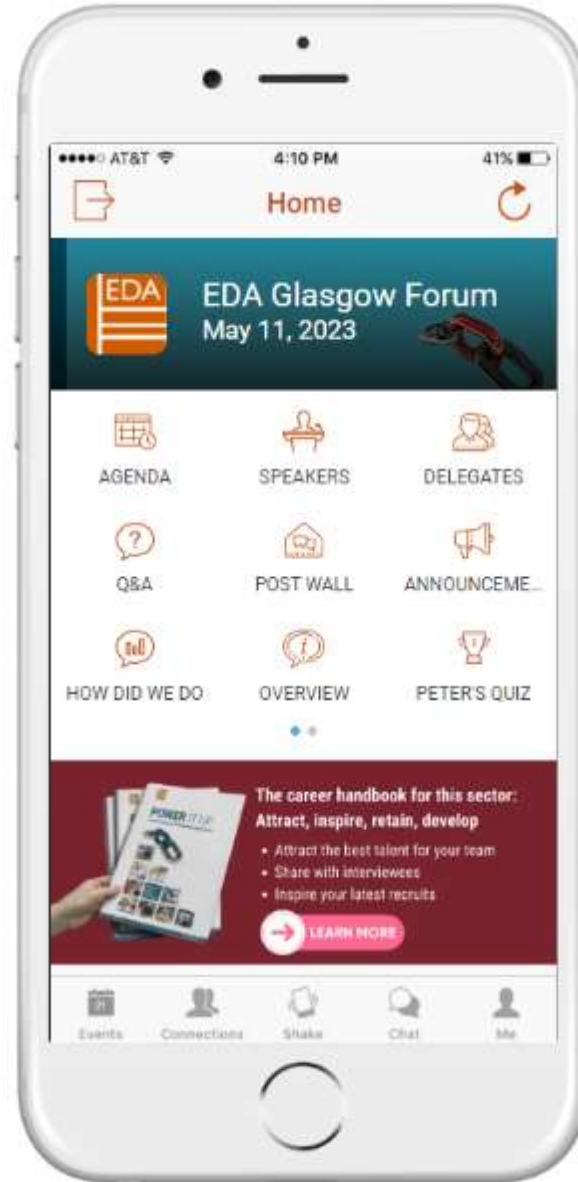


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EDA Events App



EDA Events App

Download our official app:



 Scan QR Code

Welcome to the EDA Regional Business Forum Glasgow

Thursday 11 May 2023

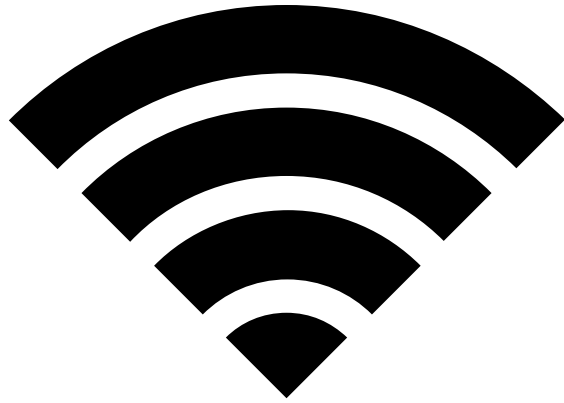


Welcome & Introductions

Richard McCartney
EDA Board

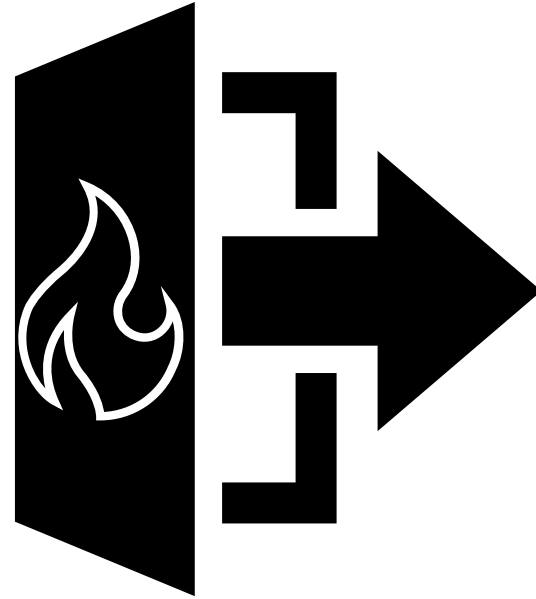
Director of Supplier Relations
Edmundson Electrical Ltd





WIFI

No password
needed



Today's Colour Coding System

Copper Lanyards =

Wholesalers

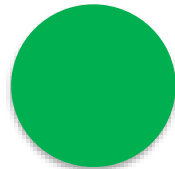
Turquoise Lanyards =

Affiliated Manufacturers, Solution Providers, Service Providers

Grey Lanyards =

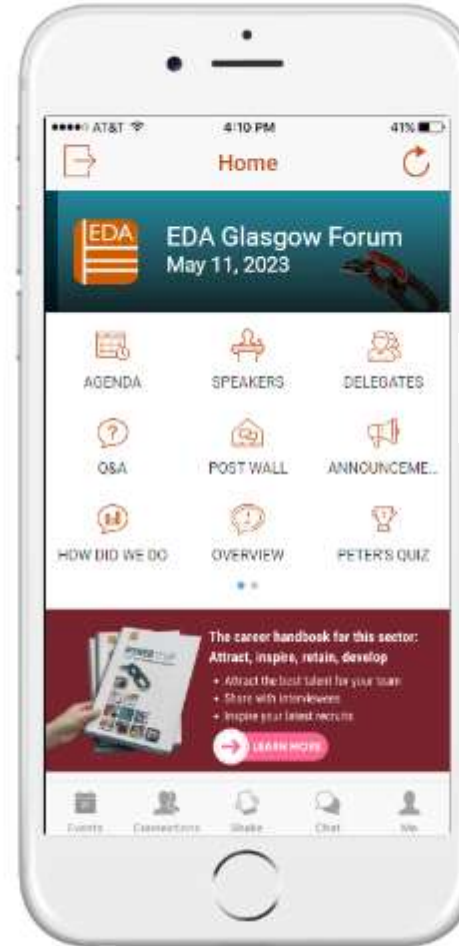
EDA, Trade Associations, Guest Presenters, Press

Green dot =



First Timers

Scan the QR Code to Download
the EDA Events App



EDA Events App EDA Glasgow Forum

Download our official app:



 Scan QR Code

Today's Presentations

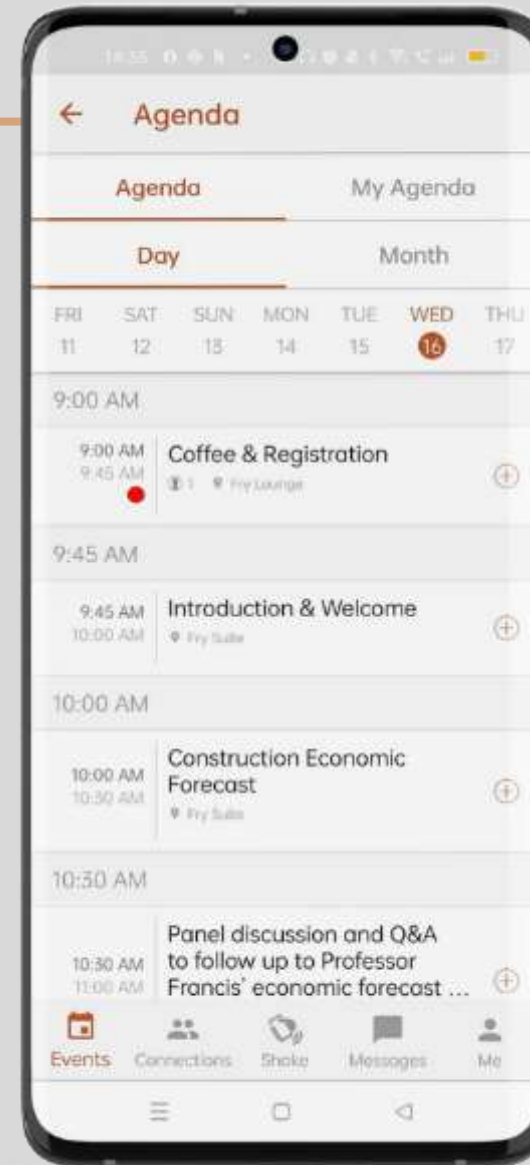
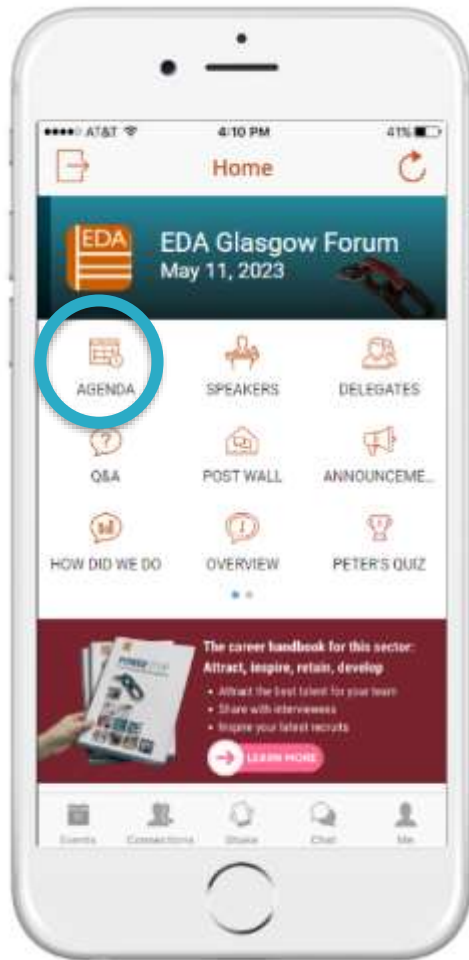
1. **EDA Update** Margaret Fitzsimons & Anne Vessey
2. **Beyond the product: how added value and sustainability in the supply chain produces business benefits for wholesalers** Ian Hunter, Electrium Sales (A Siemens Company)
3. **EV Charging Legislation: find out what's ahead and the opportunities for wholesalers** Joe Ellwood, ABB E-mobility UK Ltd

Networking lunch in the Grahamston Restaurant, Ground Floor

4. **Latest insights from Contractor:** Mike Stark and Iain Mason, SELECT, the contractors' association for Scotland
5. **Update from the Lighting Sector** Ayca Donaghy, Lighting Industry Association
6. **Number crunching: Growing profit and business value** Peter Hill, Chartered Accountant & Business Consultant

Afternoon tea and continued networking

Agenda is on the App



EDA Update

Margaret Fitzsimons, CEO

Anne Vessey, Head of Marketing & Communications

Our last Forum was 6 years ago to the day Thursday 11 May 2017



Kristian van Rensburg
Chairman of Scottish Section
2016-2017

Here 6 years ago, and
again today (24) – did
we miss anyone?

Derek Allan

Chris Carr

Jon Chamberlain

Ken Dobbie

Alistair Dunnet

Colin Dunnet

Andrew Fairhurst

Craig Fiddler

Margaret Fitzsimons

Colin Flucker

Alan Frazer

Ciara Grant

Derek Holms

Carole MacDonald

Iain Mason

Kevin McDade

Stuart Minty

Stevie Murdie

Gerald O'Hare

Adrian Parry

Stevie Paton

Raymond Sullivan

Iain Taggart

Anne Vessey

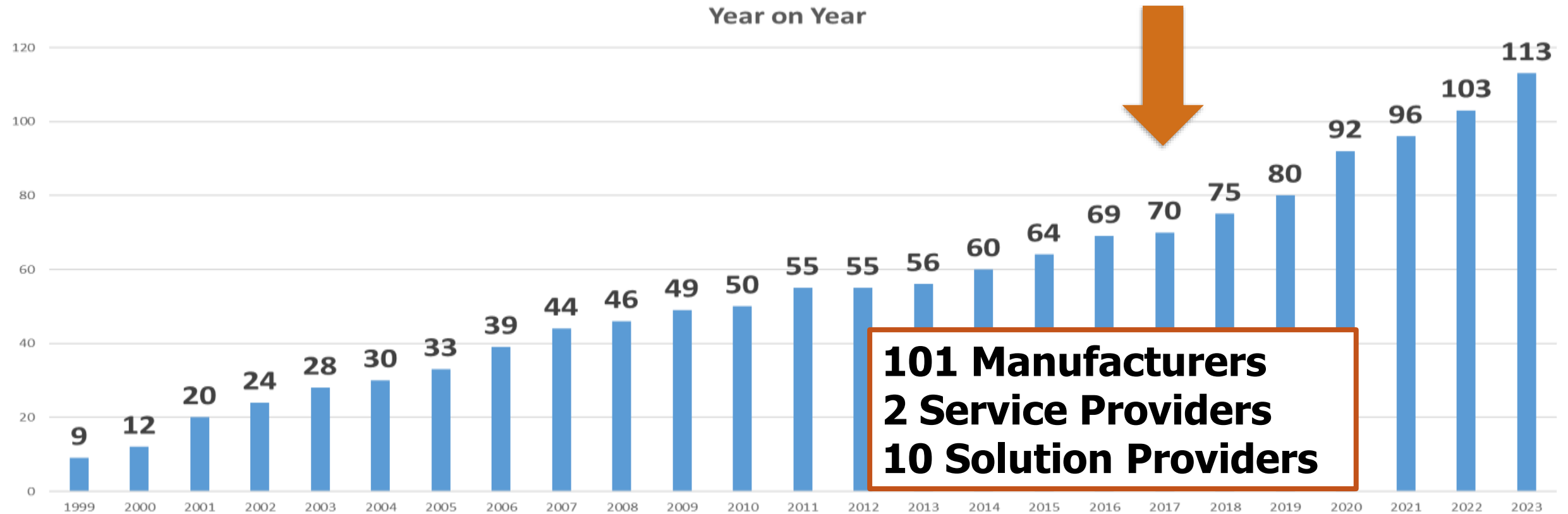
Membership Growth



Affiliation Growth (since Jan 2023)



EDA Affiliate Membership Growth: Manufacturers, Service Providers & Solution Providers
Year on Year



EDA Headline Facts - Membership



265 member
Companies

CEF
Edmundson Electrical
Rexel UK
Stearn Businesses



c. 1,909
wholesaler
branches

**146 branches in
Scotland (24
companies)**



>£4.6 Billion
turnover



25,000
employees

ANew
AWebb
FEGIME UK
The IBA

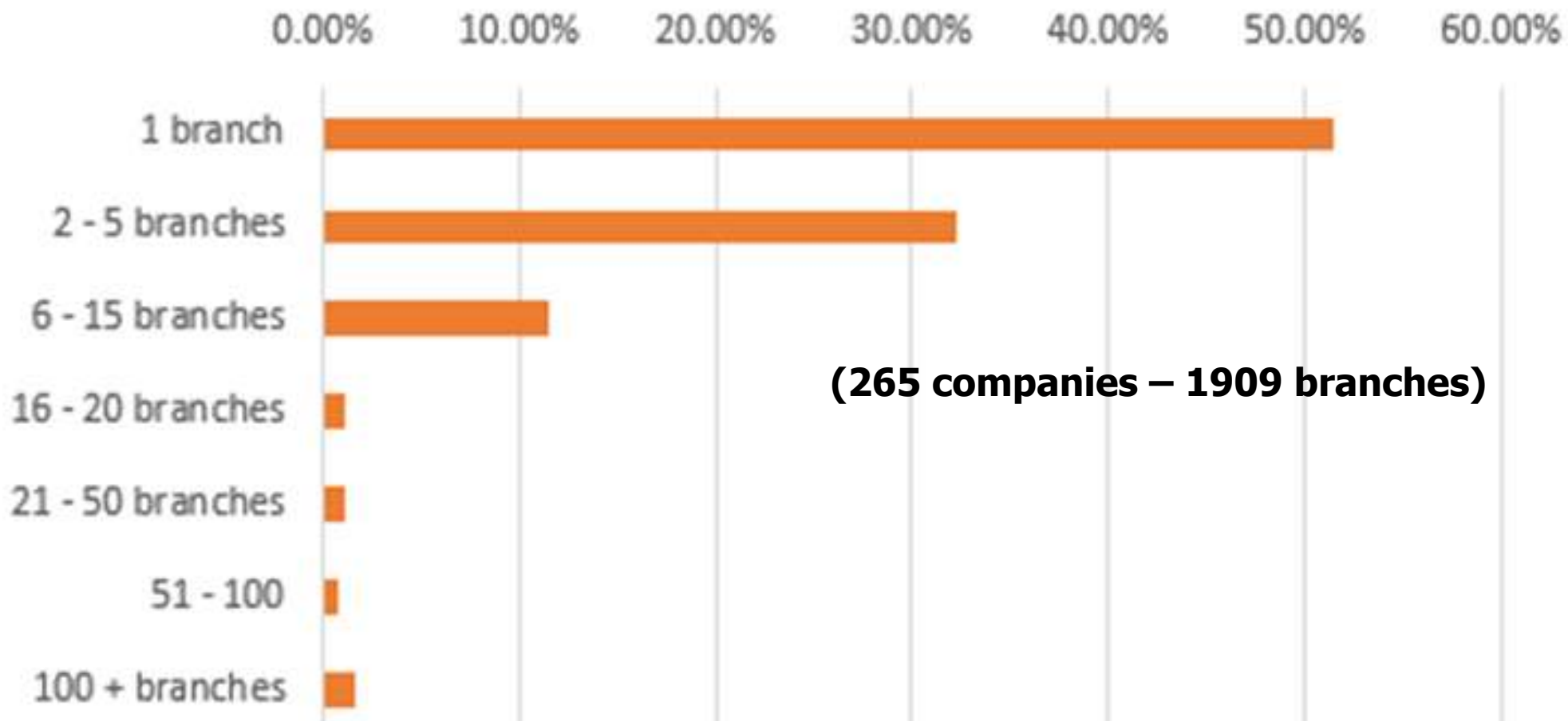
Switch Electrical (Chesterfield)
Flick Electrical



Representing
75% of
the market

Highly fragmented sector

Profile of EDA business and their branch network



EDA Board of Management



Charlie Lacey
EDA President
Stearn Electric Co. Ltd



David Moore
EDA Vice President
Medlock Electrical Distributors Ltd



Chris Ashworth
Immediate Past President
CEF



Edgar Aponte
Rexel UK Ltd



Mark Ashworth
ABM Electrical Wholesale Ltd



Margaret Fitzsimons
EDA, CEO



Andy Johnson
LEW Electrical Distributors



Dan Poole
Phase Electrical Distributors



Richard McCartney
Edmundson Electrical Ltd

Representing the interests of wholesale distributors of electrotechnical products in the UK



The wholesaler is essential link in the supply chain between manufacturers of electrotechnical products and the electricians who install them

Four Pillars of EDA Activity



Education and Training

Mission

To encourage recruitment into the sector and provide opportunities for members to upskill and develop professionally from the moment they join until they retire (and beyond)



Tracy Hewett
Head of Education & Training

EDA's vision for Education and Training



To encourage recruitment into the sector and provide opportunities for members to upskill and develop professionally from the moment they join until they retire (and beyond)

Recruitment and Induction

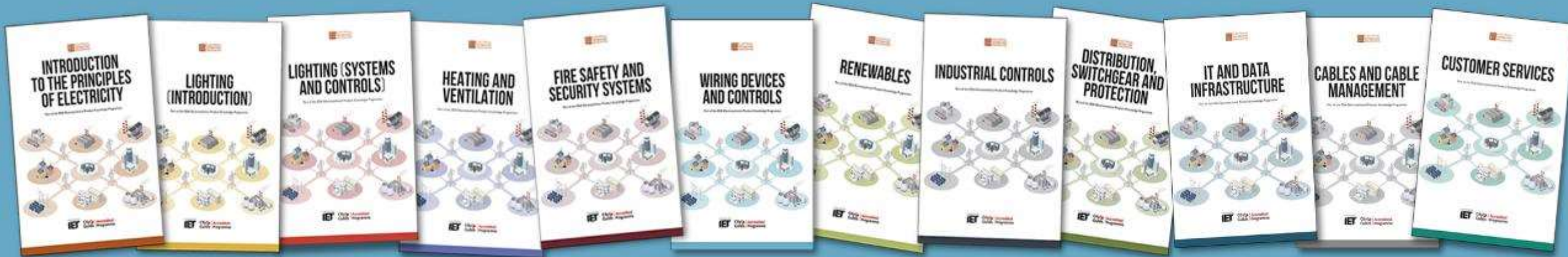
Power It Up: A career in the electrotechnical supply chain

Created by a working party across the whole supply chain in 2022

- Supporting apprentices, new starters and recruitment into the sector
- One copy sent out to each member – principal contact
- Download for free at www.eda.org.uk
- Available to order for £15 per copy (postage and packing cost only)



Award-winning Product Knowledge Programme (2018)



City & Guilds | **Accredited Programme**

CPD
CERTIFIED
The CPD Certification Service



PRINCESS ROYAL
TRAINING AWARD
2022

Module Outcomes Since Launch (June 2018)



5,897 modules
ordered

4,024
modules
completed

2,155
learners

150
organisations

476
branches



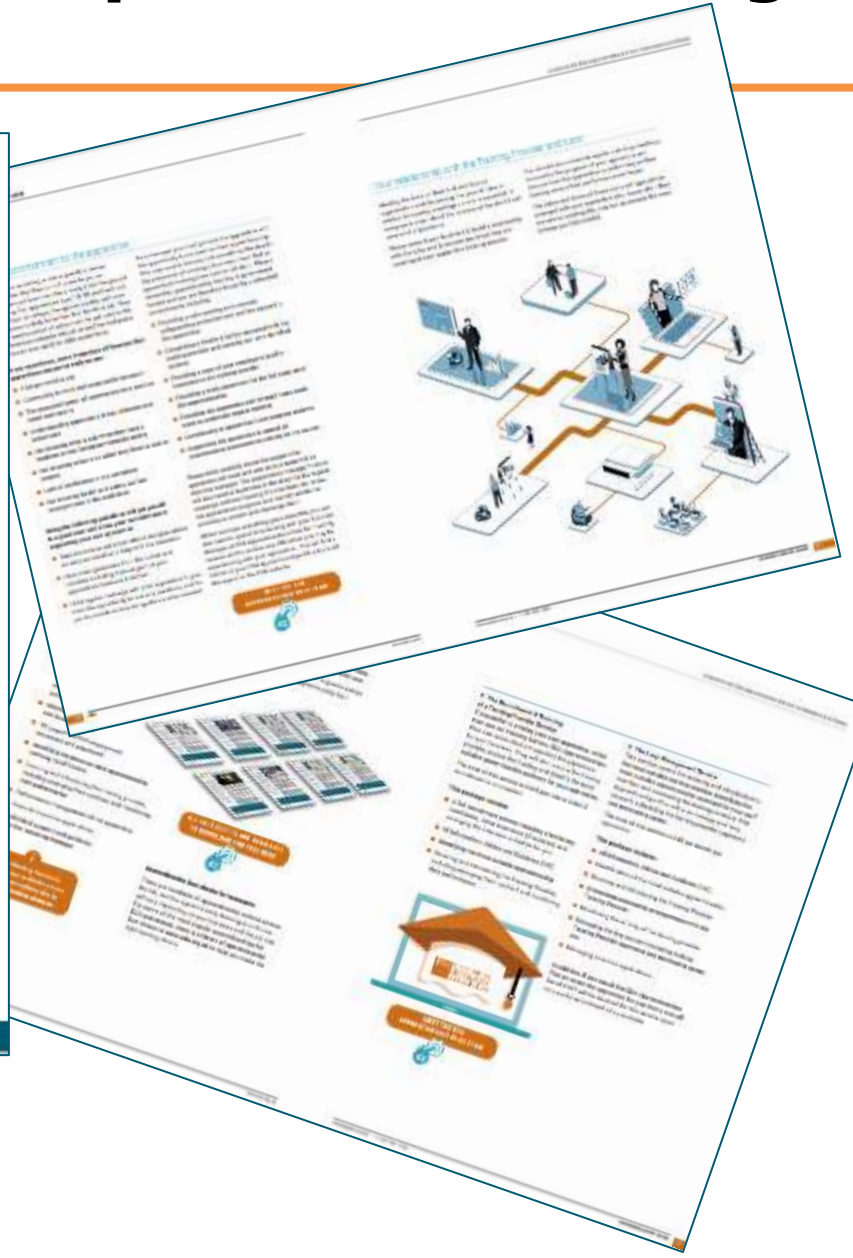
Now available
electronically



1. Introduction to the Principles of Electricity
2. Lighting (Introduction)
3. Lighting (Systems and Controls)
4. Cables and Cable Management
5. Wiring Devices and Controls
6. Distribution Switchgear and Protection
7. Fire Safety and Security
8. Heating and Ventilation
9. Renewables
10. Customer Service

E-Learning Option
£99 + VAT per
module

EDA Apprenticeship Guide for Managers



- 17-page guide providing insight and information about the EDA Service
- Tips and hints on how to get the best from your apprentice
- Free PDF download

EDA Apprenticeships in partnership with **EDA Apprenticeships Plus**



458

Expressions of Interest in 2022

212

New apprenticeships started in 2022

167

Expressions of Interest in 2023

119

New apprenticeships started
in 2023

Classroom Course - Trade Counter Merchandising

Learn to use tried and tested merchandising techniques to increase margin at your trade counters.

6-hour face to face training

Thursday 29 June, 2023 – 1 space left

Hosted by FS Cables, St Albans, Hertfordshire

Tuesday 10 October, 2023

Hosted by Termination Technology, at Dings Crusaders RFC, Bristol South



“Definitely worth attending; good ideas on product placement on the trade counter to maximise sales and engagement with your customers.”

Courses researched for EDA business:
we've done the ground work so you don't have to

www.eda.org.uk

Visit our
[Training Course Directory](#)

Courses are a mix of fee, free,
face to face and online.



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Training & Apprenticeship

Support & Resources

Join EDA membership now

EDA & EDA+R

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Home

Training & Apprenticeship

Training Course Directory

Courses researched specifically for EDA Members & Affiliates

Enhancing the skills of your people is essential to business performance and to ensure prosperity. And the EDA has a great track record for developing training that's been designed specifically for Members and Affiliates Members.

1-1128 Product Knowledge Modules and 2-1128 Apprenticeship Modules

There are hundreds of courses out there and you have limited time to research them all, so we've done it for you.



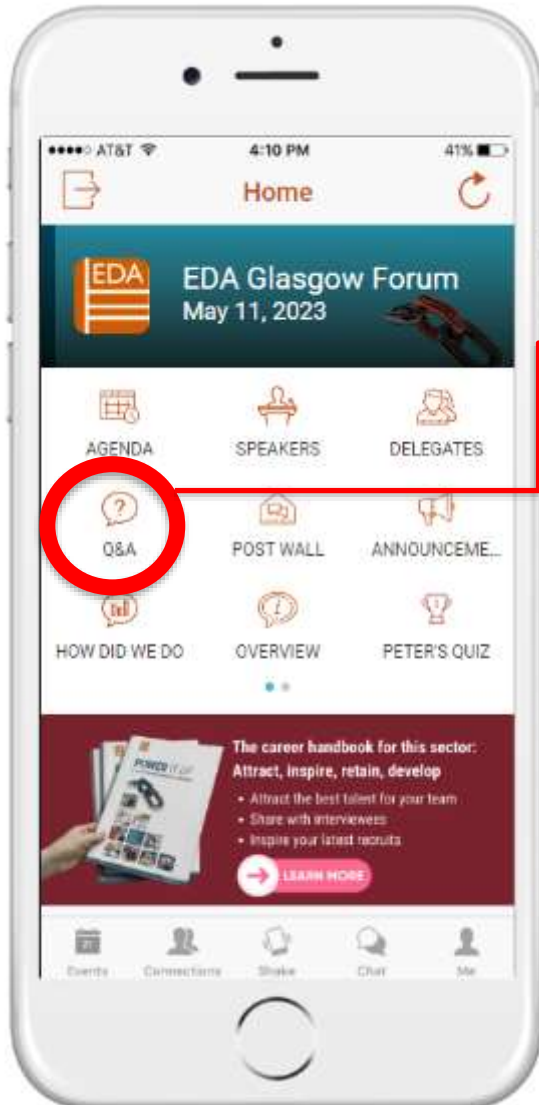
These courses have been carefully selected for EDA businesses. We've done the ground work so you don't have to.

Tracy Hewitt
Head of Education and Training at EDA+R
EDA & EDA+R

Training Courses in alphabetical order by subject

Counter Terrorism	Cost: Free	Duration: 11 hours	Delivery: online	Tutor/Trainer: Module content	Outcomes: Online Certificate	Go straight to the training
Cyber Security Introduction: Top tips for staff	Cost: Free	Duration: 30 mins	Delivery: online	Tutor/Trainer: National Cyber Security Centre	Outcomes: N/A	Go straight to the training
Cyber Security for Small Organisations	Cost: Free	Duration: 30 mins	Delivery: online	Tutor/Trainer: National Cyber Security Centre	Outcomes: N/A	Go straight to the training
Environmental Management	Cost: Free	Duration: 6 x 15 mins	Delivery: online	Tutor/Trainer: eCompass Experts	Outcomes: Diploma	Go straight to the training
Fairness, Inclusion and Respect (FIR) Toolkit	Cost: Free	Duration: 101 mins	Delivery: A range of delivery options: online, video and e-learning	Tutor/Trainer: Leeds Urban Sustainability Network	Outcomes: CPD certificate	Go straight to the training
Fundamentals of Digital Marketing	Cost: Free	Duration: 40 hours	Delivery: online	Tutor/Trainer: Google	Outcomes: Online Certificate	Go straight to the training
Help to Grow: Management	Cost: £1000 for 100-200 employees 10% of that cost = £100 + VAT. The course is subsidised by government.	Duration: 12 weeks	Delivery: online or virtual classroom	Tutor/Trainer: Business Support Experts	Outcomes: 30 business growth plan	Find out more & book place
Introduction to Business Management	Cost: Free	Duration: 10 hours	Delivery: online	Tutor/Trainer: National Careers	Outcomes: Online Certificate	Go straight to the training
Introduction to Environmental Awareness	Cost: Free	Duration: 2 hours	Delivery: online or virtual classroom	Tutor/Trainer: eCompass Experts	Outcomes: CPD Certificate	Find out more & book place
Mental Health First Aid	Cost: Free subject to eligibility criteria Admin charge of £100 for non	Duration: 7 weeks	Delivery: online	Tutor/Trainer: Learning Curve	Outcomes: N/A Award 2 Certificates	Go straight to the training

Ask a question



Live questions very welcome

Or use the Q&A function on our EDA Event App

Digitalisation

Mission

**To support and accelerate digital transformation
in the electrotechnical supply chain**



Richard Appleton
Head of Digitalisation

Two Major EDA Initiatives



ETIM
UK

ETIM (**Ecommerce** Technical Information Model)

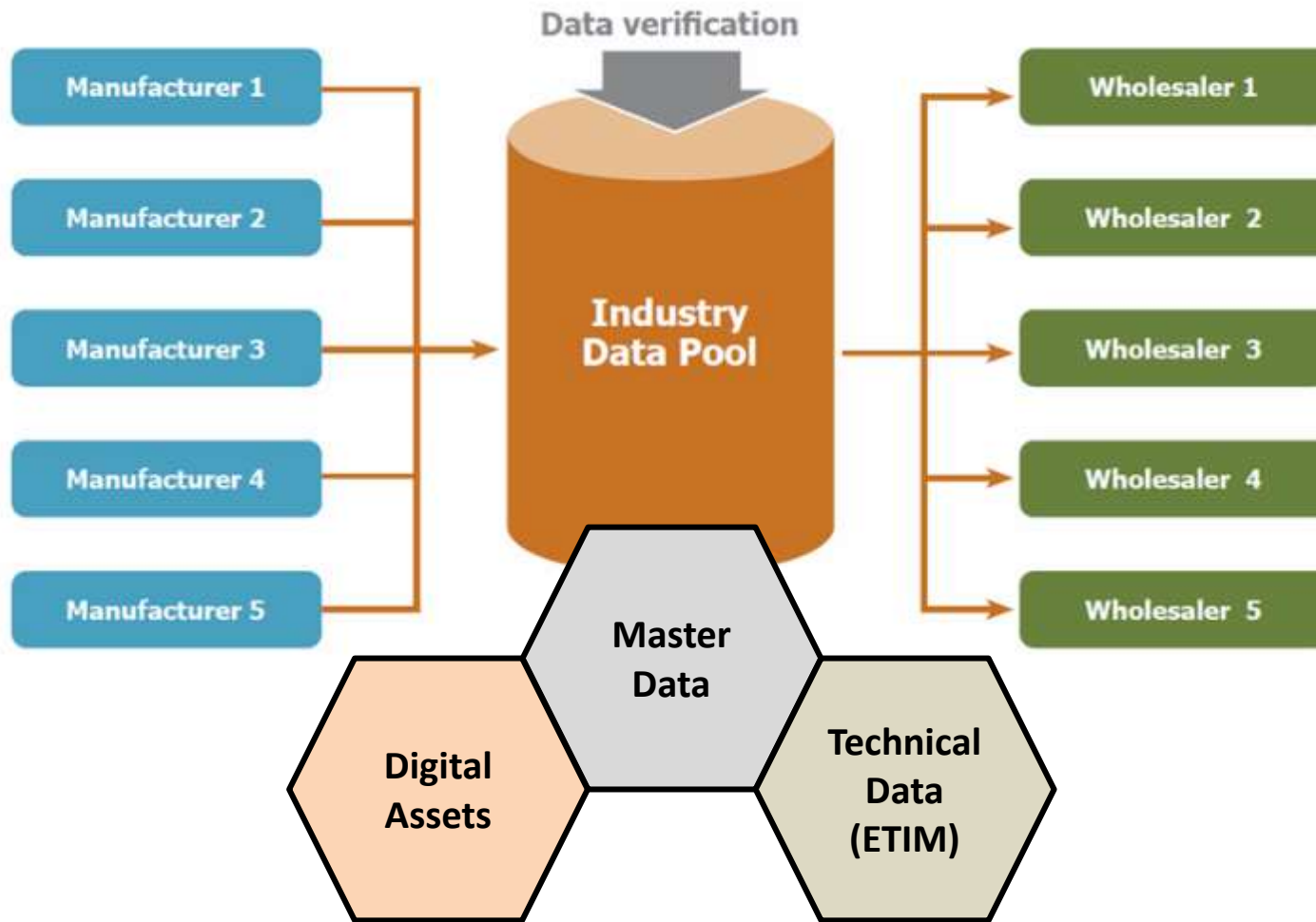
An international data model enabling manufacturers to structure technical data for their products in a consistent manner (**Introduced in 2017**)



EDATA A central, industry-owned, data pool of consistent, high quality manufacturers' product data for access and export by wholesalers (**launched Jan 2020**)



EDATA – The Electrotechnical Sector Data Pool



In the digital world product data is your **“silent sales team”**.

EDATA hosts manufacturers' product data, owned and managed by the manufacturers.

EDA member wholesalers may access and download the data free of charge.



Growth: c. 65 leading brands choosing EDATA



ABB

aico

AIRFLOW

Ansell
LIGHTING

AURORA
LIGHTING

Atkore
Unistrut | Atkore
Marco

Atkore
Flexicon

B.E.G.
The lighting specialist professionals

BELLlighting

CONSORT
CLAUDGEN

CK

CEMBRE

CHANNEL
Smarter Safety®

collingwood

CQR

deegee
beaconlamps.com

DELIGO

deta

Dialight

Draka

A Brand of Prysmian Group

EATON
Powering Business Worldwide

electrium

envirovent

ESP
www.esplighting.co.uk

EUROPA

GEWISS

GlenDimplex
HEATING & VENTILATION

hager

Integral
LED

JCC - LEVITON
company

Kosnic

KSR
LIGHTING

Kingfisher
Lighting

Knightsbridge

LUCECO

LUTRON

LEDVANCE

legrand

LEWIS

MANROSE

Marshall
Tufflex

MEGAMAN

NATIONAL
VENTILATION

NVC
Lighting

olympic
fixings

OVI
Scolmoregroup

PROCELL
BY THE DURACELL COMPANY

Prysmian
A Brand of Prysmian Group

RA
RED ARROW

ROBUS

Rointe
Your Electric Hiring Experts

Securi-Flex

signify
Philips - Interact

SLV

SWA
All the right connections!

SUPER ROD

SYLVANIA

Schneider
Electric

Scolmore
GROUP

Termination
technology Ltd
Bury and South

TIMEGUARD

Vent-Axia

WAGO

WISKA
make power smile

zehnder

193,000 SKUs

32 companies at
Gold Quality

EDATA – Congrats to our Gold Circle Members



- A key objective is to improve the quality of available product data
- Data in EDATA is measured against agreed Gold, Silver & Bronze quality standards
- Manufacturers with Gold standard data join the Gold Circle
- Provides a framework for manufacturers to manage their data enhancement project

EDATA is the catalyst driving improvements in product data quality across the whole electrotechnical supply chain



Data Sheet Download – Tangible High Quality Data

PRODUCT DATA SHEET

Aico Ei100S

Ionisation Smoke Alarm with Hush Button. Alkaline Battery only

Manufacturer: Aico Ltd



DESCRIPTION

The Ei100S is a compact, battery powered Ionisation Smoke Alarm that is powered by a 20 replacement batteries. It is designed for use in homes and is suitable for use in homes with a fire alarm system.

TECHNICAL SPECIFICATION

ETIM Class: Smoke/heat detector/Alarm (E000793)

Mounting method	Adhesive	Battery type	Alkaline
With backplate	No	Frequency (Hz)	50
Mounting material	Polycarbonate	Substrate material	PC
Colour	White	Length (mm)	142
Standard	No	Width (mm)	132
Removable detector	No	Height (mm)	21
Wireless network protocol	No	Smoke sensor	Yes
Networked detector protocol	No	Type of test/standby button	Overload

01-20-2022

Page 1 of 1

PRODUCT DATA SHEET

Ansell Lighting ADHLED1/ALU

Deco High Bay LED 41W - Aluminium Reflector

Manufacturer: Ansell Lighting

Part No: ADHLED1/ALU

Part No: ADHLED1/ALU



DESCRIPTION

Deco High Bay LED 41W - Aluminium Reflector

- Suitable for industrial, commercial and retail applications
- 41W (equivalent to 100W incandescent)
- Made from high quality aluminium
- LED lifespan 50,000 hours

TECHNICAL SPECIFICATION

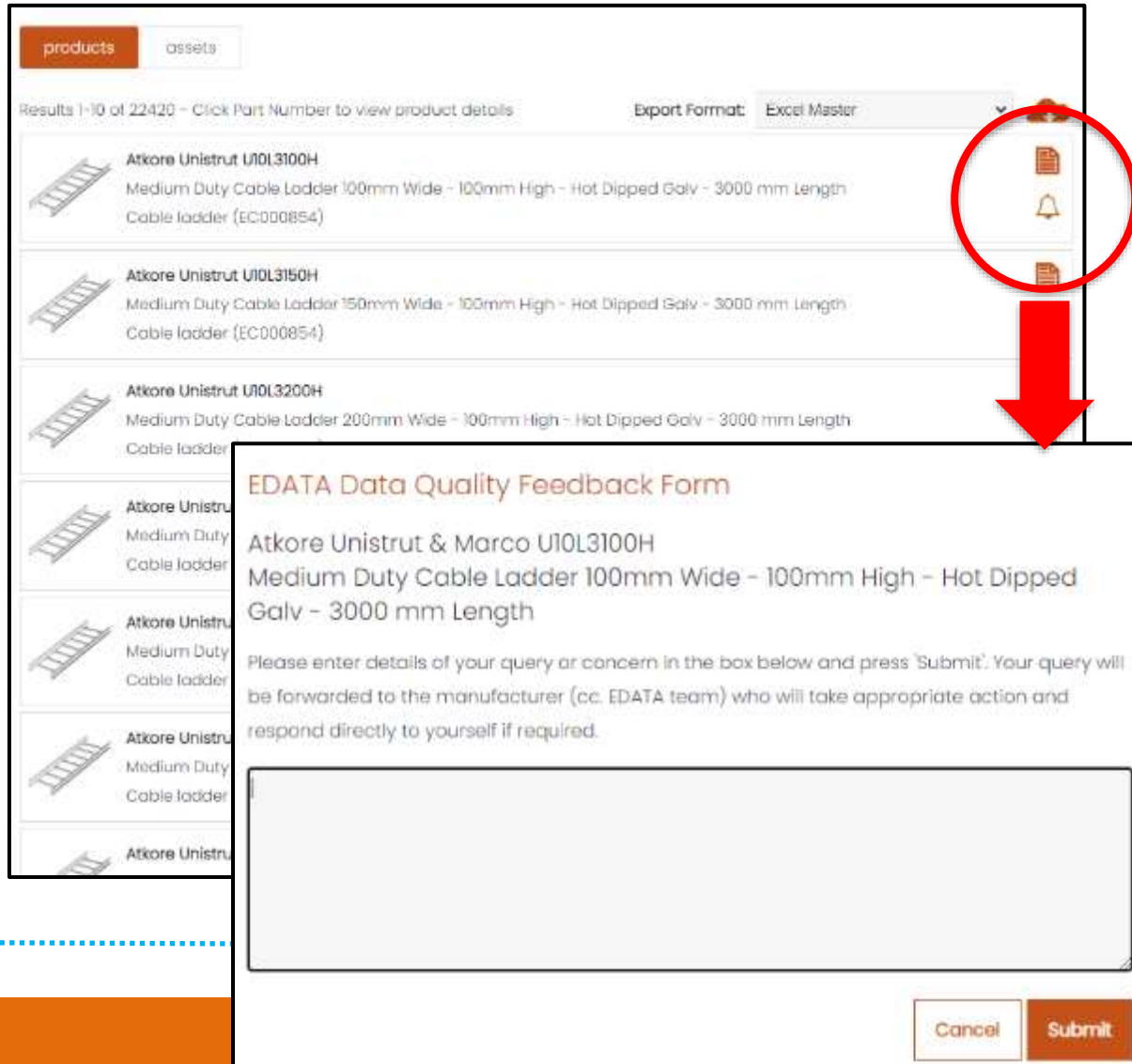
ETIM Class: High bay luminaire (E000710)

Light type	LED	Mounting method	Recessed
Number of lamps	1	Mounting material	Aluminium
Mounting height (m)	2.4 - 3.0	Reflector material	Aluminium
Power (W)	41W	Reflector size (mm)	140
Optical output (lm)	4000	Protection class	IP65

01-20-2022

Page 1 of 1

EDATA – New Release – April 2023



products assets

Results 1-10 of 22420 - Click Part Number to view product details

Export Format: Excel Master

	Atkore Unistrut U10L3100H Medium Duty Cable Ladder 100mm Wide - 100mm High - Hot Dipped Galv - 3000 mm Length Cable ladder (EC000854)
	Atkore Unistrut U10L3150H Medium Duty Cable Ladder 150mm Wide - 100mm High - Hot Dipped Galv - 3000 mm Length Cable ladder (EC000854)
	Atkore Unistrut U10L3200H Medium Duty Cable Ladder 200mm Wide - 100mm High - Hot Dipped Galv - 3000 mm Length Cable ladder
	Atkore Unistrut U10L3100H Medium Duty Cable Ladder 100mm Wide - 100mm High - Hot Dipped Galv - 3000 mm Length Cable ladder
	Atkore Unistrut U10L3150H Medium Duty Cable Ladder 150mm Wide - 100mm High - Hot Dipped Galv - 3000 mm Length Cable ladder
	Atkore Unistrut U10L3200H Medium Duty Cable Ladder 200mm Wide - 100mm High - Hot Dipped Galv - 3000 mm Length Cable ladder
	Atkore Unistrut U10L3100H Medium Duty Cable Ladder 100mm Wide - 100mm High - Hot Dipped Galv - 3000 mm Length Cable ladder

EDATA Data Quality Feedback Form

Atkore Unistrut & Marco U10L3100H
Medium Duty Cable Ladder 100mm Wide - 100mm High - Hot Dipped Galv - 3000 mm Length

Please enter details of your query or concern in the box below and press 'Submit'. Your query will be forwarded to the manufacturer (cc. EDATA team) who will take appropriate action and respond directly to yourself if required.

Cancel
Submit

- **“Alarm Bell”** Data quality feedback loop
- Upgrades to search page
 - UI upgrade
 - Clear all filters
 - Filter by data quality
- BMEcat 5.0 import/export



Going for Gold Data Quality Workshops 2023 Programme



A poster for the 'Going for Gold Data Quality Workshops'. It features a photo of a workshop session with several people around a table. Text on the poster includes: 'EDA's Going for Gold Data Quality Workshops Helping the electrotechnical supply chain create the highest quality product data', '100% of delegates would recommend the training to a colleague', 'Book online at www.eda.org.uk/event or call the EDA on 020 3141 7350', 'Product data is your silent sales team. You will learn how to create product data that sells your products and enhances your brand.', 'Superbly knowledgeable team presenting.', 'A great day.', 'Individual chats were very helpful.', 'These free one-day training workshops, held in groups of 10-12, are designed for manufacturers involved in the creation and management of product data. EDA wholesalers working with product data are welcome and will benefit from attending.', 'THE FREE WORKSHOP COVERS:', 'Understanding the product data environment and why high-quality product data is so important', 'What EDA's Gold Standard means and how to get there', 'Best practice for product descriptions', 'Best practice for product images', 'Understanding the ETIM data standard and its role in highlighting the technical performance of your products', 'How to use the ETIM Content Management Tool (CMT)', 'Practical session to review your Master Data, Digital Assets including Photoshop tips and tricks', '2023 DATES:', '10.30AM - 3.00PM', '1 FEBRUARY West Bromwich', '18 APRIL Mewbury', '31 MAY Huddersfield', '13 SEPTEMBER London', '8 NOVEMBER Location TBC', and 'CPD CERTIFIED'.

Data quality workshops based on EDA white paper contents

Wednesday 31 May 2023

10:30am – 3:30pm

WERCS, Huddersfield

Register at:

<https://www.eda.org.uk/event/>



“Excellent course content to point you in the right direction”

“Very informative session... I expected nothing less from the EDA team”

“The structure and content of the session were outstanding”



Digitalisation white papers



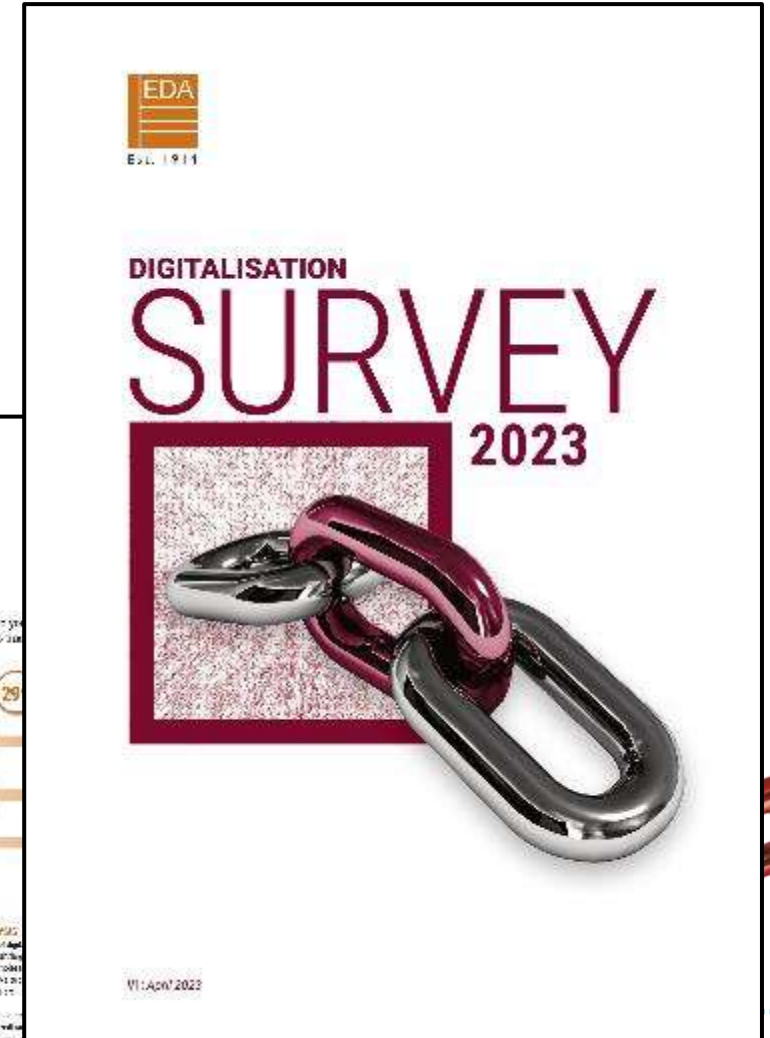
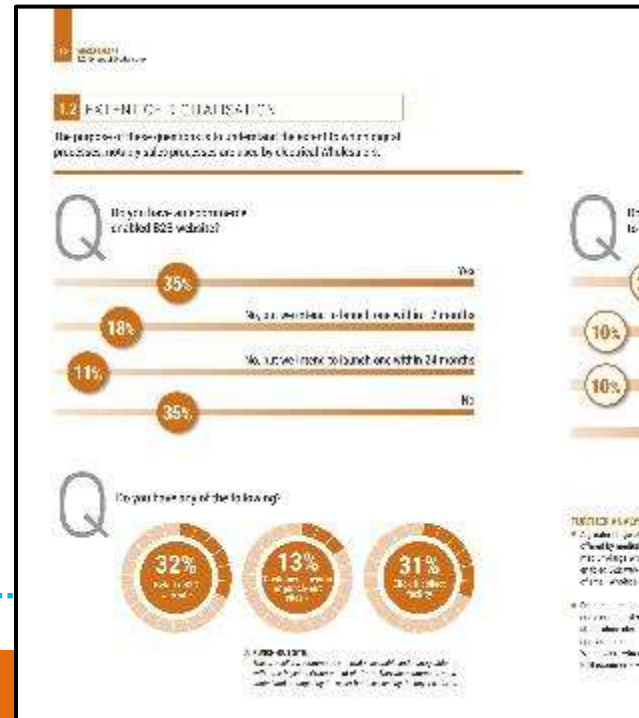
- Best practice published as white papers
- Practical and relevant for wholesalers and manufacturers
- Download from <https://www.eda.org.uk/support-and-resources/white-papers/>



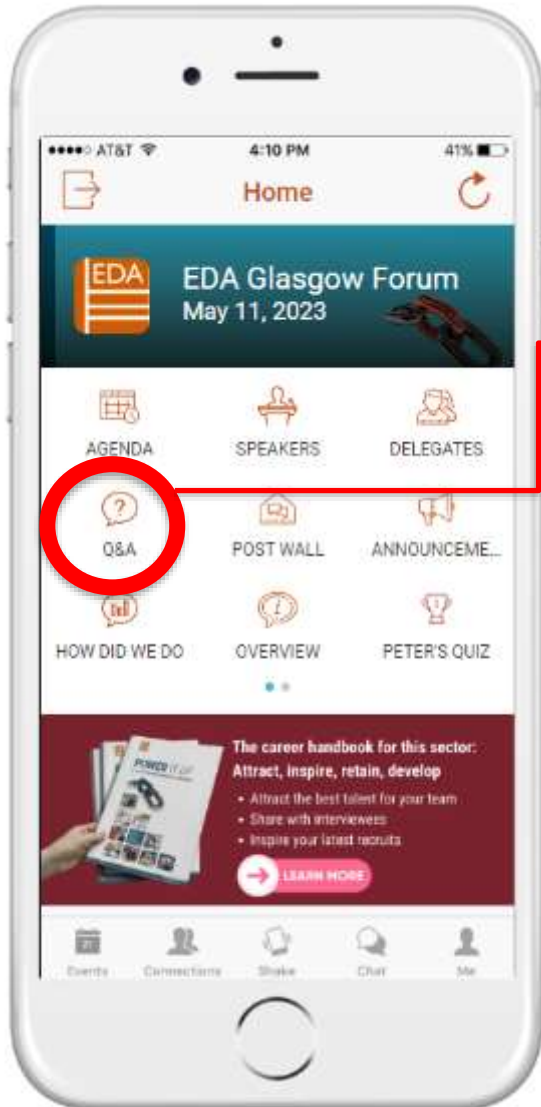
Digitalisation Survey 2023 – Report Available

Report now available to download from EDA web site:

<https://www.eda.org.uk/news/digitalisation-survey-2023/>



Ask a question



Live questions very welcome

Or use the Q&A function on our EDA Event App

Industry Insight

Mission:

To curate and communicate information from a variety of sources (*the EDA, the supply chain and wider construction industry*) that offers valuable insight, identifying threats and opportunities and enabling better decision making



Anne Vessey
Head of Marketing and
Communications



Collaboration with Supply Chain Trade Associations



Electrotechnical Sector



Contractor Associations



Manufacturer Associations



Wider Construction Industry & Government

Dept for Business, Dept for Energy and Net Zero (DESNZ) & CLC, Department for Work and Pensions (DWP)
CPA, BMF, FMB, LABC, HBF, etc



Latest Construction Industry Forecasts



Spring 2023 Forecast from
the Construction Products
Association (CPA)

Normally £210

To get your free copy, email
Margaret.fitzsimons@eda.org.uk



Latest from the LIA



Energy (re)labelling of light sources **1 April 2023**

Briefing document prepared for EDA Wholesalers



Energy (re)labelling of light sources

Background

The relevant regulation is The GB Ecodesign for Energy-Related Products and Energy Information (Lighting Products) Regulations 2021, SI 2021 No. 1095¹.

This requires that by 1st April 2023 all light sources displayed at the point of sale shall have the new, rescaled (A to G energy efficiency rating).

Any existing stock with the old (A++ to F rating) label will need to be relabelled to the new label if it is to be continued to be sold.



OLD LABEL RESCALED LABEL

Details

- Manufacturers (suppliers) are required to supply rescaled labels, in the form of stickers, to dealers upon request.
- The same requirement applies in EU/EEA but this requires relabelling by 1st March 2022.
- The rescaled label has been required for light sources placed on the market after 2nd Oct 2021, so products requiring relabelling should only have been placed on the market before this date.
- This requirement for relabelling includes light sources already placed on the market that are in stock at manufacturers, distributors and retailers.
- It is estimated there could be 15 - 30 million light sources in stock impacted by this².

¹ SI 2021 No. 1095, 31 (7) Dealers must ensure that, before 1st April 2023— (a) existing labels on light sources at points of sale are replaced by rescaled labels in such a way as to cover the existing label, including when the label is printed on or attached to the packaging;

The Lighting Industry Association 01932 299905 www.theLIA.org.uk
Safford Park 7, Telford, Shropshire TF1 3DQ enquiries@theLIA.org.uk [@lighting_LIA](https://twitter.com/lighting_LIA)

**EDA Glasgow Forum**
May 11, 2023





GOING FOR GOLD
EDA DATA QUALITY TRAINING WORKSHOP
HUDDERSFIELD
Wednesday 31 May 2023

REGISTER NOW 





Events Connections Share Chat Me

Latest from the LIA



Restriction of Hazardous Substances - UK Timetable published Jan 2023

Lamps not to be placed on the market after key dates.

Briefing document prepared for EDA Businesses

The LIA's Guide to the latest announcement on RoHS

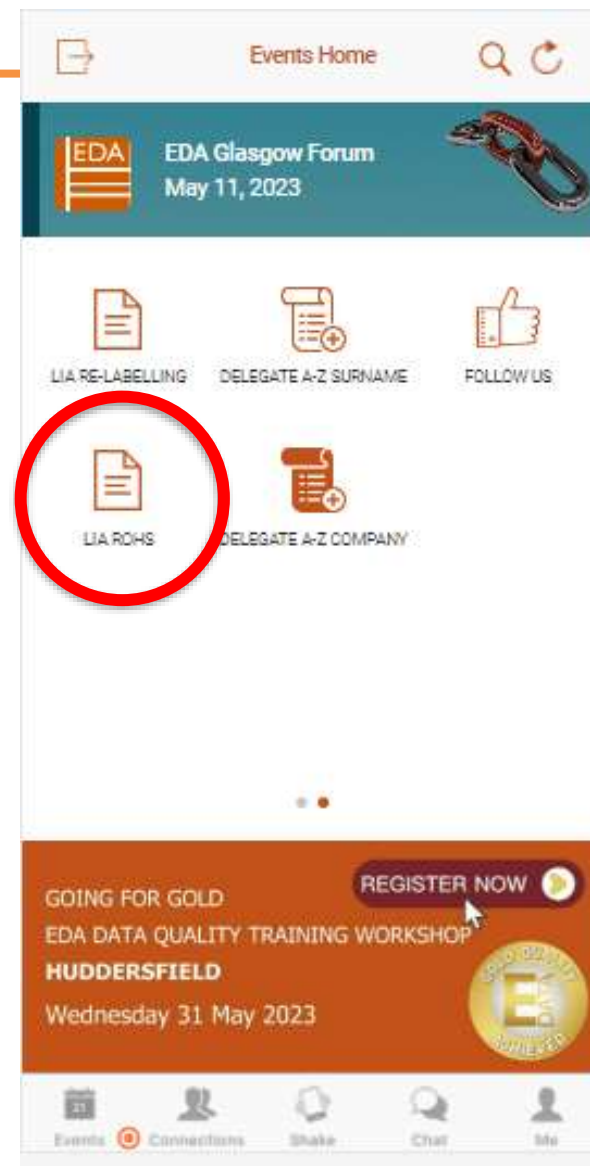
The EU published its review of RoHS exemptions on mercury containing lamps on 24th February 2022 in [the Official Journal of the European Union](#). Post Brexit, our industry awaited confirmation of the UK timetable, on Monday 30th January 2023, DEFRA published the Secretary of State's determination applicable to England, Scotland and Wales on the [Government's website](#). The lamp type exemptions mirror the EU, but with extended implementation timescales as listed below.

Lamp Type		EU Phase-out date (legislation)	GB Phase-out date (legislation)
CFLni Non-Integrated		24 February 2023 (RoHS)	1 February 2024 (RoHS)
CFLni Long life (< 30W, ≥ 20,000h)		24 August 2023 (RoHS)	24 February 2025* (RoHS)
T5		24 August 2023 (RoHS)	1 February 2024 (RoHS)
T8 (2', 4' & 5')		24 August 2023 (RoHS)	1 September 2023 (Eco-design)
T8 (other lengths)		24 August 2023 (RoHS)	1 February 2024 (RoHS)
T5/T8 Long-life (≥ 25,000h)		24 February 2023 (RoHS)	1 February 2024 (RoHS)
SON Deluxe (most)		24 August 2023 (RoHS)	1 February 2024 (RoHS)

The above lamp types cannot be placed on the market from the stated dates. This list only covers the most significant general lighting lamps, please check the [DEFRA website](#) for a comprehensive list.

- The above lamps will often still be available from your suppliers after these dates until stock is exhausted
- You should start planning for the future now:
 - Are LED retrofit lamps available or will new light fittings be needed?
 - Consult your supplier to check your options
- For further support on RoHS please contact enquiries@thelia.org.uk

* Date to be confirmed



EDA State of the Sector Survey Highlights from Q2 2023



Snapshot from Q2 2023 EDA State of the Sector Survey



1. Turnover
2. The sectors which are
Declining
Staying the Same
Growing
3. Your biggest headaches
4. Bad debts or just slow payers?
5. Will 2023 sales top 2022?

www.eda.org.uk

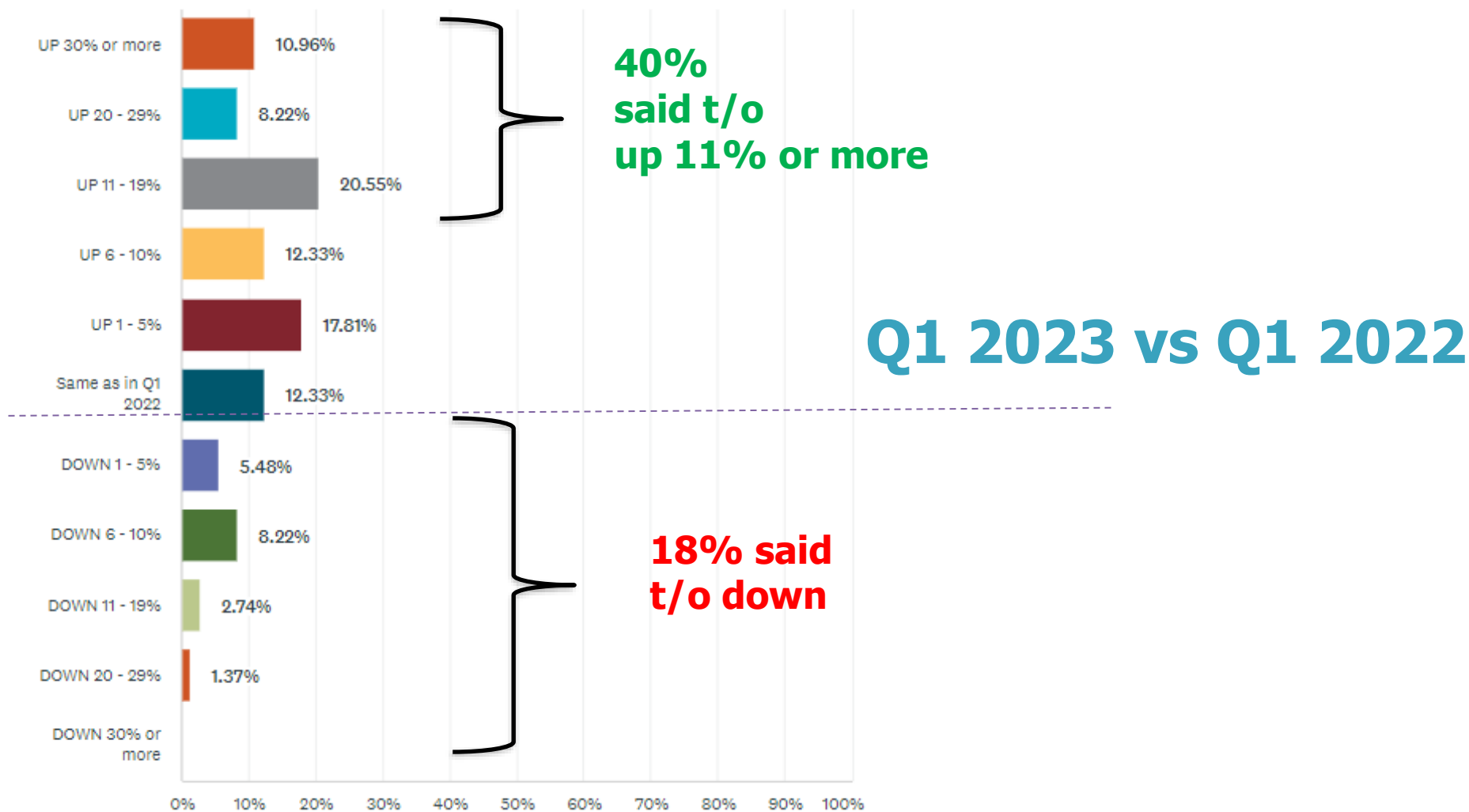
Results of the EDA's Wholesaler Surveys



Results of the EDA's Manufacturer Surveys

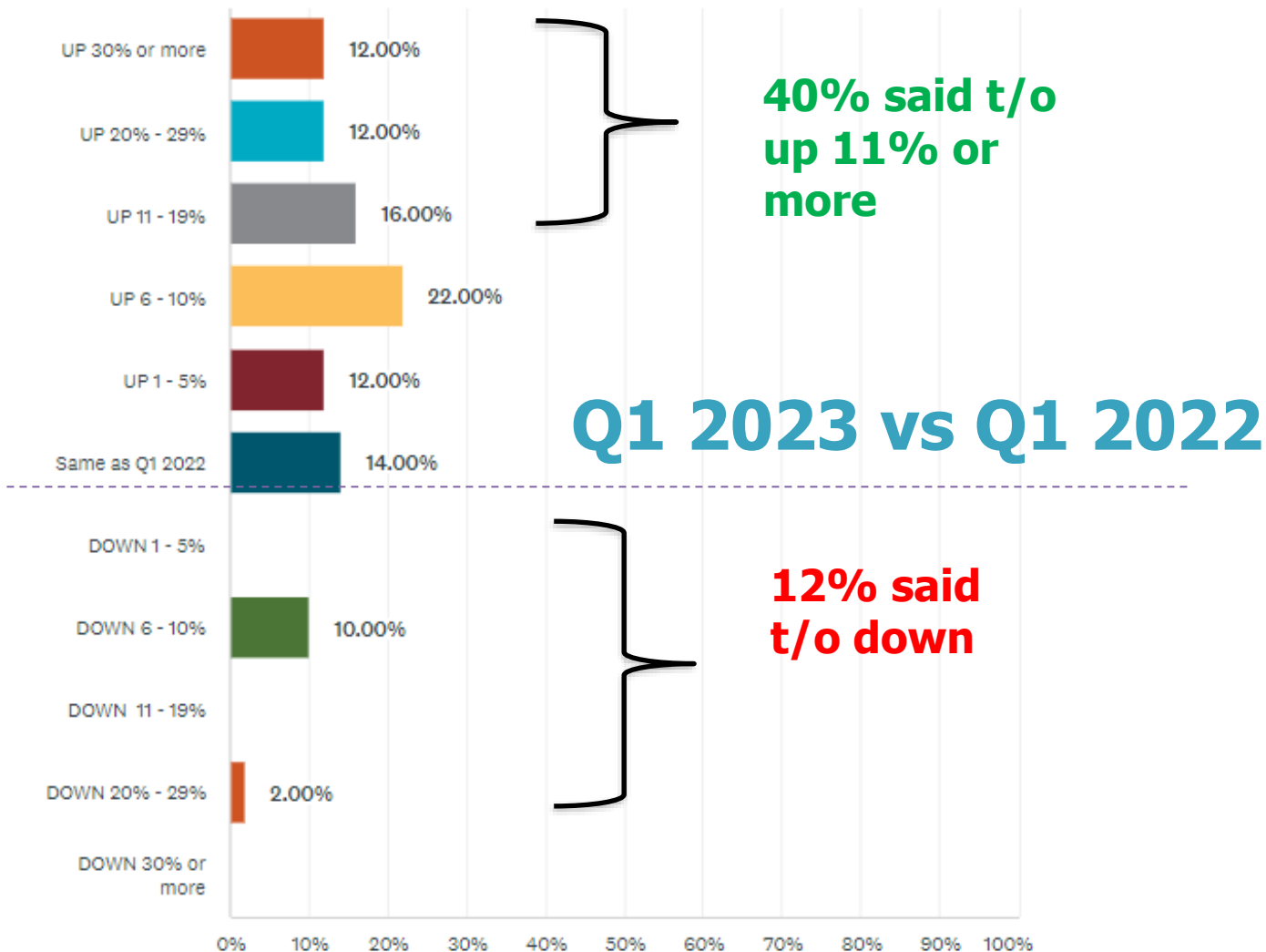


Wholesalers: Comparing turnover in Q1 2023 with Q1 2022



Manufacturers: Comparing Q1 2023 turnover with Q1 2022

Talking Shop Zoom Dialogues



"Same money less stuff"

"We are up as a business but it's our projects side holding us up, the day to day business has been slower in Q1 this year compared to last."

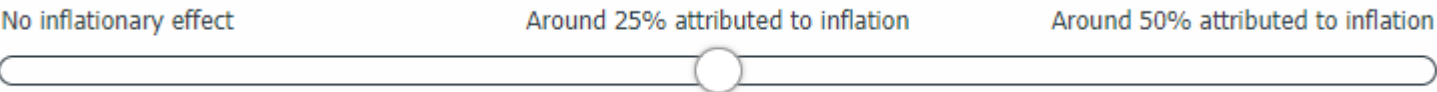
"Volume is steady, maybe slightly up"

"We have seen many electrical wholesalers dropping the levels of stocks that they hold over the last 12 months, and larger projects are experiencing many delays."

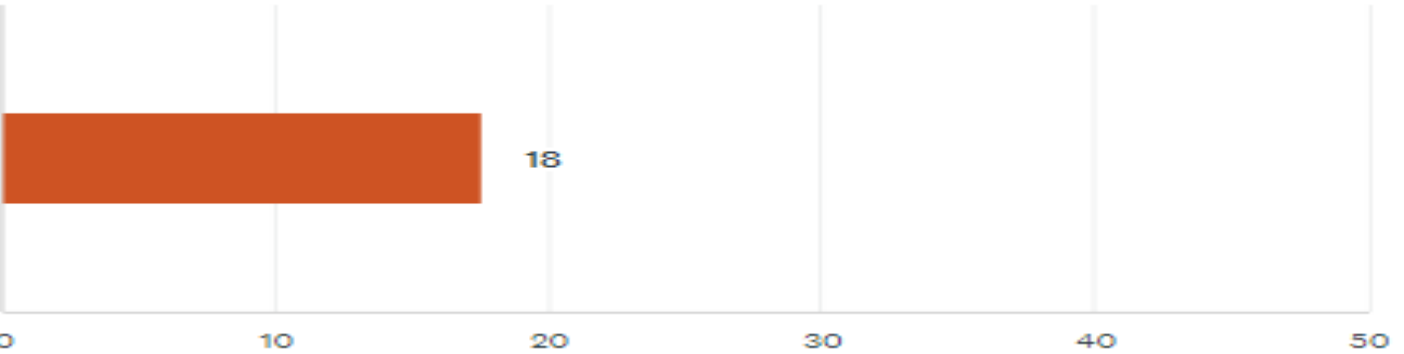


If you have experienced growth in turnover, how much is inflation related?

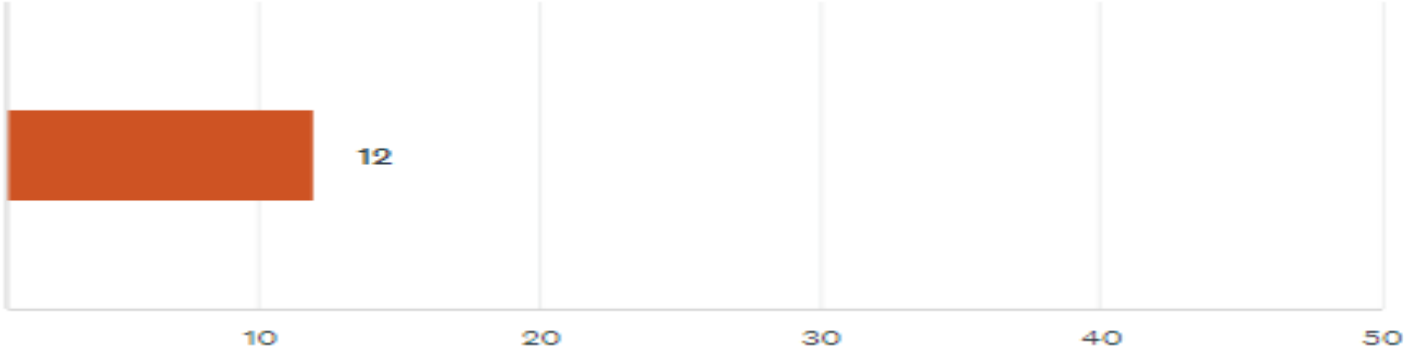
Using the slider



Wholesalers



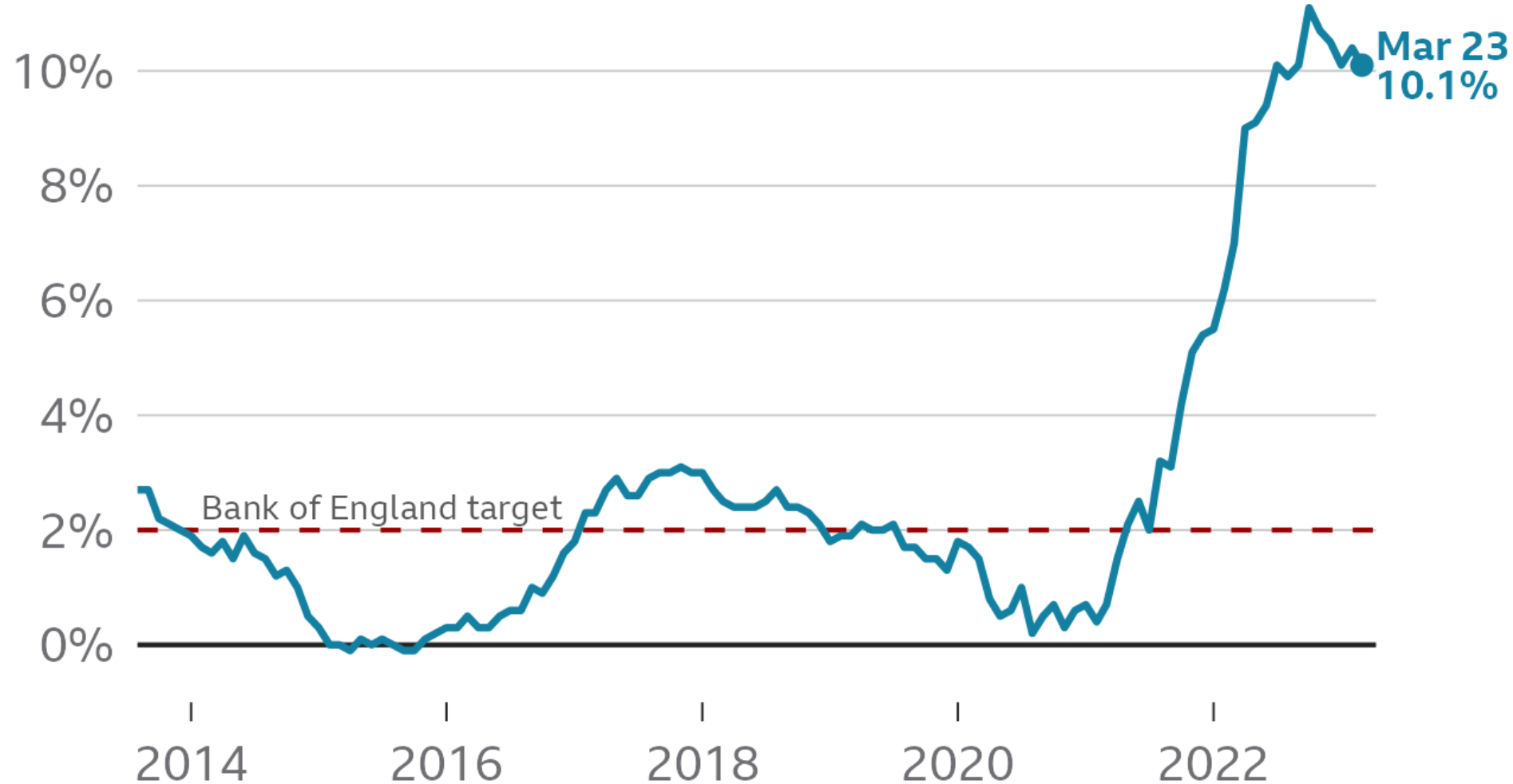
Manufacturers



Inflation at 10.1% in March 2023

Consumer Prices Index

Talking Shop
Zoom Dialogues



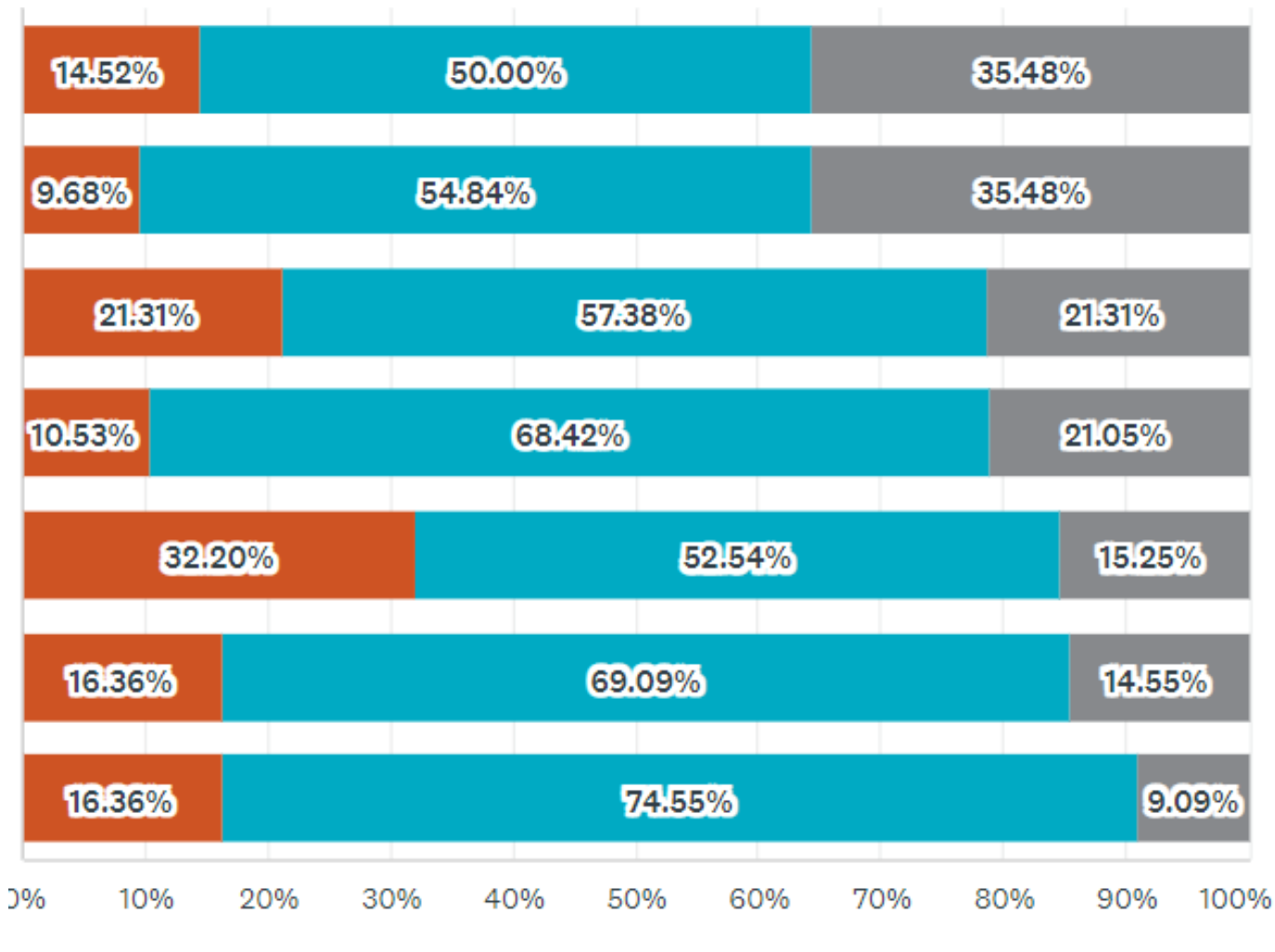
Source: Office for National Statistics

BBC



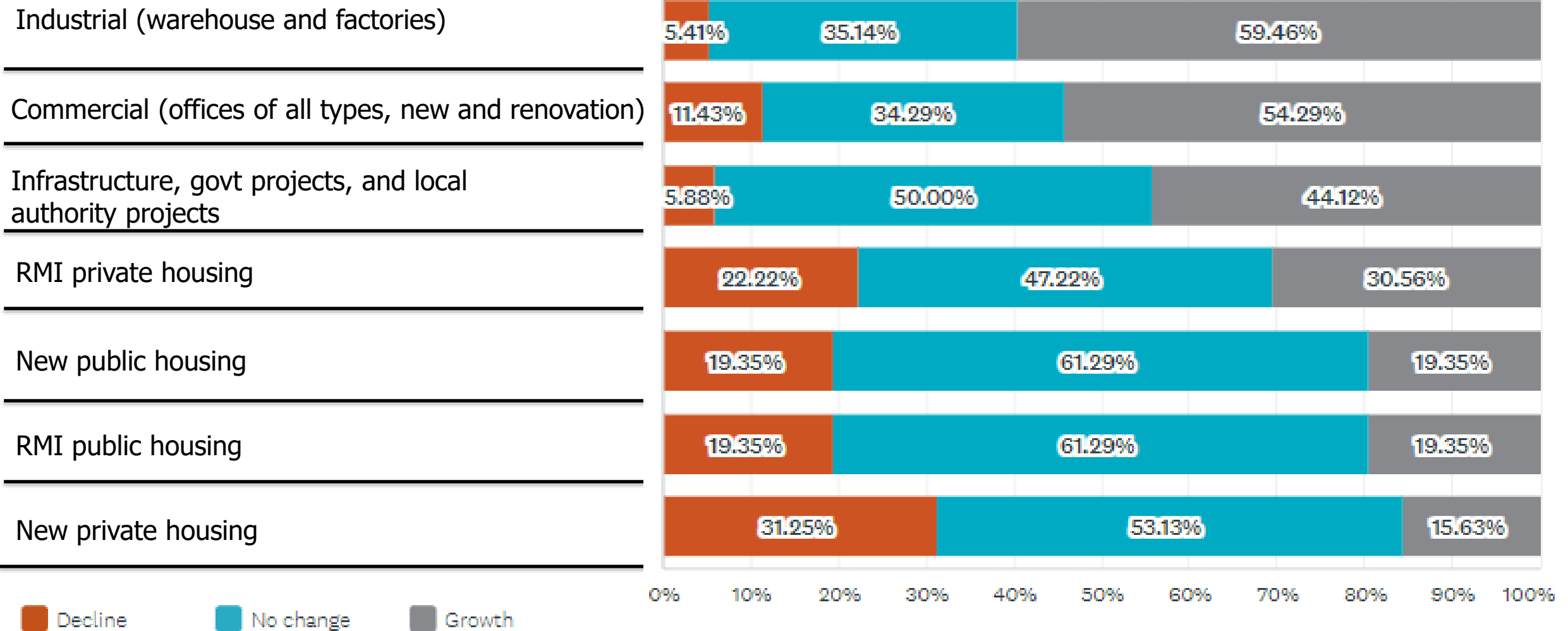
Wholesalers: Have you experienced a change in turnover in Q1 2023 compared to Q4 2022 for the following sectors?

- Commercial (offices of all types, new and renovation)
- Industrial (warehouse and factories)
- Repair Maintenance Improvement (RMI) private housing
- Infrastructure, govt projects, and local authority projects
- New private housing
- New public housing
- RMI public housing



Decline No change Growth

Manufacturers: Have you experienced a change in turnover in Q1 2023 compared to Q4 2022 for the following sectors?



Wholesalers in Q2 2023: Your 3 most pressing operational challenges

1

Product price and availability issues

2

Attracting and retaining staff

3

**Customers paying more slowly
+ Inflation**

Manufacturers in Q2 2023: Your 3 most pressing **operational** challenges

Talking Shop
Zoom Dialogues

1

Product price and availability issues

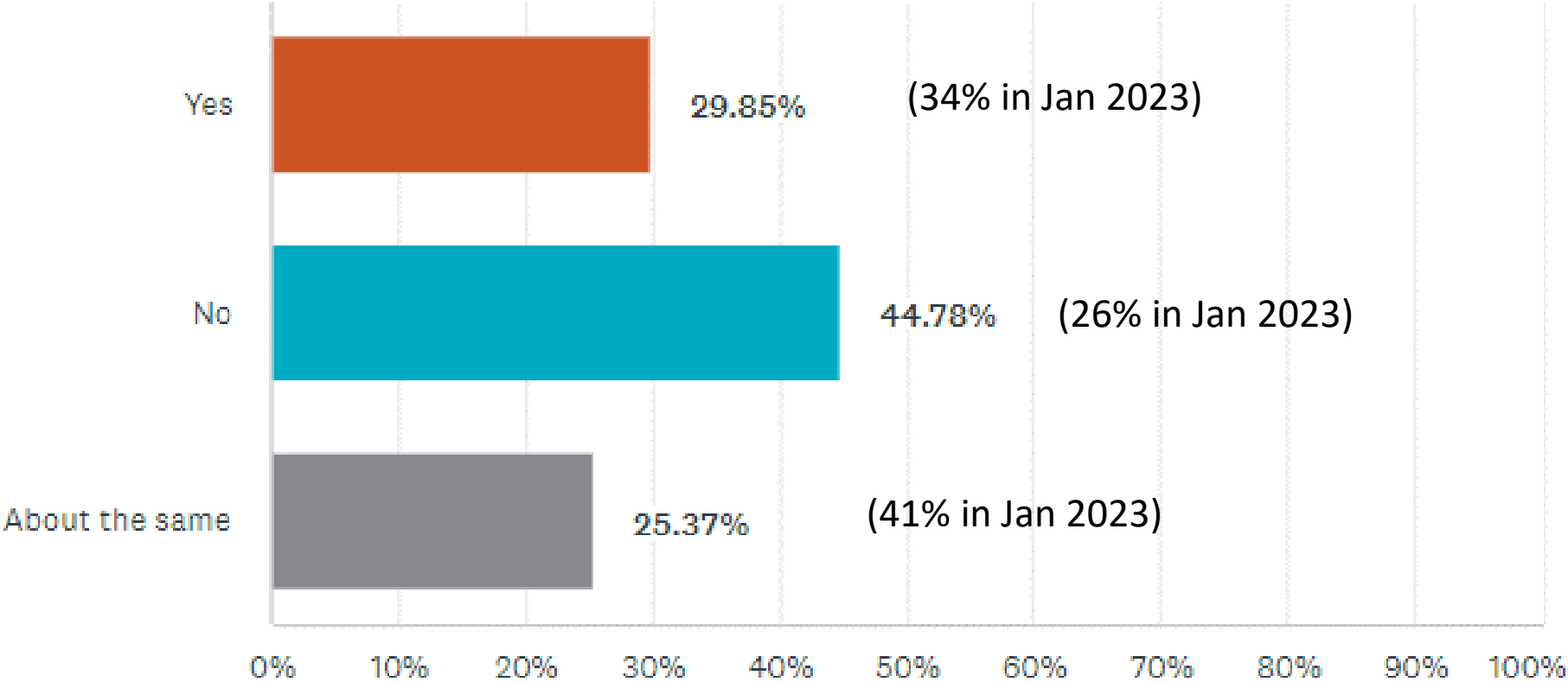
2

Devaluation of sterling against foreign currencies

3

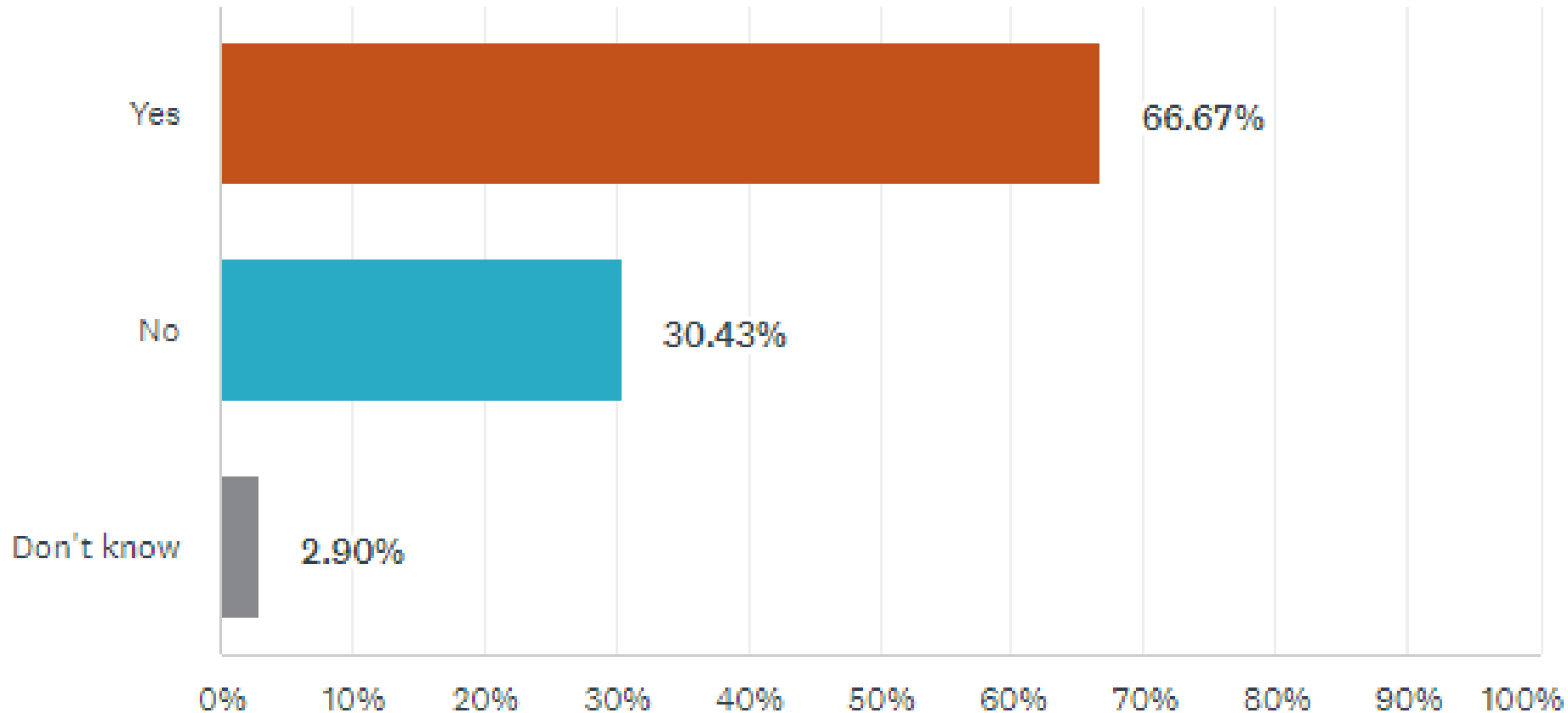
Raw material price inflation

Wholesalers: During Q1 2023 have you experienced a rise in bad debts and contractor businesses going into administration when compared to Q4 2022?



Wholesalers: In our January 2023 survey, wholesalers reported customers paying later than expected. Is this continuing in Q1 2023?

Talking Shop Zoom Dialogues



"Only marginally"

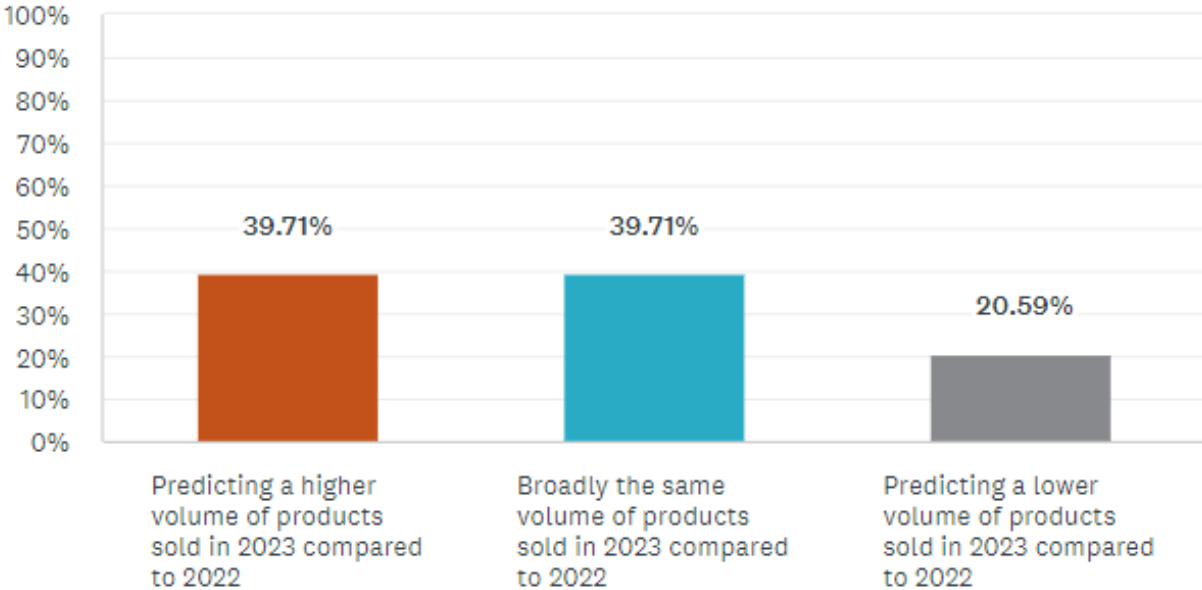
"Q1 is always a time when customers pay later. Payment of tax gets prioritised."

"Just slow. If you put traders on stop they simply go elsewhere."

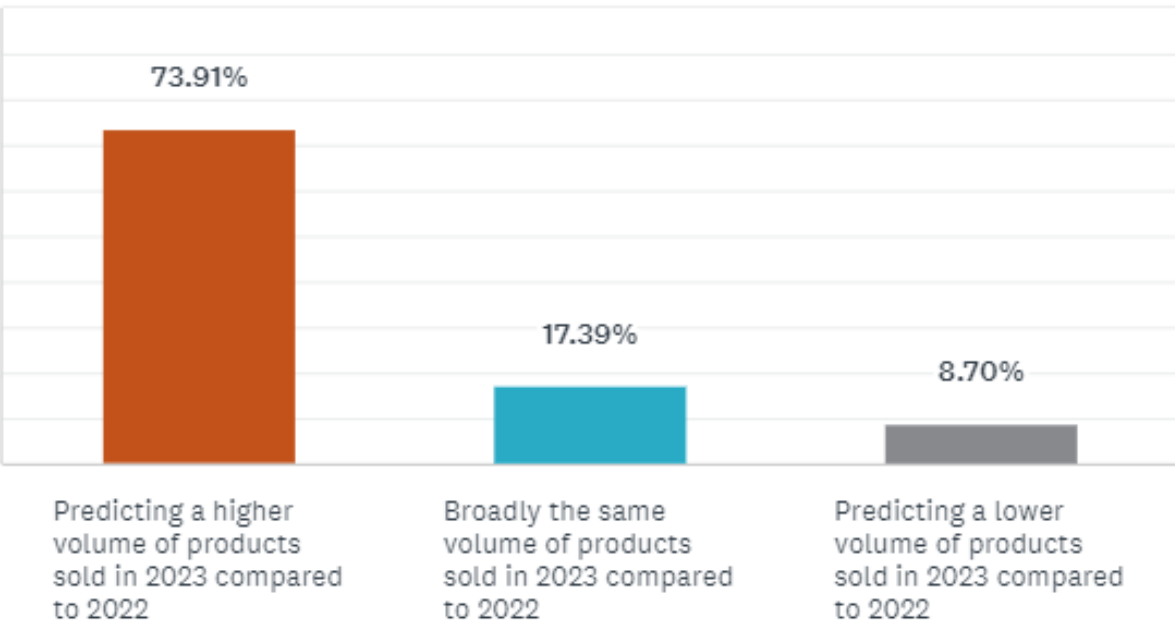


The view from Q2 on business growth – how will like-for-like sales in 2023 compare with 2022?

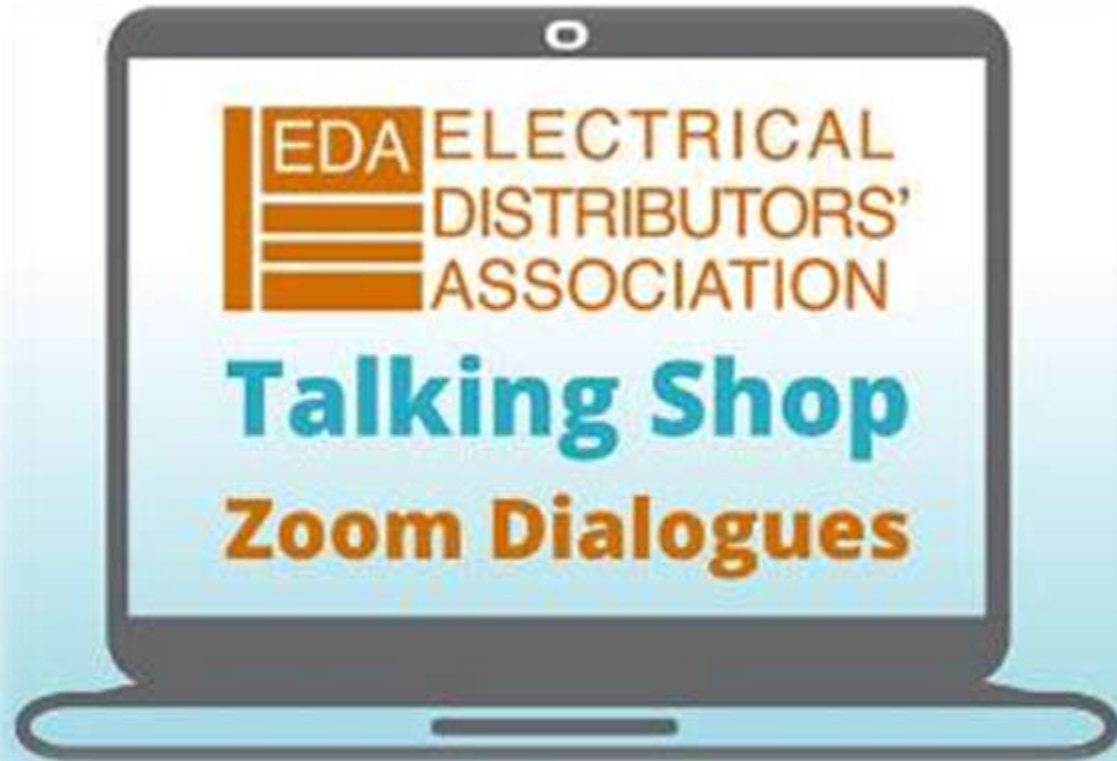
Wholesalers



Manufacturers



Register at
www.eda.org.uk



11am- 12.30pm

Tuesday 25 July 2023

Tuesday 24 October 2023

Building Business Community

Mission:

To offer events, publications and services that provide visibility, access and unparalleled opportunities for networking and business development for members.



Business Community:

Building relationships at Business Networking Events



www.eda.org.uk

Regional Business Forums 2023

- Wed 29 March 2023: Peterborough
- Thurs 11 May 2023: Glasgow + EDA Scottish Section Sportsmans' Dinner
- Wed 27 September 2023: Cardiff
- Thurs 15 November 2023: Bradford

EUEW – European Union of Electrical Wholesalers – Convention

SS Rotterdam, Netherlands

Thursday 15 and Friday 16 June 2023

Summer Event for Manufacturers and Wholesalers

Thursday 6 July 2023

Scottish Function – Gleneagles

Tuesday 3 October - Friday 6 October 2023

Digitalisation Forum & Data Awards

Wed 29 November 2023, London

Annual Awards Dinner 2024

Thursday 7 March 2024

Coming up Regional Business Forums 2023



EDA Forum

Cardiff

Wed 27

September

EDA Forum

Bradford

Wed 15

November



Please tell your colleagues

Business Community - EDA Publications

Taking Stock, EDA's quarterly newsletter

- Jan, April, July, October
- Latest news and information
- Mailed to lead contact
- Enclosed with Electrical Wholesaler magazine: 3,000 readers



Key Contact Directory

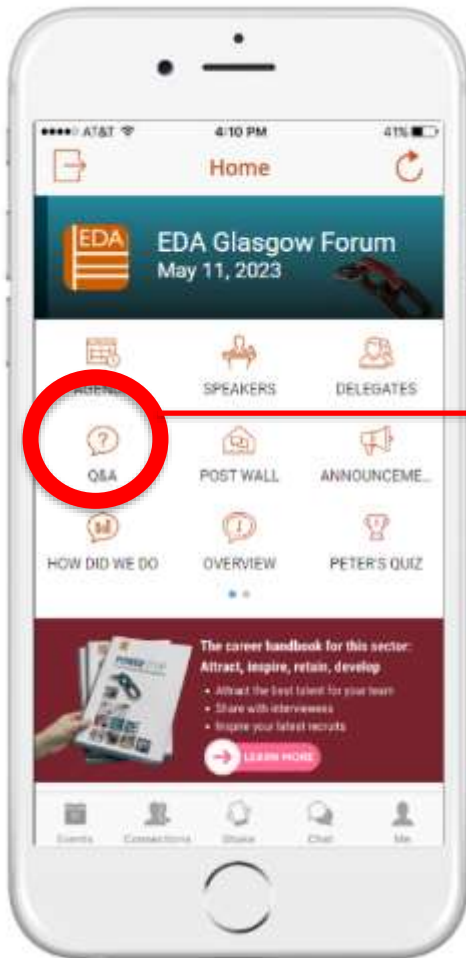
- Published Jan annually
- Who's who in every EDA business
- Copy sent to everyone listed within



Business Community: Building relationships through working together for the good of the sector



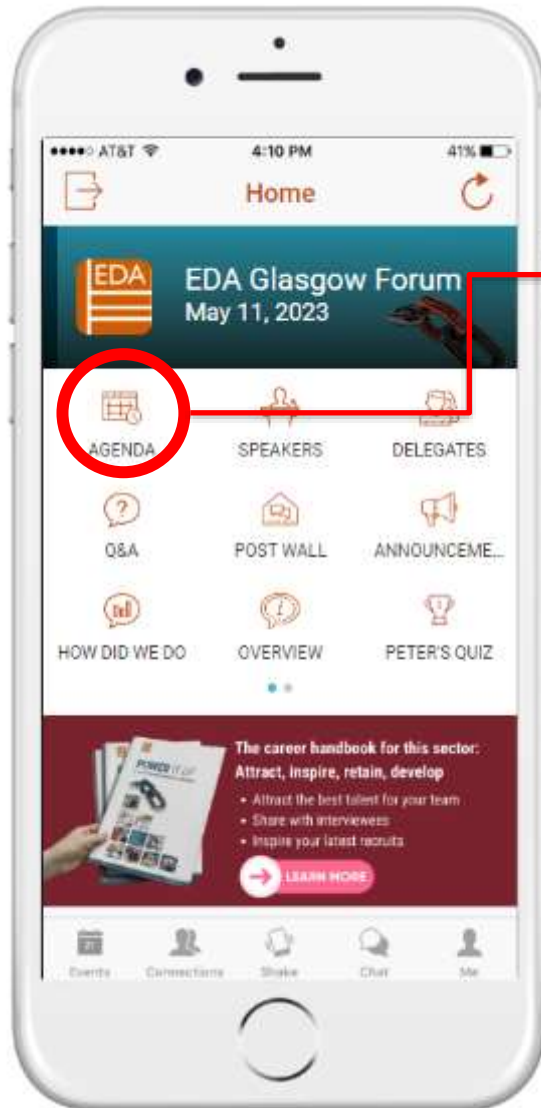
Ask a question



Live questions very welcome

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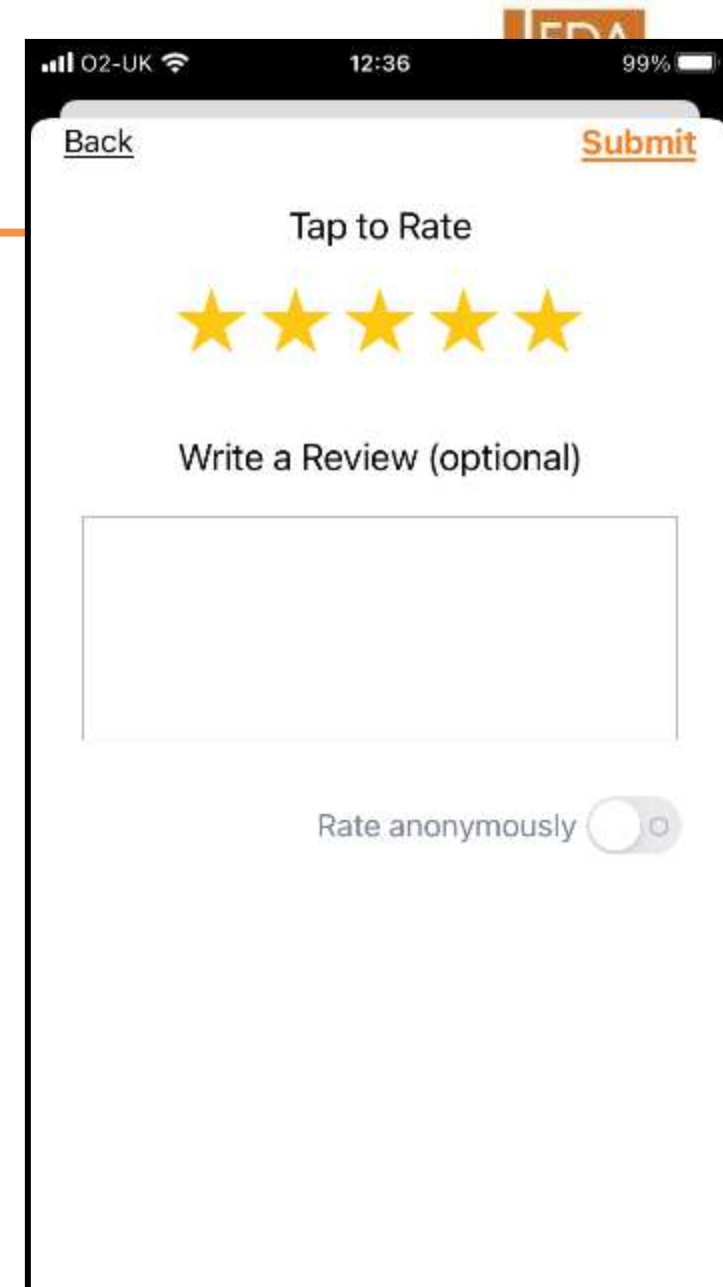
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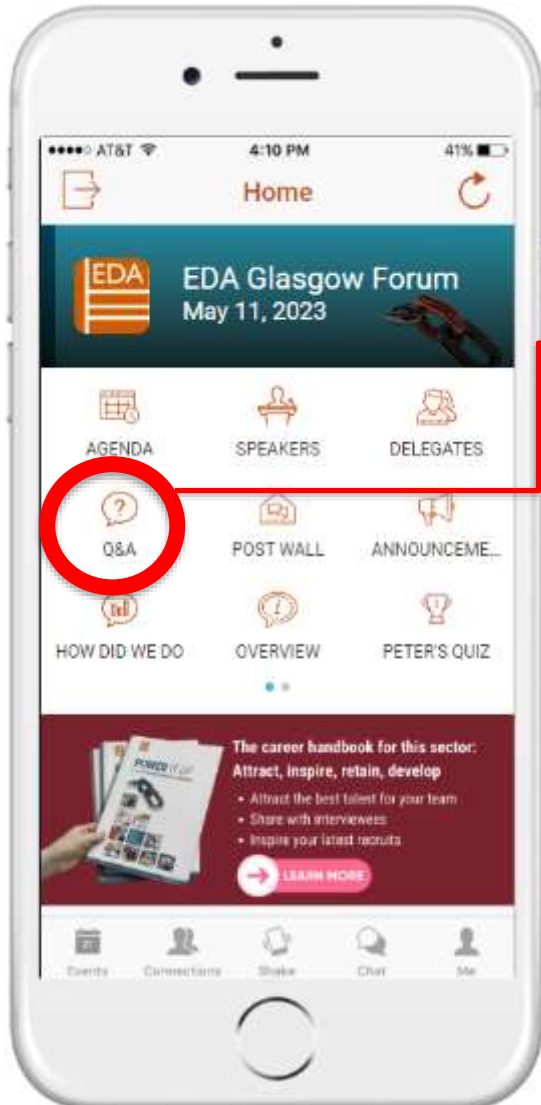


Beyond the product: how added value and sustainability in the supply chain produces business benefits for wholesalers

Ian Hunter
Head of Sales and Marketing
Electrium Sales Ltd (A Siemens Company)



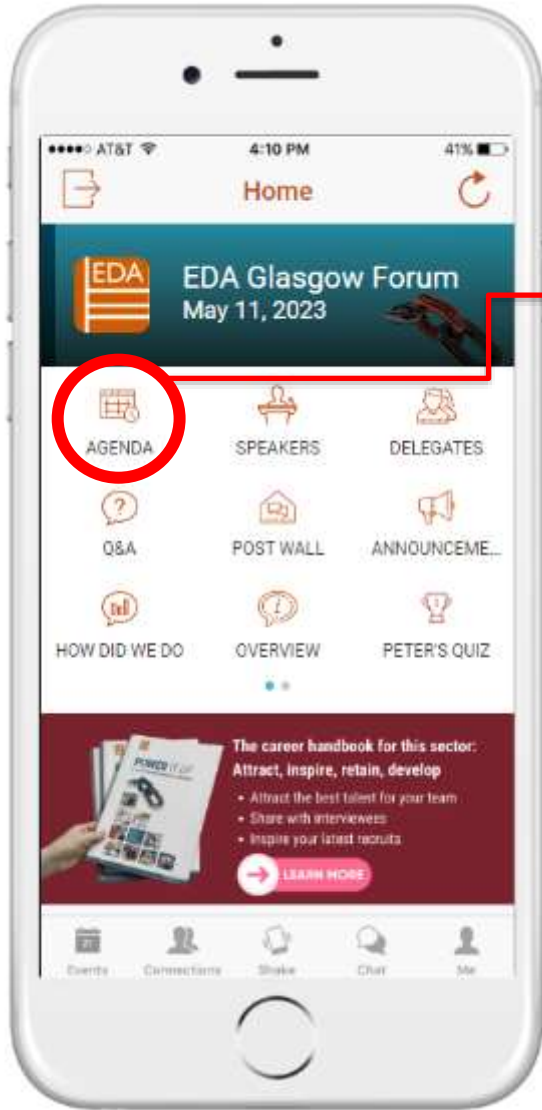
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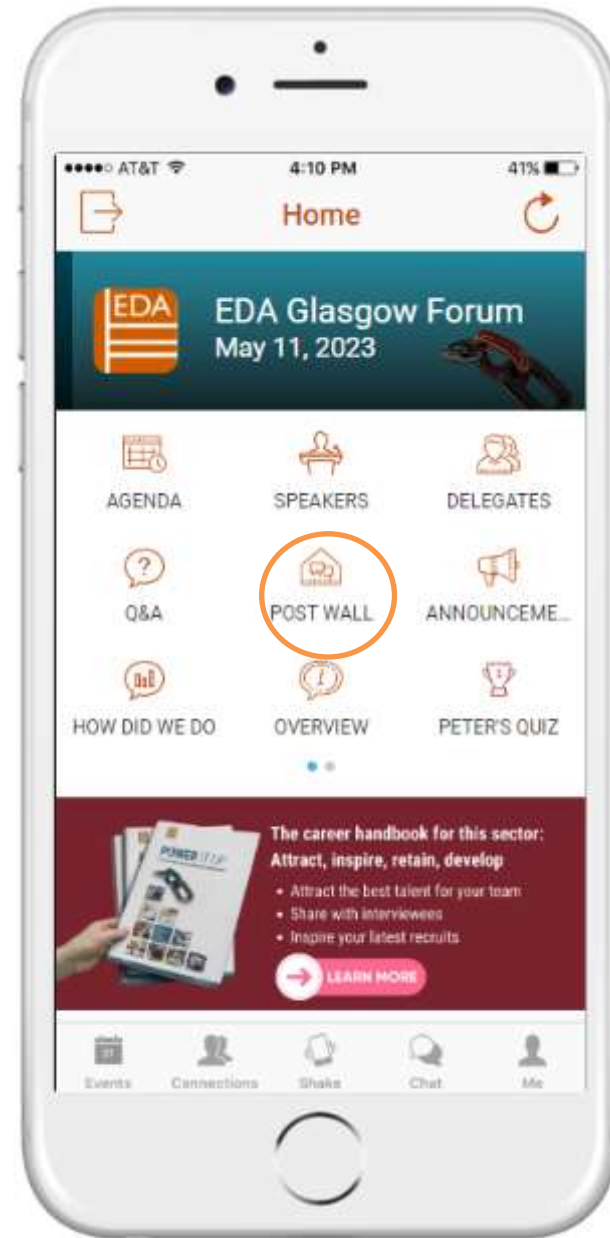
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Write a Review (optional)

Rate anonymously ☐

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EV Charging: what's ahead and what are the opportunities for wholesalers?

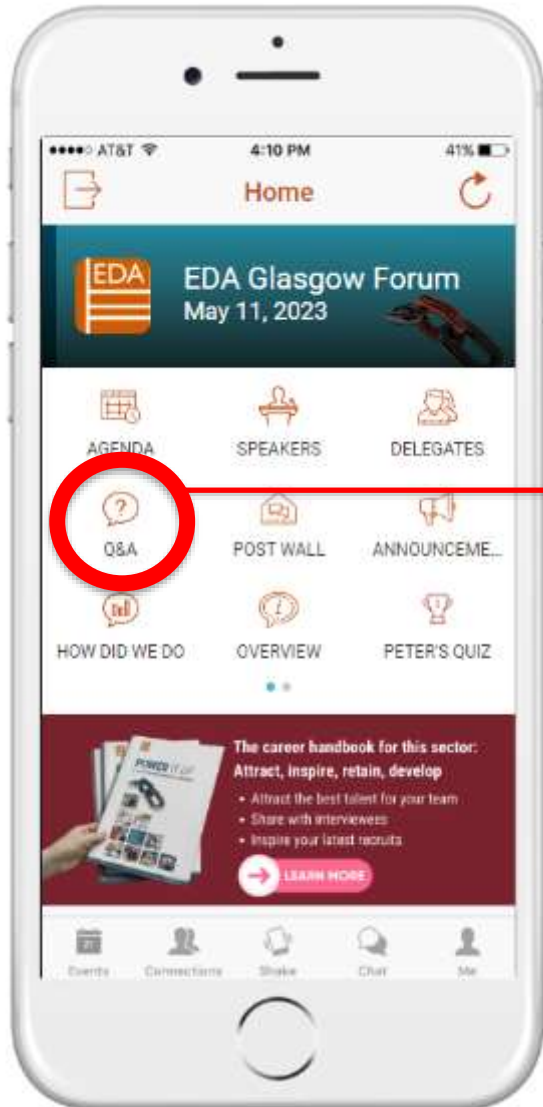
Joe Ellwood

Product Marketing Specialist

ABB E-Mobility UK Ltd



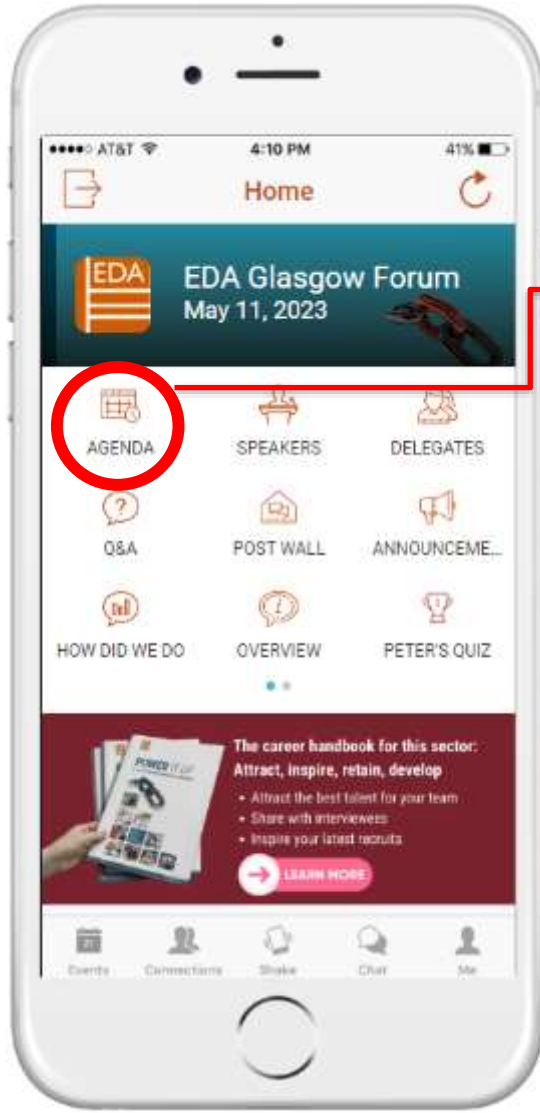
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Shake or Tap to Connect

Lunch Grahamston Restaurant Ground Floor



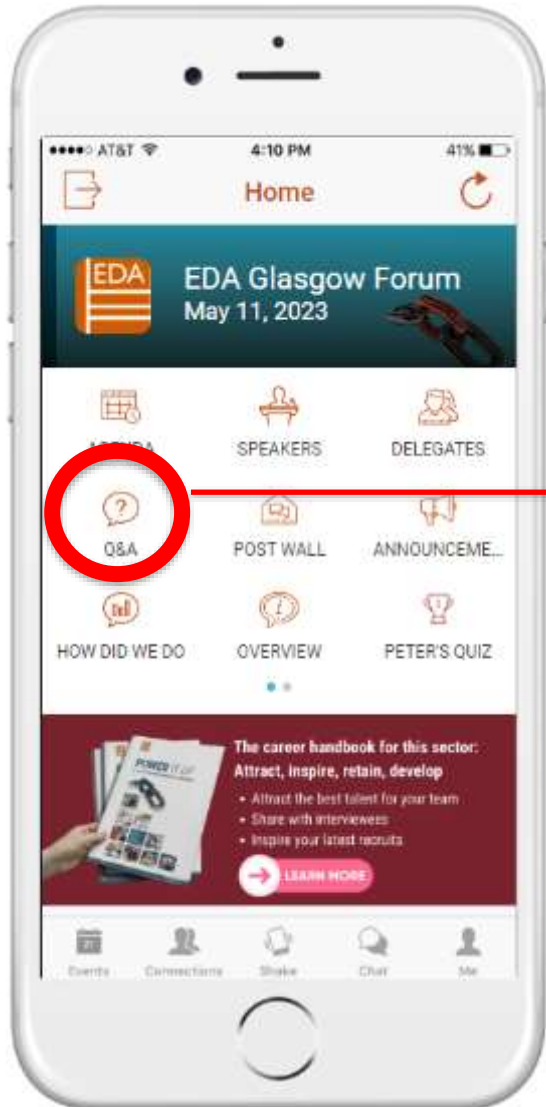
The Contractors' View: latest insights for Wholesalers



Iain Mason
Director of Membership &
Communications, SELECT

Mike Stark
Vice President at SELECT
Director of Data & Networks
Atalian Servest

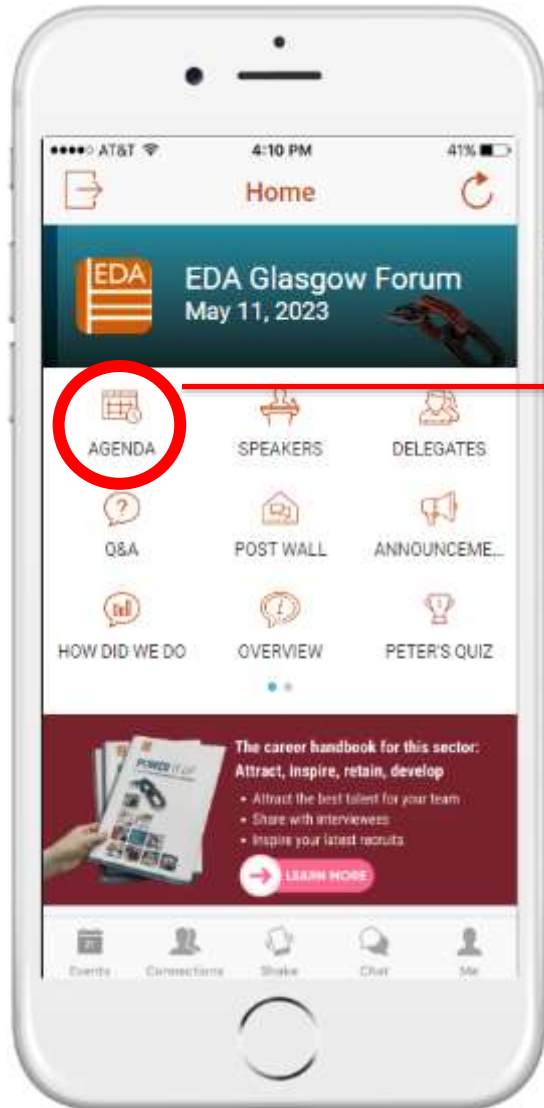
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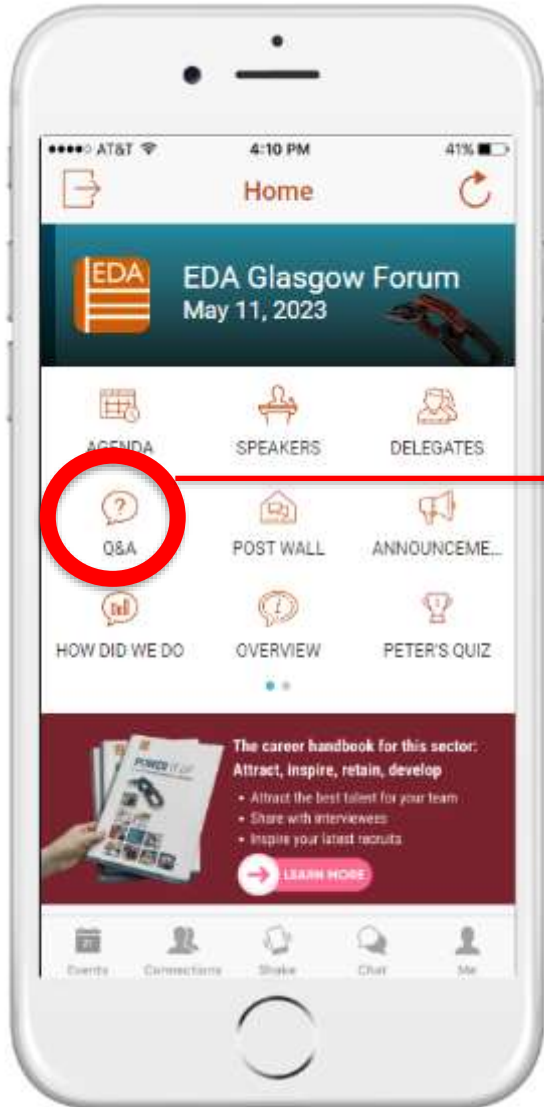
A screenshot of a mobile app interface for rating and reviewing a session. The top status bar shows 'O2-UK', '12:36', and '99%'. The app header includes a 'Back' button and a 'Submit' button. Below the header is a section titled 'Tap to Rate' with five yellow stars. Underneath is a text input field labeled 'Write a Review (optional)'. At the bottom is a toggle switch labeled 'Rate anonymously'.

Lighting Products: what has, what will and what may change

Ayca Donaghy
CEO, Lighting Industry Association



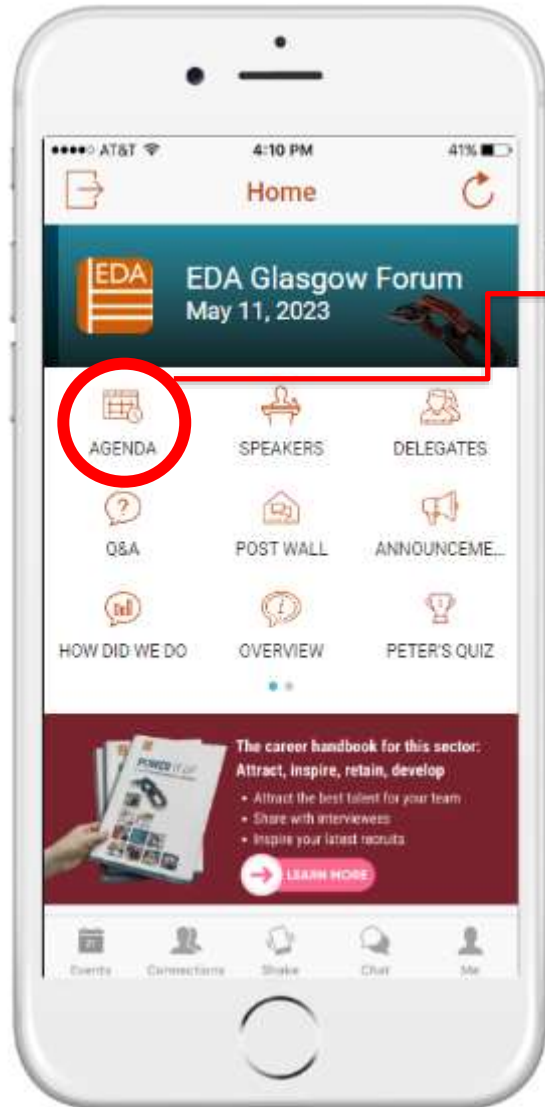
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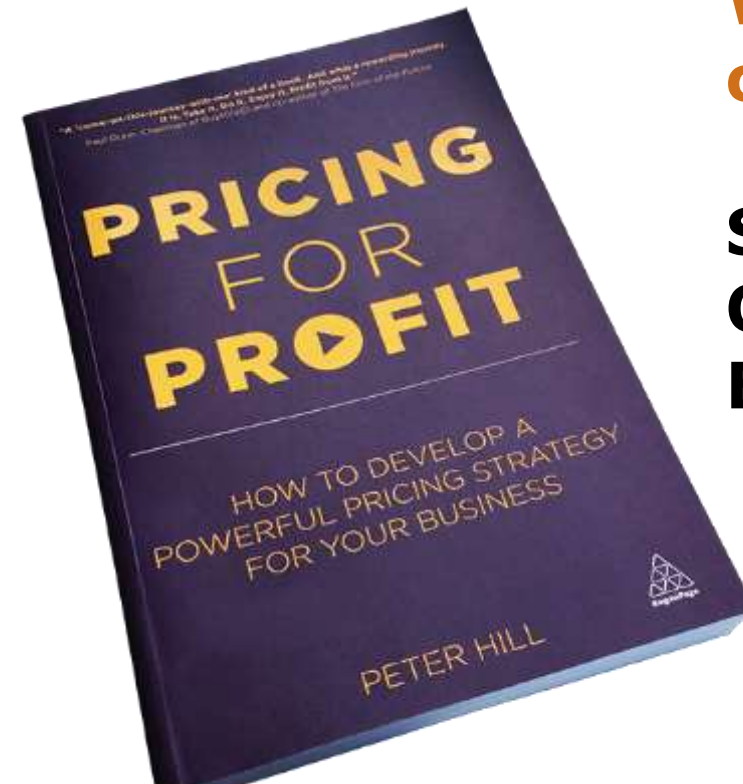
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A screenshot of the 'Rate the presentation' screen. At the top, there are 'Back' and 'Submit' buttons. Below them is the text 'Tap to Rate' followed by five yellow stars. Underneath is the text 'Write a Review (optional)' and a large text input area. At the bottom, there is a toggle switch for 'Rate anonymously'.

Number crunching: how to use maths to grow profit and business value

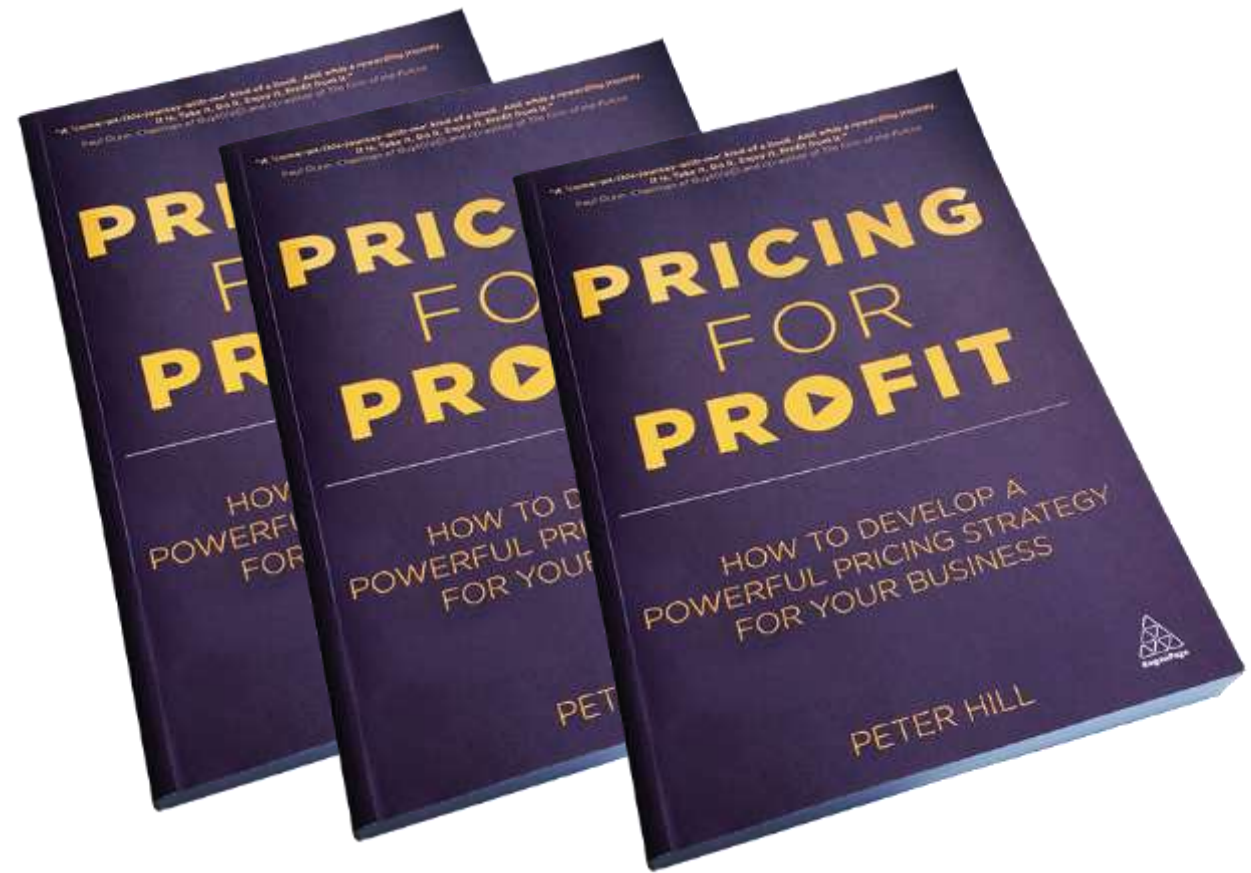
Peter Hill
Practicing Accountant and
Business Consultant



**WIN 1 OF 3
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**See Peter's
Quiz in the EDA
Events App**

And the winners are...

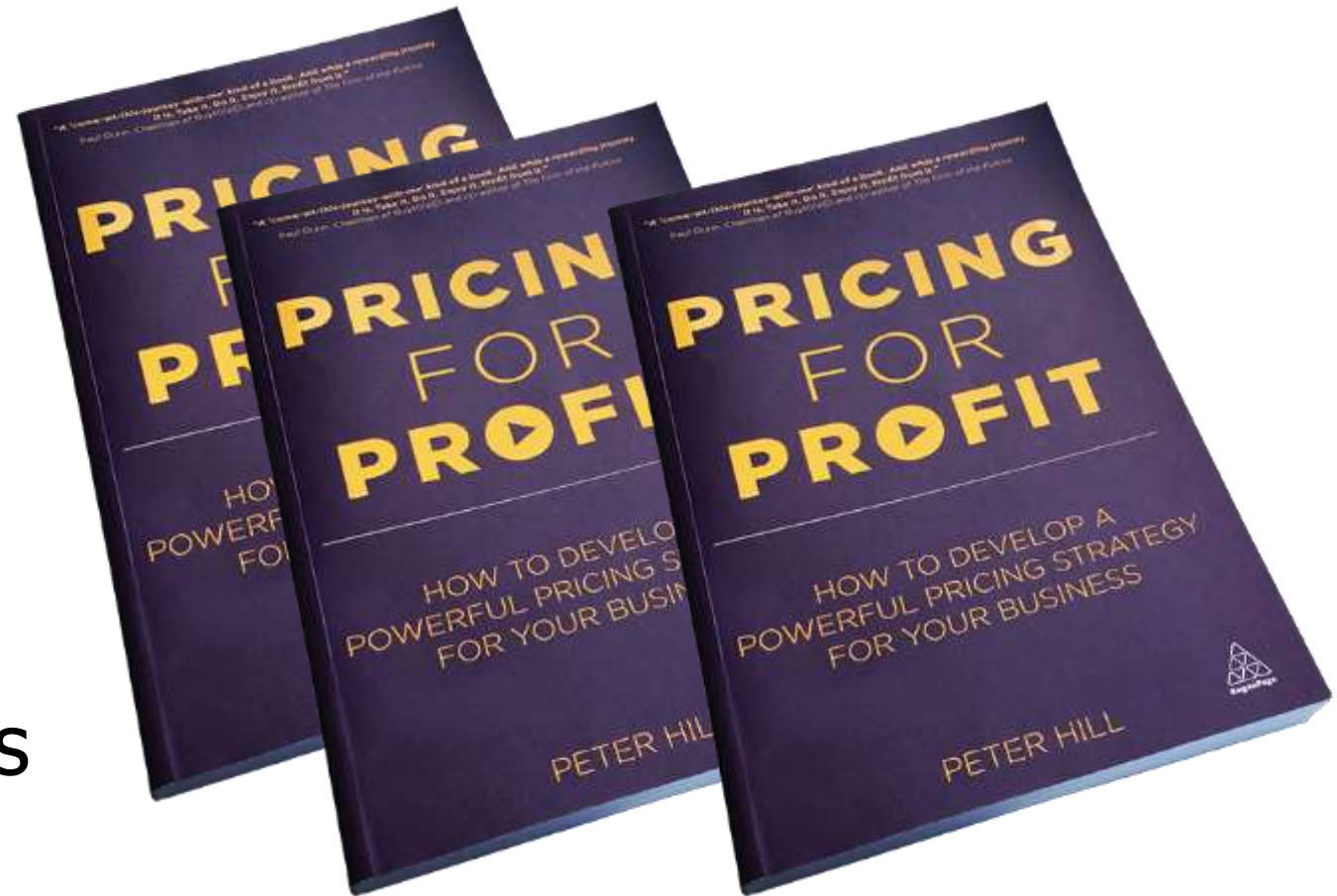


If you didn't win this time...

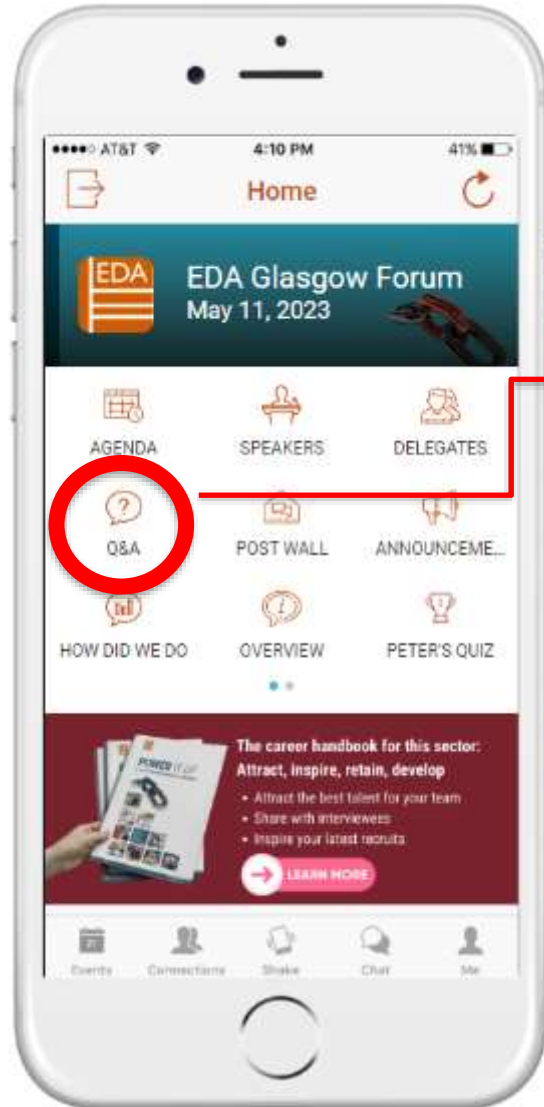
20% discount exclusive to
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Use the Offer Code AMK20
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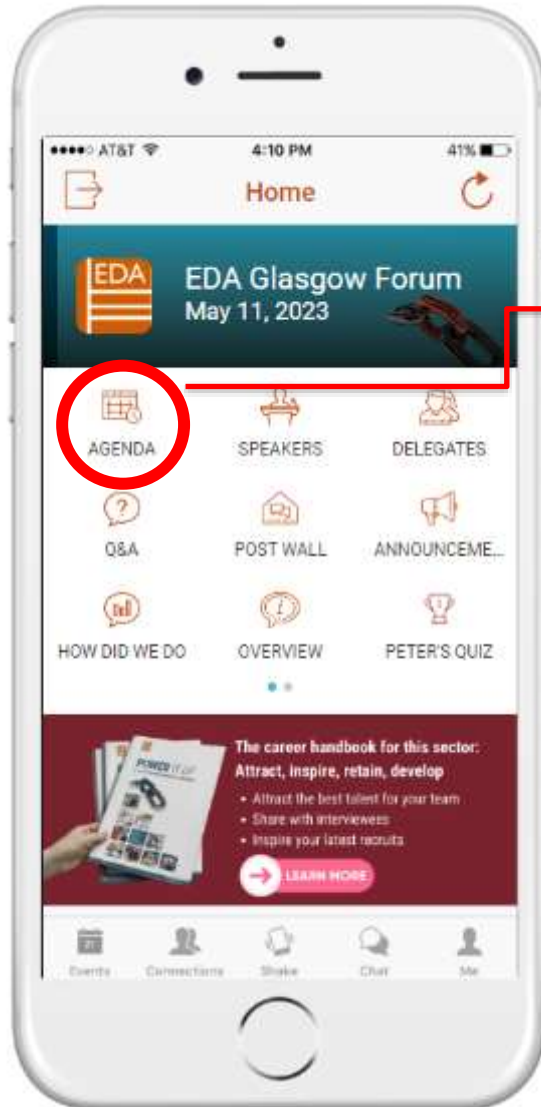
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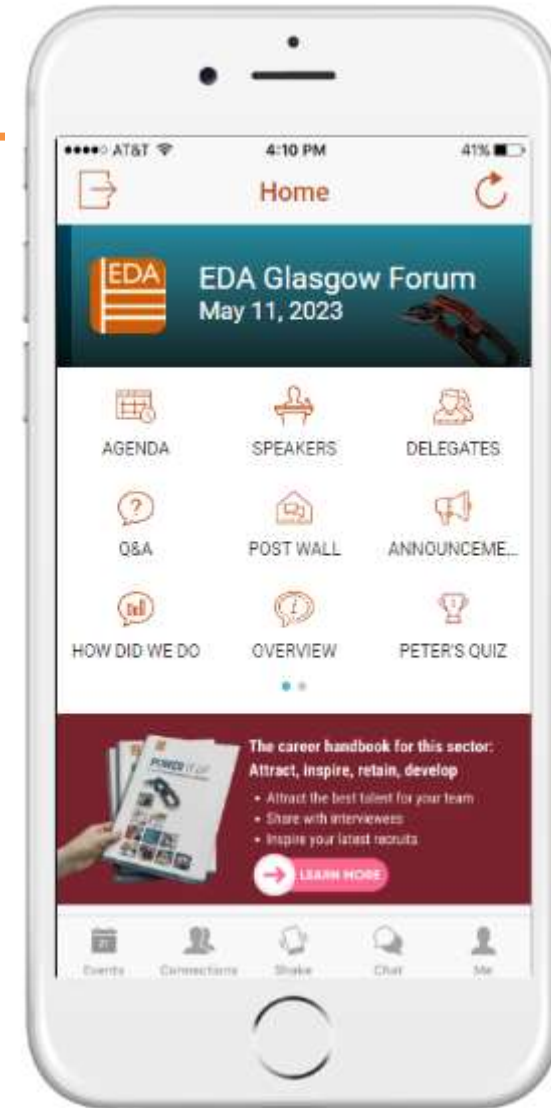
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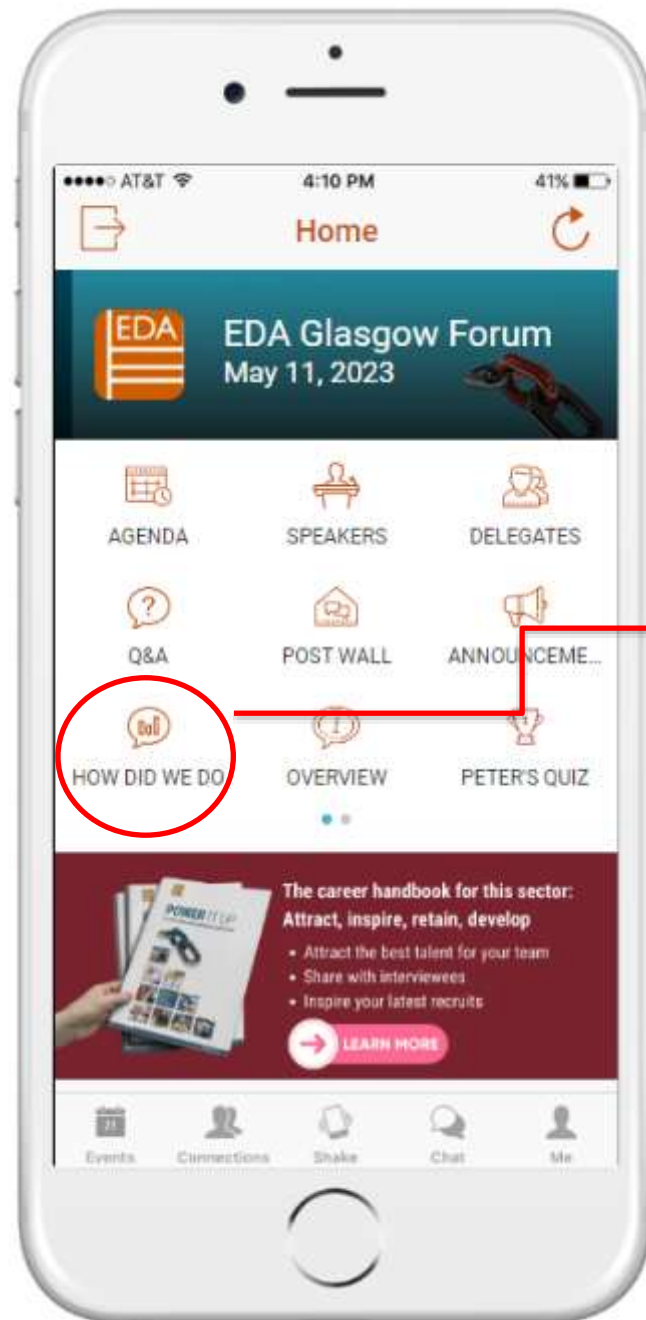


Round up and final questions

Richard McCartney
EDA Board

Director of Supplier Relations
Edmundson Electrical Ltd





HOW DID WE DO

2 minute feedback form:
How did we do?

Tell your colleagues about our next Forums & sign up on our website

Cardiff: Wed 27 September 2023

Bradford: Wed 15 November 2023