

EDA State of the Sector Survey Manufacturer Feedback: Q3 2024 July





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Introduction

These are the results of the Q3 2024 EDA State of the Sector Survey: the survey launched on Tuesday 9 July and closed on Monday 22 July 2024.

The survey represents the feedback from EDA manufacturer affiliates. There is a separate survey for EDA wholesalers.

This survey attracted 60 responses, a 53% response rate. As at July 2024 the EDA had 114 manufacturer affiliates.

A summary of wholesaler and manufacturer feedback was shared at our Talking Shop Dialogue on Wednesday 24 July 2024.



Contents page with links to results

[Q1: Please tell us the size of your business](#)

[Q2: Please tell us how your turnover in Q2 2024 compares with turnover in Q2 2023.](#)

[Q3: Please tell us how your turnover in Q2 2024 compares with turnover in Q1 2024.](#)

[Q4: Have you experienced a change in turnover in Q2 2024 compared to Q1 2024 for the following sectors? Ranked by growth \(grey band\)](#)

[Q5: Your Operational Challenges: from a prompted list please tell us which 3 operational challenges are your most pressing at this time?](#)

[Q6: Please tell us your most pressing strategic challenges.](#)

[Q7: Does your corporate strategy include an ESG \(Environmental, Social and Governance\) pillar of work?](#)

[Q8: Are wholesalers asking you about third party assessments of the carbon/sustainability/ESG credentials?](#)

[Q9: Are you currently working to make Environmental Product Declarations \(EPDs\) available for your product ranges?](#)

[Q10: For what proportion of your products are Environmental Product Declarations \(EPDs\) currently available?](#)

[Q11: Are you aware of TM65 and its role in measuring product embodied carbon?](#)

[Q12: When quoting or tendering for publicly funded projects, how important do you think your carbon/sustainability/ESG credentials are to the decision maker?](#)

[Q13: When quoting or tendering for privately funded projects, how important do you think your](#)

[carbon/sustainability/ESG credentials are to the decision maker?](#)

[Q14: Manufacturer comments on carbon/sustainability/ESG schemes](#)

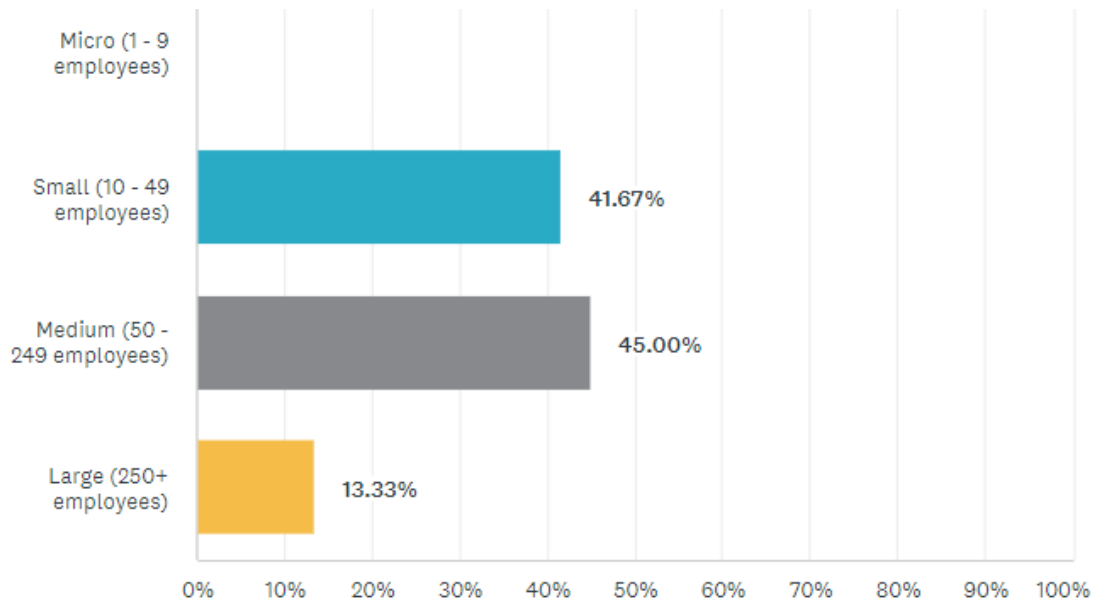
[Q15: How will 'like for like' sales in 2024 compare with 2023?](#)

[Q16: On a scale of 1 - 10 how optimistic to you feel about the sector's performance potential for 2024? Where 1 is not at all optimistic and 10 is extremely optimistic.](#)

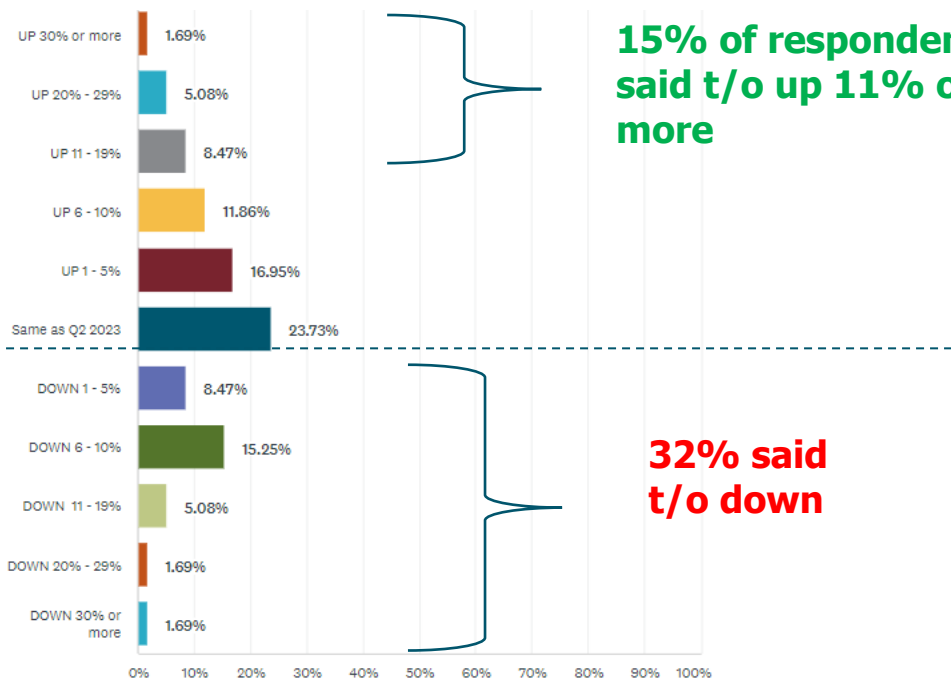
State of the Sector Survey Manufacturer Feedback: July 2024



Q1: Please tell us the size of your business



Q2: Please tell us how your turnover in Q2 2024 compares with turnover in Q2 2023.



15% of respondents said t/o up 11% or more

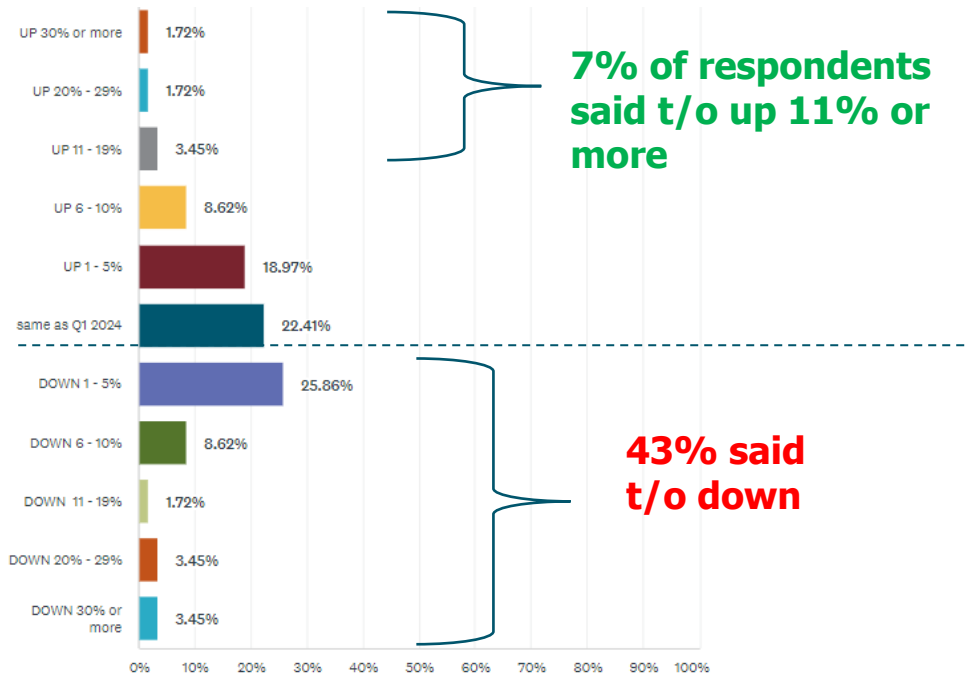
32% said t/o down

Comments

"Q2 2024 was our all time record quarter."

"Very subdued market – price becoming the major issue."

Q3: Please tell us how your turnover in Q2 2024 compares with turnover in Q1 2024.

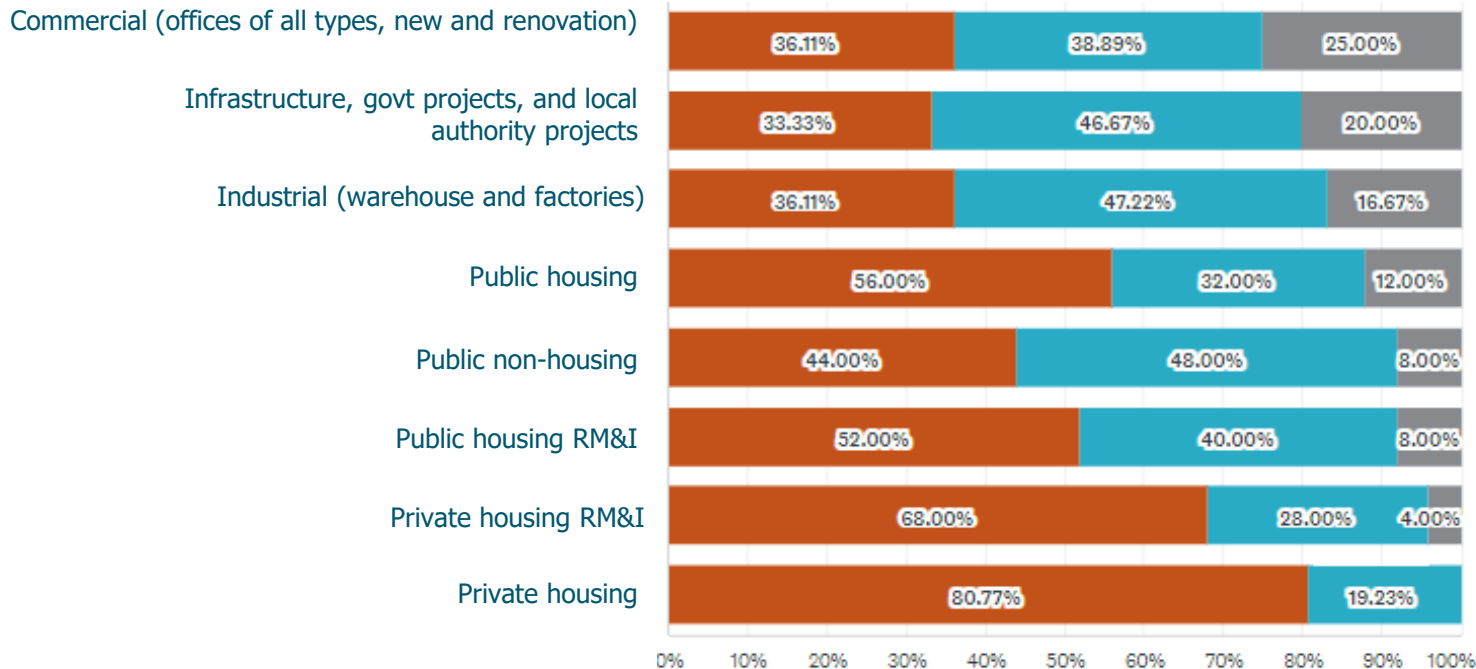


"We finished around 6% lower but this is a traditional pattern for our business."

Q4: Have you experienced a change in turnover in Q2 2024 compared to Q1 2024 for the following sectors? **Ranked by growth (grey band)**



Decline No change Growth



Q5: Your Operational Challenges: from a prompted list please tell us which 3 operational challenges are your most pressing at this time?

Comments:

“Inferior imports from China.”

“Increases in transportation /import costs from factory to warehouse.”

“Increase in raw material costs.”

	July 2023	October 2023	January 2024	April 2024	July 2024
1	Improving my business systems and processes	Market and economic uncertainty	Market and economic uncertainty	Market and economic uncertainty	Market and economic uncertainty
2	Identifying growth areas for my business	Competition from cheaper imports to the UK	Workforce challenges: including attracting and retaining staff, attracting a diverse team, and developing our programme of staff development and training	Workforce challenges: including attracting and retaining staff, attracting a diverse team, and developing our programme of staff development and training	Succession planning + Improving my business systems and processes
3	Adapting my business for a more digitalised world	Workforce challenges: including attracting and retaining staff, attracting a diverse team, and developing our programme of staff development and training	Improving my business systems and processes	Improving my business systems and processes	Adapting my business for a more digitalised world + Identifying growth areas for my business

State of the Sector Survey Manufacturer Feedback: July 2024





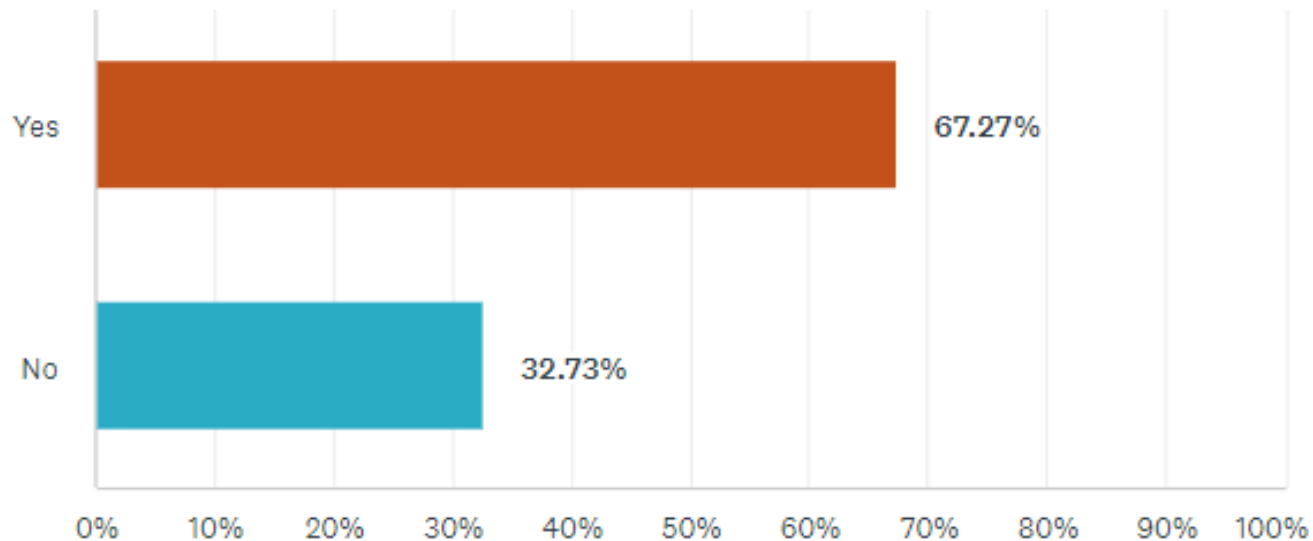
Q6: Please tell us your most pressing **strategic** challenges.

	July 2023	October 2023	January 2024	April 2024	July 2024
1	Improving my business systems and processes	Market and economic uncertainty	Market and economic uncertainty	Market and economic uncertainty	Market and economic uncertainty
2	Identifying growth areas for my business	Competition from cheaper imports to the UK	Workforce challenges: including attracting and retaining staff, attracting a diverse team, and developing our programme of staff development and training	Workforce challenges: including attracting and retaining staff, attracting a diverse team, and developing our programme of staff development and training	Succession planning + Improving my business systems and processes
3	Adapting my business for a more digitalised world	Workforce challenges: including attracting and retaining staff, attracting a diverse team, and developing our programme of staff development and training	Improving my business systems and processes	Improving my business systems and processes	Adapting my business for a more digitalised world + Identifying growth areas for my business

State of the Sector Survey Manufacturer Feedback: July 2024

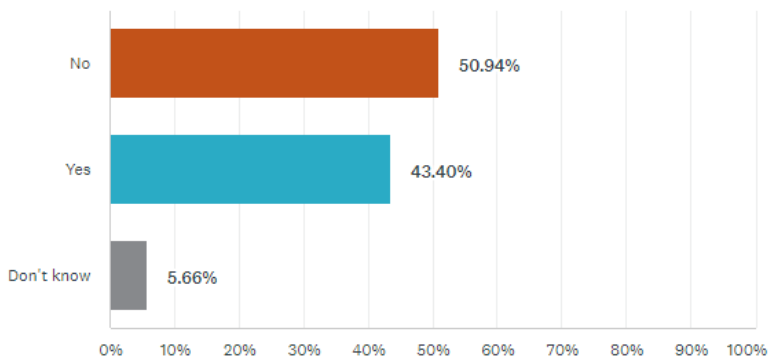


Q7: Does your corporate strategy include an ESG (Environmental, Social and Governance) pillar of work?

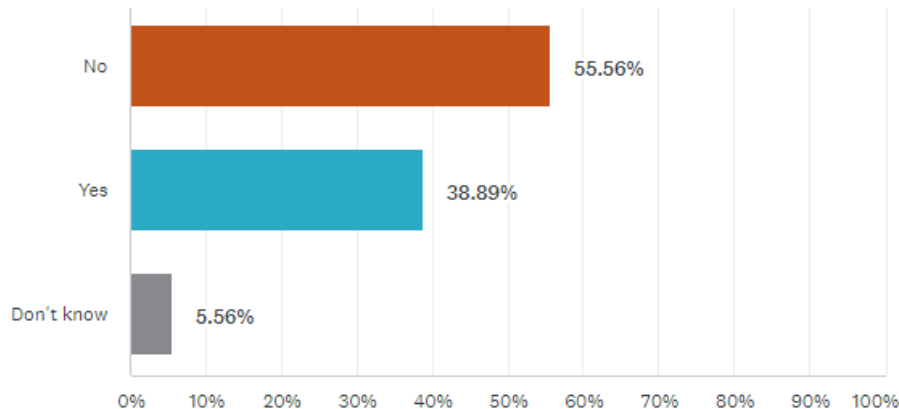


Q8: Are wholesalers asking you about third party assessments of the carbon/sustainability/ESG credentials?

OF YOUR PRODUCTS

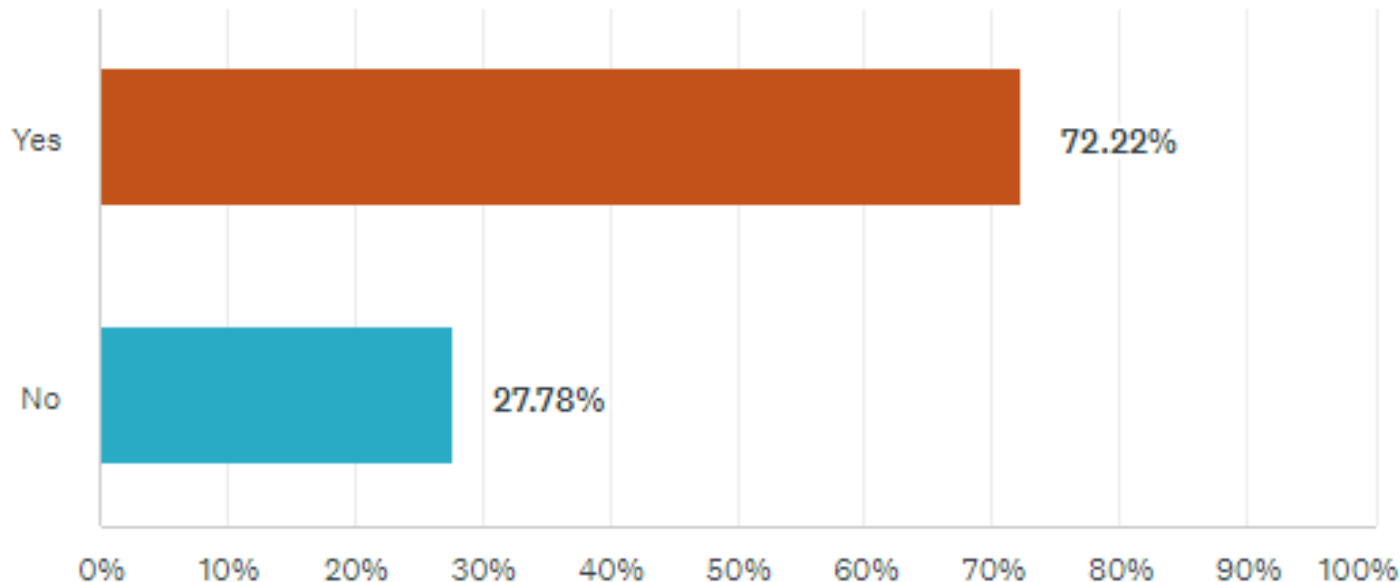


OF YOUR BUSINESS

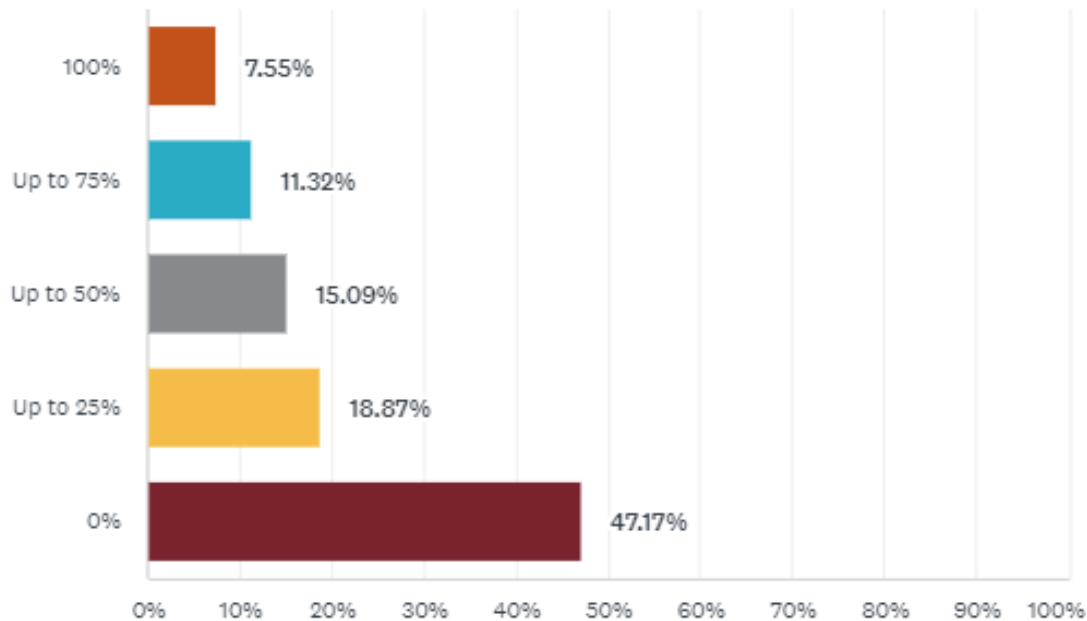




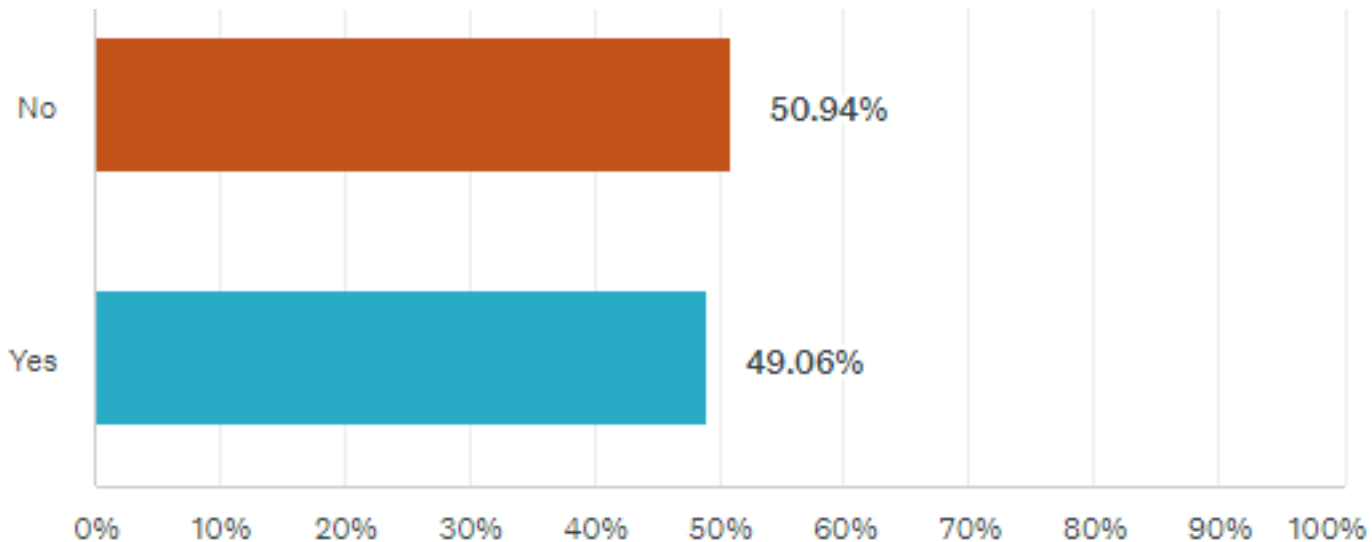
Q9: Are you currently working to make Environmental Product Declarations (EPDs) available for your product ranges?



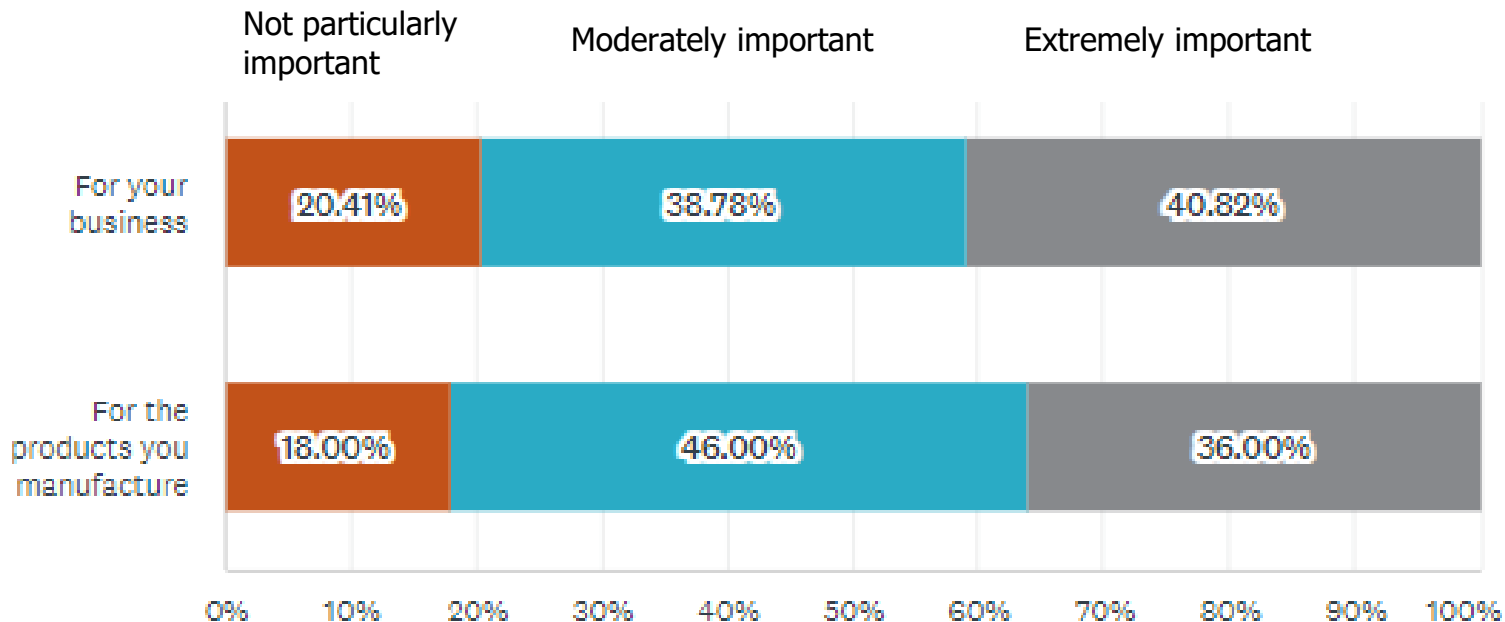
Q10: For what proportion of your products are Environmental Product Declarations (EPDs) currently available?



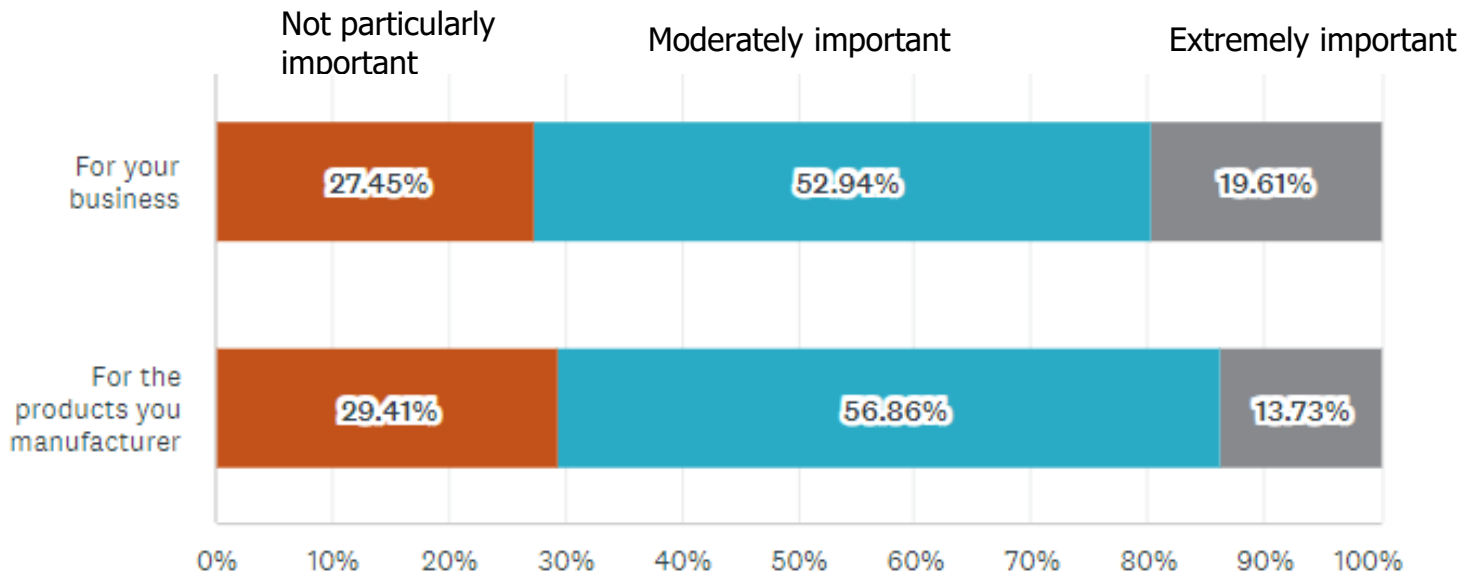
Q11: Are you aware of TM65 and its role in measuring product embodied carbon?



Q12: When quoting or tendering for **publicly funded projects**, how important do you think your carbon/sustainability/ESG credentials are to the decision maker?



Q13: When quoting or tendering for **privately funded projects**, how important do you think your carbon/sustainability/ESG credentials are to the decision maker?





Q14: Manufacturer comments on carbon/sustainability/ESG schemes

“Most end users are not on board with ESG yet. It is mainly corporate investors of large companies right now.”

“NO chance of implementing this in current staffing climate.”

“Will provide all aspects of data for the aspects for ESG and sustainability within 2025.”

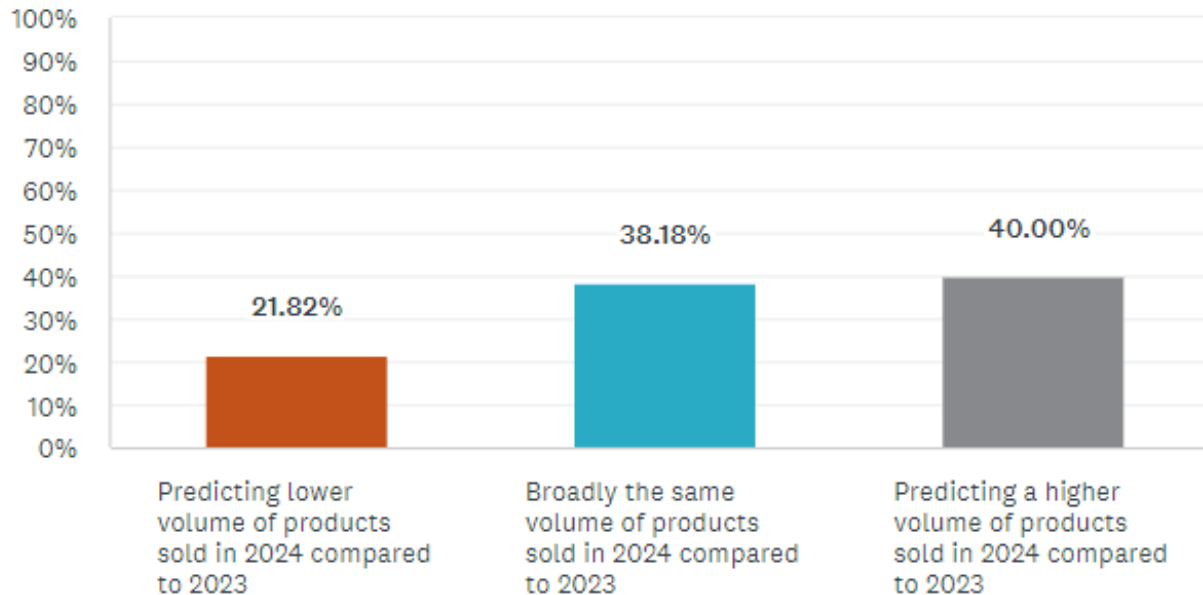
“Carbon and ESG are important, Wholesalers they should also paying more attention about the product and company credentials i.e. tests, certifications, product source and welfare at the manufacturing place.”


“We've only been asked by one customer for CIBSE DT65 [*respondent may mean TM65*] figures, but we are starting to work towards having this implemented.”

State of the Sector Survey Manufacturer Feedback: July 2024



Q15: How will 'like for like' sales in 2024 compare with 2023?





Q16: On a scale of 1 - 10 how optimistic to you feel about the sector's performance potential for 2024? Where 1 is not at all optimistic and 10 is extremely optimistic.

