

Welcome to EDA's Leicester Business Forum

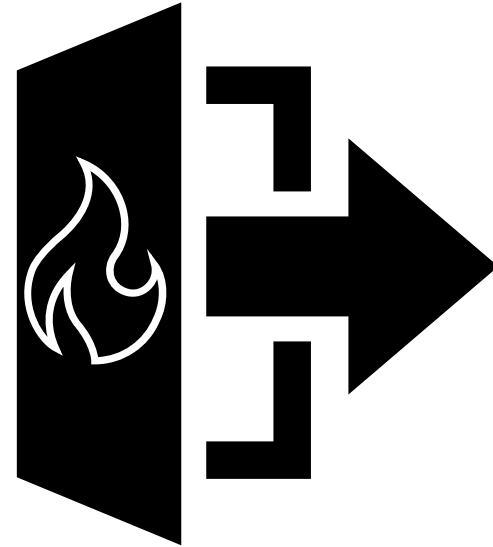
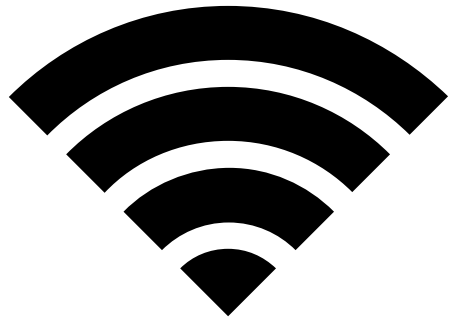
Thursday 27 August 2026



Welcome & Introductions

Tom Barton
Director of Supplier Relations
Edmundson Electrical Ltd
EDA Board of Management





Free Wi-Fi available: **NSC WiFi**
Connect and follow the steps on-screen

Agenda until Lunch



EDA and Market Updates

Highlights from the Q3 2026 EDA State of the Sector Survey

Essential Insights: what you need to know for your branch, your business, and your contractor customers.

**Q&A What's changing in the contractors' world?
Diversification, customer expectations and staying competitive in a changing market**

Read your customers better: Using DISC profiling to build stronger customer relationships



Visit these stands

Read Your Customers Better: Using DISC Profiling to Build Stronger Business Relationships

Juliette Ryley, Business Coach

Juliette can create your full DISC profile for you to take away for £10 per person instead of the usual £50

(DISC: Dominance, Influence, Steadiness, Conscientiousness)



Small Business Charter / Help to Grow Management Training

Emma Easton and Kamal Chuahan

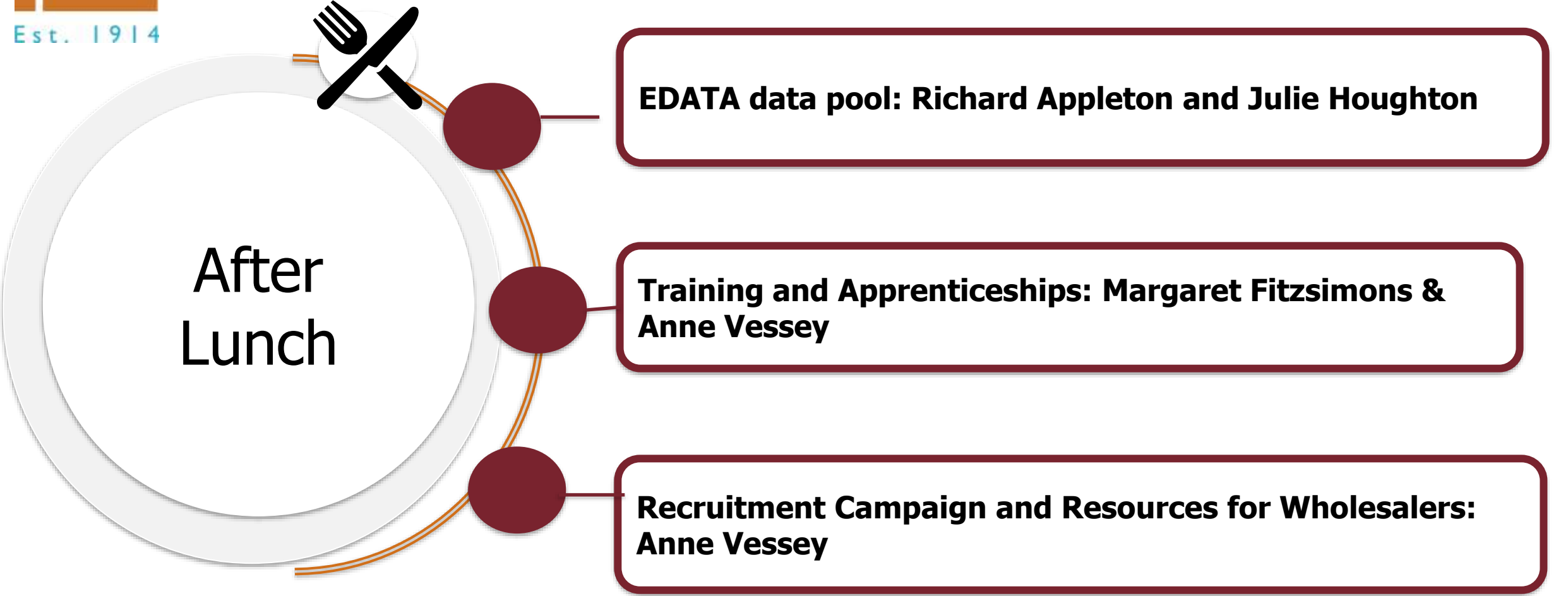


Croner: Expert Advice with your EDA Membership

Dylan Venables, Head of Partnerships

Ask about HR and Employment Law, Commercial Legal Support, Health & Safety, Tax Matters

2.00pm – 2.45pm: Drop-in clinics round 1
2.45pm – 3.30pm: Drop-in clinics round 2



The diagram features a large white circle with a thick grey border. Inside the circle, the text "After Lunch" is written in a large, black, sans-serif font. To the right of the circle, three dark red circles are arranged vertically, connected by a curved orange line. Each red circle is connected to a white rectangular box with a dark red border. The top box contains the text "EDATA data pool: Richard Appleton and Julie Houghton". The middle box contains the text "Training and Apprenticeships: Margaret Fitzsimons & Anne Vessey". The bottom box contains the text "Recruitment Campaign and Resources for Wholesalers: Anne Vessey". Above the top red circle, there is a small white circle containing a black fork and knife icon, crossed out with a black 'X'.

After
Lunch

EDATA data pool: Richard Appleton and Julie Houghton

Training and Apprenticeships: Margaret Fitzsimons & Anne Vessey

Recruitment Campaign and Resources for Wholesalers: Anne Vessey

EDA and Market Updates

Margaret Fitzsimons
CEO



Download the **NEW!** EDA Events App



App Store

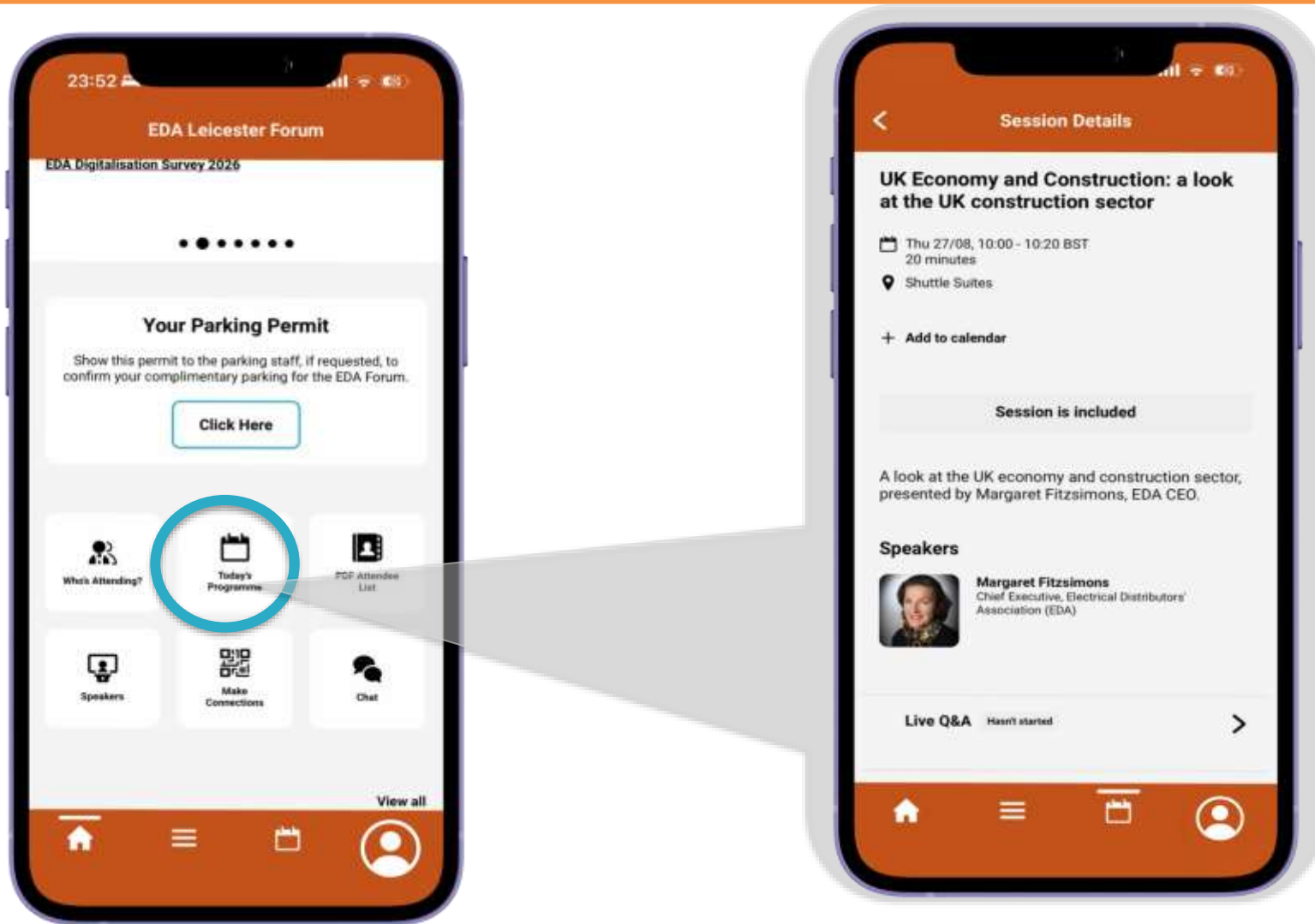
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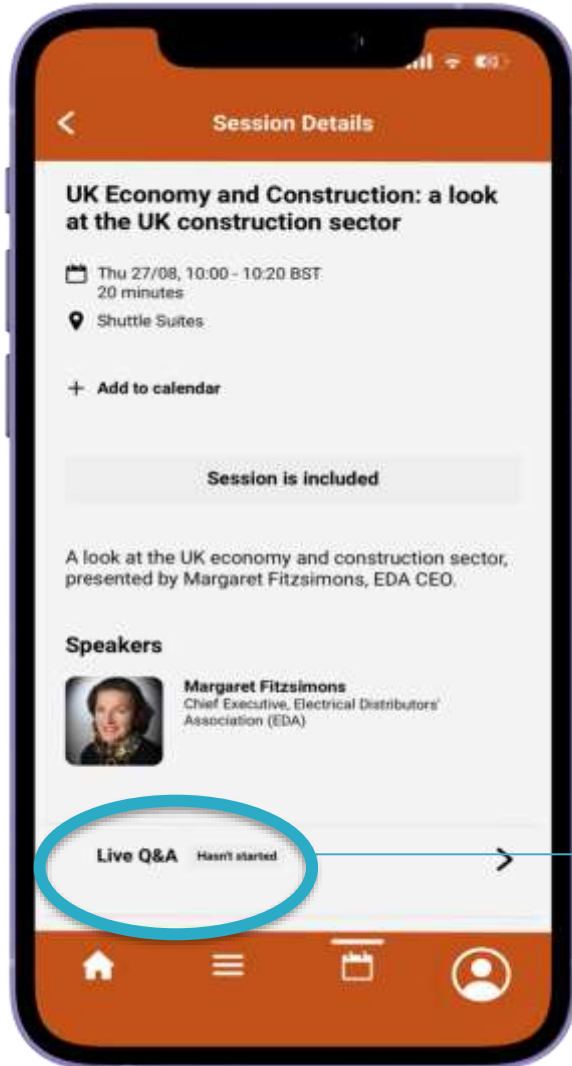
Google Play

SCAN TO DOWNLOAD

View the agenda on your phone: open "Today's Programme"



Ask a question using Live Q&A



Ask a question

In the EDA Events App

- 1 Open Today's Programme
- 2 Select the current session
- 3 Open Live Q&A

Live Q&A available from 15 minutes before each session until 15 minutes afterwards

EDA Updates



Appointment of CEO Designate

Eddie Embleton will join EDA on 1st October

Handover and induction with Margaret Fitzsimons who will step into a part-time strategic role in 2027

Welcome Eddie!



EDA Pillars of Work and Team

Business Community



Nancy Adolpho
Executive Assistant



Diana Gaina
Marketing & Events Executive

Industry Insight



Anne Vessey
Head of Marketing
& Communications

Education & Training



Tracy Hewett
Head of E&T



Sabina Shaid
E&T Administrator



Nikki Hunt
Business Operations Officer

Digitalisation



Richard Appleton
Head of Digitalisation



Javier Garcia
Head of Systems & Processes
/Onboarding & Data Manager



Julie Houghton
Data Consultant

Welcome to new Members and Affiliated Members

New Members (August 2026)

Central Electrical & Lighting Ltd – Fegime UK
Thomas Electrical Distributors Ltd – Independent

264 wholesaler Members

New Affiliated Members (July/August 2026)

F Walther Electrics Ltd
ThermoSphere
Rolec Services Ltd
myenergi GB Ltd
Inventor-e Ltd (Service provider)

126 Affiliated Members

Diary Dates 2026



Tue-Fri, 6-9 Oct

Scottish Function, Gleneagles, **A few places remain!**
Hosted by Alistair Dunnet, Holland House Electrical (ANEW).

Friday 23 Oct

Talking Shop – Quarterly Online Session giving Industry insight

Thurs 12 Nov

EDA's Industry Insight Conference, **Power It Up 2026**,
Carden Park Hotel & Spa, Chester

www.eda.org.uk
- Events

Tue 17 Nov

Webinar with OneClick LCA – **EPDs**.
Do your products need one? What do buyers expect to see?
How to plan a realistic path to creating one.

Support LIA's ICEL Emergency Lighting Conference on 10th September in London
Hosted by Ayca Donaghy, CEO - [Register to Attend | At The Heart of Lighting](#)

Support BEAMA's Green Connect: Action Lab on 15th September in London
Hosted by Amy Collins, A practical, interactive day working through business challenges relating to sustainability [Green Connect: Action Lab](#)

Diary Dates 2027



Wed 24 Feb

Digitalisation Forum & Data Quality Awards, London

Thurs 11 March

Annual Awards Dinner 2027, London

Thurs 6 May

Sportsmans' Dinner, Glasgow

Mon-Tues, 24-25 May

EUEW (European Union of Electrical Wholesalers)
Business Convention, Vienna

www.eda.org.uk
- Events

Thurs 8 July

Summer Event for Wholesalers and Manufacturers

Week of 4 Oct

Scottish Function 2027, Old Course Hotel, St. Andrews



Power It Up Conference & Dinner Thursday 12 November 2026 Carden Park Hotel & Spa, Chester



Power It Up Conference 2026

The Future is Electric



3rd Power it Up Conference

250 delegates from three steps of the supply chain:

- Wholesaler members
- Affiliated suppliers, solution providers and service providers
- Guests from the world of contracting
- Special guests from the wider construction industry
- Keynote speakers from outside our sector

One day plenary conference

- Insight into developments and drivers in key construction sectors
- Electrification of the economy and opportunities for EDA members
- Adapting & growing your business to take advantage of these opportunities

Evening – Conference Reception, Dinner and Entertainment

Bedrooms at special room rate B&B 11th and 12th November

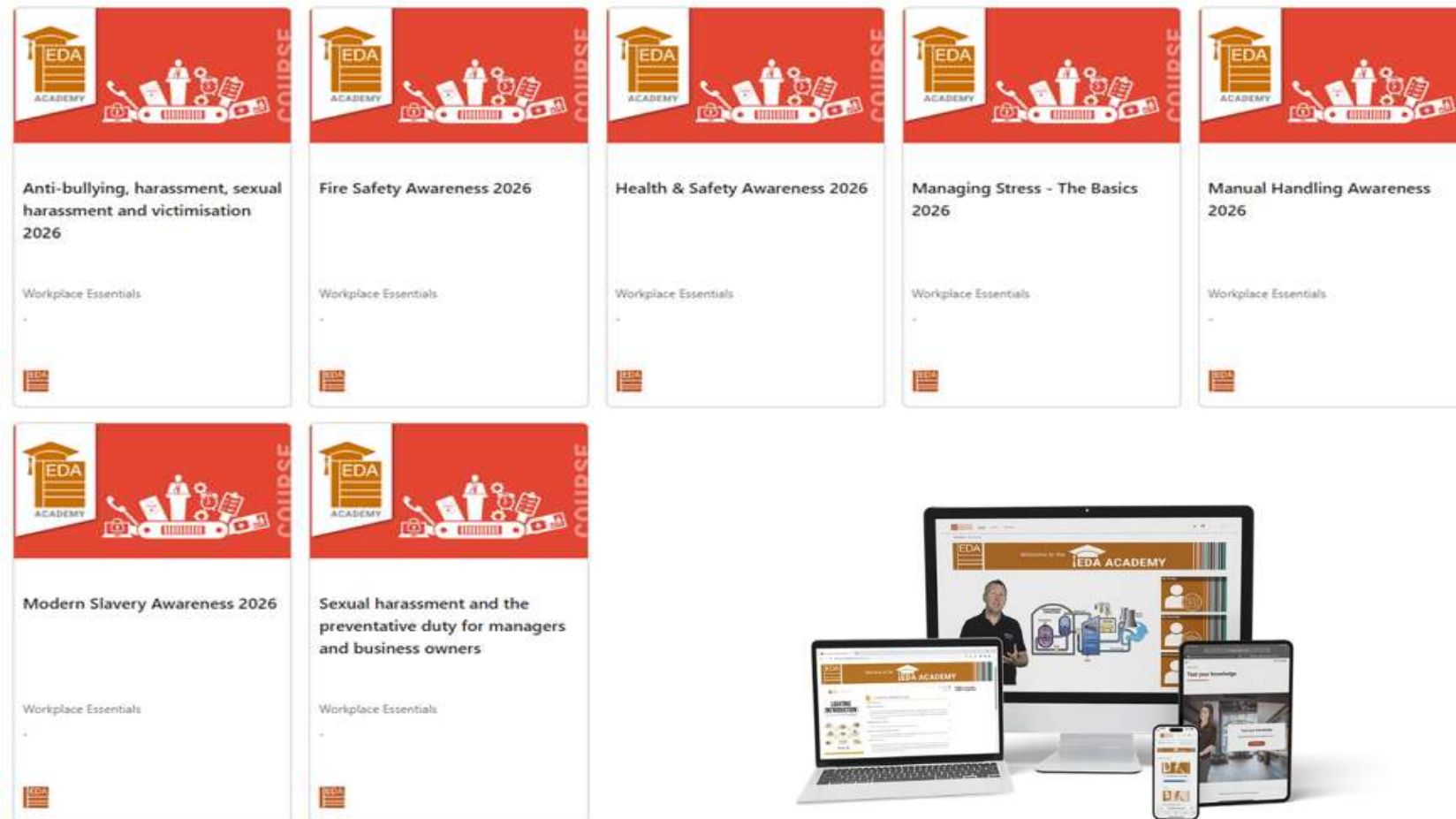
2026 confirmed sponsors



TBC

Only 1 Sponsorship opportunity remains.
Contact us today!

New Training - on the EDA Academy



1. Anti-bullying, harassment, sexual harassment and victimisation 2026
2. Fire Safety Awareness 2026
3. Health & Safety Awareness 2026
4. Managing Stress - The Basics 2026
5. Manual Handling Awareness 2026
6. Sexual Harassment and preventative duty for managers and business owners.
7. Modern slavery Awareness

8. Cyber Security Awareness

Ask your compliance manager to call Tracy Hewett

UK Government's Job Guarantee Scheme (1)



- From **Q4 2026**, the **Job Guarantee Scheme** will roll out. Part of the **UK's Youth Guarantee**
 - Aimed at young people Not in Education, Employment or Training (NEETs)
 - Aged 18-24
 - Looking for work and on benefits for 18 months or more
 - Break the cycle of long-term unemployment
 - Reduce benefits bill
 - Target to get 90,000 young people into work in next 3 years.
- Currently being trialled in 6 geographical regions
- Employers to provide a **six-month work** placement to provide useful transferrable skills.
 - 25 hours week
 - Fixed-term, six-month contract.
 - **Wage costs are fully funded** (National Minimum Wage)
- Co-ordinated through 28 approved delivery partners (recruitment, safeguarding, support)

Job Guarantee Scheme (2)



- **Youth Guarantee Placements are **not** designed to replace existing jobs.**

- an extra pair of hands / shadow worker

- **Can support:**

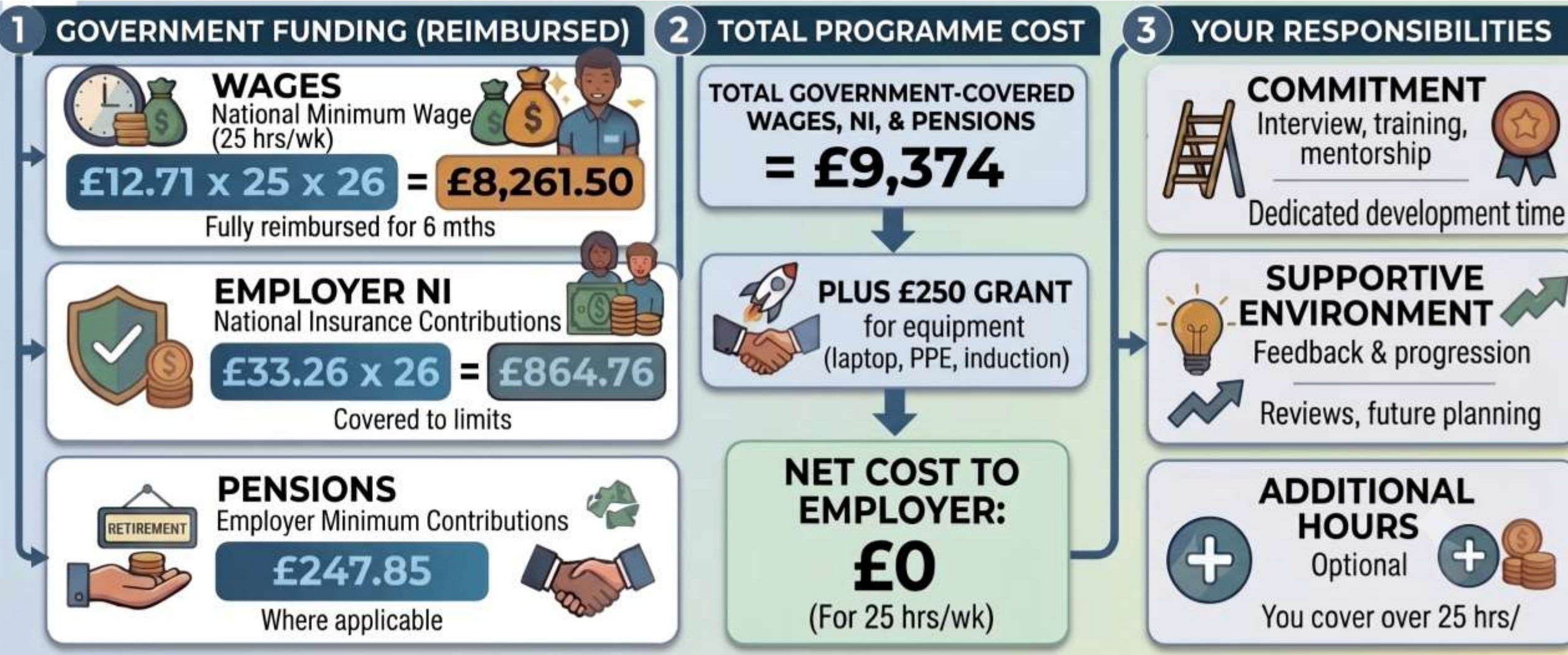
- Warehouse operations
 - Stock management and stock takes
 - Deliveries and logistics
 - Branch administration
 - Customer service
 - Product data management
 - Marketing and digital content
 - Improvement projects

Benefits for employers

- ✓ Fully funded wage costs (25 hours/week)
- ✓ "Try before you hire"
- ✓ Additional resource for everyday tasks
- ✓ Potential future recruitment pipeline
- ✓ Demonstrate commitment to skills, community and social value
- ✓ Support an EDA industry initiative

Low Risk. High Value. Future Talent.

Job Guarantee Scheme (3)



Job Guarantee Scheme (4)



Please support the Job Guarantee Scheme via EDA ...

EDA doing the heavy lifting

52 Companies interested; 20 in Pilot regions; High quality candidates

An opportunity for our sector:

Help young people gain workplace skills while building the future workforce our industry will need.

Working together on this could raise the profile of the Electrotechnical sector

**Register your interest on the EDA
website**

Scan the QR code or follow [this link](https://www.eda.org.uk/recruit-and-retain-help-for-eda-wholesalers/join-the-jobs-guarantee/)



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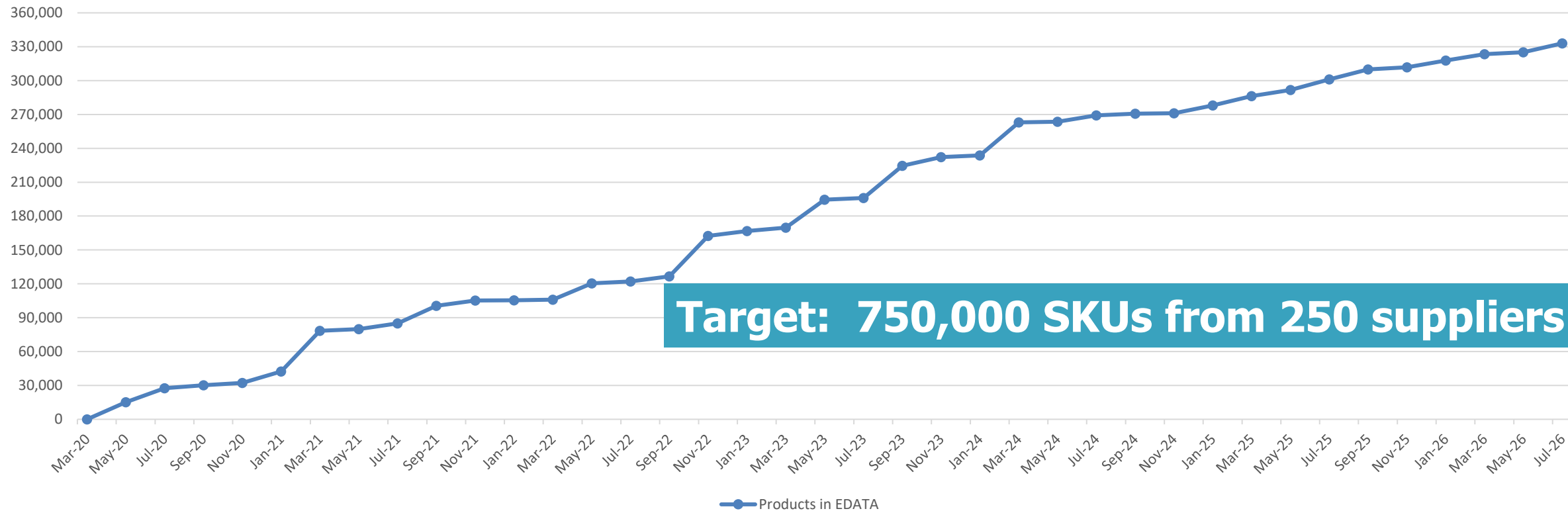
EDATA Data Pool – Headline stats



Manufacturers in EDATA: 117

Total products live (13/07/2026): 346,826

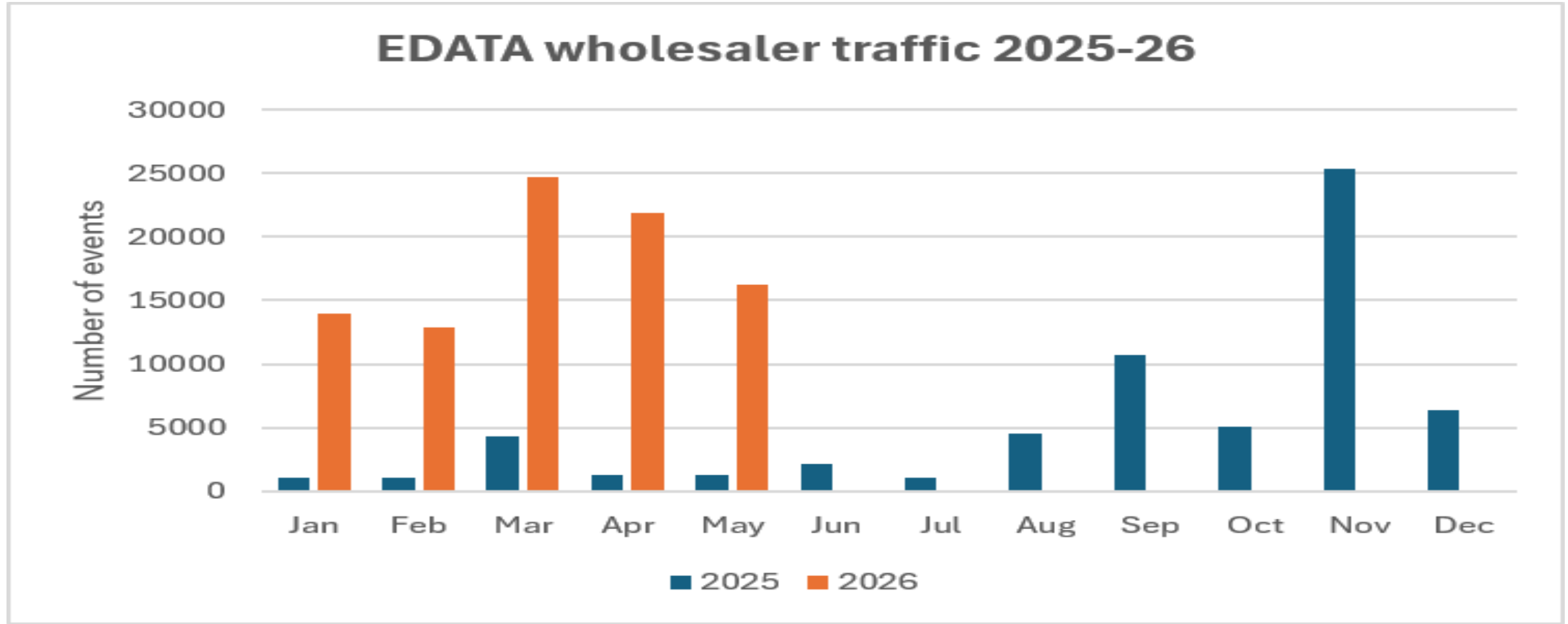
Manufacturers live (13/07/2026): 87



Target: 750,000 SKUs from 250 suppliers

EDA Wholesaler Usage of EDATA

2026 traffic vs 2025



Industry Insight – Talking Shop Online

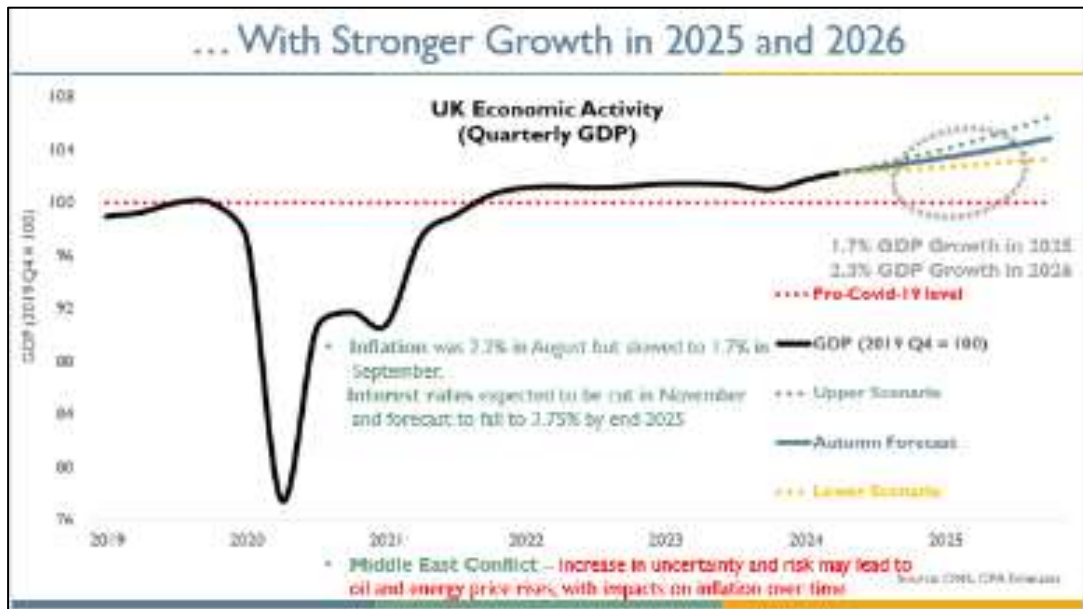


Quarterly: Free to attend: Essential industry information to help with strategic planning

Industry insight – Talking Shop Online (2)

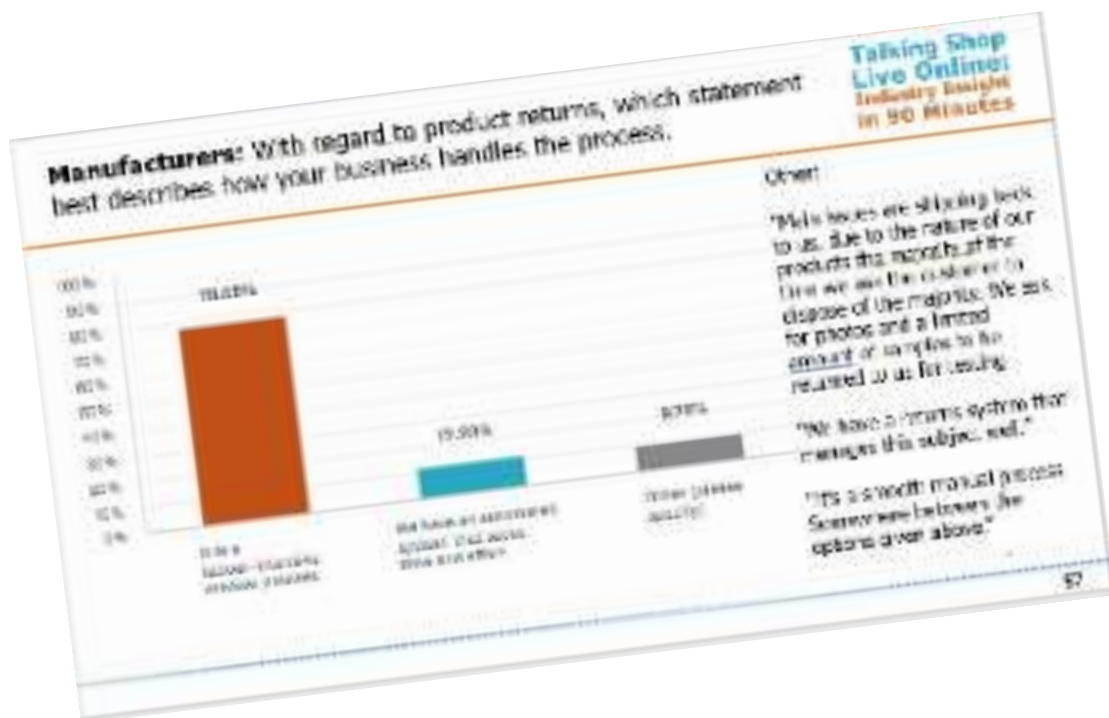
Presentation of Quarterly Construction Industry forecasts from Construction Products Association (CPA)

Free copy of the full Quarterly report for EDA members (worth £250)

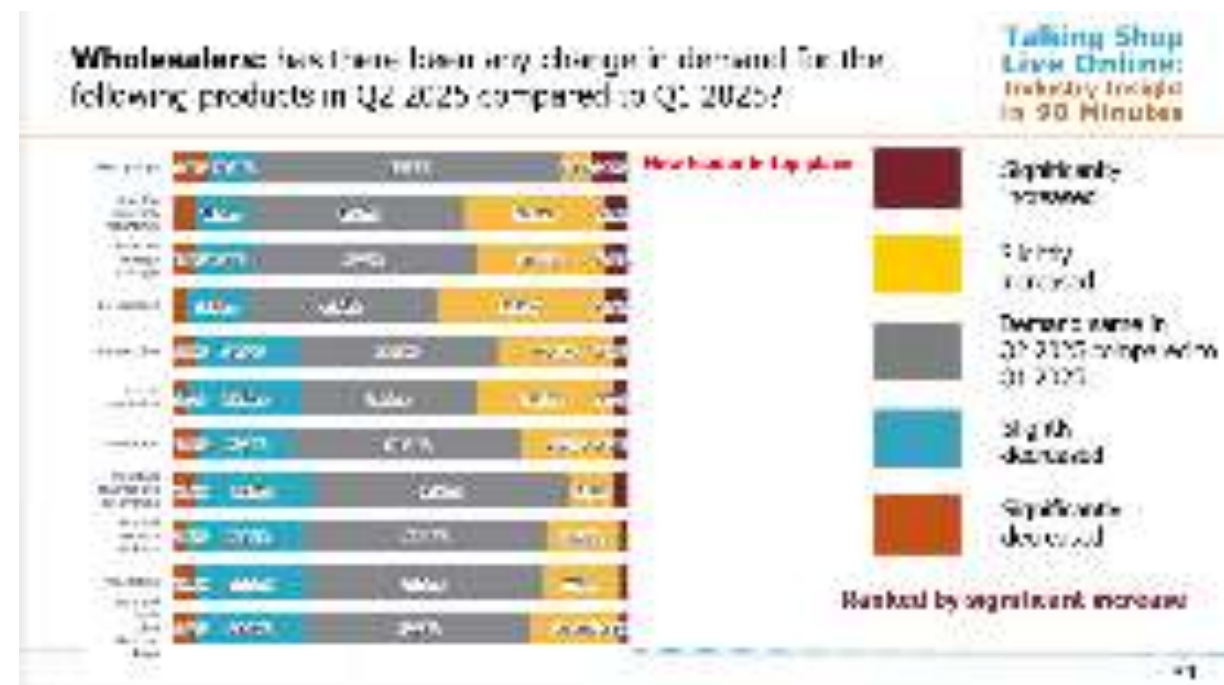


Industry insight – Talking Shop Online (3)

Presentation of results of EDA Quarterly State of the Sector Survey Wholesaler and supplier versions



Free Copies of the Survey Results



Industry Insight in 90 Minutes (Talking Shop)

- Quarterly dates for the diary

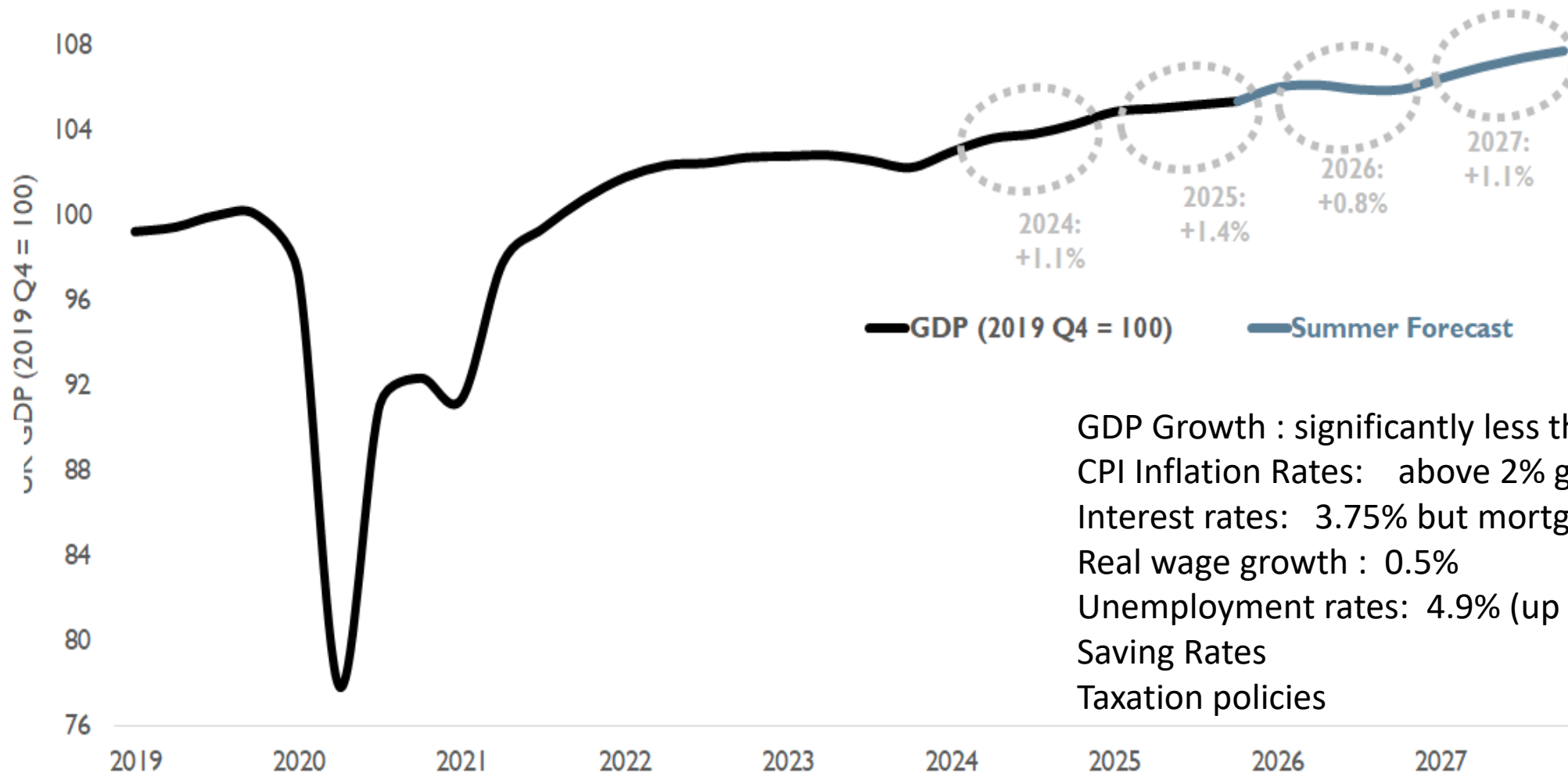
Q1 2026: Friday 30 January
Q2 2026: Friday 24 April
Q3 2026: Friday 24 July
Q4 2026: Friday 23 October
11.00am – 12.30pm





What do the CPA forecasts cover?

Brief look at key factors affecting the UK economy



GDP Growth : significantly less than 2%

CPI Inflation Rates: above 2% government target

Interest rates: 3.75% but mortgage rates at 1% higher

Real wage growth : 0.5%

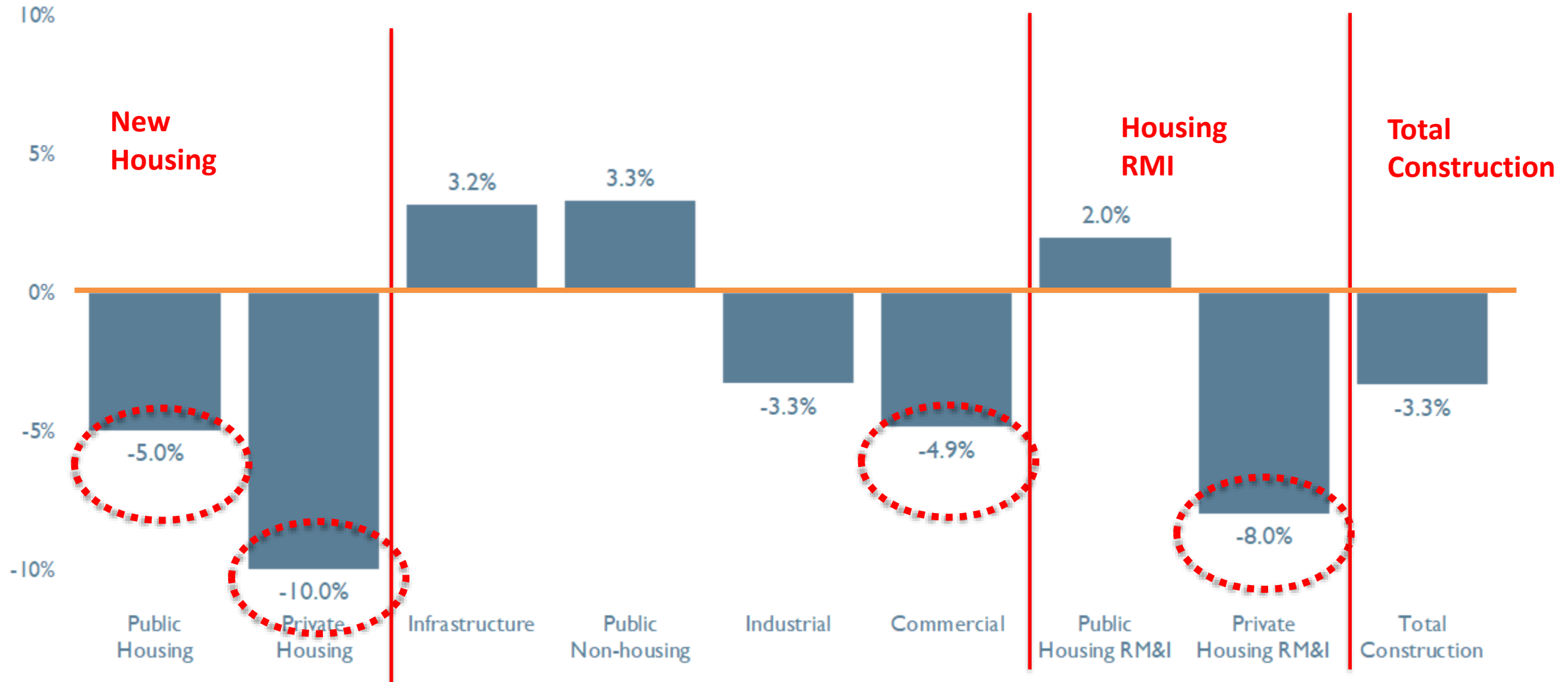
Unemployment rates: 4.9% (up from 4.7% last year)

Saving Rates

Taxation policies

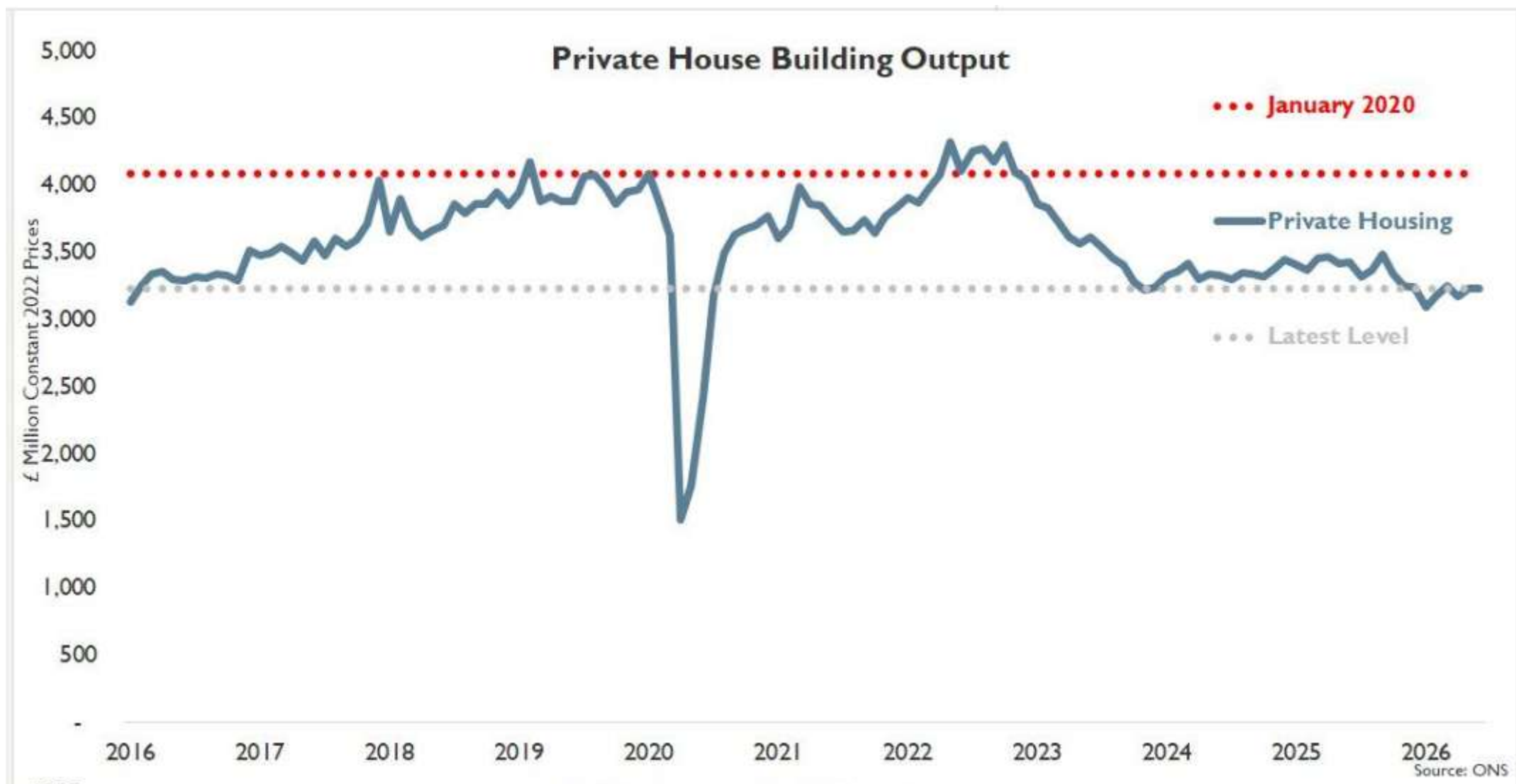
Insight into the key construction industry sectors

Construction Forecast for 2026

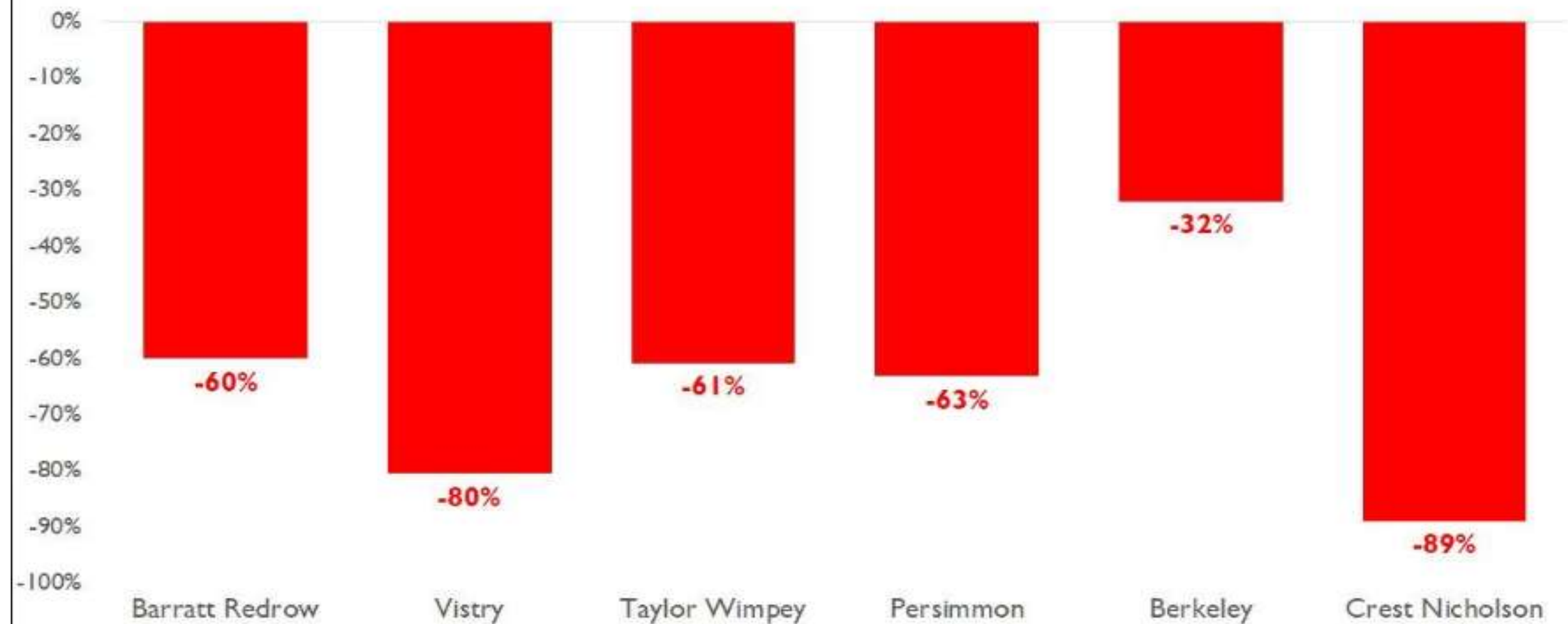


<https://pipeline.nista.grid.civilservice.gov.uk/introduction>

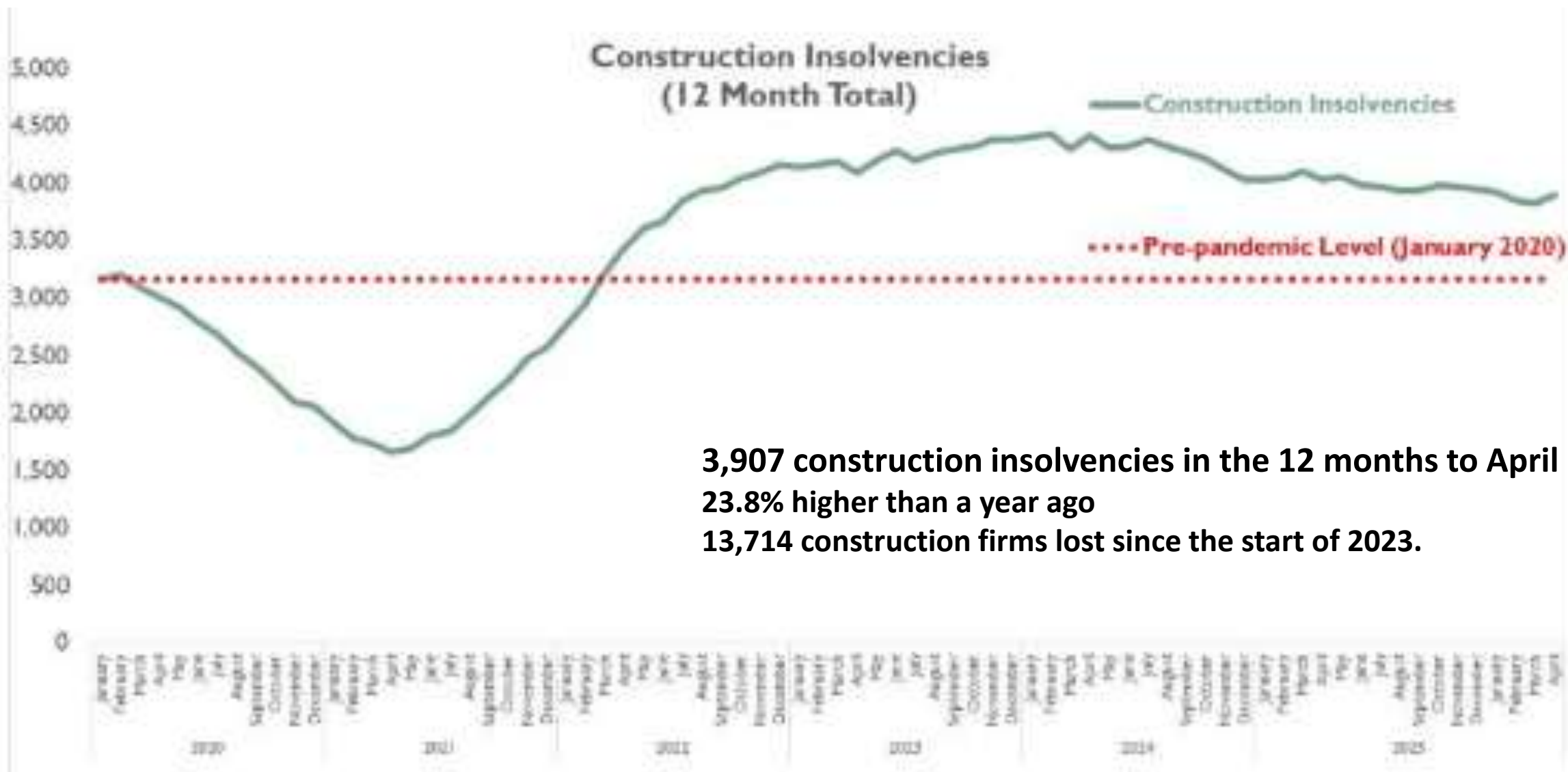
Source: CPA



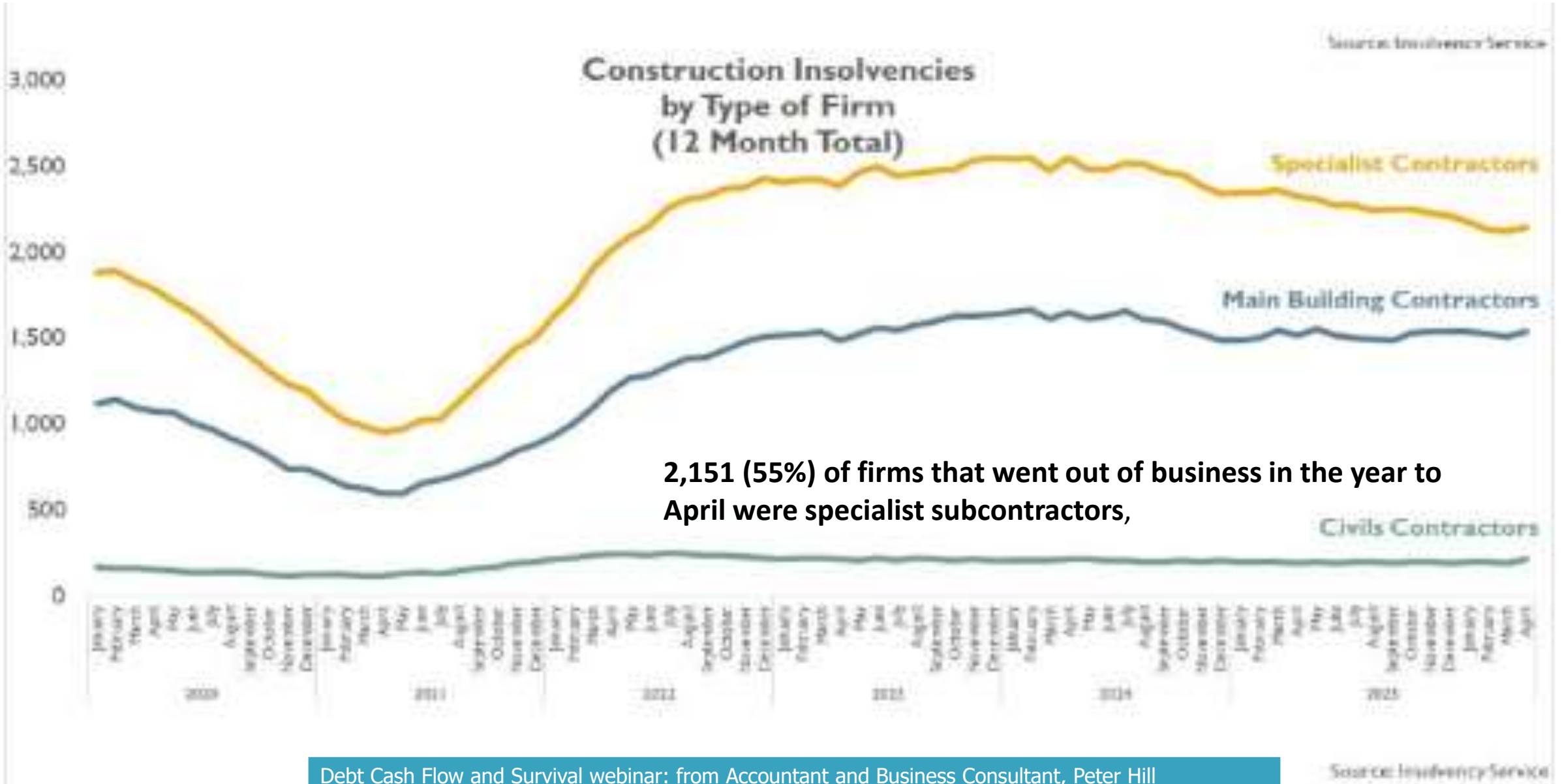
% Change in Share Price Since Recent Peak



Source: London Stock Exchange



3,907 construction insolvencies in the 12 months to April 2026
23.8% higher than a year ago
13,714 construction firms lost since the start of 2023.



2,151 (55%) of firms that went out of business in the year to April were specialist subcontractors,

Summary

- **Falls in private housing new build and rm&i in 2026 H2**
- **Key opportunities 2026-28 remain in:**
 - Commercial refurb and fit-out
 - Data centres
 - Schools, defence and prisons
 - Public housing improvements in basic living conditions and fire safety
 - Private housing heat pumps and solar pv
 - Energy generation and distribution
 - Water infrastructure
- **Key Risks:** Cost rises (from a high cost base already), falling confidence, rising insolvencies, a loss of capacity and skills

Latest Construction Industry Forecasts from the CPA Summer 2026 edition



Normally £250

Copies available from
Margaret.fitzsimons@eda.org.uk