# voice

NEWSLETTER
01.2021

Editorial

## A Word of Farewell



Kerstin Steffens

The time has come for me to say goodbye: not only as President of FEGIME, but also to FEGIME Deutschland and the whole electrical sector. Over the coming months, I will devote myself to other tasks. I do not want to look back, but to share some thoughts with you about the future of family businesses, digitalisation and the environment. These topics are the focus of this issue.

Family businesses – well-informed experts have been claiming for thirty years that we will share the fate of the dinosaurs. However, our growth persistently proves that this prediction is not true – I recommend reading the reports on Daniella, KEW, Imat Felco and others. Current figures show that we are actually coping with the Corona crisis better than some multinationals. Why?

The answer is simple. Good personal relationships with customers remain the best foundation for any business. This proximity to customers is complemented by many services, maximum flexibility as well as regionally based entrepreneurs who make decisions quickly, personally and reliably! These are our advantages. This creates added value. And through our discussions – as well as FEGIME Future – we are constantly finding even better new ways to help our customers. The best way to knowledge is through conversation!

And that brings me to digitalisation. Can everything, including conversations, be recreated in the digital world? Experiences during the pandemic provide the first answers. Without a doubt, our online shops, our excellent database, new interfaces and digital exchange at conferences etc. are proving their worth. On the last point, however, we suspect that this form of exchange will weaken creativity in the long run. So, it will be a constant task to evaluate new technology again and again. Constant exchange also makes this task easier.

My last topic is the avoidance of $CO_2$. To limit climate change, we must all actively support the revolution in energy generation and use. Our new partner IBC SOLAR is a sign that we want to become even more involved in this field. However, in order to achieve the necessary change, our international network will have to become even more closely connected to rise to this – today's biggest – challenge.

One final remark: I am very grateful to all my FEGIME friends and partners for the inspiring exchange over the years and hope that you continue to cultivate it as it also enriches us on a human level.



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FEGIME Future

With Hager FEGIME Future discussed new digital tools for wholesalers and their customers.



FEGIME Future members met with Hager online via Microsoft "Teams" which was combined with the "Klaxoon" platform to enable virtual brainstorming sessions in separate workshops.

# A Digital Journey to Obernai

The pandemic cannot stop FEGIME Future. Their third meeting with Hager, planned for April 2020 in Obernai, was rescheduled and took place this April, digitally of course. Journeys were the central theme: on the one hand the "Installer Customer Journey" - digital ways of interaction with a "typical" small installer - and also the "Wholesaler Customer Journey" to look at new digital possibilities for wholesalers to purchase from Hager.

Hager's Directors Key Account Management – Roger Claessen & Peter Caldwell – had prepared a lot of material. The "Installer Customer Journey" session focused on the Hager "Ready" app. This is already established in 6 countries with plans to increase this to 12 by the end of 2022. Its aim is to help users get the job done more quickly & efficiently.

French installers are already won over by the app as they are convinced it saves them an hour on every job. The big advantage for them is that they can use it to do the final printing for circuit boards on site. FEGIME Future were of course particularly interested in establishing a connection to members' webshops. And it is possible: in Germany, an interface – ELBRIDGE – has been created so that manufacturers, wholesalers and installers can cooperate seamlessly (FEGIME Voice 2/2020). The participants made intensive use of their knowledge of their customers' requirements to make suggestions to improve Hager Ready.

**Solutions for Electrical Wholesalers**

Of course, wholesalers and suppliers want to optimize their processes, too. And this is exactly what Hager are currently working on. The aim of the project is to improve the digital ordering experience for wholesalers by adding new functionalities. This should provide quick wins for most countries but also lead to mid-term changes in the company's IT roadmap.

So far interviews have already been held with wholesalers in France, the Netherlands, Poland and UK – and now FEGIME Future had the chance to give their input, too.

Not just ordering & reordering, but managing open orders, invoicing as well as returns & claims were some points covered. The 20 FEGIME Future participants were eager to report their impressions, requirements and potential pitfalls to the Hager team.

The importance that Hager attaches to these exchanges was shown by Daniel Hager, who also welcomed FEGIME Future to this third meeting. He thanked the group for the exchange of ideas and praised the work: "Great initiative by David Garratt and the board of FEGIME." And he said something we all want: "Looking forward to a physical meeting soon."

www.fegime.com

FEGIME France

FEGIME France has started a training initiative with partners.

# The Wholesale Academy

Our colleagues from FEGIME France have joined forces not only with the plumbing and tiling business units of their own organisation but also with the EQIP Group of independent ironmongers and hardware dealers to offer a wide range of training opportunities to all members and employees. 2nd ACADEMY is the name of the initiative, and its aim is not only to prepare new and junior staff for their roles in member organisations but also to further the knowledge and expertise of existing employees.

Four commercial courses are being offered, the final diplomas of which are all recognised by the state, and which are also registered in the state register of professional qualifications (RNCP). The courses were to be held partly in the company and partly in five training centres. Due to the Corona pandemic, more emphasis is now placed on the modern online platform.




Tuition takes place at campuses in Aix-Marseille, Lyon, Nantes, Paris and Toulouse.

"Electrical, plumbing, sanitary, heating, tiling and hardware – together members cover the complete range of the wholesale construction sector. So, collaborating to futureproof our businesses is a logical step," explained Managing Director of Algorel/FEGIME France, Dimitri Both.

www.2nd-academy.fr

FEGIME España

FEGIME España has introduced additional digital platforms to be able to communicate with colleagues, customers and suppliers.





FEGIME España is focusing on digital communication. CAMPUS FEGIME and Podcast are brand new.

# Learning in the Digital World

Is the pandemic driving digitalisation? In the case of FEGIME España, you can certainly say so. For example, our Spanish friends have expanded the concept of the "FEGIME Academy" into a large digital platform for staff training. It can now boast more than 2,000 courses in various specialist fields, ranging from videos about new products to general information material. The EdX platform is also used intensively for training (FEGIME Voice 2/2020).

And that is not all: Campus FEGIME has also just been launched which is a digital fair to allow members and suppliers to meet and exchange – virtually. It is simple to use: first register and choose your avatar then stroll around from booth to booth to take part in chats, video conferences, lectures, presentations, meetings, workshops or training sessions - whatever catches your eye and captures your interest.

Suppliers and members can also arrange to have private rooms for confidential discussions. There are workshops where internal groups can work together on common projects and the transfer of know-how. In short you can do everything you could do at a pre-pandemic convention but with big savings on travel, accommodation, food etc. - and an unlimited audience.

In addition, FEGIME España has also introduced the "Podcast" initiative to reach even more customers. Their specialist podcasts, which can also be downloaded, are published via the Ivoox, itunes and Spotify channels.

www.fegime.es

FEGIME Deutschland

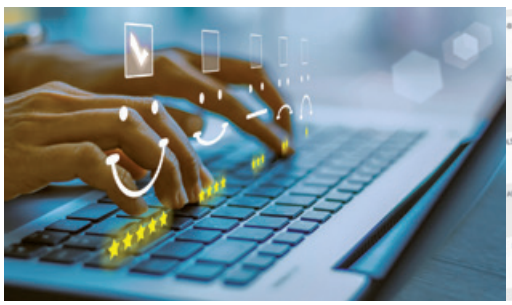
FEGIME Deutschland has started a UX Offensive.

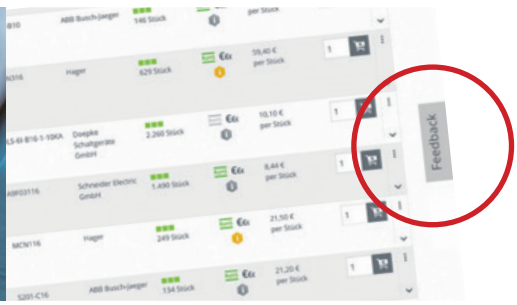
# Always Ask the Customer

Customer proximity and flexibility: independent electrical wholesalers offer tangible advantages. "Especially in times like these, regional roots and long-standing relationships between customers and our wholesalers' staff are valuable," says Arnold Rauf, Managing Director of FEGIME Deutschland.

Not only that: the rapidly growing number of online orders has also shown how important the online shop is in Germany - it is the information and product source with built-in social distancing. This immediately raises the questions: what is the proximity of online procurement to the customer? How can we present our advantages digitally, too?

To find out, a new UX offensive was launched in Germany. UX stands for "user experience". All digital services are monitored to see if they are useful to customers. This is done through online surveys and interviews. A visible sign of this offensive is the new "Feedback Button" in the shop, on the right-hand side of the screen near the product overview (see photo).






"We've always looked at this, but since last year we've been doing it much more intensively. From our point of view, user-centricity is the key to success," says Rauf. This UX offensive is therefore not a project but will continue to accompany the further development of the online shop and other services. Rauf: "In this way, we will be able to assure our customer proximity in the digital world."

www.elektro-online.de

FEGIME Norge

With several examples, our Norwegian friends show impressively how Corona promotes creativity.




# Digital and with Popcorn

It will take some time to fully see the negative effects of the pandemic. But on the positive side, it has forced us to develop and find new and often better solutions - fast! That is certainly the case at FEGIME Norge where the speed of digitalization and the introduction of solutions for customer flexibility has increased in leaps and bounds.

Helping our customers succeed is always a key goal – so too in Norway. To this end two new shopping apps have been developed. The first is the self-service shopping app: customers can now use their own smartphones to shop at FEGIME stores. It is based on the same platform as the web shop, contains rich information about the products that the customer scans and offers all the important functions. This is not only a useful service for the customer, but also more hygienic during the pandemic as you can use your own smartphone instead of the in-store hand scanner and it is easier to keep your distance.

The second new service is the 24-hour shopping app. At several stores customers can now shop whenever they want – around the clock and independently of opening times. This works like it does with our friends in Denmark (FEGIME Voice 1/2020). Customers use the app to enter the store and then shop using a hand scanner or the app installed on their own smartphon




"Feedback has been very positive," is the word from Oslo. "We expect that these new services - which bring more flexibility and efficiency - will expand customer loyalty even further."

**Proximity in the Pandemic**

FEGIME Norge usually begins the year with the annual kick-off meeting for employees and suppliers – a highly social event with almost two hundred people coming together over two days in January.

After accepting that even a hybrid physical-digital solution was just not possible, our colleagues went all in for a fully digital event. The information part, usually set on a stage in front of a full audience, was turned into a TV "talk show" with all the familiar elements: a professional host with different guests, a specially produced intro and outro, commercials promoting suppliers before and after the breaks, interviews and even a musical artist rounding it all off.

The highlight: before the show our colleagues had shipped out bags containing popcorn, sweets and soda to all participants, for them to enjoy while watching the show. "We won't give away one particular technical detail," says David Garratt, Managing Director of FEGIME. "Maybe we can use this great idea for a FEGIME event - and we don't want to spoil the surprise."

The "speed dating" meetings between suppliers and staff were also set up digitally and spread over three days. This was considered a huge improvement over the usual practice of camming all the meetings into Day Two. The convention part of the event was solved using a new e-learning platform called "Motimate". Each supplier made a small, five-minute presentation of themselves and their products. "Live" these would only have been seen by staff, but this year they were also distributed to customers - giving the convention added value.

Both suppliers and employees awarded top marks to the digital event. Some elements proved to work so well that they are sure to be used in future meetings. But one thing is certain: all involved really hope to be able to meet "IRL" again soon!



www.fegime.no

FEGIME Hungary

Daniella's highly automated new logistics centre has been in operation since the beginning of this year – and offers space for further growth.




# Very Large and Innovative

In just under thirty years FEGIME Hungary member Daniella Ltd. has grown from a 4-person company to a market-leader with more than 320 employees and 31 business premises thus securing a veritable nationwide coverage in Hungary. As a retail and wholesale company Daniella operates both B2B and B2C web shops for these customer groups.

With an investment of almost 5.5 million euros supported by the Hungarian Central Bank, Daniella has built a new logistics centre in Nagytarcsa near Budapest. The 12,000 square metre building has been in operation since the beginning of January and doubles the company's storage capacity.

Daniella uses state-of-the-art technology in the new logistics centre, as the automated small parts warehouse shows. Specially developed software controls the goods in the four-storey high warehouse on their way from delivery - via storage and picking - to dispatch. This innovation automates part of the intralogistics, speeds them up and makes them even more precise.

A short film documents the construction of Daniella's new logistics centre.

The use of robotics raises the question of whether such a development will result in a decrease in the workforce. The opposite is the case: new, high value-added jobs will be created. Besides IT, the logistics unit is also undergoing a major development in terms of staff, in addition to its 40% increase in headcount. This is regarded as an expansion of intellectual and professional capital.

"We possess all the necessary tools, knowledge and infrastructure to double our traffic. Our warehouse investment, alongside our web shop innovation and our many other developments can also be considered a comprehensive innovation program that is of tremendous importance to the life of the company," says Ernő Hadnagy, Managing Director of Daniella. "In this way, we can continue to dominate our market in the future and join the technological elite among the companies operating in Hungary."

www.fegime.hu

FEGIME Hellas & Cyprus

Kafkas opens a new interactive hub for lighting and building automation.

# Very Stylish and Innovative

In the context of its continuous development and philosophy towards innovative actions, FEGIME Hellas & Cyprus has created a new conceptual framework dedicated to the experience of interacting with lighting, building automation and innovation: HUB Lighting & Innovation by Kafkas.

In over 1100 sq. metres the hub captures the dynamics and vision of a modern and innovative company to provide end to end applications of architectural, technical and decorative lighting as well as building automation solutions. All visitors can interact with the automations installed.

HUB Lighting & Innovation by Kafkas is already a point of reference for students, architects, interior designers, technical companies and hoteliers who are interested in top tier lighting and automation solutions. It is staffed by an experienced team of professionals such as architects, engineers and KNX experts. Visitors can book an appointment at this – the flagship – in Ilioupoli on the outskirts of Athens or at the smaller venue in the suburb of Chalandri. We won't write any more here, but let the pictures on the following page speak for themselves. ▶

www.hubkafkas.com



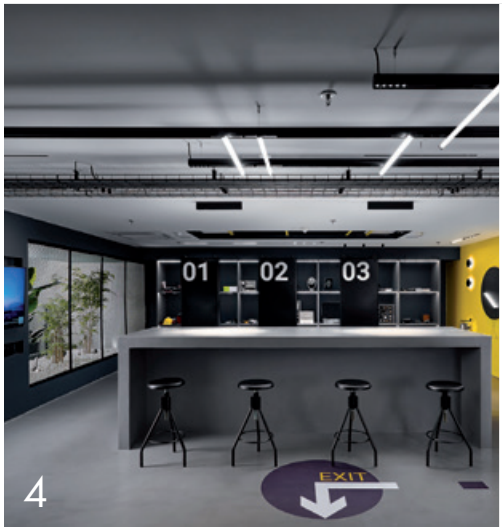
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hub
LIGHTING
&INNOVATION
KAFKAS

Please click on the hub logo for the virtual tour.

The photos show: 1 Meeting room on the ground floor 2 Workshop area 3 Reception 4 Exhibition 5 The heart and brains of the automation



FEGIME Italia

FEGIME Italia gains eight new members.

# Impressive Growth

FEGIME Italia got off to a flying start in 2021 – eight new companies joined the group taking the total number of members to 26 and, based on 2019 figures, total group turnover to approximately €550 million. The new companies are spread evenly across Italy, thus improving FEGIME Italia's presence throughout the country.

"We are very proud to consolidate the group's position on the market as point of reference for small and medium-sized companies in the electrical wholesaling sector," says Francesco Redaelli, Managing Director of FEGIME Italia. "Our DNA will not change but will be strengthened with new ideas and synergies that respect the individuality of our new members."

FEGIME Managing Director, David Garratt, is also very happy about this development: "After a very difficult 2020 it is especially pleasing to see the hard work done by our colleagues bearing fruit and FEGIME's international base strengthened. We are on the right track."

www.fegime.it

FEGIME Nederland

# First Place

For the last seven years NHN Business Awards have honoured inspiring entrepreneurs in North Holland. Last year Willem Schuurman was nominated in the category Family Businesses. The jury assessed the company according to the following criteria: Growth and Development, Financial Health, Employee Policy, Sustainability, Regional Involvement, Innovation – and how it dealt with the COVID-19 crisis.




On the stage Willem Schuurman (centre) is hard to beat.

On the night of the finals, in "Theater Cool" in Heerhugowaard with almost no audience due to COVID-19 regulations, Willem Schuurman had the opportunity to make a 2-minute pitch to secure victory. Accompanied by an impressive black & white video homage to his Grandfather Willem who founded the company almost a hundred years ago in 1923, he executed this with so much dedication, passion and energy that Willem not only won the Family Business Award, but the Pitch Award as well.

Willem thanked not only the jury for these two prizes but above all his team, employees and customers for the great victory.

www.fegime.nl

FEGIME Italia




Elena Mantelli, CEO of Imat Felco S.p.a

## A Reason to Celebrate

Imat Felco S.p.a., a founding member of FEGIME Italia with headquarters in Como, is one of the many companies whose anniversary celebrations had to be cancelled. Last year, the company's 50th anniversary was to have been celebrated at the headquarters, the six branches and the lighting exhibition in Milan. That was the plan.

Then came COVID. "All of a sudden every plan made was proven useless," remembers CEO Elena Mantelli. The company had to react promptly to implement safety procedures and activate remote working methods, and at a commercial & marketing level to renew the online ordering channel and programme digital training events etc.

But nevertheless: "2020 is a year for us to remember with great pride," says Elena Mantelli. "Pride in the achievement of our first 50 years – and above all pride in the constant commitment of all our team that worked tirelessly keep the company on course, without wavering or losing enthusiasm and thanks to which we have finished the year above even the rosiest of our expectations."

In "normal" years, two employees are rewarded with a certificate and cash prize for their special achievements. This was expanded in 2020: the whole team received a bonus in recognition of the commitment shown. This was paid out through the Imat Felco welfare platform, so that it was tax-free.

www. imatfelco.it

FEGIME United Kingdom

KEW Electrical is celebrating its company anniversary. In 25 years, it has grown from a one-man wholesaler to become a market leader in the United Kingdom.





KEW is a regular award winner – most recently 'Best Electrical Wholesaler 26+ branches' and 'Best Individual Branch - Dover'. Left: Geoff with the awards; right: with Board Members.

# An Inspiration to All

Back in 1996 Geoff Kerly started 'Kerly Electrical Wholesale' as a one-man wholesaler working from home. Today KEW is one of the largest independent electrical wholesalers in the United Kingdom.

This success is based on two factors. The first is getting the right people: staff retention and development have been a hallmark of the company from the very start. Many will have joined KEW as 16–18-year-olds and years later they are still there enjoying being a part of the KEW family ethos.

The second factor, as Geoff Kerly stresses, was joining FEGIME. This step opened up KEW's supply chain to all the major UK suppliers which boosted growth considerably, enabling the company to expand the initial €2 million turnover to now over €100 million. Today KEW trade from 26 branches, have a thriving online business and employ close to 400 staff.

A nice report about KEW was published in the English trade publication "Professional Electrician & Installer".

Geoff Kerly has been the Chairman of FEGIME UK twice and in conjunction with CEO Alan Reynolds and the 6 other Board Members has been instrumental in making FEGIME one of the largest independent group of wholesalers in the country. "Being part of FEGIME has helped us reach our goals and continues to be an integral part of our ongoing success," says Kerly.

Each of the KEW board of directors can look back on over 35 years of electrical wholesale experience. This has helped KEW understand the sector, whether customers, suppliers or staff. A rule of thumb: "We don't overburden our staff or customers with reporting and processes. We just keep it as straightforward as we can."

KEW is now included in London Stock Exchange Group's choice of some of the most dynamic small and medium-sized enterprises in the UK and Europe: "1000 Companies to Inspire Britain".

www.fegime.co.uk

FEGIME Polska

A new member and new cooperation on the Solar PV market.

# Good Developments

On 1st January 2021 KWANT joined the FEGIME Polska group which now has a total of six member companies. With the addition of KWANT, FEGIME Polska will have 20 more branches, providing a comprehensive service in Poland - with currently 188 locations.

4 years ago, 5 electrical wholesalers decided to merge to create a single wholesaling business: Kwant. 2020 was the first full year of consolidated work resulting in a turnover of €74 million. Tomasz Szybieniecki, Kwant Vice President: "We are very pleased to join an international community of family-owned companies sharing the same DNA. I am sure this will be another milestone in the development of the company."




From left to right: Paweł Kijak, Kwant Managing Director; Marta Kulza, CEO of FEGIME Polska; Tomasz Szybieniecki, Kwant Vice President.

In Poland too, renewable energy is playing an increasing role. FEGIME Polska member Grodno SA and Energa Obrét have signed a partnership agreement to cooperate in the implementation of photovoltaic micro-installations with a capacity of up to 10 kW. Energa Obrét is one of the most important utility companies in Poland and offers a comprehensive range of photovoltaic panels.

In future Grodno will supply the components, create the technical documentation and install the Solar PV systems for Energa's customers. "This cooperation gives Grodno the opportunity to strengthen its position on the photovoltaic micro-installation market," said Andrzej Jurczak, CEO of Grodno S.A.

www.fegime.pl

FEGIME Finland & Baltics

To compensate a little for not meeting in Riga this year, we are taking a look at technology and projects in Lithuania, Estonia and Latvia.



The projects: wind power in Lithuania, environment friendly lighting in Estonia, and below, complex ...

# Green Technology in the Baltic

Approximately 250km northwest of the Lithuanian capital Vilnius a 68.9 MW onshore wind farm is being built. Consisting of 13 new generation 5 MW wind turbines with a rotor diameter of 158 meters, it will generate enough renewable energy to power the equivalent of around 78,300 homes in Lithuania. It will also play a significant role in helping Lithuania to increase its share of renewable energy sources to 45% by 2030.

"210km of 36kV underground cables are required for the project," explains Dennis Belajevs, Managing Director of FEGIME Finland & Baltics. "The Prysmian cables will be supplied by our member company Elektrokomplektas UAB. It is a win-win situation and a mark of our excellent cooperation in the region."

Tarvo Leppik, Manager at Prysmian Group Baltics: "EU countries are committed to reaching net zero greenhouse gas emissions by 2050 – and Prysmian Group is committed to helping. We are very happy to be working together with Elektrokomplektas on this important project."

**Light for Sport**

The south of Estonia is a quiet, beautiful area where people go to spend the weekend or take a holiday. Surprisingly, it is now also a showcase for high power LED luminaires. Over four hundred of them have been supplied by VIRU Elektrikaubandus to illuminate several sports facilities.

Otepää is considered the winter capital of Estonia. With its biathlon, ski jump and cross-country facilities, Tehvandi Sports Center plays a central role. In 2019 the facilities were prepared for international sports events. The football stadium is now equipped for the start and finish of cross-country and biathlon and the biathlon arena was extended with a new penalty area. Both stadiums are now illuminated with 1.000lx. The old masts in the biathlon arena could be re-used thanks to the low weight and low wind surface of the luminaires – a big advantage in keeping costs low.

But there is more to it than cost alone. To be able to offer quality lighting for different purposes, requires specific types of luminaires: a narrow beam for 30-meter-high masts in the stadium, and a wide beam in the forest for the ski track. Sten Sooäär, project manager at VIRU Elektrikaubandus: "Different levels were requested for recreational use and training as well as for official competition. Light with extra intensity is needed near the many camera positions to provide clear TV images for international TV broadcasting". VIRU's experts with support from the supplier were responsible for the planning.

Another important aspect is the dynamic control. To minimize the burden on flora and fauna only the location needing light is illuminated. The luminaires can be controlled individually or in groups, for a specific sector while the rest is switched off. Also, per sector the required level of light can be chosen.

**A Solution for Cargo Planes**

When we can travel to Riga again, our friends from Energokomplekss can explain to us the details of their project for Riga Airport (RIX). Energokomplekss is the largest electrical wholesaler in the Baltics and was involved in the construction of a new apron for cargo flights. Despite the pandemic, the airport continues to invest to expand its importance in the region. A total of €15 million has been invested to be able to handle large cargo planes better.

With partners "SIA RECK" and "AS Energofirma Jauda", the complex project was realised under pandemic conditions. Energokomplekss supplied the electrical material, from the smallest components to one of the largest compact substations in Latvia (20 kV, 8 m wide, 2 m high).

The new technology will significantly increase the speed of refuelling and service and is as environmentally friendly as possible. Construction work began in March 2020, and the first Boeing 747 was able to use the new apron as early as October.



... technology for Riga Airport that attaches great importance to sustainability.

www.fegime.fi

Products

IBC SOLAR, the one-stop-shop for Solar PV, is a new FEGIME Preferred Supplier. Here is a particularly flexible solution - a microinverter for the home.




# Converting Solar Power More Flexibly

So-called microinverter systems are increasingly being used for installations in private homes. From a technical point of view, these systems offer numerous advantages for installers as well as for homeowners. In contrast to classic Solar PV systems, with a microinverter system each solar module has its own inverter - on the roof under the module. This saves space in the house connection room. On the other hand, there is no need for extensive designs of individual module strings - and shading is compensated for in the best possible way.

Each module is monitored individually - so faults are quickly localised at module level. Installers can then easily determine via remote maintenance whether an inverter needs an update or needs to be replaced.

In addition, the number of modules can be set as desired, and the system can be expanded as needed. IBC SOLAR has recognised this flexibility and has therefore added micro inverters - and soon also storage units - from Enphase Energy to its product portfolio. With a 25-year standard warranty, these devices guarantee the highest reliability and thus fulfil IBC SOLAR's quality standards.

The inverters are also compatible with all IBC SOLAR's modules and mounts. In order to make the installation of the devices even more convenient and faster, the company will soon also offer a new clip solution for brackets from IBC SOLAR. This allows tool-free mounting of the inverters, as the clip solution is simply clicked into the proven IBC TopFix 200 mounting rails.

www.ibc-solar.com

Products

An example from Signify for efficient, public lighting.

# Using Sunlight at Night

Good lighting is convenient, makes you feel safe and can be very environmentally friendly. Visitors to Infanta Elena Park in Seville are now enjoying all these benefits. In a pilot project with Signify, the Spanish city has equipped the park with 20 Philips SunStay solar streetlights that generate and store the electricity they need through photovoltaics.

By integrating the solar panel, luminaire, charge controller and battery in one housing, Philips SunStay streetlights are compact, as well as easy to install and maintain. The streetlights reduce wiring costs, carbon footprint and overall investment and operating expenses.

With an output of 3000 lumens of warm light and an efficiency of 175 lm / W, they are highly efficient because they do not need an external power supply.



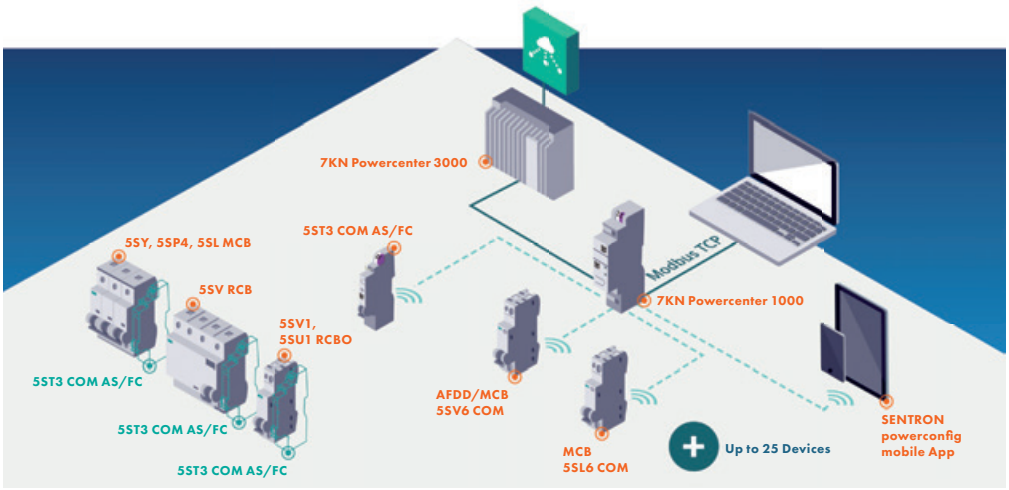
Seville is committed to fighting climate change and wants to become a model sustainable city.

"The entire municipal electricity supply will be converted to 100 per cent renewable energy," said Juan Espadas, Mayor of Seville, after the project was completed. "That's why it's so important that in this park we show innovative solutions that can make public spaces better for citizens while also reducing emissions."

www.signify.com

Products

SENTRON circuit protection devices from Siemens protect branch circuits - with measuring and communication functions they offer additional advantages.




# Added Value from Data

In the case of overload, short circuit or arcing faults, miniature circuit breakers or arc fault detection devices disconnect the affected circuit from the network. Measuring and communication capable devices can do more: this increases plant safety and – amongst other things - enables predictive maintenance.

The 5SL6 COM miniature circuit breakers and 5SV6 COM AFDD/MCBs collect a lot of data – for example switching position, operating cycles, operating hours, intentional tripping and tripping due to faults. They also measure current, voltage, energy and power, power frequency and temperature. To use this data, the devices are connected wirelessly to the 7KN Powercenter 1000 data transceivers which can collect data from up to 24 devices and save it for up to 30 days.

This data can be transmitted to higher-level systems – also to the small control unit "logo!". With the SENTRON powermanager power monitoring system, energy flows can then be visualized and optimized. Via the IoT data platform 7KN Powercenter 3000, the data can be transmitted to a web server or to cloud applications and evaluated.

Upgrading is no problem either: with the 5ST3 COM auxiliary switches and fault signal contacts, standard 5SY, 5SP4 and 5SL miniature circuit breakers as well as 5SV3 and 5SU1/5SV1 RCBOs can be expanded with measurement and communication functions very easily and without requiring too much space.

www.siemens.de

Software

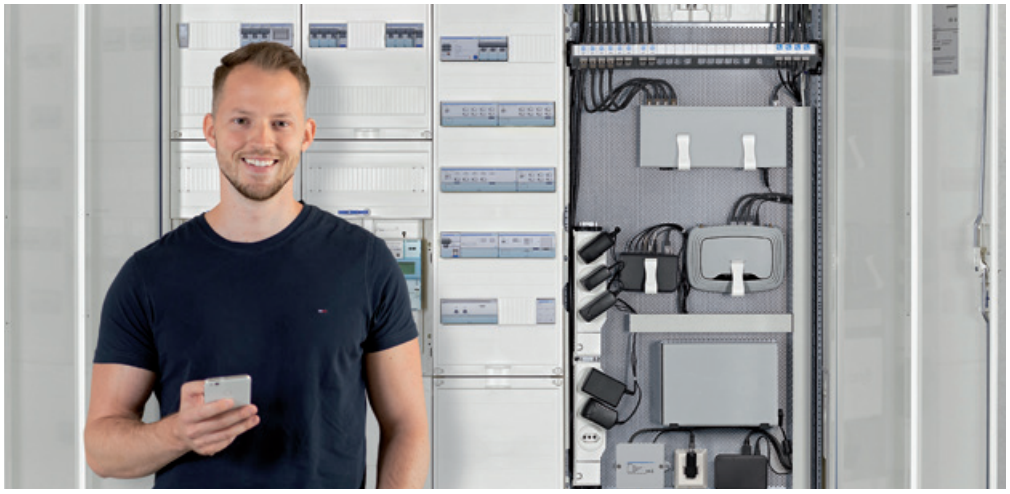
Digital tools from Hager for planning electrical installations.

# Competent Support

Rapid technological change is driving our industry. The dynamics of this change oblige us to evolve and at the same time digital transformation brings us closer to our customers by enabling us to inform and support them throughout.

With a constant flow of new products and changes in norms and standards there is a lot to keep up with for installers in addition to their regular work. In these dynamic times, support is becoming increasingly important. Hager is here to help – digitally.

New tools are important. One successful example is the Hager Ready app. With it customers can browse catalogues for products, print labels and create plans and get support, all in a digital tool that saves them time throughout the job.



Another practical tool is Hagercad. This is a design tool for engineers, panel builders and contractors, required to generate distribution board layouts and the manufacturing of low-voltage systems. Hagercad is easy to use: the drag & drop principle and the user interface based on common programmes help to implement planning quickly and easily. The appropriate labels are also created automatically.

Information about the support available from Hager can be found on the national websites.

www.hager.com

Products

Thanks to its simple handling and programming, the easyE4 control relay from Eaton enables the implementation of control tasks in a short period of time.




Left: SIMEF Industrie's solution for disinfecting shopping carts. Right: the Touch Panel XV-102 developed for visualizing and operating applications based on the easyE4 control relay.

# Automation Helps Control the Virus

To give some examples: Howatherm Klimatechnik and Salema Technology B.V. were both able to launch mobile air purification and disinfection devices based on the easyE4 in just a few months. For easy operation and visualization, both companies combined the control relay with the XV102 touch display. The close integration of the software of both devices reduces project lead times even further.

SIMEF Industrie used the control relay to develop a system for disinfecting shopping carts. The easyE4 not only reduced the development effort, but also allows the system to be maintained by non-professionals. At the H. Hanle Car Wash Center, the relay controls self-service car wash stations. Via integrated Ethernet interface these can be easily connected to a special IoT platform enabling customers to make contactless payments via an app.

New modules for the easyE4 allow lead times to be reduced even further: the 'easy' remote touch display enables visualization without any programming – it only needs to be connected, and the easyE4's status and text information are displayed. The SmartWire-DT communication module allows the time-saving connection of up to 99 devices to the easyE4, thereby increasing data transparency. In addition, the control relay now also comes with integrated Modbus client & server functionality, which eliminates the need for an external gateway.

www.eaton.com

The Energy Transition

Schneider Electric: controlling and reducing energy consumption with new technology.

# Our Homes are a Blind Spot

The more emissions we produce, the more unpredictably the climate reacts. For this reason, decarbonisation and the reduction of emissions have always been a core strategy in the fight against climate change. Enormous progress has been made over the years, with many countries and industries paying attention to environmental sustainability.

But our homes are still a blind spot, becoming one of the biggest producers of $CO_2$ emissions. Schneider Electric is very active in Asia and can therefore give an example from this region: In Hong Kong, buildings consume over 90 per cent of electricity and account for over 60 per cent of the city's $CO_2$ emissions. This trend is likely to accelerate as electric vehicles become mainstream and their charging at home increases.

Therefore, we need to rethink how we build and operate our homes – clean and smart ways of building and operating them help protect the planet. In the home, the fastest way to do this is through IoT-connected smart-net-zero-home technology.





Smart sensors and devices give homeowners access to a new world of data and insights. Sensor technology can report back important information – from consumption data to $CO_2$ emissions caused by a specific room on a specific day. It also becomes apparent which rooms or individual appliances consume the most energy.

With this knowledge, we can gain control over energy consumption and adapt our behaviour to avoid waste and emissions. Smart technology is good for the planet and good for people's energy bills.

www.se.com

Products

The LED Slim Panel Performer New Generation from Opple now offers improved efficiency and performance.





# Countless Benefits

The slim and clean design of OPPLE LED Slim Panels makes them perfect for recessing, but through utilizing the various accessories they can be transformed into surface-mounted and elegant suspended applications. The luminaire complies with the requirements of modern workplace conditions thanks to its low glare rating, ensuring a comfortable perception of light.

There are countless Slim Panels available, but nothing comes close to the OPPLE Light LED Slim Panel Performer Generation 5. The luminaire has a high efficiency performance of 130 lm/W and thus meets the requirements of state subsidy programmes in terms of energy efficiency.

The Generation 5 range comes with standard IP54 from the front. Another value-adding feature is the switchable driver, offering the possibility to set two different lumen outputs (3900 and 4420 lumen at 4000K).

There are many different control methods to choose from, as well as the standard ON/OFF, DALI, SMART, 1-10V and CRI90.

It is possible to select the colour temperature of the Slim Panel G5: besides 3000 and 4000K there is a Smart (BLE) version, that can vary from warm white to cool white (2700K–6500K).

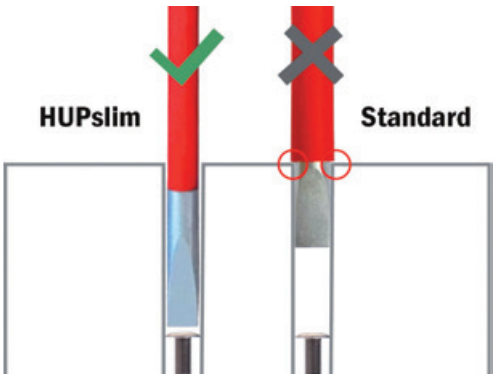
www.opple.com

Products

HUPslim screwdrivers from Haupa with reduced blade diameter.

# The Slimmer, the Better

Deep-lying screws are difficult or impossible to reach with ordinary screwdrivers. With their reduced blade diameter and integrated protective insulation HUPslim screwdrivers provide a solution. All blades are made of a high-quality molybdenum-vanadium steel, are matt chrome-plated and moulded over with red-coloured polypropylene. The ergonomically shaped 2-component handle made of PP/ TPE material ensures a high level of safety with optimum power transmission. Each screwdriver is piece tested and marked according to the newest standards.




Other features include:

- Moulded-in blade profile at the top – for direct recognition in the tool case, abrasion not possible
- Same size of the screwdriver handles regardless of blade size for better power transmission, enlargement of the soft zone
- anti-roll protection when placed on flat surfaces
- magnetic blade tips

www.haupa.com





Products

Two new products from HellermannTyton help installers save time and effort in tricky situations.



# Specialised Helpers

There's no need for installers to be in the dark when trying to get to the bottom of a fault. With the Cable Scout Cam inspection camera, you can now visually inspect electrical installations in inaccessible areas such as suspended ceilings, conduits or stud walls. The miniature HD camera is connected to a rechargeable Wi-Fi transmitter with a 10 m long semi-rigid cable. All you need to view the real-time video feed is a Wi-Fi network and a mobile device running the free app.

To ensure perfect viewing in the dark, the camera includes eight dimmable integrated LED lamps. The transmitted image can be saved for reporting and documentation. Included in the set are four handy accessories that can be attached to the camera head. A watertight IP68 lens cover protects the camera in damp or humid cavities. The mirror enables viewing around 90° corners. The magnet and hook help salvage lost tools or parts.

With RELICON Pressgel problems of insufficient insulation and moisture in electrical connections are a thing of the past. The 1-component silicone gel is supplied ready to use in the cartridge, no mixing or waiting is necessary. Due to the extreme tackiness of the gel, it does not drip. This makes it suitable for overhead installation. Pressgel exhibits strong adhesive power on all cable sheaths and enclosure materials. The non-toxic, halogen-free gel also reliably keeps insects away from electrical components. The high temperature resistance up to +200 °C and UV stability also make RELICON Pressgel a valued aid for indoor and outdoor electrical installations.

www.hellermanntyton.com

Products

ABB: modern technology is the key to reducing $CO_2$ emissions.

# Protecting the Environment Efficiently

Shifting to more energy-efficient buildings is now regarded as central to implementing successful carbon reduction strategies, according to experts at ABB. For this, buildings must become "intelligent": Buildings then learn how the occupants use the space and services. Thus, lighting, heating, air conditioning and other systems are automatically controlled to provide more comfort and at the same time reduce emissions as well as energy consumption. ABB sees two basic strategies to achieve this goal.

1. Using data to address inefficiencies: smart technology gives access to instant data on how multiple assets, such as heating, lighting and access control, are performing. By using this insight, intelligent building controls can be used to identify maintenance issues, ensure the wellbeing of occupants, and inform future investment priorities.



When fully implemented, these solutions typically deliver a 30 percent reduction in energy costs for heating, lighting and appliances. Energy-efficient controls can for example radically enhance the performance of HVAC systems, reducing energy consumption by up to 50 percent.

2. Integrated technologies: integrating technologies including solar PV, EV charging points and smart energy management can enable a facility to be more self-sufficient and significantly reduce emissions. Ideally a building can even become 'energy positive', in other words it uses less energy than it generates.

www.abb.com

Products

The CimCut'n'Press series by Cimco combines excellent reliability with high performance.



# Everything Under Control

In electrical connection technology, safety and quality are the top priorities when you have to choose the tools. Traceability of the work performed also plays an increasingly important role. The latest generation of battery-powered hydraulic pressing and cutting tools from Cimco provides exactly that.

The new CimCut'n'Press series offers a choice of three pressing tools and four cutting tools for different applications. One highlight: Cimco offers 100% purchase security with a 30-day money-back guarantee. In contrast to standard commercial practice a service cycle is only necessary after 20,000 operations. There is no annual maintenance interval.

Other important features: the pressure safety system to prevent overpressure faults and the USB interface for data analysis and control. This gives the user every opportunity to carry out his work safely and to record it. Depending on the crimping head the user can use crimping dies up to 300 mm².

The crimping tool (Cimco article no. 10 6652) has an automatic return stroke after completed crimping and all cutting tools have a manual reset and a motor quick stop. The ergonomic design is robust and, thanks to the optimized centre of gravity, helps make the work as easy as possible.

All units come with two 18 V Li-Ion rechargeable batteries that are compatible with DeWalt XR series charging systems. Furthermore, all devices have a simple LED display for battery charging, error and maintenance control as well as an energy-saving function by switching off automatically after 10 min (when not in use). An LED function light rounds off all devices.

www.cimco.de

Products

Televes presents new compact headends.

# Completely Preconfigured

Televes presents with the new K20 series of compact headends, an efficient solution for the distribution of satellite programmes in hotels, residences, nursing homes and other communal building facilities. Televes relies on the support of DVB-S/S2 and DVB-S2X as the basis for setting up future-proof QAM basic services.

A total of three completely preconfigured and pre-programmed variants will be introduced. They can be used to convert 8, 12 or 16 transponders from DVB-S/S2/S2X (QPSK/8PSK) to DVB-C (QAM). Cascading two devices makes it possible to increase the number to 20, 24 or 32. Systems can be configured using a setup wizard and a graphical web user interface that can be wired or wirelessly accessed. At 273 mm x 203 mm x 57 mm (W x H x D), the headends are very compact, so not much space is required for installation.

Installation is based on the plug-and-play principle: the cascaded systems, in which one device serves as the master, can be set up step by step with a mouse click using the setup wizard and the web user interface without additional software.




The signals of the different polarization levels from the headend, which are designed to receive the frequency range from 950 MHz to 2150 MHz, are forwarded to the transmission channels via four satellite IF inputs and an integrated multi-switch in a frequency range from 88 MHz to 862 MHz fed into the communal building facilities.

A separate QAM source, for example a corporate or information channel, can also be made available via an RF input. An RJ45 port that supports 10/100/1000 Mbit/s is available for connecting a computer. And the system can also be connected wirelessly to the network via a USB interface using an optionally available WLAN radio module. An external power supply unit is included in the scope of delivery.

www.televes.com

Art & Technology

# Cable Trays as Art

## RKS-Magic cable trays from OBO are so well designed that they have even inspired artists.



Since last year, RKS-Magic cable trays have been part of the installation "Personal Photographs" by the New York based artist duo Eva and Franco Mattes. The installation consists of a network of cable trays that goes in and out of rooms, above walls and around columns.

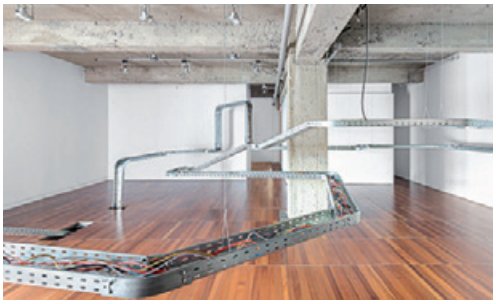
The cables that are carried by RKS-Magic connect two micro computers with each other which show works of art by different artists in a continuous loop. This installation mirrors the impact that modern technology and new media have on everyday life.

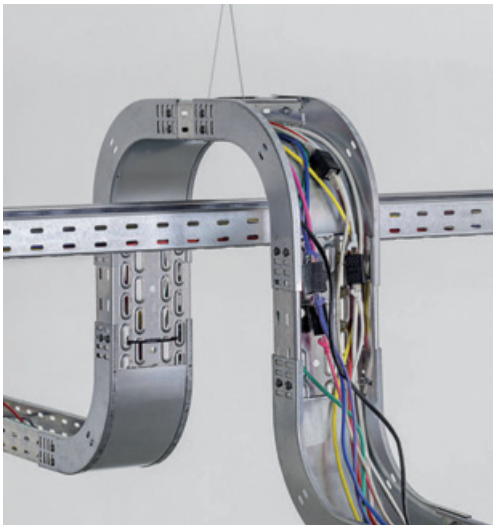
The artist duo already completed projects with RKS-Magic cable trays in Los Angeles, Montreal and Milano last year. Additional exhibitions followed in 2021 in Berlin, Zurich and Wiesbaden.

Technology is nowadays often made visible in modern architecture. That is why RKS-Magic is often installed as a visible ceiling installation.

The installations also show the simple way of mounting the cable trays as well as their high flexibility and great stability. The OBO RKS-Magic cable tray system stands for three basic aspects: efficiency, stability and safety. These properties qualified the cable trays for the art project of Eva and Franco Mattes but also make the everyday work of installers around the world much easier. RKS-Magic is simply interlocked and snapped into place – no screws, connectors or other accessories are needed. This makes mounting much easier and quicker.

www.obo.de







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

# Meetings

Meetings and get-togethers are only possible virtually until further notice. We will inform you about our digital meetings via the usual channels. Because many people have already asked: our Congress in Riga has been postponed to 2022.

FEGIME
generating value

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