

IN-SIGHT

Welcome

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THE PRESIDENT'S OVERVIEW



Prior to the Christmas holidays I used this introduction to reflect on the seismic events following the UK's vote to leave the EU, how BEAMA was preparing to support its members and advocate your needs and ended by wishing you all a prosperous and less eventful 2017.

The first wish has been largely fulfilled as the more dire economic predictions of the consequences of Brexit failed to materialise with the UK economy remaining surprisingly resilient. For the first few months of 2017 it looked as if we were set to deliver on the second wish as we settled into the long hard two-year slog over the terms of Brexit. Yet, how quickly things change! In one short announcement from Teresa May we

again find no certainties on which to set our compass as we embark on a surprise General Election campaign.

The BEAMA team will build on the significant work done in 2016 and will be distilling our key messages for the political parties' manifesto teams. We will be arguing for continued sector engagement for our industry with Government; the best possible relationship with the EU post Brexit; domestic energy, climate change and environmental policies that will be in advance of the European norm and; a sensible transition period to adapt to our new circumstances outside the EU. We have developed good relations with politicians and officials and are seen as leaders and opinion setters in our sector, with the ear of Government. If I may take two examples: We have established our EURIS group to develop and advise on Brexit and Howard Porter has been appointed as the leader of the implementation team for the Government-sponsored "Each Home Counts" review.

In this issue you will find more information on the work we have done and are proposing to do. As before I urge you to read the documents and get involved. We are a trade association that represents the views and interest of its membership and we are most effective when you are actively involved in our work.

Rodney Turtle
BEAMA President.

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UPCOMING EXHIBITIONS:

European Utility Week 3rd-5th October 2017

Middle East Electricity 6th-8th March 2018

Elecrama 10th-14th March 2018

For more information visit www.beama.org.uk/events



CEO UPDATE

I write this CEO review at a time of change both at the national level, and with BEAMA's relationship with Government and other stakeholders. Of course, the evolving relationship between the UK and the EU will dominate many discussions over the next 2 years and beyond. The EURIS task Force will allow BEAMA and other partner associations to monitor and hopefully influence the developing policies. Read more about the EURIS Task Force on page 6.

In parallel with this, the current administration in Westminster has a clear desire for industry to become much more influential in the implementation of policy and market development. This is a very welcome shift, but will take time to be fully recognised by industry and relevant policies and actions to be developed and acted upon. A prime example of this shift in approach is the Each Home Counts review and implementation for residential energy efficiency. The wider context is reflected in the Government's consultation on Industrial strategy, which BEAMA responded to in partnership with GAMBICA.

A further sign of welcome change is the relationship that BEAMA has forged with The Energy Systems Catapult. This new catapult is focussing on taking the smart energy philosophy forward with a clear mandate to involve UK based industries. In March I signed a strategic agreement between BEAMA and the Catapult. This currently places BEAMA members as the primary industry liaison for the work of the catapult. All members are encouraged to look at the work of the catapult to see how this organisation can help your future product and market development plans.

Other aspects of the changing environment are reflected in this issue. Please monitor the website members area and read our weekly mailing but most importantly get involved. The Government wants you to become more influential.



Howard Porter
BEAMA CEO

AN EYE ON BRUSSELS

It's been more than a little surreal these last few months, sitting around the various Brussels tables with our Orgalime colleagues and with Commission officials, discussing changes to EU legislation and similar, for all the world as if nothing has happened. But we, like the UK officials, have to do this while we still can, just in case those EU changes will have to be implemented in the UK under our current EU membership terms applying for the next two years, and even if they don't. For while we still can influence the legislation that our exporters post Brexit will still have to meet to sell into the Single Market bloc whatever the tariff terms may be, we have to take those opportunities.

But it's starting to be uncomfortable, sitting at the Orgalime table while the progress of the various trade talks the EU is having with third countries is being discussed. We are now on that list!

Perhaps UK officials are finding business as usual in Brussels a little difficult too. Some, in the safety related discussions around the LVD for example, clearly are as stuck in there as they were before, and making the impact they always have done, but in some other areas we are conscious of a certain loss of drive. So the recent rallying call to all our

officials to stay fully engaged in Brussels was good to hear, and we in BEAMA will help them with good input to make.

The BEAMA Issues Forum continues to report on the individual measures and initiatives happening in Brussels, but two areas are noteworthy here.

Relations between the Commission and CEN/CLC have taken a dive, triggered by RED standards developments, or rather, the lack of them, but symptomatic of wider obstacles to the smooth functioning of the "new approach" since the adoption of the EU Standardisation Regulation 1025/2012, which put more regulatory procedures around the approval process. At the moment industry is suffering and the Commission and CEN/CLC are blaming each other. The more recent ECJ ruling of 27 October 2016 in the Elliott Construction case forewarns of more regulatory oversight in the future. Is the huge EU success that the 'new approach' has been, about to become a thing of the past?

The other is the new Energy Package, where there has been lots of work done through BEAMA, and strong support expressed through Orgalime for the EU targets, but it's challenging to know how this will lead in the UK and what will impact on UK regulation. We hope the UK can take the lead on implementing ambitious targets as set out in

the package but there are some big question marks. Is this going to survive the post-Brexit cull?

Watch this space.



Anne Humberstone
Technical Director

This will be my last "Eye on Brussels". The column will be under new authorship from the next issue.

AN EYE ON WESTMINSTER

Following the 'Westminster Bottleneck' last Autumn, the BEAMA team has been knee deep in consultations, calls for evidence and white papers since the Christmas break. Throughout the Spring we will be following up on our responses to the Flexible Energy Systems 'Call' along with the Heat Strategy, SAP10 and various BIM consultations. Alongside this proactive follow up exercise, we are still tackling responses to the Housing White Paper 'Fixing our broken housing market', a call for ideas for future Energy Company Obligation rounds and the much publicised Industrial Strategy.

Maybe the last one on the list is where we really need to focus our efforts... especially the word 'strategy'. I'm not sure I can recall a time of so much uncertainty in the policy landscape. Investors just don't know where to look for consistency in the areas of built environment, renewable and energy infrastructure and heat. To my own dismay I see we face yet another piece of analytical work on Long Term Heat Decarbonisation and an 'innovation' funded study to help unlock a heat pump market that is held back by poor policy delivery and regulation rather than technical innovation. The Government seems to remain committed to its electrification plan going forward but seems to systematically fail at dealing with practical market barriers. In other words, when it gets a bit hard, officials launch yet another piece of analytical work

which does nothing at all to inspire investor confidence or grow markets.

All of this explains why BEAMA is now regularly engaging with Westminster officials in preparing a detailed response to the Industrial Strategy. At the very root of this we are seeking a Sector Deal that promotes a balanced mix of policy and industry action to give a long term consistent investment framework for the built environment, energy infrastructure, manufacturing and competitiveness. The deal will include provisions for export support, fiscal levers and protected intellectual property, along with obvious nods to existing policy and initiatives such as Each Home Counts, ECO, Building Regulations, the smart meter roll out and RIIO.

BEAMA is well positioned to tackle the challenges ahead and work effectively with Government. EURIS allows us the platform to advise Government and we have already met with DExEU Minister David Jones who has welcomed our continued input. We have close connections with Each Home Counts because we know that it is better to be on the ground floor shaping a direction that will encourage investment and compliance rather than being a late runner throwing sour grapes from the side lines. And essentially, we now have our joint working relationship with the Energy Systems Catapult which will give us the perfect bond to tie our membership to

innovation and market development in the coming decade.

This is what good trade associations do; they take a strategic view of the future and position themselves to be an agent for change rather than protect the relative safety, but ultimately stagnating effect of the status quo. And speaking of change, there has been a real shift in emphasis within BEIS since the re-shuffle. The old DECC guard appear to be very much the silent partner in what is fast becoming an Industrial Strategy dominated Department. Our regular contacts now seem to be moving into new roles supporting BREXIT policy work and international trade. How that affects our day to day working relationships remains to be seen but we are well set to cope with the shifting Westminster sands.



Kelly Butler
Marketing Director

EACH HOME COUNTS

The implementation of the recommendations of the Each Homes Counts review into the residential energy efficiency market, provides a great opportunity for BEAMA members operating in this sector. BEAMA initially supported the independent review chaired by Dr Peter Bonfield, and Dr Howard Porter was subsequently asked to lead the Home Energy Technologies (HET) work stream of the review. This covers 16 different technologies including 8 covered by BEAMA product groups. The report was published on the 16th December 2016, and launched to the industry at the end of January.

Around this time, Dr Bonfield asked Dr Porter to take over as the Chair of the Implementation Board of the review. Following a short discussion with the BEAMA board this position was accepted, and Howard chaired his first Implementation Board meeting in early March. At this meeting it was confirmed that Kelly Butler, BEAMA Deputy CEO would lead the HET work stream. These developments have put BEAMA in a leading position in the residential energy efficiency industry, but this comes with a need for openness with other associations and sectors. It is essential that

the industry comes together to deliver on the review's recommendations, providing consumers with good quality products, installed in a fully compliant manner, and to be able to access the new and emerging government backed schemes and private finance opportunities.

BEAMA members in the relevant sectors have been fully briefed on the opportunities from the full implementation of the review recommendations, and in invited to become involved in the implementation activities. This offer is also extended to companies in sectors not covered by BEAMA.

The main activities in this initial phase are the establishment of a Quality mark for energy efficiency installations, a Data Warehouse and central Information Hub. The Data Warehouse will hold relevant property-level data collated from existing sources, such as Energy Performance Certificates (EPC). The associated Information Hub will be consumer and industry-facing, providing a collection point for best practice on standards, guidance, statistics and other information approved under the Framework.

This information will be available to all those certified with the quality mark. The Government initiated scheme ECO, will make the use of the EHC outputs essential for measures installed from 2018 onwards, and the financial institutions expressing interest in this market are driving the full implementation, before they release finance.

This initiative will be highly significant for the BEAMA members operating in the residential buildings market. It is also representative of a wider philosophy from Government to open up policy delivery to industry. Over the coming months, other opportunities will emerge covering perhaps all BEAMA sectors, particularly with respect to commercial buildings.

POST 16 SKILLS PLAN TO TACKLE UK SKILLS NEEDS

Did you know that there are over 13,000 competing qualifications available for students aged 16-18? Incredible number isn't it? This often confusing and unclear myriad of qualifications has been cited by Government as a major obstruction to the UK meeting its future skills requirements. Worse still, of those 13,000 qualifications, only 173 would meet the Department for Education's technical requirements. Add to this the fact that for many students, there are only 1-2 week work placements available which are nowhere near long enough to equip them with practical skills, and you have a fairly poor base upon which to build a skilled economy.

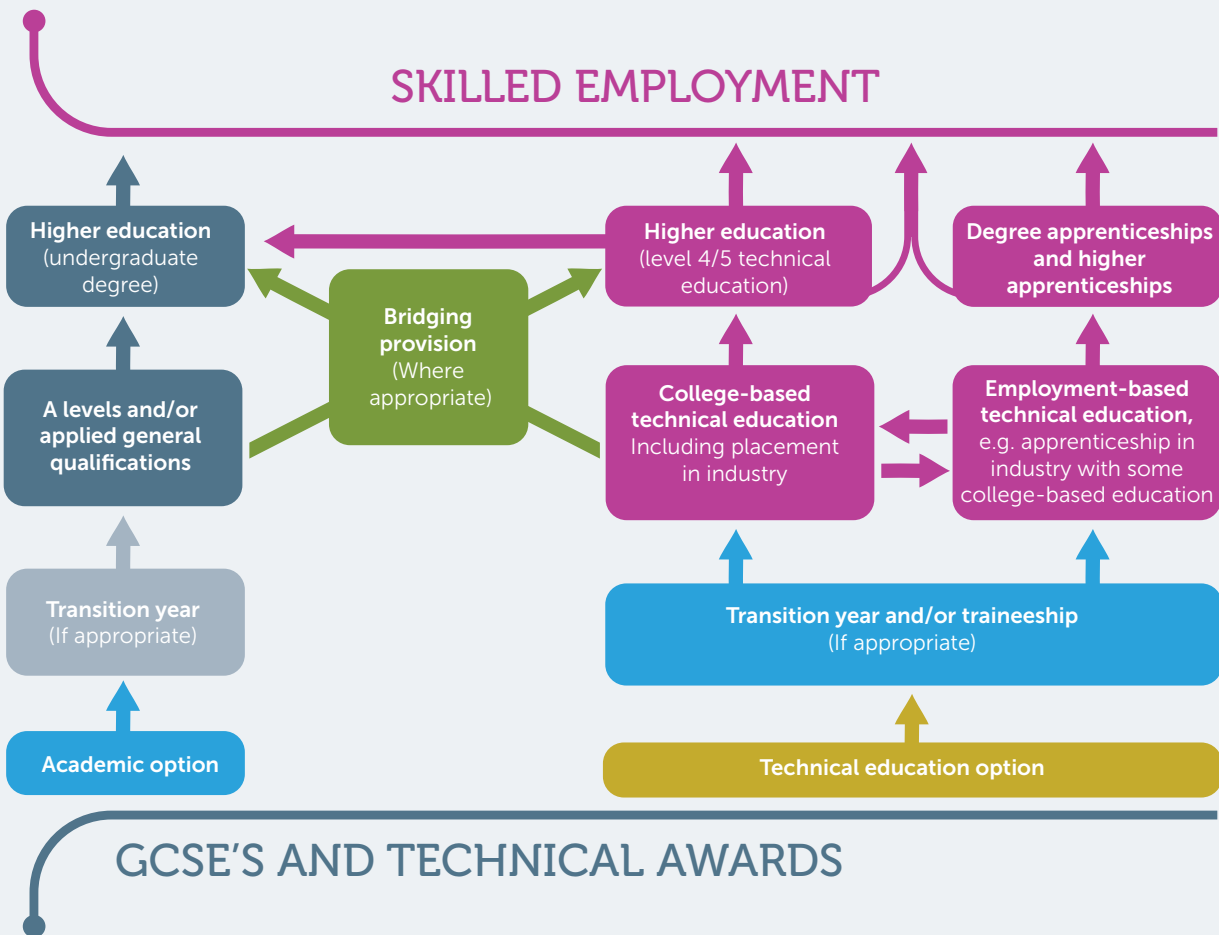
In recent weeks BEAMA has been in discussion with Government officials as we

plan to actively support the new 'Post 16 Skills Plan'. Post 16 education will now filter these 13,000 qualifications into 15 technical routes that link to clusters of career opportunities in clearly defined sectors. Both Construction and Engineering & Manufacturing are included in the sectors/technical routes and these will come into BEAMA's focus as we help define occupational maps and encourage members to support pilots for work placements lasting 3 months or longer. At the heart of the Post 16 skills plan is the recognition that students need both an academic and an apprenticeship based option for career development, depending on their aptitude and the roles they want to pursue. In addition the map doesn't lock students into pure apprenticeship or college based learning as a flexible bridging option

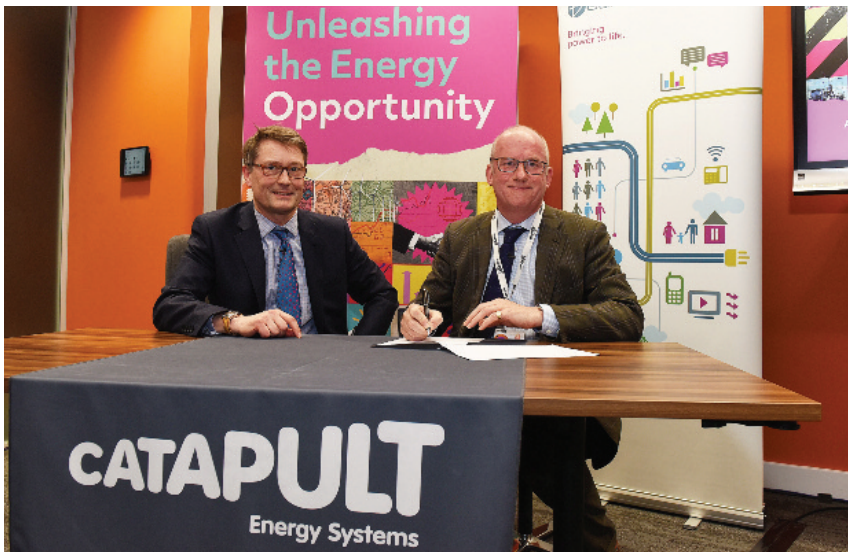
will be available at the age of 18. The diagram below identifies the two pathways.

Naturally, this initiative strongly hints towards many BEAMA members' priorities as we regularly hear that our ageing engineering population and lack of new recruits is a major business threat. We have committed to meet Department for Education officials soon after the General Election and will develop a programme of work for members to engage in the occupational mapping and work placement activities. We will also be pushing for a stronger tie between the Post 16 approach and the Apprenticeship Levy, something we have identified in our General Election Manifesto Briefing document.

THE TWO PATHWAYS, WITH BRIDGING PROVISION



BEAMA SIGNS AGREEMENT WITH THE ENERGY SYSTEMS CATAPULT



The Chief Executives of both BEAMA and the Energy Systems Catapult have signed a joint working agreement that marks a significant step forward in co-ordinating the world of policy, technology innovation & demonstration and industrial supply chain expertise. Both organisations will focus on current and emerging energy market challenges and in doing so will develop joint project opportunities and share best practice and experience. Underpinning the relationship is a Memorandum of Understanding that recognises the Catapult as a member of BEAMA's Energy Systems Strategy Group.

Collaboration is already underway; as well as scoping a potential project for the Midlands Engine, BEAMA and the Catapult are working on an industry led sector plan on Low Carbon Digital buildings and electricity networks and exploring ways to assist UK energy innovators to better access international markets.

Export Workshop

BEAMA and its members supported the Catapult's Export workshop in January 2017, offering experience and insight throughout the day. With so much experience in smart grids and system design and integration, there is a springboard from which to promote and connect UK companies to overseas markets. The overwhelming message to industry (including BEAMA) and Government (the Department for International Trade) was that we need more focus on inward and outgoing trade missions for key markets backed with credible market intelligence and a 'How to Win' business guide for UK exporters.

As a follow up to the Workshop, BEAMA is seeking to co-host a UK manufacturer briefing workshop in June that will enable the Department for International Trade to outline its key market campaign plans along with available funding support programmes and 'meet the buyer/distributor' initiatives.

Smart Systems & Heat Workshop

The Catapult has recently been managing the Smart Systems & Heat Programme which neatly accords with BEAMA's 2013 policy paper promoting Renewable/Low Carbon Heat Zones and more recently, the forward vision within the Flexible Energy Systems Call for Evidence response and our 'Beyond RHI' view. BEAMA and its members participated in this workshop to explore how the supply chain can play a part in delivering local solutions linked to the programme and partnerships incorporating local authorities, DNOs/DSOs and energy service providers. This work is critical to extract the value of demand response and flexible energy systems to make a stronger case for connected homes and the electrification of heat and transport. BEAMA will continue to work with the Catapult on the practical roll out of the SSH into the market place and a workshop is planned for early Autumn involving BEAMA members and innovative energy service providers.



SMART POWER INDUSTRIES ALLIANCE



BEAMA has agreed to support the formation of the Smart Power Industries Alliance. The formation of this Alliance has been promoted by the BEIS Smart, Flexible Energy System Call for Evidence.

A wide range of associations from the energy industry noted a shared interest in the successful creation of flexibility markets and have agreed to create the Alliance to allow them to influence BEIS and OFGEM as these markets are developed. The Alliance will also provide a forum for the member organisations to find solutions to any issues thrown up in the development of these markets.

The Alliance has a strong connection to Imperial College that has been developing much of the rationale behind the smart energy systems.



The political relationship between the UK and the EU is going through its greatest change for the last 40 years, with the potential impacts on BEAMA members possibly very significant. In parallel with the changing relationship between central Government and industry, and the growing regional nature of policy development we are indeed living through interesting times!

Establishment of EURIS

In response to the changing relationship with the EU and its impact on UK businesses, BEAMA has established, along with other major manufacturer trade bodies GAMBICA, REA, EAMA and NMI, the EURIS task Force. The European Union Relationship and Industrial Strategy task force held its first meeting in Feb 2017, and released its first set of policy papers. Membership consist of 13 BEAMA and GAMBICA companies, representative of the full scope of membership, plus representatives from the other associations. In late February Dr Howard Porter, EURIS chairman, and Stephen Brambly, Vice chair were invited for a meeting in 9 Downing Street with DExEU Minister of State David Jones. During the meeting the content of the EURIS policy papers were discussed, along with the statistics available through the BEAMA Brexit watch. The Minister was particularly interested in this information and requested that the weekly updates are sent to his office. Other 'highlights' from the discussions were that, Industry is expected to take a lead in the ongoing relationship with the EU institutions, leading up to and post Brexit, and that he and his team wishes to hear from industry throughout the negotiations period, in particular if there are perceived or real impacts on business. The Minister also confirmed that he would speak as the key note at the ORGALIME GA in June.

The conclusion from this first phase of activities of EURIS is that we have established the Task Force as an organisation that important for the Brexit department to talk with. EURIS will now develop further policies in the post Article 50 environment, present these at the ORGALIME GA, and host several Brexit – EURIS member information days over the next 24 months.

EURIS papers are all available on the BEAMA website.

The basis for industry to develop a successful future from the negotiations will be a firm understanding of the legal position, for overall industry and individual companies. Andrew Willman, legal advisory for BEAMA outlines the current situation:

LegalWatch

The exit of the UK from the EU will have an enormous range of legal effects. There is some clarity derived from the Prime Minister's Lancaster Gate speech in January and some more derived from the White Paper on the "Great Repeal Bill". The intention not to seek membership of the Single Market or the Customs Union in the manner of Norway or Switzerland will have potentially very serious implications for UK business although this may be mitigated by whatever further deals may be agreed during or beyond the Article 50 two year period to enable 'frictionless' trade to continue.

Aside from trade and tariff issues there will be a major impact on companies' legal frameworks, obligations and their enforcement. The White Paper indicates, as anticipated, that alongside the repeal of the European Communities Act all current EU legislation as of the exit date (end March 2019) will be retained. EU legislation (Directives) already implemented into UK law will be kept, and what previously had direct effect (Regulations) will be adopted into UK law with new statutes or statutory instruments. There will be further complications in this process, such as the multiple references within legislation to powers given to the EU Commission or other EU bodies which will now need to be amended to transfer those to UK ministers, departments or agencies. This will be still more controversial as the sheer volume of those amendments means that "Henry VIII clauses" will be used to allow the government to change primary UK legislation without parliamentary vote. While the modern use of Henry VIII powers

is not unknown to allow correction of obvious errors the type and scale of this exercise will be unprecedented.

Freezing and retaining all applicable EU law at time of exit will provide certainty for businesses and avoid a legislative vacuum although there will be battles over the next two years and beyond over attempts to remove current regulations as, for example, the incandescent light bulb proves to have as much nostalgic appeal as the blue passport.

One less obvious point from the White Paper was the intention to require all relevant decisions of the European Court of Justice (ECJ) on exit date to remain as binding precedents on UK courts so that EU-derived laws should be interpreted in the same way. After exit date the demand is that the ECJ should have no jurisdiction over UK matters and no influence on interpretation. This may have to be modified depending on transitional or implementation periods but for the longer-term it means that the implementation of EU-derived regulations will differ in the UK from the EU. It also means that protections currently derived from EU-wide intellectual property rights will be lost to UK businesses. Even the unitary patent protections which have recently been agreed for UK ratification could be gone within a year of their creation unless this position over the ECJ is amended or some alternative mechanism agreed.

BEAMA and EURIS will be pushing UK government to reach a satisfactory resolution to this point. The simplest form would be to agree to enduring ECJ jurisdiction solely for specific legal areas such as IPR. If this could not be agreed then an ECJ derivative might be possible such as the same EU judges sitting as international arbitrators with their former UK colleagues being added in to disputes involving the UK or UK businesses. If and when a UK/EU comprehensive free trade deal is agreed then a dispute resolution panel would usually be part of such a deal but this could take years to agree and might not cover these legal areas or provide the same level of protection as currently enjoyed. As things stand though there will be some major legal gaps in the near future.

ORGALIME GENERAL ASSEMBLY PREVIEW



In the year in which we embark on uncharted waters to forge a new relationship with the EU, it is highly appropriate that the UK plays host to the annual General Assembly of Europe's largest and most influential engineering trade association, Orgalime.

The three UK trade association members of Orgalime – BEAMA, Gambica and EAMA – have carefully prepared an event that reaches the heart of the practical legislative and trading challenge we face as UK based manufacturers, but also provides an opportunity to promote the importance of UK industry in a continued trading relationship with other EU countries. There are some very real challenges ahead, not only in terms of a trade deal but also the UK's position as a policy influencer within any trading arrangement and the future role of standardisation.

We had secured ministerial input from David Jones, Minister of State for the Department of Exiting the EU and Sir Keir Stamer, but due to the recent announcement of the General Election we have slightly amended our programme and they will now be replaced by a range of European speakers, highlighting the opportunities for the UK working with our European partners.

The General Assembly open session which is being hosted at the Beaumont Hotel, Windsor on 8th June 2017 will be attended by UK and EU senior executives from across the electrical and mechanical engineering sectors. Formal proceedings will continue with networking and entertainment over dinner in the evening and with such a packed agenda and so much political and industrial uncertainty to consider, we expect some lively debates to

report in the round up of the event in an issue this coming Autumn.

If you would like you to find out more information about the Orgalime General Assembly please contact Charlie May: charlie.may@beama.org.uk

About Orgalime

Orgalime is the European federation representing the interests of the mechanical engineering, electrical and electronic engineering, and metal articles industries at EU level. Membership spans 31 national associations from across Europe and 9 associations representing specific industry sectors and non-EU countries. Based in Brussels, the Orgalime secretariat communicates members' priorities to EU decision-makers and monitors developments across the broad spectrum of policy areas affecting the engineering industry – from standardisation, to energy and environment, to R&D and trade.

Orgalime's General Assembly is the supreme governing body of the association. Presidents, Directors and other representatives of member organisations come together twice yearly – at one event in Brussels and one hosted by a member elsewhere in Europe – to discuss and approve the agenda for Orgalime's policy work over the coming months. The programme includes specific policy discussion meetings addressing topical issues which impact engineering companies, and a public session featuring keynote speeches and panel debates. Here, leading industry and political figures tackle current issues at European level, such as EU strategies for the digitisation of industry, the

changing energy scene or the impact of the Brexit vote on the engineering sector.

Holding our General Assembly in the UK at this time just after Brexit has been launched will provide valuable insight to our members about the issues that companies in the UK are already facing and which will no doubt also impact our wider membership.



Adrian Harris
Orgalime Director General

ELECTRICAL MANUFACTURING INDICATORS – THEN, NOW AND AHEAD

Back **then** in June 2016, the 12-month growth for the electrical manufacturing leading indicators were in the negative territory with exception of input prices, which had picked up due to upward movement of oil prices.

Turnover in the electrical sector, since then, has grown from £ 974 million in July 2016 to £1,112 million in February 2017. The 12-month percentage growth has stayed above 5.0% for 4 months in a row. The last time such a high consecutive growth occurred was in 2012, but then it was in comparison with a poor 2011 performance. Similarly, **exports** have grown from £362

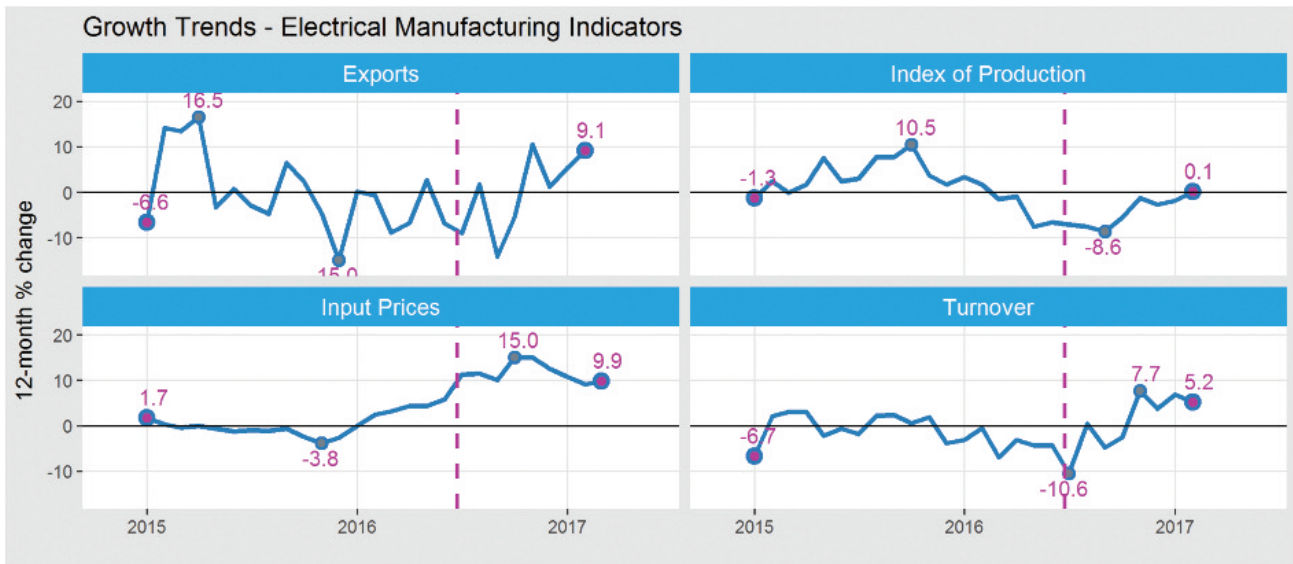
million in July 2016 to £449 million in February 2016 and have also enjoyed 4 consecutive year on year growth above 5.0% with exception of December 2016 which was 1.2%.

Index of production, which measures the volume of production at base year prices, has grown from -7.6% in July 2016 to 0.1% in February 2017. The slow recovery of production volume to positive growth compared to the other indicators somehow reflect price inflation component in both turnover and exports growth.

Input prices index, which is a measure prices for materials and fuels paid by manufacturers in the electrical sector, grew from 11.3% in July 2016 to 15.0% in November 2016, but has since eased back to 9.9% in February 2017. Sterling depreciation since the referendum vote and the recovery of global crude prices have been the main contributors to the growth in input prices.

Figure 1 – shows 12-month percentage growth of the electrical indicators since 2015. The vertical purple line marks 23rd June 2016, the date of the referendum.

Figure 1 – Growth Indicators: Trends since 2015. Purple line marks 23rd June 2016, the date of the referendum



Construction output, which serve as one of the leading indicators for the electrical industry, is forecast to increase by 1.3% in 2017, 1.2% in 2018 and 2.3% in 2019, primarily driven by growth in new infrastructure activity and private house building, according to the *Construction Products Association (CPA)*. The CPA mentioned rises in cost due to the sterling depreciation and fall in contract awards as the two key short term risks. Other key indicators together with the forecast are show in **Table 1**.

Table 1 – Construction Industry Forecast

	2016	2017	2018	2019
	Actual	Estimate	Forecast	Projection
Construction Output	137.6 £ bil	1.3%	1.2%	2.3%
New Housing	31.5 £ bil	1.5%	2.3%	2.4%
New Non-Housing	89.3 £ bil	1.7%	2.0%	4.0%
Repair & Maintenance	48.2 £ bil	0.5%	-0.2%	-0.8%
Private Housing Starts - GB	148 thousand	3.0%	2.0%	2.0%
Private Housing Completions - GB	132 thousand	3.0%	3.0%	3.0%
Public Housing Starts - GB	30 thousand	2.0%	5.0%	5.0%
Public Housing Completions - GB	31 thousand	-3.0%	1.0%	3.0%

Source: Construction Products Association (CPA)

ACTIVITY SNAPSHOTS



Jeremy Yapp

MEET EMERGING MARKETS PORTFOLIO MANAGER

Tell us about your BEAMA role now and in the past

I joined BEAMA in late 2013 on secondment from DECC, to manage the smart metering product groups. I am about to take on the Connected Homes, Building Energy Storage and Electric Vehicle Infrastructure groups. This area is changing fast, and a lot of that change is driven by the new data that smart meters provide. I'll be working closely with John Parsons, who manages the Networks portfolio, to help members take advantage of these changes.

Tell us about your career background and how it has helped you fit in at BEAMA

I moved to the UK ten years ago from Australia. I managed a bookshop for a while then worked as a Hansard editor, turning the proceedings of Parliament into a grammatically correct written record. I learnt a great deal about politics: how it works, how things get done, and not to underestimate someone just because they have trouble putting a sentence together.

I worked in the Regulation team in the DECC Smart Metering programme, and it's helpful to have been on both sides of the policy development process. The last thing I did at DECC was help to write the Full Business

Case for the programme, which is the piece of work from my time in the Department I am most proud of.

What are the biggest challenges you face in your role?

BEAMA is in an excellent position to lead the conversation about how we use smart energy data to improve energy efficiency, manage energy costs and smooth the transition to a low-carbon economy. That's a big challenge!

What is the most interesting part of your job?

Before I got this job I always thought of myself as a 'big picture' sort of person, good at the communication and strategy but not as strong on detail. Since joining BEAMA I've had the opportunity to learn a lot more about the technicalities of metering, energy management and (dare I say it) basic physics than I ever thought I'd know.

Do you have an essential work item on your desk?

That's what I like about this job: there are always a dozen things, and they're all essential.

NETWORK SKILLS UPDATE

BEAMA Networks has had a skills activity since it was re-formed in 2015. Originally focused on addressing the lack of skills on the sector it has recently turned its attention to the implication of the government's new Apprenticeship Levy. Alongside the introduction of the Apprenticeship Levy, the government has signalled that it will invalidate all existing apprenticeships – so called 'framework' apprentices and require them to be replaced by new apprenticeship 'standards'. To create a standard a consortium of at least ten companies must be established. This is intended to make the apprenticeships appropriate to industry needs and have a broad usefulness to apprentices.

BEAMA Networks is seeking to make use of this requirement to address the lack of Level 3-4 Electrical Engineering Technicians and BEAMA Networks is looking for companies to join a consortium. In return for the inevitable demand on their time, companies will be able to help design the components of the Standard, making sure it is fit for their purpose. Specifically, there is an opportunity to ensure that the apprenticeship equips the future workforce for the increasingly smart technology they will be working with.



Any companies interested should contact
John Parsons, Deputy Director BEAMA Networks
John.Parsons@beama.org.uk

INTERNATIONAL SHOW REPORTS

BEAMA has been busy during the Autumn/Winter months, leading delegations of UK exporters to shows in Barcelona, Dubai and New Delhi.

Kicking off at European Utility Week in November 2016, we took 16 companies to Barcelona where we found 11,414 show visitors, of which 39% specifically came to do business. That's nearly 4,500 orders to be taken in a show lasting 3 days featuring 550 exhibitors. With networking at the heart of the show, our exhibitor feedback suggests European Utility Week will remain a feature of our programme and we are currently marketing the 2017 show which falls between 3rd and 5th October in Amsterdam.

Visit www.beama.org.uk/events to see a video promo, show details and more information on exhibition space from £2,650 for an open panel through to £5,250 for a booth.

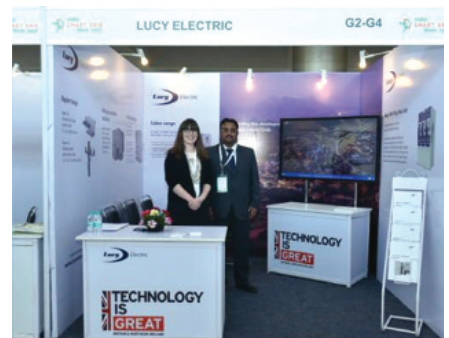
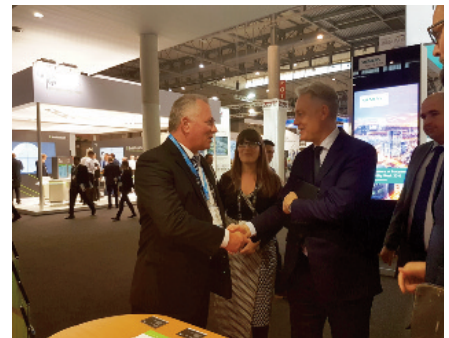
In February we moved our efforts to Middle East Electricity, with 31 companies joining us in Dubai for our premiere show of the events calendar. Hosted by the Ministry of Energy, Middle East Electricity is the largest international trade event for the power industry, covering the generation, transmission and distribution of electricity, the renewable and nuclear energy sectors and the lighting industry. Each year Middle East Electricity welcomes more than 1,500 international exhibiting companies and over 21,000 senior level industry decision makers from 130 countries across the MENA region and the rest of the world.

Finally we parked the UK export bus at the Manekshaw Centre in New Delhi, home to India Smart Grid Week. This was our second year visiting India Smart Grid Week and UK exporters were pleased to make contact with various utilities from across the Continent, not only within the show but also in fringe events including a dinner and reception hosted both by the Department for International Trade and the India Smart Grid Forum.

In 2018 we will be switching our efforts in India to the major show in the region, Elecrama. Backed by our soon to be signed Memorandum of Understanding with the show organisers, IEEMA, we hope to take a healthy number of UK export companies along next March.

Contact Vera Pokoo for more details at vera.pokoo@beama.org.uk.

With export now moving up the agenda for so many members, BEAMA is organising a briefing in partnership with the Energy Systems Catapult and the Department for International Trade on 29th June 2017.



BEAMA'S VISION FOR A SMART FLEXIBLE ENERGY SYSTEM – A RESPONSE TO BEIS AND OFGEM

BEAMA submitted a comprehensive response to the BEIS Ofgem Smart flexible Energy Systems call for evidence in January. Firstly thanks go to all the members who contributed to this response. We received an impressive level of response from members, which reflects the high level of interest and the significance of what this call for evidence represents for our sector.

BEAMA have already had a series of meetings with BEIS to follow up the response and we are offering any assistance to BEIS and Ofgem in the following publication of a Plan which is due to be published in the spring. This plan is the main output to be expected from the call for evidence and we anticipate this will set the agenda for policy and regulatory developments in the coming year. These will include further measures required for

storage, independent aggregators and flexibility operators, as well as addressing issues with final consumption levies and how they may apply to storage applications. Furthermore they will be evaluating the market for flexibility trading/optimising platforms for innovation funding as well as developing specific government innovation programmes. The overall aim is to create a level playing field for DSR and open market services out to new forms of flexibility. One clear aim is for the creation of the right pricing signals for smarter more flexible systems and this includes the objective to move to mandatory half hourly settlement by the first half of 2018.

This plan is being formed with a recognition that Service Operators have an ambition for 30-50% of balancing service capability to come from the demand side by 2020. To achieve this the changes

mentioned here and to be further outlined in the spring Plan will be necessary and will affect the development of market opportunities for BEAMA members. This is a big opportunity and we will therefore continue to engage closely with the BEIS and Ofgem teams delivering this. The full BEAMA response can be downloaded from the BEAMA website and we look forward to continued engagement from members on this important agenda.

<http://www.beama.org.uk/resourceLibrary/beama-response---smart-flexible-energy-systems---call-for-evidence.html>

THE SEARCH FOR 2017'S POWER PLAYERS BEGINS!



Steve Bratt

In late April this year the ECA will be launching Power Players, a brand new industry-wide initiative developed to find and promote exceptional talent within building services engineering. Aimed at those up to 39 years of age, the initiative aims to capture the innovation and skill of individuals in the earlier stages of their careers.

There is an array of prizes on offer to those entering, including a trip to the USA worth thousands of pounds, and mentoring from business guru Sir John Parker.

The ECA will be collaborating with a range of industry bodies to develop and promote the competition. Publishing and events group All Things Media – who are running this year's Electrical Design & Install Expo – will be an official partner of Power Players.

The Electrical Industries Charity will also be partners, with EIC's CEO Tessa Ogle noting 'Power Players is a very important initiative because it will provide recognition for young people who are already making a positive impact in the early part of their careers'.

Additionally, supporters of the initiative include:

- BEAMA
- BSRIA
- Federation of Environmental Trade Associations (FETA)
- Women's Engineering Society (WES)
- Electrical Distributors Association (EDA)
- Scottish electrical trade body SELECT
- Joint Industry Board (JIB)
- Fire & Security Association (FSA)
- Institution of Occupational Safety and Health (IOSH)
- Institute of Environmental Management and Assessment (IEMA)
- National Electrotechnical Training (NET)
- Electrical Safety First
- The Electrotechnical Skills Partnership (TESP)
- Building Services and Environmental Engineer
- Voltimum



A COMPLETELY DIGITAL INITIATIVE

The entry process will be entirely digital and will simply require the submission of a short video showcasing the outstanding or impactful work. Entrants can record their video however they wish (professionally produced videos are not required!). We want to hear from anyone whose work within the diverse building services engineering sector demonstrates leadership, collaboration, innovation or creativity and has had a positive impact on the industry or society.

A panel of industry experts will shortlist the leading entries, with the final five then put to a public vote on social media – with the entire industry encouraged to vote for their favourite contender during August and early September.

The final five nominees will be showcased during the Electrical Design and Install Expo (ED&I Expo) at the NEC in Birmingham in September 2017, with the top two announced on day two. They will receive an array of prizes and opportunities, including:

Trip to the USA worth thousands of pounds

Winners will visit the (USA) National Electrical Contractors Association (NECA) Conference 2018 in Philadelphia, PA from 29 September – 2 October. NECA have kindly confirmed they will host the two winners during the conference. Flights, accommodation and a daily allowance will be covered as part of the prize. <http://necaconvention.org/>

Top quality lunch and mentoring with business guru Sir John Parker

Sir John is chair of global mining firm Anglo American and former president of the Royal Academy of Engineering from 2011 to 2014. He notes: 'I am honoured to be invited to hopefully add some value to the winner of this important ECA award.'

Apple iPad Mini 2 for the top two

Develop a fundraising initiative with the Electrical Industries Charity in 2018

The Electrical Industries Charity has offered to provide a scholarship grant entitlement to the winners, to utilise on a fundraising initiative.

Significant promotion by initiative partners and coverage within the media

Who can enter?

Individuals who work for any of the following types of organisation can enter:

- Clients and specifiers (eg facilities managers, local authorities etc)
- Consultants and designers
- Engineering firms (eg maintenance firms)
- Installers and contractors
- Manufacturers and distributors
- Training providers, colleges and universities

How to enter

Power Players will open to entries in late April, and in the meantime anyone interested in the initiative can visit www.eca.co.uk/business-industrysupport/awards/power-players to register your interest.

With such fantastic prizes on offer for the winners of Power Players, we look forward to receiving entries from leading young people right across the industry.

ISSUE FORUM UPDATE

Visit the issues forum page on the BEAMA website to read the latest updates on the following:

- Regulatory package on Market Surveillance including proposals on 'enforcement and compliance' and on mutual recognition
- Public consultation on restriction of lead and lead compounds in PVC under REACH
- Restructuring of the British Electrotechnical Committee (BEC)
- Progress on the European Accessibility Act
- Standardisation on Material Efficiency covering re-use, repair, re-manufacturing and recycling
- Ecodesign Working Plan 2016 – 2019 with one of the categories identified for action being Building Automation and Control Systems

www.beama.org.uk/my-beama/issues-forum.html

Visit the members area for the Industrial Strategy and Sector Deal responses.

BEAMA's re-structure programme will be implemented from June 1st 2017. Please refer to the briefing issued to members in February.

In the next issue...

Post General Election Review

Orgalime General Assembly Report

International Trade Briefing Report

