailey of NG Bailey, who has just started his three-year term as President of EuropeOn (the European Association of Electrical Contractors Associations) also attended. Representatives from Robus European were also there.

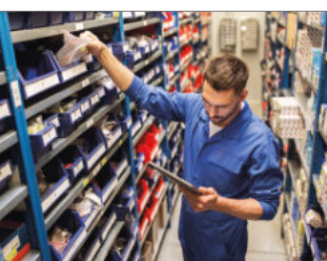
The next convention is in 2023, please join the EDA group. Call Margaret Fitzsimons, CEO, on 020 3141 7350.

## LAST CHANCE Don't miss out on £3,000 for apprenticeships

You'll have to act fast, but if you recruit a new apprentice before 31 January 2022 you'll be eligible for the Government's £3,000 cash incentive (£4,000 in Wales).

Call Tracy at the EDA on 020 3141 7358 or email [tracy.hewett@eda.org.uk](mailto:tracy.hewett@eda.org.uk).

The £3,000 cash incentive is paid in two parts: £1,500 after three months, and £1,500 after 12 months.





## Website update enhances online ordering

**Europa's** new website is live, with features designed to enhance the online ordering experience.

The website has been built with wholesalers in mind. Essential information is easily accessible so wholesalers can make informed choices. Changes include:

- **Improved navigation menu** for quick and easy product selection.
- **Filters** that narrow down and speed up searches.
- **Product pages** with key features, downloadable datasheets and EAN codes.
- **Downloads, knowledge base** and **blog** pages with access to even more useful and engaging content and resources.
- Placing **orders** is faster with the new quick order pad.
- Product **favourite lists** make repeat orders easier.



- View **stock availability** at the Luton and Manchester warehouses for faster, more convenient collection.
- Get immediate answers with **live chat**. All online orders are fast tracked and there are multiple delivery options for added flexibility. The new website is part of Europa's recent rebrand. [www.europa-plc.com](http://www.europa-plc.com)

## Ansell launches coastal floodlight



**Ansell Lighting** has added a marine-grade finish product to its Aztec floodlight range.

Aztec Coastal resists corrosion, rust and colour fade and is recommended for use within 50 miles of the coast. A 3,000-hour salt spray test and IP66 rating means it can withstand severe weather and damage from sea salt.

Aztec LED floodlights have a number of options, sophisticated aesthetics, durability, high-output performance and sustainability. They are available in symmetric and asymmetric distributions and a wide range of wattages (50, 100, 150, 200 and 300W) with black powder-coated die-cast aluminium housings.

The even beam distribution pattern (120 x 120 degrees), makes it suitable for shipping ports, outdoor storage and container facilities. The asymmetric floodlight (120 x 60 degrees) is for car ferry/passenger terminals, car parks, docks, harbours, piers and sports pitches/courts.

The Aztec Coastal has 150 LPW efficacy, ensuring lower energy consumption with high output. The 300W variant delivers 44,000 lumens, with an LED lifespan of L80 B10 54,000 hours, ensuring minimal lumen depreciation.

The product has 1.5m of pre-wired cable, a movable bracket and a five-year guarantee. [www.anselluk.com](http://www.anselluk.com)

## Fan delivers the right installed performance

Adequate ventilation is critical to our health and wellbeing, as well as keeping our homes free from mould and condensation. However, intrusive noise, concerns about running costs or under-performing installed products can mean that ideal ventilation rates are not achieved.

The Unity CV3 from **Greenwood (part of the Zehnder Group)** is the next generation of extractor fan and has been designed to take on board the continued importance of reducing energy use, easy compliance and contribution to wellbeing by eliminating nuisance noise.

Running continuously once installed, CV3 uses air sensing technology to measure and regulate the airflow itself to achieve the correct extraction rate for the room.

This contributes to delivering good indoor air quality and helps eliminate mould and condensation because the fan is doing what it is designed to do.

Besides the health benefits, the Unity CV3 is also kind to the occupant's bank balance because it has one of the lowest running costs for a continuous fan – an average of 97p per year. That's less than the cost of two cans of branded baked beans for the entire year.

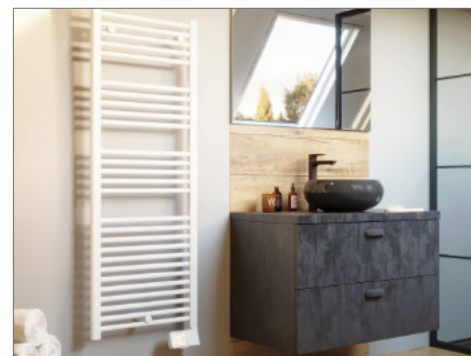
[www.greenwood.co.uk/cv3](http://www.greenwood.co.uk/cv3)



## Atlantic announces Sensis launch

**Atlantic** has introduced a new solution for bathroom heating and towel warming into the brand product range that complements the existing range of panels and oil-filled radiators.

The Sensis towel dryer uses thermofluid technology and is designed for comfort and simplicity. It has an integrated programmer, integral, adjustable thermostat with up to 60-minute Boost timer. For use with a third party control, the Sensis 200W has simple on/off switch control.



Sensis lets you control the heat through an electronic thermostat and provides 25% energy savings through its integrated programming and is fully ERP compliant. The user-friendly digital display provides three simple programming modes – Eco, Comfort and Boost – providing a full warming, drying and heating solution and spa-like luxury for the home.

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

## Elkay distributes Elmex



Energy-saving switches and controls company **Elkay (part of BDH Ltd)** has completed a partnership deal with Elmex to distribute, market and support DIN rail-mounted terminal blocks and PV solar connectors to the UK and Irish distributor and wholesale market.

General manager Paul Onyett said: 'Elmex chose to work with Elkay because of our previous experience in this market and our excellent rapport and relationships with key partners. Our plan from the start was to make the Elkay offer that many wholesalers were familiar with back at the turn of the century where Elmex was known for quality electrical products at competitive prices.'

'Our aim is to provide our partners with products that will enable them to grow with us as we expand our product footprint and territory. We plan to add many new products and will introduce these to our partners over the next year.'

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

## Stylish desktop modules from Marshall-Tufflex

**Marshall-Tufflex** has expanded its under-floor to desk collection with a range of stylish desktop modules.



Providing simple, flexible access to power, data and USB charging at the desk surface, the new desktop modules help meet demand for flexible workspace, whether it be in commercial or domestic office applications.

The sockets are angled at 45 degrees to accommodate large plugs and transformers and include a master switch with neon power-on indicator. The modules are easy to install with a flat base, so they easily mount to desks and can be attached using desk clamps or adhesive pads, both of which are supplied with the module.

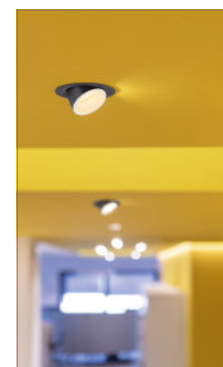
The modules are equipped with fast-charging USB type C sockets for charging devices such as smartphones and tablets. The 6C cutouts let the user populate the unit with their choice of data or multimedia outlets.

[www.marshall-tufflex.com/catalogues/](http://www.marshall-tufflex.com/catalogues/)

## Flexible lighting system

**SLV Lighting UK Ltd** has launched its NUMINOS® range of luminaires.

The range comprises downlights and spotlights, around which the lighting system can be configured. Downlights are available in fixed or swivelling versions with a choice of colour output, reflector angle, filter and decorative ring. Options for spotlights include three housing sizes, choices of colour output and selectable lenses, together with a choice of fixtures – swivelling or fixed ceiling, pendant or for three-circuit track systems, all designed to work together to achieve the perfect lighting environment.



SLV's online configurator is an easy-to-use tool that allows the build-up of individual luminaires or the overall scheme configuration.

NUMINOS® luminaires can be used in domestic and commercial projects such as hotels, shops and offices.

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

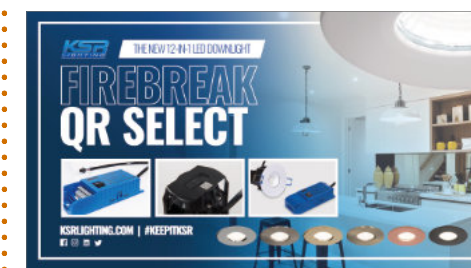
## Flagship Firebreak luminaire can be tailored to user's needs

**KSR Lighting Ltd** has launched a flagship luminaire from its Firebreak Qr range.

The Firebreak Qr Select 12-in-1 downlight allows the user to tailor the downlight to their specification, whether they want a lower wattage or a different CCT colour. It is suitable for domestic and commercial applications in which the wholesaler may be unsure about what the customer needs, thus saving time and money on site visits.

KSR's high-quality, trouble-free Qr range of downlights are IP65 rated, with a loop in/out driver.

They are dimmable as standard. Complemented by a range of optional bezels, L70 (greater than 33,000 hours life), and backed by a three-year warranty, the product will give years of trouble-free service.



Other downlight features:

- Multi wattage – 5, 7, 9W
- Quad CCT – 2700, 3000, 4000, 6000K
- Up to 780 lumens
- CRI: RA>82
- Isolation switch to speed up circuit testing
- Phase dimmable as standard – see website for recommended dimmers
- Supplied with white bezel.

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

## Can air sterilisation really kill Covid?

The test results for the KTII Air Steriliser, from **Red Arrow Electrical Distribution Limited**, show a 99.99% reduction in airborne virus particles.

Independent biomedical researcher Airmid Healthgroup Ltd, tested the KTII in laboratory conditions using a SARS-CoV-2 surrogate, Bacteriophage MS2. KTII's multi-barrier approach dramatically reduced the virus's infectivity indoors – virtually eradicating it.

Schools and workplaces have been advised to keep windows open. It's difficult to scientifically assess how effective this is, and in colder weather it will become harder to maintain the policy.

The KTII Medical Grade Dual Technology Mobile Air Sterilisation System combines the largest medical-grade HEPA14 filter (18m²) with an ultraviolet germicidal irradiation chamber. It filters

## Kosnic's latest LED lamp takes a fresh approach

K2D lamps from **Kosnic Lighting Ltd** take a fresh approach to functional lighting. They have switchable wattages of 9, 12 and 18W as well as switchable CCT of 3000, 4000 and 5000K.



K2D lamps are also available in standard or a built-in dusk-to-dawn version with corridor function setting. The lamps are compatible with Kosnic's plug-in emergency modules so there are no barriers to fitting LEDs in commercial fittings.

The products bring the energy-saving capabilities of LED technology to the commercial environment and the lamps can replace existing fluorescent lamps with no rewiring if space allows.

Kosnic decided to combine every benefit of its award-winning LED DD lamp including the colour temperature and wattage choice into one lamp. It even includes the patented built-in emergency socket and LED indicator as standard.

Kosnic says there is no other LED DD lamp on the market like the K2D. The lamp offers nine products in one, saving valuable stock space and giving the user flexibility to customise the product to suit any application.

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



and captures viruses, bacteria and pathogens before rupturing, disrupting and destroying their microbial DNA and RNA to sterilise the air.

In 30 minutes, the KTII reduced the virus' PFU from 7.6 log<sub>10</sub> PFU/m³ to below the limit of detection – a reduction of 99.99%. A smaller version, KTIII, also has proven effectiveness through the same tests.

Contact [graham.lewis@redarrowelectrical.co.uk](mailto:graham.lewis@redarrowelectrical.co.uk) for more information.

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



## DIARY DATES FOR EDA MEMBERS AND AFFILIATES

Events are subject to change, so visit [www.eda.org.uk](http://www.eda.org.uk) for the latest details or call the EDA on 020 3141 7350.

Tuesday 25 January 2022 &  
Thursday 27 January 2022

### Talking Shop Zoom Dialogue

A virtual event for Members and Affiliates. Join us for an exchange of information, views, latest market developments, forecasts and results – from 11am-12.30pm. Sessions are repeated so choose a date to suit you. Quarterly Zoom Dialogues for 2022 are held on:

- Tues 26 & Thurs 28 April,
  - Tues 26 & Thurs 28 July, and
  - Tues 25 & Thurs 27 October.
- Register at [www.eda.org.uk](http://www.eda.org.uk)

Thursday 3 March 2022

### EDA Annual Awards Dinner

At the InterContinental Hotel, Park Lane, London.

Friday 4 March 2022

### EDA Education & Training Awards

At the Shard, London, celebrating outstanding apprentices and product knowledge successes. By invitation only.

Tuesday 15 March - Thursday 17 March 2022

### Light + Building, Frankfurt

EDA delegation including senior wholesalers and presidential teams from related trade associations.

Wednesday 4 May 2022

### EDA Regional Business Forum Newcastle/Gateshead

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

Wednesday 8 June 2022

### EDA Regional Business Forum Venue TBC

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

Thursday 7 July 2022

### EDA Manufacturers' Summer Event

An invitation-only event for wholesalers and manufacturers. Venue to be announced.

Wed 24 August 2022

### EDA Regional Business Forum Venue TBC

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

## SECTOR NEWS

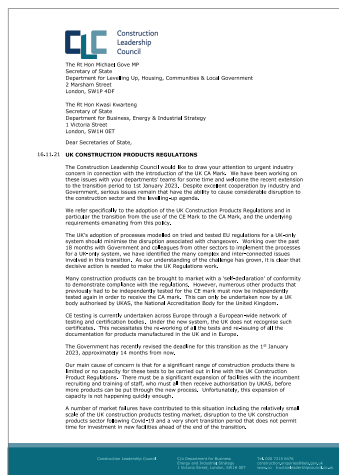
# CLC voices industry UKCA Mark worries

The Construction Leadership Council has written to levelling up secretary Michael Gove and business secretary Kwasi Kwarteng to draw their attention to the construction industry's concerns about the introduction of the UKCA Mark, which replaces the CE Mark after Brexit.

The Council says that, despite the extension of the transition period to 1 January 2023, there remain serious problems that could disrupt the construction sector, and the Government's 'levelling up' agenda.

It says that numerous construction products that were previously independently tested to achieve the CE Mark now have to be tested again by a UK body authorised by UKAS, the UK's national accreditation body. This is because the UK no longer recognises certificates awarded by the Europe-wide network of testing and certification bodies.

The sector will have to rework all the tests and reissue documents for products made in the UK and Europe. The CLC's concern is that, for many products, there is 'limited or no capacity for these tests to be carried out in line with the UK Construction Product Regulations', and that 'significant expansion of facilities' is necessary.



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This expansion is not happening fast enough, says the CLC, to meet the end of the transition period.

It says the Government must consider 'viable, practical alternatives', or the current testing backlog will not be cleared before January 2023. Among other things, it suggests the Government works with UKAS to find ways to bring new certification bodies onstream, and to allow subcontracting of test and certification, using overseas bodies if necessary.

Visit <https://tinyurl.com/UKCAconcerns> to download the letter.

## New alarm rules for homes in Scotland

From 1 February 2022, every home in Scotland must have interlinked heat and smoke alarms, and a carbon monoxide alarm where necessary.



These new rules are designed to keep property and people safe – and SELECT, the contractors' association for Scotland – is committed to helping everyone understand what they need to do next.

To help explain the new rules clearly, SELECT has produced an easy-to-follow animation and two advice brochures, plus an in-depth Technical Update. There is also a FAQs section to answer some of the most common queries.

There is a link to the SELECT resources on the EDA website. <https://tinyurl.com/heatandsmokealarms>

## Out now! EDA Key Contact Directory 2022

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

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

### What's inside?

The directory includes:

- alphabetical business listings for EDA members and affiliated members
- listings of trade associations in the supply chain
- a sector wide pull-out events calendar to help you avoid diary clashes.



endar to help you avoid diary clashes. We've done our best to ensure

the EDA Directory is accurate at the time of going to print, but if you spot a change that we need to know about, contact the EDA office on 020 3141 7350 or email [info@eda.org.uk](mailto:info@eda.org.uk).

### Check your profile

Your business also has a searchable profile on the Association's website at [www.eda.org.uk](http://www.eda.org.uk). It lists your head office and, for wholesalers, all your branches, plus your logo and 200 words to promote your business.

If you haven't checked your online profile recently, you can use the search tool on our home page and call the EDA on 020 3141 7350 to let us know of any changes.