

YEARBOOK 2026

- The enduring power of the electrical wholesaler
- “The Future is Electric, Come Join Us”
 - resources toolkit to help you recruit and retain top talent
- Our four pillars of support for your business explained
 - ① Business Community
 - ② Industry Insight
 - ③ Education & Training
 - ④ Digitalisation
- EDA Member & Affiliate Directories and Listings



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YEARBOOK 2026



Wholesalers: the essential link in the supply chain





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President's Welcome



Welcome to the latest edition of the EDA Yearbook.

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

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

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

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

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

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

EDA Board of Management

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



EDA PRESIDENT

David Moore
Medlock Electrical Distributors
Representing ANEW



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



Tom Barton
Edmundson Electrical Ltd



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Representing Fegime UK



Martin Sutcliffe
Stearn Electric Co. Ltd

A word from the CEO



Welcome to the EDA's 2026 Yearbook



Welcome to the EDA Yearbook 2026, highlighting the work of the Association and our services to members and affiliates.

The EDA has always offered a strong events calendar, providing opportunities to come together to share information, celebrate and reward excellence, and – importantly – build stronger relationships across our sector and the first quarter of 2026 was no exception: our annual Digitalisation Forum & Data Quality Awards, our flagship Annual Awards Dinner, the Learning Achievement Awards lunch, and a visit to Frankfurt for the huge and inspiring Light+Building exhibition.

As 2026 unfolds, there will be other opportunities too, not least of which includes our third large-scale biennial conference: Power It Up: EDA Industry Insight Conference, Thursday 12 November in Chester. Please put that date in your diary.

Also with a mind to the future, the Association has recently launched a major campaign to help EDA Wholesaler Members recruit the next generation of talent: **The Future is Electric, Come Join Us** is a large toolkit of resources which has already been promoted widely. If you haven't yet logged into the toolkit, turn to pages 14-17 to find out how your business can attract the best pool of talent.

This Yearbook also includes comprehensive listings of our wholesaler members and affiliate manufacturers, service providers, and solution providers. These listings reflect the strength and

breadth of the electrical supply chain and underline the importance of collaboration across our sector. While our industry continues to evolve with new technologies, digital systems and changing customer expectations, the traditional electrical wholesale channel remains as relevant as ever. Built on trusted relationships, technical expertise and local service, supply chain partnerships continue to play a vital role in supporting contractors and customers across the UK. By working together - sharing knowledge, supporting innovation and maintaining strong trading relationships - we can ensure this channel continues to thrive and adapt for the future.

On a personal note, after many rewarding years as Chief Executive of the EDA, I will be taking on a new challenge in the shape of a part-time executive position. This role will enable me to continue to support the Association's strategic direction and the important work we do on behalf of our members, whilst handing over to a new CEO who will lead the EDA into its next chapter.

In the meantime, thank you to all our members and affiliates for your continued support of the EDA and for your contribution to this publication.

Margaret Fitzsimons
Chief Executive

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

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



Special mentions must go to:

Education and Training Ambassadors

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

Affiliate Manufacturer Insight Group

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

State of the Sector Survey Group

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

Product Knowledge Module Working Groups

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

ETIM Working Groups

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

Apprenticeship Trailblazer Groups

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

EDATA Steering Group and EDA Data Services Board

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

ETIM UK and Ireland Board

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

Construction faces a two-speed recovery as cost pressures and public investment reshape the market

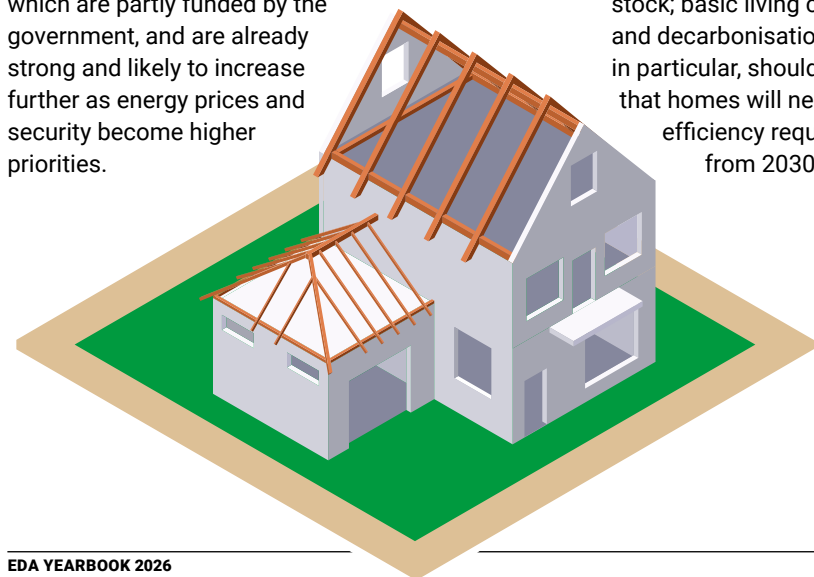
Across six major construction sectors, Professor Noble Francis, Economics Director at the Construction Products Association (CPA) shares his view of the trends, pressures and investment drivers set to shape UK construction activity. From slowing private housing demand and cautious commercial investment to accelerating infrastructure and public-sector spending, the UK construction market is entering a period of uneven growth. Rising costs, planning delays and geopolitical uncertainty continue to weigh on activity, while energy, retrofit and major public investment programmes offer the sector its strongest opportunities through 2026 and beyond.

Private Housing

The last two years have certainly been challenging for house builders, with affordability the key constraint, which is unlikely to be helped in the second half of this year by mortgage rate rises since the Middle East conflict. The conflict is also likely to lead to double-digit product cost inflation, which will exacerbate house builders' site viability problems in 2026 H2.

SME house builders continue to face planning delays and site viability problems. Plus, they are likely to be more affected than the majors by subdued demand and cost inflation. Activity in January and February was affected by persistent rain, and although conditions have been considerably better in Q2, we expect demand to slow in the second half of the year. Overall, private new housing is expected to decline by 7% this year.

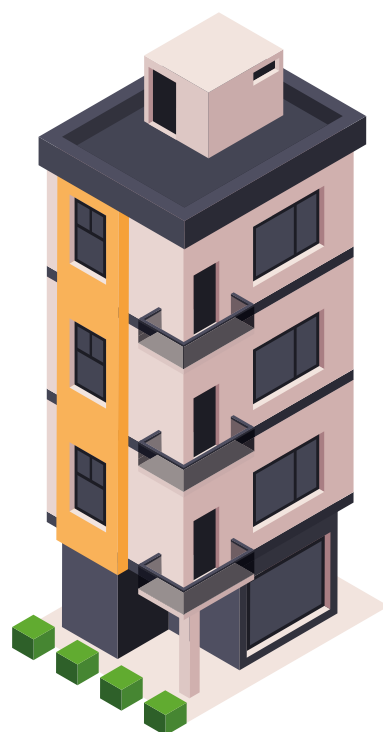
Private housing RM&I remains subdued, as homeowners with available finance have chosen to save rather than spend on large discretionary items such as home improvements, and activity is forecast to fall by 8%. The exception to this continues to be activities such as solar PV and heat pumps, which are partly funded by the government, and are already strong and likely to increase further as energy prices and security become higher priorities.



Public Housing

In the long-term, public house building should benefit from the government's £39 billion Social and Affordable Homes Programme, which started in April. However, near-term, finance is initially likely to be slow to come through. We are not expecting activity down on the ground from it until the end of this year or, more likely, the start of next year as there are no set grant rates, so everything will be determined on a case-by-case basis, government is expecting 60% of the new homes to be social housing, requiring extra grant, and the funding cannot be used for S106 buying homes. We are expecting public house building to fall by 4% in 2026. Public housing rm&i is likely to be a greater driver of growth, with 2% growth forecast for this year.

Housing associations and councils continue to focus constrained finances on their existing building stock; basic living conditions, fire safety remediation and decarbonisation. Energy-efficiency retrofit, in particular, should benefit medium-term, given that homes will need to meet minimum-energy efficiency requirements to be able to be let out, from 2030.



Public Non-housing

Public non-housing primarily covers government spending in education, health, defence and justice.

Activity is set to see growth both this year and over the whole forecast period. The government has large increases in medium-term capital investment pencilled across its departments, although this may be partially constrained by government's persistently poor record of programme delivery and cost increases, the latter leading to value being spent but industry not seeing the volume at the end.

Activity on the Schools Rebuilding Programme and the New Hospital Programme both appear to be accelerating.

An increase in funding for defence, including military housing in new build and refurbishment, should also ensure growth. In addition, urgently needed expansions of prison, probation, and court capacity should also lead to increased sector activity.

Overall, public non-housing is set to rise by 3.3% in 2026, with growth accelerating over the subsequent two years.

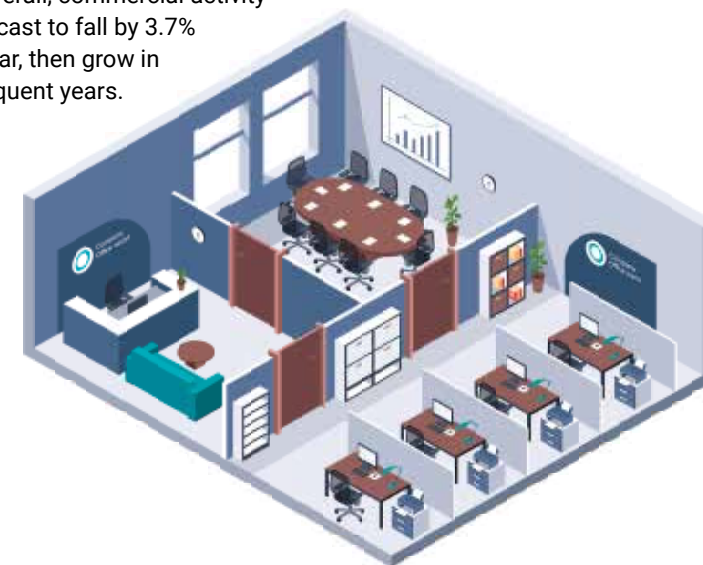
Commercial

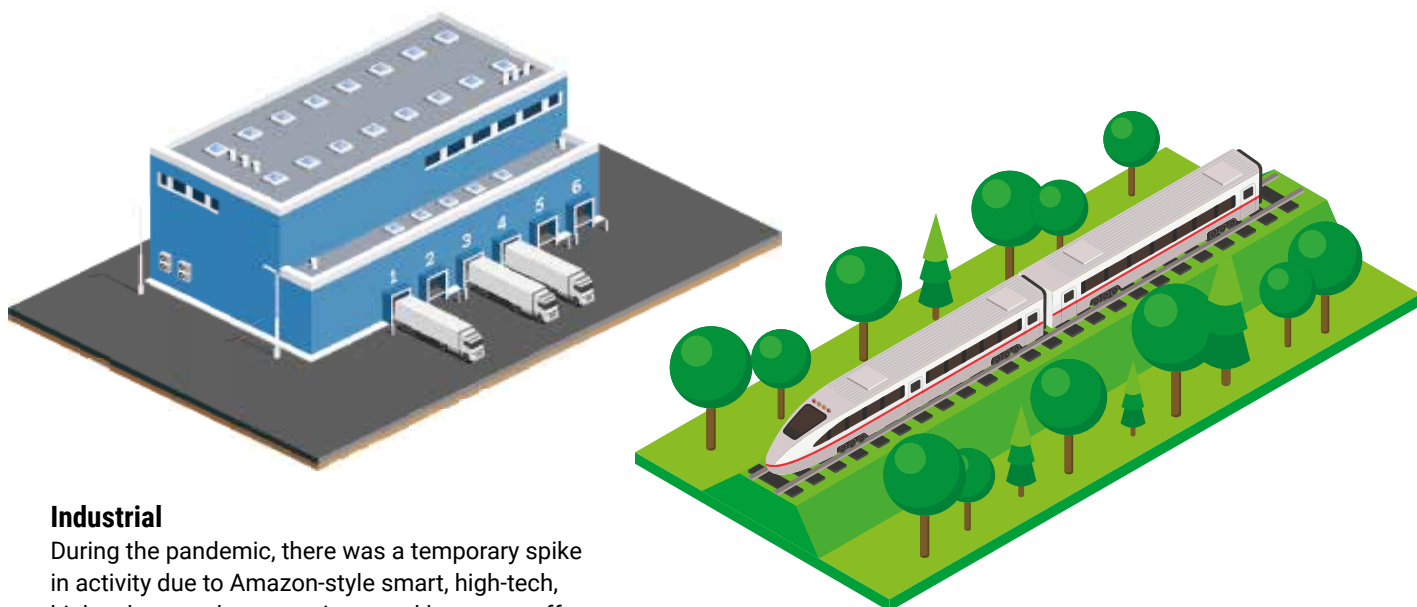
Since the pandemic and greater working from home, there has been a structural shift in commercial demand towards grade A quality commercial space, a 'flight to quality'. As a result, demand and activity for small high-end, high-value refurbishment and fit-out remain strong, although clients are becoming more cost-conscious as construction and finance costs rise. These cost rises remain a very big issue for new-build commercial and larger 'back-to-frame' refurbishment projects, the type of projects that historically dominated the sector, worth between £100-300 million each.

Projects that have not already started are likely to see investors and developers push back as they adopt a 'wait-and-see' attitude amid increased uncertainty and risk, especially in light of recent heightened economic and geopolitical risk.

Student accommodation investment remains strong, but projects are increasingly affected by delays at the Building Safety Regulator and site viability issues. Some high-profile universities continue to invest in facilities to attract international students, but this has been offset by other universities where financial pressures mean that the focus is on cuts to courses and staff, not investment.

Overall, commercial activity is forecast to fall by 3.7% this year, then grow in subsequent years.





Industrial

During the pandemic, there was a temporary spike in activity due to Amazon-style smart, high-tech, high-value warehouse projects and large one-off investments from manufacturers that were capacity-constrained and enjoying strong demand. Since this spike, activity has returned to a new normal level.

Declines in the sector this year are expected as there is a pipeline of small and medium-size warehouse and factory projects, but few of the larger projects.

The main drivers of activity going forward are likely to be niche areas such as data centres and gigafactories in areas of the country that don't tend to see large construction projects. In particular, data centre investment will increase fourfold in the next five years, although medium-term concerns remain around whether a lack of grid capacity will be a key constraint. Gigafactories in Somerset and Sunderland are also driving activity, with additional projects in the pipeline. Sector activity is also boosted by Tata's 1.5 billion investment in Wales, converting its blast furnaces into electric arc steel facilities.

Overall, industrial activity is expected to fall by 2.4% this year before growth from next year.

Infrastructure

Infrastructure activity is set to rise this year, with finance in place across regulated sectors and companies keen to increase activity.

Energy generation and, especially, National Grid distribution work continue to grow at double-digit rates, despite cost inflation concerns.

Water investment is also rising sharply due to the AMP8 five-year spending plan, which started last year, but there are increasing concerns about the slow pace of delivery despite the finance being available.

In rail, work continues on existing HS2 projects but the key concern remains around the government's HS2 cost-saving 'reset', which was expected in 2026 Q1 but is now only expected towards the end of this year. And these delays are likely to mean that the cost of future HS2 projects has increased, not saved costs.

One negative infrastructure is road investment, which is subdued and declining due to capital expenditure cuts and a lack of new projects to replace those finishing.

Overall, infrastructure activity is expected to rise by 3.2% this year as strong growth in energy and water is offset by falls in roads and rail.



Professor Noble Francis

Noble is the Economics Director at the Construction Products Association, where he oversees one of the most respected teams of economists in the construction industry, producing the quarterly Construction Forecasts, Construction Trade Surveys and bespoke research. With a Masters Degree and PhD in applied economics, Noble has over 15 years of experience producing economic forecasts. He and his team's work are regularly featured in the Guardian, Telegraph, Financial Times and other national newspapers as well as construction trade press, television and radio.

In 2018 Noble was also appointed as an Honorary Professor at The Bartlett School of Sustainable Construction at UCL.

Quarterly webinar series for EDA businesses: practical business support in an ever-changing business environment

In a challenging and fast-changing business environment, practical advice can make all the difference. Through this quarterly webinar series, accountant, business consultant and author of Pricing for Profit, Peter Hill of Wilson Partners shares expert guidance on sales, growth, risk management, taxation and resilience, helping EDA businesses build stronger, more successful organisations.



Peter Hill
Accountant and Business
Consultant, Wilson Partners

Throughout the year, the EDA invites Accountant and Business Consultant, Peter Hill, of Wilson Partners, to deliver practical webinars on business topics. As well as this webinar series, Peter is also a regular guest speaker at the quarterly Talking Shops Live Online.

JOIN THE LIVE WEBINARS:

Visit www.eda.org.uk and head to our Events section to book your place on the next live webinar

<https://bit.ly/EDAEvents>



Rewatch previous webinars delivered by Peter Hill



- Inheritance Tax: a wakeup call for business owners



- Protecting your business, credit checks, and risk mitigation



- Post budget survival plan: exploring the impact of the Nov 2025 budget



- From surviving to scaling: how to grow in a volatile economy



- What separates a successful business from the rest?



- Driving sales in challenging times

ON-DEMAND WEBINARS:

Access this library of recorded webinars.

<https://bit.ly/EDAPracticalBusinessSupport>



The essential link in the chain: The enduring power of the electrical wholesaler



While digital-first retailers offer speed and convenience, electrical wholesalers provide deep, multifaceted value that algorithms simply cannot replicate. By combining modern efficiencies with technical expertise, complex project logistics, and vital financial support, wholesalers remain the indispensable architects of the electrotechnical sector.



**By Margaret Fitzsimons,
CEO, Electrical Distributors' Association**

As we enter the second quarter of the 21st century, the electrotechnical sector stands on the precipice of significant change. Advances in technology, the relentless march of e-commerce, and the rise of hybrid semi-trade retailers have altered the landscape in which we operate. Yet, while the tools of our trade may evolve, the fundamental role of the electrical wholesaler remains as vital today as it was over a century ago.

We often hear the term “box shifters” levelled at our industry. It is a label that has been applied to electrical wholesaling for decades, usually by those who misunderstand the complexity of what we do. Today, that term is perhaps more accurately applied to the digital first organisations and online retailers who trade primarily on price transparency and speed of logistics with weapons such as “click and collect”.

We must be candid, these new players bring a polish and efficiency that demands our attention. They offer live stock checks, seamless digital transactions, and a service proposition valuable to the customer who simply “needs it now.”

It is imperative that we do not let pride blind us to these advances. To compete and grow our share of the market, we must adapt and evolve. We must adopt the “shiny” efficiencies of digitalisation. Transparency, speed, and convenience without becoming blinded by them. We must integrate these tools without losing the very heart of what makes a wholesaler the essential link in the supply chain.

More than just logistics

The digital-first players are clear on their proposition. Competitive pricing and a fast service for the expert who knows exactly what they want. But the wholesaler offers something far more profound. We are not merely shifting boxes, we are the architects of the supply chain.

Consider the logistics of a typical project. A contractor may need products from 20 different manufacturers. Ordering these online from 20 separate sources results in a logistical disaster. 20 separate invoices, 20 different delivery slots and 20 vehicles clogging up a site entrance. The wholesaler absorbs this complexity. We offer services as standard which consolidate those 20 suppliers into a single delivery, on a single van, with a single invoice. We are logistics experts, ensuring that deliveries arrive not just quickly, but intelligently, even staggered over months, if needed, as a project develops. Ensuring supply is available exactly when it is needed, not just when it is ordered.

The power of expertise

Beyond logistics, we are procurement experts. We do not just stock products, we vet suppliers to ensure quality, safety, and fitness for purpose. In an era of cheap imports and non-compliant goods, the wholesaler acts as a quality filter, ensuring our customers get the right products for the job.

We are the conduit for innovation. When new technology acts to disrupt the market, it is the wholesaler who brings it into the hands of the contractor, demystifying the complex and making it relevant. We are sales and marketing experts, constantly seeking opportunities to grow business within local and wider construction projects.



While the online algorithm can suggest “customers also bought” it cannot replicate the deep technical expertise found at our trade counters, and the “you will need one of these to go with it”. Wholesalers advise on how systems need to work and sure that the contractors have the right products to install, first time every time. Many of our members provide specific, high value services such as lighting design, small-scale assembly and configuration of complex components. We are the back up for the contractor, part of his team. When something isn't working, we use our commercial weight to engage the supplier and resolve the issue.

The financial buffer

We must also recognise our role as finance experts. The “box shifters” ask for payment by credit card at the point of purchase. The wholesaler, conversely, manages credit risk and provides the credit facilities that allow the commercial electrotechnical business to function. We effectively bankroll projects, bridging the gap between outlay and payment that is so critical for contractors.

The personal touch

Perhaps most importantly, we must never undervalue the human element. The wholesaler branch is an environment where like-minded professionals meet, discuss topics, make purchasing decisions, share problems, seek advice, and speak a common language. Relationships remain at the centre of this: you cannot digitise a handshake, and you cannot automate the trust built over years of service.

The future is electric

As we face more new challenges, from waste recycling and packaging compliance to the integration of AI, we do so from a position of strength. We are a powerhouse of services, expertise, and community support. A position which is envied by the new players in our market.

So, no, we are not box shifters. There are companies for whom shifting boxes is all they can do, and they are very good at it. We should learn from their efficiency, but we must never forget that our value proposition is far richer. We are the relationship between the manufacturer and the installer. We are the safety net, the technical consultant, the logistician, and the bank. We must communicate this offer well. The future is electric, and we are, unequivocally, the essential link in the chain.

Future-proofing electrical wholesaling: the EDA's practical Recruitment & Retention Toolkit

Facing a widening skills gap and a 60% youth drop out rate, the EDA launches a practical toolkit to help wholesalers attract, integrate, and retain purpose-driven digital native, environmentally savvy Gen Z talent.



The UK electrical wholesale sector is standing at a critical juncture. The industry is currently undergoing a once-in-a-lifetime shift, serving as the essential link in the supply chain that brings buildings to life and makes the nation's ambitious Net Zero targets a reality. From the rollout of EV infrastructure and heat pumps to the implementation of smart grids, wholesalers are the unsung facilitators of the green revolution.

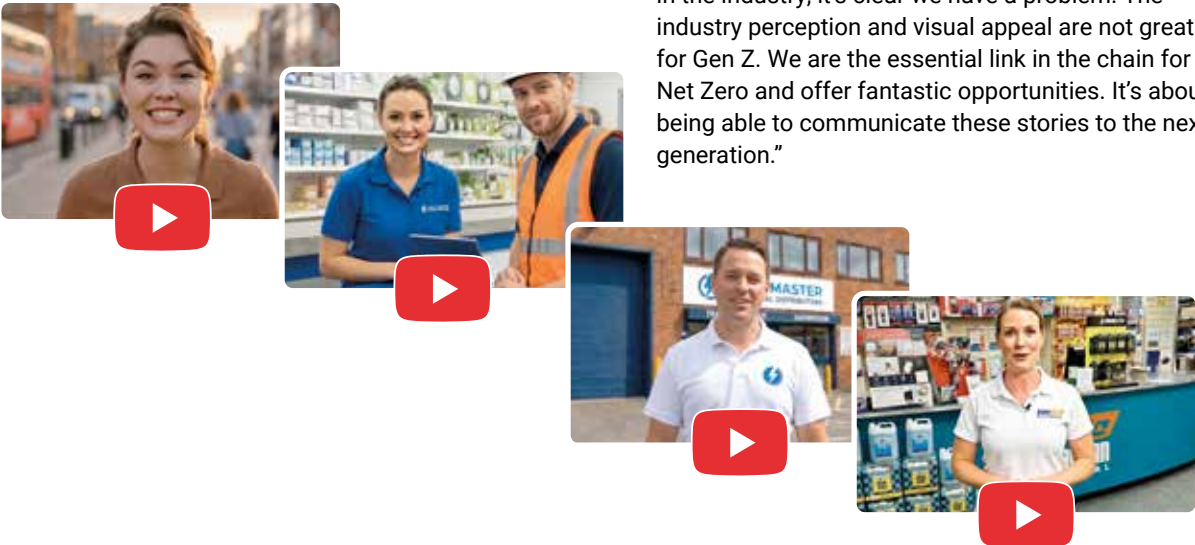
Yet, despite this purpose-driven reality, the sector is facing a severe, existential dual-threat: attracting new talent to the sector and reducing the staggering leaver rate of over 60% among new, young employees. It is completely understandable that traditional branch managers feel overwhelmed by shifting workplace expectations, but clinging to outdated hiring models is a risk the industry can no longer afford.

Recognising this talent drain as a life-critical challenge for the industry, the EDA Board issued a clear mandate to its experts: equip members with the resources they need to attract the wholesalers of tomorrow and, crucially, ensure they stay.

The result is the highly anticipated EDA Recruitment and Retention Toolkits. These practical, comprehensive, and easy-to-use toolkits are designed to help wholesaler businesses understand, attract, and integrate Generation Z into their teams.

To understand the mechanics of this new platform and the generational shift driving it, we spoke with Ian Smith, a Consultant working for the EDA, who was tasked with bringing this vital topic to life.

"Feedback and insight show that it's becoming increasingly difficult to attract new talent into wholesaling and then getting them to stay," Ian commented. "With an over 60% leaver rate for new young people being reported by several large players in the industry, it's clear we have a problem. The industry perception and visual appeal are not great for Gen Z. We are the essential link in the chain for Net Zero and offer fantastic opportunities. It's about being able to communicate these stories to the next generation."



The recruitment reality

"The Future is Electric, Come Join Us"

To combat the outdated image of the sector, the EDA has anchored its recruitment drive with a powerful, prominent new message: "The future is electric, come join us." This is more than just a marketing tagline; it is a direct appeal to a generation that desperately wants purpose-driven work. It repositions the wholesale branch from a traditional warehouse environment to the very forefront of the green revolution.

Generation Z is the first generation of true digital natives to enter the workplace. Standard recruitment practices, long text-heavy job descriptions, arduous multi-week interview processes, and traditional corporate messaging simply do not work anymore. The EDA's Recruitment Toolkit addresses this disconnect head-on. The platform is structured to provide an end-to-end overhaul of how a wholesale branch seeks out new talent, blending high-level strategy with highly practical, grab and go assets.



Key features of the EDA Recruitment Tool Kit for members include:

- **Recruiting Guidance:** With step-by-step guides, suggested onboarding processes, and equality and diversity monitoring, members are supported at all times.
- **Recruiting Insight:** The toolkit opens with video masterclasses from global experts on how to recruit for attitude rather than just experience, and how to accurately assess Gen Z talent.
- **Job Adverts & Job Descriptions:** Provided in an editable Word document format that branches can simply download, amend, and use.
- **In Branch Materials:** Physical resources to allow the branch to publicise their recruitment activities directly to visiting contractors and local footfall.
- **Social Media Videos:** Knowing that Gen Z consumes information rapidly, the toolkit provides social media recruitment videos and guides. The videos feature the "Come join us" messaging and are ready for members to deploy directly from their own accounts.
- **Government & Legal Guidance:** A comprehensive, continuously updated collection of all the latest government and legal HR advice.
- **Interviewing & Job Offer, and Induction:** Standardised templates and checklists to ensure businesses are following best practices and remain legally protected throughout the hiring process.

RECRUITMENT TOOLKIT:

Scan the QR code to to access the EDA's recruitment toolkit

<https://bit.ly/RecruitmentToolKit>



Future-proofing electrical wholesaling: the EDA's practical Recruitment & Retention Toolkit

The retention challenge

THE FUTURE IS ELECTRIC, SECURE YOUR NEW TALENT

"The Future is Electric, Secure Your New Talent"

Attracting a Gen Z employee is only half the battle. Once they are through the door, the messaging must evolve. The EDA has framed its retention strategy around a second, empowering rallying cry: "The future is electric, secure your new talent." The shocking 60% drop-off rate indicates a profound failure in how traditional businesses integrate young talent into existing, veteran teams. The EDA's Retention Toolkit dives deep into the psychology of the modern worker to fix this.

As Ian points out, "Gen Z is uniquely motivated. They are often less interested in traditional ladder-climbing and far more focused on acquiring tangible skills, knowledge, and purpose."

Core pillars of the EDA Retention Toolkit for members include:

- **Team Integration, Growth & Reviews:** Cross-Generational Step-by-Step Guides: Perhaps the most vital section, this area features extensive content on "Bridging the Gap." It provides actionable advice on integrating Gen Z into existing, older teams and developing functional, harmonious cross-generational dynamics.
- **Working Environment & Communications:** Deep dives into effective leadership communication and how to cultivate a modern, inclusive working environment that appeals to younger workers without alienating older staff.
- **Retention Insight & Inspiration:** video masterclasses from global experts on a range of retention topics from how to give great feedback, to the changing nature of work and how it is perceived by different generations.
- **Workplace Essentials, EDA Training & Apprenticeships:** Direct links to mandatory legal training alongside the EDA's extensive apprenticeship services and the award-winning series of 12 Product Knowledge Modules.
- **Modern Benefits:** Guidance on modernising employee benefits using a life-stage approach. To retain talent long term, compensation must go beyond a basic salary. A pension plan and healthcare cover are attractive, but they rarely serve as the primary retention hook for a 21-year-old living in a shared flat. A relevant benefits strategy strengthens loyalty, boosts morale and crucially helps bridge the gap between generations but which benefits should you offer? Fact sheets and articles to help you decide.



Clear and consistent user experience

The user experience of both the Recruitment and Retention elements of the toolkit respects the busy, demanding schedule of the modern EDA member:



- **PDF Documents:** Function as highly visual guides leading with infographics, allowing the reader to quickly digest the core concept before committing to a deeper dive into the text.
- **Microsoft Word Documents:** Provide ready-to-use, fully editable templates that strip away administrative burden.
- **Ready-to-go social media videos,** and guidance on how to AI can help you create your own.

While the immediate goal of the toolkit is to fill vacancies and reduce turnover, the ultimate vision behind the EDA's initiative is far more profound. It is about future-proofing the electrical wholesale channel against a rapidly advancing, highly disruptive technological landscape.

The invisible supply chain of tomorrow

Perhaps the most urgent warning and greatest opportunity highlighted by this initiative lies in the rapidly approaching era of Agentic AI. This is where the recruitment of digital natives transitions from a standard HR initiative to a core business survival strategy.

Unlike traditional Generative AI, which simply answers questions or writes text, Agentic AI refers to autonomous algorithms capable of making contextual decisions, negotiating parameters, and executing complex tasks on behalf of a user.

With the dawning of Agentic AI, the landscape of B2B purchasing is about to be completely unrecognisable. In the next 10 years, an electrical contractor will not spend their evening browsing a wholesaler's website or scrolling through an app to order materials for a project. Instead, their AI agent will communicate directly with the supplier's AI agent to instantly negotiate prices, check real-time stock levels, and arrange delivery logistics seamlessly in the background.

If a wholesaler's digital infrastructure is not set up to talk to these external agents, they will become completely invisible to the market.

Gen Z employees instinctively understand these digital ecosystems. The EDA toolkit positions these young workers not merely as warehouse staff or junior sales reps, but as the internal champions required to audit, upgrade, and manage the digital touchpoints that will keep the wholesale channel relevant in an AI-driven decade.

In this light, Gen Z employees are the crucial translators and navigators for the future of the industry. Getting talented young people into the business, and empowering them to stay, is the foundational step to ensuring a wholesale business can adapt, evolve, and thrive for decades to come.

RETENTION TOOLKIT:

Scan the QR code to access the EDA's retention toolkit

<https://bit.ly/RetentionToolKit>



EDUCATION & TRAINING

Our Education & Training Mission

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



Tracy Hewett
Head of Education & Training
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WHAT'S TOP OF MY EDUCATION AND TRAINING AGENDA?

The Gold Standard: combining royal recognition with City & Guilds excellence

Product development in the electrotechnical sector continues at pace, alongside changes in legislation. As a result, we maintain a rolling programme to review and update our 12 EDA Product Knowledge Modules, ensuring all training content remains current, relevant, and aligned with industry needs.

Over the past year, we have refreshed Lighting Introduction and Lighting Systems and Controls, with work already underway on Heating and Ventilation. These updates would not be possible without the invaluable support of our volunteer industry experts, to whom we are extremely grateful.

At the end of 2025, the Association collected its second Princess Royal Training Award for the training modules. A top-tier seal of approval, alongside their City & Guilds' Accreditation, that means your business has access to gold-standard training you can trust.

Introducing Workplace Essentials: smarter compliance starts here

You have access to a new addition to our training portfolio: Workplace Essentials, a suite of compliance-focused e-learning courses designed to help your business meet legislative requirements and maintain a safe working environment.

Housed in The EDA Academy, our e-learning hub, a number of free on-demand Workplace Essentials courses are live, with more in the pipeline. The programme has been created specifically for EDA businesses using industry-relevant content, scenarios,

and imagery reflecting the UK's electrotechnical supply chain, making the learning more engaging and directly applicable.

Bite-sized virtual training for EDA wholesalers

Our monthly 30 Minute Masterclasses are now an established pillar of our training portfolio giving wholesaler teams easy access to the latest product information and innovation — helping to build confidence and improve business effectiveness in a format that fits around busy working schedules. But did you know that there are two flexible ways for your team and business to benefit?

- 30 Minute Masterclass Live Webinars:** 2.00pm on a Wednesday, every month.
- 30 Minute Masterclass E-Course:** expand your product knowledge, uncover new sales opportunities, and add extra value for your customers - all completely free for EDA businesses. Choose from more than 20 specialist topics, with each Masterclass e-course taking just 30 - 40 minutes to complete. Learn at your own pace with on-demand access - pause, resume, and revisit whenever it suits you.

Unlock talent through the EDA Apprenticeship Service

With over 700 apprenticeships available, there is training to support virtually every role within an EDA business - whether you're bringing in new talent or upskilling existing employees.

Throughout 2026, you'll hear from us on the latest government changes to the apprenticeship landscape. Plus, through our links with Skills England we're working to develop a clear progression route for Trade Supplier Level 2 apprenticeship graduates, or those looking to build professional sales careers.

The EDA Apprenticeship Service is open to all EDA business, not only wholesalers. If you're unsure how your business and team can benefit, it's worth an exploratory discussion.



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Be the expert they rely on, not just the wholesaler they buy from

When a contractor walks into your branch, they need to trust that the person behind the trade counter has the expertise to solve their problems, recommend the right alternatives, and offer genuine insight. While other EDA businesses are investing in their team’s knowledge and strengthening their customer relationships, the question is: can you afford to fall behind?

The EDA Academy: a digital-first learning environment

The EDA Academy is redefining training for Members and Affiliates with a digital-first approach, offering flexible, interactive, learning that’s designed to build knowledge, skills, and confidence to make teams even more effective.

Bespoke e-learning created exclusively for EDA businesses

The EDA Academy, with its ever-growing library of bespoke training content, should be your first choice when considering how best to build knowledge and confidence that every business team needs.

As our sector evolves, so do the expectations of its workforce. The EDA Academy’s e-learning reflects this shift, representing a significant step forward in how we upskill the channel.

Digitising training for a new generation of talent

Our technical training, the 12 award-winning EDA Product Knowledge Modules have been fully digitised, featuring video content and interactive learning tools. Whilst the modules are also available as a textbooks, the decision to turn them into e-learning was a strategic one by the Association, recognising that EDA businesses need to offer engaging, interactive and mobile-responsive learning experiences to help attract and retain digitally native Generation Z talent.

Flexible learning formats to support everyone

Around 70% of people choose the e-learning option when studying the Modules, the rest opt for the physical textbook. This choice reflects our commitment to support different learning styles. While some learners prefer traditional, tactile materials, others benefit from the flexibility of digital content. The clear layouts, interactive elements, and multimedia formats offered by The EDA Academy can better support learners with dyslexia and other diverse learning needs.



The EDA Academy: saving you money

Access to The EDA Academy is free, and once inside there’s an extensive library of free on-demand training, including;

- **30 Minute Masterclass E-Courses:**
No fluff, no wasted time, just actionable confidence-building knowledge-boosting training that fits around busy schedules. These bite-size short courses (each one takes around 30-40 minutes) focus on the products sold in the wholesale environment.
- **Workplace Essentials:**
From Manual Handling through to Managing Stress, this series of e-learning courses cover the training businesses need to complete (probably annually) to ensure a safer working environment, minimise risks, and avoid potential legal headaches. Typically, this type of training costs around £15 per person but the EDA has developed these specifically for Members and Affiliates for free.

Smart training oversight for managers

The EDA Academy’s Manager Dashboard means leaders can monitor progress, track engagement, identify areas for support, and recognise achievements.

Maximising your EDA training portfolio

The electrotechnical supply chain is evolving at an unprecedented pace. In response the EDA has created a comprehensive, bespoke training portfolio tailored specifically to the unique commercial and technical demands of our sector.

Here’s an at-a-glance summary of the EDA portfolio. Mix and match the training combination you need to turn your workforce into the indispensable experts your customers depend on.

	Product Knowledge Modules	30 Minute Masterclass Live Webinars	30 Minute Masterclass E-Courses	Workplace Essentials
Overview	12 award-winning mix and match modules on the products wholesalers sell. Mix and match – choose only the topics you and your team need City & Guilds Accredited Programme Winner of 2 Princess Royal Training Awards	High-impact, intensely focussed knowledge without disrupting the working day. Product experts from EDA Affiliate Manufacturers and guests give wholesalers product information to drive sales	Based on the 30 Minute Masterclass Live Webinars, we’ve created short E-Courses to help you expand your knowledge	Suite of 30 - 40 minute on-demand courses to help you meet workplace standards such as Manual Handling.
Format	E-learning version in The EDA Academy OR Hardcopy text books	Join the live monthly webinars	E-learning on demand	E-learning on demand
Cost	E-learning option £99 +VAT Textbook option £130 (no VAT)	Free	Free	Free
Who’s it for?	Anyone in an EDA business from new recruits to experienced industry veterans keen to update and consolidate their knowledge.	Wholesaler teams	Wholesaler teams	Anyone from an EDA business
Where do I start?	For more information on the module programme, including how to place your order, visit www.eda.org.uk/training-apprenticeships/modules/ or call the EDA’s training team on 020 3141 7350	Register: www.eda.org.uk/training-apprenticeships/30-minute-masterclass-2026/	Log into The EDA Academy or request free access here: https://www.eda.org.uk/training-apprenticeships/register-for-eda-academy/ Once inside The EDA Academy, navigate to the Learn menu, and click on Find Learning. 30 Minute Masterclass E-Courses will be listed in the categories on the left hand side of the screen.	Log into The EDA Academy or request free access here: https://www.eda.org.uk/training-apprenticeships/register-for-eda-academy/ Once inside The EDA Academy, navigate to the Learn menu, and click on Find Learning. Workplace Essentials will be listed in the categories on the left hand side of the screen.
	 https://bit.ly/UnlockEDA_Modules	 https://bit.ly/30MM2026	 https://bit.ly/EDA_Academy	 https://bit.ly/EDA_Academy

Making the business case for the EDA's Product Knowledge Modules

If you're not locking-in this measurable positive impact, your competitors certainly are because the figures speak for themselves: EDA Modules pay for themselves within 2 working weeks.

The commercial argument for this training is clear. Time and again, we see that these modules pay for themselves in less than 10 working days. How? Because confident, knowledgeable staff are naturally better at spotting up-selling opportunities, closing sales and reducing errors.

Thanks to our research, we asked learners to put a value on the benefits of the module courses. Using their figures, the benefit to businesses from the module studies is £52.43 a week. This figure reflects the combined impact of fewer order errors and increased sales.

With the e-learning version of the module costing just £99 (plus VAT), you can see that a module course pays for itself in fewer than 10 working days.

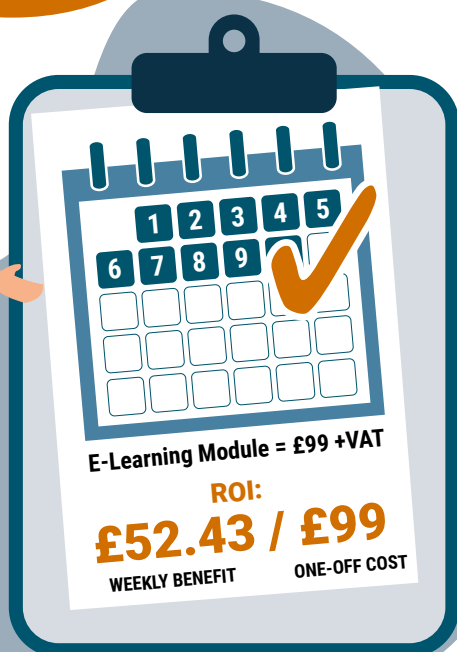


DECREASE IN ORDER MISTAKES



INCREASE IN SALES

COMBINED
WEEKLY BENEFIT
£52.43



MODULE COURSE PAYS FOR ITSELF
IN FEWER THAN 10 WORKING DAYS

Vital knowledge: from new recruits to industry veterans

Our product knowledge modules provide a high impact, high quality route to drive vital expertise directly into your business. A common misconception is that our modules are just for school leavers or new apprentices. Nothing could be further from the truth.

These modules are equally valid for experienced industry veterans looking to update their knowledge, as well as the increasing number of professionals we see changing careers in their 30s and 40s who need to get up to speed quickly.

The content is so highly regarded that numerous Affiliate manufacturers use our modules as a cornerstone for onboarding their own new starters.

UK best-in-class training motivates top talent

The quality of this training speaks for itself, we are incredibly proud to have won the Princess Royal Training Award twice, most recently in 2025.



While driving sales and adding value to contractors is the primary goal, there is a secondary, equally vital benefit. Which is protecting your own business from disruption. Let's be blunt, if you don't train and develop your staff, you won't keep them. Failing to invest in your team leads to a revolving door of talent. The constant churn of recruitment and onboarding is a massive disruption that drains your time and resources. By developing your people, you give them a reason to stay.

A legacy of trust and quality

In 2026 the EDA modules retained their City & Guilds Accreditation for the eighth consecutive year.



Investing in the next generation



Mirek Bezdel, Director at Fulham-based wholesaler Electrical4Less, shares the company's experience of taking on two EDA apprentices.

Like many businesses across the electrical wholesale sector, we are very aware of the ongoing skills shortage facing our industry.

Recruiting experienced people can be challenging, which is why developing new talent is becoming increasingly important for the long-term health of the sector. With that in mind, we decided to invest in apprenticeships through the Electrical Distributors' Association (EDA)'s apprenticeship programme.

In December, we welcomed two 16-year-old apprentices into our business. Taking on apprentices straight from school can sometimes feel like a leap of faith, but our experience so far has been extremely positive. Both of them have exceeded our expectations by a mile.

A big part of their early development has been the approach taken by our trade counter manager, Beata. Instead of giving them the traditional "sweeping the floor" type of tasks that many young starters might expect, she believed it was better to immerse them in the real day-to-day work of the business from the start.

They were introduced very early to how the system works – learning about invoicing, purchase orders and the processes that keep a wholesaler running. It was very much a "deep water" approach, but always with guidance and support. This meant they were learning the real workings of the business rather than just observing from the sidelines.

This approach worked extremely well. Rather than becoming bored or feeling like they were only doing minor tasks, they felt involved and important from the very beginning. That sense of responsibility helped them build confidence quickly and gave them a much better understanding of how the business operates.

It has also been interesting to see how different their strengths are. Even though they joined at the same time, they already show very different skill sets. One of them is naturally confident and very good at multitasking. He is comfortable speaking with customers, answering phone calls, replying to emails and helping people face-to-face at the trade counter, often all at the same time. He has quickly developed the confidence needed to handle the fast-paced environment of a busy electrical wholesaler.



The other apprentice has a very meticulous approach and pays great attention to detail. When checking orders or scanning barcodes in the warehouse, he is extremely thorough and careful. His attention to detail helps ensure orders are packed correctly and mistakes are avoided, which is essential for maintaining high service standards for our customers.

Seeing these different strengths develop so early on highlights the real value apprentices can bring to a business. They are not just learning – they are already contributing in meaningful ways.

The EDA apprenticeship programme has also played an important role in making this possible. One of the biggest advantages for employers is that the EDA takes care of the administration and organisation behind the programme. While there is a fee involved, it is absolutely worth it. Running apprenticeships internally with all the paperwork, coordination and requirements would take a lot of time, and for many busy businesses that simply isn't realistic.

Through the programme, we know our apprentices are supported not only in the workplace but also in their theory training and development. It gives us confidence that they are receiving the right education alongside their day-to-day practical experience. For any business considering apprenticeships, we would definitely recommend it. It can sometimes take time to find the right candidates, but it is well worth the effort. When you find motivated young people who want to learn and grow, the benefits for the business – and for the wider industry – are clear.

Our experience since December has shown just how valuable that investment can be. Both apprentices have integrated well into the team and continue to grow in confidence and capability every week. Supporting young people at the start of their careers is not only rewarding for a business, it is also an important step in securing the long-term future of the electrical wholesale sector.



"Instead of giving them the traditional 'sweeping the floor' type of tasks that many young starters might expect, we believed it was better to immerse the apprentices in the real day-to-day work of the business from the start."

Mirek Bezdel, Director, Electrical4Less



EDA Apprenticeship Service in action:

This article originally appeared in the May 2026 edition of Electrical Wholesaler Magazine

With thanks to them and our member, Electrical4Less, for allowing us to reproduce the article here.



Margaret Fitzsimons, CEO at the EDA, commented:

"The EDA has been running apprenticeship programmes for many years, and we know that the key to success is the commitment from the employer. We love the approach taken by the management at Electrical4Less; Beata and the team trusted their apprentices right from the start, giving them real, value-added work and responsibility. This has a huge impact on the apprentices, building confidence and making them feel like valued members of the team. It also gave her the opportunity to assess their natural strengths and consider the next steps in their career."



WISKA's apprenticeship success story

WISKA UK recently set out to recruit an apprentice to support its data analysis function, a role designed to bring fresh insight into the business and support internal reporting.

However, being in deepest Cornwall has historically presented challenges when attracting apprenticeship talent. So WISKA decided to work with EDA Partner Provider Supplytrain CIC during the recruitment process.

'We act as a bridge between education and employment,' says Phil Golding, Managing Director at Supplytrain. 'Supplytrain is the employer of the apprentice on paper, which is how the hosting service works.'

Rhiannon Wilson-Rich, WISKA's Commercial Manager, says: 'Phil guided us through each step. Supplytrain advertised the role, screened applicants, and presented us with a shortlist of suitable candidates who met the requirements we had. Phil gave details of each of the applicants to help the interview process. Once we selected our apprentice, Supplytrain supported us with onboarding, funding information, and setting up the training schedule.'

WISKA's experience highlights many of the wider benefits of recruiting an apprentice:

- **Cost-effective talent development** With funding support from the National Apprenticeship Service, apprenticeships are an affordable way to develop skilled employees.
- **Skills tailored to your business** Apprentices are trained around your systems, processes and culture.
- **Fresh perspectives** Particularly in areas such as data analysis, apprentices bring current learning and digital confidence.
- **Stronger retention and loyalty** Developing talent internally often leads to longterm commitment.
- **Succession planning** Apprenticeships help build a sustainable pipeline of future specialists and managers.

WISKA's journey also shows the value of working with an experienced partner. By managing advertising, screening, onboarding and compliance, Supplytrain ensured the process was smooth from start to finish.

Apprentice aid
Rhiannon Wilson-Rich, Commercial Manager at WISKA UK Ltd,
with Ewan Ross, an apprentice who joined the company
with the help of Supplytrain



'Phil guided us through each step. Supplytrain advertised the role, screened applicants, and presented us with a shortlist of suitable candidates who met the requirements we had. Phil gave details of each of the applicants to help the interview process. Once we selected our apprentice, Supplytrain supported us with onboarding, funding information, and setting up the training schedule.'

■ **Rhiannon Wilson-Rich**
WISKA's Commercial Manager

Supplytrain
Creating fairer routes into work

MORE INFORMATION:

Affiliate Members that want to find out more about working with Supplytrain can scan the QR code to find out more

www.eda.org.uk/training-apprenticeships/supplytrain-team/



Apprenticeship tips from the experts

EDA APPRENTICESHIP SERVICE FOR WHOLESALERS

EDA APPRENTICESHIPS PLUS

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



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

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

EDA APPRENTICESHIP SERVICE FOR AFFILIATES

Supplytrain

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



'If you are an EDA Affiliate Member and you've considered hiring an apprentice but never done so, why not make 2026 the year you do?'

■ **Phil Golding**
Managing Director, Supplytrain



Step-by-step guide to using the EDA Apprenticeship Service.

Free Download:



<https://bit.ly/Apprentice-talent>

DIGITALISATION

Our Digitalisation Mission

.....

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



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WHAT'S TOP OF MY DIGITALISATION AGENDA?

Our current priorities for EDATA are driven by a combination of:

- (a) the need to increase the range of products and data quality in EDATA and
- (b) response to external market factors.

With input from the EDATA Steering Group and EDA Data Services Board our 2026 objectives are designed to address both these factors.

Growing EDATA

At the end of 2025 most of our existing EDATA sponsors' three year contracts expired. We are delighted to announce that the majority have renewed for a further three year period giving us both the confidence and financial backing to move to the next stage of the project. We've made great progress over the past couple of years in terms of both onboarding manufacturers and wholesaler adoption so now is the time to take this to the next level.

With the help of major wholesalers and buying groups we are now looking to recruit additional manufacturers taking the total to around 250 over the next three years representing maybe 700,000 products. In parallel we will be continuing to work with wholesalers and our solution provider partners to encourage ever greater adoption of EDATA.

The wider environment

We recently published our second digitalisation survey, three years after the first. This focussed on a number of key developments which will influence the future of EDATA:

- A small but growing demand for product sustainability data
- New regulations relating to waste packaging reporting
- The increased focus on product data throughout the construction sectors resulting from the Grenfell inquiry.

In addition, the advent of AI, barely mentioned three years ago, will transform both the creation of product data and how it is used within our members' businesses. All of these must be considered in determining our strategy in addition to continuing to meet our original objectives of helping our sector to digitalise its sales processes.

The last of these is particularly significant in that we are seeing a number of AI based tools emerging which rely on the availability of high quality product data and others which will help manufacturers create that data. This takes us back to the ETIM standard and the need for product data to be structured and standardised, so another priority for 2026 will be further development of ETIM, specifically for the UK market, and creating wider understanding and awareness of the standard.

Richard Appleton



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One platform, dual advantage, maximum reach

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

Wholesalers



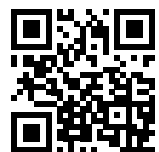
Built for EDA electrical wholesalers, the EDATA data pool is free to access, delivering essential product information and high-quality images for hundreds of thousands of products - all in one convenient, time-saving online hub.

With everything in one place, EDATA helps wholesalers save time, improve efficiency, reduce errors, and deliver better service to customers.

- Fast trade counter product look-up
- Bulk data downloads for ecommerce platforms
- Dynamic, up-to-date product data sheets
- Structured, standardised product information
- High-resolution product images
- Regular updates direct from manufacturers
- Improved data accuracy and compliance

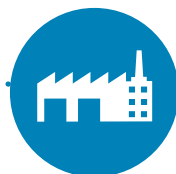
WHOLESALEERS:

Scan the QR code to request your FREE EDATA data pool access



<https://bit.ly/4vhCUId>

Manufacturers



EDATA connects manufacturers with their EDA wholesaler customers. Showcase your brand. Share accurate data. Reach the entire EDA wholesale network - efficiently and consistently.

- Direct access to the EDA wholesale network
- 200+ leading brands already participating
- Structured, standardised product data
- High-resolution image hosting
- Dynamic product data sheet generation
- Improved data accuracy across the supply chain
- Reduced duplication and manual data requests
- Enhanced brand presence

MANUFACTURERS:

Subscribe to the EDATA data pool. EDATA is open to any manufacturer trading through the wholesale channel. Scan the QR code to find out more



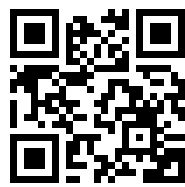
<https://bit.ly/4ciG7yv>



EDATA is free to EDA wholesalers thanks to the three-year commitment of our EDATA sponsors.

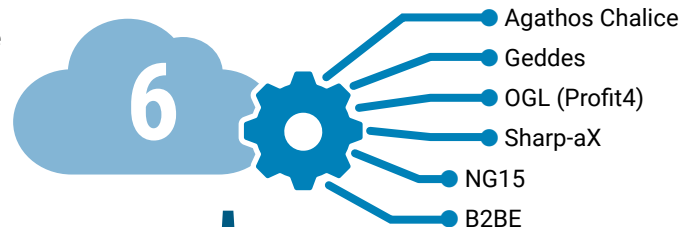
Scan the QR code to find out more.

<https://bit.ly/4mvLejp>



The data pool that's powering the sector: accelerating to become the go-to resource for product data sharing

6 software providers have fully integrated an EDATA feed.



70 manufacturers have so far achieved the Gold quality standard for their product data in the data pool.

To achieve Gold quality, manufacturers need elements of 3 data categories:

- Manufacturer's Master Data
- Digital Assets
- Technical Attributes (ETIM)

PLUS;

- 66% of products need to be Gold
- Data must be up-to-date
- Your full UK product range (as relevant to the sector) must be listed in EDATA
- No major breaches of best practice



200+ leading brands for wholesalers to search and find.



27 EDATA sponsors: a mix of leading wholesalers, wholesaler buying groups, and manufacturers giving their backing to EDATA.

239,000

239,000 content interactions by wholesalers

Between 1 January 2025 to end March 2026, wholesalers have made 239,000 downloads or product page views in EDATA, and this rate of wholesaler engagement in manufacturer product data is increasing month on month.



4 data sets in EDATA for wholesalers to access – with more coming in the future:



Manufacturer master data: the basic data which enables the identification of an individual product or SKU including product descriptions and marketing bullets enabling manufacturers to highlight key selling points.



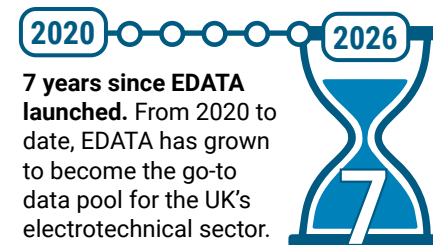
Digital assets: photos showing the product at different angles, installation and maintenance instructions, PDF instructions, and certificates.



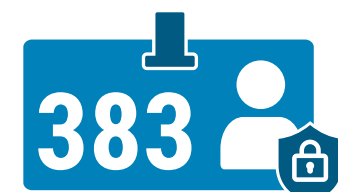
Technical attributes: data structured in accordance with the ETIM standard showing the technical and performance attributes for each product.



Sustainability and packaging data: giving manufacturers the opportunity to share information with wholesalers about embodied carbon, recycled content, energy efficiency, WEEE, RoHS and REACH data, battery data, packaging sizes and weights, and packaging materials.



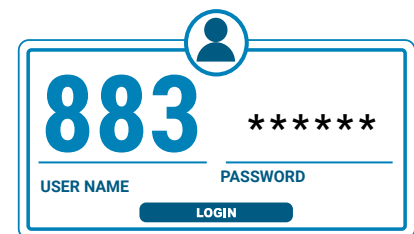
7 years since EDATA launched. From 2020 to date, EDATA has grown to become the go-to data pool for the UK's electrotechnical sector.



383 individuals from manufacturers have access to EDATA. Once your business is subscribed to the data pool you can request multiple log ins at no extra cost. Sales reps use EDATA to support their sales dialogue with their wholesaler customers.



333,000 Stock Keeping Units (SKUs) currently in EDATA, and counting. More products are added to the data pool every week.



883 individuals from EDA wholesalers are registered users of EDATA

A business success story: over 800 people from across 175+ EDA wholesaler businesses are already using the EDATA data pool

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



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

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

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

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



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

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

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



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

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



**EDATA is available
free of charge to all EDA
member wholesalers**



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

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



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

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



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

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



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

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

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

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



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

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



TRADE COUNTER CUSTOMER SERVICE:

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

QUALITY & QUANTITY:

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

FAST AND EFFICIENT:

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



SEAMLESS INTEGRATION:

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



Survey reveals state of digitalisation in the electrotechnical sector

Two years after the Association first quizzed its wholesaler members and affiliate manufacturers about digitalisation, the latest survey shows just how much the landscape is changing.

It's been two years since the EDA published the results of its first survey into the state of digitalisation in the sector. Now the Association has revealed the results of its second such survey, and attendees at the 2026 EDA Digitalisation Forum and Data Quality Awards were given a sneak peek of the results.

EDA Head of Digitalisation Richard Appleton presented the findings in two sessions at the Forum: one addressing the demand for product sustainability data, particularly embodied carbon information; the other on the impact of AI in the sector.

Sustainability

On the specific topic of sustainability, the survey asked wholesalers if their customers were asking for product data in a number of categories: embodied carbon, environmental product declarations, recyclability and recycled content of products.

'Looking at wholesaling as a whole,' said Appleton, 'the numbers that are being asked for this information by their customers is relatively small.'

For example, 45% of medium/large wholesalers (six or more branches) have been asked for embodied carbon data compared with only 9% of smaller wholesalers (1-5 branches).

In follow-up phone discussions, wholesalers revealed which kinds of clients were asking for sustainability data. One said: 'It's not really an issue unless you're dealing with large contractors on government-type projects or councils.'

Another added: 'We are seeing requests for carbon related data from all sectors, not just from large nationals but now also from larger regional players.'

Manufacturers were asked if they were able to supply sustainability data for their products. For embodied carbon, 28% said they could, and another 53% said they were working on it. Figures were similar for other types of data. Richard Appleton said: 'There's a big drive to create this data and make it available down the supply chain.'



The rise of AI

The rise of artificial intelligence in all sectors is hard to ignore, and the survey asked wholesalers if they used AI tools in their businesses. The response was mixed – 36% said yes, 49% said no. 'You can see there's a beginning of an adoption, but there's quite a long way to go,' said Appleton.

In the telephone interviews, wholesalers revealed how they used AI tools. Common responses were for analytics or creating marketing content, improving text or generating images.

About half of respondents agree or somewhat agree that AI will transform the way the sector buys and sells products by the end of the decade.

GET YOUR COPY:

Download your free PDF copy or request a printed copy to be posted to you

<https://bit.ly/4tHabe7>



With thanks to these EDA Affiliates for sponsoring our latest EDA Digitalisation Survey.



More digital insights and help

Fix your product data and e-commerce performance

Topical, easy to digest and practical: these FREE EDA White Papers are your digitalisation essentials

GET YOUR COPY:
Download your free PDF copy

<https://bit.ly/DigitalisationEssentials>



Stop firefighting product data - build a scalable strategy



Creating a Product Data Strategy:
A Seven Point Plan for Manufacturers.

Your product images are costing you sales - here's how to fix them



Creating Excellent Product Images:
Guidance & Best Practice for Ecommerce.

Create product descriptions that actually convert to sales



Creating Excellent Product Descriptions:
Guidance & Best Practice for Ecommerce.

ETIM means consistency and control - here's how to get started



Starting your ETIM Journey:
A Guide for Manufacturers.

Three data essentials behind profitable e-commerce



Effective E-Commerce:
3 product data essentials for electrical wholesalers.

Digitalisation Forum and Data Awards 2026: EDA drives the future of digital innovation and data excellence in the electrotechnical sector

Now in its 7th year, the EDA's Digitalisation Forum and Data Quality Awards 2026 brought together over 120 forward-thinking professionals from across the electrotechnical supply chain to explore the latest digitalisation opportunities, share practical insights, and celebrate excellence in product data quality.



Sponsors

Thanks to our 2026 Digitalisation Forum Sponsors:



MORE INFORMATION:
Scan the QR code for more on this EDA event and our drive for data excellence.

https://bit.ly/EDA_DigiForum



Wholesaler EDATA award winners 2026

2026 Wholesaler winners for EDATA data pool engagement
(From Left to right):

- ▶ Chorley Electrical Traders Ltd
- ▶ LEW Electrical Distributors
- ▶ Edmundson Electrical

Data quality award winners 2026

This year's EDATA manufacturer winners are:



Winners are hand-picked from the leading brands using EDATA to share their product information with EDA Wholesalers. (From Left to right):

Overall Data Quality Award <1,000 SKUs:

- ▶ Atlantic

Overall Data Quality Award 1,000 – 3,000 SKUs:

- ▶ Marshall-Tufflex

Overall Data Quality Award >3,000 SKUs:

- ▶ Legrand Electric Ltd

EDATA Sustainability and Packaging Data Pioneer Award:

- ▶ Collingwood Lighting Ltd



Gold standard product information in the EDATA data pool



In addition to the main awards, eleven businesses received a commendation for achieving Gold standard product data in the EDATA data pool. (From Left to right):

- ▶ Integral LED
- ▶ Scame-UK Limited
- ▶ Consort Equipment Products Ltd
- ▶ Carl Kammerling International Ltd
- ▶ Armorduct Systems Ltd
- ▶ Cutterwell & Co
- ▶ Legrand Electric Ltd
- ▶ Hispec Electrical Products Ltd
- ▶ ALL LED Limited
- ▶ Megaman (UK) Ltd
- ▶ TIS (Test Instrument Solutions) Ltd

SAVE THE DATE:
JOIN US FOR THE
2027 DIGITALISATION
FORUM
& DATA
AWARDS

WEDNESDAY
24 FEBRUARY

2027

LONDON

EDATA: accelerating the future of digital product data

At the end of 2025 most of our existing EDATA sponsors' three year contracts ended, but the EDA is delighted to announce that the majority have renewed for a further three years. This gives us both the confidence and financial backing to move to the next stage of the project. Great progress has been made with onboarding manufacturers and wholesaler adoption, so now it's time to take this to the next level.

The dual mandate: quality data and wholesaler synergy

Discussions at the EDATA Steering Group (comprising representatives from EDATA sponsor wholesalers, buying groups and manufacturers), tell us that, while there are many possibilities for EDATA in the future, our current focus must be on:

1. CONTINUING TO INCREASE BOTH THE RANGE AND QUALITY OF DATA

and

2. INCREASING WHOLESALER ENGAGEMENT

These two go hand in hand.



Strategic scaling: curating a 700,000 product ecosystem

With the help of major wholesalers and buying groups we are now looking to recruit additional manufacturers, taking the total to around 250 over the next three years representing c. 700,000 products. This does not mean we will be adding manufacturers at random. Quite the opposite in fact, as we are working to a carefully curated target list containing the manufacturers and suppliers most important to our members.

Future-proofing for compliance and digital passports

In the digital world, product data is at the heart of manufacturers' marketing initiatives. With so many developments on the horizon, the construction products white paper and Digital Product Passports to name just two, manufacturers need to get their house in order now with processes to manage structured product data aligned with international standards such as ETIM and GS1. Any manufacturer that commits to EDATA will receive unrivalled support and guidance, creating the ideal foundation for a comprehensive product data strategy.

Strength in numbers: the wholesaler influence

That said, we are aware that manufacturers are bombarded with all sorts of demands on their resources and need to be convinced of the importance of EDATA before making the investment. This is where the major wholesalers and buying groups enter the picture, continually reinforcing the need for EDATA involvement to their suppliers.

Innovation and AI: easing the path to data excellence

To support this further we are also looking at initiatives to help manufacturers with the creation and maintenance of their data. It is a core principle of EDATA that manufacturers are ultimately responsible for their own product data but this doesn't mean they can't make use of any tools and resources available to speed up the process. We are looking at a range of options including an entry-level PIM, hands-on help with data creation and management and AI based tools to help with ETIM classification, product description creation and image generation. Watch this space.

EDATA integration: working with software providers to deliver wholesaler advantage

Through integration with core business systems, the EDATA data pool is helping wholesalers streamline processes, enhance customer support and build a strong foundation for digital and AI-led growth.



In parallel to increasing the rate of manufacturer onboarding we are looking for ways to help EDA wholesalers benefit from EDATA. Key to this is the work being done with industry solution (software) providers to integrate the data pool with their systems.

These may include the Enterprise Resource Planning (ERP) and Product Information Management (PIM) systems that are used to feed wholesalers' web sites with content, as well as e-commerce systems.

Automated API links to wholesalers' ERP systems enables the detailed technical data in EDATA to be made available to wholesalers on the trade counter or in the sales office. This means that wholesalers can help their customers select the right product, backed up with a detailed technical specification.

This facility has proved particularly valuable in project related sales, providing all the data a client needs to make detailed technical submittals.

As wholesalers move into the world of ecommerce or multichannel sales, access to EDATA enables data to be created and maintained to a high standard on their web sites far more quickly and efficiently than through manual creation or gathering data in diverse formats from multiple sources.

With the advent of AI we will see an increase in the ways EDATA can benefit the wholesaler. Powerful AI-based systems are emerging that can interpret and respond to customers' requests for quotes but the quality of data available in a wholesaler's ERP is often insufficient for the AI to make a confident match to the Request for Quote. By integrating with EDATA this problem is overcome, and wholesalers can spend less time on admin and more on customer-facing activity.

Industry collaboration: an open invitation to software providers

The EDATA team is keen to discuss other possible data pool integrations – if you are developing software for the sector, please contact the EDATA team on:

T: 020 3141 7350

E: edata@eda.org.uk

INDUSTRY INSIGHT

Our Industry Insight & Representation Mission

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



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

WHAT'S TOP OF MY INDUSTRY INSIGHT & REPRESENTATION AGENDA?

Our quarterly State of the Sector Surveys are now in their seventh year and continue to be a versatile channel for giving wholesalers and manufacturers a voice through which to tell us, and the supply chain, what's happening in their businesses.

The results are shared at **Talking Shop Live Online: Industry Insight in 90 Minutes** each quarter. Talking Shops are open to everyone at an EDA business, and you can register in the Events section at www.eda.org.uk

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

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

Our Survey Planning Group

The EDA is most grateful to the volunteers in the Survey Planning Group, a mix of EDA wholesalers, manufacturers and supply chain representatives who brief us on what's happening in the supply chain and make suggestions for survey topics. With thanks to our Survey Group representatives:

- Mark Ashworth**, Joint Managing Director, ABM Electrical Wholesale Ltd
- Richard Beighton**, Zone President Northern Europe, WAGO Ltd
- Rob Driscoll**, Director of Legal and Business, ECA
- Trevor Grote**, Managing Director, BELL Lighting
- Darren House**, Managing Director, Grant & Stone Ltd
- John Humphery**, Commercial Director, Marshall-Tufflex Ltd
- Andrew Moseley**, Commercial Director, CEF Ltd

Responses

Each quarter there are two surveys created: one for EDA wholesalers and a second for EDA manufacturers. The lead contact at each EDA wholesaler and manufacturer business is invited respond anonymously, and we work hard to generate a healthy response rate, sending out a number of reminder emails each quarter. In 2025 the average response rate from wholesalers was 31% and from manufacturers, 41%. Typical comparisons for business surveys range from 5% to 30%, so the EDA figures are good to excellent, and we are most grateful for the time taken by busy business leaders to complete them.

Survey and Research Library

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

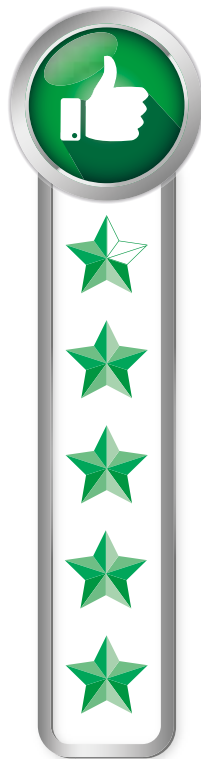
Collaboration with other supply chain trade associations

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

Talking Shop Live Online: Industry Insight in 90 Minutes

Bringing the supply chain together every quarter to hear about the latest challenges and opportunities impacting the electrotechnical supply chain.
All welcome – register at www.eda.org.uk in the Event section.

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



Talking Shop delegate satisfaction poll

QUARTER 2: 2026

Talking Shops are well received, with a recommendation score of: 4.6 (Out of a maximum of 5)

"That was great, much appreciated"

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

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

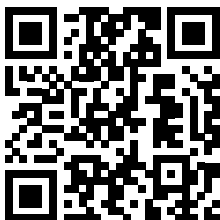
"As always, superb content and highly informative. Thank you!"

"Great content as always, thank you."

Quarterly Talking Shop Live Online 11.00am – 12.30pm

- Q1 2026: Friday 30 January
- Q2 2026: Friday 24 April
- Q3 2026: Friday 24 July
- Q4 2026: Friday 23 October

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



Talking Shop Live Online: Industry Insight in 90 minutes

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



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



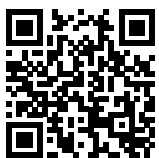
DOWNLOAD
all the survey results
by using the QR code below



SURVEYS & RESEARCH:

EDA Quarterly State of the Sector Surveys: download the latest survey results.

https://bit.ly/EDA_Surveys_Research



Don't get left behind this quarter

Hear the EDA State of the Sector Survey results at our quarterly Talking Shops Live Online



Each quarter the EDA invites the lead contact at each Wholesaler and Manufacturer business to complete the State of the Sector Survey.

The survey is anonymous: we ask a mix of regular questions allowing us track patterns, and one-off questions that explore current topics. With thanks to our Survey Planning Group for their help in compiling the survey each quarter.

With average response rates of 29% from EDA Wholesalers and 37% from EDA Manufacturers, the State of the Sector Survey reflects a high level of engagement across both audiences and delivers a strong, representative view of sector sentiment.

Here's why you should attend Talking Shop Live Online

- Hear what's really happening in wholesaler and manufacturer businesses right now
- Benchmark your organisation against the latest data
- Spot risks and opportunities early
- Hear analysis that cuts through the noise
- Understand what's changing - and what it means for you
- Turn insight into action for the next quarter

Register at:

www.eda.org.uk/event

BUSINESS COMMUNITY

Our Business Community Mission

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



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

The first half of 2026 placed a strong emphasis on face-to-face events. Our Annual Digitalisation Forum in late February was quickly followed by three further gatherings: in March, our Annual Awards Dinner, our Learning Achievement Awards Lunch, a visit to Frankfurt for the huge and inspiring Light+Building exhibition, followed by May's Business Forum in Brighton. As I write we are full steam ahead planning our Manufacturer and Wholesaler Summer Event on Thursday 9 July and on Thursday 27 August we head to Leicester for another Business Forum.

This year also marks the return of Power It Up: EDA Industry Insight Conference. Held every two years, it brings together around 250 leaders from EDA businesses and supply chain partners to hear strategically significant, thought-provoking presentations and valuable networking opportunities. We hope you will join us in Chester on Thursday 12 November – you'll find more information on page 46.

In a sector where time is precious and business demands are relentless, persuading people to step away from their desks and out of their businesses is never easy. Yet that is precisely why face-to-face events matter. They provide a rare opportunity to exchange ideas, share experiences, strengthen relationships and gain insights that are difficult to replicate online. At a time when the UK business climate remains challenging, these opportunities to connect, collaborate and learn from one another are more important than ever.

It is vital that we remain well informed, share knowledge across the supply chain and support customers who must prepare quotations and tender for work in an ever-changing market. The EDA will continue to work closely with members and partner trade associations for the good of the electrotechnical sector.

As it always has, the EDA will continue to make members visible to one another and facilitate networking, collaboration and access through a wide range of events throughout the year. Details of all upcoming events can be found in the Events section at www.eda.org.uk

We complement this face-to-face activity with a comprehensive programme of printed and digital communications. Our Key Contact Directory, led by Nancy Adolpho, requires around three months of painstaking work and remains, we believe, the most accurate record of senior executives in the sector. The Yearbook, led by Anne Vessey, is another labour of love, helping members identify who belongs to the Association, where companies are located and their areas of expertise. Meanwhile, our quarterly newsletter, Taking Stock, keeps members informed of the latest activities and forthcoming events.

Look out, too, for our concise digital bulletins, designed to keep members up to date with the information that matters most.

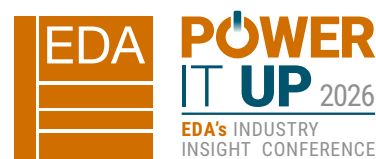


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Join us at Power It Up: EDA Industry Insight Conference 2026



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



Thursday 12 November 2026, Carden Park Hotel & Spa, Chester



Our Power It Up Conference is back in 2026.

It is where industry leaders will learn about, debate, and discuss the forward-looking themes of strategic importance to the sector, and the main theme will be **"The Future is Electric"** I hope you will support it.

David Moore, EDA President



One day conference

A full day of high-profile sessions delivered by thought leaders, with panel discussions & Q&A sessions

Audience:

Owner/leader/decision-maker delegates from our sector (Wholesalers, manufacturers, solution providers and representatives of the contracting community)

Post-conference dinner and entertainment



Networking events for high-level professionals

The Association offers a programme of senior-level networking events, creating opportunities to make and maintain valued business connections.



EDA Annual Awards Dinner

One of the liveliest and most popular occasions in the electrical industry calendar, the Dinner is held after the EDA AGM in the prestigious surroundings of one of London's leading five-star hotels. With a history stretching back almost 100 years, we welcome over 500 manufacturer and wholesaler guests. EDA wholesaler members reserve tables at the Dinner and invite supplier guests. In addition, the EDA also extends invitations to affiliate members. On the night, and in the presence of their industry peers, we present the EDA Investor in Training Awards recognising and rewarding managers who have shown the most commitment to educating and training their staff.

ANNUAL AWARDS DINNER DATE FOR YOUR DIARY

- **2027** Thursday 11 March: InterContinental Hotel, London
- **2028** Date to be confirmed



EDA Sportsmans' Dinner May 2027

Courtesy of the EDA Scottish Section, this event brings sector representatives together for dinner and a guest speaker.

Scottish Function Tuesday 6 - Friday 9 October 2026

A premier event, always at one of Scotland's premier hotels – by invitation only, it creates a unique opportunity for senior level networking and a programme of activities that offers something for all.



EDA Wholesalers' and Manufacturers' Summer Event Thursday 9 July 2026, London

Held annually in July, this invitation-only event brings together the lead contacts at Wholesaler and Manufacturer businesses. It's a golden opportunity to meet key players in the industry in convivial surroundings.



All aboard: EDA Summer Event takes place on the Silver Sturgeon, a 21st century River Yacht.



Strengthening UK supply chain ties at Light+Building 2026

In 2026, the EDA led its third delegation of electrical wholesalers and representatives of the UK's electrotechnical supply chain to Light+Building in Frankfurt to catch up on the latest trends and network with global manufacturers.

WILL YOU BE JOINING US AT LIGHT+BUILDING 2026?

Typically the EDA visit is a two-day programme between Sunday 8 March – Friday 10 March 2026



Light+Building is the world's leading trade fair for lighting and building services technology. The exhibition attracts more than 150,000 visitors from around the world and remains a barometer for innovation in electrification, energy management, smart buildings and connected technologies.

EDA Wholesaler Member businesses were joined by representatives of key trade bodies across the electrical and building services supply chain, including the Electrical Contractors' Association, SELECT, Cable Makers UK (BCA) and the Lighting Industry Association (LIA).

The two-day programme combined visits to the stands of EDA Affiliate Manufacturers exhibiting at the show with free time to explore. There was also a networking event in the evening with affiliate manufacturers, enabling delegates to explore new product developments and discuss commercial opportunities.

Here's how EDA delegates described their Light+Building experience

Lots to see, great overview of what's to come.

Truly impressive in terms of scale and representation, incredibly useful to expand my understanding of industry and product developments

**Enlightening
INFORMATIVE**

**VERY VALUABLE
Essential**

Impressive show, worth a visit.

I loved it, my only regret is not wearing better shoes! The products were applicable to my learning and will play a part in our business.

Building valuable connections



Stay connected in print and online

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

Business community connections

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

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



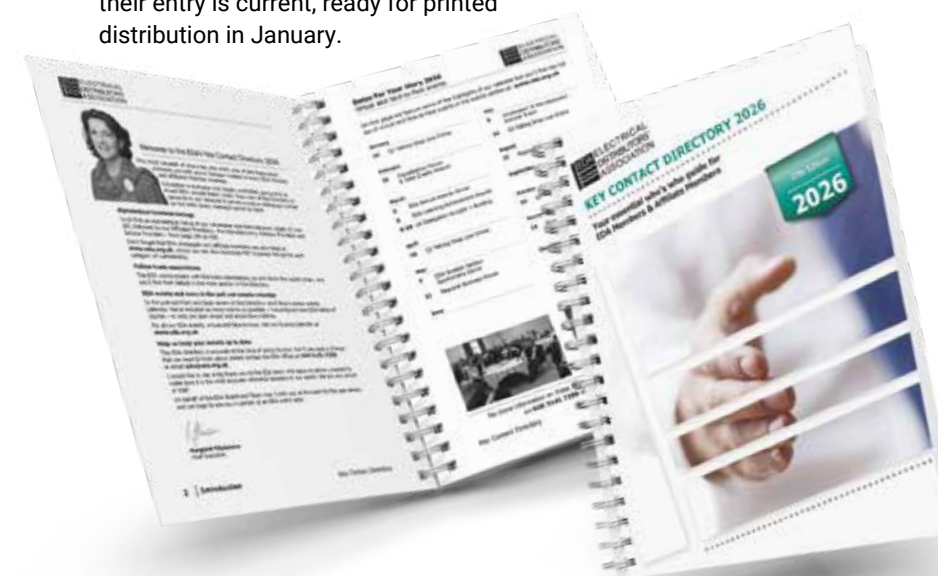
Printed and circulated in January, April, July and October, here's how to get your copy:

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

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

Key Contact Directory (KCD)

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



Look out for Taking Stock E-xtra in your inbox

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

Websites

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



DIRECTORY

EDA Member Wholesalers

In this section you'll find information about each EDA member wholesaler.

Overleaf (and until page 62) you'll find an A-Z listing of each wholesaler business showing:

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

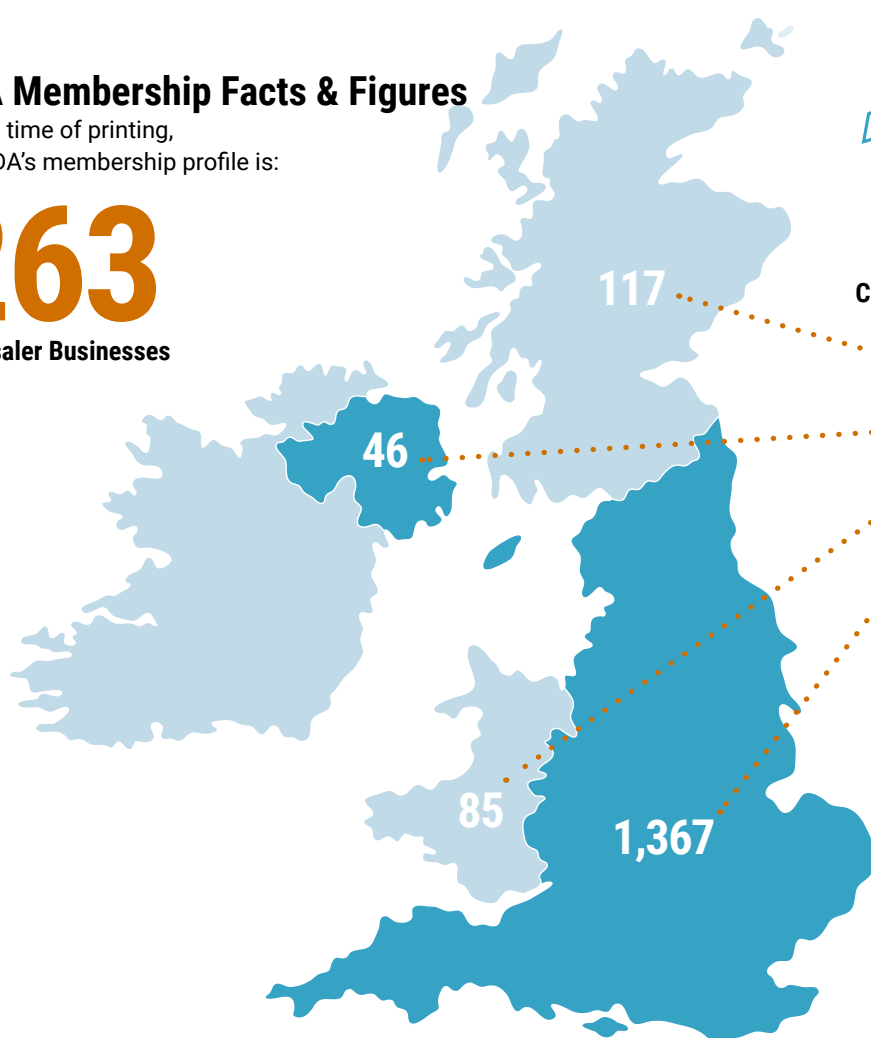
Page 66 marks the start of the directory of member wholesalers. This A-Z section offers an enhanced listing of each member wholesaler showing their logo, head office address and company contact details.

EDA Membership Facts & Figures

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

263

Wholesaler Businesses



1615

Collectively, EDA member wholesalers run 1,615 branches across the UK

- 117 in Scotland
- 46 in Northern Ireland
- 85 in Wales
- 1,367 in England

EDA members have a further 30 branches in the Republic of Ireland

Your online profile

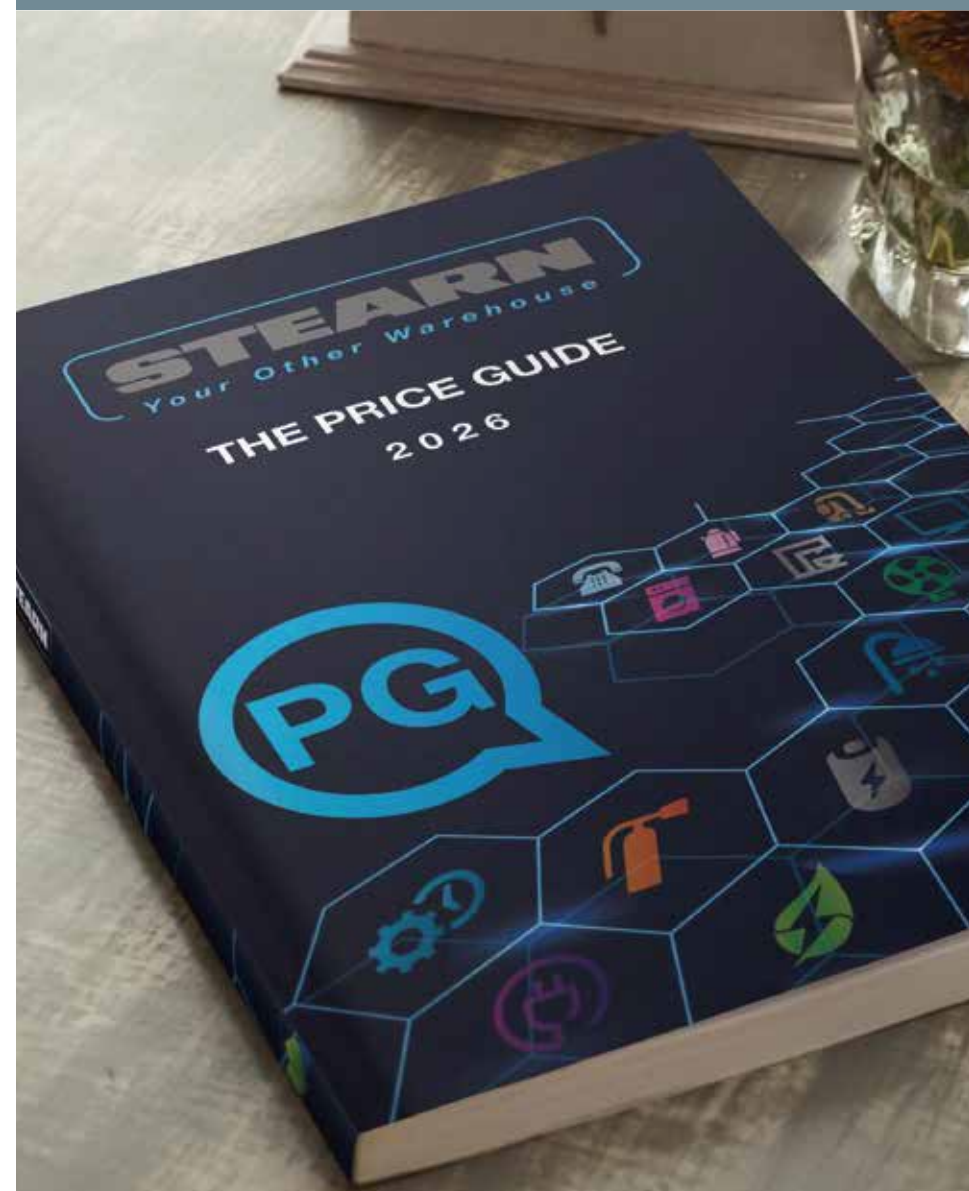
In addition to the listings in this Yearbook, you'll find a business profile and branch listing for every member and affiliate member at www.eda.org.uk

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

STEARN

Your Other Warehouse

NO MINIMUM ORDER • NEXT DAY DELIVERY • CENTRES NATIONWIDE • BEST PRICES • KNOWLEDGEABLE STAFF



PG
THE PRICE GUIDE
2026

- Lamps & Lighting
- Renewable & Smart Technology
- Wiring Accessories
- Controls
- Fire, Security, Health & Safety
- Batteries & Torches
- Space Heating
- Focal Point Fires
- Water Treatment
- Air Treatment
- Home Entertainment
- Catering Equipment
- Major Appliances
- Floorcare
- Small Appliances
- Telecoms




PRICE GUIDE

Organisation Name	Website	Total number of branches 1645	England 1367	Scotland 117	Wales 85	N. Ireland 46	Rol* 30	Buying Group
3 Line Electrical Wholesale	www.3lineelectrical.co.uk	14	14					AWEBB
7 Core Electrical Wholesale Ltd	www.7core.co.uk	6	6					AWEBB
A B Electrical Wholesalers Limited	www.abew.co.uk	3	3					AWEBB
A T & T (GB) Ltd	www.attgb.co.uk	4	4					Fegime UK
A&A Electrical Distributors Ltd	www.aa-electrical.com	1	1					Fegime UK
AA Electrical Wholesalers & Lighting Ltd	www.aaelectricalwholesalers.co.uk	1	1					IBA
AA Jones Electric Ltd inc. Seltec	www.aajones.co.uk	1	1					IBA
Ablectrics Limited	www.electricsandlighting.co.uk	1	1					IBA
ABM Electrical Distributors Ltd	www.abmdistributors.co.uk	1	1					Fegime UK
ABM Electrical Wholesale Ltd	www.abm-elec.co.uk	1	1					IBA
Accord Electrical Wholesale Ltd	www.aew-elec.co.uk	1	1					AWEBB
Acorn Electrical Supplies	www.acornelec.co.uk	2	2					IBA
Acutest	www.acutest.net	2	2					
Addlestone Electrical Wholesalers Ltd	www.aewelectrical.com	1	1					AWEBB
ADR Fastlec	www.fastlec.co.uk	1	1					Fegime UK
AIB Electrical Wholesale (Glasgow) Ltd	www.aib-electrical.co.uk	1		1				Fegime UK
Aitken Electrics Ltd	www.aitkenscablemanagement.co.uk	3	2	1				IBA
Albion Electric Stores Ltd	www.albionelectric.co.uk	1	1					IBA
Alert Electrical Wholesalers	www.alertelectrical.com	7	7					AWEBB
Allen Bros. (Electrical Factors) Ltd	www.lightstore.uk.com	1	1					AWEBB
Amlee Electrical Supplies	www.amlee.co.uk	1			1			AWEBB
AMP Electrical Supplies Ltd	www.ampelect.co.uk	1	1					AWEBB
AN Supplies Ltd	www.ansupplies.co.uk	5	2		3			AWEBB
ANEW Ltd	www.anew.co.uk							ANEW
Anglo American Electrical Company	www.anglo-americanelectrical.co.uk	1	1					IBA
Aquaflo Ltd	www.aquafloLtd.co.uk	1	1					IBA
Ark Electrical Services Ltd		1	1					AWEBB
AW Electrical Supplies Ltd		1	1					AWEBB
AWEBB	www.awebb.org.uk							AWEBB
B Danby & Co Ltd	www.danbys.co.uk	2	2					ANEW
BB Electrical Wholesalers Ltd	www.bbew.co.uk	1	1					IBA
Beacon Electrical (N.E.) Ltd	www.beacon-electrical.com	1	1					IBA
BED (Corby) Ltd	www.bedelectrical.co.uk	6	6					ANEW
BED Electrical Distributors Ltd	www.bed-electrical.co.uk	2	2					ANEW
BEMCO - British Electrical and Manufacturing Company	www.bemco.co.uk	7	5	2				ANEW
BES Electrical Wholesale Ltd	www.bes-electrical.co.uk	2	2					AWEBB
BEW Electrical Distributors Ltd	www.bew-elec.co.uk	23	23					Fegime UK
Big On Electricals (Trading Arm of Love Shopping Direct Ltd)	www.bigonelectricals.co.uk	1	1					ANEW
Blackwater Electrical Supplies	www.blackwaterelectricalsupplies.co.uk	1	1					IBA
BM Electrical Wholesale	www.bmelectricalwholesale.co.uk	5				5		AWEBB
Bondgate Electrical Distribution Ltd	www.bondgate.com	4	4					AWEBB
Bonus Electrical Ltd	www.bonus-group.co.uk	2	2					AWEBB
BPX Electro Mechanical Co. Ltd	www.bpx.co.uk	14	13				1	AWEBB
Brookmans Electrical Wholesalers	www.brookmanselectrical.co.uk	2			2			IBA

*Rol = Republic of Ireland



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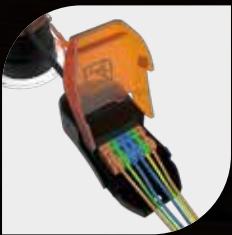
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Organisation Name	Website	Total number of branches 1645	England 1367	Scotland 117	Wales 85	N. Ireland 46	Rol* 30	Buying Group
Brown's Wholesale Ltd	www.theiba.uk	1	1					IBA
C & S Electrical Wholesale Ltd	www.cselec.co.uk	5	5					AWEBB
C & S Electrical Wholesalers Ltd	www.candselectricalLtd.com	1	1					IBA
C & W Berry Ltd	www.cwberry.com	1	1					IBA
Cable & Accessories (NI) Ltd	www.cableandaccessories.co.uk	6				4	2	ANEW
Cable Management Warehouse Ltd	www.cmwLtd.co.uk	1	1					
Capital Electric Wholesale Ltd	www.capitalelectric.co.uk	2	2					AWEBB
Capital Electrical Wholesalers Ltd	www.cewgroup.co.uk	5	5					AWEBB
CBR Electrical Supplies	www.cbrelectrical.co.uk	1	1					IBA
CDR Electrical Wholesalers Ltd	www.cdrelectrical.co.uk	2	2					Fegime UK
CEF Ltd	www.cef.co.uk	417	335	35	20	10	17	
Central Electrical Distributors Ltd	www.cedLtd.co.uk	5	5					Fegime UK
Century Electrical Wholesale Ltd	www.centuryelectrical.co.uk	7				7		AWEBB
CEW Electrical Wholesalers	www.cew.uk.com	2	2					Fegime UK
CH Electrical Wholesalers Ltd	www.ch-electrical.co.uk	1	1					AWEBB
Cherwell Electrical Supplies Ltd	www.ces-wholesale.co.uk	1	1					AWEBB
Chingford Electrical Supplies	www.chingfordelectrical.co.uk	1	1					AWEBB
Chorley Electrical Traders Limited	www.chorleyelectrical.com	4	4					
Circuit Supply Ltd	www.circuitsupply.co.uk	2	2					Fegime UK
Clanrye Electrical Supplies Ltd	www.clanryeelectrical.com	1				1		IBA
CLW Electrical Distributors Ltd	www.clw-electrical.co.uk	1	1					AWEBB
Colours Electrical Wholesale Ltd		1	1					AWEBB
Connect Electrical Wholesale Ltd	www.cew-ltd.com	1	1					AWEBB
Contact Electrical Wholesale Ltd (Birmingham)	www.cewLtd.com	1	1					AWEBB
County Electrical Supplies Ltd	www.county-electrical.com	1	1					
County Electrical Wholesale Ltd		3	2		1			Fegime UK
Crossfold Electrical Wholesalers Ltd	www.crossfold.co.uk	1	1					AWEBB
CWS Electrical Distributors	www.cwsLtd.uk.com	1	1					AWEBB
D & S Electrical Distributors Ltd	www.theiba.uk	2	2					AWEBB
David Harrison & Sons Ltd	www.davidharrisonLtd.co.uk	2	2					ANEW
DBM Electrical Supplies Ltd	www.dbmelectrical.co.uk	1	1					IBA
Dean Electrical Wholesale Ltd	www.deanelectrical.co.uk	1	1					AWEBB
Devondale Electrical Distributors Ltd (part of Grant & Stone)	www.devondale.net	7	7					AWEBB
Driffield Electrical Supplies Ltd		1	1					IBA
DT Electrical Supplies Ltd	www.dtelec.co.uk	2	2					IBA
Dungannon Electrical Wholesale	www.dungannonelectrical.co.uk	1				1		ANEW
Dynamic Electric Co. Ltd		1	1					AWEBB
E.D.S. Electrical	www.edselectrical-newcastle.co.uk	3	3					IBA
Edmundson Electrical Ltd	www.edmundson-electrical.co.uk	246	200	24	14	7	1	
Edwardes Bros (Dulwich) Ltd	www.edwardes.co.uk	3	3					ANEW
Elec-Mec Wholesale Ltd	www.elecmecc.co.uk	1	1					Fegime UK
ElectraCentre Distribution Ltd	www.electracentre.co.uk	1	1					AWEBB
Electric Center	www.electric-center.co.uk	121	102	15	4			
Electric Light Co (S-o-T) Ltd	www.electrilight.co.uk	1	1					IBA
Electric Station (London) Ltd		1	1					IBA

*Rol = Republic of Ireland



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Organisation Name	Website	Total number of branches 1645	England 1367	Scotland 117	Wales 85	N. Ireland 46	Rol* 30	Buying Group
Electrical & Contractors Supplies	www.ecsleeds.com	1	1					AWEBB
Electrical Installation Supplies Ltd	www.eiselectrical.co.uk	1	1					IBA
Electrical Lighting Supplies Ltd	www.els.ltd	4	4					AWEBB
Electrical Plumbing Supplies (Harrogate) Ltd	www.epsharrogate.co.uk	1	1					IBA
Electrical Wholesale Express Ltd	www.eweni.co.uk	4				4		AWEBB
Electrical Wholesale Supplies (Guildford) Ltd	www.ews.uk.com	1	1					AWEBB
Electrical4Less Ltd	www.electrical4less.co.uk	1	1					IBA
Ellwood Electrical Wholesalers Ltd	www.theiba.uk	1	1					
Energy Electrical Distributors Ltd	www.energy-electrical.net	1	1					AWEBB
Enfield Electrical Supplies Ltd	www.enfieldelectrical.co.uk	4	4					Fegime UK
ERF Electrical Wholesalers Ltd	www.erfelectrical.co.uk	7	7					ANEW
ERU Electrical and Security Products Ltd	www.ledbrite.co.uk	1	1					IBA
Essex Electrical Supplies Ltd	www.essex-electrical.co.uk	1	1					IBA
ETC Electrical Supplies	www.etcselectrical.co.uk	1	1					IBA
EW Group (UK) Ltd	www.ewgroup.co	2	2					AWEBB
Expert Electrical Supplies Ltd	www.expertelectrical.co.uk	1	1					Fegime UK
Eyre & Elliston Holdings Ltd	www.eyreandelliston.co.uk	61	61					ANEW
Falcon Electrical Wholesalers Ltd	www.falconelectrical.co.uk	1	1					AWEBB
Fegime UK	www.fegime.co.uk							Fegime UK
Flick Electrical Wholesale Ltd	www.flick-elec.com	3	3					AWEBB
Fox Electrical Supplies Ltd	www.foxlec.co.uk	3	3					Fegime UK
G & R Electrical Wholesalers Ltd	www.grelectrical.co.uk	3	3					AWEBB
G.R. Electrical Supplies Ltd	www.g-r-electrical-supplies-ltd.business.site	1	1					IBA
Gardner & Scardifield (Electrical) Ltd	www.gardnerandscardifield.co.uk	5	5					AWEBB
GDA Electrical Wholesaler Ltd	www.gdawholesaler.co.uk	3	3					AWEBB
Gen-Lec Ltd		1	1					IBA
Gil-Lec Ltd	www.gil-lec.co.uk	3	3					Fegime UK
Giltbrook Electrical Distributors Ltd	www.giltbrookelectrical.co.uk	2	2					AWEBB
GLT Electrical Wholesalers Ltd	www.gltelectrical.co.uk	5	5					ANEW
GO Electrical Wholesale	www.goelectrical.net	1	1					Fegime UK
Gordons Electrical Supplies	www.gordonselectricalsupplies.co.uk	1				1		IBA
Grant & Stone Ltd	www.grantandstone.co.uk	9	9					AWEBB
Green Bros Ltd	www.green-bros.com	2	2					AWEBB
Greenwood Lighting Ltd	www.greenwoodlighting.co.uk	1	1					IBA
GSM Electrical Supplies Ltd	www.gsmsupplies.co.uk	2	2					AWEBB
GTS Central Ltd	www.gtscentral.co.uk	1		1				IBA
Gurney & White Ltd	www.gwsupplies.co.uk	2	2					ANEW
H & S Electrical Wholesalers Ltd	www.hselec.co.uk	3	3					AWEBB
H. Lilley & Co Ltd	www.hilleyelectricalandplumbing.co.uk	2	2					IBA
Harbro Electrical Wholesale	www.harbroelectrical.co.uk	1	1					IBA
Hatton Electrical Wholesale Ltd	www.hattonelectrical.co.uk	3	3					AWEBB
Hedley & Ellis Ltd	www.hedleyandellis.com	4	4					ANEW
Herts Electrical Wholesale Ltd	www.hertselectrical.com	1	1					IBA
Holland House Electrical Co Ltd	www.hheonline.co.uk	19	3	16				ANEW
Horton Electrical Wholesale Ltd	www.hortonelectrical.co.uk	1	1					IBA

*Rol = Republic of Ireland



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Organisation Name	Website	Total number of branches 1645	England 1367	Scotland 117	Wales 85	N. Ireland 46	Rol* 30	Buying Group
IBA Buying Group Ltd	www.theiba.co.uk							IBA
IDSL Supplies Ltd	www.idslsuppliesltd.com	1	1					Fegime UK
Impulse Electrical Supplies Ltd	www.impulse-electrical.com	1	1					AWEBB
Independent Electrical Wholesalers Ltd	www.theiba.net	1	1					IBA
JG Harrison & Sons Ltd	www.harrisonlighting.co.uk	2	2					AWEBB
JM Electrical Wholesale	www.jmelectricalwholesale.co.uk	1				1		IBA
John Cribb & Sons Ltd	www.johncribb.co.uk	11	11					ANEW
Juice Electrical Supplies Ltd	www.juiceelectricalsupplies.co.uk	4	4					IBA
Kent Electrical Supplies Ltd	www.mikeselectrical.co.uk	1	1					IBA
KEW Electrical Distributors	www.kewelectrical.co.uk	26	25			1		
KNK Electrical Ltd	www.knkelectrical.com	1	1					Fegime UK
L H Evans Ltd	www.lhevents.co.uk	6			6			ANEW
Lamp Post Electrical Supplies Ltd (The)	www.lamppostelectrical.co.uk	2	2					AWEBB
LAMPS - Lighting and Mains Power Solutions Ltd	www.lampsld.co.uk	6	6					AWEBB
Lancashire Electrical Distributors Ltd	www.lancselec.co.uk	2	2					AWEBB
LECTRI-CALL Ltd	www.lectri-call.co.uk	1	1					AWEBB
LED Electrical Ltd	www.led-electrical.co.uk	3	3					ANEW
Leeds Electrical Distribution Ltd	www.leedselectrical.net	1	1					IBA
LEW Electrical Distributors	www.lewelectrical.co.uk	20	20					AWEBB
LH Electrical Ltd	www.lhelectricaltd.co.uk	3	3					AWEBB
Lightsave Ltd	www.lightsave.co.uk	1	1					IBA
Links Electrical Supplies Ltd	www.rdcpelectrical.com	10	4		6			AWEBB
Lloyd & Jones	www.lloyd-jones.com	13	12		1			AWEBB
Lockwell Electrical Industrial	www.lockwell.co.uk	21	20		1			
London & Kent Electrical Ltd	www.lkele.co.uk	1	1					Fegime UK
London Cable & Lighting Ltd	www.londoncable.co.uk	1	1					IBA
M & D Electrical Distributors	www.mdelectricaldistributor.co.uk	1	1					IBA
M.H. Electrical Distributors	www.mhelec.co.uk	1	1					IBA
Mac Electrical Wholesale Ltd		1				1		IBA
Mains Electrical Distributors Ltd		1	1					IBA
Mansfield Electrical Supplies Ltd	www.mansfieldelectricalsupplies.co.uk	1	1					IBA
March Electrical Supplies Ltd	www.marchelec.co.uk	1	1					IBA
Mastertrade Supplies Ltd	www.mastertrade.co.uk	1	1					AWEBB
MDE Electrical Supplies	www.mdeelectricalsupplies.co.uk	1	1					IBA
Mech-Elec Wholesale Limited	www.mech-elecwholesale.co.uk	1	1					IBA
Medlock Electrical Distributors	www.medlocks.co.uk	54	48	4			2	ANEW
Midshires Electrical & Lighting Ltd	www.midselec.co.uk	1	1					Fegime UK
Mike's Electrical Supplies Ltd	www.mikeselectrical.co.uk	1	1					IBA
Moss Electrical Co Ltd	www.mosselectrical.co.uk	3	2		1			Fegime UK
MP Moran Limited	www.mpmoran.co.uk	5	5					IBA
Mr Ohms Ltd	www.mrohms.com	3	3					IBA
NE Electrical Wholesalers Ltd	www.ne-electrical.co.uk	1	1					AWEBB
NEW Electrical Distributors Ltd	www.new.ie	8	1				7	AWEBB
Northern & Central Electrical	www.ncelectrical.co.uk	4	4					AWEBB
Oldfield Electrical Supplies Ltd	www.oldfieldelectrical.co.uk	5	5					AWEBB

*Rol = Republic of Ireland

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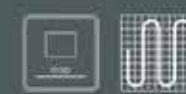
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Organisation Name	Website	Total number of branches 1645	England 1367	Scotland 117	Wales 85	N. Ireland 46	Rol* 30	Buying Group
Ormod Electric Ltd	www.ormrod.com	1	1					IBA
P&M Electrical Wholesale Ltd	www.pandmelectricalwholesale.co.uk	1	1					IBA
P.W. Sales		1				1		AWEBB
Panesar Electrical Co. Ltd.	www.peclights.com	1	1					IBA
Park Electrical Distributors Ltd	www.park-electrical.co.uk	11	11					ANEW
Parr Electrical (Liverpool) Ltd		1	1					AWEBB
Peak Electrical Supplies Ltd	www.peakelectricalsupplies.co.uk	1	1					IBA
Peco Electrics	www.pecoelectrics.com	4		4				Fegime UK
Phase Electrical Distributors Ltd	www.phase-electrical.co.uk	8	8					Fegime UK
Pinnacle Electrical Supplies Ltd	www.pinnacleelectricalsupplies.co.uk	2	2					Fegime UK
Power Saver Electrical Supplies Ltd	www.powersaver.co.uk	2	2					AWEBB
Premier Electrical Ltd	www.premierelectricaltd.uk	1	1					Fegime UK
Premier Electrical Wholesalers (Stoke-on-Trent) Ltd	www.premier-electrical.co.uk	1	1					IBA
Prime Electrical Wholesalers Ltd	www.primeelectrical.co.uk	1	1					IBA
PS Electrical Wholesalers Ltd	www.pselectricalwholesale.co.uk	1	1					IBA
Quantum Electrical Distribution Ltd	www.quantum-electrical.com	1	1					AWEBB
R & M Distribution Ltd	www.rmdist.com	1		1				AWEBB
R & M Electrical Group Ltd	www.rm-electrical.com	5	2	1	2			AWEBB
R.S. Electrical Supplies	www.rselectricalsupplies.co.uk	1	1					IBA
Ralco Electrical Supplies	www.ralco-elec.co.uk	1	1					IBA
Rapid Electrical Distributors Ltd	www.rapidelectrical.com	2	2					Fegime UK
Rapid Renewables Ltd	www.rapidrenewables.co.uk	2	2					Fegime UK
Rayton Electrical Wholesale Ltd	www.raytonelec.co.uk	1	1					AWEBB
Recon Electrical Ltd	www.reconelectrical.co.uk	1	1					IBA
Red Electrical Distributors Ltd	www.redelectricaldistributors.co.uk	1	1					IBA
Reform Electrical Distributors Ltd	www.reformelectrical.co.uk	1	1					AWEBB
Regent Electrical Distributors	www.regentelectrical.com	8	8					Fegime UK
Reliable Electrical Supplies Limited	www.reliableelectrical.co.uk	1	1					IBA
Reward Electrical Distributors Ltd	www.rewardelectrical.co.uk	1	1					AWEBB
Rifina Co Ltd	www.rifina.com	4	4					ANEW
Riverbank Electrical Wholesalers Ltd	www.riverbankelectrical.com	1		1				AWEBB
Round Electrical Distribution Ltd	www.theiba.uk	1			1			IBA
Ryness Electrical Supplies Ltd (T/A Wholesale Lighting & Electrical and ELG)	www.ryness.co.uk	1	1					
S.M. Electrical Supplies (Edinburgh) Ltd	www.smsupplies.com	1		1				IBA
S.M. Electrical Supplies Ltd	www.smsupplies.com	1		1				IBA
Sarnia Electrical Supplies Ltd		1	1					IBA
Service Electrical Distributors Ltd	www.sedltd.co.uk	1	1					AWEBB
Smart Merchants Ltd	www.smartmerchants.co.uk	3	3					Fegime UK
Smith Bros (Caer Conan) Wholesale Ltd	www.smithbrosuk.com	1	1					Fegime UK
SND Electrical Wholesalers (UK) Ltd	www.sndelectrical.co.uk	1	1					
Solen Energy UK Limited	www.solenenergy.com	1	1					IBA
Specialised Lighting Company Ltd trading as Whitefield Electrical	www.whitefieldelectrical.co.uk	1	1					IBA
Specialist Instrument Services	www.sis-calibration.co.uk	2	2					
Spring Electrical Ltd	www.springelectrical.com	2	2					AWEBB

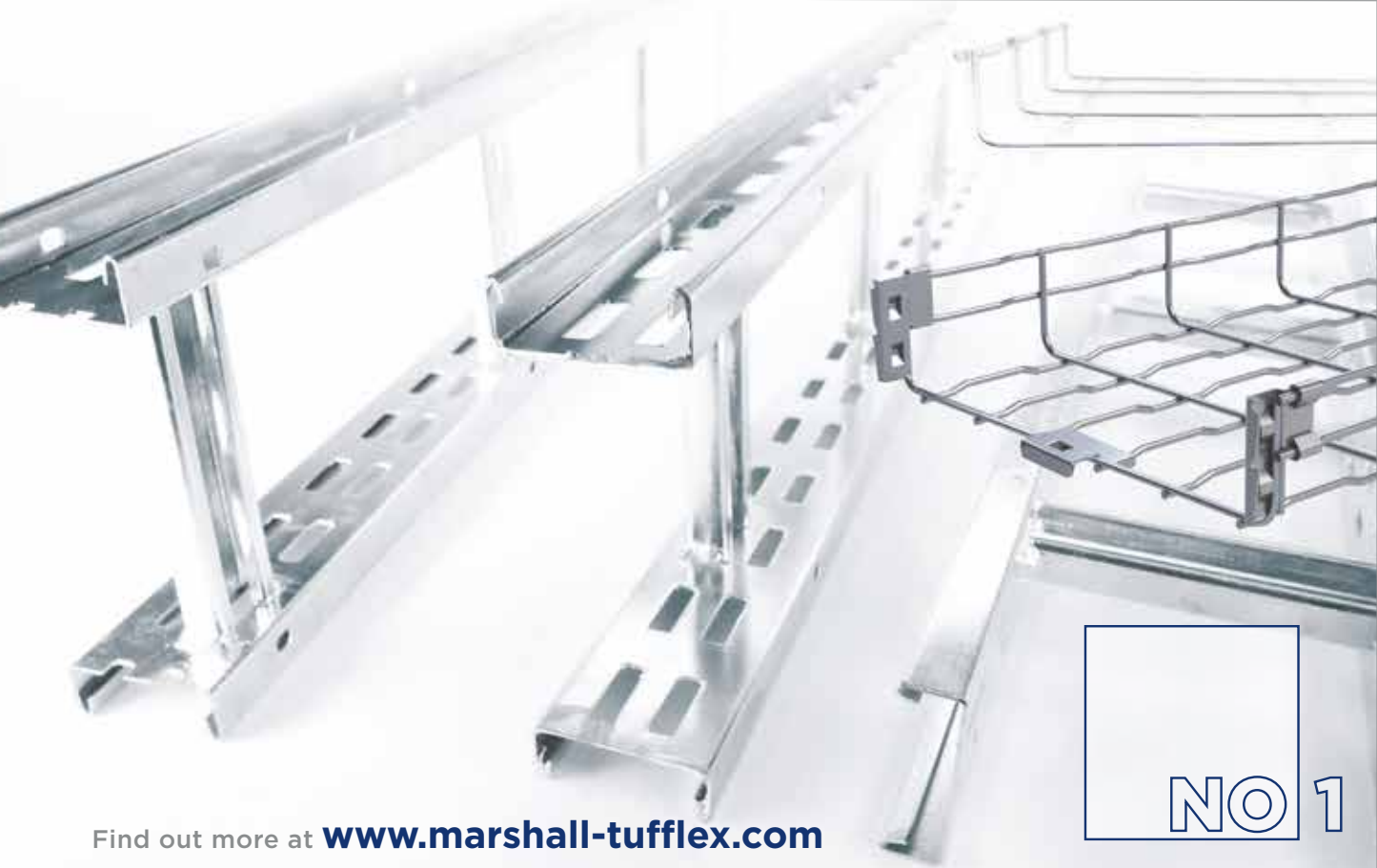
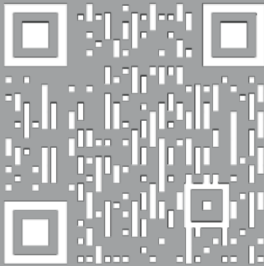
*Rol = Republic of Ireland



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CEMBRE

Organisation Name	Website	Total number of branches 1645	England 1367	Scotland 117	Wales 85	N. Ireland 46	Rol* 30	Buying Group
SRM Electrical Ltd	www.srmelectrical.co.uk	3	3					AWEBB
STA Group Ltd	www.staelectrical.co.uk	2	2					IBA
STB Electrical Wholesale Ltd		1	1					IBA
Stearn Electric Co Ltd	www.stearn.co.uk	12	11	1				
Strike Electrical Distributors Ltd	www.strikeelectrical.co.uk	1	1					IBA
Superlec Electrical Distributors Ltd	www.superlecdirect.com	1	1					Fegime UK
Swadlincote Electrical Supplies Ltd	www.sesiba.net	1	1					IBA
Swanson Mackay & Co. Ltd	www.swansonmackay.co.uk	3			3			AWEBB
Switch Electrical Distributors Limited		1		1				AWEBB
Switch Electrical Supplies Limited	www.switchelectricalsupplies.co.uk	1	1					
T.N. Robinson Ltd	www.tnr.co.uk	13	8		5			ANEW
Tan Sales (London) Ltd	www.tansales.co.uk	2	2					Fegime UK
TEC Supplies Group Ltd	www.tec-supplies.com	4	4					AWEBB
Templegate Electrical Supplies Ltd	www.templegateelectrical.co.uk	9	5		4			Fegime UK
Thames Electrical Supplies Ltd	www.thames-electrical.co.uk	1	1					IBA
The Electrical Network Ltd	www.electricalnetwork.co.uk	5		5				AWEBB
TLA Distribution Ltd	www.tlauk.net	5	5					ANEW
TLC Electrical Distributors Ltd	www.tlcelec.co.uk	2	2					IBA
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UK Cables Ltd	www.ukcables.co.uk	3	3					
UK Electric Ltd	www.uk-electric.net	19	15	1	3			
UK Electrical Wholesale (Chelmsford) Ltd	www.ukchelmsford.co.uk	1	1					AWEBB
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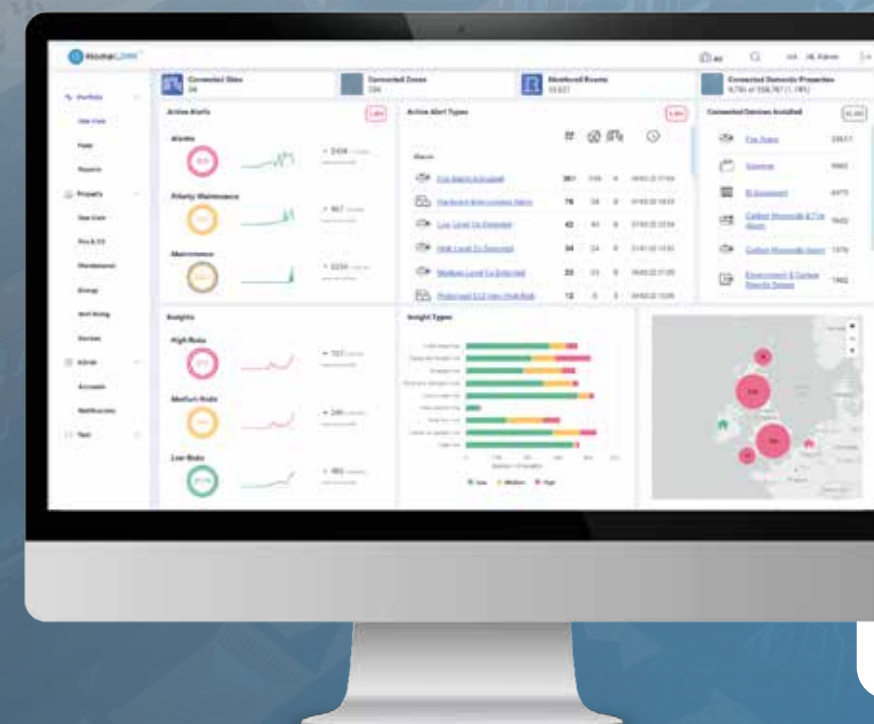
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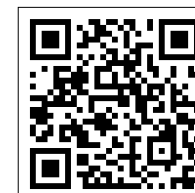
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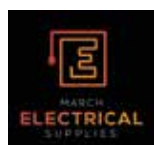
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Making Active Safety the New Business Standard

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

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

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

Safety as an industry-wide responsibility

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

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

Active safety systems: the future of workplace safety

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

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

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

So - are you ready to make visible the invisible?

Acti9 Active: revolutionary circuit protection

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

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

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

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

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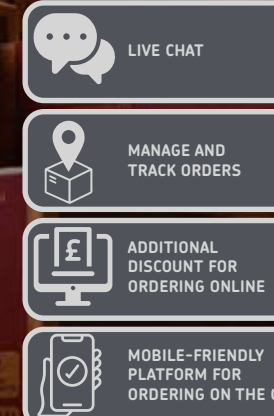
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Est. 1914

DIRECTORY

EDA Affiliated Members

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

Overleaf (and until page 106) you'll find an A-Z listing of each business and their products and services.

Page 110 marks the start of the directory of affiliated businesses. This A-Z section offers an enhanced listing of each affiliate showing their logo, head office address and company contact details.

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



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

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



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

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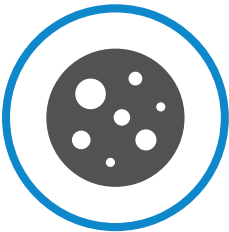
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Epicor Prism

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Electrical Distribution: Highlights of 2025 and What's Next With AI in 2026

As we step into March 2026, the UK electrical distribution sector is already feeling the momentum of change that began last year. For members of the Electrical Distributors' Association (EDA), 2025 was a year of digital acceleration, sustainability initiatives, and a renewed focus on customer experience. Now, the big question is, what's next?

2025 in Review: Digital and Data Take Centre Stage

Last year, electrical distributors embraced technology at scale. Cloud-based ERP systems became the backbone of operations, delivering better inventory visibility and streamlined workflows. Sustainability also moved up the agenda, with distributors prioritising compliance and energy-efficient product lines to meet regulatory demands while satisfying customer expectations.

The adoption of the EDATA pool grew. Built to simplify the usage of an ever-widening range of product data in their systems, this solution helps distributors manage and deal with vast product ranges and specification changes despite the labour shortage in the industry.

Customer experience was another key theme. Omnichannel strategies gained traction, integrating eCommerce platforms with back-office systems to deliver real-time stock updates and facilitates seamless ordering. Meanwhile, data-driven decision-making became a competitive advantage, helping businesses optimise pricing, more accurately forecast demand, and manage supply chain disruptions.

2026: The Year of AI-Embedded Technology

Today, artificial intelligence (AI) is no longer a future concept; it's here, and it's transforming distribution. AI is becoming embedded in everyday operations, reshaping how distributors work and compete.

At Epicor, our **Prism** technology is a prime example of this evolution. Built to integrate with ERP systems, Prism uses dedicated task AI agents with advanced machine learning capabilities to deliver predictive insights and automated decision support. Those agents are optimised for certain tasks, avoiding the generic AI hallucinations that we see in broader AI integrations elsewhere. For electrical distributors, this means:

- **Smarter Forecasting** – AI predicts demand trends with greater accuracy, reducing stockouts and excess inventory.

- **Optimised Pricing** – Dynamic pricing recommendations help maintain margins in a competitive global market.
- **Personalised Customer Engagement** – AI analyses buying patterns to tailor offers and improve service responsiveness.

Rather than replacing human expertise, AI augments it, freeing teams from repetitive tasks while enabling them to focus on strategic growth.

Key Trends to Watch in 2026

- **AI Integration Across ERP Platforms** – Expect widespread adoption of AI-powered tools like Epicor Prism.
- **Cybersecurity and Data Governance** – As digital adoption grows, protecting data will remain critical.
- **Skills Development** – Upskilling teams to leverage AI and analytics will be essential, with EDA playing a key role.
- **Sustainability Through Smart Tech** – AI will help optimise energy usage and reduce waste across the supply chain.

Why Act Now?

The electrical distribution industry stands at a pivotal moment. Those who embrace AI-driven innovation will not only improve operational efficiency they, will deliver superior customer experiences while maintaining compliance in an increasingly complex market.

2026 is the year to rewrite your playbook for supply chain success. Explore AI-powered Epicor solutions and stay one step ahead.



START NOW



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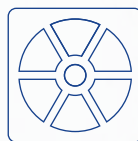


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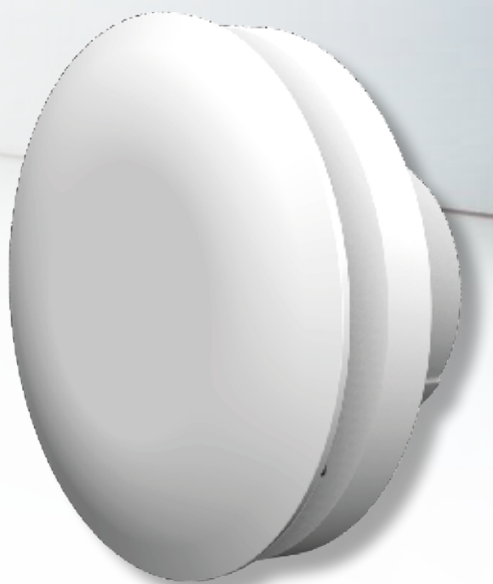
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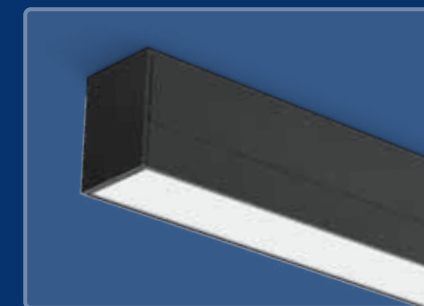
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