voice

NEWSLETTER
02.2023



Editorial

What a year it was! In the aftermath of COVID, the new "normal" proved to be not normal at all. Geopolitical fragmentation; wars carrying appalling humanitarian emergency; China fallout; inflation ruling the economic doctrine, as countries bind to contractionary monetary policies; cryptos losing its global allure whilst the world started to become more alert to AI.

This ever-changing world sets a volatile yet thrilling context to our sector. Climate action is urgently needed and requires accelerated energy transition: specific targets to triple renewables and double energy efficiency were established in COP28. Our sector, providing adequate and qualified electrical infrastructures, will play a central role in the world's strategic roadmap, at least, until 2050.

In FEGIME, we invited all our stakeholders to the 17th Congress, in Hamburg. It was time to meet up in person again, to boost our partnership bonds and to engage in educated debates over our 6 Strategic clusters. We also warmly welcomed incoming MD Anna Konopasek and held an historic GA in Buenos Aires - showcasing our preliminary but promising global footprint.

It was a memorable year for me too, as I officially joined the BOD. I am a FEGIME offspring, one whose life was always nurtured and shaped by our values, as a shareholder, a founding FEGIME Future member, or as FEGIME Portugal President. It is, therefore, with high sense of responsibility and all the enthusiasm granted by our potential, that I will dedicate myself to help FEGIME thrive, being sure that, together, we will be able to "Generate a Better Future"!

Nuno Lameiras

FEGIME Polska

On 11 October, FEGIME Polska celebrated its 20th anniversary. At the large family and industry gathering, the group presented its rich past and strong ideas for the future.

20 Years of FEGIME Polska

Our Polish friends celebrated the 20th anniversary of FEGIME Polska not in their capital city, but in Lodz. There were good reasons for this. Firstly, FEGIME's anniversary coincided with the city's 600th birthday and secondly, Lodz is home to FEGIME's Polish headquarters. The location of the celebration was also carefully chosen. It took place in the historic textile factory of the Poznański family, which was one of the largest textile producers in Poland in the 19th century - a fitting location for a family business event.

The shareholders of FEGIME Polska and their business partners gathered ... >>

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Impressions of a great celebration and a strong community.

>> for a conference that provided a broad overview of past and current developments in the Polish electrical wholesale sector. Presentations and panel discussions highlighted trends and challenges for family businesses. There was also ample opportunity for relaxaion, conversation and music.

Although FEGIME Polska consists of only six companies, it holds a strong position in Poland with a market share of 20 %. The shareholders (Eltech, Grodno, Kopel, Kwant HE, Libra, Nowa Elektro) are companies with a combined total of almost 200 branches and extensive experience. The group's turnover in 2022 totalled almost 630 million euros - another reason to celebrate. FEGIME Polska is currently the largest group with the smallest number of members on the Polish market. The positive development is also a reflection of Poland's generally growing economic importance.

"We are prepared for challenges such as the energy transition, digitalisation and succession and see them as an opportunity to strengthen our potential," said Marta Kulza, CEO of FEGIME Polska. She emphasised the importance of being anchored internationally in FEGIME.

Past and future

One of the highlights of the celebration was the panel discussion between the CEOs of the shareholder companies. Because an anniversary can also be about the past, they began with memories of the past decades: the commitment to the company, the procurement of goods or profit margins in the past. However, the speakers quickly moved on to the present - which brings a number of challenges. From the Polish perspective, these include unstable legislation, demographic change with an ageing workforce and aggressive investors.

The future successors to the CEOs then took their seats. The Polish members of FEGIME Future discussed, amongst other things, the practical benefits of the "FEGIME Advanced Management Programme" (FAMP). Together with their friends from all over Europe, the young talents make intensive use of the programme and the joint further training to prepare for their role as future CEOs. It was clear from all the contributions that the trends are the same worldwide. Central keywords are digitalisation and sustainable development. Digital tools are becoming indispensable in customer service, including the use of artificial intelligence - and sustainable growth is a must for a responsible and socially responsible company.

In order to master the future, the Polish shareholders - like all 260 FEGIME family businesses - rely on the power of the family. As the members of the group emphasise, people are always at the centre of entrepreneurial activity. This makes FEGIME attractive to new partners, and not only in Poland.

An English verb has already been coined to describe this attraction: "to fegimize". "We are fegimizing", says Anna Konopasek, the new Managing Director of FEGIME, who travelled to Lodz for the big birthday. "Our word stands for unique relationships within the group and with our business partners. We were also able to experience the success of this here in Lodz."

www.fegime.pl



On the left, Marta Kulza, Managing Director of FEGIME Polska, talks to the CEOs - and on the right with Polish members of FEGIME Future.

FEGIME Latam



Intensive cooperation is the driving force behind FEGIME. That this is in no way restricted to Europe was demonstrated at the first ever Shareholders' Meeting in Buenos Aires.

International Perspectives

It is a good 11,000 kilometres from Central Europe to Buenos Aires. Despite the distance, a fruitful and friendly partnership has developed between Europe and FEGIME Latam since our Argentinian colleagues joined the group in 2018. This was also demonstrated at the last Shareholders' Meeting of 2023, which took place in Buenos Aires. A total of 22 participants from 11 countries made the journey in November to attend the first ever Shareholders' Meeting outside Europe. Other partners took part in the meeting online - but sadly had to miss out on the wonderful hospitality within the capital and outside in the Argentinian countryside.

The programme naturally included a tango show and a legendary Argentinian beef steak, but the focus was on work and economic and technical developments. Saving energy and sustainability are becoming increasingly important worldwide. For example, our Argentinian friends have just launched a sustainability initiative. Presentations by Strategic Partner Suppliers Prysmian and Siemens pointed in the same direction.

The final day of the event brought an inspiring visit to member wholesaler ElectroPelba S.A. at their flagship outlet on the outskirts of Buenos Aires. Managing Director Maximiliano Massa was happy to show his European guests around the state-of-the-art facilities before continuing with a series of internal presentations by members of the host organisation. Despite many similarities there are clearly some very specific challenges on the Argentinian market, but our colleagues are well positioned and even better prepared to deal with them with aplomb.

The day was brought to a close with an excellent lunch at ElectroPelba reflecting once again the kind hospitality of the Argentinian hosts: "We would especially like to thank our colleagues Fernando Gonzalez, Alvaro Bernardinez and Mariano Rodriguez, who accompanied our group every day," said Anna Konopasek, Managing Director of FEGIME.

www.fegime.com.ar

THANK YOU VERY MUCH!



We would like to thank the main sponsors of our 2023 event and all our other partners for their support, the visit and the many discussions and suggestions. We look forward to the next time!

Schneider Electric SIEMENS ABB LEDVANCE Prysmian Group

FEGIME Future

The FEGIME Advanced Management Programme (FAMP) has been in existence for 10 years. For the anniversary FAMP, FEGIME Future returned to Lisbon, the venue of the first meeting. The central theme was sustainability.



10 years of FAMP: the group photo from Lisbon to mark the anniversary. In the centre left Anna Konopasek, Managing Director of FEGIME. To her right, Professor Nuno Moreira da Cruz.

The Advantages of Sustainability

For the tenth year of the FAMP, FEGIME Future returned to the Católica Lisbon School of Business & Economics in Lisbon. FEGIME Future first met there ten years ago. Interest in the FAMP has grown: 45 next-generation FEGIME entrepreneurs from 11 countries and 27 member companies came together - 12 of them for the first time.

Our host for this programme was Professor Nuno Moreira da Cruz, Executive Director of the Centre for Responsible Business & Leadership at Catolica. He is also known to the guests of the 2023 Congress in Hamburg. The central sentence of his presentation was: "There are no sustainability strategies. Sustainability is the strategy. Full stop."

The central theme was the United Nations 2030 Agenda with its 17 Sustainable Development Goals (SDGs). This is a plan to promote peace, prosperity and the protection of our planet.

Prof Moreira da Cruz introduced the topic of "Responsible Leadership". He explained values, culture and implementation in daily business practice and what this means for the strategy of companies.

With Professor Filipa Pires de Almeida, the participants learnt about the seventeen Sustainable Development Goals and what they mean for companies. The SDGs also represent opportunities for corporate growth and competitive advantages. With this in mind, the participants worked with the lecturer to develop a strategic roadmap for implementation by selecting individual goals from the 17 SDGs that are relevant to their companies.

From this perspective, the week also analysed how sustainability and sustainable practices are changing the operational and structural framework for companies in the areas of finance, corporate law and governance.

Sustainability is very important to our Norwegian colleagues. Heidi Amundsen, Innovation and Development Manager at Berggård Amundsen, explained what this means in concrete terms in Norway and which measures are proving successful in practice.

The busy and instructive week ended with the traditional closing ceremony, the awarding of certificates. This year, they were presented by FEGIME President Lars Kestner from Denmark and FEGIME Managing Director Anna Konopasek.

www.fegime.com

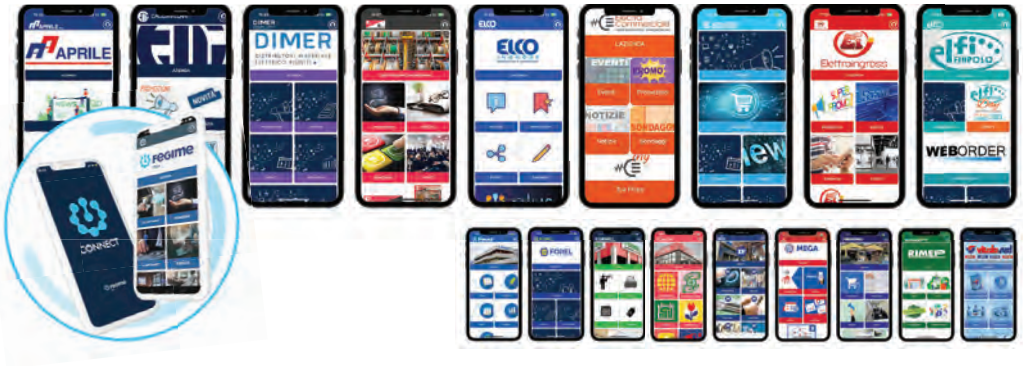







FEGIME Italia

With the FEGIME CONNECT app, FEGIME Italia is creating a comprehensive platform for communication in the electrical industry.



Unlimited Possibilities

With the FEGIME CONNECT app, FEGIME Italia wants to revolutionise the way electrical wholesalers, electrical contractors and manufacturers work together. For the partners of FEGIME Italia, the app is a flexible platform that they can fully customise to their needs and the requirements of their market. This starts with customisation to the company's corporate design and extends to individual content that they can make available via the app.

Installers can connect with their favourite FEGIME wholesaler. The app offers a wealth of resources and features that they can access at any time: Promotions, latest news, info on events, push notifications, service and product information, surveys to gather valuable feedback or support.

Connect also plays a central role in the work of suppliers. The app serves as a central hub for presenting products, introducing new solutions, conducting surveys to identify market trends, disseminating news and event information and providing information about offers and discounts.

With these features, FEGIME CONNECT simplifies communication. The app will be the comprehensive and user-friendly platform in Italy through which all partners can exchange information quickly and easily. FEGIME CONNECT is available for free download on the usual platforms.

www.fegime.it

Impressive Help

Italy has just been battered by storms again. The Emilia-Romagna region had already been hit hard in May. The partnership in the electrical industry proved its worth here: the Managing Director of ELFI Elettroforniture SpA, Sergio Lorenzi, and his team immediately launched a fundraising campaign. Partners from the electrical industry and FEGIME Italia joined in. "We were not directly affected by the disaster, but we were very touched morally," said Sergio Lorenzi in an interview. The campaign became an emergency flood fund under the patronage of the Forlì city council. The result: companies and private individuals donated a total of 510,000 euros. The sum was divided equally between the municipalities of Forlì, Cesena, Faenza and Ravenna.

FEGIME Hellas & Cyprus

KAFKAS is once again recognised for the quality of its workplaces.

Top Positions at Home and in Europe

KAFKAS is among the Top 10 companies with the best working environment in Greece for the 9th time in a row. Coming in 3rd place this was the best result achieved so far. In Cyprus, KAFKAS took 1st place.

At European level, KAFKAS was recognised as a "Best Large Workplace" for the third time in a row, making it one of the 50 best companies in Europe with more than 500 employees. The company was ranked 22nd in 2023, showing an upward trend compared to the previous year, while securing 2nd place among retail companies in the same category.

The entire KAFKAS team took part in the anonymous survey conducted by the "Great Place to Work Hellas & Cyprus" organisation.







The assessment focuses on the areas of credibility, respect, fairness, pride and camaraderie. These aspects are considered by the organisation to be crucial for a healthy and productive working environment.

KAFKAS has been investing in training, careers and good working conditions for more than 45 years. "The real success lies in teamwork and mutual support," says the management. "We thank our employees for the continuous trust they place in us. We will continue our work even more dynamically and invest in this relationship of trust and commitment."

www.fegime.com.cy

FEGIME España

In order to promote the use of online shops, FEGIME España added a face-to-face event to its online training programme.



The participants with the plan they developed during the training session.

The Key to Success

FEGIME España's digitalisation strategy includes online training courses and the expansion of electronic procurement via the online shops of the members. The fegimeacademy.es training platform is the first major and successful step in this direction.

The popular platform has now been expanded to include a face-to-face event. There were two reasons for this: Although the success of the online events was undeniable, from case to case they lacked the dynamism and participation that face-to-face meetings generate. Analyses had shown that more support was needed in order to achieve the goals of the Spanish FEGIME shareholders' online shops in terms of usage, customer satisfaction and turnover.

An online course was used to prepare for the meeting, in which the theoretical aspects of the course were covered. On 18th October, representatives of FEGIME wholesalers and manufacturers met with specialists from the consultancy firm "Estrategízate" in Madrid.

Emilio Díaz and Máximo Alejandre from Estrategízate gave the participants the feeling that the knowledge gained can be applied to any area - even personal ones. The Estrategízate method is based on short cycles of three phases: create, measure and learn. In this way, they guided attendees through the challenge of creating an e-commerce platform from project launch to publication. It became clear that constant testing and surveys are needed to validate what has been achieved - and the courage to change something that is not working. Multidisciplinary teams and a transparent way of working with good communication are helpful. True to the motto: "Sometimes you win, sometimes you learn."

After the training, everyone had a roadmap for the work ahead. The feedback was so good that our friends in Madrid are thinking about repeating the training. In the meantime, the online courses are available at www.fegimeacademy.es.

www.fegime.es

FEGIME United Kingdom

Another award for Alan Reynolds, Managing Director of FEGIME UK.

Training Pays Off

FEGIME UK has been providing training for its members' employees for nine years. This year alone, FEGIME UK members were supported with 150 free training modules. The modules are offered by the Electrical Distributors' Association (EDA).

Alan Reynolds, CEO of FEGIME UK, was instrumental in the development of the modules and tirelessly drives their use. For his continued support of training, Alan was honoured with the Training Champion 2023 Award at the EDA summer event in London.

Given that this is an industry award open to all wholesalers and manufacturers, being recognised once again demonstrates the high level of contribution FEGIME UK makes to staff training.

www.fegime.co.uk



The award ceremony (from left): Margaret Fitzsimons (CEO of the EDA), Alan Reynolds, Charlie Lacey (President of the EDA) and Anne Vessey (Head of Marketing at the EDA).

FEGIME Germany

Important light sources have been banned from the market this year because they are inefficient. Together with its partners, FEGIME Germany is preparing for the future of light.



Measuring, calculating, comparing products, exhausting planning software: the best light requires a lot of knowledge and experience. Pictures from the training of the specialist planners.

More Knowledge about Light

This year, a lot of things have happened in quick succession: since February, many compact fluorescent lamps may no longer be placed on the market for the first time. Since the summer, this has also applied to T8 and T5 linear fluorescent lamps and most halogen lamps. The changeover has had a considerable impact on the industry and users.

To actively shape the change, Stefan Wiech became active at the headquarters of FEGIME Germany. He has been on board as Head of Lighting Technology since 2022 and immediately focussed on knowledge transfer. "Together with our Lighting Committee and the shareholders, we have developed a further training programme for our lighting specialists," says Wiech.

One group is already being trained as "lighting planners". The 13 lighting professionals will complete six modules before the exam. The first of these covered the basics and took place online in April; the second was live in May. The specialists met in Cologne to get to know Michael Immecke in person. The graduate engineer advises, assesses, plans and teaches lighting throughout Europe - and is in charge of the training programme. For three days, design with light was discussed, formulae were calculated and specific projects were planned.

In June, the group travelled to the BayArena football stadium in Leverkusen. In one of the conference rooms, Immecke showed his group how to utilise the DIALux planning software to its full potential. Next door, the "Werkstatt. Future. Light." - the new training format for all lighting experts from the German partners – took place for the first time.

FEGIME invited its partners and seven manufacturers to spend two days thinking about light and the future. The partners Brumberg, EVN-Lichttechnik, LEDVANCE, RP-Group, Signify, Steinel and Trilux took on the proscribed task. Basic technology and trends should take centre stage, not the products. A common knowledge base was to be created in workshops. The 96 participants from industry and wholesale engaged in intensive discussions.

Arnold Rauf, Managing Director of FEGIME Germany, explains the objectives: "Firstly, we want to promote better and more sustainable lighting and secondly, we want our lighting specialists to be the number one point of contact for their customers when it comes to lighting."

LEDs are considered technically advanced. Significant savings in the consumption of electricity require networked solutions, lighting control and sensor technology. The LED is ideal for this: light can be controlled digitally better than ever before. The manufacturers provided an overview. Whether the wired version with KNX or data transmission via Wifi, zigbee or Bluetooth: all systems are easy to install and convenient to operate.

Another trend is that employees' demands on the workplace are growing. Human Centric Lighting (HCL) is becoming increasingly important here. The presentation by Dieter Lang (LEDVANCE) showed that light has a visual, emotional and biological effect without exception. Well-planned HCL solutions are therefore always an advantage, especially in societies with increasingly older eyes.

The issue of sustainability is paramount. In addition to energy efficiency, there are aspects such as the long service life of products, environmentally friendly packaging and the circular economy megatrend. Two examples were shown - we will soon be seeing more of them.

The feedback after the event was so positive that a continuation of the "Werkstatt. Future. Light." is planned.

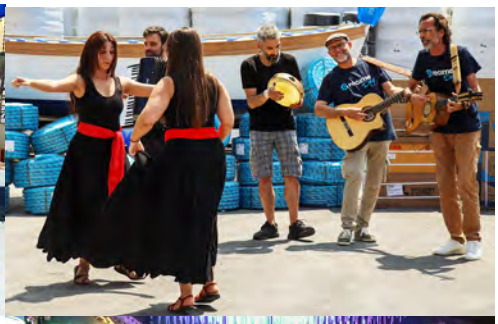
www.fegime.de



Digitalisation, sustainability and growing demands on light: at the "Werkstatt. Future. Light.", almost one hundred experts discussed what is technically possible and what this means for the best service.









FEGIME Day

30. JUNI . 2023

Here is a selection of pictures and stories from FEGIME Day 2023. Copying the beautiful ideas is expressly permitted.







We pass FEGIME Day 2023 in review - and the photos show once again that there are no rules or regulations. Our Italian friends, for example, proved that you can also build drums and guitars from electric materials.



Some more examples: our Romanian colleagues are known for their great events. Since 2016, the employees of all member companies have been invited to meet up with their partner suppliers in Bucharest and celebrate the successes of the past year together. The FEGIME Day was attended by 450 people - that's team building at its best! New member Euro Vial took the opportunity to introduce itself to its colleagues. The party went on into the morning.





This year, our colleagues from FEGIME España organised their first FEGIME Day to meet with their partner suppliers. The first day was all about technology and business with Managing Director Jorge Ruiz-Olivares in the role of master of ceremonies. Topics included electromobility, digital transformation and sustainability. The day ended with a spectacular dinner and networking at the hotel bar. The second ... ➜













day was dedicated to sport and fun. Participants could choose between paddle tennis, Mus (a Spanish card game), yoga, Zumba and table tennis. The event came to a relaxed end with the award ceremony in each category and a lunch with live music.

On 8th June, the Latvian colleagues from Elektrika celebrated with customers and partner suppliers. Participants were able to exchange ideas with those suppliers, attend seminars, enjoy a tasty burger, try their luck at the raffle and test the VR racing simulator. The numbers of the day are record-breaking: more than 30 supplier representatives from Latvia, Lithuania, Estonia, Poland and Germany were present with their stands, more than 800 people attended, 400 people took part in 8 seminars and more than 50 raffle prizes were awarded.

The next FEGIME Day is 28 June 2024.





Sustainability

Small Changes with a Big Impact

Products, production and processes: ABB is on the way to a circular economy.

The materials used in electrical appliances are a challenge for sustainability in our industry. When ABB decided to tackle the problem a few years ago, it realised that even small changes can in total create a very big impact.

A start was made on transforming the portfolio of plastic boxes, sockets and switches into recyclable products. An innovation plan was developed for this, starting with small steps. In 2020, the protective caps of the flush-mounted sockets were replaced with recycled polypropylene obtained from household waste. This reduced carbon dioxide equivalent (CO_2e) emissions by around 36 tonnes per year. The following year, recycled plastics were introduced in the supports and spacer rings of the cavity wall boxes (Ideal system), saving 33 tonnes of CO_2e per year. The supports of the concrete installation boxes were also converted to 100% recycled plastic, saving 12 tonnes of CO_2e per year.

The achievements of 2023 include the AP9 and AP10 surface-mounted boxes made from recycled material. They reduce the CO_2 footprint by 40% and 90 litres of water per box. The same material will be used for the launch of the new compact AP45 junction box. There are now biocircular light switches in several product ranges, which are made of 90% recycled polycarbonate and reduce the CO_2e footprint by more than 80%. In total, around 1,000 tonnes of conventional raw materials from the cable accessories portfolio are gradually being replaced by mechanically recycled or biodegradable plastics.

This includes the use of sustainable packaging, the implementation of net-zero processes and the provision of take-back systems for old products. By converting production, ABB's most important plants in Finland, Germany, Spain and the Netherlands now obtain 100 per cent of their electricity from renewable energy sources.

And the process will be continued: "We are intensifying our efforts on the path to a circular economy by continuing to innovate and pioneer the transition to circular, sustainable electrification products," says Samuel Merkli, Head of Business Lines Wiring Accessories and Home Automation at ABB Smart Buildings.

www.abb.com







Products

The new "Busch-art linear" switch series from Busch-Jaeger focuses on clear lines, light forms - and very clearly on sustainability.



Elegant and Sustainable

For the new "Busch-art linear" switch series, Busch-Jaeger has focussed on sustainable materials. Recycled polycarbonate achieves 82 per cent CO_2 reduction because polycarbonate produced from crude oil is not used. In the production of the black switch, 98 per cent recycled raw materials are used, and 92 per cent for the white switch. Busch-art linear follows the cradle-to-cradle (C2C) philosophy. This is a closed raw material cycle in which all the raw materials of a product remain 100 per cent in the cycle after the period of use and can be reused.

Precise contours and simple surfaces that float above the frame give Busch-art linear a unique lightness. The range offers solutions for all applications: The control of blinds and light via sockets and dimmers through to special functions. The switch series is of course also suitable for KNX and Busch-free@home.

All cover frames are available in 1-gang to 5-gang variants and can be mounted vertically or horizontally. There are many variations of materials and colours to choose from. Glass, metal and high-quality plastic are pleasing to the eye as well as to the touch. In black, white and with colour accents, the switch series meets a wide range of requirements. The use of different materials also serves different price segments. This makes the switch series ideal for all applications: Residential buildings, commercial premises and hotels.

www.busch-jaeger.de

Products

Innovations from CIMCO for the installation of photovoltaic systems.

Tools for Growth

The photovoltaic market will grow very strongly over the next five years. It is expected that around 350GW of new capacity will be added in the EU-27 countries and the UK. CIMCO's product range reflects this development as it is constantly presenting new solutions to make work easier. One example is the click'n'crimp PV MC 4 crimping tool (large photo). Weighing just 650g, it offers the option of storing interchangeable inserts in the leg of the pliers.



The automatic wire stripper with integrated side cutter is also light, handy and efficient: the precise 5-position fine adjustment enables multi-layer insulation to be removed from PV cables. The PV-Strip stripper for PV cables from 2.5 - 6 mm^2 is a new addition to the range.

Convenient transport and safe storage of tools is always important, for example in the "Wave" belt pouch with integrated swing function (small photos). It always remains level even when working on a slope and offers sufficient space for tools and accessories. It is available fully equipped.

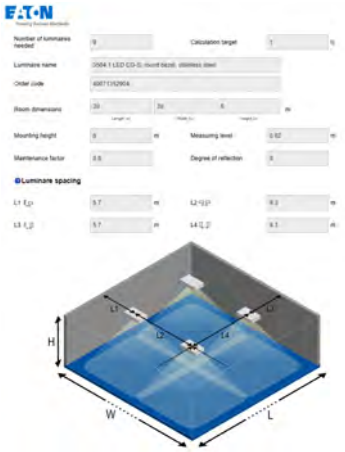
CIMCO also offers accessories such as PV connectors, work gloves and more.

www.cimco.de

Products

Eaton simplifies the planning of emergency lighting systems with a configuration tool.





Simple Emergency Lighting Planning

Correct emergency lighting is of paramount importance. However, its planning can be complex and time-consuming when different building regulations and standards are involved. Previously, several sources had to be consulted, as the relevant information was scattered across various catalogues and users had to resort to tools such as distance tables to make the necessary calculations. In addition, there was the creation of an installation plan.

This is why Eaton has developed a selection and calculation tool for emergency lighting in collaboration with DIALux, the leading expert in lighting design software. Its intuitive user interface guides the user through the entire process, from product selection to standard-compliant installation planning.

Designed for use on laptops, tablets or even mobile phones, the software is intended to provide support from start to finish. It automatically calculates the correct number and position of luminaires as well as the distances between them, depending on the use and dimensions of the room or corridor in question.

By combining product details, expert configuration advice and helpful calculators in a single software application, the new tool makes the selection, planning and positioning of emergency lighting simple and clear.

eaton.com/ELspacingcalc

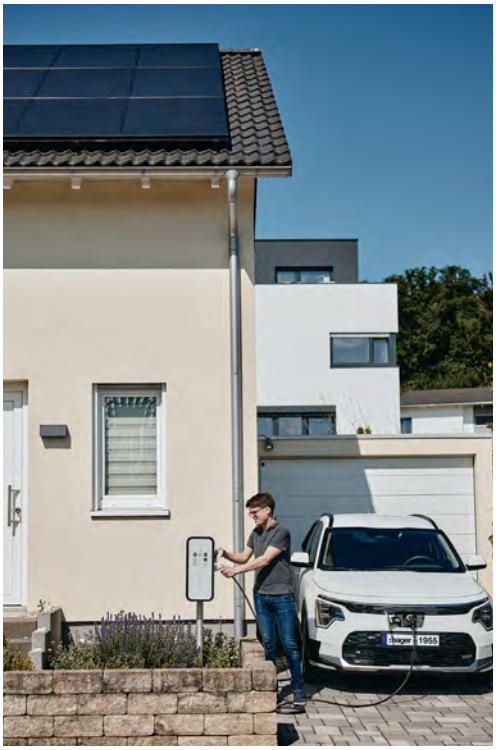
Products

Perfect Partnership

Electromobility and photovoltaics complement each other very well. The "witty solar" charging stations from Hager can utilise electricity from photovoltaic systems.

The path is clear: from 2035, only climate-neutral vehicles are to be registered as new cars in the European Union. Electromobility can no longer be stopped.

But there will continue to be stumbling blocks on the road to electromobility. According to Hager, one of the biggest obstacles on the way is the ageing European low-voltage grid. If we were all to drive electric vehicles tomorrow, the grid would be overloaded. We don't have the capacity yet, and the EU needs to invest billions to strengthen the grid.



Hager offers a solution to the problem. The "witty range" of charging stations for electric cars offers solutions for private and commercial purposes. One member of this family is characterised as a particularly sustainable solution, namely "witty solar". The charger can utilise electricity from photovoltaic systems - and draw support from the power grid if required. The PV charger reduces the load on the power grid, the user benefits from 100% sustainably generated electricity and also saves on energy costs. In some countries, users can even become prosumers and feed surplus solar power into the grid. All of this can be easily monitored and managed via the "witty flow app". On cloudy days without sunshine, the system automatically switches to grid power.

Innovative solutions such as "witty solar" thus offer a glimpse of a future in which tech-savvy consumers play a direct role in deciding how energy is used - a win-win situation for the environment and users.

www.hager.de

Products

The new HUPsolarKit5 from HAUPA: Robust tool, developed for precise work and reliable installation in the photovoltaic sector.



Everything Always to Hand

With the new HUPsolarKit5, HAUPA offers an indispensable 5-piece set in a practical belt pouch. This comprehensive toolkit has been carefully put together to meet the challenges of solar technology - from installation to maintenance and repair.

The highlight of the set is the HUMPcompact "HC06" crimping tool for MC4 connectors with a cross-section of 4 - 10mm². The compact design enables easy one-handed operation, yet high crimping forces are achieved. It also offers a 100% parallel feed and therefore impresses with its precise crimping results.

Cables with a diameter of up to 8mm are cut effortlessly with the 160mm long "HUPtriCut" dip-insulated cable cutter. The "HUPstripPV" stripper has been specially designed for solar cables with an average diameter of 2.5 - 6.0mm² and guarantees smooth and precise removal of cable insulation. The set also includes two handy assembly tools for fastening and loosening the cable glands of MC4 connectors.

All tools are safely stowed away in the "ToollBelt" belt pouch with eight compartments for convenient handling and quick access.

www.haupa.com

Products

Effortless, Precise and Ergonomic

The EVO7i professional cable tie pliers from HellermannTyton enable precise and convenient processing of large quantities of plastic cable ties.





The EVO7i processing tool is robust yet lightweight, enabling reliable and effortless tensioning and flush tying of plastic cable ties up to 4.8mm wide. The "i" in EVO7i stands for "industrial endurance", which means that the tool can make over a million ties with one top-quality blade and can withstand chemicals and drop tests in demanding environments.

While other cable tie pliers tighten and cut in one step, the patented mechanism in the EVO7i ensures that the strap is held behind the head before it is cut.

The result is virtually recoilless cutting of the belt material, which significantly reduces the risk of repetitive strain injuries (RSI syndrome) and also ensures excellent blade life.

Equipped with 33 adjustable tension levels from 20N to 165N, the EVO7i reliably cuts flush, without sharp protrusions, and is fully serviceable.

The tool has a suspension device, an extended nose and a slimmer lever for easy use in confined spaces and is also available in a version for smaller grippers.

www.hellermanntyton.com

Products

For flat and pitched roofs: IBC SOLAR presented innovations in mounting systems at the Intersolar 2023 trade fair.



The IBC AeroFix G3 flat roof mounting system.

Improvements for all Roofs

In order to cope with the high demand for photovoltaics, the installation of systems must become ever safer and more efficient. Innovations in IBC Solar's mounting systems show how top quality and even faster installation can be combined.

IBC SOLAR has introduced small improvements with a big impact to the aerodynamic IBC AeroFix G3 flat roof mounting system. The ingenious tilting joint has been equipped with a straight bar. This makes it even easier to align the tilting joint when installing the module. The wind plate holder has also been updated: wind plates and ballast rails are now mounted with thin sheet metal screws instead of the previous screw and slot nut. This makes installation particularly efficient.

There is now an internal butt connector for connecting the floor rails. This assembly part also supports rapid assembly and contributes to greater stability and straight alignment of the floor rails. The butt connector also ensures a lightning current carrying capacity. In the event of a lightning strike, the lightning currents are reliably conducted in the connected ground rails in accordance with regulations. The system only needs to be fitted with air-termination systems and arresters at the appropriate distances. This saves time and material costs, the space for the PV system is not restricted and the costs are reduced.

In the field of pitched roof installation, IBC SOLAR will be presenting its tried-and-tested IBC TopFix 200 modular system, which is suitable for universal use on almost any pitched roof thanks to its various clamps, rails, roof hooks and moulded sheet metal tiles.

www.ibc-solar.de

Trade Fairs

The Big Comeback

From 3rd to 8th March 2024 in Frankfurt am Main, Light + Building will cover everything from intelligent lighting to future-oriented home and building technology.

The next Light+Building will open its doors from 3rd to 8th March 2024, i.e. once again in its usual slot. A quick review reveals what this means: the industry last experienced the world's leading trade fair in 2018 - six years ago. The Light+Building Autumn Edition 2022 was certainly a success, but the programme was more limited. That is changing: over 2000 exhibitors are expected next March.

The motto of the trade fair is "Be Electrified". We translate this very loosely as "be curious".



All of FEGIME's industry partners will be exhibiting in Frankfurt next March.



The upcoming Light+ Building deserves a large portion of curiosity, because the energy issues of our time are constantly inspiring manufacturers to innovate. Interesting new products can be expected in Frankfurt in order to master the next tasks of the future. The trade fair reflects this in its programme, as the number of exhibitors from the photovoltaic and heat pump sectors is also growing.

The 2022 autumn trade fair featured even more building than light. This is changing because, firstly, Asian manufacturers are coming back and, secondly, important European names are also exhibiting in Frankfurt again. The industry can therefore look forward to the full programme. FEGIME's new partner Trilux will also be there.

www.light-building.com

Sustainable solutions for the circular economy: LEDVANCE EVERLOOP offers luminaires with replaceable light sources and drivers.

LEDVANCE bundles its sustainability initiatives under the LEDVANCE LOOP brand.

Lights and lamps in the product range LEDVANCE NATURELOOP range are partly made from recycled material.

Sustainability

A New Era

At Light+Building 2024, we can see how LEDVANCE is forging new paths into the future under the heading "Power Through Light".

In March 2024, Light+Building in Frankfurt will once again be a highlight for the lighting industry. LEDVANCE will also be exhibiting again and has plenty of news to announce. Under the motto "Power Through Light", our partner wants to usher in a new era.

One focus will be on sustainability. LEDVANCE will present new, intelligent, sustainable and highly efficient lighting and energy solutions designed to contribute to a greener planet and a better quality of life. LEDVANCE has recently launched the new LEDVANCE LOOP sub-brand for all its sustainability initiatives. This includes the new NATURELOOP and EVERLOOP product ranges.

The NATURELOOP product range

With the NATURELOOP product range, LEDVANCE is addressing the problem of materials. The new lamps and luminaires consist of at least 40 per cent PCR plastic (PCR: post-consumer recycling), based on the plastic content of the product. In addition, less CO_2 is released during production than with previous products.

LEDVANCE has been launching 20 lamps under the OSRAM brand since November. The housings and diffusers of the "LED Classic NATURELOOP lamps" for general lighting in private and public areas consist of at least 40 per cent PCR plastics.

Six LEDVANCE brand moisture-proof luminaires are to follow in January. The housing, diffuser and clips of the Submarine NATURELOOP consist of at least 40 per cent PCR plastics. The IP65-protected luminaires are characterised by their new appearance in a white colour.

The EVERLOOP product range

With the EVERLOOP series, the aim is to achieve a circular economy: the light sources and drivers are easily replaceable. This means that the luminaires no longer have to be disposed of as a whole. What's more, the EVERLOOP luminaires can be individually replaced with light sources and drivers as well as software upgrades. This extends the service life and reduces waste. The "LEDVANCE Linear IndiviLED Gen 2" will be the first model to be available as early as December 2023 - as a direct and indirect version with on/off and DALI options.

EVERLOOP is becoming a sustainable and practical choice for installers, planners and facility managers - and offers a further advantage: the architectural appearance of the luminaires is retained after repairs or updates. The sustainable features are to be integrated into more and more luminaire series in order to save material and minimise waste.

Entry into photovoltaics

The new claim "Power Through Light" also includes solar energy: LEDVANCE will become a one-stop provider of complete photovoltaic systems. "LEDVANCE Renewables" is to become the one-stop shop for PV systems and services. The solutions seamlessly integrate photovoltaic modules, inverters and batteries, all of which have been specially developed for private and commercial applications. "In this way, our comprehensive and integrated approach covers all aspects, from consulting and delivery of complete photovoltaic systems to performance and energy monitoring and technical support," says LEDVANCE. The "LEDVANCE Renewable App" will also be part of this.

The LEDVANCE stand at Light+Building: Hall 3.0, Stand D10.

www.ledvance.com

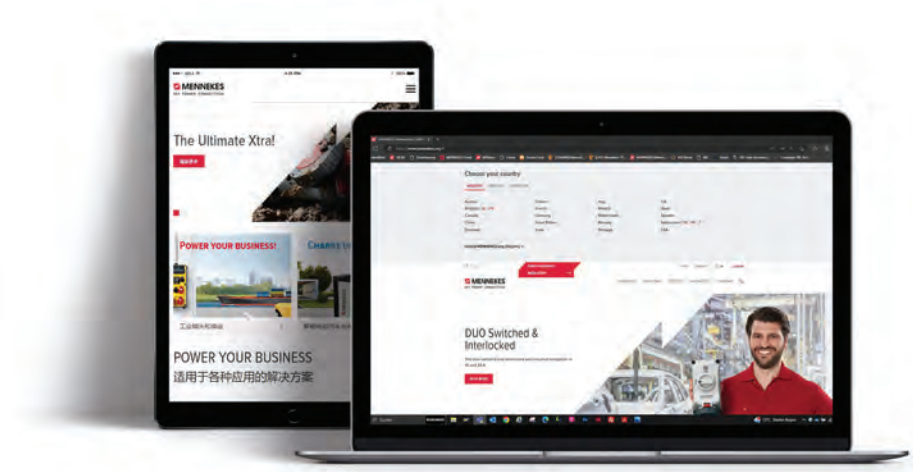
LEDVANCE is expanding its portfolio with "LEDVANCE Renewable Energy": the comprehensive photovoltaic system range will be presented for the first time at Light+Building in March 2024.





Communication

New websites for many countries: MENNEKES has revamped its website to provide customers in the various markets with more personalised information.



Information for More Markets

MENNEKES has been present in countries all over the world for years with subsidiaries, representatives and partners. The sales network stretches from the company headquarters in Kirchhundem across Europe to Asia, the Middle East and North and South America.

Thanks to its good network, MENNEKES is strongly represented in many international markets with its plugs and socket combinations. The product and service portfolios are thus optimally aligned to the needs and requirements of the individual countries, and the company continues to grow internationally.

The latest project makes the company's international positioning even more visible on the internet: the new website is ready. By creating country-specific websites in the respective national languages, the company can respond even better to the individual challenges of each market. In this way, customers can access all relevant information about the product solutions for their region more quickly. At the same time, the website has been given a new look as well as additional content and features that make navigation even easier and more intuitive. This gives every user an even more detailed overview of products, solutions and services.

The revised international pages include the domains for India, the UK and China. Other country pages have been completely redesigned: Austria, Belgium, Denmark, Finland, Norway, Portugal, Romania, Sweden and Switzerland.

www.mennekes.de

Products

The "H07RN-F TITANEX" cables from Nexans are celebrating their 70th birthday.

Unique Since 1953

Elastomer cables are used for machine tools and generators, in production facilities, on construction sites, for cranes and also in the event industry. These environments place high demands on the robustness and reliability of the cables.

NEXANS H07RN-F TITANEX cables have been proving their worth in these applications since 1953. The cables manufactured in the Bohain factory reflect Nexans' expertise, which has made it one of the most popular brands.



"Super cables": TITANEX cables are among the few cables to receive a rating in online shops. In the shop of Europe's largest mail order company for musical instruments and accessories, you can see that the cables are not only popular in industry or on construction sites, but also on the stages of our world. So the photo of Nexans shows the reality.

For 70 years, Titanex cables have been recognised for their unique flexibility and resistance under the most extreme conditions. Thanks also to their increased resistance to vibration and abrasion, these cables are among the most robust on the market. Tests have shown that TITANEX cables can withstand up to 150,000 cycles - five times more than required by the H07RN-F standard. For a few years now, there have been versions that are resistant to an operating temperature of up to 90°C at the core (for fixed and protected installations).

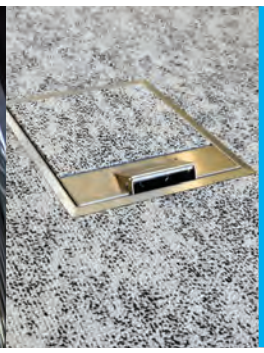
The large labelling of the cable cross-section and the resistance of the labelling are also highly appreciated. The clear identification of the product is not only practical for fixed installations, but especially for mobile use - for example in the event industry, when the cables are used multiple times.

www.nexans.com

Products

A short project report: OBO's underfloor solutions impress at the new headquarters of BNP Paribas Fortis Bank.







Elegant and Discreet

The new headquarters of BNP Paribas Fortis Bank in Brussels immediately catches the eye in the cityscape. The curved shape, the glazed façade and the different heights of the building are just some of the reasons for this. The BNP headquarters comprises 7 above-ground and 5 underground floors and offers space for around 7,000 employees. Great emphasis was placed on design when constructing and furnishing the building.

The building fulfils the high requirements for elegance and aesthetics with underfloor solutions from OBO, among others. Products from various manufacturers were tested for the underfloor installation. OBO came out on top with its cassettes, which impressed with the lowest edge profile. The covers can therefore be integrated even better into the carpet laid here. With their discreet and elegant design, they do not disrupt the appearance of the room in the slightest. OBO cassettes stand for stable and durable underfloor installations in high-quality property construction.

The OBO GES9M-2 device inserts were also used in a very special way: their lids were used as access points for testing and maintaining the underfloor smoke detectors. As the project was designed to be sustainable and therefore as little plastic as possible was to be used in the building, the customer opted for the stainless-steel version of OBO's underfloor solutions. For easy installation, the exact opening dimensions were sprayed out of the floor tiles using a water jet.

www.obo.com

Products

Innovations from OPPLE Lighting for indoor, industrial and outdoor applications.

Innovations at a Glance

OPPLE Lighting is introducing important innovations for indoor, industrial and outdoor applications: new luminaires, spotlights, high-temperature highbays and improvements in the waterproof product families, to name but a few.

Free Floor Standing luminaire Falcon (image 1): With its advanced design and thanks to its direct and indirect light, the Falcon offers a great lighting experience with very pleasant illumination (UGR<16). It also has motion and daylight sensors that automatically adjust the lighting to the ambient conditions.

Desk lamp Sparrow (image 2): With its elegant, modern design, this Sparrow desk lamp provides comfortable, high-quality light. The intuitive touch button control allows you to adjust the brightness and color temperature (CCT)..

Panel Suspended Riga (image 3): The design of our new Riga suspended luminaire adds a modern and elegant touch to any room. One of the most outstanding features of Riga is its flexibility, and the possibility to switch between color temperatures (CCT) of 3000K, 3500K and 4000K.



Upgrades of the Waterproof-Serie: Both the Waterproof EcoMax and Waterproof Classic families offer important new features, including improved high luminous efficacy of up to 150 lm/W. In addition, the Waterproof EcoMax G3 (image 4) has a new high wattage version with a lumen output of 8,250 lm and the Classic (image 5) increases its lifetime to 70,000 hours.

Highbay Performer high temperature (image 6): This new Highbay has been specially developed for use in environments with temperatures of up to 70° C. It combines an ultra-slim design with an impressive luminous efficacy of 160 lm/W.

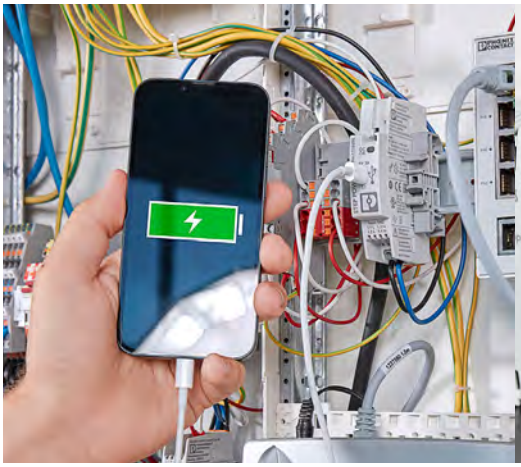
New within the Spot-Family (image 7): OPPLE is introducing the new Surface Spot Selena, which fits perfectly into any environment with its high-quality metal housing and compact design.

OPPLE improved the efficiency of the Spot 3C Compact to 120 lm/W and it is now also available with a CCT switch.

www.opple.com

Products

Power supply via USB in the distribution board: the new Step Power power supplies from Phoenix Contact make it easy - without a socket or power supply unit.





USB in the Distribution Board

Smart Meter Gateway, Raspberry Pi or mobile devices can now be easily connected and safely supplied with power via USB - thanks to the latest generation of STEP POWER power supplies.

The decisive advantage: these power supply units save valuable space in the control cabinet, as they only require 1 HP (sub-unit) in width. The conventional combination of socket and USB plug-in power supply is therefore a thing of the past. The new power supplies from Phoenix Contact, developed for building automation in DIN 43880 series installation format, impress with an efficiency of up to 95.5%. The no-load losses have been optimised to a minimum consumption of <0.1W, so that efficiency level VI is achieved. In addition, they enable the integration of USB interfaces in domestic and industrial applications as they fulfil all relevant safety and reliability standards.

The push-in terminals with double connection points on the AC side make installation and further wiring much easier. Thanks to the direct USB connection, cabling can be carried out effortlessly, quickly and without the use of tools. A practical and versatile solution for powering USB devices in building installations and industrial applications.

phoenixcontact.com/power-supplies

Electromobility

Prysmian promotes electromobility by sponsoring Formula E.

Promotion Through Motorsport

Formula E is the first all-electric racing series with single-seater vehicles that race on famous street circuits around the world. Formula E aims to increase public understanding and interest in the sustainable side of electromobility. At the same time, it is an ideal arena for testing new technology. In January 2023, the Prysmian Group signed a sponsorship agreement with the Andretti Formula E team for the ABB FIA Formula E World Championship, becoming the first cable manufacturer to work with a Formula E team as a main sponsor.



"The combination of efficiency, sustainability and innovation seen in Formula E encouraged our group to work with Andretti as there are similarities in their work, goals and challenges," said Srini Siripurapu, Prysmian Chief Innovation and R&D Officer.

The Prysmian Group also wants to use its involvement in Formula E to push the boundaries and advance various aspects of the technology. "We are focussing primarily on materials, sensors and monitoring, developing a deeper understanding of the charging infrastructure needs and opportunities in these areas," says Siripurapu.

www.prysmiangroup.com

Efficiency

Siemens offers many solutions for energy monitoring - it is nothing more and nothing less than the basis for effectively saving energy.



Measure, Know, Save

How can I effectively save electricity at home or at work and reduce my carbon footprint? The answer: I need to understand how much electricity a device or application consumes and when.

Energy monitoring is the tool to identify areas in our homes or businesses that consume the most energy. With this information, we can focus on these specific areas and make targeted changes to reduce energy loss. Whether it's outdated appliances or inefficient lighting, energy monitoring helps us to pinpoint the culprits and take action. Displaying consumption data in real time is very valuable: energy monitoring creates an awareness of how our behaviour influences energy consumption. If we can visualise the immediate effects of our actions, we are more likely to switch to energy-efficient habits.

By monitoring energy consumption over time, we can even identify appliances that may need maintenance or replacement. This information helps us make informed decisions about energy-efficient upgrades and save energy and money in the long term.

The QR code leads to more information about energy monitoring in English.

www.siemens.com

Partners

A strong new partner in the lighting sector: TRILUX is a Preferred Supplier.

Innovative, Digital and Sustainable

With around 5,000 employees worldwide, TRILUX is one of the largest providers of professional lighting for offices, industry, retail and outdoor applications. The medium-sized family business exports its solutions to around 50 countries. The company's core values include quality, innovation and sustainability. For 111 years, TRILUX innovations have repeatedly set standards, for example with top values in energy efficiency, lighting quality and user-friendliness. In-depth knowledge of cutting-edge technology and the needs of the market form the basis for this ongoing success story.



TRILUX Light Campus in Cologne, Germany.

One current focus is digitalisation. This concerns both the shift towards networked lighting systems and all processes from production to sales. TRILUX is responding to this change with innovative services and products.

The topic of sustainability is just as important. Our new partner considers all facets and makes a measurable contribution to the environment. One important aspect is the refurbishment of outdated lighting systems. TRILUX makes the changeover as easy as possible. With customised refurbishment solutions for every area of application and price point, many conventional luminaires can be quickly and easily converted 1:1. The higher efficiency of modern LED luminaires - especially in combination with light management - means that CO2 emissions during operation are roughly halved.

All this makes TRILUX the perfect partner for every lighting task: from refurbishment to new planning, from day-to-day business to customised solutions for projects.

www.trilux.com

Education

The FEGIME Academy learning platform now includes courses from Schneider Electric to familiarise yourself with the basics of sustainable management and make sustainability a success factor.



Sustainability as an Opportunity

As a strategic partner, Schneider Electric is also working with the FEGIME Academy, our electronic learning platform. The latest offer for further training picks up on a key trend with sustainability and can already be used for the most part (details below in the text).

The programme was initially developed for Schneider Electric employees and is available free of charge. The interactive courses provide knowledge and skills to accelerate decarbonisation.

This offers electrical wholesalers the opportunity to catch up with large companies and corporations. The 2015 Paris Agreement sparked a movement in business to reduce or eliminate carbon emissions. A survey conducted by Gartner found that 87% of business leaders expect their spending on sustainability to increase over the next two years.

However, despite the growing commitment, there remains a knowledge and skills gap that is slowing down progress. Small and medium-sized enterprises (SMEs) in particular often lack the knowledge and tools to set climate targets, measure carbon emissions and assess and disclose progress.

Schneider Electric's programme is a response to this situation and offers the opportunity to benefit from our partner's global experience. The programme is divided into three chapters.

Chapter 1:
Fundamentals of sustainability

In the first chapter, participants learn the basics of sustainability, including the scientific basis and technical terms. They learn why companies should take ESG criteria into account. ESG stands for Environmental, Social and Governance and refers to a set of rules for assessing the sustainable and ethical practices of companies.

Chapter 2:
Acting sustainably as a company

The second chapter deals with the question of how SMEs can develop a decarbonisation strategy. This includes information on easy-to-implement instruments that can decarbonise both their own business activities and those of their customers.

Chapter 3:
Success through sustainability

The third chapter summarises the most important content and tools of the first two courses in order to support participants in putting theory into practice. The start of this course is planned for the first quarter of 2024.

"The Sustainability School for Partners is our next big step in proving that companies can not only do better for the planet, but also fundamentally improve their performance," says Sorouch Kheradmand, Head of Partner Sustainability at Schneider Electric. "Sustainability is at the heart of our business and we believe that education is the key to driving change and creating a more sustainable future."

The courses are currently available in English, French, Spanish, German, Italian and Portuguese.



www.se.com
www.fegimeacademy.com

Products



The PZ 2.5: the smallest professional crimping pliers for wire end ferrules.



The practical format of the "KT Mini" cutting tool makes cutting practically effortless.



The "stripax" is the stripping tool with automatic self-adjustment.

Tools for Professionals

Weidmüller is a pioneer of digitalisation - and also successful in the analogue world. This is proven by the ergonomic, durable quality tools for the highest demands. Here is a current selection.

With tools from Weidmüller, you can work faster, better and more precisely than ever before. For more than 40 years, Weidmüller has been developing and producing ergonomic and durable quality tools for the highest demands and optimised work processes.

Crimp it – don't crush it

The PZ 2.5 is currently the smallest professional crimping tool on the market. It has been specially developed for wire end ferrules in the cross-section range from 0.14 to 2.5mm². By limiting itself to small cross-sections, the size, weight, opening width and actuating force of the new tool are kept small without compromising on crimp quality.

Cut it – don't squeeze it

With the new "KT Mini" cutting tool, Weidmüller has developed an ideal tool for preparing a variety of cables and wires for connection or crimping work. The KT Mini makes cutting aluminium and copper cables up to 16mm² virtually effortless. The cut is also precise, smooth and straight - without deforming the conductor. The two cutting edges cross over each other like a pair of scissors, so that offset cuts are also possible without any problems. Another advantage of the KT Mini is its handy format with a small grip width and high ergonomics thanks to the integrated opening spring.



Strip it – don't rip it

The "stripax" is the stripping tool with automatic self-adjustment. It has been delivering the highest quality and best results for professional cable processing for over 40 years. The tool is also available in four versions with different blade geometries. This means that the stripax can be adapted to a wide range of insulation materials and covers a cross-section range from 0.08 to 16mm². Common to all versions is the patented, switchable partial stripping function. A removable handle plate allows the handle volume to be reduced for ergonomic working.

www.weidmueller.com

MEETING DATES 2024

05.02. – 06.02.24	BOD, Nuremberg
21.02. – 23.02.24	FEGIME Future Event, Paris
20.03. – 22.03.24	Shareholders' Meeting, Florence
06.05. – 07.05.24	BOD, Porto
05.06. – 07.06.24	Shareholders' Meeting, London
28.06.24	**FEGIME Day**

FEGIME
generating value

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