



The contractors' view

Challenges and opportunities for wholesalers

Electrical Contractors' Association



THE SOURCE
YOUR REGULAR INDUSTRY UPDATE FROM ECA



New ECA President | WG2 installer competency report | CAS to add sanctions question

19-05-2022

FEATURED NEWS



Industry leader Steve Murray becomes ECA President

17 May 2022

North West based business leader and electrical engineer Steve Murray is the new ECA President.

[READ MORE](#)

Who are ECA?

- UK's leading trade association for the electrotechnical and wider engineering services industry – representing the industry since 1901.
- Nearly 3,000 Member businesses, ranging from SMEs to large, nationwide contracting businesses.
- With a combined turnover of over £4 billion.



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Electrotechnical and Engineering
Services

Helping each other

Manufacturers
Wholesalers
Contractors
Specifiers

It has never been more important for us all to work together.



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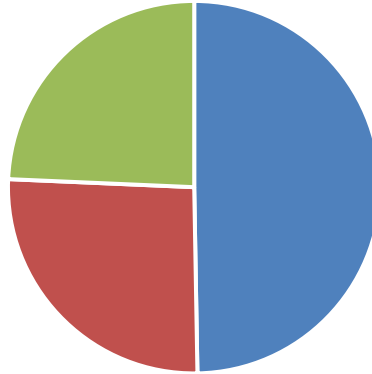
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Challenges and Opportunities

- Skilled Labour Shortage
- Materials Shortage
- Price increases
- Contractual Issues

Top Net Zero opportunities

Most popular NZ work undertaken by ECA Members
April 2022



- EV Charging points
- Commercial energy efficiency equipment
- Solar PV

Silver linings and opportunities

- Demand amongst our Members is exceeding pre-pandemic levels.
- Decarbonising of the grid is speeding up as the UK approaches NZ legal targets.
- Nearly 70% of ECA Members plan to take on NZ work in the next year.

Thinks to consider

- Relationships
- Education
- Training
- Partnerships



Over to you

Any questions?

