voice

NEWSLETTER
01.2020



Editorial

If you look at the last page of this newsletter, you will notice that the usual "Meetings" section is missing. Yes: sadly, we are still learning just how vulnerable we all are. Professional distance will still be necessary for a while.

Even if the "Meetings" are missing, throughout our member countries we are now all able to return to work, as we can see from the global increase in turnover. That is already two pieces of good news.

Continuing to look on the bright side, we have learned a lot in the past few months. Since we were not able to meet in person, we exchanged information digitally. And it worked – we will certainly use this helpful technology more often in the future. We were also able to see that our customers are ordering more via our online shops. This purchasing behaviour will certainly remain in the time after Corona. Similarly, the major tasks such as energy efficiency, digitalisation, Smart Home and e-mobility will also still be there. These trends will continue to drive our industry.

We were well equipped digitally – that helped us. But there is still a lot do and we don't intend to rest on our laurels. We have also learnt at the end of these months that nothing can replace the personal exchange between people – in both our private and business lives.

I will enjoy the personal meetings with you again just as soon as they are possible.

David Garratt

FEGIME Future

The future is coming. Tomorrow's market we will see the clash of old processes with the Internet of Things. What will successful business models look like? What will be the role of the wholesaler? FEGIME Future met up with Siemens to work on these questions.

MANAGEMENT AND BUSINESS

Tomorrow's Business Models

At the moment it is certainly not "business as usual" for FEGIME future either. The meetings all had to be postponed. But before that happened there was just time in February for a very interesting meeting with Siemens assisted by experts from IBM and Boldly Go Industries, a consulting firm for all things digital.

How to succeed in multi-sided markets was the question posed in Munich. What does that mean? Currently wholesalers still are part of the "linear" supply chain that begins with the manufacturer and can sometimes continue as far as the final consumer. However, the digitalisation of products, processes and services is now beginning to disrupt this linear model. In the future we will be confronted with a market in which the Internet of Things will be mixed with traditional business sectors and... >>

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Team Siemens together with FEGIME Future after the workshop.

>> ...processes. "The sooner we start looking into possible solutions and new business models for the future, the better," says David Garratt, Managing Director of FEGIME.
For such complex questions, FEGIME Future has a proven instrument: the workshop. The tasks for the workshop were defined by our Siemens contact person Valentin Dinkelbach together with Dr Dagmar Bleilebens, Siemens AG Global Head of MindSphere Application Center for Internet of Energy, and her team.
Three goals were set for the workshop:

1. to understand how a multi-sided market works
2. to identify digital services that could be provided by an electrical wholesaler in a multi-sided market
3. to identify and shape FEGIME's (and our partners') future role in such a market.

The "test project" was defined as a small/medium-sized Shopping Centre to be built in 2025 in a FEGIME country. Throughout the day participants were to think themselves into the roles of the various stakeholders: (Hardware) Supplier, Software & Data Intelligence Provider, Electrical Wholesaler, Electrical Contractor, Investor and Operator.

The day progressed in 3 "sprints". The first examined the questions: How can you best serve your customer? What are their pain points? What can you do to relieve that pain? This was done for the categories Pre-Sales, Planning, Product Information, Warehouse Management and After Sales. The plan was to provide as much support ("pain relief") as possible for the customer.

We all know that today "data is the new oil". So, the logical questions for Sprint 2 were: What data/information is needed? Where do we get the information from? Do we have to pay for it? Tracing the potential flow of money and information was a very informative exercise.

And then to the finale: Sprint 3 - Creating a Value Ecosystem. One FEGIME Future group got down to work on the topic Predictive Maintenance and another examined the topic Planning.

There were a lot of questions to answer: How could our fictional Shopping Centre benefit from improved digital systems? How to charge for them? Who wants money from whom? Who wants to pay for what?

After a lot of brainstorming and discussion each group presented their proposals individually and the most promising was selected by common vote. This was "Uptime Flat" an idea for predictive maintenance of the mall promising no downtime at all. Second place was taken by "Mall as a Service" in the Planning category.

Simon Gineiger from Boldly Go Industries was full of praise for the day: "This was interesting. There's a particular mindset to the FEGIME Future group - many being future CEOs and company heirs and having that results-oriented drive - but with the spark of scientists. This led to a very well-rounded conceptual result."

www.fegime.com



FEGIME Hellas & Cyprus

FEGIME Hellas & Cyprus is one of the Best Workplaces in Greece. To keep this accolade, the company invests heavily in the personal and professional development of its employees.



A Wise Investment

FEGIME Hellas & Cyprus has just been voted one of the top ten companies in Greece with the "Best Working Environment" for the 6th time. This was based on research conducted by the "Great Place to Work Institute Hellas". It is worth mentioning that the specific ranking is the highest our Greek friends have ever reached. FEGIME Hellas & Cyprus as usual was placed in the "large-scale companies" category for firms with more than 250 employees.

All the companies are evaluated based on the votes and judgment of their workforce. So, this distinction comes as clear proof of FEGIME Hellas & Cyprus' commitment to its staff. For the past 45 years, the company has honoured and supported its employees. In return they give back their loyalty and enthusiasm for a work environment where respect, ethics, teamwork, communication and the passion for continuous improvement prevail above all else.

Based on all the above, the company invests in the personal and professional development of its employees, providing modern educational and training activities. This is done not only in-house through the "Kafkas Institute of Training & Development" but also externally in special topics by distinguished training providers.

Moreover, our Greek colleagues have created the institution of "Extra Mile Champion". This initiative recognizes and rewards the efforts of employees to bring benefit to the company. In addition, the company invests in the development of its talents through the "HiPos" (High Potentials) Programme which grants postgraduate studies to promising employees and shares the knowledge of its older executives with all new executives through a mentoring programme.

www.fegime.gr

17th FEGIME CONGRESS
2nd – 4th June 2022
RIGA



Riga Remains our Destination

Riga with its Old Town is a world cultural heritage site – and Latvia is a model for digitisation in administration and business. That was why Riga was chosen as the destination for our Congress next year. "But we have had to change the date," says David Garratt. "We could not proceed with the planning this year as would have been necessary." Therefore, the Congress will be postponed one year, to June 2nd – 4th, 2022.

www.fegime.com

During the last few months of Corona, all our colleagues worldwide have been facing similar problems. This brief overview also shows how important the electrical industry is and what it can achieve.



Stronger Than Ever

FEGIME España

The pandemic affects everyone. Reports from our National Organisations show that everyone is struggling with the same problems. It is difficult to maintain a regular service when children are not allowed to go to kindergarten or school – to give just one example among many.

This – like many companies worldwide – was the course taken by FEGIME España and its members: wherever possible, everyone worked remotely from their "home office". This required a high degree of flexibility, but it enabled customer service to be maintained.

It was not just about their own economic existence. As our Spanish friends point out, the electrical sector is one of the industries that is of utmost importance to us all. Without electrical engineering, no hospitals, no administrations, no supermarkets – and no home offices can function. The text from Madrid said with justification that the efforts of our industry are also a "commitment to our society".

For this reason, contacts with partner suppliers were also intensively cultivated. It was agreed with them that all actions would be pursued further – even if they had to be postponed. "We attach great importance to the fact that everyone at FEGIME España stands behind our employees and our suppliers", says the FEGIME headquarters in Madrid. "The current solidarity with all partners will help us to be an even stronger community after the crisis".

The confidence of our Spanish colleagues is also based on their investments in digital infrastructure. In April, astonishing figures were recorded for digital services: 300 registrations for the Spanish e-learning platform "FEGIME Academy", the launch of more than 150 certified courses and more than 50 hours of webinars. In addition, the online shop was revised, the web-to-print tool "Fegimedia" for individual production of brochures and catalogues was optimised – and the "Virtual Warehouse" became more and more accessible. This warehouse is based on the networking of Spanish warehouses, so that the availability of an article throughout the group can be shown to provide a better service for customers.

FEGIME United Kingdom

Our friends from the United Kingdom were able to combine solidarity and technical know-how to support "Nightingale Projects". This was an initiative of the British Government and the National Health Service to set up temporary hospitals for the many cases of infection with Covid-19 that were expected. "Nightingale" refers to Florence Nightingale, the 19th-century statistician and founder of modern nursing.



Loading the urgently required cable for the temporary "Nightingale" hospitals.

The hospitals were built in record time. "Our member company BEW did a great job in supporting the National Health Service," says Alan Reynolds, CEO of FEGIME UK. It all started on Good Friday. BEW arranged for three branches to work together the next morning to supply the NHS Whitechapel Hospital.

Over the Easter Weekend BEW continued with their 24/7 priority support so that several "Nightingale Projects" could be supplied with important material. "Staff gave up time with their family to support the NHS," says Reynolds. "Special thanks from us to our preferred suppliers - including OBO and Prysmian - for their assistance so that we were able to help."

FEGIME Latam

In March in Argentina compulsory social isolation (quarantine) was decreed. For the first 15 days, all outlets remained closed - only emergency deliveries for hospitals, public health or the so-called "essential" sector (to help and supply the population during the pandemic) were allowed.

After the measures were relaxed, member companies began to operate again but with reduced hours and strict health and safety regulations.

On a positive note, due to the strict measures implemented the number of infections in Argentina is still low today. However, turnover during quarantine fell by 70 percent. Liquidity was secured through precise payment management. It should be added that – as if Corona were not enough! – our friends in South America are also struggling with a general economic crisis.

Happily, by the end of June, FEGIME Latam could also report rising turnover again. Throughout FEGIME people are back at work – electrotechnical products are needed everywhere.

www.fegime.com

Energy Efficiency

How to live and produce efficiently without destroying the planet with CO_2 emissions. In Lüdenscheid, Germany, ABB shows what is already technically possible today.



A model for the future: ABB presents a state-of-the-art CO_2-neutral and energy-autonomous factory for Busch-Jaeger products in Lüdenscheid.

Mission to Zero

Excessive emissions of CO_2 are responsible for climate change. Can we change the way we live and produce to reduce this damaging effect? Modern technology can help, says ABB with its "Mission to Zero".

No CO_2: the heading "Mission to Zero" describes both the goal and the technology ABB is using to achieve it. Our partner's message is that by using existing technology in our buildings and cities, our production facilities and transportation we can already avoid CO_2 emissions to a very large extent.

ABB shows how this can work in practice. In May 2019, ABB presented its first almost entirely CO_2-neutral and energy self-sufficient manufacturing site in the world, the Busch-Jaeger plant in Lüdenscheid. The visible sign is the Solar PV system above the plant's large parking lot.

"The photovoltaic system is part of an integrated solution that covers all aspects of power generation and distribution and makes it possible – on sunny days – to supply up to one hundred percent of the electricity required," says Hans-Georg Krabbe, CEO of ABB Germany. "With this model project, we are demonstrating the advantages of creating a system in which all components are digitally connected and controlled to achieve optimal energy efficiency, sustainability and resource conservation."

The 3,500 square metre PV system supplies around 1,100 MWh of solar power per year. This is equivalent to the annual requirements of around 3,400 households in Germany. In combination with a combined heat and power plant, which is twice as efficient as a coal-fired power station, around 14 percent more energy can be generated than is needed. The surplus production is fed into the public power grid and contributes to supplying the region with sustainable electricity.



A Combination of ABB Components

During peak demand periods, additional "green energy" is procured from MVV Energie AG, which guarantees completely CO_2-neutral production. MVV and ABB have agreed to jointly promote solutions for improving the energy efficiency of industry, medium-sized companies and municipalities. A major step towards the Smart City.

The technical brain of the system in Lüdenscheid is the scalable energy management system "OPTIMAX". The digital solution monitors and controls energy production, storage and consumption largely autonomously. The system – which is self-learning – calculates the optimum energy flow on the basis of forecast data and compensates for deviations in real time. ABB emphasizes that this scalable energy management solution can be used anywhere - in companies of any size and even in cities.

In addition to energy management and the PV-installation, the system includes other ABB technologies. Storage is provided by a BESS (Battery Engine Storage System) with an output of 200 kW and a capacity of 275 kWh. In addition, ABB charging stations, where employees and visitors can charge their electric vehicles for free, improve environmental performance even further.

The showcase site will save around 630 tons of CO_2 per year, thus making an important contribution to helping improve climate and environmental issues in Lüdenscheid.

www.abb.com

Products

New tools from CIMCO help to make work easier and safer.





Everyday Solutions

Standard insulated screwdrivers offer good protection - but can often be difficult to use with recessed screws. This frequently leads to dangerous workarounds, such as cutting open or shortening the screwdriver insulation. The new SLIM screwdrivers from CIMCO provide a safe solution. Their narrow blade insulation makes it easier to deal with recessed screws. The handle enables you to work without tiring, as its ergonomic shape supports the 120° rotation angle of the human hand perfectly. The screwdrivers are resistant to petrol, thinners, and other chemical solvents. In addition, the plastics are UV-resistant and still perform at temperatures as low as -40 °C.

All blades are manufactured according to current standards and are individually tested with up to 10,000 volts. The new screwdriver is available in 13 sizes.

Also new from CIMCO are the FLEXI CRIMP 6 crimping pliers for wire end ferrules. They offer hexagonal crimping which has now become established in the sector and allow the user to work in small spaces. The new pliers can now - for the first time - process a cross section range from 0.08 to 16 mm² (for individual wires), as well as 2 x 0.5 to 2 x 10 mm² (for twin wire end ferrules) with just a single tool.

A selector switch is used to set the cross-section range; either up to and including 6 mm², or above. The side feed of the wire end ferrules makes work easier and flexible. The shape and light weight of the tool make it very comfortable to use.

www.cimco.de

Information

Control relays or SPS? A white paper from Eaton helps you decide.

The Advantages of Control Relays

Is it possible to implement automation solutions using control relays rather than a nominally more powerful PLC?

In many cases, the answer is yes. Control relays can even significantly reduce the costs of industrial projects and building applications. But are control relays really an alternative in Industrial IoT (IIoT) and smart building applications? This is not just a question of hardware costs. In order to help customers make the right choice, Eaton has just published the white paper "The suitability of the latest generation of control relays for the implementation of automation solutions".

The white paper outlines the possibilities opened up by recent advances in control relay technology. These include extensions at the I/O level, including special inputs, which can be adapted to future requirements - and also to value-added applications such as condition monitoring or predictive maintenance.



In addition, questions arise from developments in IT and data communication. Ethernet-based fieldbuses such as Modbus-TCP play a role here as well as cloud connections. This area also includes questions about the possibilities of modern programming languages. Finally, the level of qualification of the employees who have to work with the products also plays a role.

But Eaton is convinced: the latest generation of control relays offers a future-proof and cost-effective alternative to PLCs in applications of low to medium complexity. More information can be found in the white paper.

www.eaton.com

Products

Two new fastening accessories from HellermannTyton extend cable routing options for panel builders and electrical engineers.



Left: corrugated tubing clip. Right: cable tie mount for frame T-slots.

Simpler to Fasten

The IWS Corrugated Tubing Clip is no ordinary clip. The ingenious design enables pre-fixing in the open state, delivers a satisfying click when properly locked, and caters for easy re-opening from above with a screwdriver. The focus is on freedom of use: firstly the screw holes correspond to the hole pattern in the panel rails, secondly the corrugated pipe can rotate freely in the clip and thirdly recesses for ground cables and cable tie fixing points on both sides make it easy to route additional cables.

The tubing clips are made from robust PA66HIRHS. Their four sizes correspond to the nominal diameters (17, 29, 37 and 50 mm) of HellermannTyton's IWS corrugated tubing.

Moving outside cabinets to construction profiles, the ACFM Cable Tie Mount can be locked into the T- slot with a 90° rotation. No holes, no screws and no nuts are required for a secure hold.

This first mount in a new product series is designed for a profile slot width of 10 mm and an edge thickness of 6 mm. Many manufacturers in Europe use this dimension for their 45 mm aluminium or steel profile frames. The bundle can be fixed parallel or perpendicular to the profile frame with cable ties up to a width of 8 mm. The special head shape of the base is optimised for easy installation by hand or with a 24 mm socket. The head height measures only 9.3 mm and the total height 19.3 mm. The head width is 22.5 mm x 17.5 mm.

www.hellermanntyton.com

Products

New additions for Haupa's universal battery powered crimping tool US-6M.

Even More Flexible

Cutting, crimping, punching - HAUPA's battery powered crimping tool with exchangeable heads has a solution in every situation. The advantage: instead of four tools with heavy heads, one basic body with interchangeable heads can do six different jobs. And it is very easy to change the heads quickly and safely by means of two extractable pins. In addition, the rotating head mount allows an unrestricted rotation of 180°.

The sensor technology provides an additional advantage: optical and acoustic signals inform the user of the pressing result. If the LED is green, the pressing was completed as standard and the motor has stopped. If the light is red and a buzzing tone can be heard, the pressing was interrupted before completion and is substandard. If the LED is orange, battery voltage is not sufficient.

The tool also has a white LED to illuminate the working area. After 10,000 pressings it serves as a service light and indicates by flashing that maintenance is necessary.

The interchangeable head hydraulic system has a manual return, which allows the respective head to be opened at any time, thus increasing safety and enabling more precise work.

The charging time of the battery included is about 30 minutes. The base body is also compatible with MAKITA 18 V battery technology. With separately available adapters, batteries from other manufacturers also fit.

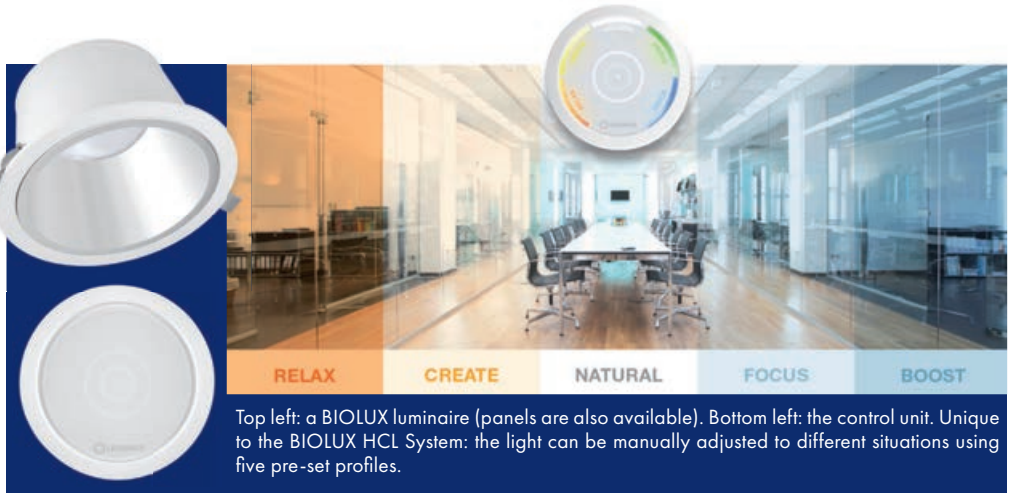
www.haupa.com



Crimping Headstock 4-Dorn 300 | Crimping Headstock 4-Dorn 400 | Crimping Headstock U-KO-6 | Crimping Headstock U-KDE240-6 | Cutting Headstock U-KS6-S50 | Punching Headstock U-S-6 | Basic Device US-6M

Products

LEDVANCE's new solutions for lighting control are very convincing. One new product is currently winning one award after another.



Top left: a BIOLUX luminaire (panels are also available). Bottom left: the control unit. Unique to the BIOLUX HCL System: the light can be manually adjusted to different situations using five pre-set profiles.

Innovative Light Control

The correct light increases productivity, helps us to relax and even to recover. The technical use of this biological effect of light is called Human Centric Lighting (HCL).

LEDVANCE has a new solution for companies: the BIOLUX system automatically adapts artificial light to the daylight course via an algorithm – exactly according to site and day, for the best possible biological light effect. It consists of two components: the control unit and the BIOLUX LED luminaires that communicate wirelessly via ZigBee protocol. The operation is intuitive: in the blink of an eye pre-programmed light profiles can be set on the control unit.

BIOLUX is ideal for single room solutions with up to 20 luminaires such as meeting rooms or offices with little or no daylight. In addition, installation is very simple and requires no special knowledge. The system has already won the "German Innovation Award" and the control unit the "Red Dot Award 2020" for its design.

If you are looking for lighting with maximum performance, flexibility and energy savings, the new "VIVARES" system – which can include daylight and motion sensors – could be the ideal solution.

The key component of the system is the VIVARES ZB Control, a controller with gateway functionality that enables IoT services. The Vivares portal enables configuration, commissioning and maintenance of the system. Via ZigBee 3.0, the controller communicates wirelessly with up to 200 ZigBee-enabled devices. These include the VIVARES components such as sensor, pushbutton coupler, ZigBee-DALI converter and luminaires (VIVARES Ready). At the same time, it can be optionally connected to a cloud application. In this way, location-independent monitoring and maintenance are possible.

Good news for lighting professionals: installation, operation and maintenance are extremely simple. Many LEDVANCE luminaires are already VIVARES- and ZigBee-ready.

www.ledvance.de

Information

Weidmüller has gone online to present innovations and provide product webinars.

The Digital Trade Fair

No Light+Building and no Hannover Fair. Like all our partners, Weidmüller has been confronted with an extraordinary situation to master. And this year they have a lot to show.

Their charging infrastructure for e-mobility for example is brand-new. Amongst the innovations are their "Klippon Connect AAP terminal blocks" that ensure the effective control voltage of the equipment on the panel. Thanks to their unique modular concept, they can be tailored to every type of machine. In addition, they have a wide range of switches and passive components for the Ethernet in industrial production. It is very simple to learn all about these new products. Just visit Weidmüller's Digital Trade Fair using the following link:

www.weidmueller.de/hm-digital



Plus digital training

Regular training courses and seminars are currently not possible. This is why Weidmüller is increasingly using digital methods and has set up a large "webinar world". It has something for everyone: from relay innovations to automated machine learning. The offers will be continued over the summer and provide the opportunity to interact with the experts at Weidmüller:

www.weidmueller.com/int/service/webinar.jsp

Products

Amongst the new products from Mennekes are solutions for e-mobility and for professionals.





For Professionals and the Home

Owners of electric cars like to charge their vehicles at home. With the new AMTRON Compact charging station, Mennekes offers the ideal solution for this kind of charging. The charging station provides a charging power of 11 kW and, with the fixed charging cable type 2, security for the future, as almost all new electric vehicles available in Europe can be charged with it. No authorisation is required.

In addition to the high-quality external design, the system is easy to install: the power cable can be inserted from above, below and behind. The compact design allows easy installation even in narrow garages.

The PowerTOP Xtra CEE connectors are the first choice for professionals. These connectors have been tried and tested for many years in the 63 A and 125 A current ratings - and since 2019 also in 16 A and 32 A versions.

First innovation of the year: all PowerTOP Xtra connectors in 16 A and 32 A meet protection class IP 54 and are therefore not only protected against water spray but also particularly well protected against dust.

Moreover, the product family for 16 A current continues to grow. In addition to the 3-pole devices and the 5-pole plugs and sockets in all voltage fields, the PowerTOP Xtra R variant will soon be available. With nickel-plated contacts and highly heat-resistant contact carriers, these plugs have been developed for particularly demanding applications.

With these innovations, these sockets and plugs can be used in more and more areas of application.

www.mennekes.de

Products

OBO Bettermann presents its new products in a simplified structure.

New Products, new Structure

In March OBO reduced its seven product units to three application areas. They are industrial installations, building installations, and safety and protection installations. Here is a small selection of new products from all these areas.

In the area of industrial installation OBO's t-series junction boxes are the highlights for 2020. They are real multi talents – made of high-quality materials and stable constructions to stand up to even the hardest conditions. Due to UV-resistant material and a protection rating of IP 66 the junction boxes are suitable for use indoors as well as in covered outdoor environments.

A new product from the building installation area is the further development of a bestseller: the smallest floor socket - UHHOME2. It has been optimized in terms of space, with virtually the same external dimensions. Thanks to the 54-degree angled interior, it offers enough space for even the largest of plugs and also smaller charging units, which vanish below the closed cover. Further important solutions in this area are the Modul 45, the SL skirting trunking and the 2-compartment aluminium service pole.

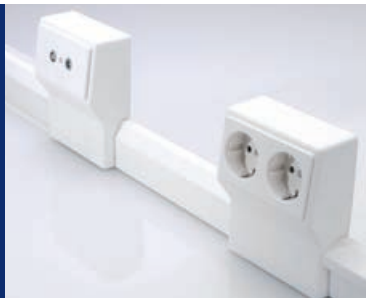
In the safety and protection installations area OBO has invented a solution for lightning and surge protection for closed-circuit television systems (CCTV) with which power, data and control cables can simultaneously be protected with only one device. With the PND 2in1 and PND 3in1 combination protection devices and the Net Defender ND-CAT6, analogue and IP camera systems can be protected efficiently.

You can find information about all the new products online.

www.obo.de



The selection of new products from left to right: the floor socket UHHOME2, the t-series junction boxes, the PND 2in1 combination protection device and the SL skirting trunking.



Products

The THERMOMARK GO label printer from Phoenix Contact enables markings to be created on-site whenever needed.







Mobile Marking

A consistent industrial identification system involves a great deal of effort in extensive systems. The solution: the practical THERMOMARK GO label printer enables markings to be created on-site whenever needed - and saves long trips. The printer only weighs 600g.

With the mobile label printer and the MARKING system app, you can create industrial markings directly on-site. You can design the labels and control the thermal transfer printer easily via the app on your smartphone or tablet. Reliable connectivity can be established between the printer (which also has a USB port) and your smart device quickly and easily via Bluetooth 5.0 or NFC.

The app guides you clearly and intuitively through the entire marking process. The thermal transfer printer can be used in many different ways - both indoors and outdoors. Pre-cut labels and continuous materials provide even more flexibility. The materials are available in uniform cassette systems. The maximum print width is 24 mm, the print resolution 203 dpi.

www.phoenix-contact.com

Market

Schneider Electric provides support for the growing Smart Home market.

Smart Business

A Smart Home can control the heating or air conditioning so that we always get up in the morning at our favourite temperature. A Smart Home can turn off the heating and other electrical appliances when we are at work. This saves energy and costs. I can control a home or monitor energy consumption remotely. It is also possible to connect a photovoltaic system and the electricity storage unit to a charging station for an electric car.

And that is by no means everything that is feasible today. In modern companies or public buildings, building automation is now standard. But the number of users and networked devices is also growing in the private sector. Studies estimate that by 2022, more than 112 billion US dollars will be spent on Smart Home devices worldwide. The market is growing!

Nevertheless, there is a gap between the knowledge of this technology and the actual installation. A survey by PricewaterhouseCoopers (PWC) found that of the 81 percent of Internet users who had heard of Smart Home devices, only 26 percent owned one.

Where does this gap come from? Schneider Electric's answer: more than 75 percent of consumers do not know who to turn to if they want a Smart Home. This means that there are many opportunities in this field.



However, new know-how is often necessary for successful marketing. In Germany, from 2021 there will even be a new, officially recognised trade that only deals with building automation. The market is growing! The situation looks very different in many other countries. There, support from electrical wholesalers and manufacturers plays an important role.

Schneider Electric has been committed to training for many years. There are "physical" training centres and also online courses to learn the basics or to master new products safely. In keeping with the digital Smart Home, there is also a digital helper: with the "mySchneider app", partners have direct access to Schneider Electric's support experts via chat or call. The app is available in 30 languages.

In short, anyone looking for new customers and a business area with good margins can count on a lot of support to market Smart Homes.

www.se.com

Products

Signify works to improve health and wellbeing in offices with new IoT sensor bundles for Interact Office.



More Productivity in Offices

Employee discomfort, ill health and reduced performance can be linked to a poor-quality office environment. Good quality lighting can already help to increase employee productivity by up to 23%. Moreover, the wrong room temperature, humidity or distracting noise can have a negative impact on health, wellbeing and productivity.

Technology supplies the cure: Signify is launching new Philips IoT sensor bundles that collect and deliver data via the Interact Office connected lighting system and environmental monitoring API's. The new sensors enable businesses to monitor their office environment and optimize room conditions for their employees.

The new sensor bundles can monitor occupancy, the number of people, temperature, noise levels, daylight levels and relative humidity. Bundling these capabilities into one unit eliminates the need for multiple sensors and saves costs.

These new sensors are smaller than a match box and are easily upgraded in situ with a simple "click and swap" via an upgradable sensor slot - a unique feature across a range of Philips professional office luminaires.

There's no need to take the luminaires out of the ceiling as the sensors can be fitted from the front of the luminaire. This means that luminaires can now easily be upgraded with different sensors at any time.

www.signify.com

Products

The new Simatic HMI Unified Comfort Panels from Siemens.

Now Expandable with Apps

The new generation of high-end, 7- to 22-inch operator panels are part of the new "Simatic WinCC Unified System" and bring numerous improvements compared with predecessor devices, including user-friendliness and visualization. Moreover, IT security mechanisms have been integrated to protect the plant from cyberattacks.

Thanks to their capacitive glass front with multitouch technology, the Unified Comfort Panels are as convenient to use as a smartphone or tablet. The sharp colours and contrast improve readability and ease of use. Of course, their extremely rugged multitouch technology has been developed specifically for industrial environments.

Visualization on the devices is based on the new Simatic WinCC Unified visualization system in TIA Portal and is suitable for scalable solutions, from machine-level applications to distributed SCADA solutions. This creates many new opportunities and functionalities for the user across all device sizes. Visualization options include consistent visualization based on Scalable Vector Graphics (SVG), extensive UI controls as well as custom web controls.



Brand-new to the Simatic HMI product portfolio is the option to expand functions with apps. Previously, HMI panels were used exclusively for visualization software.

Thanks to the integration of Siemens Industrial Edge, users can now run other programs simultaneously alongside this standard device functionality. This means that project-specific requirements can be implemented quickly and easily.

www.siemens.de/unified-comfort-panels

Products

FEGIME Partner Televes presents new products for IP distribution networks.



The H30E-F field strength meter communicates with smartphones, tablets etc.

For the Best TV Reception

Nowadays, more and more TV programmes are broadcast via IPTV. With its product range, Televes enables versatile solutions for IP-based signal transmission in local networks (LANs). The spectrum of applications ranges from smaller hotels to retirement homes and hospitals.

The IP streamer U3QIP-S2-C can be used as a stand-alone device as well as in the modular T.OX headend system. With this device, satellite TV (DVB-S/S2) can be converted into IPTV streams and fed into an IP distribution network in high-resolution quality. In this way, an IPTV basic supply can be established - or existing IPTV systems can be expanded. Up to 32 SPTS streams (Single Program Transport Protocol) from up to three transponders can be generated per device.

The Nemesis V2 IP receiver has Ethernet, WLAN and Bluetooth interfaces and, together with the IP streamer and Televes ATV3 middleware, enables the use of interactive information and entertainment services in hotels. In this way, even older TV sets can be converted for interactive IPTV solutions from Televes. The small IP receiver, which also supports Ultra-HD/4K picture resolutions, can be placed behind the TV set.

With the field strength meter H30E-F - which has a multi-screen system for touch control and an intuitive user interface - IPTV streams as well as all digital TV standards (DVB-S/S2, DVB-T2, DVB-C) can be measured, WLAN networks in the 2.4 and 5 GHz bands can be detected and HEVC-encoded DVB-T2HD content can be displayed on an external display. An app can be used to display the screen via WLAN or Bluetooth on mobile devices such as smartphones, tablets or notebooks and to operate the meter remotely. A very practical feature for installers.

www.televes.com

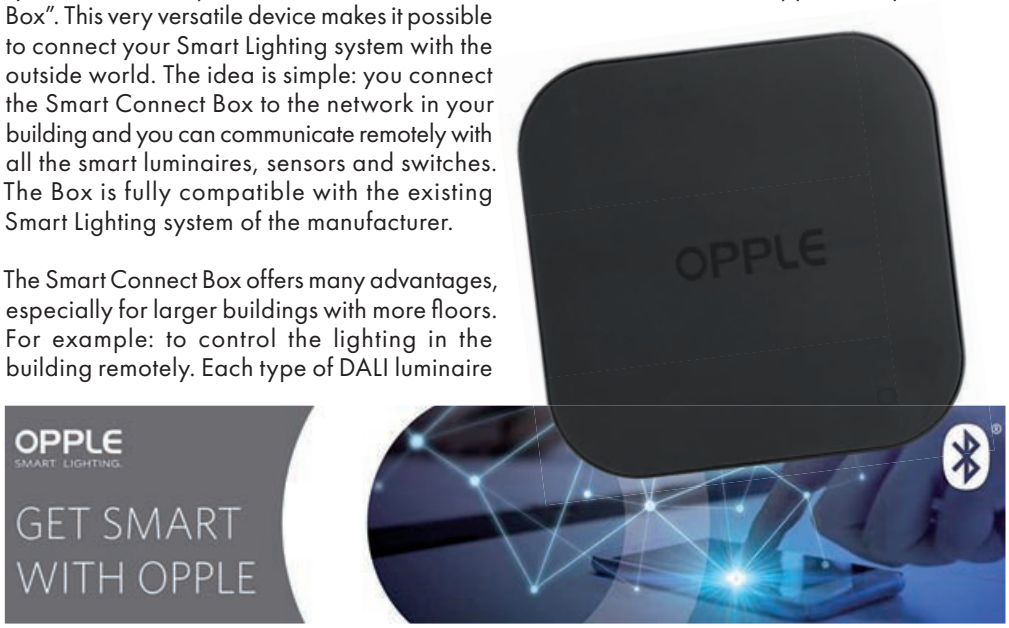
Products

OPPLE offers a new system for Smart Buildings.

More Than Just Smart Light

OPPLE Lighting has expanded its Smart Lighting system with a new product: the "Smart Connect Box". This very versatile device makes it possible to connect your Smart Lighting system with the outside world. The idea is simple: you connect the Smart Connect Box to the network in your building and you can communicate remotely with all the smart luminaires, sensors and switches. The Box is fully compatible with the existing Smart Lighting system of the manufacturer.

The Smart Connect Box offers many advantages, especially for larger buildings with more floors. For example: to control the lighting in the building remotely. Each type of DALI luminaire can be linked and operated via Smart Switch, Smart Sensor or Smart App. It also provides a "Scheduler" function that automatically switches luminaires on or off at a specific time or date.



With the Smart Connect Box it is – in addition - possible to make graphs per building, per floor and per room to visualise the building's data. Connected with the appropriate sensors, the system can also provide insights into energy consumption or motion detected within a certain period, temperature or humidity. This makes the Smart Connect Box an ideal solution for facility managers.

Several smart projects can be combined to form a single project – and via "Modbus" the Box can also be integrated into existing building management systems (BMS).

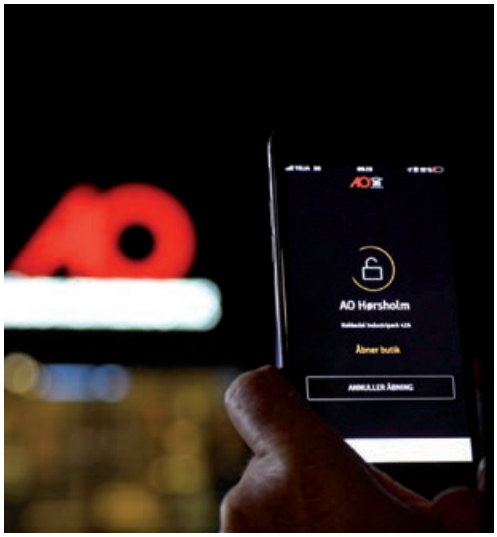
opplelighting.com



FEGIME Denmark

Open All Hours

In the world after Corona one thing that has already arrived to stay is totally flexible working hours. This was the thinking behind the brand-new service now being offered to AO's best customers in Denmark: AO365. This extension to the existing app enables installers to pick up goods literally whenever they want: 24 hours a day, 7 days a week, 365 days a year. The only condition is that the installer has to sign the relevant documents to become an authorised user of AO365.



It really is easy: when the customer arrives at the store, he opens the app & AO365 - then swipes to open the store. Once inside he scans the items on the shelf, places them in the designated AO365 area to be registered by the cameras, ends his purchase, checks the receipt and leaves. Outside he swipes again to close the store. Done.

The first store to start offering the service was in Hørsholm and throughout 2020 as many as 9 others will be added to the list. The service has the additional advantage of helping installers to keep their own backup stocks extremely low.

"First response to the new service has been phenomenal," says Lars Kestner, President of FEGIME Denmark & CSO at AO. "We have never had so many enquiries from new customers. Installers clearly see the huge benefit of the additional flexibility. As the saying goes: time is money."

www.ao.dk

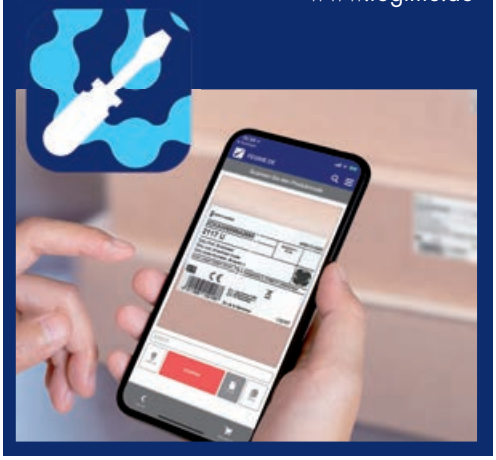
FEGIME Deutschland

The Online-Shop and ELEKTROtools have been updated

The "ELEKTROtools" app was updated at the beginning of the year, the design is clearer, more modern and aligned. In five years, the app has been downloaded more than 277,547 times. There are many reasons for this success: the app is free, available in eight languages and carries no advertising. It is also practical: it calculates formulas, offers a lot of information and much more. Thanks to the connection to online shops, the app is perfect for ordering goods directly from the construction site.

For the app, FEGIME Deutschland was supported by the software house Geneon, in which FEGIME has had a share since 2019. Their specialists have also reprogrammed the German online shop. It is now in so-called Responsive Design – so works completely identically on PC, tablet and smartphone – and consequently state-of-the-art.

www.fegime.de



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