voice

NEWSLETTER
02.2021



Editorial

As the new member of the Board of Directors, I'm eager to meet you all as soon as possible in person. But the second winter of the pandemic unfortunately does not allow it. We have tried this before, so let´s get the best out of the digital tools available – to overcome the problems of these times, both in our business and private lives.

Before my election to the BOD, I was presented as an evangelist of digitalisation. But what I experience is that our physical stores are our biggest "digital" asset in getting customers to use all our digital platforms and offerings in Denmark. So, as much as I love digital tools, I also love meeting our customers in person in the stores to have a chat about the business, the market and local projects. It is in the diversity of our offerings that I find the real value. We – the FEGIME group – have strong diversity in our local approach and service, and in this issue, you can read how different the solutions can be in – for example – Norway and UK.

Every idea, every project, big or small, can help us all. So, I look forward to exchanging best practice across our group, because none of us is as smart as all of us together.

I wish you a healthy and successful 2022!

Lars Kestner

FEGIME Future

The FAMP 2021 in Warsaw was the first "live" FEGIME meeting for 20 months. This year 26 participants from 9 FEGIME countries were very glad to get together in the Polish capital for an inspiring week.

MANAGEMENT AND BUSINESS

Good Connections

The last FEGIME meeting before the pandemic was the FEGIME Future Meeting with Siemens in February 2020. There followed only online events, so everyone desperately wanted to meet up again at the FAMP (FEGIME Advanced Management Programme) in October 2021. It finally worked out and 26 participants from ... >>

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FEGIME Future at the FAMP 2021 in Warsaw. Left: the visit to Grodno. Right: working together.

>> ... 9 FEGIME countries - including 4 FAMP newcomers – were very glad to get together in Warsaw.

To create the FAMP in Barcelona in 2019 the model had been changed. For the first time a business school had not been directly involved. FEGIME Future had been very satisfied with the results and decided early on in the preparation for FAMP 2021 that they wanted to do more themselves to customise the event and make the week fit their requirements even better.

And Day 1 provided the first good example: a trip to the new distribution centre of FEGIME Polska member company Grodno. On arrival COO Marcin Gardas explained: "We are currently growing more than 60% and look set to hit 1bn PLN (€213 million). Our focus is on the fields of Electrification & Digitalisation and today 30% of our business is with renewables."

Back in the meeting room Rania Labaki from the EDHEC Business School in Roubaix was dealing with "Managing succession dynamics in the family business". She stressed the importance of a "shared vision" which she defined as: "... a process whereby family members reflect and express their emotions, rooted in common values and brought to life given the perseverance and commitment of all generations." Balancing expectations based on such common values is – in Rania's opinion – the key. Succession is the most difficult moment in a company's development. Only about 30% of family businesses make it into the second generation and a mere 1–4% into the fourth. So, the generations must work together to keep the business viable: "Entrepreneurship declines precipitously across generations in family businesses, except in families that convey an entrepreneurial legacy to successors."

Next up was Professor Jean Vanhoegaerden from Hult International Business School (Ashridge), an old friend of FEGIME Future. His topic was Leadership, and he began with an encouraging promise: "Nobody can teach you leadership, but everybody can learn it." Jean focused on how to implement change as a leader, so called Change Management. He considers two factors essential - one's own mindset and the composition of the group. In our minds, we have to recognise and get a grip on our prejudices in order to be able to accept and learn new things. And when selecting the team, it is better to pay attention to a heterogeneous composition of the group. You always need different characters and skills to create the highest performing teams. The exercises in the group were so convincing that all participants agreed to transfer these concepts to their own company.

> Nobody can teach you leadership, but everybody can learn it.
>
> Jean Vanhoegaerden
> Hult International Business School

What is Business Intelligence (BI) and what can it do? Graham Spicer and Rajat Sharma from the company splashBI were on hand to present the topic and show the advantages of being able to analyse all the company data down to the very bottom. Their example was Leyland Trucks: the company was able to achieve an additional 25% productivity at no extra cost just by analysing HR data and changing shift patterns for their employees. FEGIME Future were able to get a hands-on feel for the splashBI system.

Michał Kaźmierski from the Academy of Leadership Psychology at SWPS University in Warsaw took on the task of showing us how to be able to manage all these tasks. His topic was self-management and time-management. Michał suggested a combination of methods. These included various tools such as the Eisenhower Matrix and the 80/20 Pareto Rule. To sum up the suggestions: only do the tasks yourself that are really important - and delegate the rest. But the lecturer also knew what often prevents us from implementing these tips: it is in our nature to be bad at saying "no". Michał Kaźmierski's tip: We have to give ourselves "emotional permission" to ignore something.

Everybody said "yes" to the final session. Special guest Hege Amundsen Elvestad from FEGIME Norge, FEGIME Board Member and CEO of her family company Berggård Amundsen, had been invited for a Best Practice session. She described how the process of transition succeeded in her company, which celebrates its 75th anniversary this year.

Hege is the third generation of her family to take the helm – this itself was the result of a long internal process within the family. Now her sons as fourth generation are also involved in both the ownership and - in part – the running of the company through the Family Contract. The aim of this document (inspired by work at previous FAMPs) is to "create values for generations" – in other words to engage the next generation to create new, active owners. Anyone who follows the developments in Norway can see the success of this method - and also of the work being done at the FAMP.

www.fegime.com




















FEGIME Day

25. JUNE . 2021

Here is a selection of the pictures and stories from FEGIME Day 2021. Copying the many great ideas is definitely permitted.

In Corona times, events like our FEGIME Day are more difficult. Everywhere? No, not everywhere, as these two pages try to show. The highlight: FEGIME Italia put on an incredible event. Friday 25th June – FEGIME Day – marked the end of a whole week full of activities with sports, special offers, celebrations, a creativity contest among associates and much more.

We would have loved to describe everything in detail and show all the photos. But dear Italian friends: more than one hundred photos ...

➜













...do not fit into a newsletter! Nevertheless, we hope that this small selection is enough to show what Daniela Laino from the Italian FEGIME headquarters describes as follows: "Our members have made this event a firework of colours, energy and enthusiasm!"

A firework of colours, that's a metaphor. Because FEGIME Day is blue, blue like the sea and the sky. And our day can also last a month, like in Norway. There, "Blue Month" has existed for several years, supporting people who otherwise don't have such an easy life.

Each of FEGIME Norge's 25 outlets chooses a charitable project that could use electro-technical support. They then donate and help, often together with a customer. One group of volunteers had a very nice idea. They supported young people aged 13 to 18 in a project – from helping with homework to accompanying them with job applications. The photo (top left) shows manager Pål Berg Andreassen handing over a symbolic cheque with the donation to a volunteer.



One topic that always comes up on FEGIME Day is good food. Our colleagues in Poland came up with the sensible idea of cooking together. As the pictures show, in this case it was mostly men doing the cooking – keep up the good work!

As we know, FEGIME Day can last longer than one day – it can even take place at a different time. FEGIME Portugal has made FEGIME Day "Blue Friday" – the biggest and most successful sales promotion campaign in the Portuguese electrical sector (see photos below). On Friday 19th November, all their customers could enjoy an additional discount on purchases of products from partner suppliers.

















FEGIME España

The fifth major supplier fair was held in Madrid in October.





A Big Reunion

On 6th and 7th October, FEGIME España organised their fifth "FEGIME Meeting Point" in Madrid. After almost two years in which exchanges were limited to video conferences or telephone calls, this fair was intended to mark the return to the necessary and most appreciated "face-to-face" meetings.

And it was very successful - thanks in part also to extensive measures to protect everyone's health. More than 600 people participated: management and sales staff from the members, their most important customers and more than 70 manufacturers.

The event started as a platform for exchange between wholesalers and manufacturers. Since 2019, customers have also been invited. On the second day, they can visit the manufacturers' stands to learn about innovations and services.

However, the centrepiece of the event remains the 30-minute meetings between wholesalers and suppliers. In the end, our Spanish friends held more than 500 conversations. There was an innovation in the organisation of the meetings: participants received a text message to inform them about the agenda of their meeting. The announcement of the next version of the ELECTRIKA app (see FEGIME Voice 1/2019) also received a lot of attention. It will allow customers to buy online more easily, access relevant documents and conditions, see real-time product availability and more.

www.fegime.es

FEGIME Polska

Member company Grodno celebrated its 30th anniversary in Warsaw.

An Anniversary with Record Growth

FEGIME Polska member Grodno had two reasons to celebrate. The first is its 30th anniversary, which could finally be celebrated with a gala in Warsaw in October (last year the event had to be cancelled) and the second reason is the fastest growth in the company's history, as CEO Andrzej Jurczak explained.

The success story began in 1990 with the foundation of the company in Warsaw. Thirty years later, Grodno employs around 700 people and has 95 outlets throughout the country. Since the IPO in 2011, the development has gained even more momentum. In addition to over-the-counter business, digital sales are being promoted. Grodno operates several online shops and uses platforms such as Allegro and Amazon.

Jurczak presented strong figures. In the best financial year to date, 2020/21, sales of over 152 million euros were achieved. Currently, Grodno is experiencing the fastest growth in its history – according to estimates, monthly turnover in the first half of this financial year increased by 61 per cent to around 22 million euros.

Grodno is very active in the areas of CO_2 reduction and renewables. But it is not just about sales - local communities and foundations are also supported. Social commitment is very important to Grodno: every year, people in need, sports, local communities, culture and the arts are generously supported.

www.fegime.pl



The photo on the left shows (from the left) Andrzej Jurczak, Monika Jurczak and Marta Kulza, Managing Director of FEGIME Polska.







FEGIME United Kingdom

FEGIME United Kingdom has joined the EDATA initiative to provide perfect product data for the electrotechnical sector.

Perfect Data for Everyone

EDATA is an initiative of the UK's "Electrical Distributors' Association" (EDA). The association founded EDA Data Services Ltd. at the beginning of 2020 - an independent and non-profit organisation to promote the digitalisation of the electrical industry in UK. The focus of the work is the creation, management and exchange of high-quality product data, with the ETIM standard at its core.

In July, FEGIME UK became a member of EDATA. It will use the data pool as a source of information for its new product information management system (PIM). Alan Reynolds, CEO of FEGIME UK, explains the decision in favour of EDATA: "With these services we want to offer added value to our wholesalers and manufacturers so that - on the one hand - they can satisfy the changing needs of the customers and on the other hand differentiate ourselves from the competition."

The project provides the members of FEGIME UK with optimally prepared data for all their distribution channels. "One of these channels is our popular product catalogue, which is increasingly requested in digital format, but which we also have to deliver in printed form," explains Reynolds. "This medium also requires high-quality and up-to-date product data." FEGIME UK has recently invested in the ePIM system supplied by NG15 to enhance and store product data for use across all digital channels.

Alan Reynolds is convinced that EDATA will provide one of the best sources of high-quality product data: "Our market community will use EDATA as a source of product data instead of spending time and money sourcing and processing data in different formats from hundreds of suppliers."

"EDATA is from the electrical industry for the electrical industry," says Reynolds, urging manufacturers to put product data at the top of their agenda. FEGIME UK's commitment is welcomed by the EDA. "FEGIME's decision to join EDATA is a great boost," says Margaret Fitzsimons, CEO of the EDA. A good forty manufacturers have now joined the initiative, with more to follow. In addition to manufacturers, many wholesalers in the UK want to use the new data pool, so the priority now is to increase the volume of product information and the number of manufacturers involved.

www.fegime.co.uk

www.eda.org.uk/etim-edata/

Great Place To Work. Europe's Best Workplaces 2021

FEGIME Hellas & Cyprus

Best Workplace

Our Greek friends win awards every year as an excellent employer - now also beyond the borders of their home country. In the category "companies with more than 500 employees" FEGIME Hellas & Cyprus ranked 25th among the 50 top companies in Europe. The award is presented by the organisation "Great Place to Work". The commitment to employees is also reflected in the signing of the "Diversity Charter" by CEO Nikos Kafkas. With the Charter, the European Commission wants to promote diversity and equal opportunities in the work environment.



FEGIME Denmark

Digital Company of the Year

AO's 24/7 service app "AO365" (FEGIME Voice 1/2020) has won several categories at the Danish Digital Awards. AO was nominated for AO365 in 5 out of 16 categories and won 1st place for best customer experience as well as best commerce solution. Furthermore, AO achieved 3rd place in the categories best digital customer promise and best digital transformation. In addition, AO is the "Digital Company of the Year". AO's partners also won: Netcompany as well as its chief developer Troels Vest received awards for their work on the AO365 project.

FEGIME Norge

In developing their range, FEGIME Norge combines the knowledge of their own experts with digital tools to combine profitability and customer proximity.



Now Everyone is Joining in

For every wholesaler, the right product mix is a constant challenge. This is especially true in Norway: dozens of departments and outlets are spread across the length and breadth of the country - from Tromsø in the north to Bergen on the west coast and Kristiansand in the far south.

Under these circumstances, how do you find the balance between the standard range and special regional - as well as customer - requirements? For this task, each of FEGIME Norge's five product managers has a product advisory board, which consists of a small group of representatives from regional departments who are familiar with the product area and customers in question. Anyone who wanted to propose a new product, product line or even a new business area would contact the product manager, who would bring up the proposal at the next product council meeting.

Until recently, however, there was little insight into this process. It remained unclear whether proposals were considered, what the council decided, how often councils met – and even which people sat on which council. This led to a lack of trust and could lead to some colleagues feeling that a proposal was of little use.

Accessible Information and Transparent Processes

That has been changed. With solutions and technology already in use at FEGIME Norge, the process has now become accessible and transparent. For the past year, the Microsoft SharePoint platform has been used as the intranet solution. On a new information page about the product advisory councils, everyone in the company can now easily see:

- Which product councils exist
- Which product manager heads the individual councils
- Who the other co-workers on the councils are
- When they have their meetings
- The minutes of the meetings

In addition, a list shows all the product proposals. It contains an explanation of the proposal, name of the supplier, expected turnover, whether competitors carry the product, etc. Each



proposal is marked with a status. This shows where a proposal is in the process, whether it is new, to be dealt with at the next meeting, added to the range of stock or rejected. If a product is rejected, the product manager explains his decision. All those involved can exchange information about the status at any time – automatic e-mail notification also helps with this.

Like, Comment, Share and Follow

Classic social media interaction functionality strengthens this new solution further. Anyone can show their support for a suggestion by clicking a small heart to "like" it. Doing that, and maybe even commenting on it, displays a broader interest which can then be of interest for the council.

In addition, anyone can share a single suggestion with others, or choose to follow it to receive e-mail notifications whenever the status is changed, or a comment is added.

The Fast Solution for Faster Product Mix Development

After deciding to test the SharePoint platform, the new solution was set up, tested, and implemented in just a couple of weeks. Apart from a few hours from an external SharePoint professional, the cost only consisted of time spent for planning, setting up the intranet page and making it known throughout the organization.

The feedback has been great, but more importantly: people are using the solution. Suggestions are added, and the possibility to like and/or comment is used. Our Norwegian friends are convinced that this highly accessible and transparent solution will enable them to develop the product mix faster – and in accordance with both general and regional customer demands.

www.fegime.no



FEGIME Finland & Baltics

Energokomplekss celebrated its 15th anniversary.

Congratulations!

In October, our friends from Energokomplekss in Riga celebrated the company's 15th birthday. The company was founded in September 2006 to serve the growing demand for electrical materials. Energokomplekss has been a member of FEGIME since 2019.

With the best service, the company has quickly become the largest electrical wholesaler in the Baltics. Energokomplekss offers a comprehensive range of products in the fields of low, medium and high voltage, industrial automation and power supply. One example is in the previous issue of FEGIME Voice, a large project for Riga Airport – the company supplied all the electrical material, from the smallest components to one of the largest compact substations in Latvia.

The company continues to grow and is currently investing in the automation of all operational processes and a new e-commerce solution. However: nothing has yet been revealed about their largest current project. It is scheduled for launch in the first quarter of 2022 – we will certainly report.

www.fegime.fi



FEGIME Finland & Baltics

Recognition for Great Turnover

The strong growth of the countries in the Baltics is also reflected in their turnover with individual manufacturers. An example from Estonia: Viru Elektrikaubandus AS increased its turnover with Opple by around 400 percent in 2020, the highest growth in the Baltic States. For this achievement, the colleagues received a Certificate of Appreciation from Jeroen Janssen, CEO of Opple Lighting Europe. The photo shows Tomasz Marszałek, Business Development Manager at Opple, on the left and Sten Sooäär, responsible for lighting and marketing at Viru Elektrikaubandus AS, on the right.

Products

New products from Opple for indoor and outdoor lighting.

Award-winning Design

Opple's portfolio has gained a new star: the "red dot" design award-winning Spot Projector. This luminaire is robust, efficient and flexible. Thanks to its 180° tilt angle and 36° beam angle, the new Spot Projector is perfect for illuminating walls and signages or highlighting parks and gardens.

The die-casted aluminium body is corrosion resistant. With a strong level of IP and IK, the new Spot Projector is designed to be durable and easy to maintain. The luminaire can be mounted on a base, wall or ceiling with non-corrosive stainless-steel accessories. In addition, an earth spike and IP68 watertight connector are available to enable quick and safe installation in outdoor environments.

The new Wall Spot is elegant, sturdy and perfect for accent lighting. Its timeless modern design with matt powder coating allows it to blend in perfectly with contemporary architecture. The Wall Spot radiates its light both upwards and downwards.

Thanks to its corrosion-resistant die-casted aluminium material, the Wall Spot can be used in both indoor and outdoor areas. The well-designed housing concept combines a seamless back bracket with bayonet lock for safety, minimum distance from the mounting point to avoid condensed water, as well as water-tight loop-through holes.

The combination of different beam angles and colour temperatures creates versatility in applications. The Wall Spot is available in both matt black and matt white powder-coated finishing.





www.opple.com

Products

E-mobility is picking up momentum everywhere. ABB's Terra AC wallbox charges electric cars in homes and buildings of all kinds.



High-quality and Cost-effective

ABB's Terra AC wallbox is designed not only to meet the surging demand for quality yet affordable connected charging in homes and businesses, but also supports the growing generation of renewable energy users who want to harness and manage the consumption of their own power.

Available in up to 22kW variants to ensure compatibility with the electrical system of homes and buildings across the world, the Terra AC wallbox is also suitable for multiple occupancy housing. It is equipped with an energy meter and offers dynamic load management to ensure that the grid capacity is effectively used and never exceeded. The power for each charger is automatically adjusted depending on how much load exists on each individual connection to protect the building's electrical grid. It also enables home and business owners to adjust the power of assets as needed to maximize charging power and cost efficiency.

Easy to install and use, the Terra AC wallbox benefits from connectivity that enables configuration and software updates via a dedicated app or remotely via the cloud, providing flexibility, minimizing the need for onsite intervention, and maximizing uptime and efficiency.

new.abb.com/ev-charging/terra-ac-wallbox

Products

CIMCO's new crimping pliers – the FLEXI CRIMP 6.

The Next Dimension

Hexagonal crimping - which has now become established - creates optimal crimping shapes that allow the user to work in small spaces without any extra effort.

With the new FLEXI CRIMP 6 crimping pliers for wire end ferrules, CIMCO is opening the door to a new dimension of crimping tools. The new pliers can now 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 before crimping, either up to and including 6 mm², or above. The side feed of the wire end ferrules makes work easy and flexible.

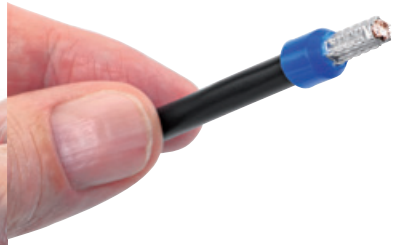
Thanks to the small handle size, the FLEXI CRIMP 6 sits securely in your hand and its shape and low weight make for great user comfort. The crimp quality remains optimal due to the releasable ratchet, the crimp pressure is precisely set at the factory.

www.cimco.de









Projects

In a model project in the Netherlands, Eaton was able to demonstrate that DC grids are safe.



The N 470 Generates Energy

The N 470 is an important road in the Netherlands. It connects several motorways between the Hague and Rotterdam. Because traffic is increasing considerably, the road was to be thoroughly overhauled and brought up to the latest technical standards. This applied above all to the energy consumption because roads also need electricity, for example for lighting, traffic lights and their control.

The province of South Holland decided to turn the N 470 into a model project. Its name: "The N 470 generates energy". The energy needed is generated by photovoltaics and small wind turbines integrated into the noise barriers. In addition, the electricity is stored. Since renewable energies produce direct current, the system was based on this. This avoids the losses when direct current is converted into alternating current.

With the N 470 DC grid, Eaton achieved a milestone in energy transition together with the project partners DC Systems, SmartGrid and Dynniq Energy. This proves that decentralised energy generation, energy utilisation and efficient energy management based on direct current can work in practice. "The key to a safe DC grid lies in a systems approach," says Eaton expert Johan Abbink. All project partners agree that the technology used in the N 470 can also be used in larger projects.

www.eaton.com

Products

The ratchet screwdriver set FlexBagPro by HAUPA.

Always at Your Fingertips



The ratchet screwdriver set FlexBagPro by HAUPA comprises 29 color-coded torsion bits, 8 standard bits, 8 sockets, 5 drill bits and 1 flexible, angled ratchet screwdriver handle for hard-to-reach places – all in a durable nylon carrying case.

The "FlexPlus" ratchet screwdriver with right/left-hand-drive has an adjustable working angle of 180°. The ergonomically shaped screwdriver handle – made from 2-component material and with quick ejector – ensures non-slip, fatigue-free and relaxed work.

The special feature of the bits is not only the S2 quality, but also the colour coding. Thanks to the different colours you can always keep track of the job and find the right screw profile immediately.

www.haupa.com

Products

HellermannTyton has made two of the best manually operated tools for electrical installers even more user-friendly.



Left: the gas-powered CHG900 heat gun. Right: the EVO7i manual cable tie tool.

Now Even More User-friendly

The gas-powered CHG900 heat gun is designed for heat shrink applications in the field. It is ideal for sealing and defrosting wherever electric power is not readily available. The cordless tool produces instant heat adjustable from 190 °C up to 900 °C.

Weighing only 555 g including a full P445 gas cartridge, it is the lightest portable heat gun on the market. The CHG900 delivers 90 minutes of reliable operation per cartridge, even down to temperatures as low as -8 °C. That's more autonomous heat-shrinking capability than heat guns powered by rechargeable batteries.

An integrated standing pod frees up both hands for maximum control of the object being heated. Gas cartridges and critical spare parts can be replaced quickly, without the need for any additional tools.

Rugged with a soft touch: the "i" in EVO7i stands for "industrial" endurance – the tool is engineered to deliver consistent cable tie processing results at a wide range of tension settings for over a million plastic cable ties.

The grip and trigger have been improved for minimum recoil and fatigue, which translates into maximum operator comfort. The upgraded EVO7i also includes a hanging hook for a wrist strap, extended nose and sleeker lock-out lever so that the tool doesn't snag on wires when bundling.

www.hellermanntyton.com

Products

AeroFix G3: the new flat roof mounting system from IBC.

Maximum Flexibility

Photovoltaic modules are getting bigger - this calls for mounting systems that can be adapted flexibly to the respective module type and offer maximum safety. To meet this need IBC has further developed their aerodynamic flat roof mounting system. The new IBC AeroFix G3 now offers even more possibilities to cover roofs individually and economically with PV modules - without any roof penetration. The modules can be mounted not only horizontally, but also vertically.

Tilt joint avoids tension

Thanks to an integrated tilt joint in the AeroFix mounting support, the modules lie mechanically tension-free on the mounting system. This eliminates the risk of damage to the cells and thus loss of performance.



New combination options

A new feature of the IBC AeroFix G3 is the possibility of combining wide and narrow base rails in the same system. This not only ensures maximum flexibility, but also reduces the material costs and the overall costs of the system.

Easy installation

For maximum convenience and economy, the mounting system has wide base rails with pre-installed building protection mats and integrated cable ducts. This not only facilitates assembly, but also saves time, cost and effort.

The new IBC AeroFix G3 complies with the latest guidelines of the German WtG (Wind Technological Society).

www.ibc-solar.com

Products

OBO's new concealed and cavity wall boxes set a new standard for efficient work.



Finish Work on Time

OBO is proud to present new concealed and cavity wall boxes developed for quick and easy working. With a host of product properties, some patented, the boxes set new standards in terms of quality and speed of installation.

The concealed sockets for example have a connector with bayonet lock, which can be coupled on both sides, thus providing maximum flexibility. Labelled cable and pipe entries save time during selection. Four screw domes arranged around the OBO concealed socket, each with three holes, always allow exact alignment and exact fastening of the device – even if the plastering has not been entirely successful.

The cavity wall sockets make installation even more efficient: the connector of the cavity wall sockets has around 8% more volume than conventional models thus making through-wiring considerably easier.

The airtight variant stands out - just like the concealed socket – by having special membrane entries made of thermoplastic elastomer. These can be pierced easily with cables and pipes, meaning that no additional tools are needed.

A range of accessories aligned with the variants and product details ensures that the new concealed and cavity wall boxes can master practically any installation challenge. All of which means that you can be sure to finish work on time.

www.obo.de

Products

LEDVANCE und DR. HOENLE present new UVC units.

Disinfect with Light

SARS-CoV-2 viruses are primarily transmitted via aerosols emitted into the surrounding air when we breathe. When aerosols are exposed to UVC radiation with a wavelength of 254 nm, the viruses they contain, bacteria and mould spores are inactivated and rendered harmless. The high disinfection power of UV radiation has been scientifically proven for decades, and its effect on corona viruses has also been amply confirmed.

In addition to its UVC lamps and UVC LED proximity devices business, LEDVANCE continues to expand its product portfolio into the area of UVC room disinfection devices. Partnering with UV specialist Dr. Hoenle AG, LEDVANCE has become master distributor of the SteriWhite product family, end-user ready devices for UVC recirculating air sterilization for rooms.

SteriWhite Air Q is a highly efficient UV system for air disinfection. Extremely low-noise fans actively route the germ-laden air into the interior of the unit, where it flows past UV lamps. Air volume, flow speed and UVC dosage are coordinated perfectly to achieve excellent inactivation rates. It is not necessary to vacate the rooms where SteriWhite Air Q is being used, because it was developed specifically for use in occupied rooms.



UVC ambient air disinfection systems are an effective method of reducing the germ load in the environment – not only during the Corona pandemic. The SteriWhite units can also be mounted on the wall or ceiling.

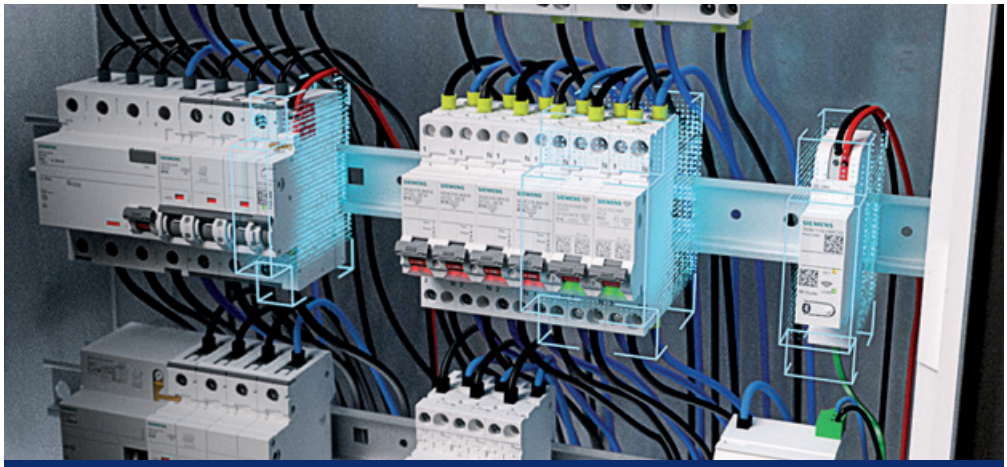
Due to their easy handling and high safety standard, the units can be used anywhere, in particular in places where increased safety and low noise emissions are important, such as:

- Doctor's practices, hospitals
- Offices, meeting rooms
- Health care facilities such as retirement and nursing homes
- Day nurseries, schools
- Reception and waiting areas
- The catering and hotel industries

www.ledvance.de

Products

SENTRON COM circuit protection devices from Siemens with communication and measuring functions increase transparency in smart buildings.



Wireless communication between the circuit protection devices and the Powercenter 1000 ensures easy upgrading options in existing installations.

Protection and Communication

Measuring and communication-capable circuit protection devices from Siemens increase system transparency and thus system availability. The devices are particularly suited for systems whose standstill may cause substantial consequential damage. This applies in infrastructure projects, buildings and industrial facilities. Evaluation via Cloud applications offers users - no matter where they are located - a detailed insight into the power distribution of their facilities.

The circuit protection devices with communication and measuring functions measure the active energy right down to the branch circuit and are thus an additional driver for even more efficient operative energy management in accordance with ISO 50001.

In addition to the standards-compliant protection function, 5SL6 COM miniature circuit breakers and 5SV6 COM AFDD / MCBs offer comprehensive measurement and communication functions. This enables transparency of power distribution, right down to branch circuits. Automatic alarm signals help to prevent disconnections caused due to malfunctions. During operation, information on operating hours and operating cycles of the devices contributes towards planning effective maintenance. Devices are replaced if their "end of lifecycle" has been reached. System availability is increased.

Information on energy consumption in branch circuits enables targeted analysis for detection of areas for potential optimization.

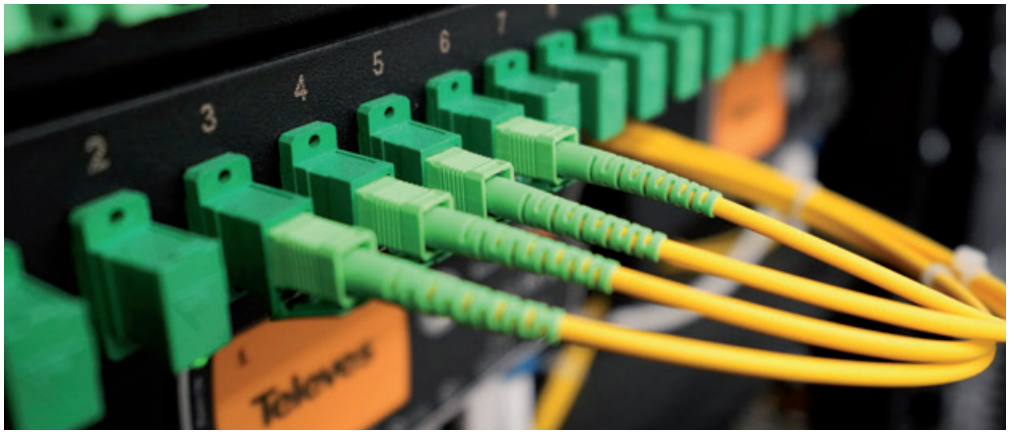
www.siemens.com

Organisation

A New Business Area

Televes is pooling its competences in the field of network technology in the new business area DataCom.

Televes SA is pooling its competences in the field of network technology in the new business area DataCom. The aim is to provide even more extensive support to electrical installers and system integrators with complete solutions for high-performance telecommunications infrastructures in the residential, business and hospitality sectors.



The range of services of the business area DataCom extends from a complete product portfolio for structured cabling via Ethernet switches, routers with firewall functionality and WLAN access points to 19" cabinets as well as comprehensive service for planning and commissioning.

In addition, customers benefit from the highest quality and environmental standards through certifications according to ISO 9001 and ISO 14001 as well as the well-founded know-how from large-scale projects worldwide. "The steadily growing data consumption and the associated strong demand for broadband access open up promising opportunities for us," says Matthias Dienst, Managing Director of Televes Deutschland GmbH.

www.televes.com

Products

Switches from Weidmüller for cost-effective Ethernet communication in small industrial networks.



For Industrial Networks

The future of industrial communication lies in a holistic approach – in a network. This brings about uninterrupted communication right down to production level and your machines and systems. Seamless Ethernet communication simplifies and accelerates processes, creates transparency and reduces costs.

The EcoLine Ethernet Switches from Weidmüller have been specifically developed for small industrial networks. They offer secure and reliable communication between Ethernet-based machines and systems as well as allowing for the connection of Ethernet devices to a higher-level network.

The unmanaged Plug-and-Play switches mean that network connections can be directly extended to include multiple devices. The switches with 5 to 24 ports as well as a redundant voltage input allow users to tap into the benefits of standardised Ethernet communication and industrial automation technology.

The advantages of the EcoLine Switches:

1. Space-saving thanks to their small size: due to the high port density, the space in the control cabinet can be used optimally.
2. Flexible and future-proof thanks to SFP slots: whether copper or fibre optic, the SFP slots allow flexible use.
3. Reliable due to their robust design: at ambient temperatures of -40 to +70 °C, the switches can be used both within a production facility and in the field.

The SFP ports make them particularly flexible to use and easy to convert when changing technology. The wide temperature range (-40 up to +70 °C) enables operation both within manufacturing and in the field.

www.weidmueller.com

Products

Economically and ecologically best in class - the Philips Master LEDtube UE from Signify.

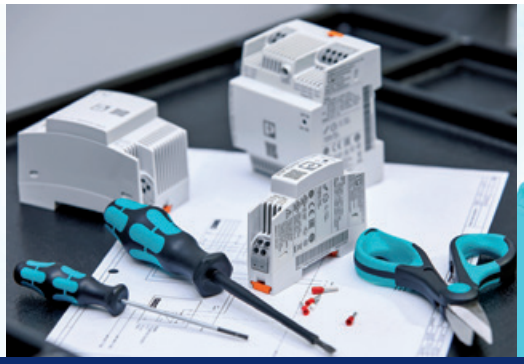
With Efficiency Category B

Since 1st September 2021, new energy labels with the scale A to G apply in Europe to facilitate the selection of efficient products. The old label was no longer meaningful because most products were in the top efficiency categories – differences were hardly recognisable.

Signify was well prepared for the new rules. Already with the new "Philips Master LEDtube UE" they are offering highly efficient products with efficiency category B. They save up to 72 percent electricity compared to conventional fluorescent lamps. Signify calculates an average payback period of 6.5 months. The lifetime of 70,000 hours is another advantage: the lamps reduce the maintenance cycle by a factor of 4.7. In addition, the LEDs offer excellent photometric properties – and a 7-year guarantee.

www.signify.com




STEP POWER for building automation: with narrow and low-profile design and Push-in connection technology for a quick and easy start-up.

Products

More Efficient Distribution Boards

STEP POWER – highly efficient power supplies from Phoenix Contact.

Buildings are another area where digitalization is gaining ground. In the distribution board – the "brain" of the building – efficiency plays an increasingly important role. The new STEP POWER power supplies from Phoenix Contact are the ideal solution here, due to their very high efficiency and extremely low no-load losses.

These new power supplies don't just supply your devices in a really efficient way, they also incorporate environmental protection into your distribution board. The compact devices, which are tailor-made for smart building automation, are also very easy to wire thanks to Push-in connection technology. The slim design also saves valuable space in the distribution board. The efficient and compact STEP POWER power supply is the perfect solution for new systems and requirements in buildings. By saving energy it makes electrical installations much greener.

phoenixcontact.com/power-supplies

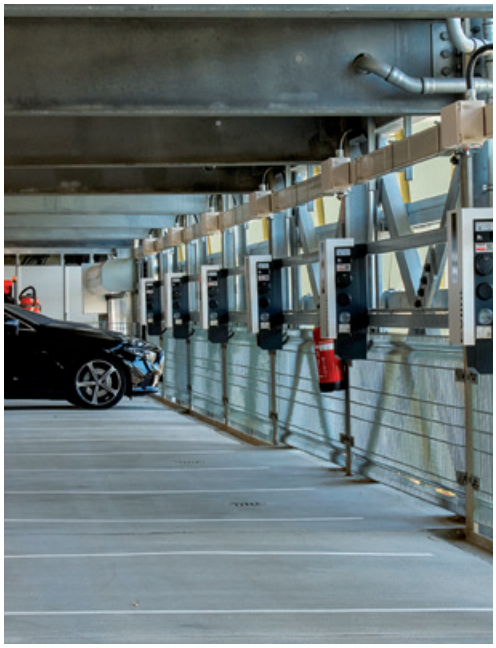
Products

E-mobility needs energy management, says Schneider Electric.

The End of the Filling Station

E-mobility is growing rapidly. Public charging stations are important for traffic in cities and on motorways, but the expansion of this infrastructure is the smaller problem from Schneider Electric's point of view. Mike Doucleff, responsible for e-mobility worldwide at Schneider Electric, explains the new situation: "Until now, we stopped our car specifically to refuel - but in the future, we will refuel our car while it is stationary.

In most cases, electric cars are no longer supplied with energy at a filling station, but somewhere else: at home, at work, outside the shopping centre. These charging stations are connected to the building and its power supply. Doucleff illustrates the problem with a small example: "You live in France and have a 9-kilowatt connection. You buy an electric car that can charge at 11 or 22 kilowatts. As soon as you charge it, the main switch is tripped, and the house has no more electricity. So, it's important to match the car's consumption with that of the house - hairdryer, tumble dryer, oven. This is where energy management comes in: it charges the car with the maximum available power and lowers it as soon as the hair dryer or washing machine comes on."

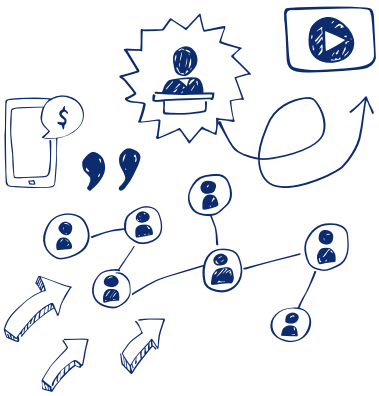


Impossible without energy management: FEGIME Deutschland member TecNet supplied 50 EVlink charging stations for this car park in Cologne.

This becomes even more important for larger buildings. Ten charging stations for a standard office building are no problem, says Doucleff. "But if you want to provide power for all the parking spaces, you need a networked, intelligent and well-designed solution." Charging stations require secure power distribution, energy management and also cyber security.

The need for such solutions will grow. "We are preparing for the wave," says Doucleff. "Things have accelerated in the last six months, but that's nothing compared to what's coming in two years when electric cars reach price parity with internal combustion engines. That's when things will really take off."

www.se.com



blue THURSDAY



The designated day for the exchange between FEGIME wholesalers and partner suppliers.

Always on Thursday Afternoon

At the moment it is still difficult to meet in person. But discussions and exchanges are so important that at the first shareholder meeting of this year we decided to set a designated day for this purpose: "Blue Thursday". The name is inspired by "Blue Friday", FEGIME Portugal's big sales event.

The "Blue Thursday" sessions are video conferences that take place on Thursday afternoons. This is to allow our friends in Argentina to participate during normal working hours.

There are two types of meetings. The first type revolves around technical topics and also new products, so it is more for specialists. The second type of meeting focuses on general and strategic sales issues.

Partner suppliers are welcome to request either of the two types of meeting. "Here, however, we have certain requirements," says David Garratt, Managing Director of FEGIME. "Because the time together should be productive, we want informative, well-prepared and short meetings."

Topics and target groups are to be agreed with FEGIME head office in advance.

One thing is already certain: the first meetings were so successful that "Blue Thursday" will be continued even after the pandemic.

www.fegime.com



The FEGIME Congress

It has already been two and a half years since FEGIME last met in Nice. So, we are all really looking forward to seeing one another again. Of course, the best way of doing this is without doubt at a FEGIME Congress. "Meeting up in pleasant surroundings with old and new friends from our sector, good networking and long conversations into the early hours – these are for me the best memories of past Congresses," says FEGIME President Florin Niculae from FEGIME Romania.

FEGIME Managing Director, David Garratt: "I couldn't agree more. But the health & safety of participants must be the first priority. Despite the current dramatic developments, it seems certain that the situation in the summertime will be better. We are convinced it will still be too insecure and risky to allow a FEGIME Congress in its now traditional form to take place."

So, 2023 is now the new date for a live FEGIME super event – at a time which will be safer for everyone. Details to follow.

While we are still waiting for our Congress together, to celebrate all our achievements since the last Congress we will be meeting online on 3rd June 2022 for an exciting digital event. We look forward to meeting you there!

www.fegime.com

Meetings

Meetings and get-togethers are only possible virtually until further notice. We will inform you about our digital meetings via the usual channels.

FEGIME
generating value

FEGIME GmbH
Gutenstetter Str. 8e
(D) 90449 Nürnberg
Germany

Tel 0049 (0) 911 641 899 0
Fax 0049 (0) 911 641 899 30
E-Mail info@fegime.com