
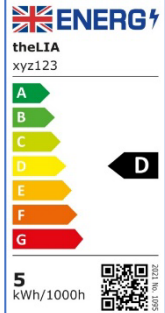




GUIDANCE ON SELLING LAMPS WITH OLD ENERGY LABELS BEFORE THE REVISED GB DEADLINE OF 1ST OCTOBER 2023

The GB Ecodesign for Energy-Related Products and Energy Information (Lighting Products) Regulations 2021, SI 2021 No. 1095¹, require that by 1st April 2023 dealers replace any old light source (lamp) energy labels (A++ to E rating) with the new rescaled label (A to G rating) for light sources placed on the market prior to 1st October 2021 and displayed at the point of sale.

The same requirement applies in the EU/NI from 1st March 2023.

	
OLD LABEL	NEW RESCALED LABEL

The LIA, working with BRC, have obtained a 6-month delay to this GB relabelling date from DESNZ/OPSS until 1st October 2023.

¹ SI 2021 No. 1095, 17 (2) Dealers must ensure that, before 1st April 2023— (a) existing labels on light sources at points of sale are replaced by rescaled labels in such a way as to cover the existing label, including when the label is printed on or attached to the packaging;....



It is important to sell through lamps with the old energy label prior to this date.

STRATEGIES AVAILABLE TO YOU TO REDUCE STOCKS WITH THE OLD ENERGY LABEL INCLUDE:

CONTACT YOUR SUPPLY CHAIN:

Ensure you contact your supply chain partners to ensure they are aware of the extension.

STOCK ROTATION:

Ensure lamps with old labels are prioritised on shelf.

PRICE REDUCTION:

One of the most effective ways to reduce inventory is by offering discounts. This may involve identifying and splitting the SKUs into problematic and less problematic categories and preparing a suitable discount plan to, where appropriate, offer high discounts to entice target accounts to buy in bulk.

PROMOTIONS:

'Buy-one-get-one-free' or 'buy-three for the price of two' works well in retail and walk-in counters.

BUNDLING:

Consider bundling slow-moving inventory with other popular products. This has been proven to be effective, especially for retailers who sell multiple lines of products. For example – free LED lamps with every lamp shade or the purchase of 'X' amount of outdoor/garden products.

EXCESS LIQUIDATION:

Selling the inventory through a liquidation company or excess specialist at heavy discounts is a smart option to convert blocked inventories into revenue. The dead or slow-moving inventory also costs businesses regarding stock provisions, inventory carry cost, interest and warehousing costs.

DONATION:

The businesses can consider donating the lamps to a Ukraine rebuilding project or any other projects supported by the UN or the UK government.