

YEARBOOK 2025

- Celebrating 25 Years of the EDA's Affiliation Scheme
- Morale boosting awards bring recognition and visibility
- Our four pillars of support for your business explained
 - ① Business Community
 - ② Industry Insight
 - ③ Education & Training
 - ④ Digitalisation
- EDA Member & Affiliate Directories and Listings



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- Stearn Electric Co Ltd
- Switchtec Ltd
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YEARBOOK 2025



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Wholesalers: the essential link in the supply chain



POWER IT UP 2024
EDA's INDUSTRY INSIGHT CONFERENCE



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President's Welcome



Welcome to the latest edition of the EDA Yearbook, and my first as President.

A copy of this publication is sent to every EDA business and branch. Please share it with your team and keep it as a reference guide to help you make the most of your benefits across our 4 pillars of work:

- Business Community
- Industry Insight
- Education and Training
- Digitalisation

Thank you to those Affiliates that have taken advertising space in this Yearbook – we would not have been able to produce this publication without your support.

On behalf of the Board of Management, thank you to every EDA business for your continued engagement with the Association.

I look forward to catching up with you at one of our events in the near future.

David Moore
Director, Medlock Electrical Distributors
EDA President March 2025 ~ March 2027

EDA Board of Management

All experienced senior leaders, the EDA Board represents the interests and views of the membership at a strategic level as well as helping to communicate and share the work of the Association across the sector.



EDA PRESIDENT

David Moore
Medlock Electrical Distributors
Representing ANEW



Mark Ashworth
ABM Electrical Wholesale Ltd
Representing The IBA
Buying Group Ltd



Keith Avenell
3 Line Electrical Wholesale
Representing AWEBB



Lee Barry
Rexel UK Ltd



Tom Barton
Edmundson Electrical Ltd



Margaret Fitzsimons
EDA



Andrew Moseley
CEF Limited



Dan Poole
Phase Electrical Distributors Ltd
Representing Fegime UK



Glyn Prestwood
Stearn Electric Co. Ltd

A word from the CEO



Welcome to the EDA's 2025 Yearbook



Welcome to the EDA Yearbook 2025, a compendium that highlights the work of the Association and the achievements and contributions of our members and affiliates.

This year we acknowledge the enormous contribution made by our Affiliate Members as we mark the 25th anniversary of the creation of the EDA's Affiliation Scheme. Twelve companies responded to the initial invitation from our Board in 2000, and nine of those manufacturers are still with us – turn to pages 8 and 9 to find out more. Today that number has grown to 127, representing manufacturers, suppliers and service providers from across a wide variety of product groups and technical solutions.

Development of technical training, upskilling members at Business Forums, participation at networking events and improving product quality for the good of the sector are just some of the key areas where Affiliates have enhanced the association over the years. More recently, a new category of Affiliate – Solution Providers - has joined us to greatly improve access to high quality data through integration with wholesaler business systems.

The Affiliated Manufacturer Insight Group (AMIG), created in late 2020, has improved the flow of information and knowledge up and down the supply chain and has inspired great ideas and new areas for collaboration.

In 2025 the AMIG will be working with the EDA board to define and measure loyalty to the electrical wholesale channel. In a period of economic challenges and geopolitical uncertainty it is tempting to make short-term, quick-fix decisions that could do long-term damage to our supply chain. Trust and loyalty are attributes that manufacturers and wholesalers are looking for in each other and these will strengthen our working relationships and enable us to navigate the uncertain economic situation we currently face.

Wholesaler members, you will find the list of all EDA Affiliated Members from page 111 and we urge you to support these companies that have contributed so much to your Association over the years.

To those affiliates who have been with us for 25 years, thank you for your loyal support and for your support for this publication.

Margaret Fitzsimons
Chief Executive

A big thank you to our volunteer Boards, Committees and Working Groups

The Association relies on input from experts in our Member and Affiliate businesses, who volunteer their time to provide valuable insight which underpins our work.



Special mentions must go to:

Education and Training Ambassadors

First convened in 2014, this group of senior wholesalers represent each of the buying groups or a national chain. Their focus is to raise awareness of the importance of training and professional development.

Affiliate Manufacturer Insight Group

Established in January 2021, there are 12 seats in this group drawn from representatives from all EDA manufacturers. This group shares vital market and sector knowledge, industry insight, and emerging trends with the EDA Secretariat. Members of the EDA Board of Management also sit on this Group.

State of the Sector Survey Group

A group of wholesalers and manufacturers which meet virtually each quarter to help us develop our quarterly surveys.

Product Knowledge Module Working Groups

Working with our Head of Education and Training, Tracy Hewett, product experts, typically from EDA manufacturers, wholesalers and trade association colleagues regularly review the content of our product knowledge training modules to ensure they are up to date.

ETIM Working Groups

Working with our Head of Digitalisation, Richard Appleton, the ETIM Working Groups bring together product specialists, mostly from manufacturers, to inform the development of the ETIM standard in the UK.

Apprenticeship Trailblazer Groups

Trailblazer groups are employer-led collectives responsible for developing apprenticeship standards that reflect the needs of their industry. The EDA is proud to be active members of multiple trailblazer groups, including the Level 2 Trade Supplier Group and one focused on the development of a new Level 3 Sales Representative apprenticeship, as well as contributing to the ongoing review of the Level 4 Sales Professional standard. Our membership in these groups is made up of EDA member wholesalers and affiliates from across the sector.

EDATA Steering Group and EDA Data Services Board

The EDATA data pool is managed operationally by the EDA but its strategic direction is led by a Steering Group of representatives from Wholesaler and Manufacturer sponsors. From the Steering Group, the EDA Data Services Board is elected. The EDATA sponsors and Board representatives are listed on www.eda.org.uk in the ETIM & EDATA section.

ETIM UK and Ireland Board

ETIM UK and Ireland is a partnership between the EDA and the Builders Merchants Federation. The two associations work closely together to champion the standard for the electrotechnical sector, and building materials, HVAC and plumbing sectors respectively. The eight-person ETIM UK and Ireland Board comprises representatives from both organisations, as well as from the manufacturer and merchant sectors. You can find the current ETIM UK and Ireland Board Members at www.etim-uk-and-ie.org in the About Us section.



Celebrating 25 Years of the EDA's Affiliation Scheme

This year marks a significant milestone as the EDA's Affiliation Scheme as it celebrates 25 years of fostering collaboration and strengthening partnerships within the supply chain.

The idea for extending membership of the EDA beyond wholesalers was tabled at an EDA Board Meeting on Tuesday 19 October 1999. Building a stronger closer partnership between professional wholesalers and their manufacturer suppliers was the aim, and invitations were extended to a small number of leading manufacturers inviting them to join an Affiliation Scheme.

Negotiations and discussions took place during autumn 1999 and the Scheme was formally launched in early 2000. Dimplex (formerly Glen Dimplex) getting the coveted number 001 Affiliation Scheme wall plaque.

The new Scheme led to the introduction of new EDA benefits and services including the Sales Index, Regional Business Forums and the EDA Summer Event.

The first EDA Summer Event took place on Wednesday 12 July 2000: a group of 40 manufacturers and wholesalers sailed up the Thames on the Nautica riverboat to Henley's idyllic Temple Island. This was the birth of the EDA's Summer Event – a popular gathering which is also celebrating its 25 anniversary this year.

25 years on

Jump forward to 2025 and the EDA's Affiliate Scheme has grown to include well over 100 Manufacturer businesses.

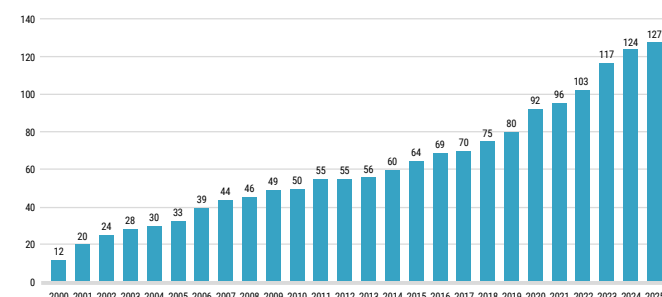
The Association has developed a closer relationships with manufacturers via the Affiliate Manufacturer Insight Group (AMIG). The Group, membership of which is via a nomination process held every 2 years, shares vital market and sector knowledge, industry insight, and emerging trends with the EDA

Secretariat. Members of the EDA Board of Management also sit on this group.

In mid 2020, coinciding with the launch of the EDATA data pool, the EDA's Affiliation Scheme was extended to include Solution Provider businesses.

Now the Scheme supports over 127 businesses across three categories of Affiliation:

- **114 Manufacturers**
- **11 Solution Providers:** typically suppliers of software and digital products that integrate with our digitalisation pillar of work such as the EDATA data pool and the ETIM data standard
- **2 Service Providers:** providers of goods and services to the wholesale channel

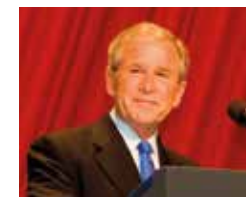


EDA Affiliate Membership Growth:
Manufacturers, Service Providers & Solution Providers Year on year

Y2K

25 years ago:
what else was happening
in the year 2000?

The Millennium Bug turns out to be a big fuss over nothing.



George W Bush becomes the 43rd President of the United States of America.



London's **Millennium Bridge** closes for modifications to stabilize it. (The bridge reopens in 2002).



Brad Pitt and Jennifer Aniston tie the knot.



David Beckham becomes Captain of the England squad.



Venus Williams wins her first Wimbledon title.



Big Brother comes to UK TV screens.

Vladimir Putin is elected President of Russia.



Julia Roberts earns \$20m in her role as Erin Brockovich. (the first woman to command that fee).



Sydney hosts the Summer Olympics.



International Space Station opens. Commander William M. (Bill) Shepherd of NASA and cosmonauts Sergei Krikalev and Yuri Gidzenko of Roscosmos are on board.



The **Queen Mother** turns 100.



2000 – 2025

Celebrating 25 years of partnership

Congratulations to these EDA Manufacturers that have been with us since the Affiliate Scheme launched in 2000.

Dimplex



LEDVANCE

legrand

Marshall Tufflex

prysmian

signify
Our global brands are
PHILIPS **interact**

Schneider Electric

Vent-Axia

Awards bring recognition and visibility not only for the Association but also for the electrotechnical sector

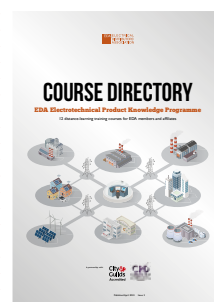
In recent years the Association has enjoyed success in winning, and being shortlisted for, national awards. This is morale-boosting news for the Association, but it also boosts the profile of the UK's electrical wholesale sector.

2022

EDA Product Knowledge Modules win Princess Royal Training Award 2022



2024



EDATA data pool wins Innovation of the Year 2024, Trade Association Forum Awards



EDA Product Knowledge Modules achieve Highly Commended in the Skills Development Award Category 2024, Trade Association Forum Awards



EDA Product Knowledge Modules achieve Bronze in the Best Learning / Professional Development Programme (up to 2,000 members), Association Excellence Awards 2024



EDA achieves Bronze in the UK Association of the Year Category, Association Excellence Awards 2024

2025

EDA Wins Leadership Team of the Year 2025

The EDA's Leadership Team – Margaret Fitzsimons, Richard Appleton, Tracy Hewett, and Anne Vessey, won Association Team of the Year at the prestigious Trade Association Awards in February 2025. Now in its 22nd year, the Trade Association Awards 2025 are supported by the Department for Business and Trade, and recognise excellence, innovation and best practice amongst Trade Associations in the UK.



The EDA's Leadership Team (L-R)
Margaret Fitzsimons, Richard Appleton, Tracy Hewett, Anne Vessey



Emily Wallace, Chief Executive of the Trade Association Forum and one of the head judges on the panel said:

The other judges and I were impressed by the excellent testimonials from members and staff praising the EDA leadership team, and how they have worked together to implement clear plans for growth and development.



30 Minute Masterclass Programme is Highly Commended in the Skills Development Award

Building safety, sustainability, and working with contractors

Paul Reeve FRSC CEnv, Special Advisor to the EDA, has a long track record in the UK's electrotechnical sector, and he's been working with the Association on a number of high-profile initiatives.

Impact of proposed Construction Product Safety regime on electrical wholesalers

New Government plans to reform building safety following the Grenfell Tower tragedy signal a major overhaul of how construction products will be regulated, and they will impact the UK's electrotechnical supply chain. Consultation on the government's Construction

Products Reform Green Paper closed on 21 May 2025, and it included proposals for legally binding responsibilities for wholesalers and distributors, as well as for manufacturers.

Paul Reeve reviewed the Green Paper, identifying how the proposed changes could impact on electrical wholesalers. A webinar was held on Tuesday 29 April for EDA businesses, where Paul highlighted the headline implications of the newly proposed regulatory regime along with the Association's draft Green Paper response, inviting EDA businesses to add their views.



EDA signs up to the Code for Construction Product Information (CCPI)

In February 2025 the EDA signed up to support and promote the CCPI, which itself promotes an urgent and positive culture and behaviour change in how the construction product manufacturing industry manages and provides information and marketing on their products. The CCPI's registration and assessment process aims to drive a transformational step change in construction product information and management.

The CCPI was initiated and developed by the Construction Products Association (CPA) in consultation across the built environment sector as a direct response to Dame Judith Hackitt's review of Building Regulations and Fire Safety, set up in the wake of the Grenfell Tower tragedy.

Amanda Long, Chief Executive of CPI Ltd, the independent not-for-profit organisation set-up to manage the CCPI said, 'I warmly welcome Trade Associates to the community we are building who are supporting the transformation of the industry to a place where product information and marketing is clear, accessible, up-to-date, accurate and unambiguous. Many of these organisations have been playing a role promoting CCPI to their members and across the industry since its development and inception – the Trade Associates pledge gives us a way to recognise this.'

Complying with new packaging regulations

Regulatory changes covering packaging came into effect on 1 April 2025 and required many EDA wholesalers to register with their national environment agency and report on packaging that passes through the business. Under the changes, wholesalers may be classed as 'Small Producer sellers' if they meet the following criteria:

1. an annual turnover of over £1million AND
2. handling/supplying over 25 tonnes of product packaging.

If you are unsure if you should register, we suggest that you take professional advice and consult with one of the Compliance Schemes which can explain if you are in scope and help you with registration and compliance.

There are additional new duties on 'Large Producers' (those handling over 50 tonnes of packaging with an annual turnover over £2m a year) - many of whom will have had duties under previous packaging regulations.

The new packaging regulations have been introduced by the Department for Environment, Food and Rural Affairs, and they are implemented by the Environment Agency and the other national regulators.

Complying with new packaging regulations

You can find more information at www.eda.org.uk including links to the National Packaging Waste Database where all the Compliance Schemes are listed.



Getting closer to contractors

There are considerable business benefits from understanding what's happening in the contractor world, which is why the Electrical Contractors' Association (ECA) and their Members are invited to share their views at EDA events.

Contractors' business insights

In 2024, EDA Business Forums at Coventry, Reading and Belfast, together with November's hugely successful Power It Up Industry Insight Conference in Crewe, featured a series of facilitated panel sessions. These panels allowed contractors to highlight their business challenges and opportunities and provided delegates with valuable insight into how our sector can deliver added value.

Commercial opportunity

Throughout the 2024 events, contractors shared what is driving their current business activity and technology choices, notably for renewable and energy-saving products and systems which continue to be a major area of commercial opportunity. Sustained demand for renewables is most notable in PV systems, along with EV charging, lighting and controls, with an increasing role for heat pumps and battery solutions.

Contractors doing business with the public sector and larger commercial buyers also pointed to their need for energy performance information, data on product and packaging sourcing and sustainability, and for wider WEEE recovery, to help them when tendering for work.



Paul Reeve FRSC CEnv
Special advisor to the EDA
and a former Director at the ECA.

Contractors look to the supply chain for sustainability credentials

The growing need for product sustainability information was underlined in EDA's summer 2024 State of the Sector Survey. Contractors are starting to ask wholesalers for sustainability information both for the products they sell and their business operations: 27% of wholesaler respondents reported requests for product sustainability credentials, and 26% for their business.

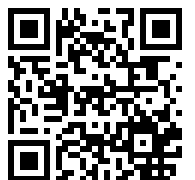
Over 70% of manufacturer respondents confirmed that they were already working to make Environmental Product Declarations (EPDs) available for their product ranges. A quarter of manufacturer respondents confirmed they have EPDs for between 50% - 75% of their products, with a small number providing EPDs for their entire range. To help members further in this area, EDA is adding sustainability and packaging data to the EDATA data pool.

Establishing Building Safety Standards

More widely, our industry expects product legislation that aims to help ensure building safety following the Grenfell Tower disaster. Several contractor panellists at the EDA events indicated that they are beginning to encounter buyer requirements for product safety and quality information as part of the new Building Safety regime. Significantly, this includes product-related questions in the industry's 'prequalification' Common Assessment Standard, a gateway to tendering for commercial and public sector work across the industry.



During 2025, contractor insight will continue to feature in our Regional Business Forum programme. To book your place at our Business Forums, visit: www.eda.org.uk/event



Giving you the big picture through economic forecasting

The Association is also a member of the Construction Products Association (CPA), which gives EDA businesses access to valuable economic insights and reporting.

The CPA produces a range of economic reports that provide a detailed understanding of the construction market to facilitate planning and business development, with EDA businesses benefitting from access to these reports and to their author, Professor Noble Francis, Economics Director at the CPA. The EDA is extremely grateful to Professor Francis for his valuable contributions as a regular guest at our quarterly Talking Shops, and his presentations at our large scale business conference, Power It Up, which is held every two years.



CPA view: US Tariffs and UK Construction

At the time of writing, the CPA is revising its report on the Economic and Construction Impacts of US Reciprocal Tariffs on a daily basis. As a result it is impossible to determine how construction output forecasts will change, and that is unlikely to be the case over the next few months. In the meantime, here's a broad analysis from Professor Francis:

"On 2 April 2025, the US announced what it described as 'reciprocal tariffs'. These 'reciprocal tariffs' for each country were determined by a formula based on the trade deficit the U. has with each country as it attempts to force other countries to lower their tariffs on US exports.

"For the UK, this means an "additional 10% tariff on top of existing US duties, fees and taxes on imports from the UK". Plus, the US imposed a 25% global tariff on cars after the 25% tariff on steel and aluminium (and derivative products) announced on 12 March.

"If the US doesn't pull back from the tariffs, they clearly add to US inflation, but the bigger problems are uncertainty and a sharp slowdown in global economic growth. Uncertainty means higher risk for

firms and investors that is impossible to measure and price in at the moment, leading to higher inflation and firms cutting non-essential spending and investors pausing investment. In the medium-term, if the US global trade would change, countries facing large tariffs in the US may increasingly look to other destinations such as Europe, potentially easing some of the price pressure here (but that's not much use if demand falls sharply).

"As for UK construction products, it is likely to result in higher uncertainty and more volatile prices for globally traded products. Only 15% of UK construction products are exported, but the US is the second-largest export market (after Ireland). So, for products exported to the US, such as steel and aluminium, the tariffs may have a large impact.

"In terms of imports, most products used in UK construction are sourced domestically (75%), as distance is key. Even where the UK imports, 2/3 of them come from the E.U., as distance is again key. Outside the EU, the UK imports the most construction products from China, so, theoretically, higher US tariffs on Chinese imports may reduce US demand

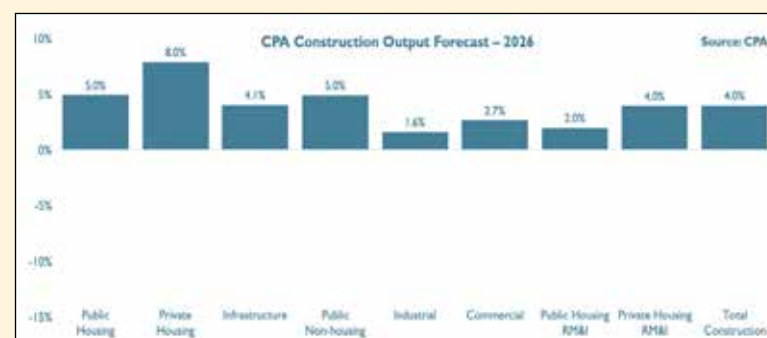
for those products, which could ease some price here inflation for some goods, such as electrical products. But, again, that doesn't help if demand falls sharply...

"For UK construction, the uncertainty created by all this is a big problem. If contractors are not sourcing locally made materials and products, then there is likely to be more risk and volatility in prices, which may be an issue for firms on fixed-price contracts signed up to 12-24 months ago when these potential risks wouldn't have been taken account of. But, the bigger problem is that the uncertainty means higher, unknown risk over new projects and if investors/clients don't know the risk, they can't price it in so the most obvious thing to do it to pause all decision-making, new tenders and signing contracts. This is particularly where they are larger projects, which require large upfront investments for a long-term rate of return and where the uncertainty not only affects projects costs but also investor confidence over the rate of return."

"Construction output in 2025 and 2026 is likely to be an improvement on 2023 and 2024" says Professor Noble Francis, Economics Director at the CPA.

Given the current mood music, it's easy to get pessimistic, especially after the government came in last Summer promising to be pro-business, pro-investment, and pro-growth, only for economic growth to then flatline and an Autumn Budget that raised taxes for businesses. However, despite this, construction output in 2025 and 2026 is likely to be an improvement on 2023 and 2024, with slow economic growth and three interest rate cuts this year leading to a construction recovery that is gradual in the first half of 2025 before accelerating in the second half of the year and into next year. Overall, total construction output is forecast to grow by 2.1% in 2025 and 4.0% in 2026.

After two very challenging years, growth in private housing new build and repair, maintenance and improvement (rm&i) is expected in both years of the forecast. After 20-30% falls in completions for major house builders and SME house builders, interest and mortgage rate falls, combined with real wages rising stronger than house prices, should improve housing demand. Private housing output is forecast



to rise 6% in 2025 and 8% in 2026, albeit from a low base. More home moves should also mean more home improvements in the second half of this year, and private housing rm&i is forecast to rise by 3% in 2025 and 4% in 2026, mainly due to energy-efficiency retrofit and solar photovoltaic work.

Infrastructure and public non-housing, which is mainly schools and hospitals, are likely to also boost industry fortunes in 2025 and 2026, boosted by Autumn Budget injections of funding from government. Even within sectors in which there is no growth expected overall this year, such as commercial, or sectors where activity is forecast to contract, such as Industrial, there are areas of opportunity. Commercial new office towers and large retail developments remain very challenging due to the high cost and excess existing floor space. However, high demand for grade A quality commercial space means that small, high-end commercial refurbishment and fit-out remain very strong, as do data centres. Likewise, whilst industrial warehouses and factories activity reached a peak in 2022 in the pandemic, online spending surge and has fallen since, but an array of small warehouse projects and gigafactories provide strong activity across the regions.

From a broader perspective, government appears increasingly aware that it will only get economic growth short-term and long-term if it sees construction thrive, whether that is through more homes, schools, hospitals, prisons, data centres, gigafactories, infrastructure and net zero transition. And it clearly has lots of intent with its 'backing the builders, not the blockers' media slogans. Whether it can deliver, though, is another matter altogether.



“government appears increasingly aware that it will only get economic growth short-term and long-term if it sees construction thrive

■ Professor Noble Francis

Economics Director at the CPA and Professor of Construction Economics at The Bartlett School of Sustainable Construction, UCL



Over a century of support for the Electrical Industries Charity

The EDA has been a strong supporter of the EIC since 1920. The board of the Electrical Wholesalers' Federation (EWF) (renamed EDA in 1998) agreed to give 'substantial support annually' to the then Electrical Trade Benevolent Institution, later EIBA, then EEIBA and now the Electrical Industries Charity.

The EDA continues to fundraise for the EIC in a number of ways through running raffles at EDA events and supporting the PowerLottery. Every Christmas, the EDA buys an EIC PowerLottery ticket for every business in the EDA. That's 12 chances to win each year.

Congratulations to the Electrical Industries Charity on their 120th anniversary.



Celebrating 120 Years of Supporting the Electrical Industry



2025 marks a momentous milestone for the Electrical Industries Charity (EIC) as it celebrates 120 years of providing unwavering support to the electrical and energy industry. Since its inception in 1905 as the Electrical Trades Benevolent Institution (ETBI), the charity has evolved to address the changing needs of its industry, delivering a century-long legacy of care, compassion and support.

Founded to support those in the electrical industry facing life's challenges, the EIC's original mission remains at the heart of its work today. Over the decades, the charity has expanded its services to assist workers and their families, from apprentices just starting their careers to retirees in need of a helping hand. Its ability to adapt to the times has been key to its continued relevance and impact.

Key Milestones in EIC's Journey

- **1905:** Established as the Electrical Trades Benevolent Institution to support workers in the rapidly growing electrical industry.
- **1930s:** Introduced grants and scholarships to help educate workers and their families, ensuring the industry's long-term sustainability.
- **1960s:** Renamed the Electrical and Electronics Benevolent Association (EEIBA), expanding its remit to cover emerging technologies and new sectors.
- **2000s:** Rebranded as the Electrical Industries Charity (EIC), adopting a holistic approach to address financial hardship, mental health, well-being and workplace challenges.
- **2025:** Celebrates its 120th anniversary, focusing on its legacy and future impact.

A Legacy of Care

At its core, the EIC is about people: the apprentices, business owners and families who form the backbone of the electrical industry. The charity provides vital services, including mental health support, legal advice and bereavement counselling, touching countless lives over its 120 year history.

To further its mission, the EIC offers impactful initiatives like the powerLottery, an engaging way for supporters to contribute while directly funding essential services. It's Well-being Talk Series also delivers invaluable support, promoting mental health and resilience through practical tools and expert guidance.

Looking to the Future

As the EIC marks its 120 year anniversary, the charity is launching campaigns and events across all four nations of the UK. These challenges encourage individuals to raise £120 each, collectively helping the EIC continue its vital work.

In celebration of this milestone, several new fundraising events have been introduced, including Jail or Bail, a thrilling zipline adventure in Wales and the 120 Squats a Day for a Month challenge, to name a few. These initiatives join the charity's Challenge for a Cause events, such as Sea to Summit and the Death Valley Cycle, showcasing the EIC's creative and engaging approach to uniting the industry while furthering its mission of care and support.

From 1905 to 2025, the EIC has embodied the very best of community spirit, adapting and growing to meet the needs of its industry. As it celebrates this milestone, the charity looks forward to the next 120 years of transforming lives and ensuring that no one in the electrical sector faces life's challenges alone.

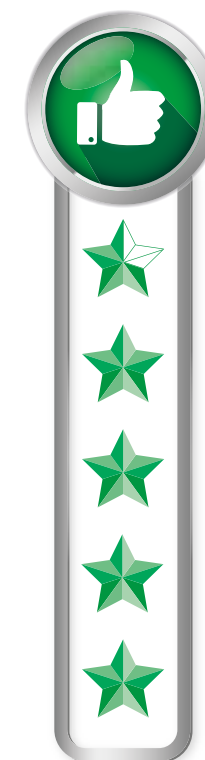
For more information on how to get involved, visit www.electricalcharity.org

Talking Shop Live Online: Industry Insight in 90 Minutes

Bringing the supply chain together every quarter to hear about the latest challenges and opportunities impacting the electrotechnical supply chain.

All welcome – register at www.eda.org.uk in the Event section.

- Stay informed alongside the 100+ attendees every quarter that join us from EDA businesses
- Get first access to the results of our latest State of the Sector Survey, where EDA Wholesalers and Manufacturers share their views on the current business climate
- Benchmark your business against peers on key challenges and opportunities
- Stay ahead of emerging trends, challenges, and market shifts
- Gain fresh perspectives from expert guest speakers on the issues that matter most
- Virtual format means **Talking Shop Live Online** is streamlined and smart giving you maximum value and minimal disruption to your day



Talking Shop Delegate Satisfaction Poll

QUARTER 1: 2025

SCORE: 4.7 (Out of a maximum of 5)

"That was great, much appreciated"

"Really valuable today each and every slide, so appreciate the time and effort taken to bring together."

"Fantastic overview with detailed insight and market appraisal. Thank you, very interesting."

"As always, superb content and highly informative. Thank you!"

"Great content as always, thank you."

"Very interesting. Well done."



**Quarterly
Talking Shop
Live Online
11.00am – 12.30pm**

- **May**
Friday 9 May 2025
- **August**
Friday 8 August 2025
- **November**
Friday 7 November 2025

Register at:
www.eda.org.uk/event



EDUCATION & TRAINING

Our Education & Training Mission

To encourage recruitment into the sector and provide opportunities for individuals in EDA businesses to upskill and develop professionally from the moment they join until they retire.



Tracy Hewett
Head of Education & Training
020 3141 7358 tracy.hewett@eda.org.uk

WHAT'S TOP OF MY EDUCATION AND TRAINING AGENDA?

Refreshing the EDA Product Knowledge Modules

Product development in the electrotechnical sector moves apace, coupled with changes in legislation, it means there's a rolling programme to review and refresh our 12 award-winning EDA Product Knowledge Modules so they are up-to-date.

As I write, and after a great deal of work by EDA volunteer experts to whom we are most grateful, we are about to launch the 3rd edition of the 'Renewables, including EV Charging' training module. Our next project is to review and refresh 'Lighting Introduction' and Lighting – Systems and Controls' and to publish the 3rd edition by the end of 2025. Again, we are most grateful to our expert volunteers – turn to page 25 to find out who's involved.

New statutory training:

EDA Workplace Essentials

This year, we're adding a new pillar to our training portfolio for EDA businesses. You may know it as statutory or compulsory training - typically those topics which your team needs to complete (probably annually) to ensure a safer working environment, minimise risks, and avoid potential legal headaches. We're calling it EDA Workplace Essentials.

As I write, we are developing our first training course in Manual Handling, which will be available as an online short e-learning course in The EDA Academy, our online learning hub. Other topics including cybersecurity, bullying and harassment will follow. For access to The EDA Academy email training@eda.org.uk

30 Minute Masterclasses:

Bite size virtual training each month for EDA Wholesalers

As a reminder, the objective of the Masterclasses is to give wholesaler businesses access to product information and innovation that builds confidence and business effectiveness delivered in a way that works with wholesalers' busy day-to-day operations.

Since our 2023 pilot, the virtual Masterclasses are now rolled-out with a full programme booking now for 2025, plus we've provided even more value as there are 3 ways to engage:

1. Join the live session at 2pm, one Wednesday each month. Register at www.eda.org.uk in the Training & Apprenticeships menu
2. Log on to The EDA Academy, our e-learning portal and in the Product Masterclass section you'll find a series of short training courses, each inspired by a Masterclass. Choose the topic, work through the exercises. If you achieve a Pass you can request a personalised Continuing Professional Development certificate as proof of your knowledge. For access to The EDA Academy email training@eda.org.uk
3. Missed a Masterclass? Watch the recording on demand via www.eda.org.uk

EDA Apprenticeship Service:

Bringing in fresh talent or upskilling your existing team

With over 700 apprenticeship options available, there's specialist training to match any job role in an EDA business. From pages 21 to 23 you'll find interviews with our three EDA Apprenticeship Service delivery partners.

During 2025, I'll be keeping you updated on the government's changes to the apprenticeship landscape, plus I'm working with the Institute for Apprenticeships and Technical Education to develop a suitable next-step apprenticeship for anyone who's completed the Trade Supplier Level 2.



Sabina Shaid
Education & Training Administrator
020 3141 7359 sabina.shaid@eda.org.uk

Apprenticeships are changing

2025 could be the year you consider starting an apprenticeship programme in your business – or at least taking on an apprentice – with the EDA’s help, of course explains Tracy Hewett, the Association’s Head of Education and Training.

Over the past five years, the apprenticeship scene in the UK has changed; and more recently, the incoming Labour government has brought some new ideas of its own.

Setting the standard

‘In 2017 apprenticeship standards started to replace frameworks as the foundation of apprenticeships in England,’ says Tracy Hewett, Head of Education and Training at the EDA. ‘The practical effect was that apprenticeships were no longer generic qualifications, but focused instead on individual job roles.’

Today, there are more than 700 standards linked to apprenticeships. (Scotland, Wales and Northern Ireland have retained the old framework system.)

The changes also tightened up the assessment process, and testing must be done by somebody who’s had nothing to do with delivering training.

Standards are created by the Institute for Apprenticeships and Technical Education (IfATE), working with a ‘Trailblazer’ group of employers. The EDA was instrumental – alongside the BMF, Travis Perkins and others – in the development of the Trade Supplier Apprenticeship.

The Labour government plans to transfer IfATE’s functions to the Education Secretary, who’ll assign them to either DfE or Skills England. The intention is to remove barriers to opportunity and unify the skills system.

Funding

Organisations with a wage bill that exceeds £3m pay an Apprenticeship Levy. The government then funds 95% of the cost of apprenticeships for smaller organisations, and if they take on an apprentice under 22 years old, the entire cost is funded.

‘This makes apprenticeships a cost-effective way to bring in new staff and train them yourself, or to use apprenticeships for existing staff to enhance your workforce’.

The EDA can help

Most EDA apprenticeships are Level 2 Trade Supplier or Supply Chain Warehouse standards, but there are many others that would be useful to wholesalers and affiliates. For example, the Data is Power apprenticeship will upskill existing staff in data manipulation and visualisation and fill vacancies where there are skills shortages (see page 23).

A common concern among EDA businesses is finding time for an apprentice to do off-the-job learning according to Tracy; ‘They should consider that, in a few months, apprentices will be putting what they’ve learned into practice in the workplace. This counts as training but also drives business/time efficiencies and usually has a financial benefit.’

Take it easy

Tracy suggests employers shouldn’t be too ambitious when it comes to apprenticeships. Take on a single apprentice, understand the commitment, and then grow it. Also, a flexible apprenticeship will let new hires try different job roles.



■ **Tracy Hewett**
Head of Education and Training, EDA
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tracy.hewett@eda.org.uk

“Over the next three pages, we set out the EDA’s latest apprenticeship offerings which every EDA business can take advantage of.”

Unlocking staff potential with bespoke EDA apprenticeship schemes

- 1 For EDA Wholesaler Members see page 21 (Opposite)
- 2 For EDA Affiliates (Manufacturers, Solution / Service Providers), turn to page 22
- 3 For all EDA Business that want to make the most of the data they collect every day to improve the performance of their businesses, turn to page 23



More than just a job, apprenticeships are the key to career success

John Henry, MD of EDA Apprenticeships Plus, the Association’s partner provider in the delivery of the Apprenticeship Hosting Service for Member Wholesalers since 2011, looks back at a period of change in employee education for the sector, and at the Labour government’s plans for the future.

The most significant change was the introduction of apprenticeship standards in 2017, which ensured that courses lasted at least 12 months and included independent assessment at the end. ‘That was probably the biggest change because everyone had to change their attitude,’ says John. ‘Apprenticeships became a much more serious proposition.’

Trailblazers

The EDA and EDA Apprenticeships Plus alongside several leading EDA Wholesaler businesses, formed a Trailblazer group to lead the development of the Trade Supplier Apprenticeship Level 2. This apprenticeship, approved by government in 2018, meant that at last there was nationally recognised training created specifically for wholesaler and merchant businesses. ‘We basically wrote our own apprenticeship for the EDA, which services the whole trade supplier sector.’

Another recent change is that ATA Apprenticeship Training Agencies became Flexi Job Apprentice Training Agencies (FJAAs). EDA Apprenticeship Plus is now an FJAA. ‘These are a slightly different beast,’ says Henry, ‘in that if an apprenticeship leaves their employer, for whatever reason, the FJAA ensures they continue their apprenticeship with a new employer.’

Potential savings for employers

Today, in the wake of all this change, there are hundreds of apprenticeship standards ranging from Level 2 to post-graduate Level 7. Uptake of apprenticeships of all ages and abilities has increased considerably, although the government’s focus is on entry-level apprentices.

Employing an entry-level apprentice under 25 years of age is more attractive to employers in light of the changes to National Insurance (NI) announced in the Autumn 2024 Budget. From April 2025, employers will not pay NI for apprentices under 25: depending on the apprentice’s wage, this could mean considerable savings.

Apprenticeship Guide for Managers

A great resource to help you understand how the EDA Apprenticeship Service works and how to get the best result for your business when recruiting an apprentice or training a current employee on an apprenticeship.



John’s key takeaways

- **Gen Z** (those born between 1997 and 2012) are heavily invested in learning, on-the-job-training, and getting experience quickly, which makes apprenticeships a great recruitment option.
- **The Apprenticeship Hosting Service** is really worth consideration as it takes a lot of HR paperwork off your hands. EDA Apprenticeships Plus will scope, recruit, and provide a full employment service to support you and the apprentice for the duration of the apprenticeship. We employ the apprentice and you host them in your business. The service is funded by a monthly fee of approximately 10% of their salary.
- **Made to measure** – there is an apprenticeship to suit every job role. For example, finance, marketing, sales, procurement, could all benefit from apprenticeship training. Visit www.instituteforapprenticeships.org to search all the standards.



“We basically wrote our own apprenticeship for the EDA, which services the whole trade supplier sector.”

■ **John Henry**
Managing Director,
EDA Apprenticeships Plus

FOR MORE INFORMATION CONTACT

→ Tracy Hewett

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tracy.hewett@eda.org.uk



The key to unlocking apprenticeships for EDA Affiliates

For years, manufacturers of electrotechnical products have lamented the shortage of skilled individuals they need to replace departing experienced staff. Perhaps it's time for you to take matters into your own hands and consider employing an apprentice.

The EDA can help

Supplytrain is the EDA's new partner for apprentices in its Affiliate Member companies.

'We act as a bridge between education and employment,' says Managing Director Phil Golding. He says Supplytrain doesn't discriminate on age, but it specialises in filling entry-level skills gaps, so most applicants are in their early to mid-20s.

Small businesses have an incentive to hire apprentices under 25 because they don't have to pay employer National Insurance contributions for them. With the new NI hike due in April 2025, this equates to a £3,000 saving for employers.

Not just the apprentice

'What we do really well is provide pastoral support to not just the apprentice but also to the line manager,' says Golding.

He cites the example of an apprentice who consistently arrived late for work. Supplytrain spoke to the apprentice and learned that, in his previous job, he had started work at midday. After a discussion with Supplytrain, the apprentice arrives on time and his line manager is happy.

Interested?

For interested EDA Affiliates, Golding sets out the process of hiring an apprentice through Supplytrain.

'We have a setup meeting to ensure the business understands their commitment and their responsibilities to an apprentice,' he says. Then Supplytrain will discuss the job role the employer is trying to fill. Golding says many recruitment advertisements are far too technical – 'for entry-level, you want to attract good people who are reliable and want to work hard'.

Supplytrain writes the job advert, phones applicants that meet the basic criteria, and draws up an interview shortlist for the employer. It supports the employer during the interview stage, and once the apprentice is recruited they organise a training provider and a start date.

Supplytrain is the employer of the apprentice on paper, which is how the hosting service works. 'An apprentice coordinator is in touch with that young person at least every four weeks.'



Phil's key takeaways

- Run a pilot** – take on one apprentice and see how it goes. It will be a great learning experience on both sides and it'll help you shape the plans for your next apprentice hire.
- Be prepared to act quickly** - the best candidates go fast.
- Apprentices are not fully formed employees** – you mould them to your way of working in return for time to learn.
- Save yourself the hassle of HR processes and paperwork** – when you use the Hosting Service, Supplytrain is the employer on paper and you 'host' the apprentice in your business.



Phil Golding
Managing Director, Supplytrain

"If you are an EDA Affiliate Member and you've considered hiring an apprentice but never done so, why not make 2025 the year you do?"

FOR MORE INFORMATION CONTACT

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DOWNLOAD YOUR COPY
www.eda.org.uk



Apprenticeship Guide for Managers

A great resource to help you understand how the EDA Apprenticeship Service works and how to get the best result for your business when recruiting an apprentice or training a current employee on an apprenticeship.

Data literacy is no longer a luxury, it's a necessity

Want to make smarter business decisions? Don't let a lack of data skills hold you back. Businesses have more data available to them than ever before: Sales, Commercial, HR, Operations, Finance, Procurement. Master essential tools like Excel and Power BI for advanced analysis to turn complex data into compelling stories and presentations.

Recognising the data opportunity within its Member and Affiliate Member businesses, the EDA is working with specialist provider Firebrand to offer a Level 3 Data Technician apprenticeship.

'Around 70% of the businesses that we work with say they don't have people that are skilled in using data,' says Stewart Lloyd of data training specialist Firebrand.

Electrical wholesalers are among the businesses that would benefit the most from making their data work harder for them. Consider stock monitoring, or warehouse management, or even planning efficient delivery routes to save fuel.

But wholesalers are often small companies with few staff, and most are reluctant to send them away for a fifth of the working week to learn about data management.

The Data Technician Apprenticeship is a 16-month programme. As well as work-based projects that will help the apprentice create a portfolio of evidence that demonstrates their new skills and knowledge, it includes online coaching, online guided self-study and more formal face-to-face learning at the Wyboston Lakes Resort in Bedfordshire.

In the first four months, the apprentices will complete a two-day course on data technician fundamentals and a four-day session that covers data technician concepts. In months five to eight, there is a three-day course on databases, and in months nine to thirteen, there are two residential sessions. The first covers data analysis and visualisation using Excel. The second was added at the request of the EDA, and is a one-day introduction to Power BI.

Lloyd says off-the-job training could include the use of business data. 'It could be shadowing somebody using data, it could be implementing something new in a spreadsheet, it might be a pivot table.'

A line manager may not have the technical skills to mentor an apprentice in the traditional way. Instead, Firebrand will hold regular meetings to discuss goals and the apprentice's progress towards them.

In the final three months of the programme there is an End Point Assessment after which a grade will be awarded – Pass, Merit or Distinction.



Stewart's key takeaways

- Get it for free** – the training, worth £12,000, is 95% government funded. With EDA support, it may not cost you a penny.
- Build it in** – apprentices in busy companies can incorporate the off the job training into their job role.
- Help for line managers** – small companies without data experts in house may feel no-one is suitable to be a mentor, but Firebrand can help with this.



Stewart Lloyd
Account Manager, Firebrand

"Demand for people who can use Power BI has massively increased in the past three years."

Ready to be a data hero?

Taking on a year-long apprenticeship is a commitment. It means fitting at least six hours of training and practical application into an already busy workload. But as soon as you start to implement your new skills, time and efficiency savings can be made. In April 2025, the next intake launches with 18 places available.



FOR MORE INFORMATION CONTACT

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DOWNLOAD YOUR COPY
<https://tinyurl.com/bdz8uuz>

Renewable-savvy wholesalers can influence demand: new Renewables, inc EV Charging training module coming soon

Your contractor customers depend on your knowledge to back them up. Reflecting the newest regulations, best practices, and technological developments, the 3rd edition of the Renewables training module is coming to The EDA Academy, the Association's e-learning platform, from the end of March 2025.

From 2021 to 2024, there's been a 266% uplift in orders for the EDA's Renewables module. As one learner put it:

"This is an exciting time for electrotechnical and renewables. The knowledge acquired through this training means I can help give advice to customers involved in installing renewable generation or purchasing parts for existing installations."

This Renewables module covers:

- Promotion of uptake of renewables
- Solar photovoltaic
- Electrical energy storage systems
- Electrical energy storage systems
- Electric vehicles
- Heat pumps
- Wind turbines
- Energy conservation

Working Group of Experts

Over the course of a year, the module underwent a comprehensive overhaul, ensuring that it reflected the latest industry developments. This update was led by a Working Group of EDA Wholesalers, Manufacturers, and a specialist renewables training organisation.

Additionally, the assessment questions have been revised to align with the updated content, maintaining the programme's high standard of accuracy and relevance.

A Strong Foundation: The EDA Product Knowledge Programme

The Renewables module is part of the EDA's award-winning Product Knowledge Module Training Programme, first launched in 2018 to provide structured, high-quality training for professionals in the sector. Until then, product knowledge had been passed down informally through staffing ranks or delivered ad hoc by manufacturers, creating inefficiencies in time and cost.

Designed by EDA affiliate members for wholesaler members, the programme introduced 12 textbooks, covering core product categories with expert-backed content and formal accreditation. This sector-wide collaboration ensured that professionals had a reliable, standardized source of training.

E-learning via The EDA Academy

Launched in 2023, The EDA Academy brings to life the 12 product knowledge modules with hundreds of videos and interactive learning features. In 2024, 77% of those studying the modules choose e-learning in The EDA Academy, over traditional printed textbooks.

We update the printed textbooks first and then re-film the videos for the e-learning option.

The Renewables module update exemplifies the EDA's commitment to keeping training relevant in an evolving industry. With the revised textbook now available and the digital course soon to follow, your business can be confident that it has access to the most up-to-date training possible.



Download the Course Directory

There's a summary of what's covered in each of the 12 EDA Product Knowledge Modules available in the Course Directory.

Scan the QR code to go straight to the page.



Lighting Introduction and Lighting Systems and Controls training modules go under the spotlight

In 2024, Lighting Introduction and Lighting Systems and Controls accounted for over 23% of all modules ordered by EDA businesses. As the UK lighting market is set to grow, and with changes to legislation and the removal from the market of certain types of lighting, it means that these two modules are next in line for a refresh and a relaunch in late 2025.

Back in 2018, when the EDA was looking for a chair for the original Working Group tasked with developing both lighting training modules, who better than Fegime UK's CEO, Alan Reynolds FInstSMM. As well as serving as one of the EDA's Education and Training Ambassadors, Alan is trained in lighting design and is a City & Guilds approved electrician.

Since 2018, Alan has gone on to complete all 12 EDA Product Knowledge Modules, and fortunately for us, he has agreed to lead the 2025 Working Group once again:

Alan Reynolds
Chair of both the original and 2025 Lighting Working Groups



"I started my career as an electrical apprentice, and I believe training should always be available to support our sector. I'm excited to once again work with a highly skilled group to update these modules."

The EDA is extremely grateful to:

- | | |
|--|---|
| ■ Alan Reynolds, Fegime UK – Chair | ■ James Wallace, Legrand Electric Ltd |
| ■ Paul Davidson, Ansell Lighting | ■ James Miles, Kingfisher Lighting Ltd (Luceco Group) |
| ■ Anthony Parkinson, Ansell Lighting | ■ Graham Lewis, Red Arrow Electrical Limited |
| ■ Adam Wims, Aurora Lighting UK Ltd | ■ John Ford, Robus |
| ■ Paul Jones, B.E.G. (UK) Ltd | ■ Bren Lumsden, Signify (Philips Lighting) |
| ■ Ian Lawson, Hispec Electrical Products Ltd | |
| ■ Claire Sears-Lynskey, JCC | |



EDA Affiliate Lighting experts get down to business

So, in early February 2025 the Lighting Working Group was formed by these subject-matter experts who kindly volunteered to collaborate, pooling their knowledge to ensure the EDA's training reflects the latest developments and remains of the highest quality.



DID YOU KNOW?

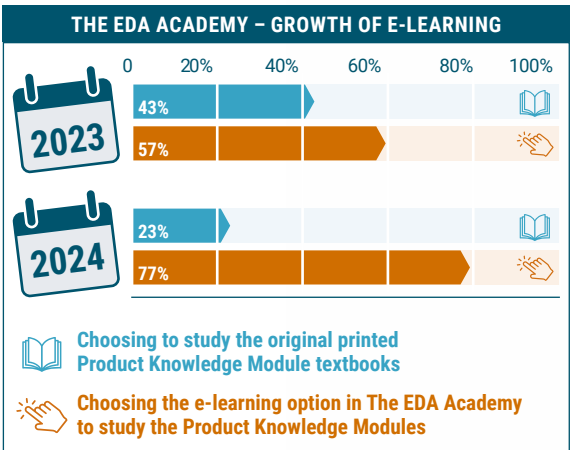
According to Barbour ABI's latest UK Lighting Market Report 2024-2028, the UK's lighting market is forecast to reach a value of approximately £2.8 billion by 2028. They go on to say that "This growth is underpinned by innovations in LED technology, the increased adoption of smart lighting systems, and a greater focus on energy efficiency." The Barbour ABI lighting market outlook, "Looking ahead, the UK lighting market is expected to remain dynamic, with ongoing innovations and a strong push towards environmental sustainability. Manufacturers and suppliers will likely focus on enhancing product efficiency and integrating advanced technologies to stay competitive in a rapidly evolving market landscape."



The EDA Academy: An expanding library of e-training for EDA businesses

The EDA Academy, our online Learning Management System, gives Members and Affiliates a more accessible and convenient route to training courses. When it launched in 2023, it offered e-learning video-led versions of the 12 Product Knowledge Modules, but now the library of training inside is growing.

The appetite by EDA businesses for training that's accessible on a PC, tablet, or smart phone is clear. In 2024, 77% of people studying the EDA's Product Knowledge Modules chose to do so online in The EDA Academy, rather than the original printed textbooks. This growth figure is 31% up on 2023.



Modules and more: The EDA Academy expands its library of training for EDA Businesses

30 Minute Masterclasses now available as digital courses

On one Wednesday each month there's a live 30 Minute Masterclass where wholesaler teams join a virtual call to learn about product information and innovation from a subject matter expert.

For anyone who missed the training or who wants to consolidate their knowledge, a growing library of these Masterclasses have been converted into bite size digital courses, complete with Q&A features and a wrap-up quiz and uploaded to The EDA Academy.



Workplace Essentials: new statutory training coming soon to The EDA Academy

This year, we're adding a new pillar to our training portfolio for EDA businesses. You may know it as statutory or compulsory training covering the topics which your team needs to complete (probably annually) to ensure a safer working environment, minimise risks, and avoid potential legal headaches.

This new bank of training is called EDA Workplace Essentials and it's coming to The EDA Academy.

Manual Handling will be the first course launched as an online short e-learning course, which has been tailored specifically for the EDA businesses. Other topics including cybersecurity, anti-bullying and harassment, health and safety will follow.

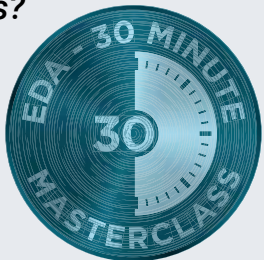


Elevate your skills, ignite your passion, and supercharge your knowledge

No time for lengthy training sessions?

No problem, our virtual 30 Minute Masterclasses deliver valuable insights quickly over Teams

Suitable for anyone in your team who is interested in learning more.



Tracker Dashboards for Managers

The EDA Academy provides an easy-to-use dashboard so managers can track their team's training progress.

If your business has its own Learning Management Systems (LMS), the EDA can stream this content directly into your system, making integration seamless and efficient.

Access to a library of business training via The EDA Academy

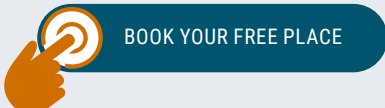
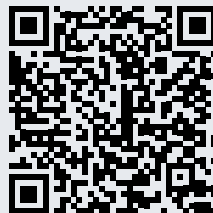
One of the advantages of The EDA Academy is its cost-effectiveness. While similar training often comes with high costs - both in terms of money and employee time - we can offer these essential courses free of charge to anyone with an active login. Here's how:

1. Anyone choosing the e-learning option for the EDA Modules will have an active login to The EDA Academy.
2. This means they will also have access to the growing training library inside at no extra cost, including
 - a. 30 Minute Masterclasses as digital courses
 - b. Workplace Essentials

Anyone without The EDA Academy access can purchase annual licences at a cost of approximately £10 per person per year or part of a year. Licences for The EDA Academy run for a calendar year and are not prorated for partial year access.

Alternatively, if you are interested in business-wide access for your team please get in touch for a customised quote.

- Wednesday 5 March - 2pm – 2.30pm
AIR SOURCE HEAT PUMPS
Presenter: Rob Matthews, First Trace Heating Direct Ltd
- Wednesday 2 April - 2pm – 2.30pm
UNDERSTANDING THE IMPORTANCE OF LIGHT & LIGHT QUALITY
Presenter: Dan Hodgson, Thorn Lighting - a member of Zumtobel Group
- Wednesday 7 May - 2pm – 2.30pm
DON'T FEAR FIRE: WINNING BACK FIRE SALES
Presenter: Barrie Booker and Gary Tomlin, Deta Electrical Company Ltd
- Wednesday 4 June - 2pm – 2.30pm
SMART SOLUTIONS FOR A SAFER FUTURE: ELECTRICAL INNOVATIONS FOR AWAAB'S LAW COMPLIANCE
Presenter: Jordan Toulson and Mia Lennox-Berry, Aico Ltd
- Wednesday 2 July - 2pm – 2.30pm
POWER DISTRIBUTION
Presenter: Andy Hudson, ABB Ltd - Electrification
- Wednesday 6 August - 2pm – 2.30pm
TRACE HEATING
Presenter: Steve Dunne, First Trace Heating Direct Ltd
- Wednesday 10 September - 2pm – 2.30pm
ICE & SNOW SYSTEMS, FROM HEATED DRIVEWAYS TO SNOW LOADING MITIGATION
Presenter: Andrew Hill, Heat Mat Ltd
- Wednesday 1 October - 2pm – 2.30pm
SUSTAINABILITY LIGHTING: HOW LIGHTING CAN SUPPORT ENERGY EFFICIENT AND SUSTAINABLE OUTCOMES
Presenter: Graeme Shaw, Thorn Lighting - a member of Zumtobel Group
- Wednesday 5 November - 2pm – 2.30pm
SURGE PROTECTION DEVICES
Presenter: Wayne Simpson, ABB Ltd - Electrification
- Wednesday 3 December
NET ZERO AND WHY VENTILATION IS IMPORTANT
Presenter: Stuart Smith, Zehnder Group UK Ltd



DIGITALISATION

Our Digitalisation Mission

.....

To support the sector to meet current and future business challenges through the adoption of digital sales channels and digitalised business processes.



Richard Appleton
Head of Digitalisation
020 3141 7350
richard.appleton@eda.org.uk

WHAT'S TOP OF MY DIGITALISATION AGENDA?

Once again, we have an extensive list of objectives for 2025. Recently with the help of our Steering Group and the EDA Data Services Board we have been working on a plan for the next three years, so our objectives for 2025 are designed to contribute towards this.

Growing EDATA

Recruiting and onboarding new manufacturers to EDATA continues to be a top priority. We are working on a target list of around 150 additional manufacturers including manufacturers of general electrical products and specialist suppliers of “renewables” such as solar PV, EV charging, heat pumps and battery storage. Several of our wholesaler members are now helping with this process, both identifying their top priorities and directly contacting those that still need convincing.

Enhancing data quality

Once a manufacturer's products are live on EDATA it is important to ensure their data is of high quality and kept up-to-date, a message which came across loud and clear at our most recent EDATA Steering Group meeting. During the past year we have put in place a series of regular meetings with each manufacturer to ensure focus is maintained on their data and, increasingly, to feed back information about its usage. In view of major industry developments, such as the Government's Construction Product Reform Green Paper, data quality should be high on all manufacturers' agenda. Providing Gold quality product data to EDATA provides the best possible foundation.

Working with wholesalers to integrate EDATA

An increasing number of wholesalers are now integrating EDATA with their business processes and we will continue to work closely with these both to help the process and provide worked examples which others can learn from. Integration takes many forms and we now have live integrations with wholesalers' ERP, PIM and e-commerce systems. A close working relationship with solution providers is vital to this activity and we will continue to work on this in the coming months.

Sustainability & Packaging Data

EDATA now has the facility to hold sustainability data (such as embodied carbon), pack weights and dimensions and details of packaging materials all of which are required by wholesalers either for commercial, operational or legal compliance reasons. Sourcing this data from manufacturers will be another key activity for 2025 and beyond and help will be offered in the form of a new series of regional workshops (bookable a www.eda.org.uk) specifically about sustainability and packaging data. These will complement the popular Going for Gold data quality workshops.

Richard Appleton



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EDATA: in it together

The EDATA data pool is an award-winning central hub where leading manufacturer brands share high-quality product information with EDA Wholesaler teams in branches and head offices across the UK.



Search, find, and sell: the EDATA data pool is a powerful, and FREE, resource for Wholesaler teams.

Whether you are a customer-facing Sales Rep or Trade Counter expert, a Data Manager or Web Developers, so many wholesaler roles rely on easy access to rich and reliable product information. If that's you, you too should be in EDATA.

Why you should be in EDATA too

informative:

information on hundreds of thousands of products available on demand to enhance your customer service

intelligent:

product descriptions, technical information, and images, all to the highest specification, to populate your web site and support your sales

indispensable:

download Product Data Sheets, in a consistent format, for quotes, tenders, submittals, and Operation & Maintenance Manuals

EDATA: a rare combination of quality and quantity

Work on the EDATA data pool started in 2020. It has been created, from scratch, specifically as a business resource for EDA Wholesalers.

The more products and brands that are featured in the data pool, the more value EDATA offers wholesalers: no need to trawl multiple websites because EDATA will have everything you need. By the end of Q1 2025, EDATA holds over 290,000 SKUs from 90+ leading brands, and grows daily.

The EDATA team works with manufacturers to support and guide them to provide the rich, high-quality, complete, and up-to-date product information on which EDA Wholesalers depend.



Here's how EDA Wholesalers are using the EDATA data pool

Trade counter customer service: where speed, accuracy and efficiency matter

- Immediate access to an online portal with high-quality information on hundreds of thousands of SKUs in one time-saving hub.
- Download individual product data sheets to support your sales conversations.

For Tenders, Submittals, and Operation & Maintenance Manuals

- Time consuming, complex, and often high stakes, anything that can transform your response times and help you win more business has got to be good news – and the EDATA data pool can do just that.
- New products and specification changes would be impossible to track if wholesalers had to deal with each manufacturer separately. EDATA keeps it all in one central hub, giving you access to quality and quantity.
- Wholesalers tell us how much they value EDATA's PDF Product Data Sheets: created on demand using the latest information and images inside the data pool, you're making it easier for your customers to compare like-with-like.

Reporting on sustainability and packaging data

- A new EDATA feature this year, as data fields are primed and ready to go covering sustainability and packaging info, including embodied carbon, recycled content, WEEE/RoHS/REACH, energy efficiency as well as packaging volumetrics and material breakdown, plus other valuable data.

E-commerce, click and collect services: where compelling images and product descriptions drive sales

- No need to deal separately with each manufacturer to populate your sales platforms. Instead, bulk download the latest product descriptions, marketing bullet points, technical spec, and images from the data pool to drive your websites, e-shops, and click and collect services.

Still re-keying information for printed catalogues and e-catalogues?

- Not only is sourcing and re-keying product information a time-consuming and resource-heavy process, it also increases the risk of errors. No matter how robust your data entry processes, it's far better to streamline the whole project and take a feed of images and product information direct from EDATA.

EDATA integrates with your business software

- Work continues to integrate EDATA with Wholesalers' business systems, such as Enterprise Resource Planning (ERP), Warehouse Management and stock control software, Product Information Management (PIM) systems and so on.
- Some software providers have already completed their EDATA integration with many EDA Wholesalers already benefitting from EDATA's rich product information and images.
- The EDATA team is keen to work with as many software providers as possible, and would encourage EDA Wholesalers to make referrals.

EDA Wholesalers

Join the hundreds of EDA businesses already benefitting from access to the EDATA data pool.

Request your free log in here: <https://tinyurl.com/EDATAforFREE>



Manufacturers

Give your EDA Wholesaler customers easy access to your product information to make that sale.

Find out more here: <https://tinyurl.com/EDATAYoursilentsalesteam>



EDATA is free to every EDA Wholesaler thanks to the commitment of these EDATA Sponsors



EDATA Wholesaler Sponsors



EDATA Manufacturer Sponsors



A business success story: over 700 people from across 175+ EDA wholesaler businesses are already using the EDATA data pool

What wholesalers say about EDATA and how they use it...

“

"I'm setting up an e-commerce website for Red Electrical and I've used the EDATA data pool to source the manufacturer master data, images, and technical information for the products we want to feature. I have to say that it is very useful to have the information all in one location, however, there are still gaps in the data so I've been using the EDATA Data Quality Feedback email functionality that's in EDATA (you click on the bell icon) to get in touch directly with manufacturers to tell them about the issues I've faced. I can send a message straight from inside EDATA and it goes straight to the manufacturer. The email prepopulates with the information about the product you have a query on, and you simply enter the details of the query and press submit. It works well and I've had responses back from each one."

"I have two messages: the first is to wholesalers to encourage them to use the EDATA Data Quality Feedback function. This shows manufacturers that wholesalers are interested in their data and are actively using it to generate sales. Secondly, I'm asking manufacturers to please update their information, in particular to supply images that match their product descriptions. We can't upload one generic image for multiple products and it is time consuming to try and source the images I need."

"I am working with the EDATA team at the EDA to develop a process for automating the maintenance of Red Electrical's website post-launch so we can keep on top of changes and improvements to the product data. This is a great service and free to any EDA Wholesaler, so make the most of it."

■ **Les Fritchley**
Director, Red Electrical Distributors Ltd

”

“

Before EDATA, it was a headache to find the correct, up-to-date product data sheets for our customers. It was a case of trawling through websites, scanning catalogue pages and uploading them as PDFs, just going wherever we could to find information. It was all a bit hit and miss, to be honest.

EDATA has been a massive improvement, and it is our go-to location for Product Data Sheets.

■ **Mark Ashworth**
Director, ABM Electrical Wholesale Ltd

”

“

I've used EDATA for about a year now, and the PDF product data sheets in a consistent format are particularly helpful, especially when we are working on a submission for a big project. It's much easier for our customers to review information, often from a variety of manufacturers, in a standard format. Now that EDATA is also integrated with the Agathos Chalice system, it's even better, and faster - literally, one click and I can see all the manufacturers' product data right in front of me. Brilliant!

■ **Paul Igoe**
Sales Manager,
BEW Electrical Distributors Ltd, Peterborough

”



EDATA is available free of charge to all EDA member wholesalers

“

When you want to broaden your search for products or to review what different manufacturers are offering in their ranges, EDATA is a good tool to have. Granted, I'm not in EDATA every day, but as more manufacturers and products are visible in the data pool it becomes increasingly useful to wholesalers. Some manufacturer websites are slow and not easy to navigate, whereas EDATA is straightforward. The fact that it is completely free because we are in the EDA is also very positive.

■ **Tony Barkworth**
Fox Electrical Supplies, Lincoln

”

“

The EDATA data pool is fantastic and any wholesaler that is not using it is missing out. It used to take me hours to source product data sheets from each of our suppliers separately, but in EDATA they are all there in one hub.

■ **Josh Powlett**
Purchasing Manager, Hatton Electrical Wholesale Ltd

”



TRADE COUNTER CUSTOMER SERVICE:

Search & find answers to technical questions and download PDF Product Data Sheets in a standard format to accompany quotations, submittals or to create Operation & Maintenance manuals.

QUALITY & QUANTITY:

Bulk data downloads and API links to populate and update wholesalers' web sites directly or via a Product Information Management (PIM) system.

FAST AND EFFICIENT:

Generate EDATA Product Data Sheets from within your own systems using customised URLs.



SEAMLESS INTEGRATION:

EDATA can be fully integrated with wholesalers' ERP systems using our comprehensive suite of API calls providing one-click access to accurate, current and comprehensive product information.



“

The inclusion of EDATA within the Agathos Chalice system is a great addition. It gives us immediate access to 1000s of product data sheets and important technical product information, which is especially useful for the Operation & Maintenance manuals we create for our customers.

■ **Nigel Collick**
Operations Manager,
Spring Electrical Ltd

”

“

The EDATA data pool is really good, and without it we'd be searching for products one-by-one or asking manufacturers to fill in time-consuming spreadsheets.

The EDATA team at the Electrical Distributors' Association sends out regular updates when product information has changed and we use that as a trigger to log in to the data pool and download what's new. What's really good is that EDATA holds the GTIN bar code information - for our ecommerce website that's a vital piece of information for us.

A large proportion of our suppliers are in EDATA already but there are some that are not and I'd encourage any manufacturer to review its benefits.

■ **Henry de Lacey**
Product Data Administrator
ZLT Electrical
(trading as The Electrical Counter) Ltd

”

“

If you run an e-commerce platform, EDATA is your one-stop solution. It offers a convenient and time saving way to access all the necessary data.

■ **Daniel Ashworth**
Web Development Manager,
ABM Electrical Wholesale Ltd

”

Broadening the scope of EDATA

Wholesalers need access to an ever-widening range of product data, notably data relating to packaging, packaging materials, embodied carbon and a range of other attributes loosely grouped under the heading of “sustainability”.

The EDATA data pool aims to plug this gap.

Achieving net zero in the construction sectors and the country as a whole has been widely discussed and debated and we are now starting to understand the implications to individual businesses, their processes and information needs. To the wholesaler or distributor the effect is two-fold. Firstly they need to meet their own reporting and compliance obligations. Secondly, they act as a key conduit for information between manufacturers and installers who increasingly require carbon emission data and other sustainability related data as part of the tendering process.

For manufacturers the need for this data, however beneficial, simply adds to the overhead of creating, managing and distributing product data.

To help address this issue the EDA formed a working group comprising manufacturers, wholesalers and representatives from supply chain trade associations representing both manufacturers and installers. The aim was to agree a standard data set and format in which manufacturers can create using their PIM systems or in Excel, and which can be distributed to wholesalers and other data consumers via EDATA.

Data requirements are continually evolving so this will be a long term project. However 2025 will see the first additions of sustainability and packaging data to EDATA. This will include the elements below.

Pack Data

Pack data is required as a basis for the packaging materials information and is also needed for warehouse management and logistics planning. EDATA will contain provision for primary, secondary and tertiary pack levels (i.e. sale pack, outer carton(s) and transit pack). Data will include dimensions, weights and pack quantities.



Packaging Materials

Each pack may be made of one or more materials, which may need to be reported by manufacturers and potentially wholesalers as part of their Extended Producer Responsibility to report “nation data”. EDATA will allow for full details of each constituent including material type, weight, any relevant certification and properties such as recycle-ability, compost-ability and biodegradability relating to its disposal.

Embodied Carbon

There is a growing demand for embodied carbon data as part of the tendering process particularly where products are destined for major and/or public sector projects. This is a complex and evolving subject with a variety of calculation methodologies available. From an EDATA perspective our intention is to keep things as simple as possible at this stage allowing for links to EPDs (environmental product declarations) where available and ensuring we identify the provenance of any data shown.

Other Sustainability Data

The percentage of recycled materials contained in a product and its potential to be recycled at the end of its life may also influence product selection so EDATA will make provision for both of these pieces of information. In addition, EDATA will start to list data relating to batteries supplied with a product, WEEE, RoHS, REACH and Energy Efficiency.

The increase in efficiency through standardising this data and making it available through a single source is significant. In future we expect the range and scope to grow further, and it will be necessary to respond to any changes in requirements brought about by both legislation and commercial needs. This is an industry initiative and, as always, we welcome your feedback.

Join the EDA's Product Data Masterclasses 2025 programme

Product Data is your silent sales team - unlock its potential with the EDA's Product Data Masterclasses. Discover how high-quality product data can transform your business performance.

Providing accurate and detailed product information helps customers make well-informed purchasing decisions, boosting their satisfaction and reducing returns or complaints.

Take advantage of EDA's Product Data Masterclasses in 2025.

- In person training suitable for EDA Wholesalers and Manufacturers
- Small groups allow time for personal tuition
- Plenty of time for questions
- Practical and hands-on training
- Free to any EDA business
- Learn from the experts

The EDATA Team



Richard Appleton



Javier Garcia



Brigitte Evans



Fantastic day and incredibly informative. Definitely recommend.



These are always great sessions, if you have not been to one yet get yourself along!



Sustainability and Packaging Data Training Workshops 2025 - FREE

Manufacturers are increasingly being asked for sustainability and packaging data, including packaging materials, to supplement their core product data.

This data can now be distributed to electrical wholesalers through the EDATA data pool platform.

In the training you'll cover:

- ▶ Creating sustainability and packaging data for the EDATA data pool
- ▶ Embodied carbon, recycled content, energy efficiency across:
 - WEEE, RoHS and REACH
 - Battery data
 - Packaging sizes and weights
 - Packaging materials



For dates, locations and to book visit:
www.eda.org.uk/event



Going for Gold Data Quality Training Workshops 2025 - FREE

The UK's electrotechnical supply chain needs the highest quality – Gold Standard – product data.

In the training you'll cover:

- ▶ Understanding the product data environment and why high-quality product data so important
- ▶ What EDATA 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) | Beyond Gold: what's next in the drive to excellence?



For dates, locations and to book visit:
www.eda.org.uk/event



Digitalisation Forum and Data Awards 2024: a day packed with insights to keep EDA businesses ahead of the digitalisation curve

Join the forward thinkers at the EDA's Digitalisation Forum and Awards. This must-attend event brings together representatives from EDA Wholesalers, Manufacturers and Solution Providers for networking, gaining valuable insights, and connecting with like-minded leaders on a range of digital topics.

Expert speakers

Delegates heard from expert speakers on a range of digitalisation topics, including:

- EDATA data pool progress update including new information on Sustainability and Packaging data: Richard Appleton, Head of Digitalisation, EDA
- An introduction to the Digital Product Passport: Iain Walker, Industry Engagement Director, GS1 UK
- Product data – where do we go next? Panel discussion
- New AI and Product Information Management Technology: Proplanet UK (Etimix)
- When minds meet machines: the power and pitfalls of AI

Also on stage were these EDA Solution Providers ready to demonstrate their EDATA integration progress:



EDATA Wholesaler Engagement Awards:

EDATA data pool: the wholesalers using it the best

The EDATA data pool is free to every EDA Wholesaler and Branch, and these businesses are seizing that opportunity.



▲ **BEW Electrical Distributors Ltd**
(David Shirt & Richard Baxter)



▲ **LEW Electrical Distributors**
(Stuart Dukes & Richard Baxter)



▲ **Worcester Electrical Distributors Ltd**
(Ingrid Barnes & Richard Baxter)

SAVE THE DATE:

Join us for the
**2026 Digitalisation Forum
& Data Awards**

Wednesday 25 February
2026, London



Data Award Winners 2024:

The manufacturers setting the standard for excellent product data because wholesalers depend on it

Winners are hand-picked from over 90 leading brands using EDATA to share their product information with EDA Wholesalers.



OVERALL DATA QUALITY AWARD <1,000 SKUS

▶ **Super Rod Ltd** (no photo)

1 OVERALL DATA QUALITY AWARD 1,000 – 3,000 SKUS

▶ **D G Controls Ltd**
(Jon Whiten & Richard Baxter)

2 OVERALL DATA QUALITY AWARD >3,000 SKUS

▶ **Collingwood Lighting**
(Matt Woodward, Richard Baxter & Autumn Fox)

3 EDATA CREATOR PIONEER AWARD

▶ **Atlantic**
(Daniel Gurung & Richard Baxter)

4 EDATA INTEGRATION PIONEER AWARD

▶ **Aurora Lighting UK Ltd**
(Rachel Balfour & Richard Baxter)

Gold standard:

In addition to the main Awards, five businesses received a commendation for achieving Gold Standard product data in the EDATA data pool.



Kempston Controls ▲

Atlantic ▲

Thorn Lighting ▲
(a member of
Zumtobel Group)

Hager ▲

CQR Security Ltd ▲
(& Securefast Ltd)

INDUSTRY INSIGHT

Our Industry Insight & Representation Mission

To curate and communicate information from a variety of sources that offers valuable insight, identifying threats and opportunities and enabling better decision making.



Anne Vessey
Head of Marketing & Communications
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WHAT'S TOP OF MY INDUSTRY INSIGHT & REPRESENTATION AGENDA?

Our quarterly State of the Sector Surveys are now in their sixth year and continue to be a versatile channel for giving wholesalers and manufacturers a voice through which to tell us, and the supply chain, what's happening in their businesses. The results are shared at **Talking Shop Live Online** each quarter. These webinars are open to everyone at an EDA business. In 2025 we have moved to a new Friday slot, 11.00am – 12.30pm and you can register in the Events section at www.eda.org.uk

As well sharing at **Talking Shop Live Online**, your survey feedback is extremely useful:

- It allows you to benchmark your business against the other businesses on key challenges and opportunities.
- It means the EDA can accurately represent your interests with the Construction Leadership Council (CLC) (the organisation that has the ear of government through the Department for Business and Trade);
- It alerts us to issues businesses are facing and enables us to adapt our services to help tackle these issues;
- It provides the basis for discussions with our other trade associations along the supply chain so that we can work with them to address issues as an industry sector.

Our Survey Planning Group

The EDA is most grateful to the volunteers in the Survey Planning Group, a mix of EDA Wholesalers, Manufacturers and supply chain representatives, which meets with Margaret Fitzsimons, EDA CEO, and myself to discuss what's happening in the supply chain and make suggestions for topics to explore in the State of the Sector Surveys. With thanks to our Survey Group representatives:

Mark Ashworth, Joint Managing Director, ABM Electrical Wholesale Ltd

Richard Beighton, Zone President Northern Europe, WAGO Ltd

Rob Driscoll, Director of Legal and Business, ECA

Trevor Grote, Managing Director, BELL Lighting

Darren House, Managing Director, Grant & Stone Ltd

John Humphery, Commercial Director, Marshall-Tufflex Ltd

Andrew Moseley, Commercial Director, CEF Ltd

Paul Reeve, Special Advisor to the EDA

Responses

Each quarter there are two surveys created: one for EDA Wholesalers and a second for EDA Manufacturers. A link to complete the survey is emailed to the lead contact at each EDA Wholesaler and Manufacturer business inviting them to respond anonymously. We work hard to generate a healthy response rate, sending out a number of reminder emails each quarter. In 2024 the average response rate from Wholesalers was 38% and from Manufacturers, 52%. An average survey response rate for business surveys typically range from 5% to 30%, so the EDA figures are good to excellent, and we are most grateful for the time taken by busy business leaders to complete them.

Survey and Research Library

The results of all the EDA surveys are available to download as PDFs from our Survey and Research Library at www.eda.org.uk

Collaboration with other supply chain trade associations

Each month, the EDA brings together representatives from trade associations along the supply chain including BEAMA, the ECA, The Lighting Industry Association (LIA), and Cable Makers UK Ltd (BCA) (formerly British Cables Association), to discuss latest issues and to ensure the electrotechnical sector is well represented at the Construction Leadership Council's (CLC) monthly Material Supply Chain Group Meeting, which brings together representatives from across the UK's construction sector.

Broadening the scope of Industry Insight

Turn to pages 12 and 13 to read about the important initiatives that Special Advisor to the Association, Paul Reeve, is working on to support EDA businesses.

State of the Sector Surveys and the new Sales Index

As part of our Industry Insight, our objective is to gain insight, improve understanding, and enhance decision-making for EDA businesses. To do this the EDA relies on two important mechanisms: the quarterly State of the Sector Survey, and our Wholesaler Sales Index.

Measuring change over time

Each survey is a mix of consistent questions which can help track trends – such as the top three most pressing operational headaches, and predictions for year-on-year like-for-like sales, and changes in demand for particular groups of products – and one-off questions to explore particular topics, for example the rise the use of WhatsApp for business communication, marketing, and orders.

The charts below track the top challenges from the 5 surveys between January 2024 and January 2025.

Wholesalers: Your 3 most pressing operational challenges				
	January 2024	April 2024	July 2024	October 2024
1	A downturn in demand	A downturn in demand	Online prices making margins tight	Online prices making margins tight
2	Customers paying more slowly	The impact of increases in National Living Wage and National Minimum Wage on my overall wage bill	A general downturn in demand	A general downturn in demand
3	Increased exposure to bad debt	Attracting and retaining staff	Increasing competition for work	Inflation in business overheads

Manufacturers: Your 3 most pressing operational challenges				
	January 2024	April 2024	July 2024	October 2024
1	Adapting to delays caused by piracy attacks in the Red Sea + Attracting and retaining staff	A downturn in demand	A general downturn in demand	A general downturn in demand
2	A downturn in demand	Attracting and retaining staff	Increasing competition for work	Increasing competition for work
3	Complexities around the different sustainability/carbon assessment schemes and information required by customers + Balancing staffing levels alongside rising wage bills	The impact of increases in National Living Wage and National Minimum Wage on my overall wage bill + Adapting to delays caused by piracy attacks in the Red Sea	High tendering levels but slow or low conversion levels + Difficulties attracting and retaining staff	Product price deflation



Exploring issues

As you'll read on page 39, the Survey Planning Group briefs the EDA on the latest issues affecting their business and the supply chain, and we develop survey questions to explore these in more detail. In the last 5 surveys we've included questions on a diverse range of topics including:

1. More demanding Terms and Conditions from contractors
2. Open banking
3. Businesses making the transition to electric vehicles
4. Carbon, sustainability, and Environmental, Social and Governance (ESG) credentials for businesses and for products sold
5. Changes to Inheritance Tax in the Autumn 2024 budget
6. Diversification into renewable energy products including heat pumps
7. Rises in business-related insurance premiums including car/fleet, buildings, contents, healthcare, and trade credit
8. Increases in rental costs
9. Impact of the collapse of ISG
10. Rise in the use of WhatsApp for business communication and orders.

In future quarters we may revisit these topics to explore emerging trends. If you'd like to suggest questions to be included in the survey please get in touch.

Talking Shop Live Online:
Industry Insight in 90 Minutes

REGISTER
for the next event at www.eda.org.uk



WATCH
online and join in at www.eda.org.uk



DOWNLOAD
all the survey results at www.eda.org.uk



ACCESS OUR SURVEYS AND RESEARCH LIBRARY HERE



You'll find results and analysis at www.eda.org.uk in the *Support & Resources* menu.

CONFIDENTIAL

EDA ELECTRICAL DISTRIBUTORS' ASSOCIATION

NEW: Relunched EDA Wholesaler Sales Index

Robust, reliable and representative, in March 2025 the EDA relunched the quarterly Wholesaler Sales Index.

Using January 2022 as the baseline, the enlarged and improved Index represents 70% of EDA wholesaler membership. The Index is issued 5 – 6 weeks after each quarter end, to allow time for all the wholesaler turnover figures to be received and processed.

How the Wholesalers' Sales Index is created

Confidentiality is extremely important and the process of collecting wholesalers' turnover data each quarter is both robust and anonymous.

The EDA does not have any sight or contact with the turnover figures supplied, instead these are uploaded by each wholesaler business into a software system run by accountancy firm RSM.

Once all turnover figures are uploaded, RSM gets to work to update the Index.

Restricted Access

The EDA Wholesaler Sales Index is carefully controlled, and is available only to these two groups:

- EDA wholesalers that have contributed the figures, and
- EDA manufacturers that have signed a Non Disclosure Agreement, ensuring that the Index is not shared outside their organisation.

Each quarter, the EDA receives the updated Wholesalers' Sales Index as a PDF from RSM and circulates it only to those businesses that qualify.

In light of increasing interest in sustainability by the clients in the supply chain, how do you see your members working more closely with wholesalers?



As sustainability demands grow, collaboration between manufacturers and wholesalers is essential to achieving supply chain-wide decarbonisation. BEAMA is strengthening proactive engagement with wholesalers to ensure low-carbon, resource-efficient products reach the market efficiently, backed by transparent and comparable sustainability data. We are also supporting companies to embed long-term decarbonisation and circularity plans which ultimately benefits all stakeholders within their supply chain.

Through BEAMA 2050 Connected, we are driving supply chain alignment on Net Zero, business decarbonisation, and circularity - helping reduce Scope 3 emissions and ensuring compliance with consistent and comparable reporting frameworks. This includes sharing data on embodied carbon, sustainability commitments, and responsible sourcing to support wholesalers in meeting client expectations.

Stronger collaboration also means improving training and communication, ensuring wholesalers can confidently advise on sustainable solutions. By working together, we can accelerate market transformation and help everyone to make informed sustainability-related business decisions.

BEAMA is committed to driving consistency and alignment not just between our members and wholesalers, but across the built environment and energy sectors, working closely with Government to share knowledge, align efforts, and tackle sustainability challenges together.

Wholesalers can learn more about BEAMA 2050 Connected here.



CMUKL Sustainability statement

Cable Makers UK Limited member are fully committed to tackling climate change and developing a sustainable future based of the following key elements:

- 1) Climate: CMUKL members fully support the UK and International initiatives to actively work towards achieving net-zero emissions via the use of innovative solutions to achieve reductions in the manufacturers' carbon footprint and to contribute to a cleaner environment.
- 2) Substances: CMUKL members will ensure the protection of human health and the environment by implementing stringent measures to minimise the use of hazardous substances and by manufacturing products that are safe and compliant with UK and International regulations.
- 3) Circularity: CMUKL members will embrace circularity as a means to reduce the impact on resources by adopting efficient design, promoting recycling, reusing materials and implementing circular economy principles to create and achieve more sustainable processes.
- 4) Supply Chain: CMUKL members are committed to ensure the close cooperation with their supply chains and users of products to ensure the responsible sourcing and use of ethical practices and to promote transparency and accountability.
- 5) Product design and performance: CMUKL members will continue to ensure that experts fully contribute to the design and development of products to meet the technical and environmental committees.



Electrifying our Future- Working together across the electrical supply chain.

With energy security and growth high on the Government's agenda and the CBI reporting that the green economy is growing 9% faster than the rest of the economy, there couldn't be a more apt time for ECA to launch its series 'Electrifying our Future'. The series features over 20 partners from across the electrical supply chain.

'Electrifying our Future' highlights the aspects needed for a safe energy transition, including how EDA and ECA members can collaborate to make it a reality. It calls for clear guidance from manufacturers, and a continued focus on good regulation as the industry ramps up its efforts to achieve net zero.

The electrification of the UK's energy system is creating unprecedented opportunities. As we diversify into solar, energy storage, and electric vehicles, the industry is posed to lead the UK's transition to net zero. This is an exciting time, offering both growth and sustainability for businesses.

'Electrifying our Future' features insights from organisations who demonstrate a shared commitment to advancing the electrical industry's role in the UK's decarbonisation efforts. They are helping shape the future of a more sustainable, electrified economy.

The series is available at contentwithpurpose.co.uk/eca/electrifyingourfuture It is a valuable resource for industry professionals, businesses, and policymakers seeking to understand the industry's role in the UK's electrification journey.



As sustainability becomes a priority for clients and end-users, there is a significant opportunity for LIA and EDA members to strengthen partnerships and drive decarbonisation and circularity throughout the supply chain.

Wholesalers play a pivotal role in this transition by acting as both educators and enablers for their customers, bridging the gap between manufacturers and the market. LIA members are continuing to collaborate with wholesalers to provide more transparent information on sustainable products. This includes greater availability of embodied carbon metrics, circular economy data, and, where available, full Life Cycle Assessments (LCAs) or verified Environmental Product Declarations (EPDs). It is also our responsibility to support EDA members in understanding how this information aligns with their customers' requirements and, where rigid demands arise, help them explore inclusive and practical alternatives.

The LIA continues to advocate for aligned sustainability benchmarks and transparent reporting standards, ensuring a level playing field that fosters trust and innovation. While regulation will ultimately empower all wholesalers to offer value-added sustainability services, lighting manufacturers are ready to support proactive wholesalers who are prepared to take the necessary steps towards achieving net zero by 2050 and creating a greener future.

However, communication must be reciprocal. Recognising the significant investments lighting manufacturers make in sustainable practices is key. Sustainable solutions come at a cost, and it is essential for wholesalers to consolidate suppliers thoughtfully, challenging those who claim to offer the lowest prices while maintaining all the necessary sustainability credentials. In many cases, it is simply not possible to be the cheapest while genuinely investing in responsible sourcing, circularity, and long-term environmental impact. Wholesalers who reward these efforts and differentiate between suppliers driving innovation and those maintaining a 'business as usual' approach will strengthen partnerships and incentivise further progress.

By working together, LIA and EDA members can lead the lighting industry in delivering innovative, sustainable solutions that meet rising client expectations while contributing to the UK's decarbonisation ambitions.



Now more than ever, electrical contractors need to know that their wholesaler is equipped with the latest technical know-how about renewable technology.

The growing importance of sustainability and net zero has seen a wealth of new products coming to market, with contractors expanding their skills to keep pace and taking the lead on major projects. From a SELECT point of view, it is essential for contractors to know how to install such products safely and competently to help keep consumers safe. And from a contractor point of view, they need wholesalers who are equally well trained and know their PV from their EV – and everything in between.

Whether online, at a trade show or in person across the counter, contractors tell us that they want someone who really knows their stuff, really knows the product and is going to sell them the right equipment for the right project. Solar PV, battery storage, solar PV and heat pumps are increasingly becoming part of our members' daily lives, but even advice on relatively small stuff like energy-saving LEDs is invaluable.

If you're a wholesaler, our members are relying on you to be experts in your field, so they can be experts in theirs.

BUSINESS COMMUNITY

Our Business Community Mission

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



Margaret Fitzsimons
Chief Executive
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WHAT'S TOP OF MY BUSINESS COMMUNITY AGENDA?

Loyalty to the Wholesale Channel

The EDA loves nothing more than celebrating an important anniversary or milestone. Last year we marked the 110th Anniversary of the Association and this year we will celebrate the 25th year of the Affiliation Scheme. It was in 2000 that 12 manufacturers accepted the EDA's letter of invitation to become founding affiliates of this new scheme to foster closer relationships between wholesalers and manufacturers. I am delighted to say that most of them are still with us today and their contribution to the EDA has been enormous.

We look forward to thanking them for their loyalty at the 2025 Summer Event in July. We have chosen a very special venue – the iconic Battersea Power Station – to mark the occasion.

It seems very appropriate to be recognising loyalty to the association at one of our flagship events because Loyalty to the Channel is a topic that is currently very high on the agenda of the EDA Board. They are aware that in difficult market conditions, it can be tempting to make opportunistic, short-term business decisions that can have a long-term negative impact on the channel. In adversity, it is ever more important for the electrical wholesaler business community to work together and support each other to ensure the long-term health of our supply chain.

It has been decided that a working group comprising wholesalers and manufacturers will be created to consider how best to encourage, recognise and measure loyalty. This will be an on-going and developing agenda item for the future.

As it has always done, EDA will continue to make members visible to each other and facilitate networking and access at a variety of events throughout the year. These are all listed in the events section of the EDA website: www.eda.org.uk/event and you can find out more on page 49 of this publication.

We underpin this face-to-face contact through the many hard copy and digital publications that the Association circulates throughout the year.

Our Key Contact Directory, led by Nancy Adolpho, requires about three months of painstaking work and we believe it is the most accurate record of senior executives in the sector. The Yearbook, led by Anne Vessey, is another labour of love and enables everyone to recognise which companies are members, where they are located and what is their area of specialism and our quarterly newsletter, Taking Stock, keeps members informed of latest activities and forthcoming events.

Look out for our digital bulletins and newsletters too. We know you are busy and try to keep them brief, relevant and to the point.



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Report on the Power It Up: EDA Industry Insight Conference 2024

Bringing together 190 leaders from 94 EDA businesses, our large-scale conference offers strategic insights from international speakers, panel discussions, motivational speakers and networking.

The economy and opportunities for business growth, circularity and sustainability, societal change and its impact on attracting and retaining the next generation of talent were among the strategic themes discussed at the EDA's Power It Up Industry Insight Conference on Wednesday 13 November 2024.



Over 190 senior leaders from 94 EDA businesses, plus representatives from the electrical contracting sector and from trade associations along the supply chain, travelled to Crewe to hear from UK and International speakers on these topics of strategic significance to the UK's electrotechnical sector.



Our aim with this Conference was to engage and stimulate delegates by getting the right people in the room and the right topics on the agenda. We took people out of their comfort zones and asked them to think out of the box.

"But it wasn't all just blue sky thinking, we also gave them practical solutions to current problems that they could implement straight away. We wanted them to make new business connections too. Our feedback has been very positive indeed and is telling us that we achieved our aim."

■ Margaret Fitzsimons, CEO at the EDA



2026



**POWER
IT UP** 2026
EDA's INDUSTRY
INSIGHT CONFERENCE

Power It Up 2026: held every two years, we'll keep you posted on date and location.

WITH THANKS TO OUR 2024 SPONSORS



Regional Business Forums: see the bigger picture

Leaders and managers can benefit from taking time out to consider the wider business world in which they operate, and the EDA's Forums are just the place to do that while making new relationships with your peers – and renewing old ones.

Sometimes it pays dividends to take a step back from the day-to-day running of a business to see the bigger picture. And one of the best ways to do that is to attend one of the EDA's Regional Business Forums.

The Forums are held several times a year at locations up and down the country.

Presentations by specialist speakers and EDA experts set out the business outlook for wholesalers, the importance of digitalisation and the latest in training and staff development.

Other benefits

The benefits of attending a Forum are not limited to the content of the presentations. A Forum is also a great opportunity to make and renew business connections and to network with your peers in a relaxed environment.

Business Forums deliver Business Advantage:

join us for updates, networking, and latest business opportunities. Check out dates and locations at www.eda.org.uk in the Events section, and register your place.



Get the App

Forum delegates can make the most of their visit by using the EDA Events App before, during and after the day. Use it beforehand to keep track of the agenda, the speakers and sponsors. During the event you can ask questions during presentations, and arrange meetings with other delegates.

Afterwards, use the App to send feedback for the speakers and organisers, and to access presentations and supporting documents.



FREE DOWNLOAD FOR DELEGATES:

The EDA Events App is available to download for free from the App Store (iPhone) and Google Play (Android)



Stay connected in print and online

When you're involved in a busy company, it can be difficult to keep up to date with developments in the electrotechnical sector. The EDA has your back, with an extensive range of print and online publications that help you find important information – fast.

Business Community Connections

The quick read that keeps you up-to-date on EDA news, events, and opportunities – don't miss Taking Stock, the EDA's quarterly newsletter.



Look out for Taking Stock E-xtra in your inbox

Monthly bite-size e-news bulletin delivered straight into your inbox keeps you just a click away from your latest EDA benefits.



Websites

The hubs for all the EDA's publishing activity are its two websites: www.eda.org.uk and etim-uk-and-ie.org, the dedicated site for the global product data standard ETIM.

Key Contact Directory (KCD)

This who's who of the industry is distributed to everyone listed within. Every EDA Member and Affiliate is contacted in the Autumn to make sure their entry is current, ready for printed distribution in January.



Scan this QR code to download a copy of Taking Stock.



Printed and circulated in January, April, July and October, here's how to get your copy:

- It's available with Electrical Wholesaler magazine in their Jan, April, July and October editions.
- printed copy is mailed to the lead contact at every EDA business – ask them to share it with you.
- Download a PDF copy from www.eda.org.uk or scan this QR code.

Look out for the EDA Community News section that keeps you up-to-date on news from wholesaling and manufacturing businesses. If you have opened a new branch, moved to different premises, hired new recruits or collaborated on an interesting project, email the news & photos to takingstock@eda.org.uk

Downloadable PDFs

Topical, easy to digest and practical, our White Papers on digitalisation topics are available to download at www.eda.org.uk in the Support & Resources section. Currently, there are five titles available with more in the pipeline:

- Effective E-Commerce:** 3 product data essentials for electrical wholesalers.
- Creating a Product Data Strategy:** A Seven Point Plan for Manufacturers.
- Starting your ETIM Journey:** A Guide for Manufacturers.
- Creating Excellent Product Images:** Guidance & Best Practice for Ecommerce.
- Creating Excellent Product Descriptions:** Guidance & Best Practice for Ecommerce.



Virtual and face-to-face events

On this page we feature some of the highlights of our calendar but you'll find the full list of virtual and face-to-face events in the events section at www.eda.org.uk.

Talking Shop Live Online: Industry Insight in 90 Minutes 11.00am – 12.30pm

Forecasts, news, views, guest speakers, and the latest results of our EDA State of the Sector surveys where we poll manufacturers and wholesalers for their insights. Held quarterly, all EDA businesses are welcome.

- May**
Friday 9 May 2025
- August**
Friday 8 August 2025
- November**
Friday 7 November 2025



EDA Regional Business Forums

- Thursday 13 May 2025**
Glasgow
- Wednesday 24 September 2025**
Birmingham
- Wednesday 12 November 2025**
South East

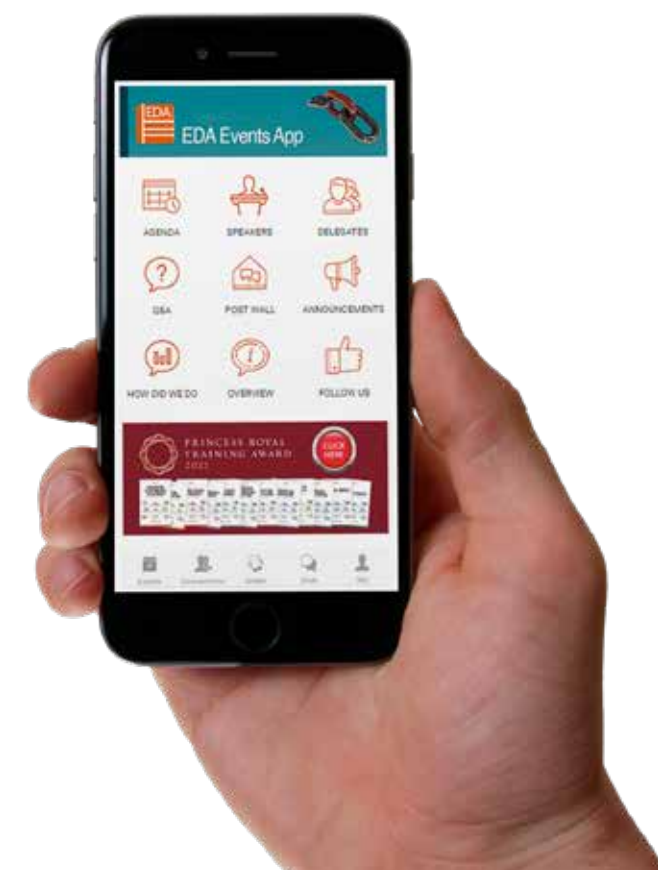
EDA Senior Networking Events and Awards



- 2025**
- Scottish Section Sportsmans' Dinner**
Friday 15 May 2025
Glasgow
 - EUEW 2025 Business Convention, Helsinki**
Wednesday 4 - Friday 6 June 2025
 - Summer Event for Manufacturers & Wholesalers**
Thursday 3 July 2025 (invitation only)
London
 - Scottish Function**
Tuesday 7 - Friday 10 October 2025
Edinburgh

- 2026**
- Digitalisation Forum & Data Awards**
Wednesday 25 February 2026
London
 - Annual Awards Dinner**
Thursday 5 March 2026
London

- 2027**
- Annual Awards Dinner**
Thursday 11 March 2027
London





25 years of working together

Dimplex celebrated its 75 anniversary last year. The company specialises in electric heating, and today it has a portfolio of more than 700 energy-efficient products. Dimplex collaborates with industry groups and government to shape energy policies, and it was the first Affiliate Member of the EDA. We spoke to Marketing Director Shaun Hurworth about the company's association with the EDA.

Q What factors influenced your company's decision to become an Affiliate Member of the EDA?

We're typically manufacturing and distributing technical products where there's a need to be available in order to ensure the correct specification is made. The opportunity to be much closer to the distributors is really valuable as it means we can consult and guide them and their customers through the options.

Q What have been the primary benefits of being an Affiliate Member?

There's a really broad business benefit from being close enough to the distributors that you can share information and get feedback on the way that things are going into the market.

Also, the EDA does a quarterly State of the Sector Survey which asks the same set of questions of manufacturers and wholesalers. I'm the marketer within the business, and that kind of research is absolutely golden.

Q In what ways has being an EDA Affiliate improved collaboration with your supply chain partners?

We're helping wholesalers serve their customers better and we're serving them better as our customers. The opportunity for manufacturers to join the EDA takes them from being a single link in the supply chain to being part of an integrated supply chain.

Q Have there been any challenges in operating as an EDA Affiliate Member?

You do end up in meetings with your competitors, but affiliates work alongside each other and contribute positively to the conversation.

Q What are your future plans as an EDA Affiliate Member?

I don't see us moving away from being an Affiliate Member. It gives us feedback, information and insight into how our most important customers are doing business; and we have a finger on the pulse of what's happening in the market as well.

Q What advice would you offer companies considering joining the EDA as an Affiliate Member?

It's a long-term relationship and involves some commitment. You have to get involved and take the opportunities – like the meetings and networking – so you have a clearer idea of where your products are going, and what everyone in the supply chain has to do for it to work smoothly.



■ **Shaun Hurworth**
Marketing Director, Dimplex



A History of Innovation



For over 75 years, Dimplex has represented the most trusted name in sustainable and innovative electric heating solutions.

Focusing on energy efficiency, we continue to transform the way people interact with their living spaces, creating a greener, more sustainable future for all.

At Dimplex, we are delighted to be celebrating 25 years of working together with the EDA, bringing innovation to professionals in the industry.





25 years of working together



Legrand has been manufacturing in the UK since 1980 and it has six sites here and 800 employees. Its four business units encompass cable management, digital infrastructures, critical power, and working and living spaces. It employs 100 specialist sales people and a team of 50 engineers to help with project management, commissioning and maintenance. We spoke to the sales director for cable management, Jeff Platt, about EDA Affiliate Membership.

Q What factors influenced your company's decision to become an Affiliate Member of the EDA?

Our association with the EDA goes back to 1985, when we acquired Tenby. They manufactured switches, sockets, and other wiring accessories. Tenby was specified in local authorities, and it made sense to work with the EDA to because the stocks were on the shelves of the wholesalers to service these contracts. Later on, we became one of the first Affiliate Members.

Q What have been the primary benefits of being an Affiliate Member?

For me, it's the recognition and engagement from senior executive level right the way through to branch level. Being a member of the Association smooths the path to collaboration, gives us introductions to potential new stockists so we have national coverage of stock across the product offering, and helps us manage projects on a local basis with stockists.

Q In what ways has being an EDA Affiliate improved collaboration with your supply chain partners?

It cements relationships and oils the cogs – making it all run a lot smoother. Having strong relationships from the top down has helped to ease some of the frustrations that do crop up from time to time – we can discuss and resolve issues more easily.

Q What are your future plans as an EDA Affiliate Member?

We're now a Gold standard EDATA partner, and we will continue our input on EDATA. Legrand has a huge portfolio, so it's an ongoing process. We need to ensure that not only ours, but other manufacturers' information is at the required level to help EDA members make the correct choices when offering alternative products.

We've got to play our part in education as well. For example, we are represented on the lighting committee that is updating the EDA's lighting training module. We would like to collaborate more on training updates.

We have Specialists across the Business who are willing and able to be involved in updating training modules, and to present our extensive range of CPD's.

Q What advice would you offer companies considering joining the EDA as an Affiliate Member?

Do it!



■ **Jeff Platt**
Sales Director for cable management, Legrand UK & Ireland

POWERED

BY

SPECIALISTS

inside
DATA
We're in the
EDATA data pool
www.eda.org.uk/edata



Products, solutions and expertise for any space

At Legrand we have the knowledge to transform the spaces in which we live, work and meet. Whatever the building, we have a vast range of tried and trusted products backed by the support of our teams of specialists.

Our aim is to improve the lives of those who design, build, use and maintain buildings through the delivery of power, lighting and digital infrastructures, all underpinned by our commitment to a more sustainable world.





25 years of working together

Marshall-Tufflex was established in 1942 and is now based in Hastings, East Sussex. It is a leading provider of cable management systems for the commercial, industrial, healthcare and education sectors. Renowned for its expertise in PVC-U extrusion and injection-moulding techniques, the company has been committed to innovation and sustainability for over 80 years. MD Jon Chamberlain told us how Marshall-Tufflex became an affiliated manufacturer.

Q What factors influenced your company's decision to become an Affiliate Member of the EDA?

Market conditions at the time were tough, and we were approached by the EDA to become one of what I believe was to be 10 affiliate manufacturers at the time.

A discussion was had within the business and our then sales director decided that we would go ahead despite the misgivings about sales.

I believe we were the second manufacturer to say yes. Our affiliate number would have been 002, but our MD at the time was named James, and he wanted 007. So we were given the 007 membership number!

Q What have been the primary benefits of being an Affiliate Member?

From my point of view, it's all about the links between manufacturers, wholesalers and contractors. We are part of various EDA committees including EDATA and this collaboration has enabled us to enhance and develop our own product data to meet the needs of our customers.

Q Have there been any challenges in operating as an EDA Affiliate Member?

We're talking about the different links in the chain – the manufacturers, wholesalers and contractors – and they may have slightly different priorities.

On one level, being in a room with your competitors doesn't sound like a good idea, but you all have the same interests in the end. It's about building relationships and sharing information.



■ **Jon Chamberlain**
Managing Director, Marshall-Tufflex

I think the things that the EDA does to bring people together – and the information that they pull together, like EDATA – show that we're all working towards improvements for our industry.

Q How has being an Affiliate Member affected customer satisfaction?

I think the ability to request information through EDATA is a huge positive for wholesalers. Our product data now complies with the EDATA gold standard, something which we are very proud of. It eases customer relationships and makes sharing data so much easier.

It's probably something that wouldn't have happened without the EDA steering it.

Q What advice would you offer companies considering joining the EDA as an Affiliate Member?

Collaboration brings you the ear of your customers – and people who aren't your customers yet. You get the opportunity through the EDA's platforms to enhance your business opportunities.

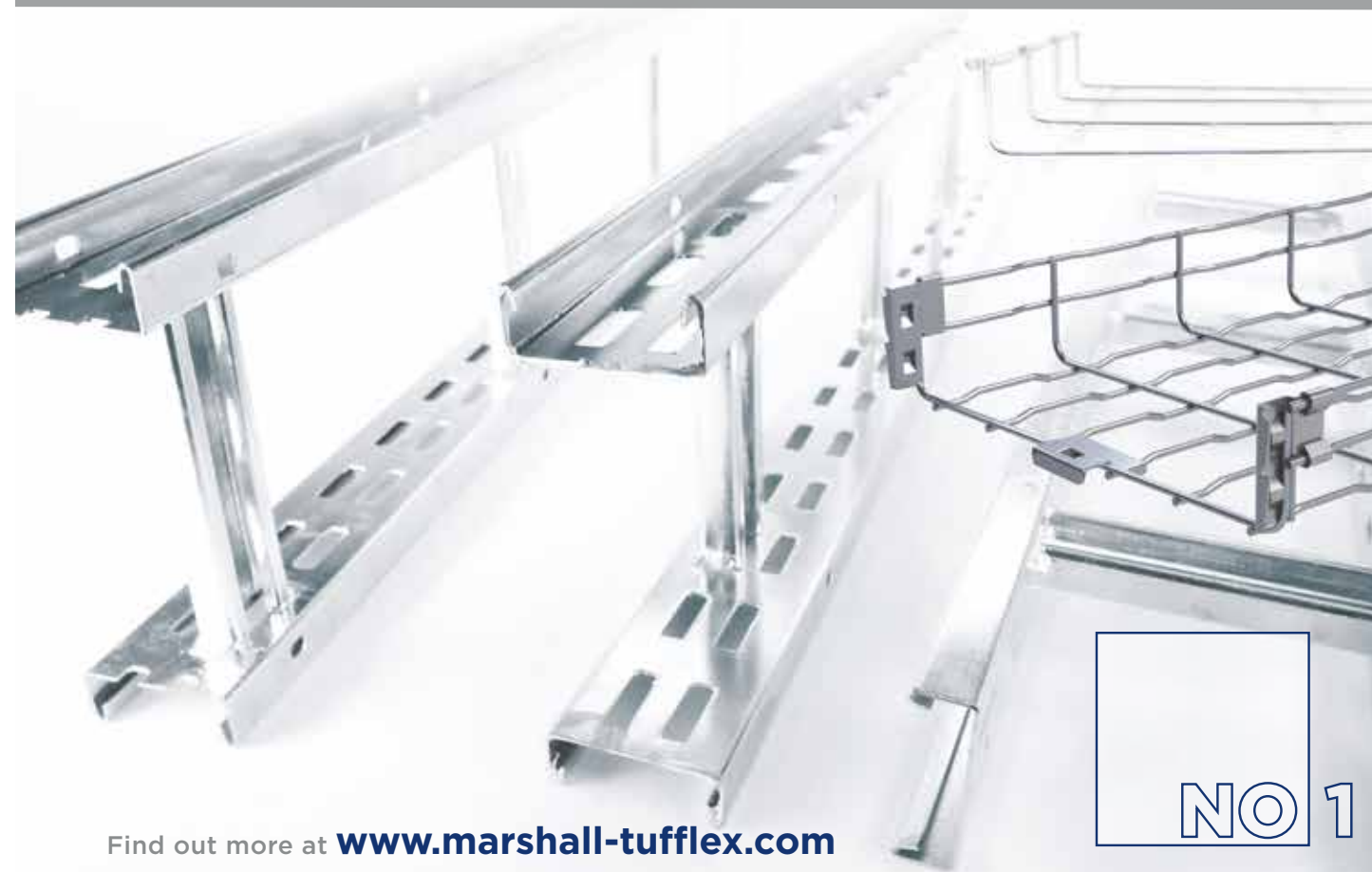
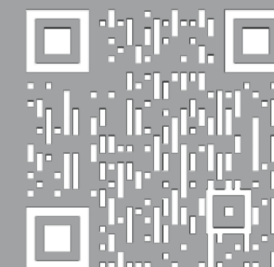


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Now offering a full range of metal cable management, our metal trunking, tray, strut, cable ladder and wire basket are designed with ease of fitting and speed of installation in mind.



NO 1

Find out more at www.marshall-tufflex.com

FOR CABLE MANAGEMENT

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EDATA data pool
www.eda.org.uk/edata

Vent-Axia®

25 years of working together



Vent-Axia has been a pioneer in the HVAC industry since it invented the first electric window ventilator in 1936. Today, it manufactures a range of ventilation products and air purification, heating, cooling and hygiene equipment. We spoke to Joe Brawn, Product and Marketing Director, about the company's quarter century as an Affiliate Member.

Q What factors influenced your company's decision to become an Affiliate Member of the EDA?

The reason why we are an Affiliate Member is the same today as it was 25 years ago: our primary route to market is through wholesalers. They are key customers, not only to sell to and through directly, but also for the supply of products into projects. The vast majority of our business is through our wholesalers.

Q What have been the primary benefits of being an Affiliate Member?

It lets us engage with the members who make up the majority of our customer base, and forge closer connections over time.

As well as that, it opens doors to conversations with new Wholesaler Members that we might not have done business with previously.

Q In what ways has being an EDA Affiliate improved collaboration with your supply chain partners?

Through EDA activities, we can talk to multiple stakeholders and members on the same day. Otherwise we'd be scheduling individual meetings and travelling the country to get the same connections. That regular connection to key people really helps us.

Q Have there been any challenges in operating as an EDA Affiliate Member?

Generally, no, there haven't been many challenges. We've bought into the EDATA data pool, and are delighted to be a sponsor which gives us representation on the EDATA Steering Group. We are trying to drive and support the platform with good data across all our products. We have been part of its digital transformation from the beginning, which has been challenging at times, but now we deliver Gold standard product data.

Q How has being an Affiliate Member affected customer satisfaction?

I think the direct effect on customer satisfaction is not huge; customer satisfaction tends to come from product price, service offer, and so on.

But having the comfort that we're an Affiliate Member of the EDA I think is a benefit. I think there is huge potential in the digital transformation to EDATA, which will ultimately help our customers, bringing efficiencies to the supply chain.

Q What are your future plans as an EDA Affiliate Member?

We plan to continue to support and attend events and meetings as much as possible. We've found membership to be very beneficial and positive across the board for the business.

Q What advice would you offer companies considering joining the EDA as an Affiliate Member?

The benefits are many and the downsides are very few. It is a respected organisation, very well supported by wholesalers and if that's your route to market it's hugely beneficial and useful.



■ **Joe Brawn**
Product and Marketing Director, Vent-Axia

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Improving your indoor air quality since 1936



PUREAIR HOME

The Simple Solution for Improving Indoor Air Quality



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download

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Life Is On

Schneider
Electric

Making Active Safety the New Business Standard

Electrical safety is an industry-wide responsibility. It stretches beyond the day-to-day activities of electricians and electrical contractors, and its importance cannot be understated. In fact, over 1,000 electricity-related workplace accidents are reported to the Health and Safety Executive (HSE) annually – with some even leading to fatalities.

However, digital innovations in electrical distribution and safety are looking to lower these risks and, ultimately, save lives. With digital innovations in the electrical space, we can build electrical distribution networks with active safety at their core. An active safety system provides an elevated level of protection and advanced visibility, helping to anticipate, predict, alert, and protect against electrical faults. It is a system that puts safety at its core.

So, what does electrical safety look like now? What changes can we expect? And how will active safety systems drive forward the changes we need to create a safer electrical future?

Safety as an industry-wide responsibility

Creating a safe working environment and safety-conscious routines when working with electricity is paramount. When organisations consider safety, it should not just be the responsibility of technical personnel. It involves everyone within an organisation from electrical engineers and installers to electricians and facilities managers. Safety is a concept that must be weaved into every part of planning, implementation, and ongoing operations. It is truly an industry-wide responsibility to keep all staff, tenants, and visitors safe.

As well as protecting people, improving electrical safety is also a legal requirement. With recent regulations in effect since 2022 that mandate the use of AFDDs in Higher Risk Residential Buildings (HRRB), Houses in Multiple Occupation (HMO), purpose-built student accommodation, care homes, and recommend their use in all other locations, it is clear that upgrading electrical distribution should be top of the agenda. The next chapter for organisations is their end-to-end power distribution, categorised by remote monitoring, resilience, sustainability, efficiency, and (above all) safety.

Active safety systems: the future of workplace safety

As we look to the future, electric and digital will come together to improve safety. This blend will enable systems to be proactive – constantly looking for potential threats and hazards. The only way to do this is through a fully connected and digitalised electrical distribution network. This greater visibility of electrical health enables the creation of an active safety system, where electricians and electrical contractors can bring together multiple connected devices such as arc fault detection devices and power tags in one management system. Active safety systems are like having a smart watch. Instead of monitoring your heart rate, sleep, steps, and movement, then telling you to stand up if you have been sat at your desk for too long, an active safety system tracks a building or site's vitals and sends alerts if there are abnormalities, or if actions need to be taken.

This digitalisation and higher level of connectivity will enhance electrical networks, giving facilities managers greater control over building conditions and the ability to work proactively to minimise risk. They can set customisable pre-alarms for any unexpected or dangerous changes, see why a circuit has tripped in a particular location, and work with teams to rectify the root cause. Facilities

managers can get total, and remote, oversight of equipment and systems, helping to drive efficiency, reduce risks for staff, and allows for integration with automation, AI, and ML. Active safety systems can even allow contractors to provide a service-level contract - using these safety notifications to unlock additional revenue streams rather than a standard single installation job.

So - are you ready to make visible the invisible?

Acti9 Active: revolutionary circuit protection

The technology at the core of active safety systems is Acti9 Active. This is an evolution of the tried and tested market-leading system and sets a new industry standard in electrical safety.

Acti9 provides state of the art circuit protection to ensure the safety of electrical installations, reducing downtime and protecting infrastructure. Furthermore, maintenance costs can be saved utilising its fault detection software – reducing outages and any serious errors that could threaten lives. Acti9 Active is the first product of its kind to reach the UK and Irish markets and is a testament to Schneider Electric's continuous commitment to innovation, efficiency, and sustainability. It is the only solution that boasts this enhanced level of connectivity and allows for proactive remote monitoring, giving electrical installers and facilities managers alike, the ability to see how their buildings systems are wired and configured, and the insights to assess whether all the circuits currently in place are needed. Acti9 Active is not just a circuit protection solution – it is a strategic investment for businesses aiming to embark on a safer and more sustainable journey.

As businesses worldwide work together to prioritise electrical safety, Acti9 Active emerges as a pivotal solution for those looking to de-risk their operations and digitalise electrical distribution. As well as safety benefits, this innovative product aligns with the global push towards a sustainable future, allowing leaders to pinpoint areas where energy can be saved and emissions lowered. Ultimately, as we move to a more electric and digital world, electrical distribution will become more vital than ever. It is only through enhanced connectivity and active safety systems that we can truly build resilience into electrical infrastructure while driving efficiency, promoting sustainability, and ensuring safety.

Electrical Distributors can play their part in supporting their customers by stocking Acti9 Active and other connected products. To learn more about these products speak to your Schneider Electric local Area Sales Manager or view our latest catalogue.

se.com/uk

Life Is On

Schneider
Electric

25 years of working together

Schneider Electric is a global industrial technology company involved in electrification, automation and digitisation across industry, infrastructure projects, data centres and buildings. We spoke to David Williams, Vice-President – Transactional Business for the UK and Ireland, about the company's relationship with the EDA.

Q What factors influenced your company's decision to become an Affiliate Member of the EDA?

The EDA provides a platform for collaboration, networking, and sharing best practices that aligns with our commitment to innovation and sustainability. Additionally, being part of the EDA allows us to stay updated on industry trends and regulatory changes, ensuring we can better serve our customers and partners.

Q What have been the primary benefits of being an Affiliate Member?

The benefits include enhanced visibility within the industry, access to a network of key stakeholders and opportunities for professional development. Through the EDA, we have been able to participate in various events and initiatives that promote industry growth and innovation. This affiliation has also helped us to better understand the needs of our customers and partners, leading to improved product offerings and services. We have also taken advantage of the EDA's keen focus on data and digitisation.

Q In what ways has being an EDA Affiliate improved collaboration with your supply chain partners?

It has provided a structured platform for communication and cooperation. The EDA facilitates regular meetings, forums and events where we can engage with other industry players, share insights and develop joint strategies. This has led to more efficient supply chain operations and stronger partnerships.

Q Have there been any challenges in operating as an EDA Affiliate Member?

Challenges include the need to continuously adapt to evolving industry standards and regulations, and the effort required to actively participate in EDA activities. However, these challenges are outweighed by the advantages of being part of a collaborative and forward-thinking industry association.

Q What are your future plans as an EDA Affiliate Member?

We aim to deepen our engagement with the EDA community, participate in more collaborative projects, and contribute to the development of industry standards and best practices. Also, we plan to focus on digital transformation and the integration of advanced technologies.

Q What advice would you offer companies considering joining the EDA as an Affiliate Member?

Engage actively in EDA events and initiatives, and leverage the resources available to stay ahead of industry trends and regulatory changes.



■ **David Williams**
Vice-President – Transactional Business for the UK and Ireland



Est. 1914

DIRECTORY

EDA Member Wholesalers

In this section you'll find information about each EDA Member Wholesaler.

Overleaf (and until page 72) you'll find an A-Z listing of each wholesaler business showing:

- Number of branches
- Branches by country
- Buying group, if applicable

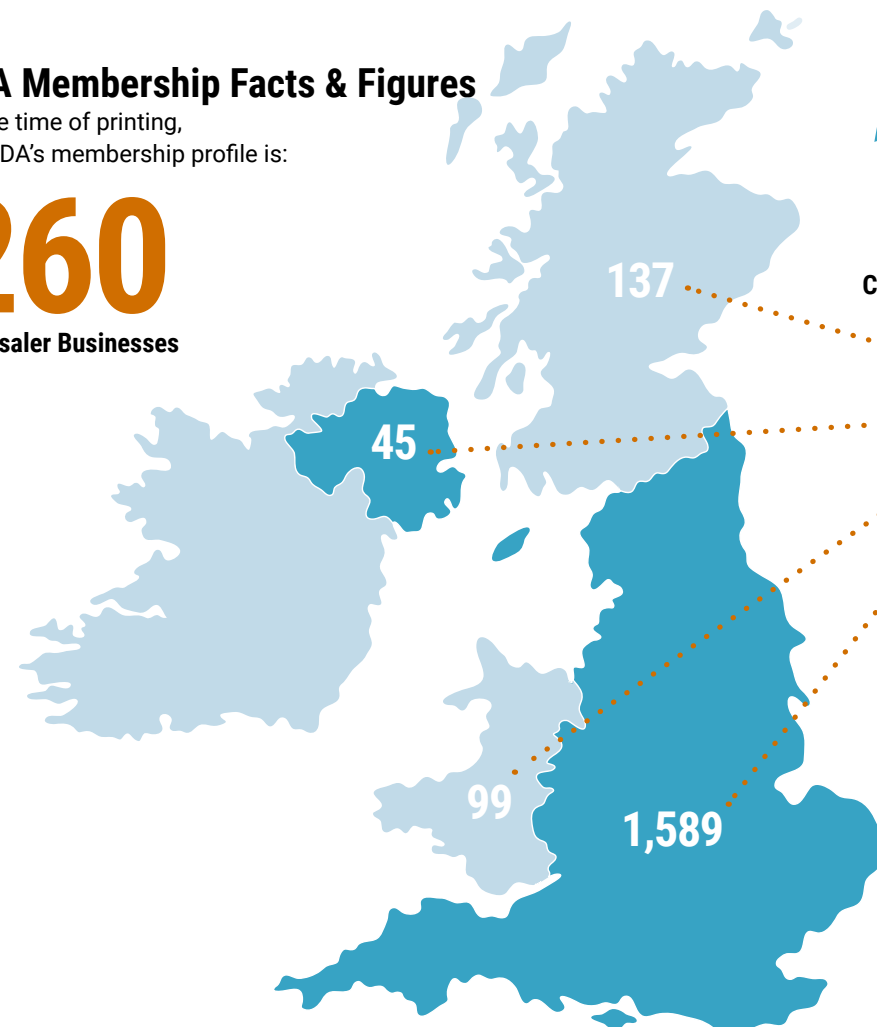
Page 76 marks the start of the Directory of Member Wholesalers. This A-Z section offers an enhanced listing of each Member Wholesaler showing their logo, head office address and company contact details.

EDA Membership Facts & Figures

At the time of printing, the EDA's membership profile is:

260

Wholesaler Businesses



1870

Collectively, EDA Member Wholesalers run 1,870 branches across the UK

- 137 in Scotland
- 45 in Northern Ireland
- 99 in Wales
- 1,589 in England

EDA members have a further 29 branches in the Republic of Ireland

Your online profile

In addition to the listings in this Yearbook, you'll find a business profile and branch listing for every Member & Affiliate Member at www.eda.org.uk

To update your listing please call the EDA team on **020 3141 7350**.

Organisation Name	Website	Total number of branches 1,899	England 1,589	Scotland 137	Wales 99	N. Ireland 45	Rol* 29	Buying Group
3 Line Electrical Wholesale	www.3lineelectrical.co.uk	14	14					AWEBB
7 Core Electrical Wholesale Ltd	www.7core.co.uk	6	6					IBA
A T & T (GB) Ltd	www.attgb.co.uk	4	4					Fegime UK
A&A Electrical Distributors Ltd	www.aa-electrical.com	1	1					Fegime UK
AA Electrical Wholesalers & Lighting Ltd	https://aaelectricalwholesalers.co.uk	1	1					IBA
AA Jones Electric Ltd inc. Seltec	www.aajones.co.uk	1	1					IBA
Ablectrics Limited	www.electricsandlighting.co.uk	1	1					IBA
ABM Electrical Distributors Ltd		1	1					Fegime UK
ABM Electrical Wholesale Ltd	www.abm-elec.co.uk	1	1					IBA
Accord Electrical Wholesale Ltd	www.aew-elec.co.uk	1	1					AWEBB
Acorn Electrical Supplies	www.acornelec.co.uk	3	3					IBA
Acutest (part of UK Test Instruments)	www.acutest.net	2	2					
Addlestone Electrical Wholesalers Ltd	www.aewelectrical.com	1	1					AWEBB
ADR Fastlec	www.fastlec.co.uk	1	1					Fegime UK
AIB Electrical Wholesale (Glasgow) Ltd	www.aib-electrical.co.uk	1		1				Fegime UK
Aitken Electrics Ltd	www.aitkenscablemanagement.co.uk	3	2	1				IBA
Albion Electric Stores Ltd	www.albionelectric.co.uk	1	1					IBA
Alert Electrical Wholesalers	www.alertelectrical.com	7	7					AWEBB
Allen Bros. (Electrical Factors) Ltd	www.lightstore.uk.com	1	1					AWEBB
Amlee Electrical Supplies	www.amlee.co.uk	1			1			AWEBB
AMP Electrical Supplies Ltd	www.ampelect.co.uk	1	1					AWEBB
AN Supplies Ltd	www.ansupplies.co.uk	5	2		3			AWEBB
ANEW Ltd	www.anew.co.uk							ANEW
Anglo American Electrical Company	www.anglo-americanelectrical.co.uk	1	1					IBA
Aquafllo Ltd	www.aquafloltd.co.uk	1	1					IBA
Ark Electrical Services Ltd		1	1					AWEBB
AW Electrical Supplies Ltd		1	1					AWEBB
AWEBB	www.awebb.org.uk							AWEBB
B Danby & Co Ltd	www.danbys.co.uk	2	2					ANEW
Beacon Electrical (N.E.) Ltd	www.beacon-electrical.com	1	1					IBA
BED (Corby) Ltd	www.bedelectrical.co.uk	6	6					ANEW
BED Electrical Distributors Ltd	www.bed-electrical.co.uk	2	2					ANEW
BEMCO British Electrical and Manufacturing Company	www.bemco.co.uk	7	5	2				ANEW
BES Electrical Wholesale Ltd	www.bes-electrical.co.uk	2	2					AWEBB
BEW Electrical Distributors Ltd	www.bew-elec.co.uk	23	23					Fegime UK
Big On Electricals (Trading Arm of Love Shopping Direct Ltd)	www.bigonelectricals.co.uk	1	1					ANEW
Blackwater Electrical Supplies	https://blackwaterelectricalsupplies.co.uk	1	1					IBA
BM Electrical Wholesale	www.bmelectricalwholesale.co.uk	5				5		AWEBB
Bondgate Electrical Distribution Ltd	www.bondgate.com	4	4					AWEBB
Bonus Electrical Ltd	https://bonus-group.co.uk	2	2					AWEBB
BPX Electro Mechanical Co. Ltd	www.bpx.co.uk	14	13				1	AWEBB
Brookmans Electrical Wholesalers	www.brookmanselectrical.co.uk	2			2			IBA
Brown's Wholesale Ltd	www.theiba.uk	1	1					IBA
C & S Electrical Wholesale Ltd	www.cselec.co.uk	5	5					AWEBB

*Rol = Republic of Ireland



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Organisation Name	Website	Total number of branches 1,899	England 1,589	Scotland 137	Wales 99	N. Ireland 45	Rol* 29	Buying Group
C & W Berry Ltd	www.cwberry.com	1	1					IBA
Cable & Accessories (NI) Ltd	www.cableandaccessories.co.uk	6				4	2	ANEW
Capital Electric Wholesale Ltd	www.capitalelectric.co.uk	2	2					AWEBB
Capital Electrical Wholesalers Ltd	www.cewgroup.co.uk	5	5					AWEBB
CBR Electrical Supplies	www.cbrelectrical.co.uk	1	1					IBA
CDR Electrical Wholesalers Ltd	www.cdrelectrical.co.uk	2	2					Fegime UK
CEF Ltd	www.cef.co.uk	414	333	35	20	10	16	
Central Electrical Distributors Ltd	www.cedltd.co.uk	4	4					Fegime UK
Century Electrical Wholesale Ltd	www.centuryelectrical.co.uk	7				7		AWEBB
CEP (Carlisle) Ltd	www.cep-uk.com	1	1					IBA
CEW Electrical Wholesalers	www.ceb.co.uk	2	2					Fegime UK
CH Electrical Wholesalers Ltd	www.ch-electrical.co.uk	1	1					AWEBB
Cherwell Electrical Supplies Ltd	www.ces-wholesale.co.uk	1	1					AWEBB
Chingford Electrical Supplies	www.chingfordelectrical.co.uk	1	1					AWEBB
Circuit Supply Ltd	www.circuitsupply.co.uk	1	1					Fegime UK
CLW Electrical Distributors Ltd	www.clw-electrical.co.uk	1	1					AWEBB
Colours Electrical Wholesale Ltd		1	1					AWEBB
Connect Electrical Wholesale Ltd	www.ceb-ltd.com	1	1					AWEBB
Contact Electrical Wholesale Ltd (Birmingham)	www.ceb-ltd.com	1	1					AWEBB
County Electrical Supplies Ltd	https://county-electrical.com	1	1					
County Electrical Wholesale Ltd		3	2		1			Fegime UK
Crossfold Electrical Wholesalers Ltd	www.crossfold.co.uk	1	1					AWEBB
CWS Electrical Distributors	http://cws-ltd.co.uk	1	1					AWEBB
D & S Electrical Distributors Ltd	www.theiba.co.uk	2	2					AWEBB
David Harrison & Sons Ltd	www.davidharrisonltd.co.uk	2	2					ANEW
DBM Electrical Supplies Ltd	www.dbmelectrical.co.uk	1	1					IBA
Dean Electrical Wholesale Ltd		1	1					AWEBB
Denmans Electrical Wholesalers	www.denmans.co.uk	74	72		2			
Devondale Electrical Distributors Ltd (part of Grant & Stone)	www.devondale.net	11	11					AWEBB
Driffield Electrical Supplies Ltd		1	1					IBA
DT Electrical Supplies Ltd	www.dtelec.co.uk	2	2					IBA
Dungannon Electrical Wholesale	www.dungannonelectrical.co.uk	1				1		ANEW
Dynamic Electric Co. Ltd		1	1					AWEBB
E.D.S. Electrical	www.edselectrical-newcastle.co.uk	3	3					IBA
Edmundson Electrical Ltd	www.edmundson-electrical.co.uk	243	197	24	14	7	1	
Edwardes Bros (Dulwich) Ltd	www.edwardes.co.uk	3	3					ANEW
Elec-Mec Wholesale Ltd	www.elec-mec.co.uk	1	1					Fegime UK
ElectraCentre Distribution Ltd	www.electracentre.co.uk	1	1					AWEBB
Electric Center	www.electric-center.co.uk	119	102	15	2			
Electric Light Co (S-o-T) Ltd	www.electrical-light.co.uk	1	1					IBA
Electric Station (London) Ltd		1	1					IBA
Electrical & Contractors Supplies	www.ecs-leeds.co.uk	1	1					AWEBB
Electrical 4 Less Ltd	www.electrical4less.co.uk	1	1					IBA
Electrical Installation Supplies Ltd	www.eiselectrical.co.uk	1	1					IBA

*Rol = Republic of Ireland

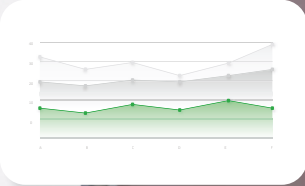


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Electrical Lighting Supplies Ltd	www.els.ltd	4	4					AWEBB
Electrical Network (Scarborough) Ltd	www.electricalnetworkscarborough.co.uk	2	2					AWEBB
Electrical Plumbing Supplies (Harrogate) Ltd	www.epsharrogate.co.uk	1	1					IBA
Electrical Wholesale Express Ltd	www.eweni.co.uk	4				4		AWEBB
Electrical Wholesale Supplies (Guildford) Ltd	www.ews.uk.com	1	1					AWEBB
Ellwood Electrical Wholesalers Ltd	www.theiba.uk	1	1					IBA
Energy Electrical Distributors Ltd	www.energy-electrical.net	1	1					AWEBB
Enfield Electrical Supplies Ltd	www.enfielelectrical.co.uk	4	4					Fegime UK
ERF Electrical Wholesalers Ltd	www.erfelectrical.co.uk	10	10					ANEW
ERU Electrical and Security Products Ltd	www.ledbrite.co.uk	1	1					IBA
Essex Electrical Supplies Ltd	http://essex-electrical.co.uk	1	1					IBA
ETC Electrical Supplies	www.etc electrical.co.uk	1	1					IBA
EW Group (UK) Ltd	www.ewgroup.co	2	2					AWEBB
Expert Electrical Supplies Ltd	www.expertelectrical.co.uk	1	1					Fegime UK
Eyre & Elliston Holdings Ltd	www.eyreandelliston.co.uk	62	62					ANEW
Falcon Electrical Wholesalers Ltd	www.falconelectrical.co.uk	1	1					AWEBB
Fegime UK	www.fegime.co.uk							Fegime UK
Flick Electrical Wholesale Ltd	www.flick-elec.com	3	3					AWEBB
Fox Electrical Supplies Ltd	www.foxlec.co.uk	3	3					Fegime UK
G & R Electrical Wholesalers Ltd	www.grelectrical.co.uk	3	3					AWEBB
G.R. Electrical Supplies Ltd	https://g-r-electrical-supplies-ltd.business.site	1	1					IBA
Gardner & Scardifield (Electrical) Ltd	www.gardnerandscardifield.co.uk	5	5					AWEBB
GDA Electrical Wholesaler Ltd	www.gdawholesaler.co.uk	3	3					AWEBB
Gen-Lec Ltd		1	1					IBA
Gil-Lec Ltd	www.gil-lec.co.uk	3	3					Fegime UK
Giltbrook Electrical Distributors Ltd	www.giltbrookelectrical.co.uk	2	2					AWEBB
GLT Electrical Wholesalers Ltd	www.gltelectrical.co.uk	4	4					ANEW
GO Electrical Wholesale	www.goelectrical.net	1	1					IBA
Grant & Stone Ltd	www.grantandstone.co.uk	12	12					AWEBB
Green Bros Ltd	www.green-bros.com	2	2					AWEBB
Greenwood Lighting Ltd	www.theiba.net	1	1					IBA
GSM Electrical Supplies Ltd	www.gsmsupplies.co.uk	2	2					AWEBB
GTS Central Ltd	www.gtscentral.co.uk	1		1				IBA
Gurney & White Ltd	www.gwsupplies.co.uk	2	2					ANEW
H & S Electrical Wholesalers Ltd	www.hselec.co.uk	4	4					AWEBB
H. Lilley & Co Ltd	www.hlilleyelectricalandplumbing.co.uk	2	2					IBA
Harbro Electrical Wholesale	www.harbroelectrical.co.uk	1	1					IBA
Hatton Electrical Wholesale Ltd	www.hattonelectrical.co.uk	3	3					AWEBB
Hedley & Ellis Ltd	www.hedleyandellis.com	4	4					ANEW
Herts Electrical Wholesale Ltd	www.hertselectrical.com	1	1					IBA
Holland House Electrical Co Ltd	www.hheonline.co.uk	19	3	16				ANEW
Horton Electrical Wholesale Ltd	http://hortonelectrical.co.uk	1	1					IBA
IDSL Supplies Ltd	www.idslsuppliesltd.com	1	1					Fegime UK
Independent Electrical Wholesalers Ltd	www.theiba.net	1	1					IBA

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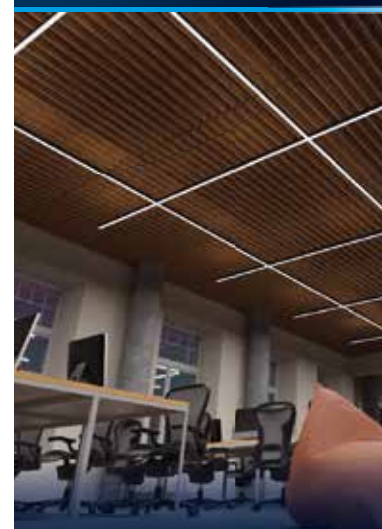
Organisation Name	Website	Total number of branches 1,899	England 1,589	Scotland 137	Wales 99	N. Ireland 45	Rol* 29	Buying Group
JG Harrison & Sons Ltd	www.jgharrison.co.uk	2	2					AWEBB
John Cribb & Sons Ltd	www.johncribb.co.uk	11	11					ANEW
Juice Electrical Supplies Ltd	www.juiceelectricalsupplies.co.uk	3	3					IBA
Kent Electrical Supplies Ltd	www.mikeselectrical.co.uk	1	1					IBA
KEW Electrical Distributors	www.kewelectrical.co.uk	26	25			1		
KNK Electrical Ltd	www.knkelectrical.com	1	1					Fegime UK
L H Evans Ltd	https://lhevans.co.uk	6			6			ANEW
Lamp Post Electrical Supplies Ltd (The)	www.lamppostelectrical.co.uk	2	2					AWEBB
LAMPS - Lighting and Mains Power Solutions Ltd	www.lampsltd.co.uk	6	6					AWEBB
Lancashire Electrical Distributors Ltd	www.lancselec.co.uk	1	1					AWEBB
LECTRI-CALL Ltd	www.lectri-call.co.uk	1	1					AWEBB
LED Electrical Ltd	www.led-electrical.co.uk	3	3					ANEW
Leeds Electrical Distribution Ltd	www.leedselectrical.net	1	1					IBA
LEW Electrical Distributors	www.lewelectrical.co.uk	18	18					AWEBB
LH Electrical Ltd	www.lhelectricalltd.co.uk	3	3					AWEBB
Lightsave Ltd	www.lightsave.co.uk	1	1					IBA
Links Electrical Supplies Ltd	www.rdcpelectrical.com	10	3		7			AWEBB
Lloyd & Jones	www.lloyd-jones.com	13	12		1			AWEBB
Lockwell Electrical Industrial	www.lockwell.co.uk	18	17		1			
London & Kent Electrical Ltd	www.lkele.co.uk	1	1					Fegime UK
London Cable & Lighting Ltd	www.londoncable.co.uk	1	1					IBA
M & D Electrical Distributors	www.mdelectricaldistributor.co.uk	1	1					IBA
M.D.E Electrical Supplies	www.mdeelectricalsupplies.co.uk	1	1					IBA
M.H. Electrical Distributors	www.mhelec.co.uk	1	1					IBA
Mac Electrical Wholesale Ltd		1				1		IBA
Mains Electrical Distributors Ltd		1	1					IBA
Mansfield Electrical Supplies Ltd	www.mansfieldelectricalsupplies.co.uk	1	1					IBA
March Electrical Supplies Ltd	https://marchelec.co.uk	1	1					IBA
Mastertrade Supplies Ltd	www.mastertrade.co.uk	1	1					AWEBB
Medlock Electrical Distributors	www.medlocks.co.uk	50	46	2			2	ANEW
Midshires Electrical & Lighting Ltd	www.midselec.co.uk	1	1					Fegime UK
Mike's Electrical Supplies Ltd	www.mikeselectrical.co.uk	1	1					IBA
Moss Electrical Co Ltd	www.mosselectrical.co.uk	3	2		1			Fegime UK
MP Moran Limited	www.mpmoran.co.uk	5	5					IBA
Mr Ohms Ltd	www.mrohms.com	3	3					IBA
NE Electrical Wholesalers Ltd	www.ne-electrical.co.uk	1	1					AWEBB
NEW Electrical Distributors Ltd	www.new.ie	8	1				7	AWEBB
Northern & Central Electrical	www.ncelectrical.co.uk	4	4					AWEBB
Oldfield Electrical Supplies Ltd	www.oldfieldelectrical.co.uk	5	5					AWEBB
Ormrod Electric Ltd	www.ormrod.com	1	1					IBA
P&M Electrical Wholesale Ltd	http://pandmelectricalwholesale.co.uk	1	1					IBA
P.W. Sales		1				1		AWEBB
Panasar Electrical Co. Ltd.	www.peclights.com	1	1					IBA
Park Electrical Distributors Ltd	www.park-electrical.co.uk	8	8					ANEW
Parr Electrical (Liverpool) Ltd		1	1					AWEBB

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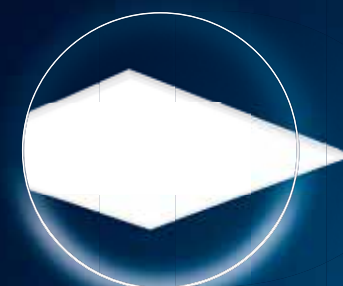
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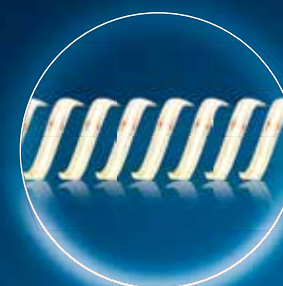
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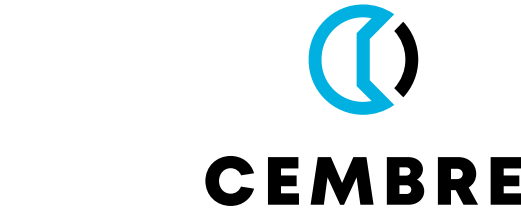


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Organisation Name	Website	Total number of branches 1,899	England 1,589	Scotland 137	Wales 99	N. Ireland 45	Rol* 29	Buying Group
Peak Electrical Supplies Ltd	www.peakelectricalsupplies.co.uk	1	1					IBA
Peco Electrics	www.pecoelectrics.com	4		4				Fegime UK
Phase Electrical Distributors Ltd	www.phase-electrical.co.uk	8	8					Fegime UK
Pinnacle Electrical Supplies Ltd	www.pinnacleelectricalsupplies.co.uk	2	2					Fegime UK
Power Saver Electrical Supplies Ltd	www.powersaver.co.uk	2	2					AWEBB
Premier Electrical Ltd	www.premierelectricaltd.uk	1	1					Fegime UK
Premier Electrical Wholesalers (Stoke-on-Trent) Ltd	www.premier-electrical.co.uk	1	1					IBA
Prime Electrical Wholesalers Ltd	www.primeelectrical.co.uk	1	1					IBA
PS Electrical Wholesalers Ltd	www.pselectricalwholesale.co.uk	1	1					IBA
Quantum Electrical Distribution Ltd	www.quantum-electrical.com	1	1					AWEBB
R & B Star (Electrical Wholesalers) Ltd	www.rbstar.co.uk	2	2					ANEW
R & M Distribution Ltd	www.rmdist.com	1		1				AWEBB
R & M Electrical Group Ltd	www.rm-electrical.com	5	2	1	2			AWEBB
R.S. Electrical Supplies	www.rselectricalsupplies.co.uk	1	1					IBA
Ralco Electrical Supplies	http://ralco-elec.co.uk	1	1					IBA
Rapid Electrical Distributors Ltd	www.rapidelectrical.com	2	2					Fegime UK
Rapid Renewables Ltd	https://rapidrenewables.co.uk	2	2					Fegime UK
Rayton Electrical Wholesale Ltd	www.raytonelec.co.uk	1	1					AWEBB
Recon Electrical Ltd	www.reconelectrical.co.uk	1	1					IBA
Red Electrical Distributors Ltd	www.redelectricaldistributors.co.uk	1	1					IBA
Regent Electrical Distributors	www.regentelectrical.com	8	8					Fegime UK
Reliable Electrical Supplies Limited	https://reliableelectrical.co.uk	1	1					IBA
Reward Electrical Distributors Ltd	www.rewardelectrical.co.uk	1	1					AWEBB
Rexel UK Ltd	www.rexel.co.uk	207	169	24	12	2		
Rifina Co Ltd	www.rifina.com	4	4					ANEW
Riverbank Electrical Wholesalers Ltd	www.riverbankelectrical.com	1		1				AWEBB
Round Electrical Distribution Ltd	www.theiba.uk	1			1			IBA
Ryness Electrical Supplies Ltd (T/A Wholesale Lighting)	www.ryness.co.uk	1	1					
S.M. Electrical Supplies (Edinburgh) Ltd	www.smsupplies.com	1		1				IBA
S.M. Electrical Supplies Ltd	www.smsupplies.com	1		1				IBA
Sarnia Electrical Supplies Ltd	www.sarniaelectrical.gg	1	1					IBA
Service Electrical Distributors Ltd	https://sedltd.co.uk	1	1					AWEBB
Smart Merchants Ltd	www.smartmerchants.co.uk	3	3					Fegime UK
Smith Bros (Caer Conan) Wholesale Ltd	www.smithbrosuk.com	1	1					Fegime UK
SND Electrical Wholesalers (UK) Ltd	www.sndelectrical.co.uk	1	1					
Solen Energy UK Limited	www.solenenergy.com	1	1					IBA
Specialised Lighting Company Ltd trading as Whitefield Electrical	www.whitefieldelectrical.co.uk	1	1					IBA
Specialist Instrument Services (part of UK Test Instruments)	www.sis-calibration.co.uk	2	2					
Spring Electrical Ltd	www.springelectrical.com	3	3					AWEBB
SRM Electrical Ltd	www.srmelectrical.co.uk	4	4					AWEBB
STA Group Ltd	https://staelectrical.co.uk	2	2					IBA
STB Electrical Wholesale Ltd		1	1					IBA
Stearn Electric Co Ltd	www.stearn.co.uk	13	12	1				

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Organisation Name	Website	Total number of branches 1,899	England 1,589	Scotland 137	Wales 99	N. Ireland 45	Rol* 29	Buying Group
Strike Electrical Distributors Ltd	www.strikeelectrical.co.uk	1	1					IBA
Superlec Electrical Distributors Ltd	www.superlecdirect.com	1	1					Fegime UK
Swadlincote Electrical Supplies Ltd	www.swadlincoteelectricalsupplies.net	1	1					IBA
Swanson Mackay & Co. Ltd	www.swansonmackay.co.uk	3			3			AWEBB
Switch Electrical Supplies Limited	https://switchelectricalsupplies.co.uk	1	1					
T.N. Robinson Ltd	www.tnr.co.uk	13	8		5			ANEW
Tan Sales (London) Ltd	www.tansales.co.uk	1	1					Fegime UK
TEC Supplies Group Ltd	www.tec-supplies.com	3	3					AWEBB
Templegate Electrical Supplies Ltd	www.templegate-electrical.co.uk	9	5		4			Fegime UK
Thames Electrical Supplies Ltd	https://thames-electrical.co.uk	1	1					IBA
The Electrical Network Ltd	www.electricalnetwork.co.uk	4		4				AWEBB
The IBA Buying Group Ltd	www.theiba.co.uk							IBA
TLC Electrical Distributors Ltd	www.tlcelec.co.uk	2	2					IBA
Trafford Electrical Wholesalers	www.traffordelectrical.co.uk	1	1					IBA
UK Cables Ltd	www.ukcables.co.uk	3	3					
UK Electric Ltd	www.uk-electric.net	19	15	1	3			
UK Electrical Wholesale (Chelmsford) Ltd	www.ukchelmsford.co.uk	1	1					AWEBB
Unilec Supplies		2	1		1			IBA
Universal Electrical Supplies Ltd		1		1				AWEBB
Upex Electrical Distributors (Durham) Ltd	www.upexelectrical.co.uk	1	1					AWEBB
Upex Electrical Distributors (Yorkshire) Ltd	www.upexelectrical.co.uk	2	2					AWEBB
Ventilation, Mechanical and Electrical Distributors Limited	www.vmegroup.co.uk	1			1			AWEBB
W Kingsbury Ltd	www.wkingsbury.com	2			2			AWEBB
Warrington Electrical Supplies Ltd	http://warringtonelectricalsupplies.co.uk	1	1					IBA
Warvill Wholesale Supplies Ltd	www.theiba.uk	1	1					IBA
Warwick Electrical Wholesalers Ltd	www.warwickelectrical.co.uk	1	1					AWEBB
Wavertree Electrical (T/a Target Electrical Supplies)	www.wavertreeelec.co.uk	4	4					Fegime UK
WEB (M&E) Products Ltd	www.webelectrical-ltd.co.uk	2	2					Fegime UK
West Base Electronics Ltd	https://westbasedirect.com	1	1					IBA
Westminster Electrical Wholesale Ltd	www.westminsterelectrical.com	2	2					AWEBB
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www.electricalnetworkscarborough.co.uk



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The background of the advertisement is a composite image. In the foreground, two large Siemens electrical distribution boards are shown. On the left is a blue Alpha BSII distribution board, and on the right is a white Alpha BSIII panel board. Both are positioned as if they are standing in front of a modern city skyline at night. The skyline includes several tall, brightly lit skyscrapers, with the most prominent one being a tall, rectangular building with a grid of windows. The sky is a deep blue, and the water in the foreground reflects the lights from the buildings and the boards. The Siemens logo is visible on the top right of the white panel board.

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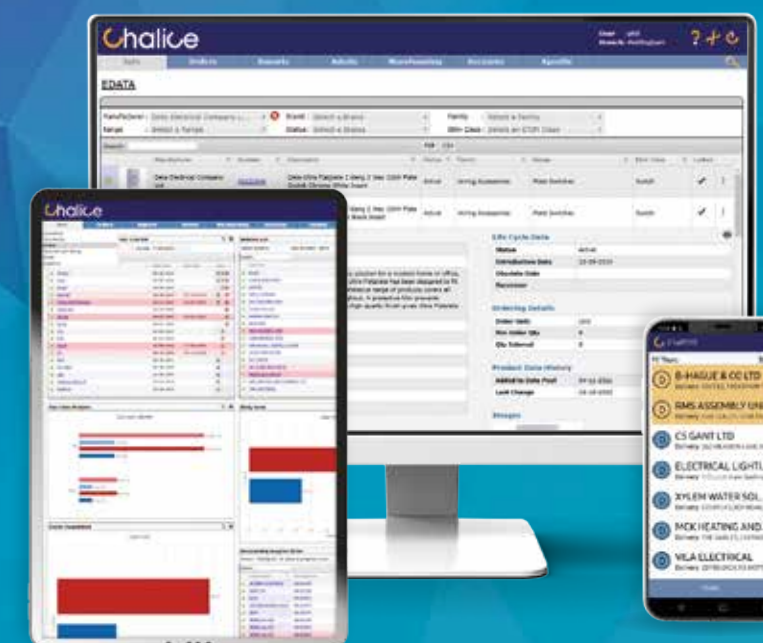
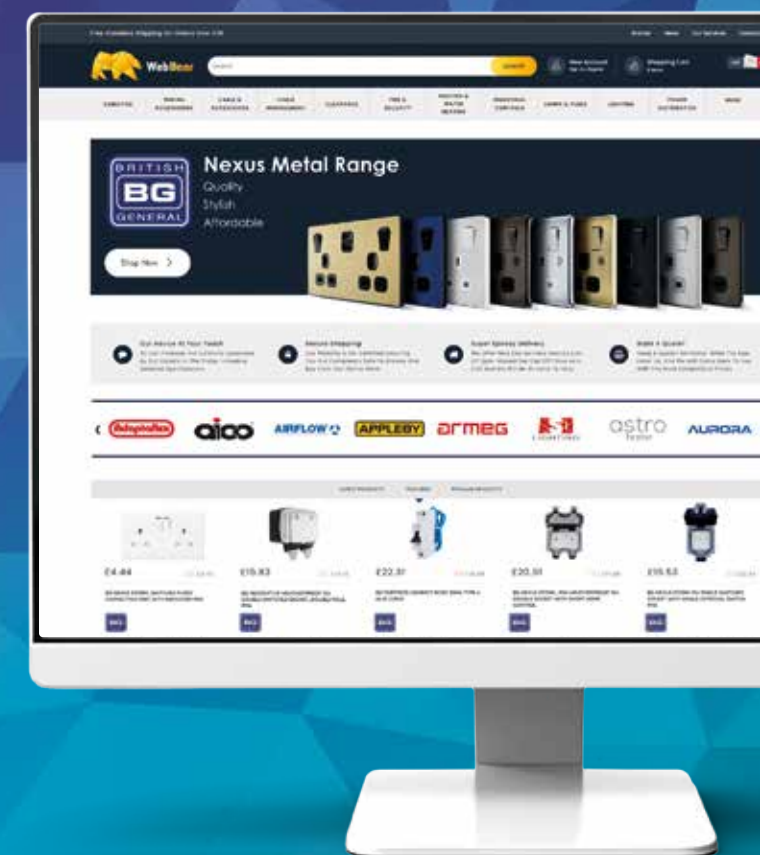


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Staying Ahead in a Dynamic Industry: The Role of ERP Solutions for Electrical Distributors

In the ever-evolving landscape of electrical distribution, staying ahead of changing regulations and reporting requirements is crucial. Electrical distributors face continuous pressure to adapt and comply with new standards to remain competitive. This challenge underscores the importance of having a robust and flexible ERP system that can handle these demands efficiently.

One of the key aspects of maintaining competitiveness is ensuring that relevant data is captured and available in a beneficial format and location. This data, whether generated by an ERP system or supplied from external services like Product Information Management (PIM) systems or the Electrical Distributors' Association's (EDA) EDATA data pool, is vital. Business applications are instrumental in gathering and visualising this data, providing distributors with the insights needed to make informed decisions.

Why Cognitive Cloud-Based ERP Systems?

Cloud-based ERP systems offer significant advantages for electrical distributors. These solutions provide a better total cost of ownership by eliminating the need for purchasing and maintaining servers, thereby freeing up staff time for more critical initiatives. Additionally, cloud-based systems ensure that users always have access to the latest version of the ERP solution, which is crucial for staying secure, connected, and scalable.

1. **Cost Efficiency:** Cloud solutions reduce the financial burden of hardware maintenance and upgrades.
2. **Automatic Updates:** Staying on the latest, most secure, and most connected ERP version is effortless, with updates and security patches applied automatically.
3. **Scalability:** Adding users and services is simplified, allowing the system to grow with the business.
4. **AI Integration:** Cloud-based ERPs are well-suited to benefit from AI implementations, which can streamline daily operations and enhance decision-making.

Investing in the right ERP is crucial

Investing in modern ERP systems like Epicor Prophet 21 is essential for electrical distributors to stay prepared for upcoming changes and required functionalities. These systems offer specific value-added benefits that distributors can provide to their customers. In addition, the ability to pick and choose from optional add-on business applications allows distributors to tailor their ERP solution to fit their unique needs.

Epicor Prophet 21 is designed with Electrical Distributors in mind

Epicor Prophet 21, for instance, is designed with the electrical distribution industry in mind. It includes functionalities such as quotes and orders, customer-specific pricing, flexible inventory replenishment, and integrated EDI. These features help distributors manage their operations more efficiently and meet the specific challenges of their industry.

Tailored Solutions for Electrical Distributors

Electrical distributors should select an ERP solution that has been developed with their industry in mind. Solutions like Epicor Prophet 21, which have been created in collaboration with electrical distributors, offer industry-specific enhancements and additions. This ensures that the ERP system can handle the unique demands of electrical distribution, from managing complex pricing structures to integrating with external data sources like EDATA.

The EDATA data pool, for example, provides high-quality product information and images that are essential for making sales. By integrating this data with their ERP system, distributors can streamline their operations and improve their service to customers. The EDATA data pool is free for EDA wholesalers, fast, and efficient, making it an invaluable resource.

EPICOR

Made with Distributors, for Distributors

In conclusion, the dynamic nature of the electrical distribution industry requires distributors to stay ahead of regulations and reporting requirements. Investing in a modern, cloud-based ERP system like Epicor Prophet 21 can provide the flexibility, scalability, and industry-specific functionalities needed to remain competitive. By leveraging tools additional add-on business applications and the likes of the EDATA data pool, electrical distributors can ensure they have the data and insights necessary to thrive in this challenging environment.

*Setting up your tech stack
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Unit 1 Burnham Trading Park
Burnham Gate
BURNLEY
Lancashire, BB11 4AJ
t: 01282 448888
f: 01282 448877
e: burnley@powersaver.co.uk
www.powersaver.co.uk



Premier Electrical Ltd
Unit 17, Denton Holme Trade Centre
CARLISLE
Cumbria, CA2 5DF
t: 01228 513222
e: sales@premiercarlisle.co.uk
www.premierelectricaltld.uk



Rapid Electrical Distributors Ltd
Unit 10 Coln Industrial Estate
Old Bath Road
Colnbrook
SLOUGH
Berkshire, SL3 0NJ
t: 01753 681858
f: 01753 687591
e: info@rapidelectrical.co.uk
www.rapidelectrical.com



Rapid Renewables Ltd
Unit 10, Coln Industrial Estate
Old Bath Road
Colnbrook
SLOUGH
Berkshire, SL3 0NJ
t: 01753 983978
e: admin@rapidrenewables.co.uk
www.rapidrenewables.co.uk



Rayton Electrical Wholesale Ltd
Rayton House, Mander Street,
WOLVERHAMPTON
West Midlands, WV3 0JZ
t: 01902 424084
f: 01902 422407
e: sales@raytonelec.co.uk
www.raytonelec.co.uk



Premier Electrical Wholesalers (Stoke-on-Trent) Ltd
15 Mayer Street
Hanley
STOKE-ON-TRENT
Staffordshire, ST1 2JB
t: 01782 202554
f: 01782 273990
e: sales@premier-electrical.co.uk
www.premier-electrical.co.uk



Prime Electrical Wholesalers Ltd
Unit D3, Pandora Business Park
Greengate
Middleton
MANCHESTER
Greater Manchester, M24 1RU
t: 0161 653 9015
f: 0161 653 9603
e: sales@primeelectrical.co.uk
www.primeelectrical.co.uk



PS Electrical Wholesalers Ltd
Cavendish House
Clarke Street
POULTON LE FYLDE
Lancashire
FY6 8JW
t: 01253 351 111
e: sales@pselectricalwholesale.co.uk
www.pselectricalwholesale.co.uk



Recon Electrical Ltd
Units 1-6 Ambrose Buildings
Broombank Road
CHESTERFIELD
Derbyshire, S41 9QJ
t: 01246 455565
f: 01246 455244
e: sales@reconelectrical.co.uk
www.reconelectrical.co.uk



Red Electrical Distributors Ltd
Unit 19, Worcester Trade Park
Sherriff Street
WORCESTER
Worcestershire, WR4 9AB
t: 01905 28694
e: sales@redelectricaldistributors.co.uk
www.redelectricaldistributors.co.uk



Regent Electrical Distributors
Unit 3m, Sparrow Way
Lakesview Business Park
Hersden
CANTERBURY
Kent, CT3 4JH
t: 01227 719997
e: accounts@regentelectrical.com
www.regentelectrical.com



Quantum Electrical Distribution Ltd
Quantum House
Dialog
Fleming Way
CRAWLEY
West Sussex
RH10 9NQ
t: 01293 213007
e: crawley@quantum-electrical.com
www.quantum-electrical.com



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Units 9 & 10, Nimbus Enterprise Park
Liphook Way
20/20 Business Estate
MAIDSTONE
Kent, ME16 0FZ
t: 01622 626952
e: eda@rbstar.co.uk
www.rbstar.co.uk



R & M Distribution Ltd
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Mitchelston Industrial Estate
KIRKCALDY
Fife, KY1 3LS
t: 01592 655565
e: hello@rmdist.com
www.rmdist.com



Reliable Electrical Supplies Limited
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Altrincham
MANCHESTER
Greater Manchester, WA15 8EJ
t: 0161 302 9494
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www.reliableelectrical.co.uk



Reward Electrical Distributors Ltd
Unit 2, 280 Foleshill Road
COVENTRY
West Midlands, CV6 5AH
t: 02476 706100
f: 02476 706101
e: sales@rewardelec.co.uk
www.rewardelectrical.co.uk



Rexel UK Ltd
Aylesbury Distribution Centre
Samian Way
Aston Clinton
AYLESBURY
Buckinghamshire, HP22 5WJ
t: 0121 366 1000
www.rexel.co.uk



R & M Electrical Group Ltd
Turnpike House
Tollgate
Chandlers Ford
EASTLEIGH
Hampshire, SO53 3TG
t: 023 8034 1444
e: info@rm-electrical.com
www.rm-electrical.com



R.S. Electrical Supplies
Unit 2, City Estate
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West Midlands, B64 7EP
t: 01384 868666
e: info@rselectricalsupplies.co.uk
www.rselectricalsupplies.co.uk



Ralco Electrical Supplies
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Vulcan Way
New Addington
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Surrey, CR0 9UG
t: 01322 520350
f: 01322 526289
e: sales@ralco-elec.co.uk
www.ralco-elec.co.uk



Rifina Co Ltd
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Ashchurch Trading Estate
TEWKESBURY
Gloucestershire, GL20 8NB
t: 01684 299660
e: sales@rifina.com
www.rifina.com



Riverbank Electrical Wholesalers Ltd
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Ayrshire, KA1 3JP
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e: mail@riverbankelectrical.com
www.riverbankelectrical.com



Round Electrical Distribution Ltd
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Gaerwen Industrial Estate
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e: sales@roundelectrical.co.uk



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www.ryness.co.uk



S.M. Electrical Supplies (Edinburgh) Ltd
 Unit 1, Block 7
 Peffermill Industrial Estate
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 Midlothian, EH16 5UY
t: 0131 661 0044
f: 0131 652 2498
e: sales@smelectrical
 suppliesedinburgh.co.uk
www.smsupplies.com



S.M. Electrical Supplies Ltd
 161-167 Rosslyn Street
 KIRKCALDY
 Fife, KY1 3HT
t: 01592 656190
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e: info@smsupplies.com
www.smsupplies.com



Sarnia Electrical Supplies Ltd
 Brock Road
 ST PETER PORT
 Guernsey,
 Channel Islands, GY1 1RS
t: 01481 725320
e: accounts@sarniaelectrical.co.uk
www.sarniaelectricalsupplies.com



Service Electrical Distributors Ltd
 Unit B2, Kingfisher Business Park,
 Hawthorne Road
 BOOTLE
 Merseyside, L20 6PF
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www.sedltd.co.uk



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www.smartmerchants.co.uk



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f: 01302 329025
e: info@smithbrosuk.com
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SND Electrical Wholesalers (UK) Ltd
 23-25 Constitution Hill
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t: 0121 236 5012
f: 0121 233 3654
e: sales@sndelectrical.co.uk
www.sndelectrical.co.uk



Solen Energy UK Limited
 19 Montague Road
 WIDNESS
 Cheshire, WA8 8FZ
t: 0151 448 9662
e: info@solenenergy.com
www.solenenergy.com



Specialised Lighting Company Ltd
(T/A Whitefield Electrical)
 65 Sunnybank Road
 BURY
 Greater Manchester, BL9 8ES
t: 01617 669444
e: info@whitefieldelec.co.uk
www.whitefieldelectrical.co.uk



Specialist Instrument Services
(part of UK Test Instruments)
 2 Diamond Point
 Diamond Road
 NORWICH
 Norfolk, NR6 6AN
t: 01603 406148
f: 01603 406253
e: norwich@contactsis.co.uk
www.sis-calibration.co.uk



Spring Electrical Ltd
 198-202 Kingston Road
 EWELL
 Surrey, KT19 0SF
t: 020 8393 4000
e: info@springelectrical.com
www.springelectrical.com



CAVIUS RF SMOKE & HEAT ALARM FAMILY



CV2208
CAVIUS SMOKE ALARM

- Mains-powered RF smoke alarm
- Wireless Interconnection with up to 32 devices
- Dust compensation and dual mesh
- Small, discreet design
- EN 14604:2005 + AC:2008
- 10-year warranty



CV3202
CAVIUS HEAT ALARM

- Mains-powered RF heat alarm
- Wireless Interconnection with up to 32 devices
- Small, discreet design
- BS 5446-2:2003
- 10-year warranty



CV9004
CAVIUS RELAY

Connects external devices in a property such as telecare / warden control call systems, sprinkler systems, fire panels, strobes, and external sounders, etc.

When a fire event is detected in a property, the relay interface unit allows connected external devices to be activated.



STROBE

An example of an external *output* device that can be triggered by the CV9004 relay to provide notification of the danger of smoke and heat.



CV9101
FIRE ALARM CONTROLLER

Allows remote testing and silencing of Cavius wireless alarms.



MANUAL CALL POINT

An example of an external *input* device that can trigger the CV9004 relay and cause the smoke and heat alarms to sound.

For more information, please scan the QR code.

Contact Kidde at admin.kiddesafety@carrier.com

☎ 03337 722 227





SRM Electrical Ltd
7 Hiron Way
Budbrooke Industrial Estate
WARWICK
Warwickshire, CV34 5WP
t: 01564 393105
www.srmelectrical.co.uk



STA Group Ltd
199-203 Farnham Road
SLOUGH
Berkshire, SL1 4XS
t: 01753 336455
e: slough@stagroup.co.uk
www.staelectrical.co.uk



STB Electrical Wholesale Ltd
887 - 889 Wimborne Road
BOURNEMOUTH
Dorset, BH9 2BJ
t: 01202 548627
e: sales@stbelectrical.co.uk



Templegate Electrical Supplies Ltd
Unit 5, Templegate Distribution Centre
Mead Street
BRISTOL
City of Bristol, BS3 4RP
t: 0117 971 2555
e: sales@templegate.co.uk



Thames Electrical Supplies Ltd
Unit 7 Horizon Business Centre
Alder Close
ERITH
Kent
DA18 4AJ
t: 020 8310 3848
e: sales@thameselec.co.uk
www.thames-electrical.co.uk



The Electrical Network Ltd
27 Blackhall Street
PAISLEY
Renfrewshire, PA1 1TD
t: 0141 842 1981
e: headoffice@electricalnetwork.co.uk
www.electricalnetwork.co.uk



Stearn Electric Co Ltd
Votec House
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Berkshire, RG14 5TN
t: 01635 556600
e: info@stearn.co.uk
www.stearn.co.uk



Strike Electrical Distributors Ltd
245 Green Lane
WALSALL
West Midlands, WS2 8HS
t: 01922 626240
f: 01922 626260
e: info@strikeelectrical.co.uk
www.strikeelectrical.co.uk



Superlec Electrical Distributors Ltd
1 Barton Road
Riverside Park
MIDDLESBOROUGH
North Yorkshire, TS2 1RX
t: 01642 217341
e: sales@superlecdirect.com
www.superlecdirect.com



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Crow Lane East
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Merseyside, WA12 9UY
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f: 01925 594133
e: info@theiba.co.uk
www.theiba.co.uk



TLC Electrical Distributors Ltd
Common Lane
WATNALL
Nottinghamshire, NG16 1HD
t: 0115 945 8999
f: 0115 945 8777
e: sales@tlcelec.co.uk
www.tlcelec.co.uk



Trafford Electrical Wholesalers
Units D & E, North Stage
Broadway
SALFORD
Greater Manchester, M50 2UW
t: 0161 877 2747
e: sales@traffordelectrical.co.uk
www.traffordelectrical.co.uk



Swadlincote Electrical Supplies Ltd
Unit 9, Rinkway Business Park
Rink Drive
SWADLINCOTE
Derbyshire, DE11 8JL
t: 01283 224571
e: sales@sesiba.net
www.swadlincoteelectricalsupplies.net



Swanson Mackay & Co. Ltd
Unit 6, Freemans Parc
Penarth Road
CARDIFF
South Glamorgan, CF11 8EQ
t: 02920 706400
e: cardiff.sales@swansonmackay.co.uk
www.swansonmackay.co.uk



Switch Electrical Supplies Ltd
Unit 3, Wilson Business Park
Harper Way
CHESTERFIELD
Derbyshire, S44 5JX
t: 01246 825 645
e: sales@switchelectricalsupplies.co.uk
www.switchelectricalsupplies.co.uk



UK Cables Ltd
Votec House
Hambridge Lane
NEWBURY
Berkshire, RG14 5TN
t: 01635 556600
www.ukcables.co.uk



UK Electric Ltd
Votec House
Hambridge Lane
NEWBURY
Berkshire, RG14 5TN
t: 01635 556600
e: enquiries@uk-electric.net
www.uk-electric.net



UK Electrical Wholesale (Chelmsford) Ltd
5 Atholl Road
Dukes Park Industrial Estate
CHELMSFORD
Essex, CM2 6TB
t: 01245 467220
e: sales@ukchelmsford.co.uk
www.ukchelmsford.co.uk



T N Robinson Ltd
Daw Bank
STOCKPORT
Cheshire, SK3 0EH
t: 0161 480 9678
f: 0161 477 3074
e: accounts@tnr.co.uk
www.tnr.co.uk



Tan Sales (London) Ltd
Unit 12, Brunswick Industrial Park
Brunswick Way
LONDON
Greater London, N11 1JL
t: 020 8920 4180
f: 020 8920 4189
e: info@tansales.co.uk
www.tansales.co.uk



Tec-Supplies Group Ltd
Bridge House
Hall Road
Heybridge
MALDON
Essex, CM9 4NF
t: 01621 850115
e: sales@tec-supplies.com
www.tec-supplies.com



Unilec Supplies
Unit 97, Woodside Business Park
BIRKENHEAD
Merseyside, CH41 1EP
t: 0151 666 1788
e: sales@unilecsupplies.co.uk



Universal Electrical Supplies Ltd
3 South Elgin Place
CLYDEBANK
West Dunbartonshire, G81 1XP
t: 0141 952 8794
f: 0141 951 8590
e: sales@universalelectricalsupplies.com



Upex Electrical Distributors (Durham) Ltd
2 Aerial House
School Aycliffe Lane
NEWTON AYCLIFFE
County Durham, DL5 6QF
t: 01325 315315
f: 01325 329941
e: orders@upexelectrical.co.uk
www.upexelectrical.co.uk


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Unit 1 - The Olive Grove
Plews Way
Leeming Bar Industrial Estate
NORTHALLERTON
North Yorkshire, DL7 9UL
t: 01677 427212
e: sales@upexelectrical.co.uk
www.upexelectrical.co.uk


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Torfaen, NP44 7EZ
t: 01633 484000
e: sales@vmegroup.co.uk
www.vmegroup.co.uk


W Kingsbury Ltd

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Alltynap Road
Johnstown
CARMARTHEN
Carmarthenshire, SA31 3RB
t: 01267 236661
e: wkingsburyltd@btinternet.com
www.wkingsbury.com


Warrington Electrical Supplies Ltd

Unit 1B, New Cut Lane
Woolston
WARRINGTON
Cheshire, WA1 4AG
t: 01925 822800
f: 01925 822808
e: sales@warringtonelectricalsupplies.co.uk
www.warringtonelectricalsupplies.co.uk


Warvill Wholesale Supplies Ltd

103a Pasture Street
GRIMSBY
Lincolnshire, DN32 9EP
t: 01472 350918
e: warvills@btinternet.com


Warwick Electrical Wholesalers Ltd

44 Churton Street
LONDON
Greater London, SW1V 2LP
t: 020 7834 0901
f: 020 7630 9742
e: sales@warwickelectrical.co.uk
www.warwickelectrical.co.uk


Wavertree Electrical (T/a Target Electrical Supplies)

Head Office, Unit 3, Mill Lane Trade Park
Wylam Road
LIVERPOOL
Merseyside, L13 4BF
t: 0151 228 5544
e: saleswavertree@targetelectrical.co.uk
www.wavertreeelec.co.uk


WEB (M&E) Products Ltd

Unit 5, Bingley Street
BRADFORD
West Yorkshire, BD8 9BU
t: 01274 547260
e: info@web-ltd.co.uk
www.web-ltd.co.uk


West Base Electronics Ltd

Unit 3
Imperial Park Business Centre
Stonefield Way
SOUTH RUISLIP
Middlesex
HA4 0JW
t: 020 8842 3544
e: contact@westbasedirect.com
www.westbasedirect.com


Westminster Electrical Wholesale Ltd

Unit 9 Southfields
WELWYN GARDEN CITY
Hertfordshire, AL7 4ST
t: 01707 830054
e: sales.wgc@westminsterelectrical.com
www.westminsterelectrical.com


Wharfside Electrical Wholesalers

17-18 Wharfside
Fenny Stratford
MILTON KEYNES
Buckinghamshire, MK2 2AZ
t: 01908 631500
e: sales@wharfside-electrical.co.uk
www.wharfside-electrical.co.uk


Wholesale Electrical Factors (O/M) Ltd

Unit 7 M, Meridian Centre
King Street
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www.wholesaleelectricsjersey.co.uk



Widnes Electrical Supplies Ltd
 Unit 25 Heron Business Park
 WIDNES
 Cheshire, WA8 0SW
t: 0151 420 4137
e: widneselectricsupplies@btconnect.com



Wilson Electrical Distributors Ltd
 Unit 8, Middleton Industrial Estate
 GUILDFORD
 Surrey, GU2 8XW
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f: 01483 455213
e: accounts@wilsonselectrical.com
www.wilsonselectrical.com



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www.wrmonline.co.uk



Worcester Electrical Distributors Ltd
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 Blackpole Road
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 Worcestershire, WR3 8SG
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e: sales@worcesterelectrical.co.uk
www.rdcpelectrical.com



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 Colwyn Bay
 OLD COLWYN
 Conwy, LL29 9SN
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e: accounts@worthingtonandjones.co.uk
www.worthingtonandjones.com



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 Irvine House
 Trevithick Road
 Willowbrook Industrial Estate
 CORBY
 Northamptonshire, NN17 5XY
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e: sales@wydels.co.uk
www.wydels.co.uk



**ZLT Electrical
 (t/a The Electrical Counter) Ltd**
 Unit 1 Brookfield Industrial Estate
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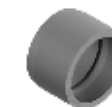
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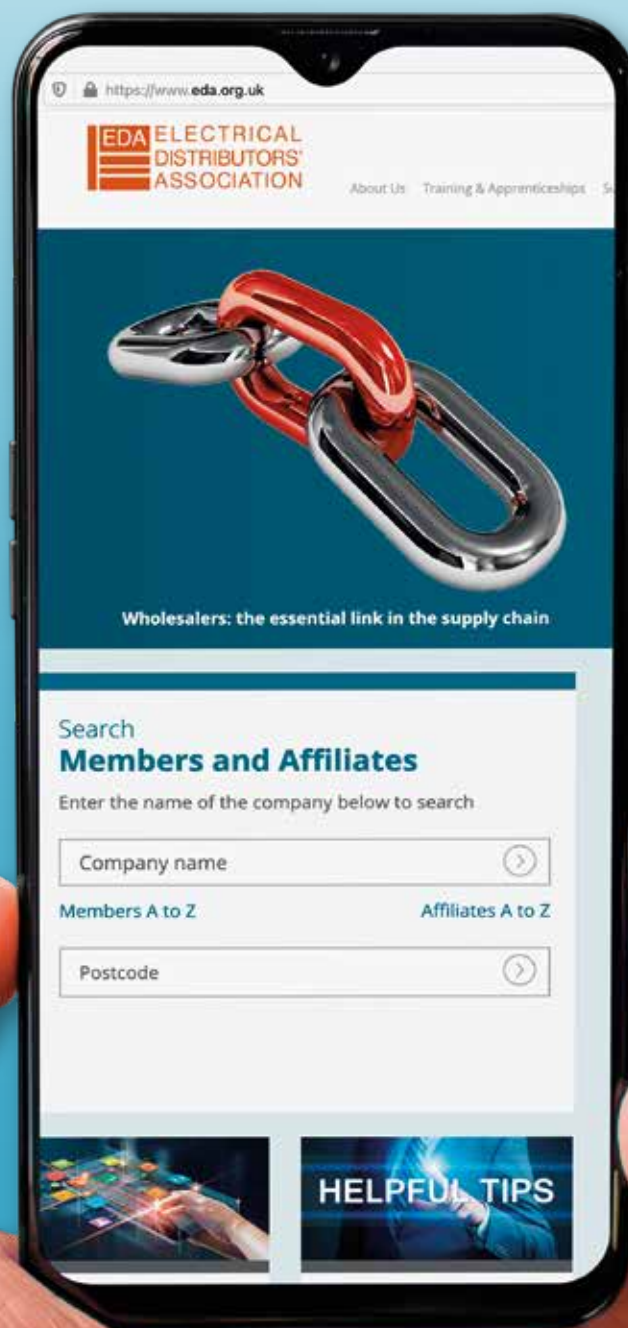
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Your business has a unique profile on www.eda.org.uk but is yours up to date?



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- **Your logo**
- **Head office contact information**
- **200 words to promote your business**
- **Your branch network (for wholesalers)**

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Please check yours today and tell us if it needs a refresh.

Call the EDA Head Office Team on 020 3141 7350.



DIRECTORY

EDA Affiliated Members

In this section you'll find information about each EDA Affiliate, comprising manufacturers, solution providers and service providers.

Overleaf (and until page 115) you'll find an A-Z listing of each business and their products and services.

Page 118 marks the start of the Directory of Affiliated Businesses. This A-Z section offers an enhanced listing of each Affiliate showing their logo, head office address and company contact details.

- **A-Z by company with products and services**
- **A-Z directory of company details**



Organisation Name	Cable	Cable Accessories	Cable Management	Distribution & Switchgear	Renewables (incl. solar pv, inverters, EV charging, battery storage, heat pumps)	Fire & Security	Heating & Ventilation	Industrial Controls	Lamps	Lighting Fittings & Controls	Tools, Test Equipment & Fixings (incl. workwear & site equipment)	Wiring Accessories	Business Solutions & Services
ABB Ltd - Electrification		✓	✓	✓	✓	✓		✓		✓		✓	
Agathos Systems Ltd													✓
Aico Ltd						✓							
Airflow Developments Limited							✓						
ALL LED Limited									✓	✓			
Ansell Lighting										✓			
Armorduct Systems Ltd	✓	✓	✓										
Astro Lighting Ltd									✓	✓			
ATC Ltd							✓						
Atlantic					✓		✓						
Aurora Lighting UK Ltd					✓				✓	✓			
B.E.G. (UK) Ltd										✓			
B2BE Limited													✓
BELL Lighting									✓	✓			
British Cables Company (BCC)	✓												
Brother UK Ltd		✓									✓		
Cablecraft		✓	✓								✓		
Carl Kammerling International Ltd											✓		
Cembre Ltd		✓									✓		
Channel Safety Systems						✓							
CMP Products Limited	✓	✓	✓										
Collingwood Lighting										✓			
Consort Equipment Products Ltd							✓						
Contactum Ltd				✓								✓	
Copper Cable Company Ltd (Subsidiary of Tele-Fonika Kable S.A.)	✓												
CQR Security Ltd (& Securefast Ltd)	✓					✓							
Crompton Lamps Ltd									✓				
Daikin UK					✓		✓	✓					
Deligo Ltd		✓	✓	✓							✓	✓	
Deta Electrical Company Ltd	✓	✓	✓	✓	✓	✓	✓			✓		✓	
Detection Supplies						✓				✓			
DEWALT (Stanley Black and Decker)											✓		
Dimplex					✓		✓						
Doncaster Cables	✓	✓											
Draka UK Ltd	✓												
Draper Tools											✓		
Dunasfern		✓	✓									✓	
Eaton				✓	✓	✓		✓		✓		✓	
ECI Software Solutions													✓
Electrium Sales Ltd (A Siemens Company)				✓	✓			✓				✓	
Elite Security Products Ltd						✓							
EnviroVent Ltd							✓						
Epicor Software (UK) Ltd													✓

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Organisation Name	Cable	Cable Accessories	Cable Management	Distribution & Switchgear	Renewables (incl. solar pv, inverters, EV charging, battery storage, heat pumps)	Fire & Security	Heating & Ventilation	Industrial Controls	Lamps	Lighting Fittings & Controls	Tools, Test Equipment & Fixings (incl. workwear & site equipment)	Wiring Accessories	Business Solutions & Services
Eterna Lighting Limited							✓		✓	✓			
EU Fire and Security						✓							
Europa		✓		✓	✓			✓				✓	
First Trace Heating Direct Ltd					✓		✓						
Flexicon Ltd			✓										
Forum Lighting Solutions Ltd										✓			
FS Cables	✓	✓									✓		
Gewiss UK Ltd				✓	✓					✓		✓	
GivEnergy Ltd					✓								
GreenBrook		✓	✓	✓			✓			✓	✓		
GS Yuasa Battery Sales UK Ltd					✓						✓		
Hager Ltd				✓								✓	
Hamilton Litestat										✓		✓	
Heat Mat Ltd							✓						
Heatrae Sadia							✓						
HellermannTyton		✓	✓										
Hispec Electrical Products Ltd						✓				✓			
Honeywell - MK Electric			✓	✓								✓	
Ideal Industries EMEA			✓								✓	✓	
Illuma Lighting										✓			
Infor													✓
Intact Software													✓
Integral LED									✓	✓			
JCC										✓			
Kempston Controls		✓				✓	✓	✓			✓		
Kerridge Commercial Systems Ltd													✓
Kewtech Corporation Ltd											✓		
Kidde Safety Europe Ltd						✓							
Kingfisher Lighting Ltd (Luceco Group)										✓			
Knightsbridge										✓		✓	
Kosnic Lighting Ltd									✓	✓			
KSR Lighting Ltd										✓			
LAPP UK & Eire	✓	✓											
LEDVANCE Ltd					✓				✓	✓			
Legrand Electric Ltd			✓	✓		✓				✓		✓	
Lewden				✓	✓					✓		✓	
LINIAN		✓											
Luceco PLC (BG Electrical)		✓	✓	✓	✓				✓	✓		✓	
Luckins (A Trimble Company)													✓
Lutron EA Ltd							✓			✓			
Manrose Manufacturing Ltd							✓						
Marshall-Tufflex Ltd			✓										
Megaman (UK) Ltd									✓	✓			
Megger Ltd											✓		

Organisation Name	Cable	Cable Accessories	Cable Management	Distribution & Switchgear	Renewables (incl. solar pv, inverters, EV charging, battery storage, heat pumps)	Fire & Security	Heating & Ventilation	Industrial Controls	Lamps	Lighting Fittings & Controls	Tools, Test Equipment & Fixings (incl. workwear & site equipment)	Wiring Accessories	Business Solutions & Services
Metpro Ltd			✓								✓		
Nexans	✓												
NG15 Ltd													✓
Niglon Ltd			✓					✓		✓	✓	✓	
NVC Lighting Ltd										✓			
Olympic Fixing Products Ltd											✓	✓	
Omiteo UK													✓
Orderwise (Wise Software UK Ltd)													✓
Ovia Ltd										✓			
Procell by the Duracell Company						✓	✓	✓	✓	✓	✓		
Prysmian Cables & Systems Ltd	✓	✓			✓								
Qing Cables Ltd	✓												
Red Arrow Electrical Limited				✓		✓				✓			
Robus									✓	✓			
Rointe UK Heating					✓		✓						
Scame-UK Limited		✓		✓	✓	✓		✓				✓	
Schneider Electric Ltd		✓	✓	✓	✓			✓			✓	✓	
Scolmore International Ltd		✓		✓		✓				✓		✓	
Securi-Flex Ltd	✓												
Sharp-aX Computer Systems Limited													✓
Signify (Philips Lighting)									✓	✓			
SLV Lighting UK Limited										✓			
Specialised Wiring Accessories Ltd		✓									✓		
Super Rod Ltd			✓								✓		
Switchtec Ltd								✓		✓			
Sylvania Lighting UK									✓	✓			
Termination Technology Ltd		✓	✓								✓		
Thorn Lighting - a member of Zumtobel Group										✓			
Timeguard				✓			✓			✓		✓	
Toolbank Limited		✓				✓			✓		✓		
Trench Ltd			✓										
Triton Showers							✓						
Unicrimp Ltd			✓								✓		
Unistrut & Marco			✓										
Vent-Axia							✓						
Ventcroft Ltd (An NKT Company)	✓	✓				✓							
WAGO Limited		✓		✓				✓					
WERCS Limited													✓
WISKA UK Ltd		✓	✓									✓	
Zehnder Group UK Ltd							✓						

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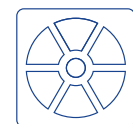
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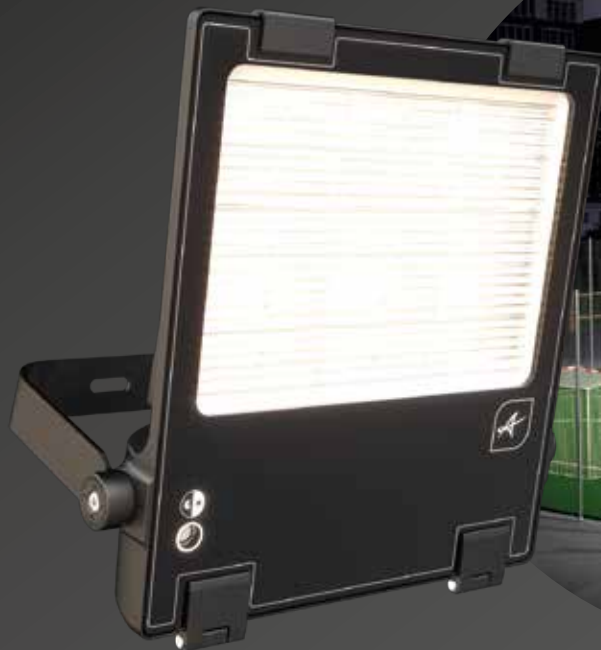
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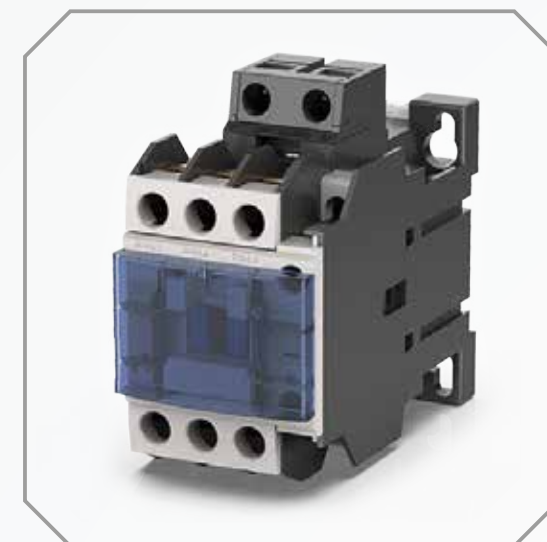
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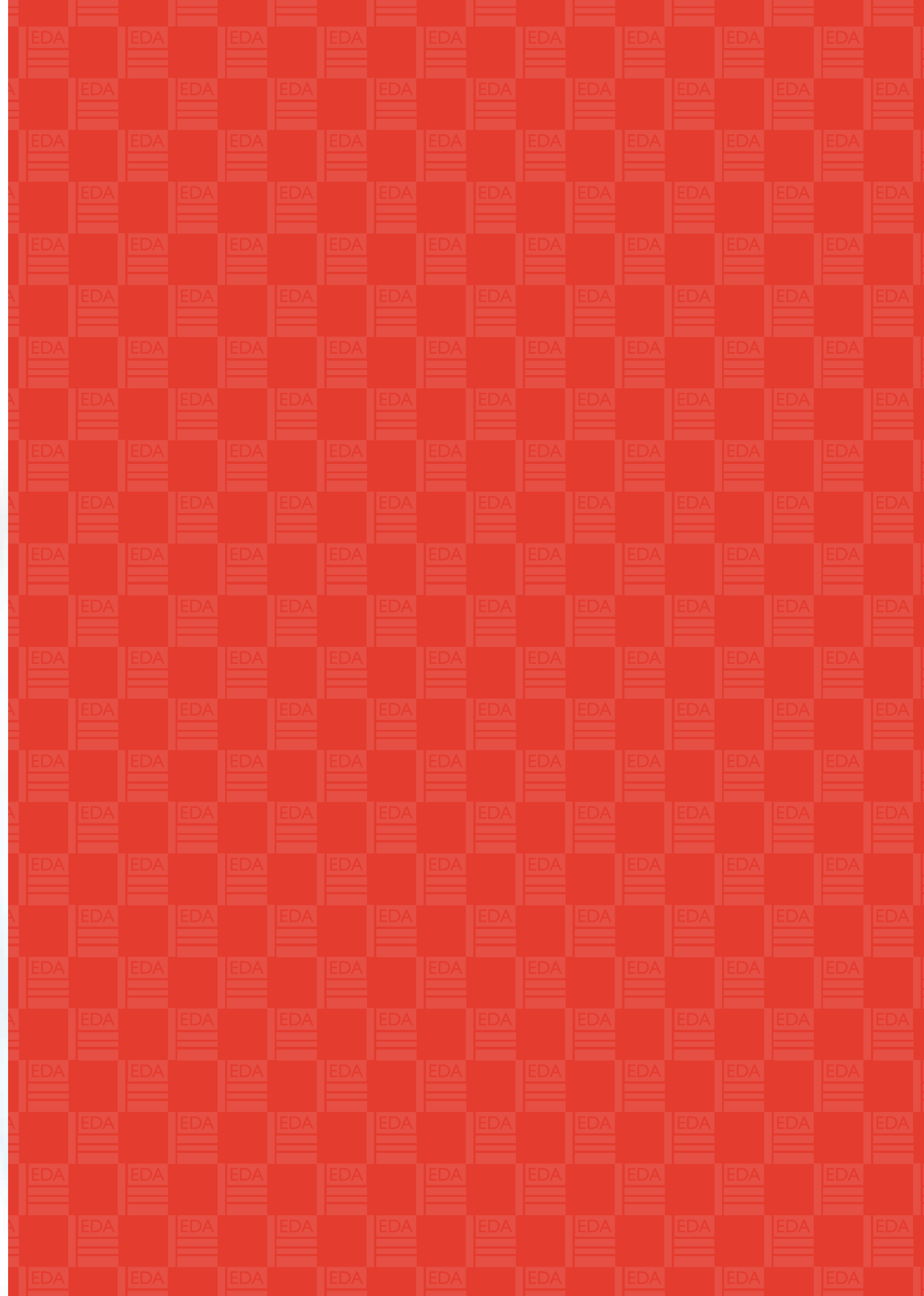
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