voice

NEWSLETTER
02.2024

Editorial



Anna Konopasek

2024 is now over, and – if I am totally honest with you – I am not sorry to see its back. It has been a challenging year in general and in our sector in particular, so maybe you will agree with me.

Not everybody at FEGIME will for sure because – happily to say – we did have several success stories. Congratulations to our colleagues in Greece, Hungary, Israel, Norway, Portugal, Ukraine and UK who achieved positive results despite difficult conditions on their markets.

If I take a little longer to look back, perhaps I am being a little too harsh on 2024. Our four General Assemblies of the year were very constructive, and we were able to push forward both our long- and short-term strategies as well as launch new initiatives. One concrete result was our first pilot SPS Committee Meeting in April in Frankfurt. October saw a great FAMP (FEGIME Advance Management Programme) hosted by our Greek colleagues in Athens. And we also welcomed new international partner suppliers to FEGIME. So, all in all FEGIME has been able to emerge strengthened from the year.

And perhaps the difficulties faced in the last twelve months are not unconnected with this. FEGIME has a lot to offer. As independents we need to collaborate to prosper – amongst ourselves and with our suppliers. Together we gain from the international network and the long-term relationships we create. As the going gets tough, these become ever stronger and FEGIME'S advantages ever more apparent.

But enough of 2024. I prefer to look forward – and there is a lot to look forward to in 2025. First and foremost, it is our 35th Anniversary Year and we will be celebrating it at the 18th FEGIME Congress in the wonderful city of Porto from 22nd to 24th May. Here at Head Office the preparations are in full swing, and I can assure you that it will be a very memorable event. I don't want to spoil any surprises at such an early stage, so I won't be revealing any details just yet. We will keep you updated, and invitations will be going out soon. I hope to see you all there.

I wish you and your families all a very Happy, Prosperous and above all Peaceful New Year!

Anna Konopasek

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FEGIME Future

The eleventh anniversary FAMP took place in October in Athens and began with an inspiring visit to FEGIME member and Greek market leader KAFKAS SA.



Learning from the Best

The FEGIME Advance Management Programme (FAMP) celebrated its eleventh anniversary last October in the Greek capital and was attended by 38 FEGIME Future members from 11 countries.

The first day began with a tour of Kafkas' state of the art, totally automated Distribution Centre. Later participants were welcomed by Nikos Kafkas to "HUB Lighting & Innovation by Kafkas" where they had the chance to talk to him and learn about the company's latest projects in lighting solutions, energy management and intelligent building management as the exchange of best practice is always an integral part of the FAMP.

Another constant is cooperation with a top business school and for 2024 the choice was Ashridge in UK, a school that has provided so many excellent FAMP sessions in the past. So, on Tuesday the group moved to the centre of Athens to meet up with Professors Roger Delves and Neil Twogood and get down to work on the first of the core subjects: Strategy — or to be more precise thinking strategically, developing strategies over time and turning these strategies into action.

On Wednesday the core subject was collaboration. Using a virtual business simulation, participants learnt to view their organisations from other perspectives, understand interdependencies and use communication to resolve issues and make decisions.

On Thursday and Friday, the professors progressed to mindful leadership and introduced the topic of emotional intelligence as an integral part of successful leadership. These sessions helped the participants to understand themselves better, to get a clear idea of who they are as an authentic leader and develop authentic leadership.

Many thanks to our Greek colleagues for their warm hospitality, to Ashridge for the thought-provoking tuition and to participating suppliers for their continued financial support for this important FEGIME initiative.

FEGIME FUTURE

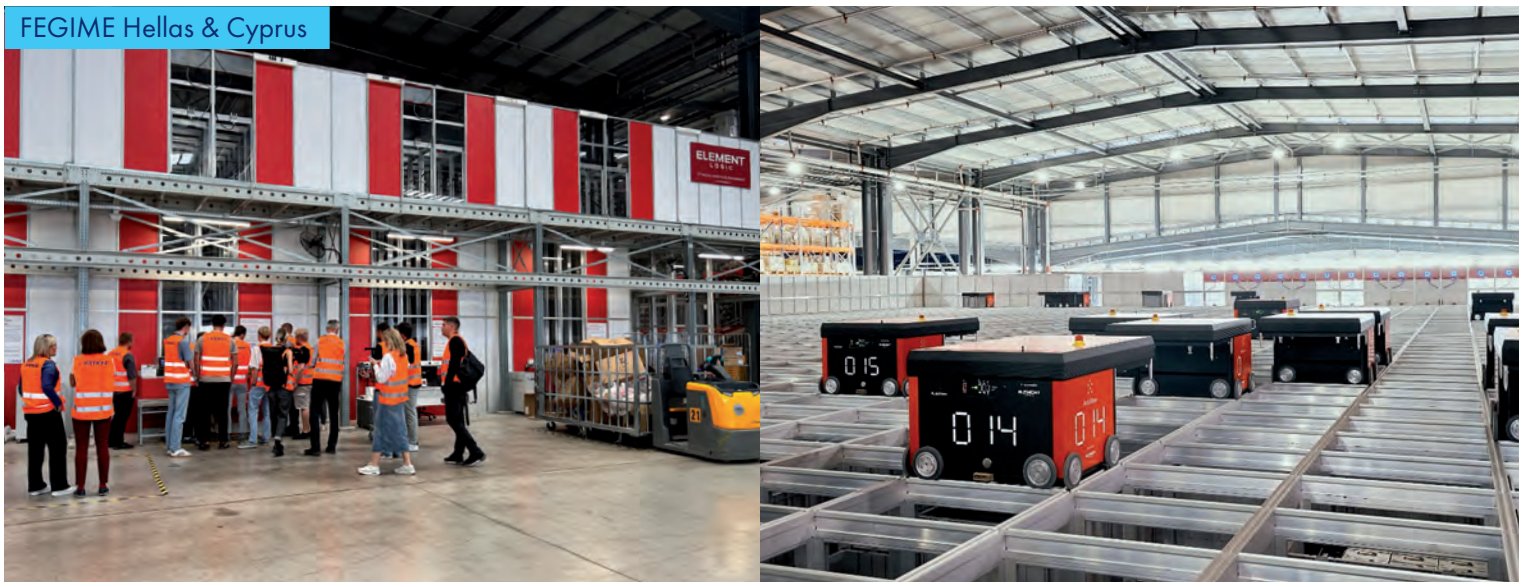








FEGIME Hellas & Cyprus



On the left, FEGIME Future looks at the AutoStore system from the outside. On the right, the robots that do their work inside on the system's frame.

Automation for the Best Service

The new Kafkas distribution centre is not only large, but also a prime example of automation in the electrical wholesale business.

The new Kafkas distribution centre in Aspropyrgos, Athens, sets a new standard in logistics. The aim of the investment was to ensure efficient, fast and reliable delivery to customers and to the now more than 80 branches in Greece and Cyprus. Every day, 3,500 deliveries are dispatched.

The centre sets standards in terms of innovation and size. It stands on a 60,000-square-metre site, which is equivalent to more than eight football pitches. The covered area is 16,000 square metres and 12 metres high. The building currently offers over 14,000 pallet spaces for types up to 2.2 metres high. Another 20,000-square-metre site is available for an already planned expansion.

Maximum speed and precision through automation

One example of the progress achieved is the AutoStore automated storage and retrieval system for small parts. AutoStore stores goods in plastic crates (known as 'bins' to the manufacturer) on top of and next to each other in a self-supporting aluminium frame. Robots move around on top of the frame. They use a crane to move the plastic crates in and out of the frame. One advantage of the system is that it requires little space, which increases storage density.



The photo above shows a port of the AutoStore system. All the small parts collected by the robots are brought here to the employee, who gets them ready for dispatch. Below is a view of the dispatch area with the network of conveyor belts. The system automatically directs the goods via sorting systems to the correct dispatch ramp.



An even greater advantage is that no one has to walk through the warehouse to pick items. The goods come automatically to the person processing a delivery at a fixed workstation, which the manufacturer calls a 'port'. Each workstation is designed at an optimal height and protects employees with several safety precautions.

The AutoStore system has over 30,000 containers, 70,000 storage spaces (grid for 42,000 containers) and 30 autonomous robots. The system significantly improves accuracy, speed and productivity. Kafkas calculates that efficiency is six times higher than with conventional picking methods.

Fast and automatic, even with cables

Cables are a very important product group at Kafkas. Consequently, our Greek friends have also automated this area – it is one of the outstanding innovations and investments in the new distribution centre. A new machine automatically cuts cables to size, winds them for shipping and cuts them.

The system is complemented by a stacker crane that was specially developed for the efficient handling of heavy cable drums. It moves on rails and controls the more than 1,000 cable drum storage locations. This optimises space requirements and significantly speeds up the transport of the rolls to the automatic cutting stations.



The innovative machine automatically cuts cables to length, winds them for shipping and cuts them. The system is complemented by a stacker crane specially designed to handle heavy cable drums.



A state-of-the-art warehouse management system (WMS) is used to control all the automation solutions. It communicates in real time with all the solutions in the warehouse and supports the administration right up to shipping. The combined systems increase efficiency and shorten the throughput time of each order. In the end, customers benefit from real-time tracking and free same-day delivery.

www.fegime.com.cy



Since 2021, the HUB Lighting & Innovation by Kafkas exhibition in Athens has been a reference point and source of information for anyone interested in the best lighting and automation solutions. Investments are also being made here: the fifth HUB has now been opened in Thessaloniki. Our travel tip for Greece: be sure to check out a HUB!

FEGIME España

FEGIME España go hunting – not for big game animals, but for good ideas.



On Safari in Barcelona

We are accustomed to reporting on excellent events organised by our Spanish colleagues, but the "Innovation Safari" held for two days in November is for sure the most unique and creative so far. But what was it all about?

First of all, a group of 46 participants met up in Barcelona, comprising 21 attendees from distributors and 25 supplier representatives—all with very diverse profiles ranging from executives and managers to marketing, purchasing and sales specialists. In small groups of 6–7 people—guided by "cool hunters"—they toured a selection of businesses in the city, some iconic, some little-known, but all designed to inspire and showcase examples of impeccable customer service and memorable customer experience. The aim was to identify outstanding elements in these businesses that could, with adaptations, be transferred to the electrical distribution sector and to the warehouses of FEGIME members. In short, to look for those aspects that, combined with the products or services FEGIME provides, could create a unique customer experience.

The second day was marked by reflection, analysis and learning. Guided by innovation expert Professor Pablo Foncillas, the groups presented the businesses that had had the greatest impact on them and proposed ideas for transferring these innovations to our sector. The results were very impressive. The event ended with an inspiring presentation by Pablo Foncillas, who analysed future trends and offered best-practice success stories.

This experience was part of Campus FEGIME, a key initiative of the group's current marketing plan, dedicated to training and innovation for members and principal partners. With this Innovation Safari, FEGIME España reinforces its commitment to continuous improvement and to offer differential value to its associates and customers.

www.fegime.es







FEGIME Italia



FEGIME Italia Celebrates its 40th Anniversary

At the end of May 2024 FEGIME Italia celebrated its first 40 years with two days full of emotion, pride, and sharing.

The beautiful Italian Like District was the setting for the group's 40th Anniversary celebrations. 200 people – including members, partner suppliers, and employees – gathered at the Grand Hotel Dino in Baveno, near Lake Maggiore. Two international guests also attended: Anna Konopasek, Managing Director of FEGIME International, and Nuno Lameiras, President of FEGIME Portugal and member of the FEGIME International board.

After lunch, guests embarked on a boat trip and a guided tour of the Borromean Islands.

The event proper was then opened by an emotional video telling the story of FEGIME Italia from 1984 to today and was followed by speeches from Elena Mantelli, CEO of IMAT FELCO SpA. Francesco Redaelli, General Manager of FEGIME Italia, Gabriele Depalo, President of FEGIME, and Sergio Lorenzi, President of FEGIME Italia. The topics covered included the group's evolution (starting from its foundation), what it means today to lead a group of electrical distributors, how at FEGIME a family business gains an international dimension, and a description of FEGIME Italia today.





After the speeches, the famous illusionist Walter Rolfo (whose long CV includes President of the European and World Magic Championships FISMITALY, and founder and president of Masters of Magic) captivated the entire audience with an exciting show. The wonderful evening was brought to a close by a garden aperitif, sand artist Nadia Pretto, who told the story of FEGIME Italia in sand, and the cutting of the cake.

The following day, the members went on an exclusive visit to the Candoglia Quarry and the Veneranda Fabbrica del Duomo of Milan. After the private tour, there was a splendid lunch by Lake Mergozzo at the Michelin-starred restaurant "Il Piccolo Lago."

Theentire event took place in a family-like atmosphere, where sincere relationships took centre stage, fully embodying the FEGIME spirit: Generating Value.

www.fegime.it







FEGIME Finland & Baltics

With Brandelektra UAB, FEGIME Finland & Baltics has gained a new shareholder that is a sought-after partner for large projects in Lithuania.





From left: Julius Masonas, Dennis Belajevs und Antanas Jurgelionis.

A New Strong Partner

The FEGIME Finland & Baltics team is proud to announce the official addition of Brandelektra UAB, a distinguished family-owned Lithuanian company, to the FEGIME network as of April 1, 2024. This significant milestone underscores the commitment of our colleagues to fostering growth and excellence, reinforcing their position as a leading force in independent electrical wholesale across the Baltic region.

Founded in 2016 by Julius Masonas, Brandelektra began as a small operation and has blossomed into a thriving business. Julius's deep industry expertise, coupled with the dynamic leadership of CEO Antanas Jurgelionis—recognized as Lithuania's 2nd Best Young CEO in 2023—has positioned the company as a trusted and competitive player in the market.

Brandelektra operates from a modern distribution center and a newly established factory, specializing in electrical power, installation, industrial control, and automation products, as well as assembling low and medium voltage systems. Their extensive portfolio features leading global brands, including Schneider Electric, ABB, Siemens, Eaton, Legrand, and more.

Dennis Belajevs, CEO of FEGIME Finland & Baltics, shared his enthusiasm: "Brandelektra's involvement will be a tremendous asset to our community, bringing unique expertise and innovative practices that will benefit both the new member and the entire FEGIME Group. Welcome to the family, Brandelektra!"

The Largest BIO CITY Hub in Europe

Brandelektra UAB, in collaboration with ABB, has played a pivotal role in connecting the BIO CITY Gene Therapy Center to Lithuania's national electrical power distribution network.



As part of this ambitious project, FEGIME Finland & Baltics' newest member Brandelektra designed and manufactured an outdoor modular frame transit transformer substation equipped with two 2000 kVA power transformers and the building's two main switchboards. Each switchboard boasts at least two 2500 A inputs, functioning seamlessly within a unified system.

Marking a technological breakthrough for Lithuania, this facility is the first of its kind to utilize dry-type power transformers instead of traditional oil-filled transformers in such an application. While this innovation offered significant benefits, it also presented unique challenges in terms of room ventilation and transformer cooling—challenges that were effectively resolved by the project team.

The Bio City Gene Therapy Center is part of the groundbreaking initiative to establish Europe's largest biotech hub— an area equivalent to 10 football fields —in Vilnius, Lithuania led by the Northway Healthcare Group. With construction launched in Spring 2024, this forward-thinking venture encompasses six cutting-edge biotech building complexes, including four state-of-the-art good manufacturing practice (GMP) facilities and two advanced research centers.

www.fegime.fi

Better Future Awards.

We want to honour members who create a better future for everyone. Present your project and apply now at:

www.fegime.com/initiatives/better-future-awards/









FEGIME Day

30. JUNI . 2024





Here is a selection of pictures and stories from FEGIME Day 2024.

For Latvian member Elektrika FEGIME Day this year was an even bigger event than usual as they also celebrated the company's 15th anniversary. Their grandiose exhibition of electrical materials was visited by over 1000 people. More than 30 brands from Latvia, Germany, Lithuania, Estonia, and Poland were on show and seminars were offered by several partner suppliers including Schneider Electric, OBO Bettermann, Signify, Eaton and ABB.

But it wasn't all work. There were also over 50 prizes to be won and many fun and exciting things to try such as driving along a virtual reality track in a racing car, testing your strength on a boxing machine, test-driving Toyota and Lexus cars or trying out an AI photo box to see yourself in a new character.

Inspired by the big sporting events of the summer (the European Football Championship and the Olympics) the theme chosen by our colleagues from FEGIME Italia was sport and the aim was to get as many members actively participating as possible. A sports-themed setup at the company, inventing new sports, basketball, volleyball, tennis, activities with local ...

























teams: anything was possible as the members competed for the trophies. Finally, a winner was chosen: GAROFOLI SpA from Puglia. As a prize, the company chose a team-building activity with quad bikes, followed by lunch at a seaside restaurant.

For the first time, sustainability was added to the various competition criteria, and members were rewarded for using sustainable materials and supporting local activities. Head Office led by example as they included a bamboo fibre frisbee in the FEGIME Day marketing material distributed to members.

As usual our Polish colleagues were also very active. They had a FEGIME Day excursion to Taormina in Sicily and enjoyed the views from Mt. Etna as well as the usual office celebrations and lots of blue cupcakes. In Romania there was not just one but two big events as our colleagues decided to celebrate in both Bucharest and Cluj. And at the end of the year on FEGIME Day in Portugal the member companies held their traditional Blue Friday national sales promotion. This has become such a successful initiative that this year for the first time FEGIME España launched their own version, too.

FEGIME Day 2025 is 27th June—just contact your local FEGIME organisation if you want to get involved.















Save the date!

18th FEGIME Congress
22nd – 24th May . 2025
Porto.

FEGIME
generating value

FEGIME Latam

FEGIME Latam is launching a cooperation programme for partner suppliers and promoting sustainability and development in northern Argentina with the initiative 'More Light, More Community'.



Generating Value Together

FEGIME Latam's innovative new collaboration programme is designed to strengthen the relationship between suppliers and the group, offering a framework of benefits that fosters joint growth. Through five levels of collaboration — Premium, Platinum, Gold, Silver and Active— each supplier can enhance their position within the network, gaining access to key resources such as marketing campaigns, business opportunities, and continuous training through the FEGIME Academy platform. This initiative ensures a structure of clear and achievable goals, incentivizing service excellence and providing privileged access to marketing initiatives, new business ventures, and brand visibility.

Each level of collaboration — determined by an evaluation of factors such as sales volume, survey ratings, and participation in marketing actions—guarantees proportional benefits. Additionally, FEGIME Connect centralizes all product, pricing, and technical specification information, optimizing real-time data flow and enabling suppliers to respond swiftly to market needs.

With this value proposition, FEGIME Latam invites suppliers to strengthen their commitment and seize the advantages of being part of a network focused on growth and collaboration.

Sustainable Help

As part of its commitment to sustainable development, FEGIME Latam, together with its member companies BP and Ciardi, has launched the "More Light, More Community" initia-tive. This project seeks to generate a positive impact in vulnerable communities, combining technology, knowledge and action to improve the quality of life and promote sustainability in Northern Argentina.

The action is being carried out in Santa Victoria del Este, in the province of Salta, and lasted until 28 November. The aim of "More Light, More Community" is to address fundamental problems such as access to drinking water and lighting in family homes through the use of solar technology.

The initiative has two main objectives: the installation of a submersible pump with solar panel to provide water to local communities, guaranteeing an efficient and sustainable extraction of this vital resource, and the installation of solar lights in 25 family homes, thus providing access to safe and renewable lighting, significantly improving living conditions in these communities.

The FEGIME Latam team, together with local leaders, experienced first-hand the extreme conditions in which the communities live. In Mulato, a Wichí community of 34 families, the problems were evident: water shortages, lack of food and extreme temperatures. In addi-tion to the improvements to the infrastructure, the project also aims to educate. Awareness-raising activities were carried out to make the communities understand the importance of electromobility and renewable energy and their role in building sustainable cities.

www.fegime.com.ar







FEGIME United Kingdom

FEGIME UK's Alan Reynolds is celebrating 45 years in the business. This milestone shows the range of opportunities available in our industry.



MATES ELECTRICAL SERVICES

Sittingbourne 73406
73878

11a Station Street
Sittingbourne
Kent ME10 3DU

ELECTRICAL ENGINEERS AND PLANNED LIGHTING MAINTEN...

Mr. A. Reynolds,
1, Bexon Manor Farm Cottages,
Bredgar,
MD9 8HE.

24th May, 1979.

Dear Mr. Reynolds,

With reference to your application with this Company for the position of Apprentice Electrician and subsequent interview, we thank you for your attendance and are pleased to inform you that your application has been successful.

We look forward to seeing you at 8 a.m. on Monday 9th July 1979, at the above address and hope your association with us will be a pleasant and happy one.

Yours sincerely,

C. Bond.

Alan Reynolds and the start of a long and successful career: In a letter dated 24 May 1979, Mates Electrical Services informed Alan that his application had been successful.



Lifelong Learning

This year Alan Reynolds, Chief Executive Officer of FEGIME UK, is celebrating 45 years in the electrotechnical business and says his career path underlines the opportunities available to young people in the sector— but you must never stop learning.

He started in 1979 as an apprentice electrician in the South of England and qualified to become an electrician, then an approved electrician and contracts manager.

He moved to wholesaling and joined what is now a major multinational as a sales rep, went on to become a branch manager of a number of branches before progressing to regional sales director overseeing 19 branches. After a stint as Regional Director, he moved to head office as sales marketing and purchasing director and finally—for a competitor—group operations director.

GE Lighting as regional channel manager was his next port of call as he changed sides of the table yet again. Finally, he arrived at FEGIME UK. And the rest is history.

Reynolds says his career path shows the opportunities that are available if you put yourself forward—and continue to develop your skills through learning. And in recent years training is something he has tirelessly promoted for young people in our industry.

He points out that he became qualified in lighting design, well before he joined GE: 'It's about the attitude – there are opportunities, but you need to show the right attitude,' he says. He also re-qualified as an electrician: 'There was no need, but I wanted to learn. Would I do it all again? Yes, definitely!'

www.fegime.co.uk

MEETING DATES 2025

30.01.25	BOD, online
10.02. – 12.02.25	SPS Committee Meeting, Milan
19.02. – 21.02.25	FEGIME Future meets Eaton
19.03.25	BOD, Bucharest
19.03. – 21.03.25	Shareholder Meeting, Bucharest
02.04. – 04.04.25	FEGIME Future meets Prysmian
07.04. – 09.04.25	SPS Committee Meeting, Frankfurt
05.05. – 06.05.25	BOD, Milano
07.05.25	Shareholder Meeting, online
22.05. – 24.05.25	18th FEGIME Congress, Porto
05.06. – 06.06.25	EUEW, Helsinki
27.06.25	FEGIME Day
15.07.25	BOD, online
17.09.25	BOD, Oslo
17.09. – 19.09.25	Shareholder Meeting, Oslo
19.10. – 25.10.25	FAMP & BOD
13.11. – 14.11.25	Shareholder Meeting, Munich

FEGIME
generating value

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Products

The boom in AI use is increasing the demand for electricity in data centres worldwide. ABB solutions ensure their power supply.



Data Centres Need Energy

The data center market is booming due to the growth of cloud services and the AI revolution. Tech giants are expected to invest $1 trillion in new data centers over the next five years, doubling energy consumption by 2030. AI's high computing power demands are pushing data center operators to upgrade power infrastructure for continuous, reliable, and resilient supply.

ABB Electrification's industry-leading portfolio of solutions helps data center customers around the world meet the energy challenges of today and tomorrow: from uptime to energy efficiency. For instance, a medium voltage UPS— such as ABB's HiPerGuard—provides a continuous and reliable power supply to support escalating power demands. It also can be used as a battery storage solution, stabilizing and securing networks by leveraging unused power reserves.

Microgrid solutions allow data centers to leverage on-site generation such as solar panels coupled with a battery energy storage system, while the ABB Ability Data Center Automation platform optimizes energy usage and lower costs by automating cooling systems, which account for ~40% of a data center's power consumption.

As the AI revolution progresses, data center infrastructure will continue to be challenged, making it essential to adopt technologies available today that enhance energy efficiency, reduce costs, and ensure uptime.

www.abb.com

Partner

The new partner for cables and wires: BITNER is a Preferred Supplier.

Create New Connections

Cable factory BITNER has been operating on the cable market since 1996. The Polish manufacturer's product portfolio includes over 40,000 items, divided into different groups. The company supplies both cable solutions that meet international standards (UL, TÜV, VDE) and customised items for applications in industrial automation, mining, tunnel construction, robotics, power generation, energy, telecommunications and IT.

In response to market demand for cables available from stock, BITNER has expanded its product portfolio to include the BiTLAN series—cables for data, audio and video transmission in computer networks. The cables are manufactured according to the standards for structured cabling and are available from stock in screened, unscreened and outdoor versions up to category 7A (1200 MHz) and B2ca CPR rate.

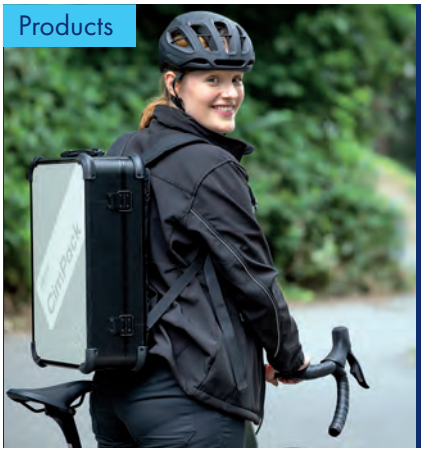


The BITNER cable works: a view of the factory and a look at the production.

The new partner promotes sustainability and the development of the circular economy. E-mobility has motivated the development of the BiTcharger EVC H07BZ5-F, which is suitable for charging electric vehicles (VDE and TÜV approved). The experts at BITNER have also helped to develop the halogen-free and reelable shore power connection cable 'BiTcrane SHORE POWER (N)TSCGEW11Y', which reduces environmental pollution. In addition, production waste is sorted, the CO_2 footprint is calculated according to Scope 1 and 2, and attention is paid to high energy efficiency. The environmental management system is certified according to ISO 14001:2015.

https://bitner.com.pl

Products





CimPack SOLAR CimPack ELECTRIC



CimPack von CIMCO is robust as a toolbox and as comfortable as a backpack.

The 2-in-1 Solution

CIMCO packs the tool case for electronics technicians and provides two well-designed and accurately equipped models, CimPack SOLAR and CimPack ELECTRIC, which can withstand any professional check. CimPack has the robustness of a suitcase, but can be carried comfortably on the shoulders like a backpack.

The case backpack offers professionals even more advantages: The dirt and water-repellent Cordura fabric is tear and abrasion resistant and has been developed for long-lasting use in the military, among others. If, contrary to expectations, a single component does not meet the requirements: All elements are fully replaceable and recyclable.

The interior is also impressive: The foam insert provides secure tool storage and a bottom compartment offers additional storage space. A laptop or tablet is safely stored in an extra sleeve in the lid. And a Velcro-fastened, removable storage pocket for small items or laptop accessories takes the strain off trouser and jacket pockets. CimPack SOLAR offers a comprehensive range of 14 tools for work on roofs and in solar parks, while CimPack ELECTRIC contains 13 tools for all standard electrical installations.

Whether customised assembly or with company logo: CIMCO creates the CimPack according to personal requirements!

https://cimco.de/gb_en/cimpack-tools-to-go

Products

Unique Combination

Eaton launched a unique combined device for switching and protection in DC applications.



Eaton has introduced the Industrial Breaktor DC, a novel device that combines switching and protection in one unit. This device meets the growing demand for DC applications like microgrids, energy storage, and EV charging stations.

The Industrial Breaktor DC is a two-pole, bidirectional device that ensures safe switching and reliable protection. It bridges the gap between fuses and contactors, offering a dependable solution for DC applications. The device can interrupt current flow in both directions, even during a short circuit, and can be reset without replacing parts, reducing maintenance costs and downtime. Additionally, it has a fixed short-circuit threshold for rapid protection against short circuits, preventing equipment damage and enhancing safety.

The Industrial Breaktor DC meets all relevant industry standards and comes with comprehensive international approvals (CE and cULus), making it suitable for global use.

With its 24 V DC control voltage and 750 V DC output, it can be used in various applications, including:

- DC Grid applications: DC factories, smart grids, DC buses, pre-charge control.
- Energy storage: Battery banks, storage systems, battery inverters, UPSs.
- EV charging stations: Industrial vehicles (forklifts, mining machines), public transportation, recreational vehicles.
- Renewables: Solar and wind, central inverters, photovoltaic plants, pitch drives in wind turbines.

www.eaton.com/industrialbreaktordc

Products





Safe Charging at Home

The witty one EV Charger by Hager: A Smart Choice for the Home.

Almost one in five cars sold worldwide is now electrically powered. This is increasing the importance of the right charging solution for the home. This is where the 'witty one' charging station from Hager comes into play: With its compact, lightweight build, the witty one blends elegantly into any residential setting. The modern V-shaped structure, accented by subtle lighting, adds a touch of sophistication. Choose between wall or pedestal mounting and customize with options like a chic white cover frame. Available in two models: a convenient socket (2TS) or a 6.5-meter cable.

Designed for safe and simple setup, the witty one accommodates top, bottom, or rear power connections. Installers get mounting hardware, a comprehensive guide, and compatibility with Hager trunking. Safety is built-in, with electronics fully protected. Plus, the Hager Charge App streamlines commissioning and provides easy diagnostics.

Charging with the witty one's intuitive interface and clear status indicators is a pleasure. Enjoy smart functionalities like automatic start/stop and live notifications, and manage access effortlessly using RFID badges or the Hager Charge App. Delivering up to 11kW at 50°C, it meets the needs of EV drivers with ease.

Ensure longevity with features like upgradable firmware and compatibility with evolving EV standards. Bluetooth capability allows for remote control via the Hager Charge App. The charger is also CPO-ready and supports optional OCPP 2.0 and ISO 15118 cards for future enhancements.

hagergroup.com

Products

The new HUPtoGo tool backpack from HAUPA.

Mobility Meets Functionality

The new HUPtoGo tool backpack from HAUPA is the perfect companion for tradesmen on all their projects. Because tools can be heavy, the back section and adjustable shoulder straps are ergonomically padded. The backpack is ideally equipped for everyday life on the construction site. It is made of extremely strong 1680D polyester and has a waterproof high base to protect against moisture.

The backpack has 41 compartments, including six outer pockets made of neoprene and five secure inner pockets with zip closures. The inner pockets include a compartment for a 15' laptop. The tuck-in flaps on the front are made of neoprene and provide additional space for tools such as spirit levels or long chisels. In addition, there are two metal attachment eyelets on the side. The removable knee pad is practical.

The Velcro pad on the front pocket can be customised with embroidery. If you want to fill your HUPtoGo with tools yourself, choose the empty backpack (art. 220249). If you need a quick solution, choose between the two differently equipped HUPtoGo1 (art. 220830) or HUPtoGo2 (art. 220831).

www.haupa.com

From left: the empty rucksack (Art. 220249), the HUPtoGo1 (Art. 220830) and the HUPtoGo2 (Art. 220831). The QR code leads to a page with all HAUPA innovations in English.



Products

The cable rod set Cable Scout+ from HellermannTyton is an essential tool for electricians and maintenance engineers.





No more Improvisation

Designed to assist electricians faced with challenging installation scenarios, Cable Scout+ is a professional tool that makes light work of even the most difficult cable installations.

Whether running cables through suspended ceilings, wall cavities, floor ducts or industrial machinery, Cable Scout+ takes the hassle out of the process, enabling installers to work faster and more effectively than improvising with yardsticks and tape.

At the heart of the system are connectable, robust, glass-reinforced plastic rods that can support up to 80kg of cable weight. The rods' flexibility and different bending radii allow for easy manoeuvring through tight or awkward spaces.

A range of accessories including cable grips, magnet, hook, gliding whisk and light attachment make Cable Scout+ a truly versatile tool for overcoming the most difficult installation obstacles. Trusted by electricians for over a decade, the Cable Scout+ is a multi-purpose timesaver in all places that are difficult to access or out of easy reach.

There is also no more need for running back and forth to the van to pick up bits and pieces. The deluxe set includes an over-the-shoulder bag which makes it easy to keep the rods and accessories close at hand on every job.

www.hellermanntyton.com

Products

Maximum Flexibility, Optimum Light

The growing LEDVANCE portfolio now includes luminaires that seamlessly blend into their surroundings.

LEDVANCE continues to invest in service and products. Anyone who visited our partner at Light+Building was able to see the dynamic development for themselves. One reason for the success is that LEDVANCE simultaneously focuses on the needs of the electrical wholesale trade, its customers and the users of the lighting solutions. Anyone looking for solutions that are sustainable, innovative and easy to install needs to be familiar with the luminaires, lamps and systems from LEDVANCE. Another 600 innovations are expected soon.



MULTI SELECT:
Making business easier

The products in the LEDVANCE MULTI SELECT series are a particular innovation: a single luminaire offers a variety of colour temperatures and lumen options. The options are selected before installation using a simple switch on the luminaire or driver. This allows the luminaires to be seamlessly adapted to their location.

This gives customers a flexible solution, while wholesalers are pleased about the smaller space requirements in the warehouse and less consulting effort. The system is shown below, with four examples in the middle.

www.ledvance.com/multiselect

MULTI SELECT

The ideal luminaire seamlessly adapts to its surroundings. The ultra-long-life LED luminaires from the LEDVANCE MULTI SELECT range let you effortlessly adjust the luminous flux (lm) and/or light color directly on the driver or luminaire.

MULTI COLOR

- LED luminaires with up to three different colour temperatures
- Easy-to-set light colour via switch on the driver or luminaire on-site
- Adjust the light colour to specific requirements before installation

MULTI LUMEN

- LED luminaires with variable luminous flux (lumen)
- Easy-to-set luminous flux via switch on the driver or luminaire before installation
- Practical solution for optimal illumination, e.g. for different ceiling heights

Products

The new PowerTOP Xtra plugs and connectors from MENNEKES, with their high degrees of protection, are also easy to install.



Extremely Robust and Safe

The PowerTOP Xtra family is pleased to announce an addition: the updated models include 3- and 4-pole variants for currents of 16 and 32 A with IP54 protection as well as 3- and 5-pole models in 16 A and 5-pole models in 32 A, each with IP67/IP69 protection.

All plugs and connectors in the PowerTOP Xtra series are quick to install and maintain: X-CONTACT sleeve technology from MENNEKES makes plugging and unplugging particularly easy in daily use. Simple and safe handling remains an essential feature of the long-lasting product solutions.

The new PowerTOP Xtra models with IP54 protection are dust and splash-proof. With double protection against submersion and high-pressure cleaning, the plugs and connectors with IP67/IP69 protection are particularly suitable for applications that require frequent cleaning. The ergonomic housing with textured grip zones offers a secure hold even when wet and enables easy connection and disconnection with minimal effort. Thanks to this optimised design, the PowerTOP Xtra series provides a reliable connection even when used continuously.





The X-CONTACT contact sleeve technology, with its X-shaped slits, allows for easy insertion and removal with up to 50 per cent less force.

www.mennekes.com

Partner

Sustainable Copper Production

Nexans strengthens its copper production and recycling capacities in Europe thanks to a strategic investment in France.

Nexans announces a strategic investment of more than 90 million euros to build a state-of-the-art plant in Lens, France, scheduled for 2026.

This project, in partnership with Continuus Properzi, an expert in continuous metal production and recycling technologies, will enable Nexans to increase its copper production capacity by more than 50% while recycling up to 80,000 tonnes of copper per year. The technologies used will incorporate up to 100% recycled content, while optimising the use of water and energy.

This initiative comes against a backdrop of strong global demand for copper, which is essential for sustainable electrification. By securing its copper supply and developing innovative recycling solutions, Nexans is strengthening its industrial independence and its ability to respond to environmental challenges. The company's ambitious target is to achieve 30% recycled copper in its cables by 2030, thereby helping to reduce the cable industry's carbon footprint.



The project draws on the historical expertise of the Lens site, which has been in operation since 1971 and is the only copper wire foundry in France, to create a unique circular model. It will integrate French waste from building sites or 'urban mines' into new finished products, further strengthening Nexans' role in copper recycling, an activity it has already been developing since 2008 through its Recycâbles joint venture with Suez.

This project will contribute to local economic dynamism. Aligned with the Nexans' E3 performance model (economy, environment and social commitment), this investment reflects the Group's desire to combine innovation, environmental responsibility and sustainable industrial development.

www.nexans.com

Products





OBO BlackLine: The system solution for black surface-mounted installations.

The Answer to Two Trends

Black has been a trend colour in architecture for several years. Whether in residential or commercial buildings, there is a strong demand in all areas. At the same time, surface-mounted installations are experiencing a revival as part of the industrial style trend.

With the BlackLine, OBO is now presenting a portfolio that does justice to both trends: System solutions for black surface-mounted installations. However, the OBO BlackLine not only offers a wide range of options for defining a striking and modern style, but also impresses in terms of sustainability and environmental compatibility. All BlackLine components can be easily dismantled, separated by type and efficiently recycled. They are therefore circular in design.

Surface-mounted electrical installations are versatile and adaptable and, unlike traditional concealed installations, do not require any masonry work. This saves time, effort and money. Even in old buildings or in load-bearing masonry, where flush-mounted installation is not possible, they offer a suitable and aesthetic alternative that can be installed safely and in compliance with all regulations. Once installed, maintenance, subsequent installations and extensions can be carried out simply and easily.

The OBO portfolio includes: device installation trunkings, cable trunkings, underfloor solutions and cable trays.

www.obo.com

Products

OPPLE introduces the Ringo Family.

Luxury and Innovation

The new Ringo family from OPPLE is a luxurious direct/indirect lighting solution that combines elegant design with advanced technology. Available in a black finish, the luminaires blend seamlessly into any interior, adding a touch of sophistication.

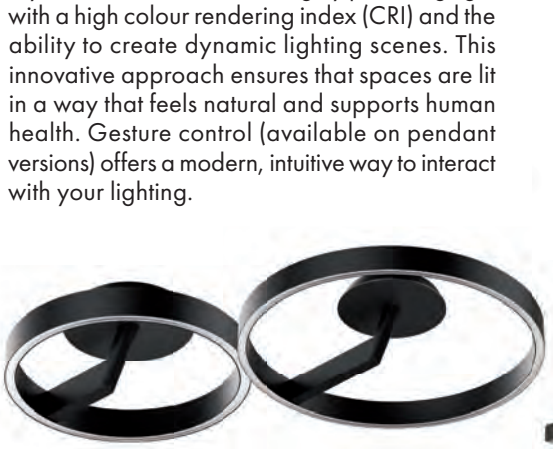
Each luminaire features SDL Natural Light technology. SDL is designed to enhance biological rhythms and overall wellbeing by providing light with a high colour rendering index (CRI) and the ability to create dynamic lighting scenes. This innovative approach ensures that spaces are lit in a way that feels natural and supports human health. Gesture control (available on pendant versions) offers a modern, intuitive way to interact with your lighting.

The Ringo Family includes:

- Round Suspended options in 53W and 75W, offering versatile lighting solutions
- Linear fixture in 59W, perfect for clean, contemporary lines
- Ceiling Luminaire, ideal for both walls and ceilings, featuring a beautiful floating design providing indirect light

Ringo luminaires are designed for easy installation with sizes including Round Suspended or Ceiling (400mm and 600mm) and Linear (1200mm). The Round and Linear models allow smooth height, angle and tilt adjustments, even for sloping ceilings. The suspended round version features a unique design that allows it to float freely, giving it a dynamic and elegant appearance.

www.opple.com







Products

The IPD installation system from Phoenix Contact is a reliable and convenient solution for power distribution, even in difficult installation situations.



Tool-Free Power Distribution

The IPD installation system from Phoenix Contact is a reliable and convenient solution for power distribution, even in difficult installation situations. Thanks to Push-in Technology and bayonet quick-locking, the system enables the safe and tool-free installation of connectors, panel feed-throughs and distributors.

The new H and Y distribution boards from Phoenix Contact's IPD installation system are particularly suitable for power distribution in widely branched buildings or infrastructure facilities. Depending on the application, the H distributors offer up to three outlets and thus realize the creation of star structures in electrical installations. IPD installation connectors and distributors are completely pluggable and enable the time-saving and tool-free assembly of three- and five-pole cables with conductor cross-sections of up to 2.5 mm². The bayonet quick-locking mechanism ensures that the plug-in position simply clicks into place. Mechanical coding to prevent mismating and touch protection in accordance with DIN EN 0105 ensure safe installation. With protection classes IP66, IP68 and IP69K, the installation can be used reliably in outdoor and damp areas.

www.phoenixcontact.com

Digitisation

The Future is in Software

With the 'Alliance Partner Program', Schneider Electric imparts comprehensive knowledge about the digitalisation of machines or systems.

A transformation is taking place in industrial automation. Until now, both the electrical wholesale industry and its customers have focused on the physical components, i.e. the hardware. Digitalisation is rapidly changing this.

Operators of machines or factories want better control over their machines or systems and are looking for solutions to improve connectivity, data collection and analysis. This can be used to detect problems in an electric motor through predictive maintenance before it fails. Another example is energy management. Modern software makes this possible.

Those who adapt more quickly to this change will be more successful. Software can pave the way for new services in the electrical wholesale business, enabling wholesalers to support their customers in the digital transformation. However, this requires developing or expanding expertise in the area of software. Investing in the training and knowledge of sales and pre-sales staff is essential to take advantage of the opportunities.





To this end, Schneider Electric offers its partners in the electrical wholesale trade (Schneider Electric calls them 'Industrial Automation Distributors'—IADs) the 'Alliance Partner Program'. It offers a range of new advanced specialisation certifications, one of which covers software for industrial automation.

IADs acquire new skills, such as the EcoStruxure software specialisation and knowledge of advanced software suites like AVEVA. The software training expands knowledge around digitalisation. One example is combining PLC with monitoring and control software. The partner programme also helps expand the partner network to meet strategic customer requirements.

In short, anyone who wants to seize the opportunity and become a competent digitalisation consultant for their customers can contact their point of contact at Schneider Electric and ask about the Alliance Partner Program.

www.se.com

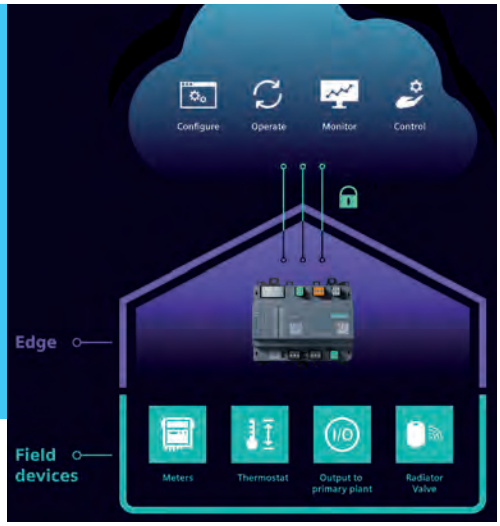
Products

"Hi, I'm Alex, and I'm excited to introduce you to Siemens Plug and Play Automation—a game-changer for installers."



Alex Driesen, Global Distribution Manager SI-Buildings, Siemens

More information in English.



Automate with Ease

"In today's fast-paced world, where energy efficiency and sustainability are no longer optional, staying ahead of regulations like the European Energy Performance of Buildings Directive (EPBD) for 2030 can feel overwhelming. But that's exactly where Siemens Plug and Play Automation steps in to make your life easier.

This solution was designed with installers in mind. Forget the long hours of training and complex setups—Siemens Plug and Play Automation makes integrating building automation simple and stress-free. Its zero-engineering design allows for quick device onboarding and commissioning using DMC codes in our browser application which you can easily access with your mobile device. That makes it perfect for IoT retrofits, especially for radiator heating applications.

As energy efficiency requirements tighten across Europe, your clients are looking for smarter, greener, and more cost-effective solutions. With Siemens, you can deliver exactly that. This system not only ensures compliance with energy regulations but also helps your clients save on operational costs.

And here's the best part: it's scalable and future-proof. Whether you're upgrading a school or a mid-size office building, Siemens Plug and Play Automation adapts to your needs, helping you stay ahead in the market.

So, why not make energy efficiency simple? With Siemens Plug and Play Automation, you can lead the way to smarter, greener, and regulation-ready buildings. Let's build the future—together!" – Alex

www.siemens.com

Products

Scalable, Flexible Connectivity

The new CoaxData series from Televes transforms existing coaxial cables into high-speed Ethernet networks.

The new CoaxData series from Televes delivers speeds of up to 1.7 Gbps and supports up to 64 connection points, an innovation that is key to modernising communications systems in residential buildings and homes. Through the Coaxial-To-The-Room (CTTR) concept, the CoaxData range offers a cost-effective alternative to the Fibre-To-The-Room (FTTR) model, minimising costs and avoiding significant disruption to existing installations during deployment.



This transformation is based on the G.hn specification, a robust standard that enables seamless data transmission over existing coaxial cabling. Unlike fibre, which can be costly and disruptive to install, G.hn technology provides an accessible solution for upgrading networks, maintaining consistent, high-speed connections even in complex multi-occupancy or mixed-use environments. Its versatility allows it to adapt to different use cases, from residential properties to hospitality and healthcare facilities.

By incorporating G.hn, Televes ensures that the CoaxData Series meets the growing demand for reliable, high-capacity communications networks. This not only supports current connectivity needs, but also prepares buildings for the next generation of smart home applications and Internet of Things (IoT).

www.televes.com

Partner

TRILUX consistently continues its growth strategy and acquires retail lighting specialist.



Johannes Huxol (CFO TRILUX), Franz Heckmanns (Sales Manager Ansorg) and Hubertus Volmert (CEO TRILUX) (from left to right) are delighted about the merger of their companies, which opens up new perspectives for international growth in the retail segment.

TRILUX Takes over Ansorg

The TRILUX Group, a leading provider of innovative lighting solutions, announced the acquisition of Ansorg GmbH in November 2024. The acquisition is an important step in TRILUX's growth strategy and enables the company to tap into new customer segments and expand its presence in international markets.

Ansorg is a renowned specialist for high-quality lighting concepts in the retail sector and has decades of experience in the development and production of individual lighting solutions. The integration of Ansorg will enable TRILUX to expand its expertise, particularly in international growth areas such as automotive and non-food retail.

"With Ansorg, we are not only gaining a company with excellent expertise and experience, but are also expanding our range to include customized lighting solutions. Together we can open up new customer segments, strengthen our international presence and actively shape the future of retail lighting," says Hubertus Volmert, CEO of the TRILUX Group.

Ansorg brings in-depth retail know-how, valuable expertise and creative impulses to the TRILUX Group. The complementary focus of the two companies enables them to serve a broader international customer spectrum and jointly realize opportunities in various retail sectors. The partnership means that even more customized and future-proof lighting concepts can be offered. TRILUX attaches great importance to continuing Ansorg's successful business activities and retaining the know-how of its employees.

www.trilux.com

Products

Sustainable innovations

New products from Weidmüller combine technical progress with environmental protection.

The successful partnership between FEGIME and Weidmüller enables the creation of innovative products that shape the market and convince end customers through increased efficiency. Among the new examples is the VARITECTOR AC BS60, a modern solution for lightning and surge protection in 60 mm busbar systems. Its compact design allows for tool-free installation, saving time and space. Plug-in surge protection modules simplify maintenance, while integrated fuses reduce space requirements and installation costs. The VARITECTOR AC BS60 reliably protects sensitive infrastructure in buildings and industrial plants.

The CUBESERIES relays, manufactured in Europe, stand for quality and reliability. They are robust and designed for industrial automation. The PUSH IN technology in combination with their wide range of cross-connection options reduces wiring time and minimizes connection errors. International approvals such as cURus and CSA allow use on global markets.

There are also new developments in terms of sustainability: The Klippon Connect end brackets, made from 100% recycled plastic, actively contribute to the circular economy without compromising on functionality. Thes end brackets provide secure hold for terminal blocks and other components in cabinets.

A travel tip: Weidmüller's 'DC Innovation Hub' in Detmold showcases the advantages of DC technology, including greater energy efficiency and optimal integration of renewable energies. FEGIME members are invited to take a look. Just get in touch with your contact at Weidmüller.

www.weidmueller.com



On the left, two photos of the VARITECTOR AC BS60, the modern solution in lightning and surge protection for 60 mm busbar systems. On the right, a symbolic image of the sustainable Klippon Connect end bracket.

