

EDA State of the Sector Survey Manufacturer Feedback: Q1 2026 (January 2026)





State of the Sector Survey Manufacturer Feedback: Q1 2026

Introduction

These are the results of the Q1 2026 EDA State of the Sector Survey with Manufacturer responses.

There is a separate survey for EDA Wholesalers.

This survey attracted 41 responses, a 34% response rate. On 1 Jan 2026 the EDA had 120 manufacturer affiliates.

A summary of wholesaler and manufacturer feedback was shared at our Talking Shop Live Online on Friday 30 January 2026.



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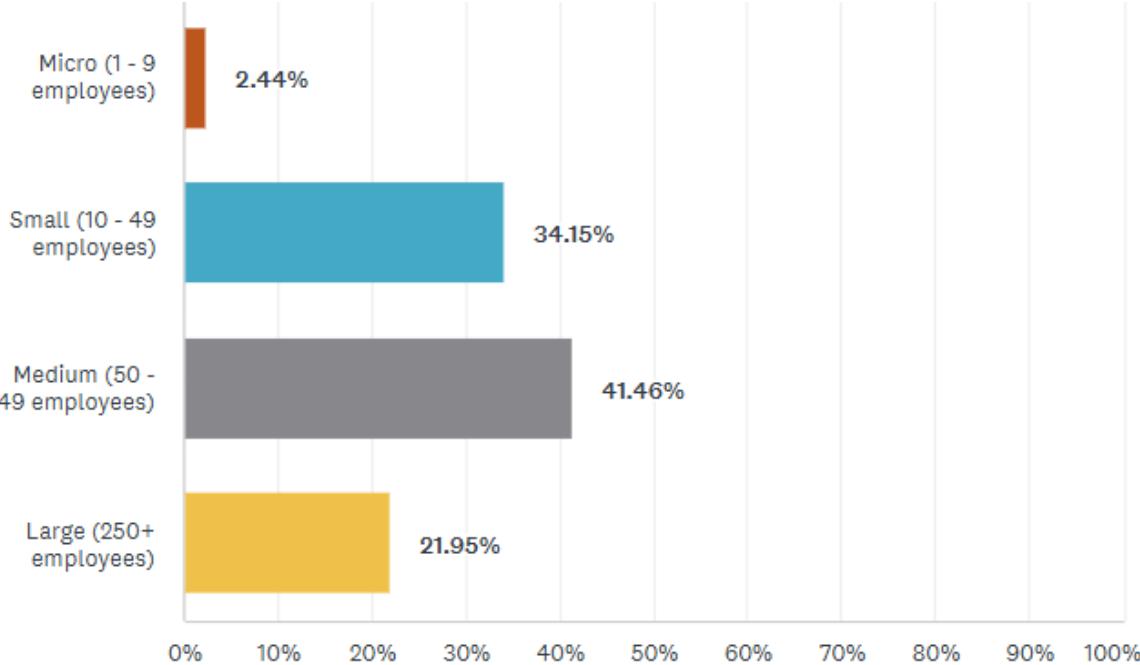
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Q1: Please tell us the size of your business

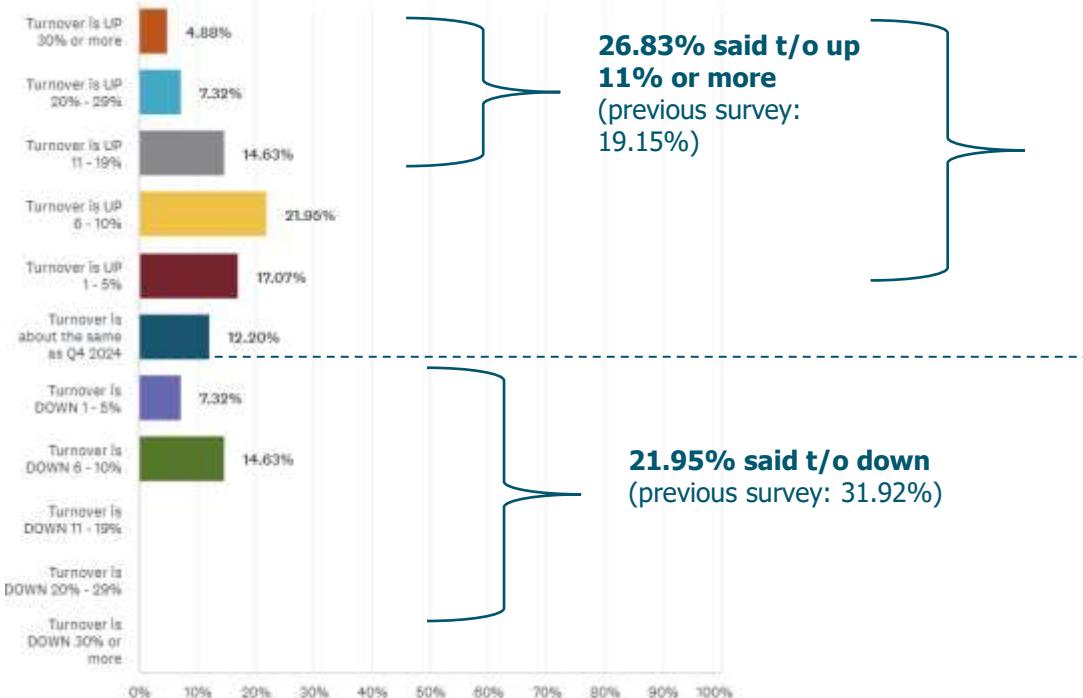


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Q2: Please tell us how your turnover in Q4 2025 compares with turnover in Q4 2024.

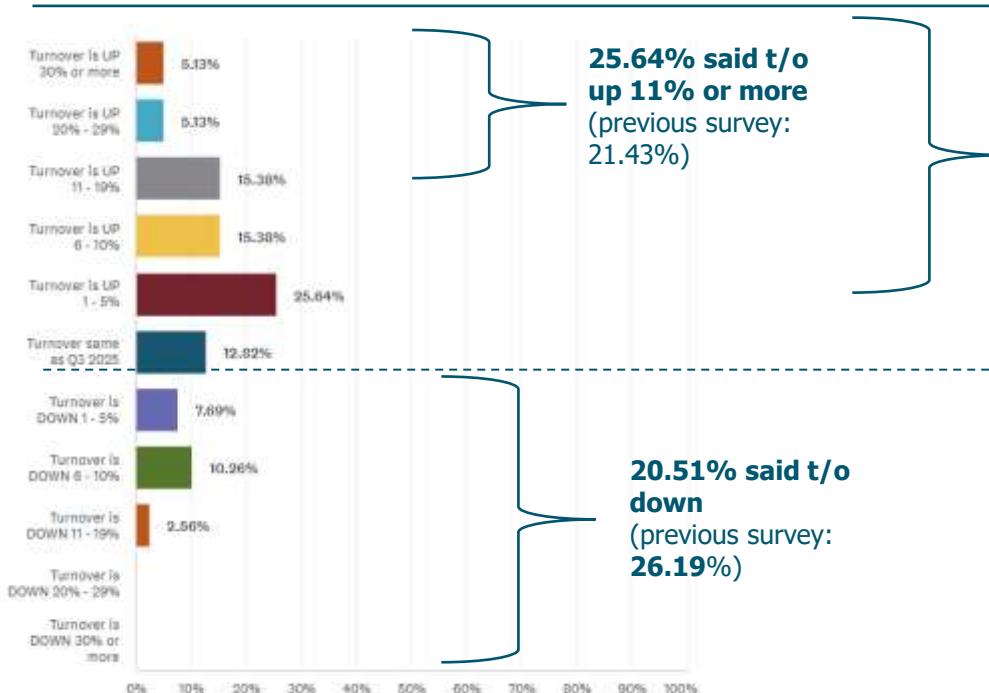


"Driven primarily via input costs and price inflation."

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Q3: Please tell us how your turnover in Q4 2025 compares with turnover in Q3 2025.



25.64% said t/o up 11% or more
(previous survey: 21.43%)

66.66% said t/o up
(previous survey: 41.86%)

"December working days"

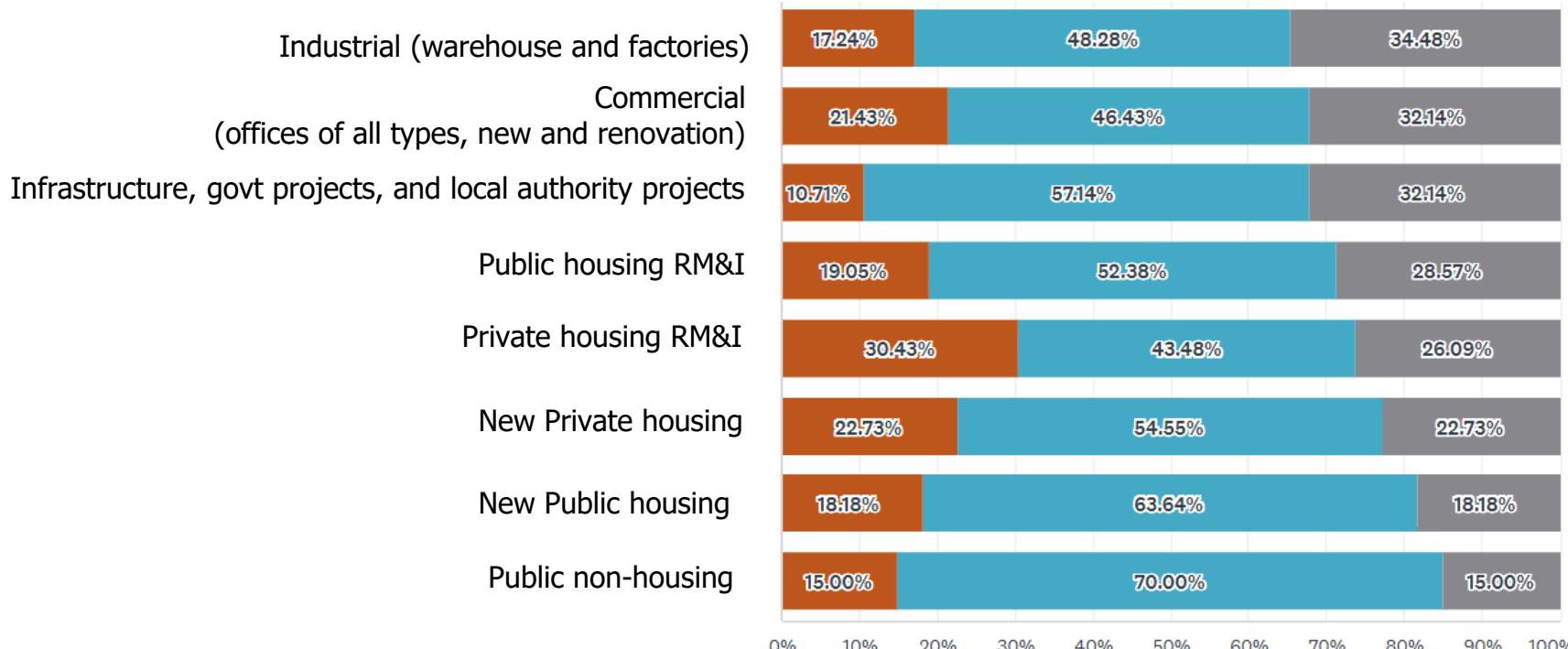
"December is always a bad month"

"Due to shorter trading period during December which is consistent with our annual sales cycle."

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Q4: Have you experienced a change in turnover in Q4 2025 compared to Q3 2025 for the following sectors? Ranked by growth (grey band).



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Q4: Comments on particular areas of growth

“Industrial incl Data Centre”

“Data centres continue to be a fast growing market”

“Value remains consistent, volume compression is the issue”



Q5: Your Operational Challenges: from a prompted list please tell us which **5** operational challenges are your most pressing at this time?

	January 2025	April 2025	July 2025	October 2025	January 2026
1	Inflation in business overheads and passing these on to customers	Upward pressure on all wages driven by the increases in National Living Wage and National Minimum Wage on my overall wage bill	Slowdown in the start of projects + Upward pressure on all wages driven by the increases in National Living Wage and National Minimum Wage on my overall wage bill	Increasing business overheads + Delays to project starts	Increasing business overheads
2	Upward pressure on all wages driven by the increases in National Living Wage and National Minimum Wage on my overall wage bill + A general downturn in demand	The slowdown in my traditional market segments	Inflation in business overheads	Downturn in market demand	Downturn in market demand
3	Product price deflation	Inflation in business overheads	The slowdown in my traditional market segments	Difficulties attracting, recruiting or retaining staff	Delays to project starts + The slowdown in my traditional market segments
4			Transport and logistics costs + Difficulties attracting and recruiting staff	The slowdown in my traditional market segments	Difficulties attracting, recruiting or retaining staff
5			Product price deflation	New competitors entering the market	New competitors entering the market

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Q5: Comments on operational challenges

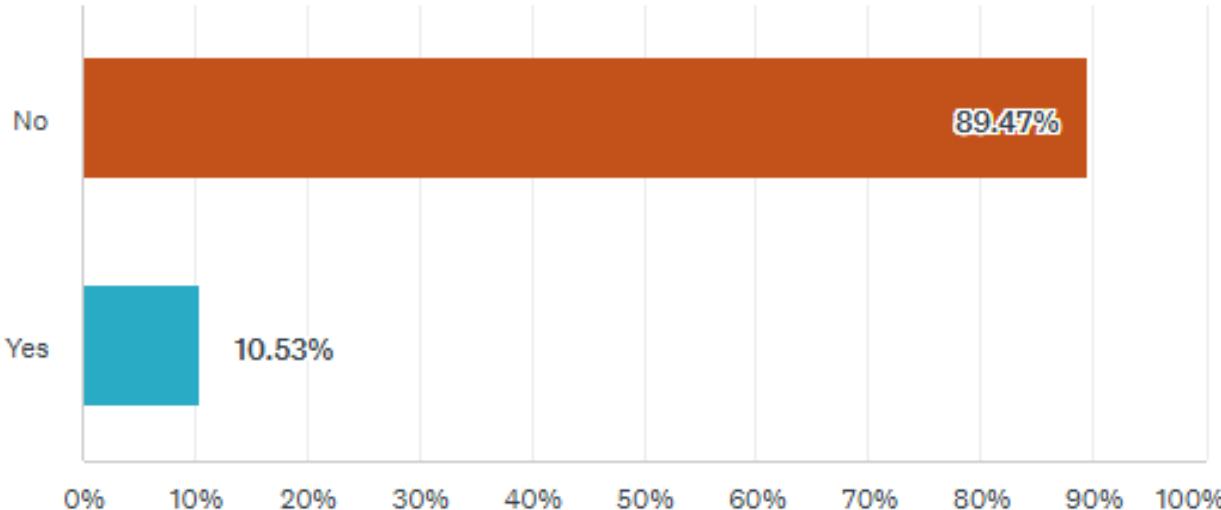
"Increases in cost of goods from Far East. Deflation."

"Manufacturers being overly competitive to a point of reducing market pricing expectations. Selling on price not on products spec."

"Raw material costs increasing - **Copper currently at an all time high**"



Q6: Has your business noticed a recent increase in wholesalers asking to settle invoices with Cash-Back Business Credit Cards?



"We do not accept credit cards for payments of account customers."

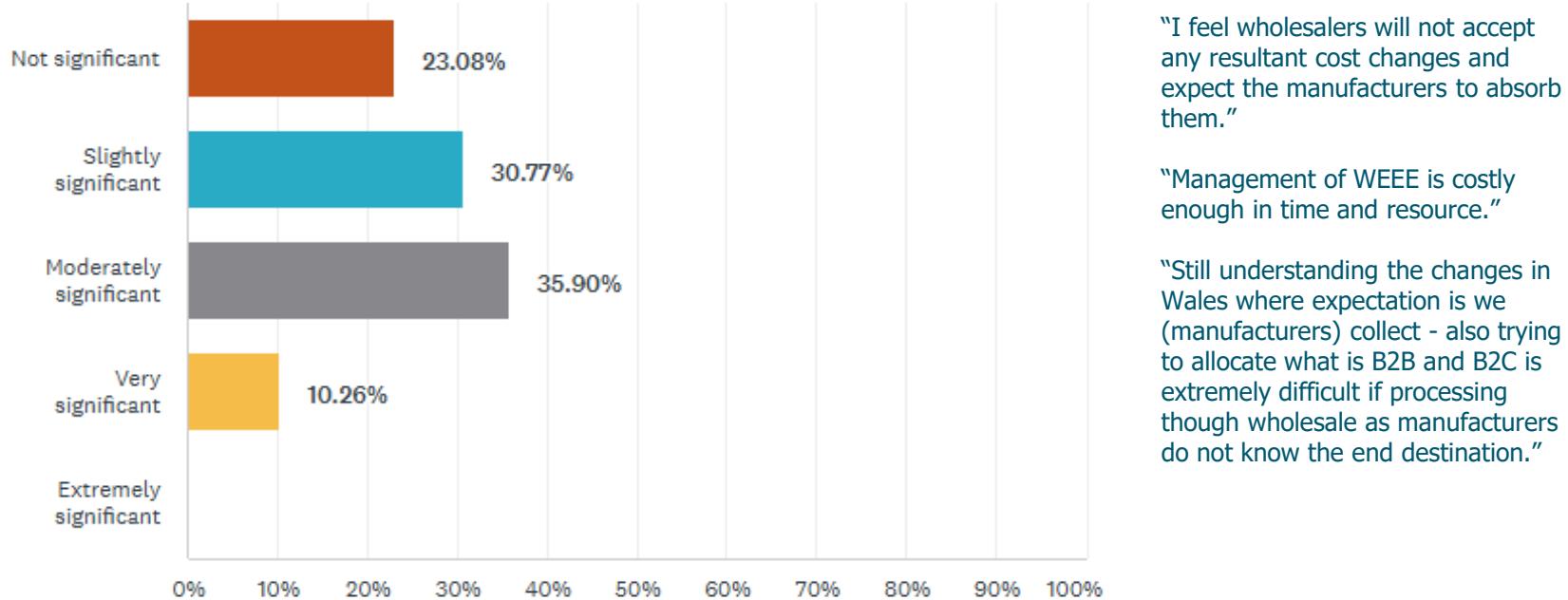
"Will need to investigate in order to evaluate and create a policy."

"We do not offer this service."

"Since implementing a fee on taking company credit cards (cash back or not) to settle accounts we have seen a decline."

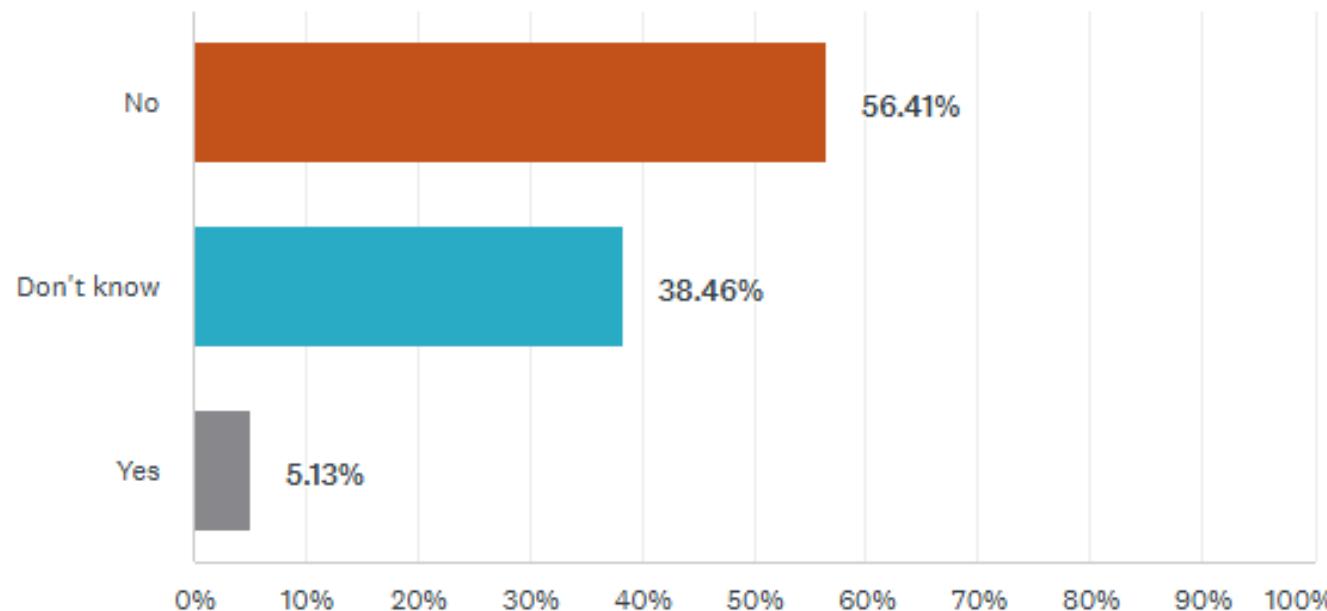


Q7: How significant do you expect the 7.5% increase in WEEE scheme fees to be for your organisation in 2026?





Q8: Have you received an invoice from PackUK?



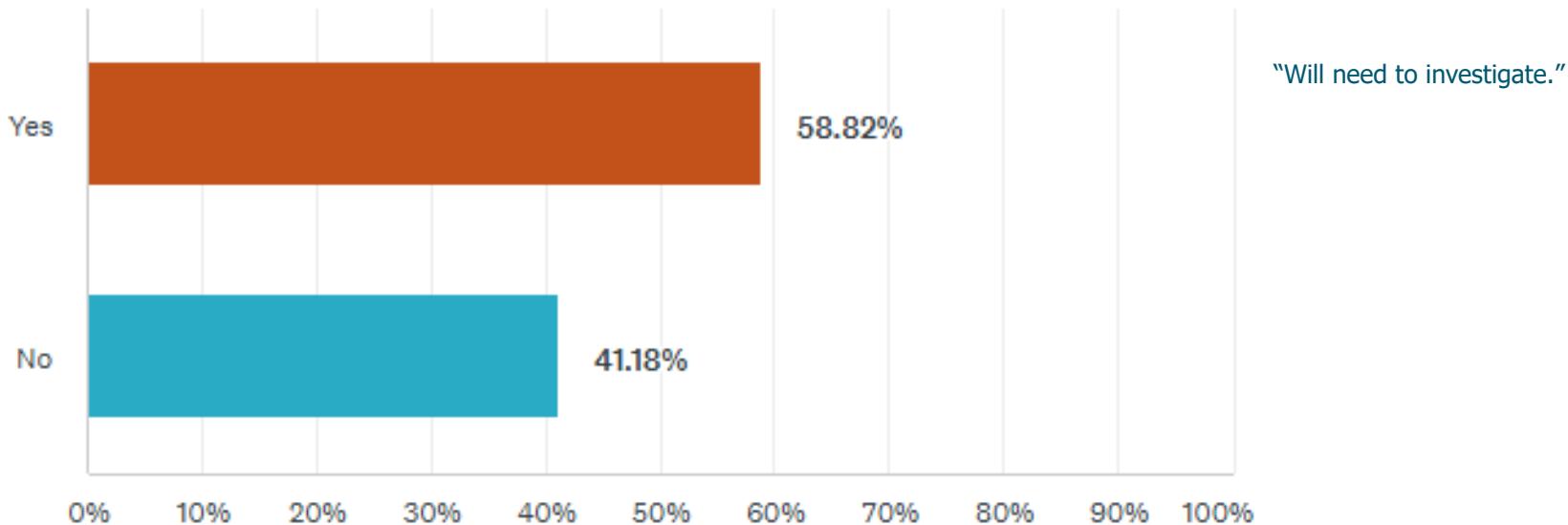
Q. Is the invoice from PackUK more or less than you were expecting?

"More"

"We are a small contributor and no invoice sent as we produce under the 50 tonne requirement."

"We pay ERP."

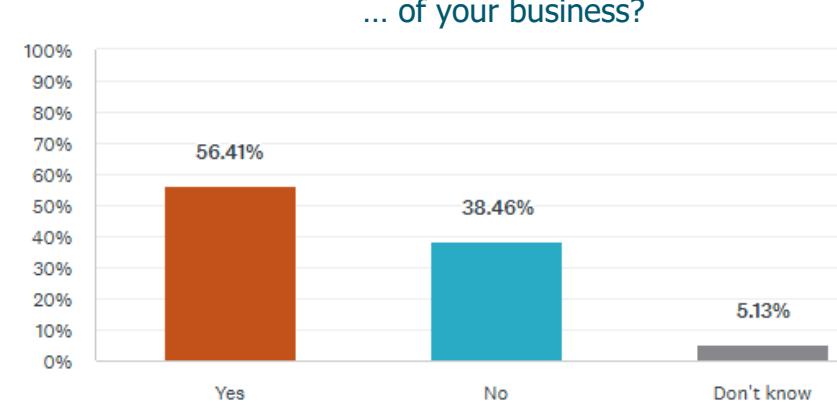
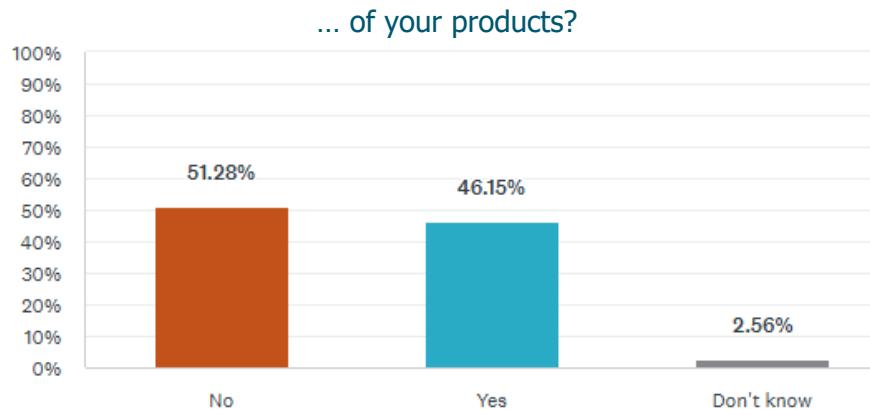
Q9: Does your business use one of the Compliance Schemes to help you manage your waste packaging responsibilities?



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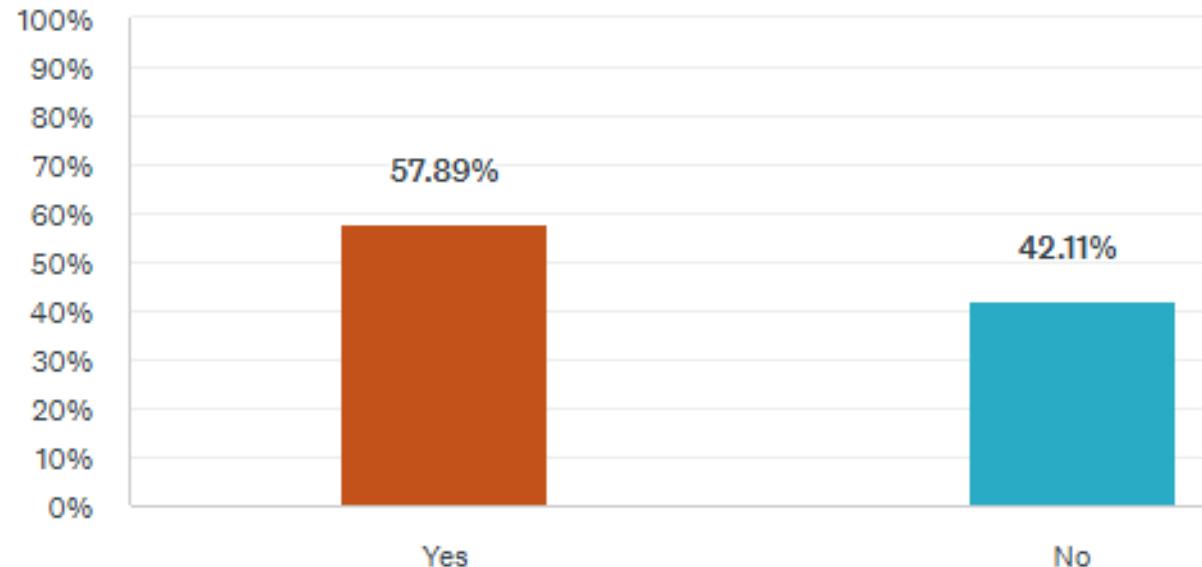


Q10: Are wholesalers asking you for third party assessments of the carbon/sustainability/ESG credentials of your products and of your business?





Q11: Are you currently working to make TM65s available for your products?

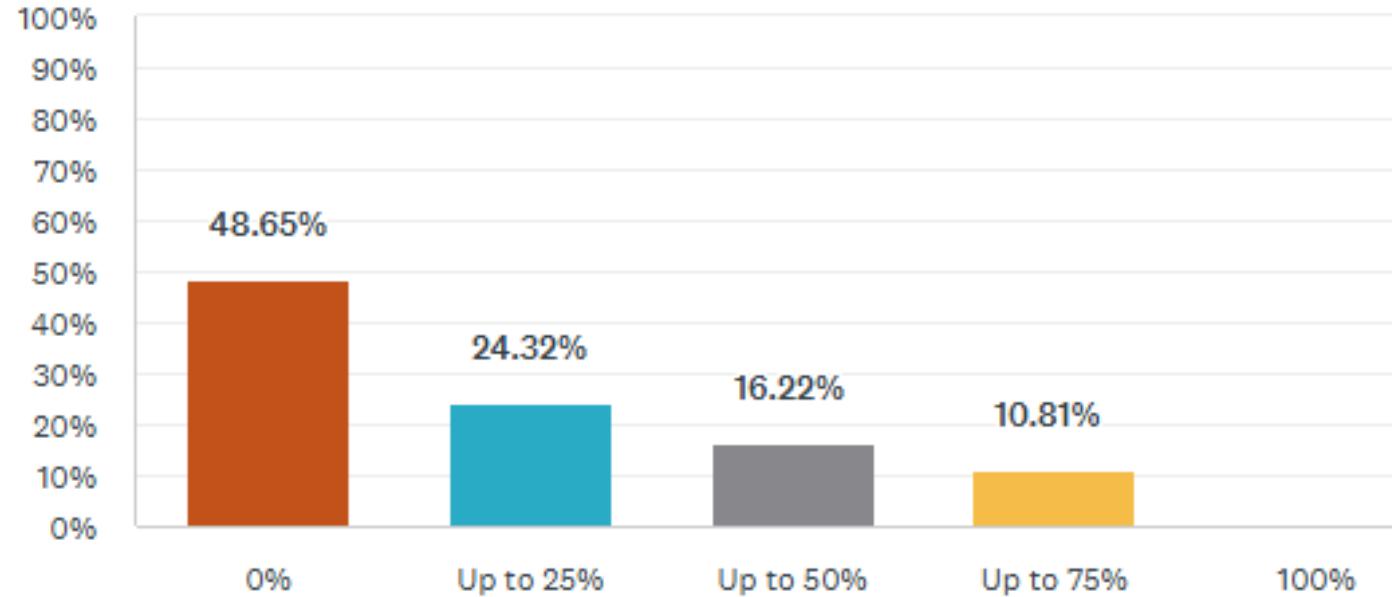


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Q12: For what proportion of your products are TM65s currently available?

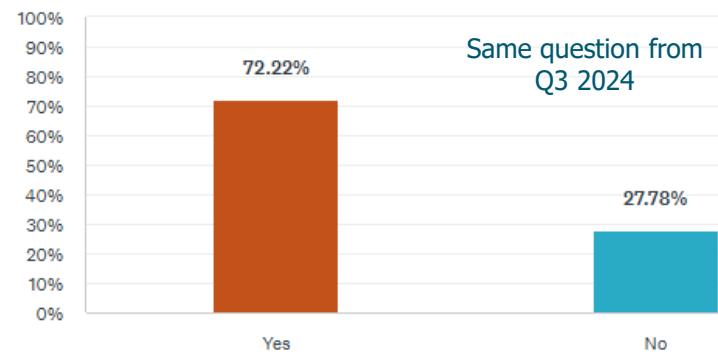
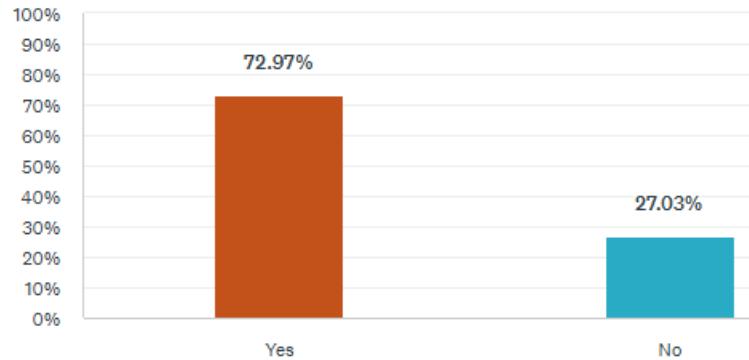


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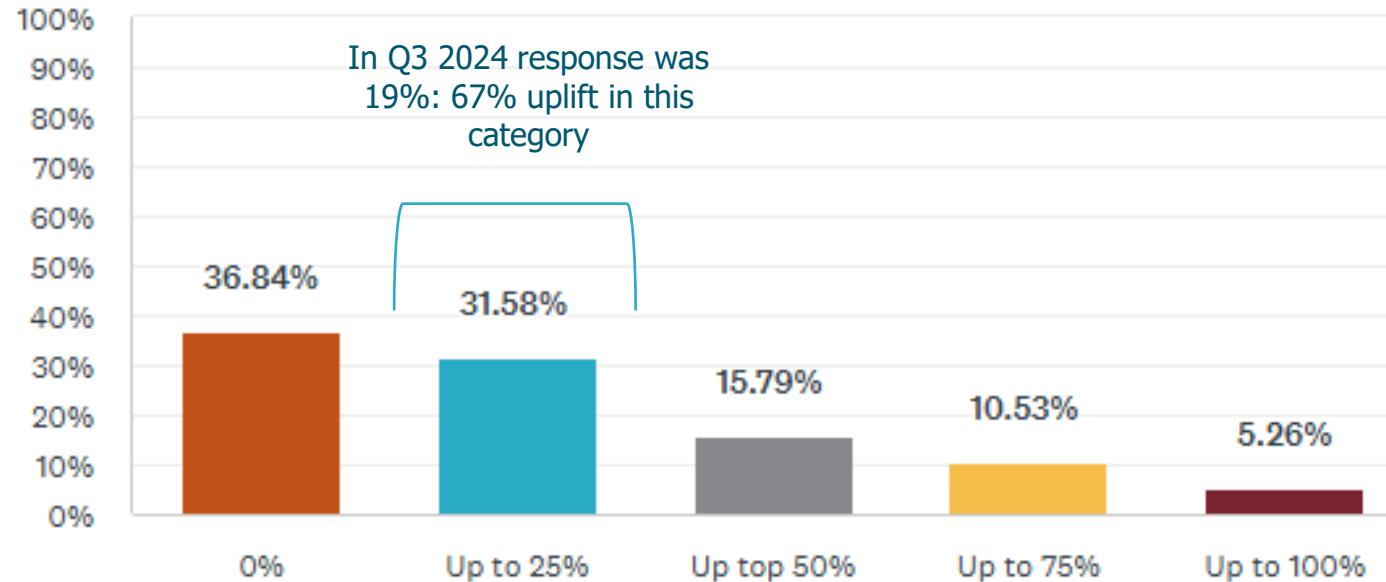


Q13: Are you currently working to make Environmental Product Declarations (EPDs) available for your products?





Q14: For what proportion of your products are Environmental Product Declarations (EPDs) currently available?

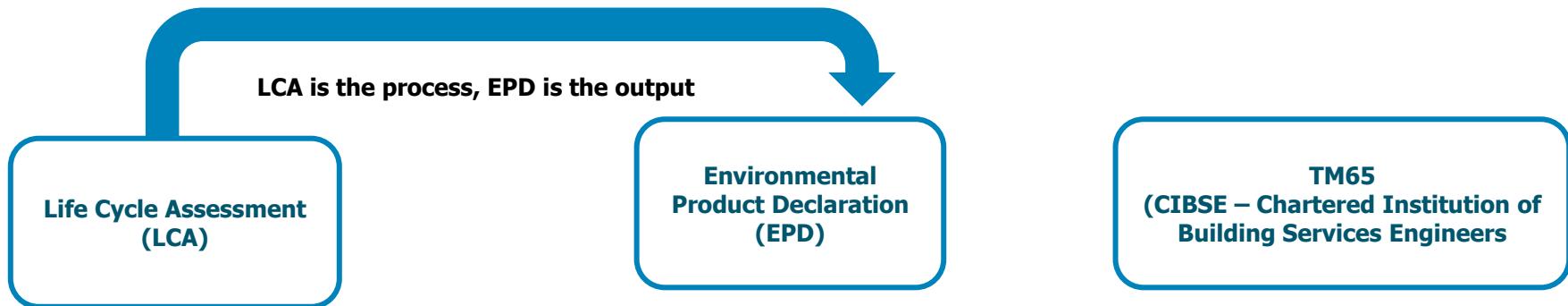


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Q14 – additional briefing note: Life Cycle Assessments, Environmental Product Declarations, and TM65 – what's the difference?



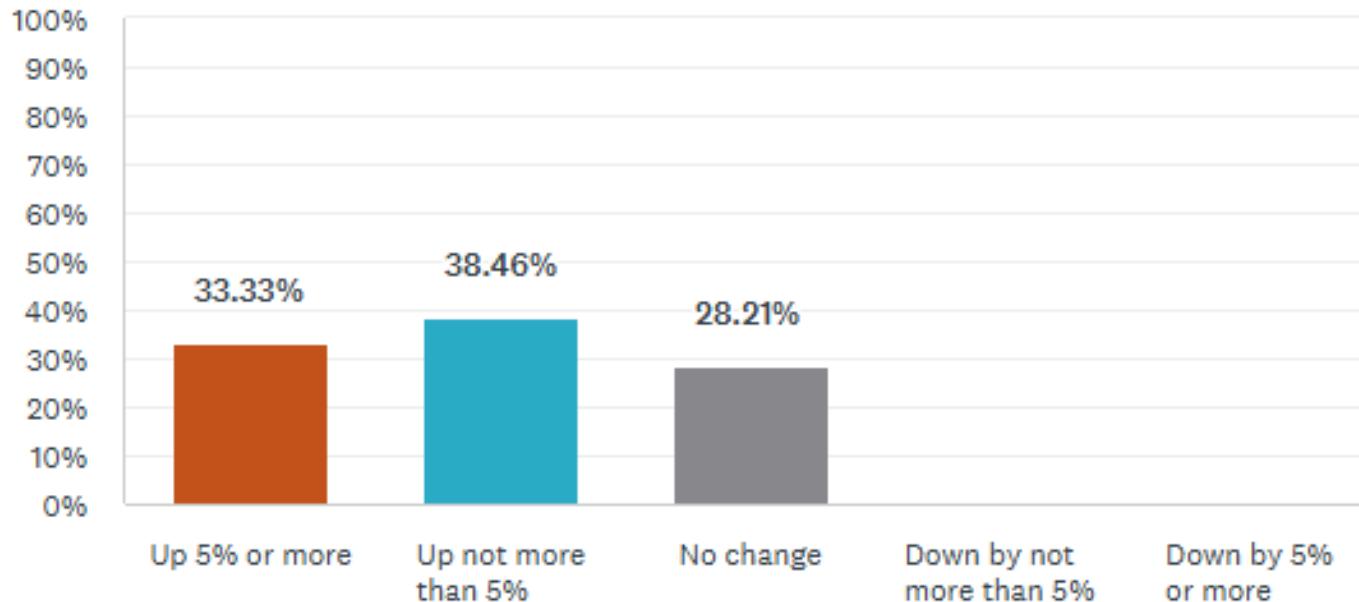
A comprehensive, in-depth scientific analysis of a product's environmental impact across its entire life cycle. It covers **multiple indicators** like **water use, pollution, and resource depletion, not just carbon**.

A standardised, third-party verified document that summarizes LCA results for public or business use. It follows strict [ISO 14025](#) and EN 15804 standards to allow for fair comparisons between similar products.

A calculation methodology specifically for building services (MEP – Mechanical, Electrical, Plumbing) products. It provides a "middle-ground" estimate for **embodied carbon only** and is intended to be used only when a full EPD is not available.



Q15: How did unit costs change during Q4 2025 compared with Q3 2025?



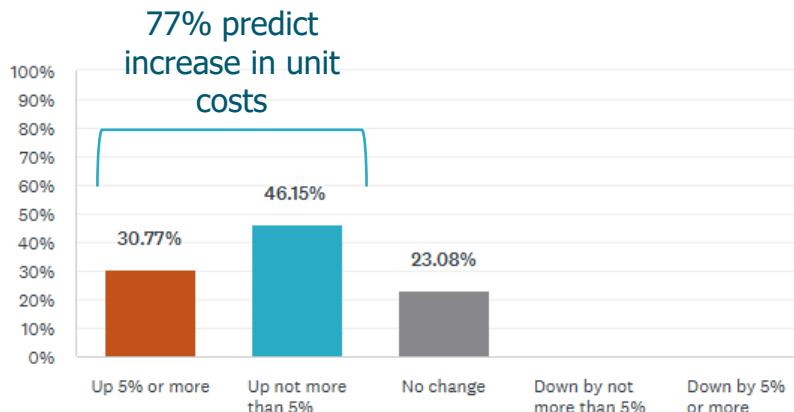
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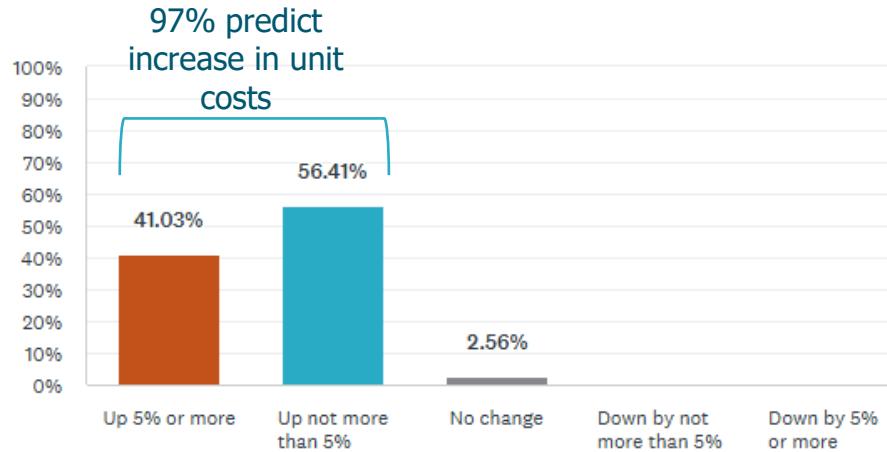


Q16: How do you anticipate unit costs will change during Q1 2026 and during 2026?

Q1 2026



2026

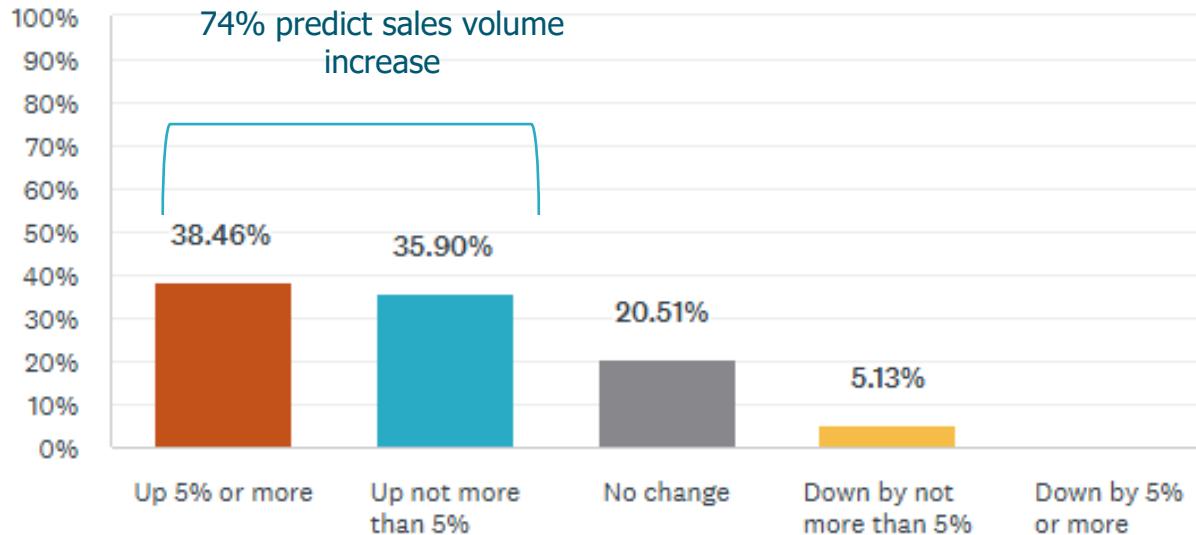


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Q17: How do you anticipate sales volumes (like for like sales) will change during Q1 2026?

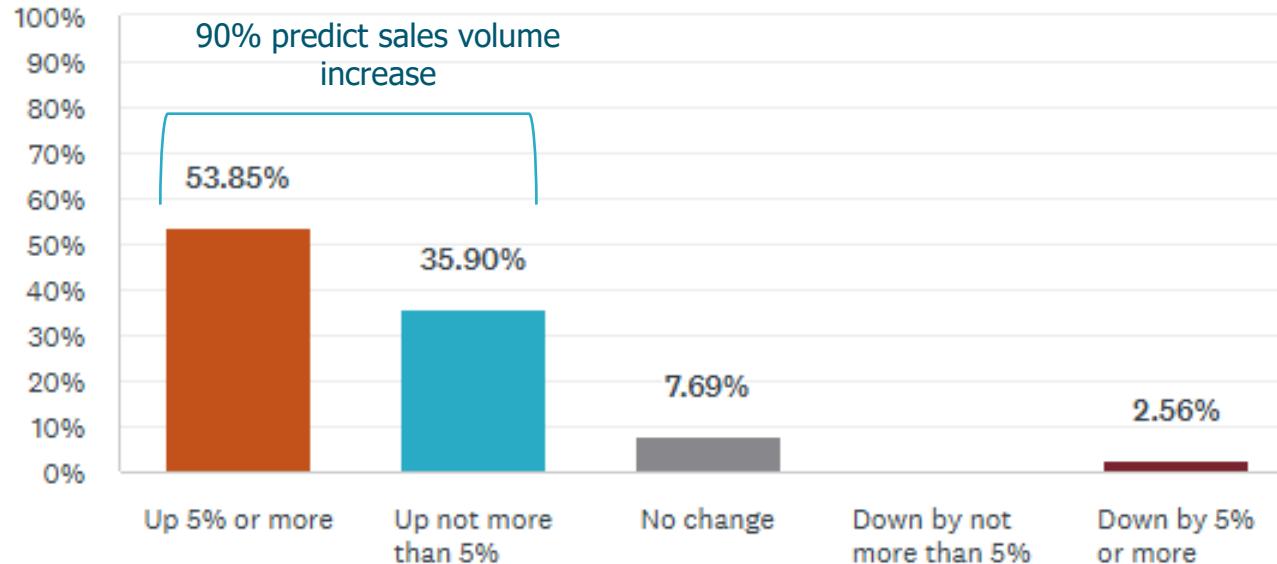


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Q18: How do you anticipate sales volumes (like for like sales) will change during 2026?



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