

Digitalisation matters – find out why at our first event in '26

Join industry leaders at the EDA's Digitalisation Forum and Data Quality Awards, where innovation meets practical insight, and discover how digital technologies and data-driven strategies are transforming the electrotechnical sector

The 2026 Digitalisation Forum and Data Quality Awards on Wednesday 25 February includes thought-provoking presentations – and expert panel discussions that will field questions from delegates.

Morning sessions will cover the significance of Environmental Product Declarations (EPDs) and embodied carbon. You'll learn:

- what embodied carbon means,
- why EPDs are important for manufacturers, and
- why electrical wholesalers are crucial intermediaries in the EPD conversation.

There will be presentations and panel discussions with sustainability experts from across the electrotechnical supply chain.

After lunch, when there will be plenty of time for networking and

to speak to our solution provider sponsors, the EDA will share the results of its latest Digitalisation Survey, which canvassed the views of manufacturers and wholesalers on a range of measures including:

- the growth of e-commerce for the next five years,
- online competition,
- the impact of AI tools,
- sustainability and packaging data, and
- the role of product information in driving sales for wholesalers.

Keynote speakers include Edgar Aponte, former CEO at Rexel UK and now international speaker on the power of AI and digitalisation in the electrical supply chain.

Finally, you can celebrate with the winners of the 2026 Data Quality Awards. ■

Scan the QR code to register for this one-day, in person event



EDA collects award for its Product Knowledge Modules

The EDA has been recognised once again for the quality of its dozen Product Knowledge modules (see *Taking Stock*, issue 43).

The Princess Royal Training Awards are the UK and Ireland's premier awards for training excellence, and EDA CEO **Margaret Fitzsimons**; EDA Head of Marketing & Communications **Anne Vessey**; and **Keith Avenell**, Managing Director of 3 Line Electrical Wholesale (a member of the AWEBB buying group), a member of the EDA Board of Management and Chair of the EDA Education and Training Ambassadors, were at Fishmongers Hall in London in December to collect the trophy. ■



Two Annes

Anne Vessey, the EDA's Head of Marketing & Communications, receives the award on behalf of the Association

▶ more on page 2

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Mini module boosts your heat pump knowledge



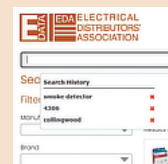
'Mini module' builds on the Renewables Product Knowledge Module – and is free to those who have completed it

EDA and Sharp-aX work together to integrate EDATA and ERP



Affiliate Solution Provider Sharp-aX says systems that communicate in real time ensure better data accuracy

Get to grips with the new search features in EDATA after facelift



Those who use EDATA as a standalone reference source will applaud the latest changes to the platform

DIARY DATES

Events are subject to change, so visit www.eda.org.uk for the latest details, or call the EDA on 020 3141 7350.

Friday 30 January 2026

Q1 2026 Talking Shop Live Online

Industry Insight in 90 Minutes. A virtual event for EDA businesses. Held quarterly in 2026:

- Friday 24 April
- Friday 24 July
- Friday 23 October

Register at www.eda.org.uk

Friday 6 February 2026

Post-Autumn Budget survival plan for EDA businesses

Join the EDA webinar with business consultant Peter Hill for a clear breakdown of the Chancellor's November Budget and what it means for your business.

Register at www.eda.org.uk

Wednesday 25 February 2026

Digitalisation Forum & Data Quality Awards 2026

At the America Square Conference Centre, London.

Register at www.eda.org.uk



Thursday 5 March 2026

EDA Annual Awards Dinner

At the InterContinental Hotel, Park Lane, London.

Register at www.eda.org.uk

Sunday 8-Tuesday 10 March 2026

Light + Building

UK Delegation to the Light + Building exhibition in Frankfurt, Germany.

For more information, contact Nancy Adolpho, details below

Thursday 7 May 2026

EDA Scottish Section Sportsman's Dinner

For more information, call Maeve O'Dea on 0117 909 9550

Thursday 21 May 2026

EDA Regional Business Forum, Brighton

For more information, contact the EDA team on 020 3141 7350



Nancy Adolpho
Executive Assistant
020 3141 7355
nancy.adolpho@eda.org.uk



What a picture
Margaret Fitzsimons, Keith Avenell and Anne Vessey with the trophy

HRH The Princess Royal presents EDA's second award for training



Royal treatment Anne Vessey, Head of Marketing & Communications at the EDA, receives the trophy from HRH The Princess Royal



Photos: Rachael Barron Photography



Line up Some of the recipients of awards at the glittering ceremony



Diana Gaina
Marketing & Events Executive
020 3141 7760
diana.gaina@eda.org.uk



CEOview

EDA Chief Executive **Margaret Fitzsimons** rounds up events in the sector over the past three months.

Have you made a list of New Year business resolutions?

Given that the vast majority of EDA members and affiliates fall into the SME category, we all face similar operational challenges and are looking for clever ways to overcome them. While it's crucial to understand the market conditions, we often overlook the importance of setting aside time to grasp the financial and tax landscape. This understanding is vital for making key decisions that impact the financial health of our companies. But seeking financial advice can be quite costly, right? This is where the EDA can help.

Please start the year by noting two significant dates in your diaries. First, on Friday 30 January, you and about 100 other sector leaders will join us online to hear the results of our State of the Sector Survey, along with the latest construction industry forecasts. This will be our first 'Talking Shop on Teams' session and promises to provide valuable insights into the current market conditions.

On Friday 6 February, our specialist finance consultant Peter Hill will take a deep dive into the financial implications for your business stemming from the Chancellor's November budget. I can assure you that you'll come away with sound advice to help make 2026 a successful year and I'm confident that you'll continue to join us for our quarterly Talking Shop sessions from then on.

Find out more and sign up free of charge at www.eda.org.uk/event.

Here's to a prosperous 2026. ■

DASHBOARD: A SUMMARY OF Q4 BUSINESS ACTIVITY IN NUMBERS

258 WHOLESALER MEMBERS **1,904** WHOLESALER BRANCHES **117** AFFILIATE MANUFACTURERS **14** AFFILIATE SOLUTION & SERVICE PROVIDERS

314,532 SKUs LIVE IN THE EDATA DATA POOL **75** PARTICIPANTS FROM 51 BUSINESSES ACROSS THE TWO PROGRAMMES TOOK PART IN EDATA WORKSHOPS LAST YEAR

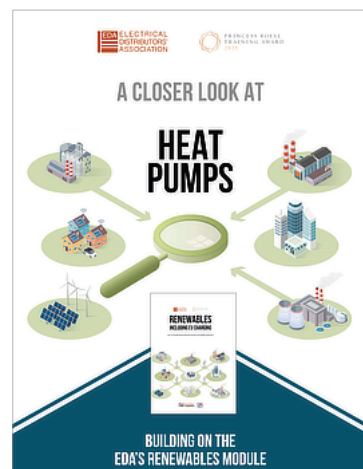
ACCORDING TO OUR Q4 STATE OF THE SECTOR SURVEY...

22% OF WHOLESALER RESPONDENTS SAID THEIR BUSINESS HAD BEEN THE VICTIM OF A CYBER INCIDENT IN THE PAST YEAR

52% OF WHOLESALER RESPONDENTS SAID THEY HAD A FORMAL CYBERSECURITY POLICY

12,100 MODULES ORDERED SINCE THE PROGRAMME STARTED IN 2018 **700** REGISTRATIONS FROM **100** BUSINESSES **SIGNED UP FOR 30 MINUTE MASTERCLASSES IN 2025**

Mini module boosts your heat pump knowledge



Heat pumps are key to the UK's shift toward cleaner, low-carbon, zero-emission heating at point of use.

As fossil fuel systems are phased out and the Government increases support for sustainable technologies, demand for heat pumps is growing. For those working in the electrical wholesale supply chain, understanding how heat pumps work is vital.

The new 'mini module' builds on the EDA's Renewables Product Knowledge Module. It is a guide for wholesalers and sales teams that includes the key types of heat pumps, core system components

and practical installation requirements.

It also covers the latest government policies and grants that are driving the market.

The heat pumps mini module will be available free to anyone who has completed the renewables module. Keep an eye on your email inbox for its release in 2026. ■

Scan the QR code to register your interest in the heat pumps mini module



Updated lighting module is hot off the press

The Lighting Introduction Product Knowledge Module has been comprehensively reviewed to ensure it reflects the latest industry standards and best practices. The updated version is available in digital and printed versions, and gives learners an improved and structured approach to the fundamentals of lighting.

All the content has been refreshed and aligned with current technologies and trends. Also, there are clearer explanations and practical examples for wholesalers and manufacturers. The layout has

been enhanced for easier reference and study.

If you have already completed the Lighting Introduction module, we want to keep you up to date – don't worry, you don't have to take the course again. A PDF version of the revised content will be winging its way to you free of charge. Look out for an email with a download link. ■

If you have previously completed the EDA Lighting Introduction Product Knowledge Module but haven't yet received an updated PDF copy, email training@eda.org.uk.



Anti-Bullying and harassment training live on The EDA Academy

The third course in the EDA's Workplace Essentials series – anti-bullying, harassment, sexual harassment and victimisation – is now live on The EDA Academy e-learning portal.

The training is designed for everyone in the electrotechnical sector – whether you work on the trade counter, in a warehouse, on the manufacturing floor or in an office environment. We all have a responsibility to help create a safe, respectful and inclusive workplace.

Bullying, harassment, and victimisation can have a serious impact on individuals and teams. Beyond employers' legal preventative duty, they have a moral obligation to protect staff and foster a positive culture.

Investing in this training shows your commitment to valuing and safeguarding your people – a key factor in attracting and retaining talent. Employees who feel respected and protected are likely to stay and thrive.

The course covers:

- Understanding unacceptable behaviours and how they can arise in day-to-day interactions.
- Recognising the impact of bullying and harassment on individuals and teams.
- Your rights and responsibilities under law.
- Practical steps to respond and contribute to a positive workplace culture.

After the course, learners will be able to identify and address inappropriate behaviour. ■



Scan the QR code to find out more about all of the Workplace Essentials courses, and how to access The EDA Academy

Recruitment support for wholesalers

As part of an initiative to help electrical wholesalers attract and retain top talent in the electrotechnical industry, the EDA has developed two comprehensive recruitment toolkits to make the hiring and retention of staff easier and more effective.

These toolkits include practical, ready-to-use assets such as:

- social media guides and templates to boost your online presence,
- professionally written job description templates tailored for the sector,
- a Gen Z engagement playbook to connect with the next generation,
- interviewing support materials for confident candidate selection, and
- guides for creating a positive and engaging workplace.

The electrical wholesale industry faces a significant challenge: an ageing workforce and a shortage of young talent entering the sector. This puts long-term growth and succession planning at risk.

These recruitment and retention toolkits are designed to bridge that gap by providing practical strategies and resources to help wholesalers:

- make roles more appealing to younger candidates,
- showcase career progression opportunities in the industry, and
- create a positive, inclusive workplace culture that encourages retention.

By equipping wholesalers with the right tools, the EDA aims to help businesses future-proof their workforce and ensure the industry continues to thrive.

Tracy Hewett, Head of Education & Training, says: 'Your insights have guided us in addressing market challenges. Together, we aim to improve recruitment and career development, securing a bright future for the electrotechnical industry.' ■

Toolkits are available exclusively through The EDA Academy. Email training@eda.org.uk to gain access.

Resolve to elevate your expertise in 2026 with 30 Minute Masterclasses

Ready to elevate your expertise without taking hours out of your day? The EDA's popular 30 Minute Masterclasses return for 2026 with a fresh line-up of topics to keep you ahead in a fast-changing industry.

These bite-sized sessions pack maximum value into just half an hour, giving you practical knowledge and actionable insights that you can apply straight away. No lengthy training, no cost – just focused learning that fits your schedule.

explore ventilation systems for healthier homes, smarter alarm technology, EU battery legislation, and even cable marking and identification. Each session is crafted to help you understand emerging trends, regulatory changes, and innovative solutions shaping our sector.

Who can join?

If you work for an EDA member business, these webinars are free to attend – and you can join as many as you like. The short, CPD-

certified sessions are designed to support your customer conversations and help you stay at the forefront of industry knowledge.

Where to find details?

The full 2026 schedule and registration links are available on the EDA website. ■



Scan the QR code to find out more about the EDA's 30 Minute Masterclasses for 2026



NEWS IN BRIEF

National Apprenticeship Week 2026

As part of National Apprenticeship Week 2026, the EDA is running two webinars between 9 and 15 February with its partner providers EDA Apprenticeships Plus and Supplytrain. One is tailored for wholesalers and one for manufacturers. Explore the support and training available.

Tuesday 10 Feb 2026

Apprenticeships for wholesalers, EDA Apprenticeships Plus

Thursday 12 Feb 2026

Apprenticeships for manufacturers, Supplytrain.

Email training@eda.org.uk to register your interest.

Enhanced user experience at The EDA Academy

The EDA Academy e-learning portal has been revamped, with better navigation and new features designed to make learning easier and more intuitive. The Academy continues to provide free, sector-specific courses, resources and materials, tailored to the particular needs of the electrotechnical industry.

Go Construct Careers takes off

The EDA has partnered with Go Construct Careers – a newly launched job vacancy platform dedicated to the construction sector – to help with recruitment. Entry-level electrical wholesale job vacancies are now featured on its site, alongside opportunities listed on the Government's National Apprenticeship Platform.

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

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

EDATA and Sharp-aX integration enhances wholesaler operations

CASE STUDY

The EDATA data pool is integrated into ERP software from Affiliate Solution Provider Sharp-aX Computer Systems Ltd

Integrating the data pool with the software that wholesalers use to drive their businesses is a strategic priority. Richard Appleton, Head of Digitalisation at the EDA, says: 'With more than 312,000 products and images in the data pool from more than 100 leading brands, it makes sense to link all that information directly into the systems that wholesalers use every day.'

Let's talk

'EDATA continues to work as a standalone cloud-based portal, but creating systems that talk to each other means wholesalers benefit from smoother, quicker and more efficient working processes and manufacturers benefit because it gives them extra brand visibility.'

'This technical collaboration between Sharp-aX and the EDA saves wholesalers time and effort, and arms staff with the highest quality product information and

downloadable PDF data sheets to provide to customers in quotations and for O&M manuals.'

Jean Freeman, MD at Sharp-aX, says: 'We are delighted to be working with the EDA and their EDATA team. Systems that talk to one another in real time – as EDATA and Sharp-aX do – deliver better data accuracy and visibility so EDA wholesalers and their contractor customers can make faster, more informed decisions.'

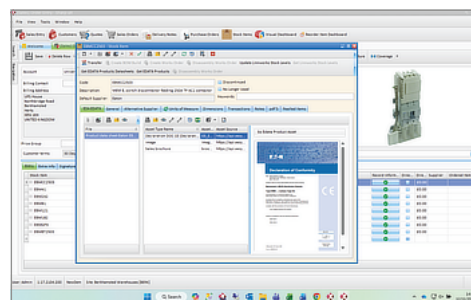
Easy to use

Suraj Bhambra of EDA Wholesaler Member STA Group Limited says: 'The way the data is presented in Sharp-aX is great, clear and easy to use. You have an option to only download datasheets you require. Every staff member will be able to answer questions about the product instantly. It also acts as a learning tool for staff where they may have gaps in their knowledge.'



"Systems that talk to one another in real time deliver better data accuracy and visibility"

Jean Freeman
MD, Sharp-aX



Scan the QR code to find out more about EDATA and how it can enhance your business



ETIM International Representatives from the EDA and BMF, partners in ETIM UK and Ireland, were in Valencia, Spain in October for the ETIM Forum. Hosted by ETIM International, the annual forum is an opportunity for country members to share case studies and best practice in their work to drive adoption of the ETIM data standard. The representatives were (l-r): **Richard Appleton**, Head of Digitalisation, EDA and ETIM UK and Ireland Board Member; **Oz Bahm**, Supplier Engagement Director, BMF, and ETIM UK and Ireland Board Member; **Nico van der Merwe**, Europe West SVP, CEO UK and Ireland, Signify, and Chair of the Board, ETIM UK and Ireland; **Anne Vessey**, Head of Membership and Engagement, EDA; and **Margaret Fitzsimons**, CEO, EDA, ETIM UK and Ireland Board Member, and ETIM International Board Member.

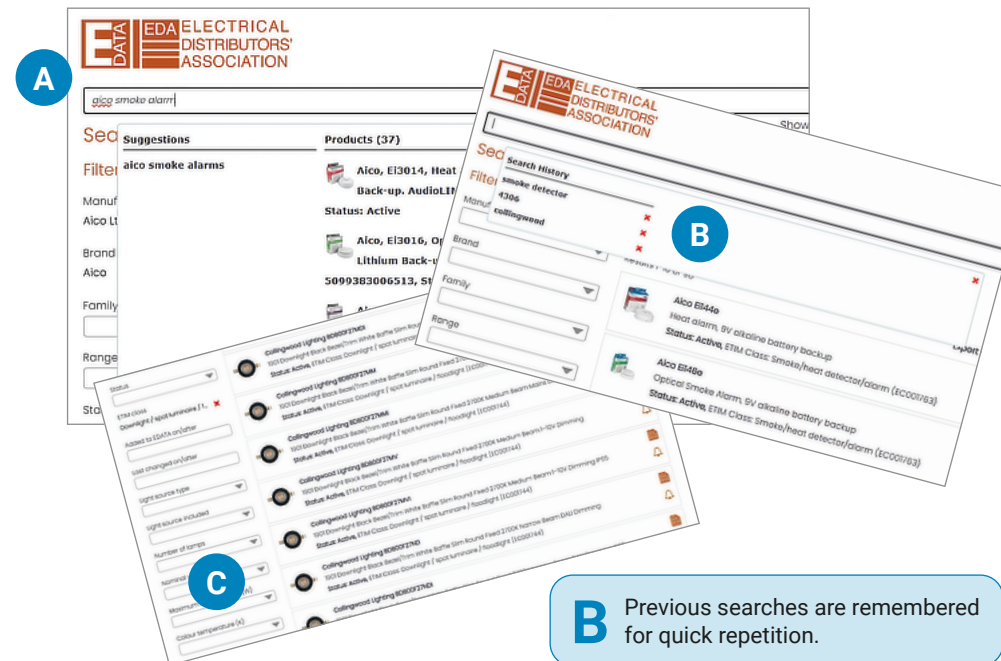


Whirlwind of workshops The Going for Gold workshop at the EDA's London HQ on 1 October (top), the Sustainability workshop on 12 October at EDA HQ (middle), and the Sustainability workshop at Worcester Electrical Distributors Ltd, Brierley Hill near Dudley, West Midlands on 9 October

EDATA facelift delivers new features

EDATA can feed your ERP system or web site, but many wholesalers are turning to the platform as a standalone reference source.

To support this, from January 2026, a range of enhanced search features are available on the platform.



A The powerful text search lets you search by part number, product description, brand name, GTIN and a variety of other characteristics, carefully weighted to return the most relevant results.

B Previous searches are remembered for quick repetition.

C Search page filters have also been enhanced. Once you've located a particular type of product, further filters help you narrow down the results to find products with a specific technical attribute or combination of attributes.

Driving data standards for a stronger supply chain

As the electrotechnical sector continues to embrace digital transformation, the importance of consistent, high-quality product data has never been greater. The EDA is at the forefront of this effort, helping members and affiliates unlock the benefits of standardised information through initiatives such as the award-winning EDATA data pool and the ETIM classification.

Accurate product data is more than a back office requirement: it is the foundation of efficient trading, seamless e-commerce, and customer confidence. By aligning manufacturers and re-sellers (including wholesalers, distributors



Phil Thompson
Helping businesses engage with the ETIM standard

and merchants) around a common language, ETIM ensures that technical attributes are clear, comparable, and interoperable across platforms. This reduces errors, speeds up procurement, and strengthens trust between partners.

While recent workshops and working groups have highlighted that progress is being made, ETIM UK and Ireland Manager Phil

Thompson made this appeal to manufacturers: 'I am here to help businesses engage with the ETIM data standard through contributing product data to the EDATA data pool, or to streamlining catalogues or online channels. If you are struggling to get started with ETIM or have questions, I am here to help. Simply scan the QR code (right) and complete our short online form and I'll be in touch.'

'We are building a supply chain that is not only more transparent but also more resilient. By investing in data standards today, our industry is preparing for a smarter, more connected tomorrow.'



NEWS IN BRIEF

Moseley is on the board



Andrew Moseley, Commercial Director at CEF Ltd, joined the ETIM UK and Ireland board in December

2025. He also serves on the board of the EDA, further strengthening the industry expertise represented across both organisations. ETIM UK and Ireland Ltd is a joint venture between EDA and BMF that manages and promotes the ETIM data standard in the two countries. The board comprises four representatives from each organisation and chairmanship alternates between the two. Moseley replaces Glyn Prestwood, who retired last year.



Richard Appleton
Head of Digitalisation
020 3141 7357
richard.appleton@eda.org.uk

Javier Garcia
Head of Systems & Processes/
Onboarding & Data Manager
07393 171499
javier.garcia@eda.org.uk



Survey reveals guarded optimism for 2026

There's some new year optimism from the wholesalers and manufacturers who responded to our Q3 survey, despite an economy that is 'muddling through'

First, Professor Noble Francis, Economics Director at the Construction Products Association, presented his quarterly update. He spoke about the UK economy generally. In 2024, GDP growth was 1.1%. The CPA expects growth of 1.3% in 2025, and 1.5% in 2026. This sounds positive, but it follows two years of flatlining GDP, and long-term GDP growth over the past 30 years is about 2% a year. So the economy, he said, was just 'muddling through'.

In 2025, the construction sector was a mixed bag. Those working in the public sector outside residential enjoyed a growth of 4%. Similarly, in the industrial sector, which is skewed by gigafactory activity, there was growth of 4%. However, public and private housebuilding and maintenance was more subdued.

In its forecast for 2026, CPA expects growth in construction, albeit from a low base. Overall growth is forecast to be around 3-4% in private and public housing, starting from a low base.

However, construction faces risks in the form of building safety legislation, extra costs imposed by government – such as the national

living wage and employers' national insurance contributions – insolvencies of contractors and smaller merchants, and the skills shortage.

Survey results

Anne Vessey, Head of Marketing & Communications, presented the results of the EDA's State of the Sector Surveys. Seventy-four of the Association's 260 wholesaler businesses polled for the survey responded, along with 48 of the 117 affiliate manufacturers.

Price erosion online is affecting margins

Wholesaler respondents were asked to compare turnover in Q3 2025 with that in Q3 2024. Just over 23% said turnover was up 11% or more. The corresponding figure in the previous survey was about 15%. Nearly 61% said turnover was up overall. This figure was 55% in the last survey.

When comparing turnover in Q3 2025 with the previous quarter, nearly 19% said turnover was up 11% or more. Sixty-seven per cent said turnover was up overall compared with 45% in the previous quarter. The third quarter seems to

have been a considerable improvement on the second.

Things were slightly less rosy for manufacturers. Comparing Q3 2025 turnover with Q3 2024, 19% said turnover was up 11% or more. The corresponding figure in the previous survey was 28%. Nearly half of manufacturer respondents said turnover was up overall. Nearly 22% of manufacturers said turnover was up 11% or more between Q2 2025 and Q3. About 60% said turnover was up overall.

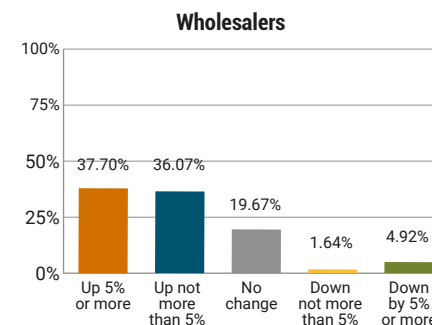
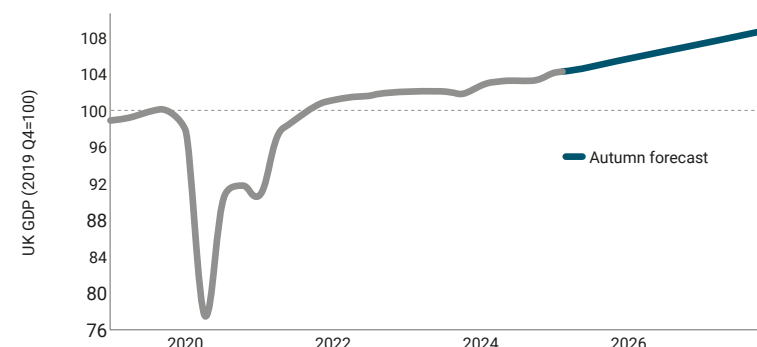
For both wholesalers and manufacturers, turnover has increased throughout the year. One manufacturer went so far as to say: 'During the quarter we had our all-time record month.'

Turnover change

Every quarter we ask wholesalers to tell us how turnover has changed by sector since the previous quarter. The sectors that showed the greatest growth reflect those mentioned by Professor Francis: commercial, new private housing, industrial and infrastructure. Wholesalers mentioned other buoyant areas, including solar PV, battery storage and other renewables.

Sluggish growth for UK economy

Slow progress predicted from a low base (Source: ONS, CPA estimates)



For manufacturers, industrial tops the growth chart, with commercial and infrastructure sectors among the front runners.

Wholesalers identified power cable, EV charging and heat pumps as products that have experienced a significant growth in demand between Q2 and Q3.

Operational challenges

The most pressing operational challenges for wholesalers are increasing business overheads, delays to project starts, a downturn in market demand, cash flow problems and recruiting or retaining staff. Manufacturers are experiencing an almost identical set of problems.

We have already experienced a cyberattack. It's only a matter of time before the next one

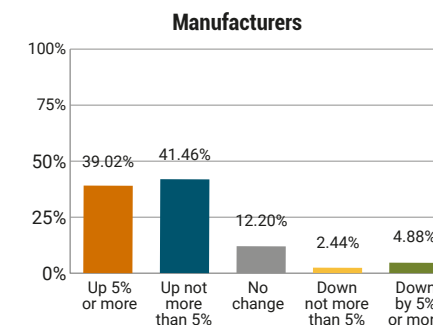
We asked wholesalers which strategies they were adopting to deal with these challenges. Almost 48% said they were planning to cut stock lines and the number of suppliers they use. However, another 36% said they would diversify by introducing new products, expanding their branch networks or entering new sectors.

A further 26% said that it was business as usual.

Manufacturers were turning to product and market diversification to deal with the challenges. Some mentioned innovation, automation and culling underperforming products from their ranges.

Cybersecurity

In light of recent online security breaches, we asked wholesalers and manufacturers if they had a



formal cybersecurity policy. Fifty-two per cent of wholesalers said they did, 42% didn't. However, 93% of manufacturers do have a formal policy. Thirty-six per cent of wholesalers and 54% of manufacturers said they employ a cybersecurity consultancy.

Nearly 22% of wholesalers and 15% of manufacturers said their business had been the victim of a cyber incident in the past 12 months. When asked how concerned they were about a cyberattack, on a scale of one to 10, both wholesalers and manufacturers scored about five.

Four out of 10 wholesalers said they have a cyber insurance policy. Almost half of manufacturers hold a cyber insurance policy. A third of wholesalers and 39% of manufacturers said they would be allocating extra budget to cybersecurity in 2026.

Bad debt

We asked wholesalers and manufacturers about bad debt. On a scale of 1 to 10 – where 1 is a minor problem and is 10 a major problem – wholesalers scored bad debt 5.03 and manufacturers rated it 3.03. Factors contributing to the problem included project delays, rising costs, erosion of margins and contractor insolvency.

Finally, we asked wholesalers and manufacturers how they expected sales volumes to change during 2026. The responses were optimistic. In both cases, the majority of respondents anticipated that like-for-like sales would remain the same or increase. ■

Happy new year?
How wholesalers and manufacturers expect sales to change in 2026

Scan the QR code to find out more about how the EDA can help you with cybersecurity

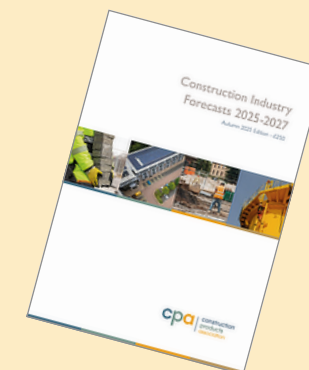


Scan the QR code to download the EDA's State of the Sector Survey results



Construction trends and forecasts

The CPA's Autumn 2025 industry forecast projects that construction output will grow by only 1.1% in 2025 and 2.8% in 2026 – a downward revision from 1.9% (2025) and 3.7% (2026) in recent forecasts.



CPA says many firms report that homebuyer, homeowner, and investor confidence is increasingly fragile, exacerbated by economic and fiscal uncertainty. Despite the downgrade in anticipated construction growth, CPA notes that some niche areas remain strong. These include data centres, gigafactories and energy infrastructure along with small, high-quality commercial refurbishment and fit-out.

EDA Member businesses can request a free copy. Email diana.gaina@eda.org.uk.

Meanwhile, a comprehensive annual regional report from the CPA and Barbour ABI analyses 2024 regional construction contract awards to show pockets of growth or contraction and to indicate activity by region and by sector. ■



Scan the QR code to download the CPA/Barbour ABI regional report



Anne Vessey
Head of Marketing & Communications
020 3141 7354
anne.vessey@eda.org.uk

EDA COMMUNITY

Decision time on The Walk at the 2025 Scottish Function



Gary Mason led an enthusiastic group of walkers from the Balmoral Hotel through the streets of Edinburgh and towards Arthur's Seat, the highest point in Holyrood Park, for this year's Walk at the EDA Scottish Function.

This photo is taken at the point where the group had to decide whether to make the steep upward climb to the top or take the more gentle downward route back towards the city – what was the decision? Well you know the rule –

what goes on tour, stays on tour.

The Scottish Function dates back to 1931, and was held last year from 7-10 October. It brings senior leaders together for a relaxed mix of networking and long-standing camaraderie. ■

Keep going or head back?

Walkers face the agonising choice of whether to keep climbing or head back to the hotel bar...



Paul White joins IBA as Chief Membership Officer

Paul White joined the IBA Buying Group Limited as Chief Membership Officer in November. He has been working in the industry since 2001 and has spent time at Rexel, CEF and latterly Edmundson's.

He was chosen because his vision for the group aligns closely with the direction and ethos of the IBA. He has suggested innovative opportunities to bring some of the advantages that national wholesalers enjoy to independent wholesalers.

Initially, he will focus on meeting the IBA Membership and developing his vision. ■



A trio of changes at Templegate

Templegate Electrical Supplies has opened a new head office, a branch in Bristol and a new website, at www.templegate.co.uk



Setting an apprenticeship strategy for 2026 The EDA and its apprenticeship service and training provider partners met in London in November to shape the future of apprenticeships in the electrotechnical sector. The focus was on the EDA Apprenticeship Strategy 2026 and exploring new developments and sharing industry knowledge.

Edmundson Electrical supports BBC Children in Need DIY SOS 2025 build



On site Olympic Gold medal winning athlete Greg Rutherford, TV and radio presenter Gethin Jones, Pudsey and presenters Helen Skelton and Nick Knowles

Edmundson Electrical took part in DIY SOS 2025: The Big Build at The Joshua Tree, Cheshire, part of the BBC's annual Children in Need appeal.

The wholesaler joined forces with Electric Center to provide the on-site team with the best-quality electrical goods available.

The Joshua Tree is dedicated to supporting families affected by childhood cancers, offering tailored services for the whole family, including counselling, educational advocacy and emotional support.

Locations delivered stock on time and without a single hiccup. They were Edmundson Macclesfield, Electric Center in Crewe, Calverley Deakin (Edmundsons) in Ellesmere Port and GA Nicholas in Salford.

Edmundson Electrical thanked its suppliers – Prysmian, Hager, Dimplex UK, Ansell Lighting and Click Scolmore – that donated a range of products. ■



35 years in business MH Electrical Distributors is celebrating 35 years of trading in northwest England. The company says: 'We have built strong relationships with both customers and suppliers over the years and we couldn't run a business without both – so thank you!'

New Members and Affiliates

Three wholesaler members joined the Association from 1 November 2025 as part of the IBA Buying Group:

- **BB Electrical Wholesalers Ltd,**
- **C&S Electrical Wholesalers Ltd, and**
- **JM Electrical Wholesale.**



Also, from 1 November 2025, one independent wholesaler joined the Association:

- **Chorley Electrical Traders Limited.**



Finally, one Affiliate Member joined the EDA from 1 October last year:

- **TI Midwood & Co (TIMCO).**



Have you opened a new branch, moved to different premises, hired new recruits or collaborated on an interesting project? Do you have any news you'd like to share? Just send details – including photos – to takingstock@eda.org.uk and we'll do the rest!



EIC seeks participants for Snowdon by Night The Electrical Industries Charity (EIC) has revealed details of its Snowdon by Night Challenge, which takes place in May 2026. Snowdonia is one of only 24 international dark sky reserves in the world. The initiative invites supporters to scale Wales' highest peak overnight while raising funds for the charity's mental health, financial and crisis services offered to individuals and families across the electrical industry. Visit <https://electricalcharity.org> for more details.

SECTOR INSIGHTS:

UPDATES, PERSPECTIVES, AND RECOMMENDED READING



Guide to performance declarations

A CPA guide explains the obligations on manufacturers, importers and distributors when drawing up and providing a Declaration of Performance (DoP) for products designated as 'construction products'. It outlines what a 'construction product' is, when a DoP must be created, what it must contain, and how it should be supplied. The guide, which is supported by the OPSS, aims to make the requirements of the CPR 2011 (GB) clearer and more accessible, enabling supply chain businesses to meet their legal duties.

For distributors, it points to key obligations such as those stated in Articles 14 and 15 of EU Regulation 305/2011 (the basis of CPR 2011). Article 14 includes ensuring that a construction product is accompanied by a copy of the DoP, while Article 15 describes how distributors and others may additionally pick up manufacturer duties. ■



Insight into heating options

BEAMA has relaunched its 'What Should I Do?' publication on electrical heating and hot water solutions with a useful new 'Heat Options Matrix'.

Helpful information in the 'Options Matrix' includes typical installation costs for storage heaters, heat batteries, smart hot water cylinders and direct electric heating. It also notes that energy storage can reduce customer bills through flexible energy demand.

The publication continues to advocate government support for a wider range of electric heat and hot water technologies than heat pumps, noting that 'for up to 20% of properties' a heat pump is not the optimal low-carbon heating solution.

Finally, BEAMA continues to call for electricity price and VAT reform. ■



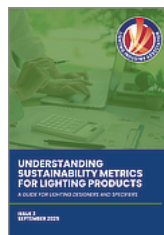
Understanding lighting sustainability data

A LIA guide for the lighting industry and clients/specifiers aims to help them understand product environmental data.

The guide covers sustainability assessment methods such as TM66, TM65.2 and Environmental Product Declarations, headlining how they can help to evaluate the environmental performance of lighting products. It also covers considerations when using these assessment tools, such as when the sustainability data in product reports should (or should not) be compared.

The guide aims to support transparency and informed decision-making, and to help align reporting practices between manufacturers and the wider industry. ■

■ Meanwhile, BSRIA has produced a new guide to the fundamentals of lighting in the built environment that covers lighting design, legislation and best practice.



How to speak to developers

The Federation of Master Builders has prepared a guide that wholesalers might like to share with many of their customers.

Becoming a Small Housing Developer is for smaller house builders in the UK. It is full of practical advice from experienced developers, lenders and industry experts.

Wholesalers who are communicating with developers and want to understand what they're doing, market to them and speak their language will benefit from this publication.

The 50-page document is the brainchild of Chris Carr, past president of the Federation of Master Builders, who has spoken at the EDA's Power It Up conference. ■

