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TAKING STOCK

AN UPDATE FROM THE ELECTRICAL DISTRIBUTORS' ASSOCIATION

Issue 29 April 2022

Annual Dinner 2022: 'It's great to be back with you!'

The EDA Annual Dinner, always the highlight of the Association's calendar, was back in force in its regular March slot, marking the start of spring



▲ Back at the InterContinental in March: Some of the 500 guests at the dinner, magician Ben Hanlin (top right) and Margaret Fitzsimons (right)



The EDA's Annual Awards Dinner 2022 was back in force at its regular March slot (after a short detour caused by the pandemic in September 2021). More than 500 representatives from wholesaler and manufacturer businesses were clearly delighted to be back in good company.

Investment in training

The EDA Investor in Training Awards are a high point of the evening and you'll find all the details of

who won what in our special supplement that starts on page 5.

Margaret Fitzsimons, CEO of the EDA, opened the proceedings, welcoming guests: 'It's great to be back at our normal diary slot in early March. For the world at large, daffodils and ducklings are the first signs of spring but for the electrical sector, it is the EDA Dinner that means that winter is behind us and we can look forward to longer and brighter days ahead. Can't you just

Turn to page 2 ►



FROM THE BOARDROOM

'Hi great to hear from you. How can I help you?'

With these words, wholesalers demonstrate the three pillars of our sector: service, solutions and relationships. Wholesalers have a number of advantages over artificial intelligence-run businesses: skilled people, local partnerships, professional skills and knowledge to solve customers' problems.

This sector's strength is the great people who know it backwards and inside out, and are flexible enough to respond to its ever-changing needs. Your business success hinges on your ability to retain and develop those people. And that is why the EDA's Apprenticeship and Training Service is here to support you.

Spring is awards season at the EDA. In this issue you'll find a feature supplement showcasing individuals who've delivered outstanding performance for their businesses, either as a manager commissioning the EDA's training or delivering an outstanding performance in an apprenticeship or EDA Product Knowledge Modules.

I hope you enjoy this extended edition of *Taking Stock* and, if you haven't done so already, that you'll be inspired to develop your people using the EDA's training offer.

Chris Ashworth
EDA President

Four new Members for the Association

Four more companies have joined the Electrical Distributors' Association as Members.

From The IBA Buying Group is Leicestershire company **Lighting & Electrical Distributors Ltd.**

The Association also welcomed AWEBB Members **GSM Electrical Supplies Ltd** in Chesterfield, **Falcon Electrical Wholesalers Ltd** from Leeds and **Green Bros**, based in Doncaster, into the fold.



For listings of all Members and Affiliates, visit www.eda.org.uk

T: 020 3141 7350 E: info@eda.org.uk training@eda.org.uk W: www.eda.org.uk



Electrical Distributors' Association



ElectricalDA



@eda_uk

Annual Dinner 2022: ‘It’s great to be back with you!’

◀ From front cover feel that positive, optimistic mood in the room!
‘Most of you are very loyal supporters of the Annual Dinner taking tables year after year and generously looking after your guests. Without you there would be no EDA Annual Dinner so thank you from everybody here.’

Join us in 2023
Join us on Thursday 9 March 2023 for the next EDA Annual Awards Dinner, but there’s a whole year’s worth of EDA events and Forums to enjoy before then.
You’ll find all our event details at www.eda.org.uk



▲ Thank you! Raising £8,180 for the Electrical Industries Charity (EIC): With the big cheque are Margaret Fitzsimons, CEO at the EDA; Stewart Gregory, President of the Electrical Industries Charity (EIC); and raffle prize winner, Ben Moore of Medlock Electrical Distributors.



◀ How does he do it? Ben Hanlin – star of Tricked, The Illusionists and Live at the London Palladium – baffled everyone with a series of amazing tricks. The four buying group heads, Paul Jenner of The IBA, Samantha McFall of ANEW, Mark Lambert of AWEBB and Alan Reynolds of Fegime UK had starring roles in Ben’s famous envelope trick.



Who’s top for training in 2022?

Who’s taking home a training award trophy in 2022? Turn to our special section starting on page 5 to meet all the winners.

Manufacturers and solutions provider join EDA as Affiliates

The Association extends a warm welcome to its latest Affiliate Members.

Manufacturers Automated Technical Controls Ltd (ATC), HellermannTyton, Hensel Electric UK Ltd and Linian Supply Co Ltd all joined the EDA at the start of 2022.

Agathos Systems Ltd becomes the latest EDA Solution Provider Affiliate.



For listings of all Members and Affiliates, visit www.eda.org.uk

Medlock’s Moore joins EDA Board



David Moore, Director at Medlock Electrical Distributors, has joined the EDA Board of Management, representing the ANEW buying group, as the MD of BEMCO, Simon Barks, steps down after 20 years’ service.

EDA President Chris Ashworth, MD of CEF, said: ‘The EDA Board and team is delighted that David has agreed to join us, but we are also sorry to see Simon go because his contribution to the Association and sector has been tremendous. Simon was elected to the Board in 2002, and has twice held the role of President – from 2013-15, coinciding with the EDA’s 2014 Centenary Year, and again from 2017-19.’

David, who officially took office at the Association’s AGM on 3 March 2022, said: ‘The EDA’s influence and impact has taken a huge step forward in recent years. I am delighted to be able to play an influential role in shaping its work and representing the interests of ANEW’s membership.’

Both Chris Ashworth and Charlie Lacey, MD at Steam Electrical Co Ltd, continue as President and Vice-President until March 2023.

ABB’s product data meets Gold Standard



EDA Affiliate ABB Ltd – Electrification is the latest in a growing number of leading manufacturers that recognise the strategic importance of product data and its role in reaching the contractor customer.

ABB’s product data held in the EDATA data pool has cleared the built-in quality control measures to reach Gold Standard. ABB is one of 54 manufacturers that have signed up to EDATA, 15 of which have achieved Gold Standard.



Edgar Aponte, CEO at Rexel UK Ltd and Chair of EDA Data Services, welcomed the news: ‘ABB has achieved more than 15,000 products at Gold Standard. EDATA currently holds in excess of 100,000 SKUs – which includes more than 50,000 Gold Standard SKUs from

15 manufacturers – and we’re on target for expansion – but not at the expense of data quality.

‘EDATA’s ability to measure the merit of the product data inside is vital. Data volume without excellence has little value. Improving data quality is tough, detailed work but it pays off.’

Variety of uses for high-quality product data

‘The real value of EDATA’s high-quality product data is that it drives a range of essential business functions, not only ecommerce,’ says Richard Appleton, General Manager at EDA Data Services. ‘Wholesalers need ready access to high-quality data for catalogue production, for displaying accurate images on a quote, for driving general business systems (Enterprise Resource Planning or ERP systems), and for answering customer queries at all stages in the sales process.’

‘If wholesalers offer an online sales option, or are thinking about setting one up, they will need access to product data that customers can search and filter to find the correct

product. For many wholesalers the lack of product data is a major headache. Great images, web-friendly descriptions, technical and performance data and so on are essential: if there are gaps in the information buyers can see, or the images are not of sufficient quality, the chances of a sale are reduced or, perhaps worse, the buyer may select the wrong product. ABB Ltd has taken a critical look at their own product data and worked hard to improve it, and their efforts have paid off.’

All the EDATA manufacturers we work with are at different stages in their data journey. For each one we’ve created a bespoke programme of practical support and advice. Considerable progress has been made since the EDA started the digitalisation drive in 2017, but there is much more to do. Product data is a marathon, not a sprint.’

Visit www.eda.org.uk/etim-edata/edata to find out which manufacturers have signed up to EDATA.

Experts working group considers ETIM classes for time switches and sensors

Product experts from several leading manufacturers have joined forces to review the ETIM classes for their products. ETIM 9.0 will be released on 1 November and the deadline for change submissions is fast approaching – 30 June 2022. The group is one of several taking a deep dive into the ETIM standard for major product groups.



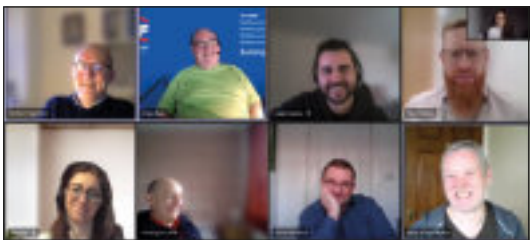
Data Quality working group sets out priorities for the year

The EDA’s Data Quality working group met early in 2022 to establish its priorities for the coming 12 months. At the meeting on 16 February, the group asked itself what good product data will look like in five years. A number of topics were identified for further discussion, including sustainability-related data and other data specifically required by buyers, and communicating best practice for use of the GTIN (EAN code). The outcome of these investigations will be reflected in future EDATA developments.

During 2022 the Association will run a series of online roundtables and face-to-face workshops (see dates, right). These events – titled ‘Going for Gold’ – will expand on the advice already published in White Papers, offering manufacturers sound practical advice on how to

achieve Gold Standard product data, backed up with hands-on experience.

The EDA will also give a boost to its Data Quality Awards. Later in the year, invitations will be sent out to Manufacturers, Wholesalers and Solutions Providers to enter to win an award in a number of award categories.



DIGITALISATION & PRODUCT DATA NEWS IN BRIEF



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

Data quality workshops for manufacturer product data specialists and marketing teams

EDATA
The EDA is launching a series of in-person, hands-on workshops to help you elevate your data to EDATA Gold Standard.

You’ll work on your live data, with one-to-one support from the EDA Data Services team, and you’ll leave the session armed with a fresh approach to product information and ready to apply your knowledge to your data.

The sessions will be held in six locations with dates to be confirmed.

Sessions are free for EDA Affiliates, call 020 3141 7350 if you are interested in joining a session, or watch out for further announcements.

Deadline for ETIM requests for change

The latest version of ETIM (9.0) is due in November 2022. This gives ETIM UK the opportunity to suggest any changes to the ETIM standard.

These are called requests for change (RFCs). ETIM UK will process RFCs and submit them to ETIM International on your behalf.

There will be a huge amount of work behind the scenes, and final RFCs must be submitted by Thursday 30 June 2022.

The change proposal form is online at www.etim-uk.co.uk. If you have any queries or would like to submit any RFCs before 30 June, contact info@etim-uk.co.uk

Digitalisation Forum 2022

Back once again on 1 December 2022, in London. This event helps the electrotechnical supply chain future-proof its businesses by sharing the latest thinking on the e-commerce landscape, the importance of data, and guidance for automating operations.

Register at www.eda.org.uk

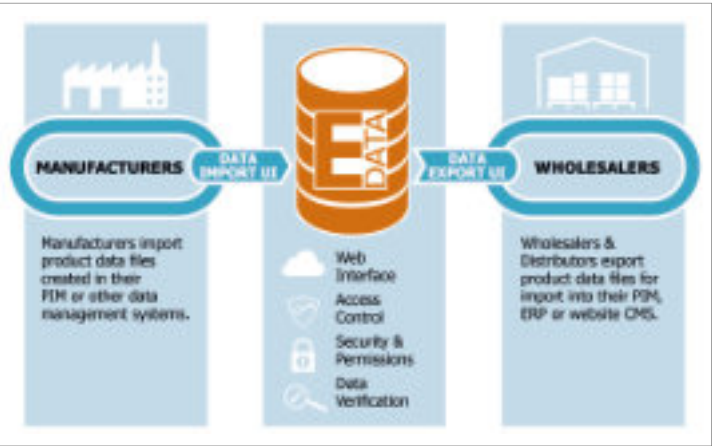
Make 2022 the year you join EDATA

Good-quality product data is essential to your business. Now is the time to join EDATA and build a firm foundation for the future

In the digital world, manufacturers' product data – your 'silent sales team' – is a valuable business asset to be developed and nurtured. But where to start? More than 50 manufacturers have joined EDATA, a major catalyst for manufacturers to focus on their product data. With resources and data management skills in short supply, the EDATA data quality standards, provide a clear framework within which companies can plan their data enhancement projects. Help is at hand from both the EDATA team, and our solution providers Affiliates.

Digital strategy

Wholesalers who attended our digitalisation forum last December were left in no doubt about the need for a digital strategy, and the importance of product data to its success. EDATA provides a firm



foundation on which to build – a central resource of rich, e-commerce-friendly product data sourced directly from manufacturers.

This year we will be targeting an even wider range of manufacturers. At the same time a wealth of new features is being added to EDATA,

making the data even easier for wholesalers to use.

Don't get left behind, make 2022 the year you get to grips with your product data and join EDATA.

Contact info@eda.org.uk to discuss joining EDATA.

Manufacturers and wholesalers lead the way on EDATA



Edgar Aponte, CEO at Rexel UK Ltd and Chair of the EDA Data Services Board, sums up at March's EDATA Steering Group meeting. The Steering Group, comprising representatives from the 25 EDATA founder wholesalers and manufacturers, met in person for the first time in two years to discuss progress and share ideas for the de-

velopment of the sector data pool. Why is EDATA so important? This central source (or pool) of product data includes images, technical product information, marketing overview etc. All the information that wholesalers depend on for catalogues, customer quotes, click and collect, ecommerce, business systems and more.

Changes to EDA Data Services Board



Richard Baxter

Ian Hunter

Richard Moyes

Richard Baxter, Edmundson Electrical Ltd; Ian Hunter, Electrium Sales Ltd (A Siemens Company), and Richard Moyes, Prysmian Cables & Systems Ltd were voted on to the EDA Data Services Board at March's EDATA Steering Group Meeting.

George Brickwood of Schneider Electric Ltd and Richard Sherin of R & M Electrical Group have stepped down, having served their full two-year term. Visit www.eda.org.uk to meet the members of the EDA Data Services Board.

Sylvania to distribute ecommerce data to wholesalers using EDATA

Sylvania Lighting UK, an EDA Affiliate Manufacturer, is the latest leading brand to sign up to EDATA, the industry-run data pool. Ben Gerald, Sylvania's Commercial Director, explained the company's decision: 'We're thrilled to have joined EDATA and thank Richard Appleton for his support and education about the benefits available to us and to our customers

especially. At Sylvania we are hugely passionate about our people, our products and our customers and joining EDATA gives us great opportunity to join all of these elements together.'



Richard Appleton, General Man-

ager at EDA Data Services, added: 'Sylvania's decision to join EDATA brings the number of manufacturer subscribers to 54, with more in the pipeline. Manufacturers are getting the message that wholesalers need easy access to reliable and consistent product information and imagery that their contractor customers can use to make buying decisions.'

'EDATA's cloud-based portal means Sylvania can upload and maintain its product data in one central location, from which wholesalers can export it and use to drive their business systems and ecommerce sites. The Sylvania team has access to a bespoke programme of training and practical support and we look forward to working with Ben and his colleagues.'



Magic at the Investor in Training Awards

Magician Ben Hanlin (right) hosted the Association's annual Education & Training Awards in front of more than 500 guests at the EDA Annual Dinner on Thursday 3 March 2022. Nine high-performing leaders from EDA wholesalers and manufacturers received Investor in Training trophies. Performing his own brand of mind-bending magic, and a truly amazing envelope trick, Ben presented trophies to nine managers hand-picked from more than 350 EDA member businesses.

Lifeblood

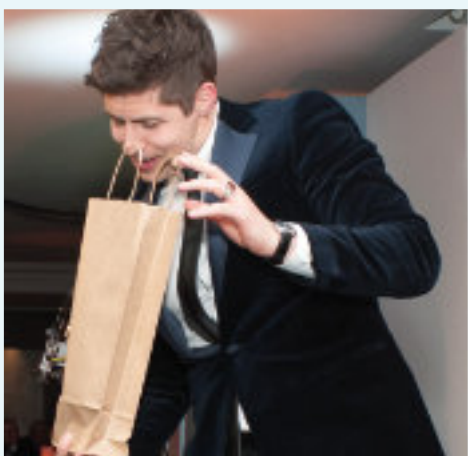
EDA President Chris Ashworth from CEF, who presented the EDA trophies alongside Perry Jones, Head of Partnerships at sponsor EDA Apprenticeships Plus, said: 'These Investor in Training trophy winners recognise that when you look after your people they will do great things for your business. Training isn't a perk, it is the lifeblood of your organisation.' Margaret Fitzsimons, CEO at the EDA, added: 'These EDA Awards are proof positive that the UK's electrotechnical sector invests in the

professional development of its people. 'Our training and apprenticeship service for members is a hugely important part of the Association's work, and it is gratifying to hear from our winners about the positive impact it is delivering in their businesses.'

Training isn't a perk, it is the lifeblood of your organisation

Chris Ashworth

President, EDA; MD, City Electrical Factors



IN THEIR OWN WORDS... INVESTORS IN TRAINING



Simon Thwaite
T.N. Robinson Ltd, Stockport

'The modules are important to the development of our people. In the current climate, it pays to be a forward-thinking employer, the modules help us to achieve this by offering staff the opportunity to train, develop and progress.'



Adrian Harrison
3 Line Electrical Wholesale, Norwich

'Everybody needs to continue to learn throughout their careers. The EDA Product Knowledge Modules are a great resource helping me to create a knowledgeable customer support team. The no-pressure approach works for everyone.'



Andy Procter
CEF, Redditch

'Our industry provides fantastic career opportunities, the education and training programmes can ensure progression and promotion. We have to get noticed, so I have become part of the EDA Careers Enterprise Advisor programme.'

IN THEIR OWN WORDS... INVESTORS IN TRAINING



Alec Smith
Electric Center, Dudley

'I have a very young team at Dudley and they have really had to jump in the deep end and deal with customers enquiries quickly. The EDA Product Knowledge Modules have been great, giving them a baseline understanding of the products we sell and helping them to put the pieces of the customer enquiry jigsaw together.'

Denise Hermon collected the award for Simon Pates AT&T (GB) Ltd



This was a posthumous award collected on Simon's behalf by Denise Hermon of AT&T. John Williams, AT&T director, said: 'Simon had such passion for ensuring people had opportunities to develop. The enthusiasm of the guys on the programme is brilliant and if Simon were here, he would be so proud. They have been given an opportunity and they have all taken on the responsibility of learning and developing themselves.'

Vicky Ordish collected the award for Marc Roberts Rexel UK Ltd, Warrington



Vicky Ordish, Apprenticeship Programme Manager at Rexel UK Ltd, collected the Award on Marc's behalf. Marc said: 'I currently have a team of 10 with over 170 years' of experience in the industry. We must bring in young blood to learn and share in that experience before it is lost and to ensure that we can continue to serve our customers. Training and education is a crucial part of the organisation's success.'



Nicky Pearce
Steam Electric Co Ltd, Leighton Buzzard



'Apprenticeships provide actual skills and work experience and lead to real jobs and careers. As businesses in the community, we should invest in those around us, ensuring that we all have a chance to succeed.'



Tony Hughes
Strike Electrical Distributors Ltd, Walsall



'We need to ensure that the next generation of electrical wholesaler has the right skills and knowledge. With so many new products coming to market there is more to learn. Product knowledge is the key to keeping your customers happy.'

Grant Dixon
Securi-Flex Ltd



'As business owners and managers, it's vital that we take every initiative to encourage a culture of learning to add value for our colleagues. This in turn benefits our customers and ultimately the wider business.'

A big thank you to our Awards sponsors

Both the EDA Investor in Training Awards and Learning Achievement Awards would not have been possible without the generous sponsorship provided by EDA Apprenticeships Plus, the organisation that manages the Association's Apprenticeship Service.

EDA APPRENTICESHIPS PLUS



Ten high-performers triumph at EDA Awards

Ten future industry leaders won an Electrical Distributors' Association Learning Achievement Award at an annual lunch high above the rooftops of London at The Shard on Friday 4 March 2022. Now in its eighth year, the Association's celebration of training excellence brings together talented individuals from EDA wholesaler and manufacturer businesses. Each worthy winner has delivered an outstanding performance in the EDA's Product Knowledge Programme or in an apprenticeship.

Hard work
The Awards were presented by EDA President, CEF's Managing Director, Chris Ashworth, and Michelle McCutcheon from event sponsor EDA Apprenticeships Plus, the organisation that operates the Association's Apprenticeship Service. Margaret Fitzsimons, CEO of the EDA, said: 'Our winners are the cream of the UK's electro-technical sector. Winners travelled from as far afield as Guernsey to the South, Cork in Ireland to the west, and North Yorkshire. They are from businesses large and small, but they all have one thing in common: each has worked extremely hard to achieve amazing results in their training.'

Fantastic career potential
'Every year our high-performing winners and their guests tell us how much they enjoy this event. I think it is because they can see the fantastic career potential offered by our sector and I hope when they go back home they will share the inspiring stories they've heard today, encouraging others to follow suit.'

Photo gallery

Visit www.eda.org.uk to view the photos from both events.

The EDA Learning Achievement Awards returned to The Shard for 2022 after taking place online in 2021 because of the pandemic ▶



IN THEIR OWN WORDS... PRODUCT KNOWLEDGE WINNERS

Sian Alford
Edmundson Electrical Ltd, Guernsey



'It was a real honour to see my achievement recognised by the industry for the hard work that I have put in, and at the same time showcase the support I have received from the Edmundson Electrical management team.'



Gary Dowling
Kellihers Electrical, Cork

'I found the whole learning experience enjoyable. It has enriched my knowledge of the industry and I now feel that I want to continue this learning programme. I am looking forward to embracing the other modules.'



Joe Sayer
BEW Electrical Distributors Ltd, Peterborough

'The knowledge I have gained will definitely put me in a much better position to advance my career. Thank you to the EDA for the brilliant celebration at the Shard and to my employer BEW for the opportunity to further my learning.'



Dean Jones
Alert Electrical Wholesalers, Ilkeston

'Being selected to win an award was a brilliant experience, the learning modules I have completed have helped my knowledge and helped me to progress in my career. It's a no-brainer in my eyes to undertake this learning.'



IN THEIR OWN WORDS... APPRENTICES

Shannon Rooney-Sadler
BED (Corby) Ltd



'The experience of being an apprentice was really good. I learned while I earned and got a qualification at the end of it. My trainer was supportive and my manager and work colleagues helped me to put the learning into a working context.'



Finley Maxwell-Hoff
LAMPS – Lighting and Mains Power Solutions Ltd, Aylesbury

'I enjoyed my apprenticeship and would like to thank everyone at LAMPS, EDA and Hawk Training for the work experience and support. I'm looking forward to starting my new role as warehouse manager.'



Joshua Craggs
CEF, Ripon

'My apprenticeship has given me the confidence and skills to pursue a career in wholesaling, and I have developed new skills. I was delighted that my distinction grade was recognised and I won the CEF EDA Learning Achievement Award.'

IN THEIR OWN WORDS... PRODUCT KNOWLEDGE WINNERS



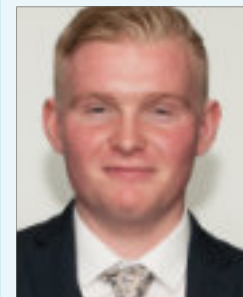
Alex Bright
Termination Technology Ltd, Bristol

'The EDA product knowledge modules have boosted my confidence and educated me on areas in which we as a company do not specialise. I can engage more effectively with customers and offer a higher quality service.'



Richard Banks
Deta Electrical Company Ltd, Charlton

'I would highly recommend the EDA modules to anyone. They are well put together and the 10 weeks you have to complete the assessment means you can work this around your current daily tasks.'



Harvey Small
Stearn Electric Co Ltd, Southampton

'With the training and support I received from my colleagues and Hawk Training, I was able to complete my course successfully. The award means a lot to me and it was brilliant to know that the hard work was worth it in the end.'

Learn tried and tested strategies to stop customer confusion and boost sales

Great merchandising can boost sales with this one-day course created specifically for EDA businesses

Retailers have used tried and tested merchandising techniques to boost sales for decades. Attend this course to learn from their hard-won experience and apply the art and science of great merchandising.

Our purchasing decisions are not as rational as most people think. It is often a subconscious process, developed through learned behaviour. Humans are inefficient at processing visual information and a wholesaler branch is a visually complex environment. There may not be much space for customers to wander around, but a few simple improvements can generate extra sales.



Experts

'Merchandising Best Practice' is a one-day course created for EDA businesses by the experts at Point of Purchase Advertising International (POPAI).

Merchandising makes it easier for your customers to find and choose the products they are looking for, and then pay and leave effortlessly. It is not as simple as filling your counter with displays, but wholesaling businesses can make small improvements to the no-

ticeability of displays and communications.

Customer choice

Through the course, expert tutors will show delegates how customers make choices, their thought processes and the emotions behind decisions. The lead tutor is Nick Widdowson an expert in shopper insight who has worked in big-brand retail since 1986 and has retail experience including macro and micro

space planning, packaging design, shopper research and insights, eye tracking and biometric research tools. Phil Day is MD at POPAI UK & Ireland, and is co-author of the course.

Delegates will learn how to apply the fundamental principles of efficient and effective range assortment and merchandising, together with in-store messaging and communication to help your business maximise sales.

Choose a date and location or call Tracy on 020 3141 7358 to arrange an alternative.

Thursday 21 April 2022
Redditch, Worcestershire

Thursday 30 June 2022
EDA Offices, London

Wednesday 28 September 2022
Mansfield, Nottinghamshire

Visit www.eda.org.uk/training-apprenticeships/training-courses/merchandising-best-practice/ to learn more and sign up for the course

Association to publish guide to a career in the electrotechnical supply chain

The EDA is preparing a guide to careers in the electrotechnical supply chain – with an emphasis on the wholesaler sector.

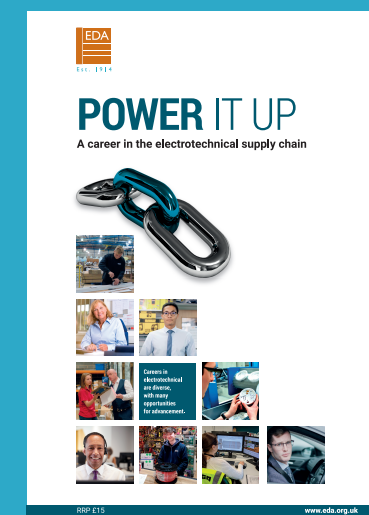
Power It Up describes the supply of electrotechnical products and is a guide for anyone considering a career in the sector. For those who already work in the sector, it will serve as an introduction to the EDA's City & Guilds-accredited Product Knowledge Modules and the EDA Apprenticeship programme.

The first section sets out the size of the construction sector in the UK and its importance to the economy. A supply chain of manufacturers, wholesalers and installers ensures that these products are procured and fitted in good time.

Supply chain

The second section describes the links in this supply chain, and the additional role of the 'influencers' – clients, architects, system specialists and end users – that influence decision-making at all stages in a project.

In the third section, products in nine product categories are described.



Career

Finally, there is a discussion about working in electrical wholesaling, and how the EDA can help you further your career with education and training.

Visit www.eda.org.uk regularly and be the first to hear when **Power It Up** is published.



Coming soon!

PowerBreaker now offers consumer units

The PowerBreaker brand has been synonymous with quality and safety for many years with its Type A RCD sockets and spurs. It has been a natural progression for PowerBreaker to move into consumer units.

GreenBrook Electrical has always played an active role in promoting product safety and helping to drive the industry forward, ensuring its products are tested by external test houses – such as Intertek – to the highest standard.

The circuit protection range is easy to install

and complies with the latest regulations, delivering optimum safety with some great installation benefits. PowerBreaker has created a stylish, minimalist metal enclosure with a top hinged door that is unobtrusive but functional. There is increased space for cabling, multiple large clear knockouts, Type A RCDs and Type A miniature RCBOs, surge protection options and a built-in spirit level. They also have high-integrity boards.

Split load and pre-assembled units are available. www.greenbrook.co.uk



Smoke alarms: the regs they are a-changin'

Aico Ltd has reminded the industry that the government has published the results of a consultation proposing amendments to the Smoke and Carbon Monoxide (CO) Alarm (England) Regulations 2015 and Approved Document J.

Private and social landlords must install a CO alarm in any room of a property that contains a fuel-burning appliance. Cookers are excluded but the use of CO alarms in rooms with fuel-burning cookers is still recommended in BS EN 50292.



New build and materially altered properties in England must have a CO alarm installed wherever a fuel-burning appliance is present (excluding cookers). CO alarms must comply with BS EN 50291-1. Landlords can use battery or mains-powered alarms. There is, however, no requirement for CO alarms to be interconnected with a property's existing smoke alarms.

Social landlords will be required to install at least one smoke alarm on each storey of their properties where there is a room used for living accommodation. They must comply with BS EN 14604. Landlords must repair or replace alarms once notified of a fault, but regular alarm testing will remain the residents' responsibility.

Read more: <https://bit.ly/3I2dwgR>.

www.aico.co.uk

Simply trunking, made great

Cablecraft continuously develops its Betaduct trunking range to ensure its quality, ease of use and the variety available.

Cablecraft has now re-engineered the range and relaunched it. The trunking is suitable for every cabling job, not just specialist ones. And with everyday suitability comes an everyday price and a huge increase in stock levels.

The trunking is approved to RoHS and REACH directives; London Underground; Network Rail;

Stay snug and smug as the sun sets...

Summer is right around the corner – longer evenings and perhaps even some summer sun. Hold on to that summer sun rush with the **Automated Technical Controls Ltd (ATC)** outdoor heating range, and make the most of those long, lush evenings.

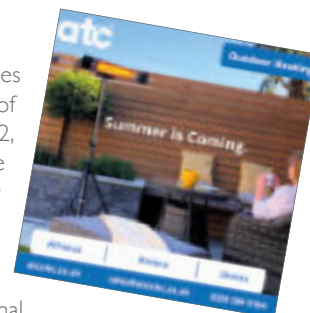
The heaters are suitable for use in a range of applications: residential, hospitality, commercial, and sports and leisure.

Choose from three premium outdoor heaters for a snug, smug experience.

The Alfresco boasts instant heat and low running costs. It is easy to install and weatherproof to IP55. It can be wall mounted or an optional portable stand is available.

The Riviera provides a comfortable level of heat in three sizes: 2, 4 and 6kW. It can be wall mounted or hung in unusual locations. It is available in a black or silver finish and an optional bluetooth controller is available.

The Sienna's low-glare lamps enhance the outdoor experience. It is rated at 2.2 or 4kW, and can be wall mounted. It has a black or a silver finish and an optional bluetooth controller is available. www.atcelec.co.uk



British Cables Company expands its range

Manchester-based **British Cables Company** is extending its cable range to meet increasing market demands. Many of the new products are manufactured at its Manchester factory and will consolidate BCC's position as a leading UK cable manufacturer.

BCC sales director Nick Bowman says: '2021 was an exceptional year for the business with significant changes, largely driven by national and independent wholesaler organisations. As such, we have been steadily expanding our manufacturing and stocking capabilities.'

'Our range of building wires now includes 6241B, 6242B, 6243B, 2491B, 6491B, 6181Y, 6181B, 318_B, 3182/3B, 3184/5B and 649_X/B Booklet armoured – all in a variety of sizes. Our BS 8436 protected building wires, branded GUARDIAN, together with our fire resistant cables have also proven popular stocking with

wholesalers and contractors.

'Only a short while back, BCC was primarily known as a supplier of copper telecoms cables when, in reality, we have always been a full range manufacturer and key supplier to a variety of industries. Our product ranges cover a variety of other markets including, low-voltage rail (Network Rail approved), structured cabling, building management cables and optical fibre.'

www.britishcablescompany.com



A revolution in Steel Wire Armoured connections

Hensel Electric UK Ltd, inspired by its success in inventing the first plastic junction box able to withstand hazardous and hostile environments, has designed a time and money-saving junction box with metal inlay.

This is likely to be popular with installers because the tedious task of terminating Steel Wire Armoured (SWA) cables into a plastic junction box, typically using SWA connector plates (if you've remembered to order and collect them from the wholesaler) has finally come to an end.

Hensel's new 'PE-Inlay' has a metal inlay, so SWA can be connected without further plates and earthing banjos, reducing installation time by up to 60 per cent. Even non-armoured cables can be connected to armoured cables in one junction box using an included PE bridge. The black or grey dome-shaped junction box is halogen and silicon free and comes in various sizes, with IP ratings from IP66 to IP69.

www.hensel-electric.co.uk



WISKA continues to innovate

Since 1993 **WISKA UK Ltd** has been developing and innovating with the COMBI junction box series. The COMBI range consists of nine sizes, in three colours – with special types for other markets. Offering IP66/67 protection and threaded membrane entries on selected models, its robust design and ease-of-use features have made it a market leader.

WISKA believes in continued development and actively seeking to innovate. 'Innovation distinguishes between a leader and a follower' says Will Rich, managing director at WISKA UK Ltd. 'The range continues to develop every year with additional enclosures and features adding to the range. This continued investment both in the design and in the equipment and facilities to produce the product is second to none.'

In recent years, through this continued investment, WISKA has produced the COMBI 407, 304, 206 and 1610 models. Since its launch in 2018/19 the COMBI 206 has taken the industry by storm, winning Best New Product at the EW Awards in 2021. The smaller design was the result of listening and speaking with contractors who wanted a discreet enclosure to place behind LED lighting, CCTV systems and general outside use.

www.wiska.co.uk



Signify announces two more CPDs

Signify (Philips Lighting), leader in lighting, has announced two new CIBSE-accredited Continuing Professional Development (CPD) courses, covering two topics that address issues and trends that are important to customers today.



Every business must play its part to cut carbon emissions. Aimed at wholesalers, installers and specifiers of lighting and technicians, the CPD is 'Controls, Systems & Connected Lighting'. It focuses on how connected lighting can be crucial to designing an energy-efficient system.

The second new CPD addresses the ongoing disinfection challenges posed by Covid-19. With the World Health Organisation (WHO) now focusing on UVC technology for disinfection, Signify has launched a new CPD titled UV-C for Disinfection – General Awareness Training. This focuses on UV-C lighting for disinfection, how it works, research conducted to date, the benefits, safety considerations and applications to help keep air and surfaces free from viruses and bacteria.

To arrange a face-to-face or virtual CPD for your team, or to host one for your contractor customers, contact Matt Burton at matt.burton@signify.com.

www.signify.com

New-look Proplanet opens UK office



Product information management (PIM) provider **Proplanet** has opened an office in Coventry and rebranded with an updated colour scheme, logo and website. The changes mark the Dutch-owned company's commitment to its British operation, which provides the EDA's EDATA PIM platform solution and supports manufacturers, merchants and wholesalers with ETIM classification and product data enrichment.

Proplanet is growing in the UK, with a string of new clients including VIP-Polymers Ltd, Moflash and Robus. 'We're pleased to be helping these businesses get up to speed quickly to maximise the use of their PIM systems,' says Proplanet's UK business developer, Wayne Jarvis.

'We're also seeing a surge in enquiries about product classification compatibility. As co-creators of ETIM, the Proplanet PIM is fully compliant with ETIM, ETIM MC, Dynamic ETIM, United Nations Standard Products and Services Code (UN-SPSC)® and GSI to manage data in these formats.' www.proplanet.uk

Fast-moving profile, even faster products

LINIAN creates innovative cable fixings, earthing solutions, tools, and other time-saving solutions for electrical installers. Its easy-to-install, fire-rated fixings save labour time and costs, and provide a neat and discreet finish.

Its clips can be three times faster to install than traditional products, without plugs, screws, washers, cleats or shot-fired clips – drill a hole, slide the clip over the cable/conduit and push/tap it in.

With stock profiles from £500, LINIAN can offer: unrivalled pricing; direct access to its UK-manufactured products; quality assurance backed by testing and certification; all product lines ex-stock; next day delivery as standard; free point of sale displays, samples, catalogues and more; exclusive offers; a listing on the LINIAN stockist map; a digital marketing pack and social media support; technical and sales support; and first access to new products. Setting up a direct account is quick and easy. For more information, or to book a sales visit, contact LINIAN.

www.linianclip.co.uk



DIARY DATES FOR EDA MEMBERS AND AFFILIATES

Events are subject to change, so visit www.eda.org.uk for the latest details or call the EDA on 020 3141 7350.

Tuesday 26 April 2022 and Thursday 28 April 2022
Talking Shop Zoom Dialogue
A virtual event for EDA businesses, from 11am–12.30pm. Guest speakers, economic news and forecasts, the latest EDA State of the Sector Survey. Quarterly throughout 2022:
• Tues 26 & Thurs 28 July
• Tues 25 & Thurs 27 October
Register at www.eda.org.uk

Tuesday 3 May 2022
'Universally Challenged'
A quiz and supper evening at the Marriott Hotel, Gateshead, Newcastle.
Buy your ticket at www.eda.org.uk

Followed by Wednesday 4 May 2022
EDA Regional Business Forum
At the Marriott Hotel, Gateshead, Newcastle.
Register at www.eda.org.uk

Wednesday 8 June 2022
EDA Regional Business Forum
North-west England
Register at www.eda.org.uk

Thursday 7 July 2022
EDA Manufacturers' Summer Event
An invitation-only event for wholesalers and manufacturers, London.

Wednesday 24 August 2022
EDA Regional Business Forum
Denham Grove Hotel, Tilehouse Lane, Denham, Uxbridge UB9 5DG
Register at www.eda.org.uk

Wednesday 16 November 2022
EDA Business Event
Venue TBC
Register at www.eda.org.uk

Thursday 1 December 2022
EDA Digitalisation Forum
London
Register at www.eda.org.uk

Thursday 9 March 2023
EDA Annual Awards Dinner

SECTOR NEWS

Getting to grips with arc faults

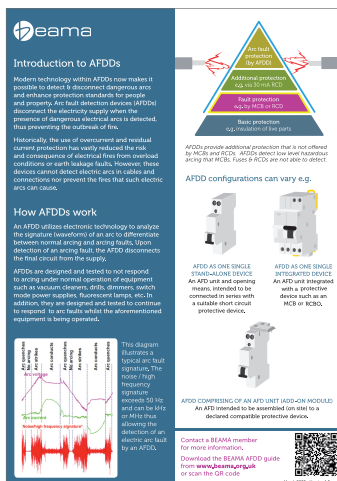
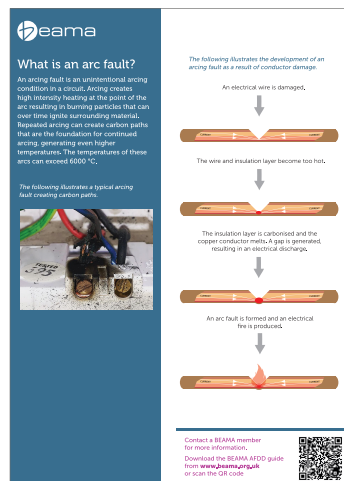
What are arc faults? What causes them?
How do arc fault detection devices protect people and property?

BEAMA, the manufacturers' trade association, has prepared a pair of free, easy-to-understand fact sheets.

The first covers arc faults themselves, the second is about arc fault detection devices.

They are perfect for the wholesaler who is keen to know more about arc faults, and for them to use with their contractor customers.

Download them using the QR code, right.



Hike along the Inca trail

In September, the Electrical Industries Charity will take a group of individuals from the industry to trek in the Peruvian Andes.

The area is scattered with Inca ruins and the group will see many of the most impressive sights in South America.

As part of the demanding trek, the challengers will ascend to Dead Woman's Pass at an altitude of 4,200m. As they approach the Sun Gate in the final stretch, the view overlooking Machu Picchu will be unforgettable.

To experience this trip of a lifetime while raising funds for the industry charity, visit www.electricalcharity.org/events/335-inca-trail-challenge or email fundraising@electricalcharity.org.



Don't get wrapped up in the Plastic Packaging Tax

From 1 April 2022, the new Plastic Packaging Tax (PPT) applies if you import, manufacture or carry out a production process on plastic packaging.

The financial aspect of the tax may not be the most onerous, but some companies may find the record keeping more challenging.

HM Revenue & Customs has prepared several documents to help companies work out their responsibilities under the new tax, including a decision tree. In the first instance, here are some questions that will help companies decide how the tax is likely to affect them.

Do you produce or import filled or unfilled plastic packaging?

You will have to keep records.

Do you produce or import more than 10 tonnes of plastic packaging?

You will have to register with HMRC.

Do you know how much is recycled content?

Try to find out, or you will automatically have to pay.

Do you import and/or produce more than 10 tonnes of less than 30% recycled packaging content?
You will need to pay £200 per tonne.

Do you purchase packaging from the UK that is subject to the tax?

The tax will be included on your invoice for the packaging.



For downloadable resources and links to more information, visit www.eda.org.uk and search for 'plastic'.