

Seaside forum helps delegates navigate choppy UK economy

A host of industry experts were on hand at the Association's latest regional business forum in Brighton to dispense advice to EDA Wholesaler Members and Affiliate Manufacturers

More than 60 representatives from EDA businesses attended our latest forum at the Leonardo Royal Hotel in Brighton in May.

Margaret Fitzsimons, EDA Chief Executive, kicked off the day by discussing the latest UK economic and construction forecast. Then, Anne Vessey, Head of Marketing & Communications, presented the Association's latest quarterly State of the Sector Survey of Member Wholesalers and Affiliate Manufacturers.

It was a perfect event – genuinely useful presentations and a great chance to catch up with people in the industry

Delegates then split into two sessions. One, aimed at EDA affiliates, discussed effective networking. It was presented by Simon Gregg, a Business Networking Consultant with Fusion Business Catalyst.

Presentations

EDA wholesalers were treated to a series of presentations on emerging trends by representatives from ABB, Trench and Ledvance. The content of this session was driven by the wholesaler delegation

that attended the Light + Building exhibition in Frankfurt earlier this year (see Taking Stock 45).

After a short networking break, a session on legislative and regulatory changes included contributions from BEAMA on the UK Electrical Equipment Safety Regulations and the 2026 amendments to the 18th Edition Wiring Regulations; and from Wastepack on changes to packaging legislation.

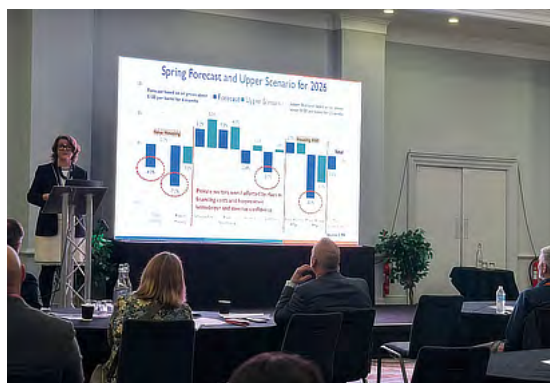
The afternoon session consisted of a choice of 'drop-in clinics' covering hot topics including training, the EDATA data pool, or the new recruitment campaign to help EDA wholesalers.

Positive reaction

Reaction from those who attended was positive. One said: 'I found the event extremely helpful, informative and reassuring. The market intelligence and performance results provided valuable insight.'

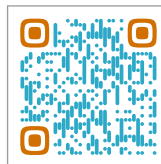
Another added: 'I liked the idea of the workshops in the afternoon.'

One delegate concluded: 'It was a worthwhile experience that provided both practical takeaways and confidence in the direction of the market.' ■



It's good to talk Forum attendees found that the presentations, along with networking with their peers (below), gave them practical advice and confidence in the direction of the market

To find out more about upcoming EDA forums, turn to page 2, or scan the QR code to visit our online events calendar.



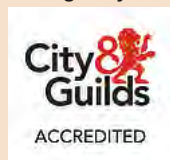
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EDA CEO attends IMELCO Convention in Budapest



Margaret Fitzsimons moderates sessions at 35th anniversary event attended by 90 independent wholesalers

City & Guilds accredits modules for eighth year running



Product Knowledge Modules get the nod from City & Guilds again after a rigorous assessment process

Find more, click less after the latest EDATA update



Changes were made in response to user feedback and suggestions from sponsors on EDATA Steering Group

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.

Thursday 9 July 2026



EDA Manufacturers' and Wholesalers' Summer Event, London
An invitation-only event.
For more information, visit www.eda.org.uk

Friday 24 July 2026

Q3 2026 Talking Shop Live Online

Industry Insight in 90 Minutes. Virtual event for EDA businesses. Held quarterly in 2026. The final Talking Shop for 2026 is on Friday 23 October. Register at www.eda.org.uk

Friday 31 July 2026

Debt, Cash Flow and Survival: What Every Business Needs to Know

EDA webinar led by accountant and business consultant Peter Hill.
Register at www.eda.org.uk

Thursday 27 August 2026

EDA Regional Business Forum, Leicester

Free for EDA wholesalers, manufacturers, solution providers and service providers.
Register at www.eda.org.uk

Tuesday 6-Friday 9 October 2026



Scottish Function 2026

Bringing together senior figures from across the industry for four days of networking and collaboration at The Gleneagles Hotel, Scotland. An invitation-only event.

For more information, visit www.eda.org.uk

Thursday 12 November 2026



Power It Up: EDA Industry Insight Conference 2026

At the Carden Park Hotel & Spa, Chester.
Register at www.eda.org.uk



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EDA Chief Executive attends IMELCO Convention 2026

CEO Margaret Fitzsimons was invited to moderate the recent IMELCO Convention in Budapest from 8-10 June.

The event marked IMELCO's 35th anniversary and was attended by 90 independent wholesale companies from as far apart as Canada and New Zealand – and many countries in between. They were joined by 20 supporting supplier partners – most of them global players.

It was an opportunity for Margaret to hear strategic thinkers share their predictions about the enormous benefits electrification will bring to the sector. The future is bright with strong growth forecast in key segments over the next five years:

- **Buildings** 3-5%
- **Utilities and renewables** 5-10%
- **Industry** 5-10%
- **Infrastructure** 5-10%

It will come as no surprise to EDA members that data centres are forecast to grow by more than

15% over that period.

Wholesalers' need for high-quality product data was also discussed including the commercial and reputational risk for them and their suppliers if this is not readily available. The emerging need for sustainability data and the burden this places on manufacturers was also tackled.

Elaine and Heather Gerrie of Gerrie Electric (Canada) had a fireside chat with Margaret about ensuring healthy third-generation succession in their growing business. There was strong emphasis on family-run businesses as business partners. This will resonate with EDA's members, who are predominantly family backed.

This important industry forum was also attended by ANEW's Samantha McFall, BEMCO's Simon and Julian Bakes, and Medlock's Ben Moore, who sits on the IMELCO Board. ■



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CEOerview

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

Once again, our quarterly newsletter is packed with updates and highlights from across our four core pillars of work: Education and Training, Digitalisation, Business Community and Industry Insight.

We greatly value the feedback we receive from members. While we are pleased that much of it is positive, we are always keen to hear your suggestions on how we can improve and provide even more meaningful support to you and your business.

Over the past few weeks, I have had the opportunity to meet with many members and affiliated members, and one topic has come up repeatedly: the value of our quarterly Talking Shop calls. As a key part of our Industry Insight programme, these sessions provide timely updates on market developments, helping businesses identify new opportunities and prepare for potential challenges.

The popularity of Talking Shop continues to grow, with more than 100 participants regularly signing up for each session. Members particularly appreciate the market forecasts and survey findings, which offer valuable perspective during what remains a highly volatile trading environment. Many have commented that it is reassuring to hear that others are facing similar challenges and to share insights on how they are responding.

You can read more about our April Talking Shop on pages 8 and 9. We are already preparing for the next session, which will take place at 11.00am on Friday 24 July. ■

DASHBOARD: A SUMMARY OF Q2 BUSINESS ACTIVITY IN NUMBERS

263	1,639	118	14	AFFILIATE SOLUTION & SERVICE PROVIDERS
WHOLESALE MEMBERS	WHOLESALE BRANCHES	AFFILIATE MANUFACTURERS		

326,187	201,411	APPLICATION PROGRAMMING INTERFACE REQUESTS FOR EDATA PRODUCT DATA IN THE PAST YEAR
SKUs LIVE IN THE EDATA DATA POOL		

ACCORDING TO OUR Q2 STATE OF THE SECTOR SURVEY...	75% OF WHOLESALERS SAID MANUFACTURERS HAD INFORMED THEM THAT PRICES WILL RISE AS A RESULT OF THE MIDDLE EAST CONFLICT	70% OF WHOLESALERS SAID THEY HAD NO CONTINGENCY PLAN TO DEAL WITH PRICE VOLATILITY
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13,386	8	25
EDA PRODUCT KNOWLEDGE MODULES ORDERED SINCE THEY WERE LAUNCHED	CONSECUTIVE YEARS OF ACCREDITATION FROM CITY & GUILDS FOR PRODUCT KNOWLEDGE MODULES	CPD-ACCREDITED 30 MINUTE MASTERCLASS E-COURSES ON THE EDA ACADEMY

Product Knowledge Modules retain City & Guilds Accreditation for eighth year running



In May, the EDA successfully retained City & Guilds Accredited Programme status for its 12 Product Knowledge Modules for the eighth consecutive year.

The annual City & Guilds assessment praised the programme's delivery model as 'accessible, adaptable and clearly communicated', highlighting its 'systematic and well-documented approach' to maintaining quality

and consistency.

Margaret Fitzsimons, CEO at the EDA, said: 'City & Guilds Accreditation gives our training modules real prestige and we have to go through a rigorous assessment process every year to retain our status. It's a stressful time for Tracy Hewett, our Head of Education and Training, but we believe it's worth it because of the credibility and confidence it gives to

us and to the businesses who use the modules.

'The EDA Product Knowledge Programme has become a benchmark for technical learning within the sector, helping both new recruits and experienced employees build confidence and strengthen their understanding of products, systems and applications. As the electrical industry continues to evolve at pace, the programme remains a vital investment in workforce development across the UK electrical wholesale sector.'

She added: 'At the end of 2025, the module programme also received its second Princess Royal Training Award, and this latest recognition further endorses the quality of the training we provide.

In 2025, employees across EDA member businesses throughout the UK completed more than 1,400 modules. ■



Get up to speed on workplace safety with free online courses

Two new free online training courses, Fire Safety Awareness and Health and Safety Awareness, are available through the EDA Workplace Essentials programme in The EDA Academy, the Association's dedicated e-learning portal.

Designed for the electrical wholesale sector, EDA Workplace Essentials gives businesses access to high-quality training that would typically come at a significant cost. The courses are available on demand with no pre-booking, can be completed in 30-40 minutes. They include an end-of-course quiz and a downloadable personalised certificate.

The **Health and Safety Awareness** course highlights the

real-world risks faced every day in electrical wholesale environments. From busy warehouses and moving vehicles to heavy lifting and electrical equipment, hazards can easily be overlooked in fast-paced workplaces. The course explains how risks can be identified, controlled and reported, while reinforcing the responsibility every employee and employer has under UK health and safety law.

Alongside this, the **Fire Safety Awareness** course focuses on the specific fire risks associated with electrical wholesaling, including combustible packaging, lithium batteries, cable reels and high-value stock. It stresses the importance of prevention,

emergency response and legal compliance while underlining the severe consequences of failing to meet fire safety obligations. ■

For more information, visit https://bit.ly/Workplace_Essentials



Online courses
Learn about your health and safety obligations



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Invite your team to take the...



You have experienced industry professionals in your business and on your trade counter.

- They know the customers.
- They know the products.
- They know the trade.

Biggest asset
That experience is your branch's biggest asset. But new regulations and innovations move faster than ever. We believe your team is the best in the business. But are they

sharper than our latest module? They have experience, but are they up to date?

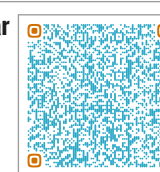
The Challenge
Encourage your customer-facing teams to test their knowledge in their next coffee break.

Scan the QR codes for the answers to the questions. How did they do? If there are gaps in their knowledge, it could be time to unlock the EDA Product Modules. ■

Visit https://bit.ly/UnlockEDA_Modules

Distribution, Switchgear & Protection

Answer the questions and then scan the QR code to check your answers



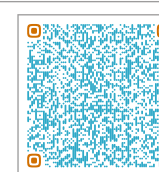
QUESTION 1 A contractor is buying kit for a project where they are working on converting a big house into flats. They ask for three phase and single phase boards with an array of 10kA and 6kA RCBOs throughout. What do you need to advise them?

QUESTION 2 A customer comes in complaining that they are getting called back to the fitout of a workshop where welding gear keeps tripping the Type C breaker. They demand a Type D as a straight swap to 'fix' the problem. What guidance do you need to give the customer?

QUESTION 3 A contractor is picking up a distribution board and mentions that they are going to bring the cables in through the top. They say that they are just going to cut a large slot and not bother with glands or grommets because it's high up and nobody will see it. What critical safety rule do you need to quote to them?

Cables and Cable Management

Answer the questions and then scan the QR code to check your answers



QUESTION 1 A contractor is buying 2.5mm² Twin and Earth for a standard 32A power circuit. They mention that they are going to be 'doing it right' by burying the cable deep under 100mm² of thermal insulation in a loft to keep it protected. What is the issue?

QUESTION 2 A customer comes in asking for LSF cable for a new school project because the spec requires 'safe cables in case of fire'. You have LSF in stock, but you also have LS0H. Which do you sell them?

QUESTION 3 A contractor is buying a 50-metre drum of 4-core 25mm² SWA cable which has a diameter of 30mm and they need a plastic adaptable box to terminate it in. They plan to bring the cable in through the side of the box and 'force a tight 90-degree bend' to keep the installation looking compact. What is the minimum bending radius and what are the consequences of bending into a tighter bend? What dimensions should the adaptable box have?

Nikki Hunt joins the EDA team

The latest recruit to the EDA's training team has been working with the Association since 2018 as a consultant. Nikki Hunt is now a permanent member of staff who will work across all the pillars of the business with focus on the training and

finance departments.

She says the most common misconception she has come across is that online product knowledge training is just for beginners. 'This is not the case,' she says, 'as they are continually being updated with

new information.'

She recommends that branch managers who want to encourage their teams to use the EDA's Product Knowledge Modules should email training@eda.org.uk, or call one of the numbers below. ■

NEWS IN BRIEF

Sign up for the latest 30 Minute Masterclass E-Courses

Three new free E-Courses have been added to the 22 in The EDA Academy: Lighting the Way: Mastering Emergency Illumination Standards, delivered by Deta; Unpacking AC Charging and Complete EV Solutions, delivered by Schneider Electric; and Compliance, Confidence, Competitive Edge, a briefing for EDA Wholesalers on April's 4th Amendment to the 18th Edition Wiring Regulations and new Emergency Lighting rules, delivered by ECA and BEAMA.

Contact the training team (details below) for more information.

Time to consider an apprenticeship

Apprenticeships are a cost-effective way to develop your workforce. For staff under 24, training is fully funded, and employers can reclaim employer National Insurance contributions for the duration of the programme. The EDA Apprenticeship Hosted Service provides support with recruitment, onboarding and employment.

Contact the training team (details below) for more information.

Updates to The EDA Academy

The EDA Academy has refreshed its online dashboard, making it easier to access suggested learning materials, along with relevant news and events. The EDA Academy is a practical way for teams to build knowledge and confidence. The platform supports ongoing development and helps meet the changing needs of the workforce.



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EDATA update finds what you need with fewer clicks

The latest updates to the EDATA user experience (UX) make it easier for wholesalers to find what they need with fewer mouse clicks.

The changes were made in response to user feedback and suggestions from wholesaler and manufacturer sponsors on the EDATA Steering Group.

Obsolete products

Previously, all products were shown in search results, even if they were obsolete. Now there is an option to toggle whether obsolete products are shown.

A 'Show obsolete products in search results' checkbox has been added. It is unchecked by default when a user logs in, so no obsolete products are shown, and this is reflected in all product counts shown on the page, and in exports.

Powerfind

EDATA now maintains a search history, making it easier for users to repeat a search. Saved searches are shown in the drop-down menu that appears when users click in the search box.

Also, search results in the drop-down now display key information fields – brand, manufacturer's part number, short description, alternative part number, GTIN and status – along with a thumbnail image. Search ratings now give more weight to brand, manufacturer's part number and description.

Reverse search

In the Product Details page, the family, range and ETIM Class values are now hyperlinks. Click on one and the reverse search option will display products from the same manufacturer that share the same family, range or Class.

Among other improvements, it is now possible to create multiple logins for a single company based on a wholesaler-specific validation code. Wholesalers interested in this should contact the EDATA team (*details below*). ■

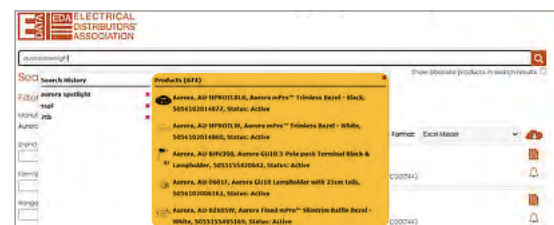
Toggle obsolete products Just click in the checkbox



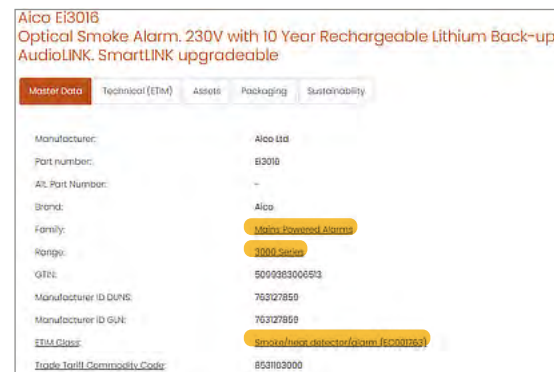
Search history Repeat earlier product searches with ease



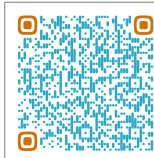
More info Key product information is shown in the dropdown results menu



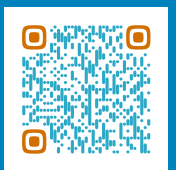
Into reverse Click on the hyperlinks to see similar products from the same manufacturer



Playlist Scan the code below to view a short series of explanatory videos about the EDATA data pool



To find out more about these EDATA UX upgrades that are designed to help EDA wholesalers find products faster and in fewer clicks, scan the QR code to watch a YouTube video of the latest and greatest version of the data pool in action.



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Digital sales channels in wholesaling

The EDA's second survey into digitalisation in the UK electrical wholesale sector reveals a mixed picture. Looking specifically at digital sales channels the results are shown in the graphs.

The proportion of wholesalers offering digital facilities to their customers has grown since the 2022 survey although growth is comparatively small. Forty-two per cent of wholesalers now have an e-commerce enabled B2B website compared with 35% in 2022.

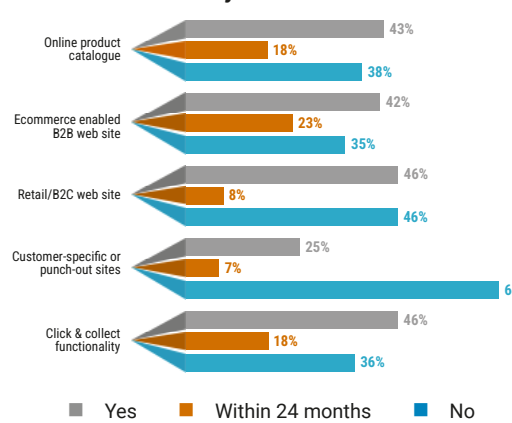
Unsurprisingly, a greater range of digital sales options is offered by medium/large wholesalers. Eighty-seven per cent of medium/large wholesalers have, or intend to introduce, an e-commerce enabled B2B website compared with 44% of small wholesalers.

Punch-out

The proportion of wholesalers offering customer-specific or punch-out sites has almost doubled since 2022. This is more widely used among medium/large (39%) than small wholesalers (15%).

The proportion of sales through digital/online channels has changed very little since 2022. However, the expectation that this will grow over the next five years has risen sharply, with 39% now expecting the volume to more than double compared with 13% in the previous survey. That said, there is a strong feeling that customers still value the face-to-face interaction with their wholesaler.

Which of these do you offer or intend to offer?



As expected, the number of wholesalers sourcing data for their websites from EDATA has grown considerably. However, there is a strong feeling that it needs to contain more suppliers, perhaps double the existing tally. We will be looking to substantially increase the rate of onboarding over the next year. ■

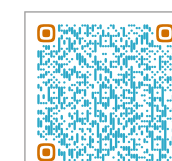
Thanks to these EDA Affiliates for sponsoring our latest EDA Digitalisation Survey



Business to Business e-Solutions



You can download a PDF copy of the EDA Digitalisation Survey 2026, or request a printed copy, from our website – scan the QR code below



NEWS IN BRIEF

Extra data for EDATA

EDATA includes Country of Origin and Commodity Codes for import and export reporting. Manufacturers who have this data available should contact Javier Garcia (*details below*) or speak to Julie Houghton in your next regular catch-up meeting.

ETIM 11.0 due in December

Submissions for ETIM 11.0 are now closed and all requests for change (RFCs) will be assessed before inclusion in ETIM 11.0. More than 50 RFCs have been submitted, double the total from previous releases. We are collating enhancement requests for future versions. If you are using ETIM to classify your products and have ideas for improvements, contact phil.thompson@etim-uk-and-ie.org

Save the date: Digitalisation Forum & Data Quality Awards

Next year's Digitalisation Forum & Data Quality Awards are scheduled for Wednesday 24 February 2027 at the America Square Conference Centre, London EC3. More soon...

Schneider Electric strengthens its commitment to ETIM and EDATA

In May, George Brickwood, Regional Director – European Operations at EDA Affiliate Manufacturer Schneider Electric, joined the ETIM UK and Ireland Board, replacing Nico van der Merwe of Signify (Philips Lighting), who recently stepped down.

This latest appointment further strengthens Schneider Electric's longstanding commitment to industry data



George Brickwood
Helping businesses engage with the ETIM standard

standards and digital transformation. In addition to its representation on the ETIM UK and Ireland Board, Schneider Electric continues to sponsor the EDATA

data pool and was one of its founding partners when the initiative launched in 2020.

The ETIM data standard sits at the heart of the EDATA data pool, providing the common classification and attribute structure that enables the consistent exchange of high-quality product information between manufacturers and their wholesaler customers. ■

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Middle East conflict casts gloom over quarterly meeting

Faraway conflict has knock-on effect on raw materials prices and availability, transport costs, shipping delays and consumer confidence

Margaret Fitzsimons, CEO of the EDA, kicked off this quarter's Talking Shop by setting out the gloomy economic background to the meeting.

The consequences of the Middle East conflict, in particular its effect on fuel prices, was the most significant factor for most EDA members and affiliates. When the Association spoke to them several weeks before the meeting, their mood was fairly positive. The feeling was that lessons had been learned from COVID and that manufacturers and wholesalers had built resilience into the supply chain. Manufacturers said they were absorbing increases in transport and raw materials costs.

Raw materials

To add to industry's woes, raw material prices are rocketing. Copper prices are at an all-time high, driven by demand for electric vehicles, wind turbines, solar panels, data centres and grid upgrades. New mines are needed to increase supply, but they will take years to come online. Silver – used in switches, contacts and circuit protection components – has increased in price, as has brass and sheet metal, used in enclosures.

Many electrotechnical products depend on oil-derived materials – such as PVC cable insulation, plastic conduit and trunking, electrical enclosures and wiring accessories. A sustained increase in oil prices would feed into material costs over time.

“Many products depend on oil-derived materials”

Transparency about delays, price increases or surcharges is crucial to enable each step in the supply chain to plan, to share with customers and build long-term trust. In fact, this could be an opportunity to build better long-term relationships.

UK steel strategy

In March, to the surprise of the supply chain, the Government published a steel strategy to protect the UK steel industry. The 72-page document sets out a reduction of 60% in tariff-free quotas from July 2026 – anything that exceeds that quota will have a 50% tariff imposed.

The result is likely to be reduced competition and pricing pressure. There's already been a 10-12% price increase because of

panic buying. Also, lead times are likely to increase because the sector depends on a small number of UK steel mills.

UK steel is currently four times more carbon intensive than EU products, so this change could undermine the Government's own low carbon targets for buildings.

Industry is talking with ministers in an attempt to have the changes introduced gradually.

Construction industry forecasts

Professor Noble Francis, Economics Director at the Construction Products Association (CPA), did not attend this quarter's Talking Shop, so it was left to Margaret Fitzsimons to summarise the findings in the CPA's latest quarterly construction forecast.

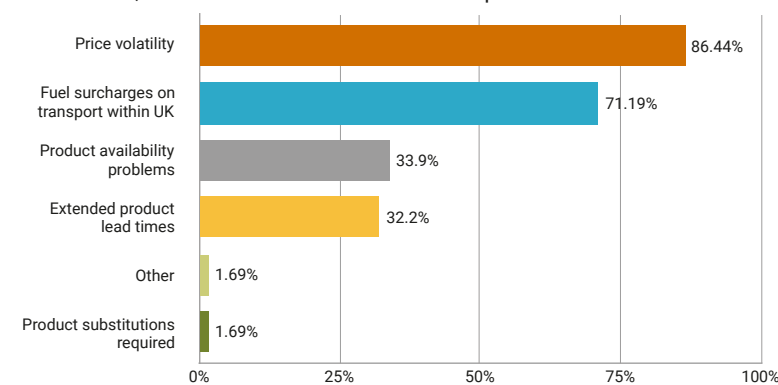
Again, the conflict in the Middle East dominates. In its winter forecast, the CPA said new private housing, which represents over 20% of the construction sector, would grow by 1.5% – now it is forecast to decline by up to 7%. Margaret Fitzsimons described this as 'pretty disastrous'.

Similarly, private housing repair, maintenance and improvements is forecast to fall by up to 8% – it was previously expected to fall by 1%.

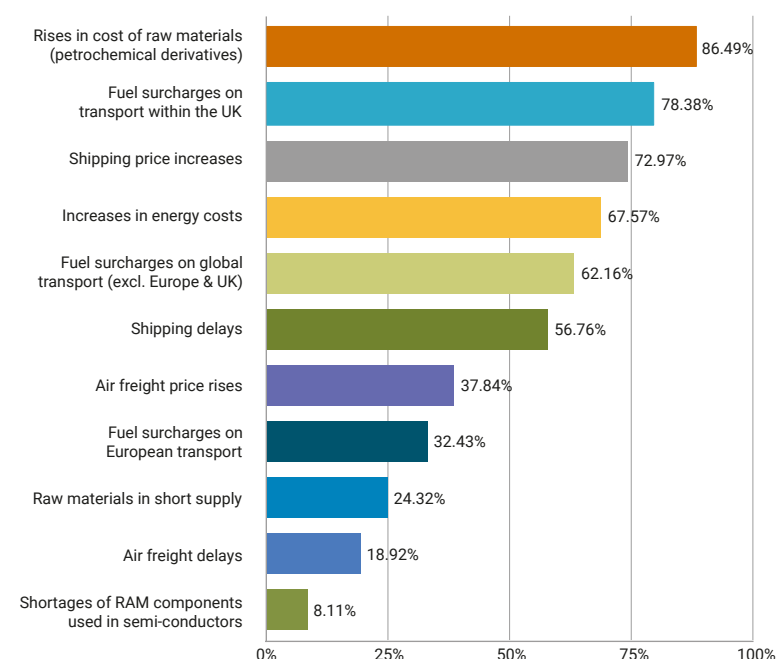
Interest rate rises are now expected this year rather than falls, denting homeowner confidence. The CPA expects insolvencies among housebuilders, specialist contractors and merchants. (Turn to page 12 for more about the CPA's forecast, and to get a free copy.)

The state of the sector

Next, Anne Vessey, Head of Marketing and Communications at the EDA, presented the results of the EDA State of the Sector Survey



Wholesalers What have you experienced as a result of the conflict in the Middle East?



Manufacturers What have you experienced as a result of the conflict in the Middle East?

for the second quarter of 2026. As ever, the response rate was good – 29% among wholesalers and 35% among manufacturers.

Wholesalers were asked to compare their turnover in the first quarter of 2026 with that in Q1 2025. Sixty-four per cent said turnover was up, 35% said by 11% or more. Comparing the past two quarters, 67% said turnover was up, 37% by 11% or more.

Among manufacturers, 59% said turnover was up between Q1 2025 and Q1 2026, 30% said it was up 11% or more. Sixty-three per cent said turnover had increased between Q4 2025 and Q1 2026, 23% said by 11% or more.

Considering turnover in particular sectors, the industrial, commercial and infrastructure sectors displayed the greatest growth for wholesalers. For manufacturers, the order was slightly altered – commercial, infrastructure, then industrial – with slightly fewer respondents reporting a growth in turnover.

Wholesalers and manufacturers were asked about their five most pressing challenges. The top concern for both was increasing overheads, followed by,

inevitably, the Middle East conflict, and then a general downturn in market demand. Fourth for wholesalers was difficulty in attracting, recruiting and retaining staff; for manufacturers it was a slowdown in traditional market segments. Fifth for both was project delays.

“Private housing is now forecast to decline by 7%, and that's pretty disastrous”

When asked specifically about what they had experienced as a result of the crisis in the Middle East, over 86% of wholesalers cited price volatility. Just over 70% mentioned fuel charges on transport in the UK. The remaining problems are in the bar chart (left).

The rising cost of raw materials was manufacturers' chief concern. We asked which raw materials were most at risk or already in short supply. Steel; electronics; oil, essential for production of PVC and plastics; and particularly tungsten were among the materials mentioned. Tungsten is widely used in defence.

Manufacturers said the products most likely to be affected

by these shortages are lighting sources, systems and controls (40.63%); wiring devices and controls (21.88%); and distribution, switchgear and protection products (21.88%).

Three-quarters of wholesalers said they had been informed by their suppliers that prices will be going up as a result of the conflict.

The 30% or so of wholesalers that had contingency plans to deal with the price increases cited bulk ordering fast-moving lines before the increases, buying more of certain stock to hold margin in future, and raising their own prices.

Wholesalers said rising costs posed the biggest risk to their businesses, followed by shortages in the supply chain and increased lead times. Market uncertainty as a result of the conflict was also frequently mentioned.

Returning to business as a whole, 72% of wholesalers and 74% of manufacturers expected an increase in sales.

Construction products reform

Finally, Paul Reeve, Special Adviser to the EDA, described the Construction Products Reform White Paper, which sets out the Government's plans to overhaul the construction product supply chain in the wake of the Grenfell disaster.

For construction products not covered by a designated standard or technical assessment, there will be a 'general safety requirement' (GSR) – a major subset of the proposals in the White Paper.

Manufacturers have many obligations in the White Paper, but GSR obligations for distributors include:

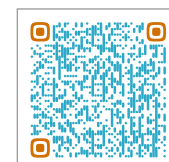
- verifying manufacturers have met their GSR product information requirements,
 - ensuring correct CP information is given to product users, and
 - retaining customer information for traceability.
- A consultation on the White Paper and the GSR has finished. Turn to page 12 and scan the QR code to read the EDA's response. ■



Surprise The Government's steel strategy document



Debt, Cash Flow and Survival: What Every Business Needs to Know
Good fiscal control is essential in uncertain times. This virtual seminar for EDA businesses by accountant and business consultant Peter Hill is on 31 July. It will cover funding management, debt control, spotting bad debts early and good financial reporting. Scan the QR code for more information.



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EDA COMMUNITY

Snowdon night climb raises over £35,000 for charity



In May, a team of 46 climbers conquered Mount Snowdon in the dark, raising over £35,000 for the Electrical Industries Charity (EIC). The team set off at 1.30am in darkness and rain, head torches at the ready and prepared to take on the tallest mountain in Wales.

Jon Chamberlain from Marshall-Tufflex and Adrian Frearson from Dereck Frearson Agencies reached the peak. 'We

wanted to give back to the charity after the charity does everything for our industry,' Jon said.

Stephen Jerram from Schneider Electric said: 'I primarily did this to challenge myself and also support the EIC.'

The EIC and the climbers would like to thank flag sponsors H&S Electrical Wholesalers, Schneider Electric, WAGO, YESSS Electrical; and breakfast sponsor C.K. Tools. ■

Top of the world
Jon Chamberlain from Marshall-Tufflex and Adrian Frearson from Dereck Frearson Agencies reached the peak



CEF at 75: The people behind the business

CEF is celebrating 75 years in business. From Tom Mackie's first branch in Coventry in 1951 to a national network of nearly 400 locations today, the company says it has been built on relationships – with its team members, suppliers and customers.



CEF says its teams are the heartbeat of the company, combining local knowledge, expertise, strong relationships and practical support, backed up by a national business.

Collaborations with innovative suppliers have helped CEF evolve and deliver quality solutions. Its customers – electricians, contractors and trade businesses – have pushed it to improve, adapt and grow.

'Together,' says the company, 'they represent the living legacy of CEF and the foundation for everything still to come.' ■

New members and affiliates

One Click LCA is the latest Service Provider to join the EDA from 1 May 2026.



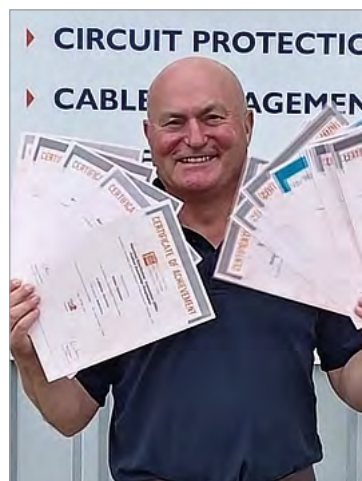
Two dozen modules completed

Simon Coleman of KEW Electrical in Poole and **Madison Davies** of Midshires Electrical & Lighting Ltd have each completed all 12 of the EDA's Product Knowledge Modules.

Simon has more than 20 years' experience in electrical wholesaling and works in trade counter and internal sales. He

completed all the modules in his own time and says he learned something from each one.

Madison Davies recently completed her apprenticeship and completed 12 EDA Modules with distinction. She was at the EDA's Learning Achievement Awards event at The Shard this year (see Taking Stock issue 45). ■



Simon Coleman ...with a clutch of certificates



Madison Davies ... also completed an apprenticeship

Do you have any news you'd like to share with the electrical wholesaling community? We'd love to hear from you. Email takingstock@eda.org.uk

In memoriam – Roy Henry

The EDA is sad to announce the death of former Association President, Roy Henry who died on 10th May 2026 aged 89. Roy Henry, lived what he described as 'a good and full life.' Born in Birmingham in 1937, Roy's career began modestly with grocery deliveries and newspaper rounds before joining the Midlands Electricity Board and later moving into electrical wholesaling. In 1980, alongside his family, he founded Eldis Electrical Distributors, building it into a highly respected independent business. To raise the profile of his business Roy joined the AWEBB Buying Group and the EWF (the precursor of the EDA) and was immensely proud to become the last President of the EWF and the first President of the EDA, representing an industry he loved throughout his life.

Known for his determination, entrepreneurial spirit, generosity and humour, he inspired colleagues, friends and family alike. Together with his wife Jan, who played a central role in the business, Roy also dedicated time to charitable work, including fundraising events for the EEIBA (which became the



Electrical Industries Charity). He will be remembered not only for his contribution to the electrical industry, but also for his warmth, resilience and enduring zest for life. Roy is survived by his wife Jan, three sons and seven grandchildren.

RIP Roy Henry, 26 April 1937 to 10 May 2026.

The picture shows Roy Henry receiving his EDA Past President Badge from Tom Jones, former President of the EDA, at the Summer Event in 2015.

Sportsmans' Dinner 2026

On 7 May, 107 industry peers from across Scotland's electrical sector attended the popular annual Sportsmans' Dinner in Glasgow organised by the EDA Scottish Section.



This year's special guest was John Barclay (*in picture, above*), former Scotland rugby captain and 76-cap international player. Now a respected keynote speaker, John shared insights on leadership, resilience and high-performance teams. ■

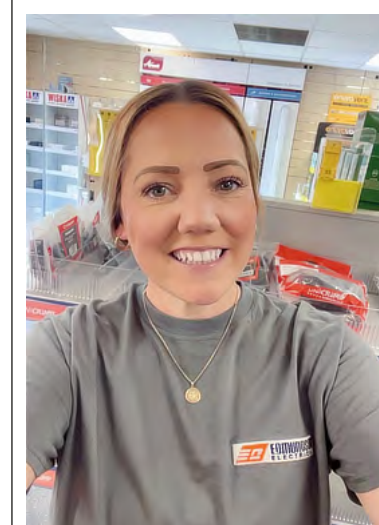


Selfie time In good company, here's Johanne Stimson of ThermoSphere with Alan Frazer of Deta (*left*) and Billy McDonald of BEMCO (*right*).



Taste of success
Darren with his trophy after completing the 26.2-mile run

Going the Extra Mile for the EIC Darren House of Grant & Stone Ltd and Mark Lambert of AWEBB completed the 2026 London Marathon on 26 April, raising funds for the Electrical Industries Charity (EIC). They were joined by Neil Crook, also of AWEBB. This year's challenge has special significance as AWEBB celebrates its 50th anniversary, and the runners have a target to raise £50,000 for the EIC this year. The trio have already raised £19,400 from 90 donors. If you'd like to support the work of the EIC for people across our industry, donations are still open. Scan the QR code (*left*) to give or find out how you can support an EIC case directly. ■



Cheers to 22 years Victoria Boise has worked in electrical wholesaling for 22 years. She says she works with wonderful colleagues and suppliers at the Southampton branch of Edmundson Electrical, 'but most importantly, I have the most amazing customers'.

SECTOR INSIGHTS:

UPDATES, PERSPECTIVES, AND RECOMMENDED READING



EDA responds to product White Paper

The EDA has responded to the Government's 'Construction Products Reform White Paper' and supporting 'GSR' consultation.

The White Paper outlined the aim of aligning the UK regulatory regime for construction products (CPs) covered by designated standards or technical assessment with EU-CPR 2024. It further proposed that CPs not covered by the above will be covered by a 'General Safety Requirement' (GSR). Overall, the proposed regulatory regime will place obligations on manufacturers, distributors and others, with further requirements for CPs classed as 'critical to safe construction'.

Regarding product information, the government wants manufacturers and others (notably distributors) to 'provide clear, accessible (digital) information to users'. While manufacturers would have primary product information duties under the proposed GSR, importers and distributors would need to check that these GSR duties have been met.

The EDA's response highlights the EDATA data pool as a potential industry data solution. ■



Construction activity set to fall

The Construction Products Association expects construction output to fall by 2.5% in 2026, notably due to the Middle East conflict. It points to a 'sharp, unprecedented downward revision' to its previous forecast, with price rises a significant concern.

Private housing output is forecast to fall by 7.0% in 2026, while private housing RM&I is forecast to fall by 8.0% – a figure partially offset by homeowner investment in energy measures such as 'solar PV and heat pumps'.

However, 2026 growth is 'still expected in infrastructure, despite the uncertain cost environment' – notably in energy generation and distribution. Further, output is still projected to rise by 1.2% in 2027, although the risks to this happening 'remain heavily on the downside'. ■

EDA Member businesses can request the full CPA industry forecast free (CPA's cover price is £250). Email diana.gaina@eda.org.uk

Guide to BS 7671 4th amendment

Electrical Safety First (ESF) has produced a 'pocketbook guide' to the 2026 Amendment 4 to BS 7671: 2018 (the 18th edition of the 'Wiring Regulations'). The guide relates to domestic installations and provides useful information for designers, installers and inspectors by outlining what has changed and why it matters in practice.

Amendment 4 to BS 7671 reflects rapid change in how domestic electricity is generated, stored and used. Domestic installations increasingly include EV charging, battery storage, PV systems and ICT infrastructure, which all introduce design considerations.

The guide (which does not replace BS 7671, manufacturer instructions, or engineering judgement) covers the key changes under the following headings:

- supply characteristics, earthing and installation structure;
- fire safety, thermal effects and escape routes;
- protection, coordination and wiring systems;
- low-carbon technologies (including new BS 7671 chapters); and
- isolation, inspection, testing and reporting. ■



Arc fault mitigation in LV assemblies

BEAMA has issued a guide on the potential causes of internal arcing faults in low-voltage (LV) assemblies.

Due to the nature and unpredictability of these faults, the guide emphasises there is no single route to providing universal, effective arc fault mitigation. Determining the best measures to limit the effects of an arcing fault requires detailed consideration of installation conditions, the likely cause of such a fault, and the consequences.

As such, the guide outlines several potential options for reducing the likelihood and/or impact of an arcing fault. The aim is to help specifiers determine the best approach to mitigation for their specific application.

Arc Fault Detection Devices (AFDDs) to BS EN 62606 are covered in a separate BEAMA Guide to AFDDs. ■

