



IAIN MASON
Director of
Membership &
Communications

WHO ARE SELECT?

- Founded in 1900
- 1,250 Member firms
- 15,000 electricians
- 3,500 apprentices and adult trainees
- £1billion



SELECT MEMBERS' WORK

- Electrical installations
- Emergency lighting
- Fire alarms
- Voice and data systems
- Security systems
- Control systems
- Inspection and testing



AMENDMENT 2 AND AFDDs

- Arc fault detection devices (AFDDs)
- Q&A sessions
- Information pieces
- Myth-busting articles
- Tackling misinformation



RISE OF RENEWABLE TECHNOLOGY

- **Solar PV** training courses
- **Electrical energy storage systems (EESS)** training
- **Electric vehicle (EV) charge point** installation training
- Toolbox Talks on installation of **air source heat pumps**

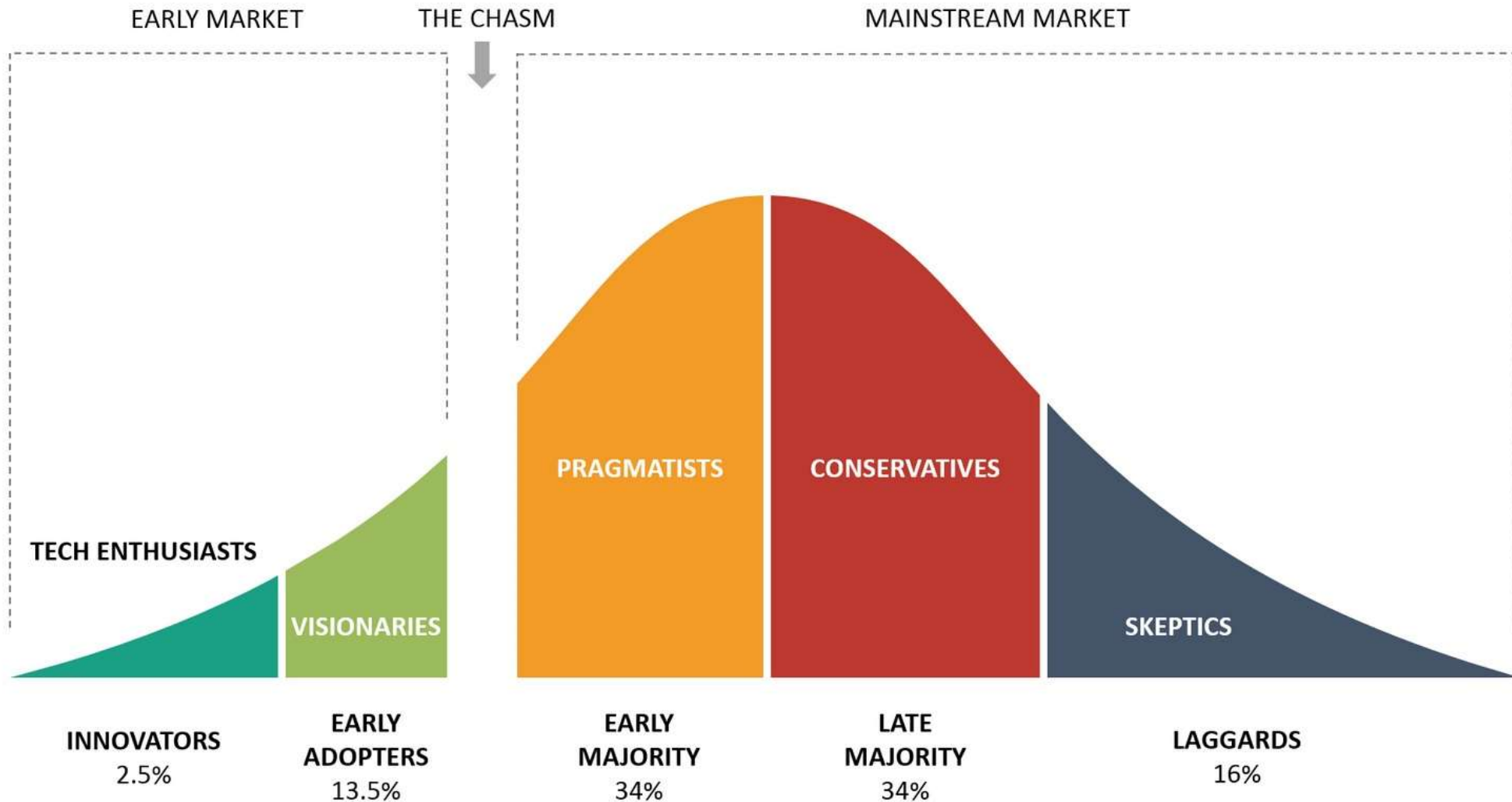


OPPORTUNITIES FOR MEMBERS

- Renewable technology is here to stay
- Interest is growing fast
- Will mean more work for electrical contractors



EARLY ADOPTERS AND CROSSING 'THE CHASM'



ARE WE READY YET?

- How prepared is the electrical industry?
- How many businesses will want to become lead contractors?
- How many electricians will be content to stay as installers?



OUR MESSAGES FOR MEMEBERS

- 'Take the lead'
- 'Don't settle for what you know'
- 'Be the main contractor'
- 'Be more involved'



REGULATION AND PROTECTION OF TITLE

✓ Street sweeper

✓ Doorman

✓ Farrier

✗ Electrician



SCOURGE OF THE 'SIX-WEEK WONDERS'

- Vital that renewables are **ONLY** installed by qualified electricians
- 'Six-week wonders' aren't suitably competent
- A short course is no substitute for proper industry training



BS 7671? WHAT'S THAT?

- No proper training
- No interest in following correct procedures
- Putting themselves and the public in danger
- Where will the fingers point?



IN SUMMARY

- Contractors **ARE** waking up to the possibilities of renewables
- Demand **IS** growing for EV, solar PV, ASHPs and EESS
- Installations should **ONLY** be done by qualified electricians
- Contractors need **YOU** to be as well trained as they are





ARTHUR
McKAY

AN ITALIAN SERVEST COMPANY

MIKE STARK

Director of Data & Networks

THE WINDS OF CHANGE

- Early experiments with wind turbines
- Results were disappointing
- Decided that wind turbines weren't for Arthur Mckay



HITTING THE ROAD WITH EV TECHNOLOGY

- Renewable work has picked up as technology has improved
- Increase in EV charge point installations



NATIONALS JOIN EV TRAFFIC

- National organisations want EV charge points across their estates
- These projects bring their own challenges, e.g. dealing with DNO
- Steep learning curve for us as contractors



GEARING UP FOR COMPANY CAR SCHEMES

- More employers making company fleets EV-only
- Requires installation of more charge points and upgrades to existing infrastructure
- Good news for wholesalers!



WHAT HAVE TRADE ASSOCIATIONS EVER DONE FOR US?

- Why should an electrician be a member of a trade association?
- How do bodies like SELECT impact on wholesalers?



TECHNICAL SUPPORT

- Accurate and safe technical advice
- Delivered by qualified, experienced electricians
- Such knowledge essential for renewables installation
- Helps us get on with the job!



EMPLOYMENT SERVICES

- Contracts are becoming more and more complex
- Navigating contracts is extremely time-consuming
- Advice means we can solve issues quickly
- Helps us get on with the job!



COMMERCIAL SUPPORT

- Late and withheld payments, retentions and cashflow
- Issues means we can't pay bills further down the line
- SELECT actively works to improve payment landscape
- Helps us get on with the job!



IN CONCLUSION

- Membership means you know you're dealing with a competent business person
- Encourages financial stability and long-lasting relationships
- In return, we depend on our wholesalers to be knowledgeable and up to date with product information





THANK YOU

 **SELECT**



ARTHUR

McKAY

AN ITALIAN SERVEST COMPANY