

## Slump in private housing work to hit construction

Current Construction forecasts from the CPA say that the construction sector faces a recession this year driven by a drop in homebuilding and maintenance, although infrastructure activity remains strong

The construction industry will suffer an acute recession this year driven by double-digit drops in the two largest construction sectors: private housing new build and private housing repair, maintenance and improvement (RM&I).

The Construction Products Association (CPA) forecasts construction output will fall by 7.0% in 2023 before recovering slowly in 2024 with growth of just 0.7%. With a flatlining UK economy, falling real wages, and mortgage rates expected to continue rising over the next six months, households will have a difficult year and the demand for both new housing and improvements works will be hit hard.

However, infrastructure activity is expected to remain at high levels

Professor ►  
Noble Francis,  
Economics  
Director at  
the CPA



thanks to major projects that have already started. Even in this sector, though, output is likely to fall marginally compared with last year after the government announced delays to roads and rail projects.

### Private Housing

Private housing output is worth £41 billion a year to the UK economy and is forecast to be the worst-affected construction sector in 2023. Activity was already forecast to fall in

the wake of the Government's calamitous mini budget and the resultant spike in mortgage rates last year, which led to a 30-40% fall in demand in 2022 Q4.

Demand started to recover in the first quarter of this year as mortgage rates fell, but the Bank of England raised interest rates again. Demand will be badly affected in both the general housing market and the housebuilding sector. Housebuilders are likely to continue focusing on completions to meet the lower demand rather than starting any new developments.

Overall, private housing starts are forecast to fall by 25.0% in 2023. Completions and output will fall by 19.0% before a recovery in the

*Continued on page 2 ►*



### FROM THE BOARDROOM

I am delighted to be a guest contributor to *Taking Stock*. The timing is perfect: as Chair of the EDA Scottish Section, I'll be welcoming Members and Affiliates to the Association's 2023 Scottish Function at Gleneagles in October.

The EDA's archive reveals that the first Scottish Function took place in 1931 at Turnberry. The EDA invited the forerunner of the British Cables Association, the Cable Makers' Association, and the Electric Lamp Manufacturers Association – known today as the Lighting Industry Association – to meet in Scotland.

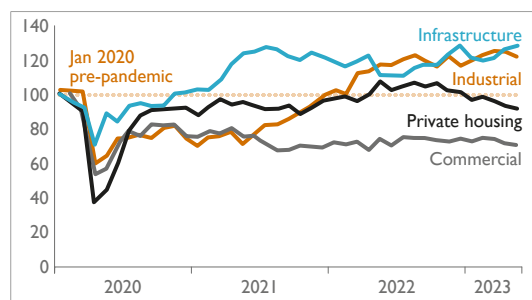
So successful was this get-together that it became an annual fixture. Turn to page 2 for some wonderful archive images from Scottish Function events in the first half of the 20th century.

In 1931, 57 wholesaler businesses were members of the EDA today there are almost 260. Collectively these 260 run more than 1,900 branches across the UK, of which about 140 are in Scotland.

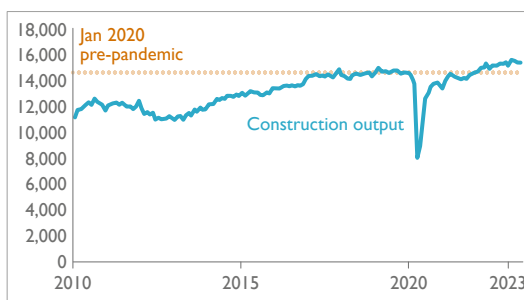
I am proud to be part of the EDA and there is plenty in this newsletter to show how the Association is working on your behalf for the benefit of the sector.

**Richard Jack**

Stearn Electric Co Ltd, Glasgow  
Chair, EDA Scottish Section



▲ Construction output by sector, Jan 2020=100



▲ Total construction output, £m in 2019 prices

### New Member

A warm welcome to the Association's latest wholesaler member, **Panesar Electrical Co Ltd (IBA)**, which joined from 1 August 2023.



### Professor Francis' construction risks – the positive and negative

- UK economy and consumer spending may hold up better than expected – better for new housing and RM&I.
- Interest rate rises above 6% would hit housing prospects further.
- Positive stimulus in advance of an election in the near-term.
- Labour availability and cost – still an issue for some key skilled trades and specialist engineers
- Modular firms getting into trouble due to planning, fixed cost, persistent losses and quality issues
- Materials and Products Supply – eased since 2021
- Cost inflation – slowing but materials prices are still high



# Slump in private housing work

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second half of next year. The overall rise in 2024 is forecast to be 2.0%.

Private housing RM&I is worth £29 billion a year to the UK economy and activity reached historic highs between 2020 and early 2022 as more people worked from home and there was a 'race for space'. Since March 2022, however, activity has been falling due to persistent inflation, rising interest and mortgage rates, and falling real wages.

Households have paused or cancelled small, discretionary improvements. This was partially offset by growth in energy-efficiency activity, such as insulation and solar photovoltaic work. This is likely to continue this year but government energy-efficiency retrofit schemes are missing their targets once again.

Planning applications for new larger home improvements fell by 19.0% in 2022 as homeowners were hit by rising mortgage payments and falling real wages. This is

likely to lead to a fall in activity this year. Overall, private housing RM&I output is forecast to fall by 11.0% this year before growth of 2.0% next year in line with a recovery in household finances.

## Infrastructure

Infrastructure activity remains strong. Major projects include HS2, the Thames Tideway Tunnel and Hinkley Point C. All are late and over budget but they provide growth to a sector worth £28 billion per year.

However, this activity is likely to be offset by government delays to new road and rail projects. Also, budgetary constraints for councils are likely to mean a decline in the volume of local transport work.

Water companies intend to accelerate delivery on 31 investment schemes between 2023 and 2025, which may positively contribute to activity to the sector. Nonetheless, there remain serious questions about whether this will

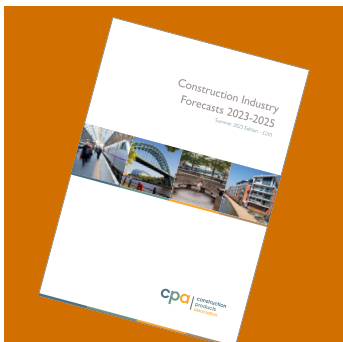
cause a major uplift to infrastructure output in the near-term given skills and product availability as well as financial issues at companies such as Thames Water. As a result, infrastructure output is expected to fall, albeit by only 0.5% in 2023, before growing by 1.0% in 2024.

CPA Economics Director Professor Noble Francis said: 'Further interest rate and mortgage rate rises this year, as well as falling real wages, are likely to lead to sharp falls in demand within the housebuilding and improvements sectors. Exacerbating this for the construction industry are government announcements of delays to road and rail projects, despite infrastructure activity remaining relatively high.'

'The Government's previously stated ambitions – building 300,000 net additional homes per year; investing £600 billion in an infrastructure pipeline, delivering Levelling Up, and transitioning to Net Zero – all sound like hollow sound-

bites now given its lack of commitment and investment.

'It is essential that government uses its Autumn Statement to invest in UK construction – an industry which employs more than three million people across its supply chain.'



EDA businesses can request a free copy of the CPA's **Construction Industry Forecasts 2023-2025** – which usually costs £210. Email Margaret Fitzsimons, CEO at the EDA on [margaret.fitzsimons@eda.org.uk](mailto:margaret.fitzsimons@eda.org.uk)

# Data is power: make sure you make the most of it

The Association has developed training for anyone in an EDA business who wants to improve their data skills, improve efficiency, make better informed decisions and boost their career prospects

Every business runs on data – customer names and addresses, sales stats, stock information, product data and so on. It is the building block for the digitalisation of any business process. But until now not everyone has had the benefit of training in Excel, or knows how to interpret data quickly and accurately to help inform business decisions.

All that has changed with 'Data Is Power: Know How to Use it' training.

For the past few months, the EDA has been sharing the opportunity far and wide about Data Is Power training and running a series of virtual information sessions for EDA businesses with training partner Multiverse. The first group started their training in late September.



▲Get to grips with data: make better business decisions

Don't worry if you missed these sessions, we'll be running more in 2024 and there will be other start dates for the Data is Power training. The training is worth at least

£12,000, but it is 95% funded by government. Also, we'll help you unlock funding for the other 5% so Data is Power may not cost you or your business a penny.

For more on Data is Power training contact Tracy Hewett, Head of Education & Training on 020 3141 7358 or email [tracy.hewett@eda.org.uk](mailto:tracy.hewett@eda.org.uk)

## Don't let bad debt sink your business

In the face of record high insolvencies in the UK construction industry, the EDA has partnered with the Chartered Institute of Credit Management to offer Credit Control Bootcamp, a one-day training course for anyone in your business responsible for managing credit accounts and chasing payments.

This course will help you and your staff put proper checks in place and develop the skills and confidence to have difficult conversations.

The training course – on Tuesday 5 December 2023 at the Luton European Experience Centre, 4th Floor, 125 Finsbury Pavement, London EC2A 1NQ – will cover:

- Aligning your credit regime to modern ways of working.
- Understanding the order-to-cash lifecycle.
- Creating stability in dynamic business requirements.
- Placing the client at the centre of credit activity.



- Attacking unrecovered debt with a robust programme.
- Workable actions to maintain credit fitness.
- Confidence to handle cash collection conversations.
- Creating a bank of go-to qualities that maximise your collection effectiveness.
- Structuring your credit collection's calls.
- Responses and techniques to improve your cash collection volume.
- Improved customer relationships and satisfaction.

Paul Jenner, Chief Executive Officer at The IBA Buying Group, says: 'As times get tough, it's all too easy to focus on getting more sales.

However, it is rarely a lack of sales that causes a business to fail. Often, a business fails because it takes bad debt or has insufficient cash flow to continue to operate.

'A sale is only a sale after it is paid for. We all know how hard it is to tell your top customer they are late in paying and are on stop.'

To register your interest, visit <https://tinyurl.com/creditcontrolxpertise>, call the Education and Training Team on 020 3141 7350 or scan the QR code.



## TRAINING & APPRENTICESHIPS NEWS IN BRIEF



To discuss these opportunities, call Tracy Hewett, Head of Education and Training at the EDA, on 020 3141 7358.

### Desperately seeking... renewables experts

The EDA Renewables Product Knowledge Module needs a refresh and we are looking for volunteer wholesalers and manufacturers to join our Renewables Working Group to update this popular training course. Please get in touch.

### Merchandising mastery: make customers spend, spend, spend

Over the past 18 months, 120 people from EDA businesses have been trained in trade counter merchandising. By the end of 2023, we will have run 10 courses helping EDA businesses turn their trade counters into sales machines. The next training is on 10 October 2023 in Bristol, and there are still available places for wholesalers. The first 2024 session will be on Wednesday 24 January at Red Arrow Electrical Ltd in Barnsley, South Yorkshire. Register at [tinyurl.com/Merchandising-Best-Practice](https://tinyurl.com/Merchandising-Best-Practice)

### Content creator apprenticeship

There are more than 700 apprenticeships available to upskill your existing workforce. The Content Creator apprenticeship covers the skills needed for learning and development activities and marketing – including how to create video content that boosts audience engagement on a range of channels such as TikTok, Instagram Reels, and YouTube Shorts. Call for more information.

### How to pay zero apprenticeship training costs

If your business does not pay the Apprenticeship Levy (it is paid by businesses with an annual pay bill of £3 million or more), you would pay 5% of the training value for the apprenticeship standard and the Government would pay 95%. There is, however, a way to get that 5% funded. Levy Transfer is offered by organisations that want to 'gift' their unspent Apprenticeship Levy. We can show you how easy it is to access Apprenticeship Levy funding.

## EDA team at The IBA Trade Show

Thanks to The IBA Buying Group for inviting the EDA team to their September trade show at Whitebury Park, Towcester.

It was a great opportunity for

the team to speak to members about the Association's four pillars of support, and to get wholesalers signed up to the EDATA data pool for free.



If you haven't got your EDATA login yet, you'll find more information on page 5. Or contact Billy Overall, Digitalisation Marketing Manager on 020 3141 7352.

## NETWORKING – THE FOUNDATION OF THE SCOTTISH FUNCTION

Once upon a time in Scotland...take a trip down memory lane with these EDA photographs from the past century. The Scottish Function started back in 1931 and it continues today.



◀Dinner date: delegates sit for dinner at the Scottish Function, Gleneagles, 1950



◀Top table talk: WK Rennie, Scottish Section President speaking at Gleneagles, 1950



◀Warm welcome: EDA President JWE Rutherford greeting guests at Gleneagles in 1950



◀Swinging sixties: delegates at the Scottish Function in 1964



Chartered Institute of Credit Management



# Summer Event sails away aboard the Silver Sturgeon

The EDA's Summer Event is more than a pleasure cruise – it is an opportunity for networking and the venue for the Engagement Awards

All aboard: Members and Affiliates walk the gangplank



▲ Digitalisation Champion 2023: Ian Hunter, Head of Sales and Marketing, Electrium Sales Ltd (A Siemens Company)



▲ Most Engaged Manufacturer 2023: Joint winners Marshall-Tufflex Ltd and Deta Electrical Co Ltd

**EDA businesses learn about high-quality product data**

Joining the September Going for Gold training at EDA HQ were representatives from ABB Ltd – Electrification; ABM Electrical Distributors Ltd; Consort Equipment Products Ltd; Eaton; Electrium Sales (A Siemens Company); Elkay (part of BDH Ltd); EnviroVent Ltd; Kingfisher Lighting Ltd (Luceco Group); Lewden; Vent-Axia; Zip Water UK.

**Latest Affiliate round-up**

A warm welcome to the latest businesses to join the EDA.

- CMP Products Ltd and NightSearcher Ltd joined on 1 July.
- Armorduct Systems Ltd and Astro Lighting Ltd joined from 1 August.
- GS Yuasa Battery Sales UK Ltd and Switchtec joined on 1 September.

More than 180 representatives from 112 EDA Wholesaler and Manufacturer businesses sailed down the Thames in July for the Association's best attended Summer Event.

Chief Executive Margaret Fitzsimons welcomed Wholesalers and Manufacturers before handing over to President Charlie Lacey, MD of Steam Electric Co Ltd. Stuart Swallow, MD of Cembre Ltd, responded on behalf of the Manufacturers. Cembre joined the EDA over 20 years ago (1 January 2001).

The event also hosts the EDA's annual Engagement Awards, and certificates were presented to five organisations and individuals in categories from education to digitalisation.



▲ Industry Insight Champion 2023: John Humphery, Commercial Director, Marshall-Tufflex Ltd



▲ Education & Training Champion 2023: Alan Reynolds, CEO, Fegime UK



▲ Most Engaged Wholesaler 2023: Joint winners Edmundson Electrical Ltd and CEF



## Advice to ensure apprentice success

EDA Apprenticeships Plus manages the EDA Apprenticeship Service on behalf of the Association, and it handles HR for apprentices taken on by EDA businesses.

Here is some practical advice on how to get the best from an apprentice.

- **Induction.** Apprentices need a clear understanding of their job role. This is especially important if this is their first job.
- **Set clear expectations.** Explain their tasks and the performance standards you expect.
- **Give formal and informal feedback.** When new starters do something well, make sure you tell them, it's a great confidence booster. They may need reassurance that they are doing the right thing.
- **Autonomy.** Apprentices need support, but let them have a sense of ownership in certain situations.
- **Appoint a mentor.** Apprentices need someone who is present and eager to offer them practical help.



## Got half an hour?

Wholesalers, turn your teams into product experts with our autumn programme of 30 Minute Masterclasses.



Wed 4 October 2023, 2pm  
**The Rising Importance of Aesthetics in Cable Installations**  
Ian Arbuckle, LINIAN

Wed 8 November 2023, 2pm  
**What is light?**  
Graeme Shaw, Thorn Lighting – a member of Zumtobel Group

Wed 6 December 2023, 2pm  
**Taking the fear out of fire: Helping wholesalers sell more commercial fire detection**  
Nick Gee, EU Fire and Security

Register at [www.eda.org.uk](http://www.eda.org.uk) in the Training & Apprenticeships menu for these virtual sessions.

# EDATA upgrades will make access to digital data easier

The latest version of EDATA seeks to make high-quality product data more easily accessible using other computer systems



It is essential that wholesaler businesses of all sizes can access high-quality product information, so the Association is constantly striving to make EDATA accessible in as many ways as possible.

Wholesalers can use product information any way they wish. Typically there are three ways:

- Download product data in bulk (in a variety of formats) for use on websites and in e-shops; click and collect, ordering and invoicing, and ERP systems;
  - Download product data sheets to hand out at the trade counter; for quotes, tender documents and submittals; and in operation and maintenance manuals;
  - Use search filters to find products quickly to answer customer queries. This is much quicker than phoning multiple manufacturers.
- The latest version of EDATA, released in early September, includes enhancements to the data sheet format. Even more importantly it is now possible to link the

data sheet facility to other systems such as your web site or ERP software. This means the data sheet can be downloaded without having to separately log in to EDATA.

This is the first step in a larger project to make EDATA accessible using other software. We are talking with leading industry software suppliers to create an automatic link to deliver EDATA product data seamlessly into the heart of their systems. We hope to demonstrate some of the results of this work at the EDA Digitalisation Forum on 29 November. This will maximise exposure of manufacturers' data that they have worked hard to create.

Other developments include researching further types of data to add to the data pool, including packaging and volumetric data and data relating to carbon and environmental performance. This work will be carried out with EDA businesses and the wider supply chain. Industry co-operation is essential to the success of digitalisation initiatives.

## 73 manufacturers now in EDATA

Eight manufacturers have joined EDATA in Q3 2023 – we now have more than 70 manufacturers in EDATA with more than 200,000 SKUs live!

- The latest manufacturers that have joined EDATA are:
- Armorduct Systems Ltd,
  - British Cables Company (BCC),
  - CMP Products Ltd,
  - Elta Fans Ltd,
  - Eurolite Ltd,
  - GreenBrook Electrical,



- GS Yuasa Battery Sales UK Ltd and
  - Switchtec Ltd.
- Use the QR code (left) for a full list of brands in EDATA.



## Two more manufacturers impress with high-quality data

With more than 70 manufacturers now in EDATA, the amount of product data is ever increasing. Thirty six manufacturers have achieved the highest gold standard for their product data, live in EDATA.

Their gold status means they have passed a number of rigorous data quality benchmarks,

demonstrating to wholesalers that they have the best quality product data available on EDATA.

Two more manufacturers have been awarded Gold status. Congratulations to **Securi-Flex Ltd**, and **Rointe UK**, whose data is now live and gold in EDATA.



## DIGITALISATION & PRODUCT DATA NEWS IN BRIEF



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

### Andrew Pegrum from Deta joins EDATA board

Andrew Pegrum of Deta Electrical Company Ltd has joined the EDA Data Services Ltd board. Andrew has been a valued contributor both to the EDATA Steering Group and various EDATA working groups for a number of years. We are delighted to welcome him to the board.

### ETIM UK delegation to attend annual ETIM International Forum

ETIM UK will be well represented at this year's ETIM International forum to be held in Mallorca in November. A total of seven attendees from the EDA and BMF will be promoting the UK's interests at both the forum and itself and consecutive ETIM General Assembly and Technical Committee meetings.

## Register for FREE access to the EDATA data pool

All EDA wholesalers are eligible for free access to high-quality product data from more than 70 leading manufacturers.

Using EDATA cuts down the time you spend phoning around manufacturers to find product information because it's all there in one place.

There are thousands of downloadable product data sheets, perfect for your contractor customers to include in customer submittals and in operations and maintenance manuals.

Bulk data downloads are available to drive your business systems and ecommerce, and webinars and training are available for wholesalers.

Registering for EDATA is easy. Sign up online at <https://tinyurl.com/EDATAforFREE>. We need only a few details.

Alternatively, scan the QR code or call Billy on 020 3141 7352.





## Conduit and mini trunking in van-friendly lengths



Cable management specialist **Marshall-Tufflex Ltd** has introduced 2.4-metre lengths of mini trunking and conduit to its range. The pre-cut options make it easier for contractors to get product into the back of a small van.

## Consumer units make life easier for electricians

**Niglon Ltd's** Protego consumer units are designed with the installer in mind, particularly when it comes to safety and user experience. Design elements address the setup process, reducing installation time and effort.



Niglon understands how customers rely on their existing consumer units, and ensures that the current range will remain available for purchase. Customers can continue to rely on these trusted boards for their electrical needs.

Niglon's commitment to providing options that suit every user is evident through the availability of both ranges. Whether customers choose to upgrade to Protego or stick with the time-tested consumer units, Niglon guarantees unwavering commitment to safety, quality and innovation.

With the dual offering, Niglon caters to loyal customers while introducing advanced options for those seeking the latest in electrical installation and convenience. Each consumer unit embodies Niglon's hallmark excellence and reliability.

Customers can confidently explore both options, knowing that Niglon's solutions protect lives and elevate electrical installation standards. Whichever range they choose, Niglon remains dedicated to providing top-quality robust solutions that make a difference.

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

The MMT2 25x16mm and MMT4 38x25mm self-fixing profiles are versatile and durable, and contain electrical cables neatly and safely. They are made from high-quality recycled PVC-U material, and have a long service life. They are quick and easy to install.

Heavy gauge conduit (20 and 25mm) is also available in a short, 2.4m length. The robust and reliable conduit protects electrical cables from damage, and the heavy gauge design provides added strength and durability, making it a practical choice for industrial and commercial applications.

At standard ceiling height, the new size also produces fewer offcuts, meaning it is cost-effective for installers.

As part of Marshall-Tufflex's commitment to manufacturing products with recycled content, all its conduit and mini-trunking is made from 80-100% recycled material.

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

## Fire-performance cables and cable cleats

The use of fire-performance cables is on the rise in the UK market. These cables are commonly installed in commercial, residential, and public spaces like universities, hospitals, and schools, where there is a risk of fire. Their purpose is to maintain critical electrical functionality during fires to enable safe evacuation.

In these situations, cable cleats are crucial to support and secure cables during a fire or during short circuit, ensuring safety. British Standard BS5839, that covers fire detection and alarm systems in buildings, stipulates that cable supports must endure fire, maintain circuit integrity, endure the same temperature as the cable and provide adequate support.



So, using fire-rated cable cleats becomes vital to effectively secure fire-performance cables during fires. This safeguards against potential dangers and ensures that fire safety systems remain intact.

For several years, **CMP Products Ltd** has supplied its own range of fire-rated cable cleats for significant UK projects, with all products rigorously fire tested to EN50200, BS5839, BS8491 and BS8434.

The range, available in cast and fabricated 316L stainless steel, can withstand temperatures in excess of 1,000°C while providing excellent corrosion resistance.

[www.cmp-products.com/fire-rated-cable-cleats](http://www.cmp-products.com/fire-rated-cable-cleats)



## Underfloor heating gets smarter with controller

The biggest development in electric underfloor heating in the past five years has been a move towards smart controllers. These thermostats offer intelligent operation of the system from anywhere in the world and contractors are being asked for systems compatible with digital home assistants.

**Heat Mat Ltd** has added compatibility with Google Home and Amazon Alexa to its NGTouch Wi-Fi range of controllers, allowing full integration and remote control of electric underfloor heating systems with all the benefits this brings.

Apps are available for remote setup and access, and users can control the thermostat using their voice with Amazon Alexa and Google Assistant-enabled devices. Rooms can be grouped to create jointly controlled heating zones, or each room can be controlled individually. Users can access all programming options and functions using the built-in display so the heating system can continue to operate if internet access is interrupted.

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



## No drills, bolts or nuts

Demon Cato, the **Metpro Group** brand behind Conlok and Rollatray, brings its latest innovation to the market. The company says the product, which secures trunking and tray to steel channel, cuts the labour involved in installation by 80%.

Trunkclip and Trayclip have a unique design-registered H-frame so product can sit inside channel and curved expansion leg-stem. They are most suited for use with Metpro steel channel and most major trunking and tray brands.

Trunkclip and Trayclip have been designed for fast-fix installations of trunking and tray to steel channel lengths - typically a fiddly job. These brand new Klips mean contractors will no longer need to drill through a trunking base, install spring nuts and secure with a bolt - a particularly challenging job when working at height.

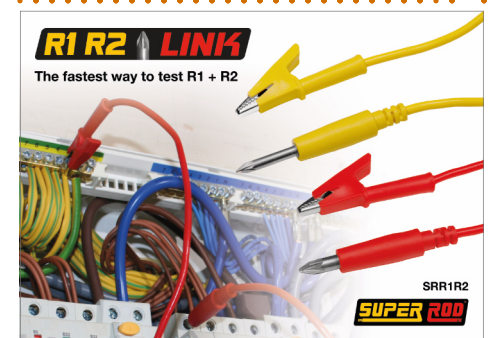
[www.metpro.co.uk](http://www.metpro.co.uk)

## Smart heating from ATC – the key to cutting bills

Thanks to advances in heating technology, smart options are available to heat homes, offices and businesses.

**ATC Ltd** has two Smart Heating ranges – Smart RF and iLifestyle. The Smart RF family operates through radio-frequency technology. This is set up through an RF gateway and works in tandem with a Wi-Fi router for controllability on the go. The gateway can control up to 30 RF heaters individually. The Tevolve App can control heating from anywhere.

The range includes four electric heating



## Speed up radial circuit testing

**Super Rod Ltd** launched the R1 R2 Link earlier this year. It is a device that links R1 and R2 at the consumer unit without disconnecting any conductors, making continuity testing on radial circuits faster and more efficient. It saves electricians time during testing and eliminates the risk of damaging connections.

Wayne Draper, part-time college lecturer, part-time electrician, invented the product. He carried out Electrical Installation Condition Reports on consumer units where loosening the connections would have caused problems because the boards were in poor condition. He saw a need for an invention that could link R1 and R2 without compromising safety or causing damage.

The item number is SRR1R2, and it includes a 750mm PZ2 suitable for most devices and a 750mm PZ1 for RCBs with deep terminals.

[www.super-rod.co.uk/r1-r2-link/](http://www.super-rod.co.uk/r1-r2-link/)

## Kempston celebrates the iconic MEM brand

**Kempston Controls** will continue to celebrate the MEM brand and its legacy.

The foundations for manufacturing and financial success were laid in 1908 in Glasgow. The Midland Electric Manufacturing Company Limited (MEM) supplied large quantities of electrical goods and armaments during the war – including 10,000 Auto-Memota starters for use in re-captured factories – and its success was exponential. MEM became a model for industrial development.

The real story began in Holyhead, Wales, where the legacy of both the product and the people remains to this day. Most people from this small

products: radiator, panel heater, low-level radiator and heated towel radiator. All four can be controlled individually or in groups. Each model in the range is available in sizes from 350 to 2,000W.

The iLifestyle is ATC's first Wi-Fi electric thermal radiator. It can be controlled on the go using the ATC Cala app. The radiator is easy to install, and needs no ongoing maintenance.

It is suitable for use in kitchens, living rooms, dining rooms and offices. The iLifestyle is available in a range of sizes from 500 to 1,800W.

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

## Spots shrug off water

The Obico, an all-direction adjustable IP65 recessed spotlight from **Sylvania Lighting UK**, combines high lumen efficiency with multiple options from a single luminaire.

IP65 ensures protection from water and steam, and 360-degree adjustability lets users focus light in all directions. Obico comes in three options: 68mm, 80mm and fire-rated.



The new 68mm range includes black, white and brushed chrome finishes, and the 80mm and fire-rated models are available in white. The 68mm range allows switching between 2700K (home-light), 3000K (warm white) and 4000K (neutral white) options with a three-switch driver.

In the 80mm and fire-rated Obico, users can choose the colour temperature – 3000 or 4000K – with a switch on the driver, like the 68mm. They are compatible with trailing-edge and leading-edge dimmers and come with an integrated loop-in, loop-out wiring system for quick installation.

The fire-rated Obico has been designed and tested to meet fire-rating standards (for 30, 60 and 90-minute fire-rated ceilings).

A slim profile of 40mm makes the Obico suitable for shallow ceiling voids.

[www.sylvania-lighting.com](http://www.sylvania-lighting.com)



## Look, no wires

**Forum Lighting Solutions Ltd** has announced additions to its range of kinetic switches and receivers. Konect wireless and battery-less switches have been in demand as installers take advantage of the features this technology offers.

Once a receiver – RF or Wi-Fi – is installed in the lighting circuit, up to 10 switches can be paired to it (as well as being app controlled in the Wi-Fi options), wirelessly operating the circuit from any location in a 50m range. The kinetic range removes the need to hard-wire switches in potentially challenging locations and cuts installation time.

Forum's range of kinetic switches has been expanded to include grid modules, available in non-dimmable and dimmable options. Clicking down switches the circuit on or off, and clicking up runs through the dimming cycle.

Forum has also launched attractive, slimline one and two-gang surrounds that house the modules and give the appearance of a traditional, modern switch.

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





## 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 3 October –  
Friday 6 October 2023

### EDA Scottish Function

A senior networking event at the Gleneagles Hotel in Perthshire.

For more information, call 020 3141 7350

Tuesday 10 October 2023

### Merchandising Best Practice one-day course

Merchandising Best Practice is a one-day course created by experts for EDA businesses. Training is in person and the cost is £300 per person including lunch and course materials.

Register at [tinyurl.com/Merchandising-Best-Practice](http://tinyurl.com/Merchandising-Best-Practice)

Tuesday 24 October 2023

### Talking Shop Dialogue

A virtual event for EDA businesses. Guest speakers, economic news and forecasts, plus the latest EDA State of the Sector Survey results. Register at [www.eda.org.uk](http://www.eda.org.uk)

Wednesday 1 November 2023

### Going for Gold Data Quality Training Workshop, Ilkeston, Derbyshire

Free face-to-face training to help EDA businesses create the highest quality product data. Register at [www.eda.org.uk](http://www.eda.org.uk) or call Billy on 020 3141 7352

Wednesday 15 November 2023

### EDA Regional Business Forum, Bradford

Free for EDA wholesalers, manufacturers, solution providers and service providers. Register at [www.eda.org.uk](http://www.eda.org.uk)

Wednesday 29 November 2023

### Digitalisation Forum and Data Quality Awards 2023

An event for manufacturers and wholesalers interested in digitalisation. At the America Square Conference Centre, 1 America Square, 17 Crosswall, London EC3N 2LB. Register at [www.eda.org.uk](http://www.eda.org.uk) or call Billy on 020 3141 7352

## SECTOR NEWS

# BEAMA attempts to clear up product marking confusion

Manufacturers' trade association addresses uncertainty following the Government's recent climbdown on mandatory UKCA marking

BEAMA has prepared guidance for EDA businesses in the wake of the Government's announcement that it intends to remove the end of 2024 deadline for mandatory UKCA marking of products.

Instead, the CE mark will be recognised indefinitely as an indication of product conformity with relevant standards.

However, BEAMA points out that the Department of Business and Trade (DBT) has only indicated its intention to scrap the deadline and that legislation to implement the change will still be needed. Also, it applies only to regulations controlled by the DBT – and that does not include Construction Products Regulations or Ecodesign.

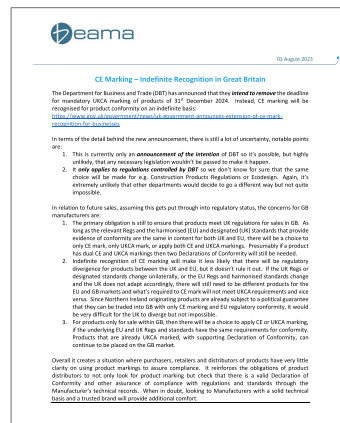
It is unlikely, however, that other departments would adopt a different stance.

Manufacturers will have to ensure that products meet UK regulations for sale in Great Britain, and although the indefinite recognition of CE marking will make it less likely that UK and EU regulations will diverge, it does not rule it out. If the UK – or EU – unilaterally changes its regulations, what's required to CE mark will not meet UKCA requirements and vice versa.

However, UK divergence is unlikely because products from Northern Ireland are subject to a political guarantee that they can be traded into GB with only CE marking and EU regulatory conformity.

Products traded in GB only can carry the CE or UKCA mark, if the EU and UK regulations and standards have the same requirements.

Nick Hayler, Director of Member Services and Head of Building



Electrical Systems at BEAMA, advised distributors: 'Look for product marking and check that there is a valid Declaration of Conformity and other assurance of compliance with regulations and standards through the manufacturer's technical records. When in doubt, looking to manufacturers with a solid technical basis and a trusted brand will provide additional comfort.'

<https://tinyurl.com/UKCAupdate>

## Trek the Freedom Trail

Earlier this year, six individuals from the electrical industry participated in the Electrical Industries Charity's (EIC's) Pyrenees Freedom Trail trek. Together, they raised £15,800.

'It was tough,' said one participant 'but the motivation to support a greater cause kept me going.'

Kate Adamczyk, Director of Marketing and Business Development at EIC, added: 'We are very grateful for those who took part and those who have donated. Without this amazing support, the EIC wouldn't be able to do what we do.'

[www.electricalcharity.org/events](http://www.electricalcharity.org/events)



## Get up close to net zero tech with the ECA

The Electrical Contractors' Association (ECA) is extending an open invitation to EDA businesses to attend a Project Net Zero Roadshow.

Between September and November 2023, the ECA will hold eight regional roadshows to give visitors the opportunity to get up close to new technologies and to find out more about them.

The events will cover practical ways to help electrotechnical

SAVE THE DATE **ECA PROJECT NET ZERO**

11 SEP LONDON  
19 SEP MANCHESTER  
21 SEP BIRMINGHAM  
26 SEP CAMBRIDGE  
3 OCT GATESHEAD  
5 OCT LEEDS  
10 OCT YEOVIL  
12 OCT NEWPORT  
7 NOV BELFAST  
9 NOV ISLE OF MAN

Coming soon...

business achieve net zero. The roadshows are a chance to look at pieces of net zero kit, and to explore the business side of diversification.

It will be a chance to meet others in the field, including ECA members, and to share experiences.

To register for a free place, email Jane Dawson, Head of Public Relations and Public Affairs at the ECA, at [jane.dawson@eca.co.uk](mailto:jane.dawson@eca.co.uk). [www.eca.co.uk/projectnetzero](http://www.eca.co.uk/projectnetzero)