VOICE

AUGUST **2025**



FEGIME
generating value

Contents

06 **Sharing Progress and Prosperity**
The FEGIME 2025 Congress in Porto brought together over 300 electrical industry partners to shape a sustainable and innovative future through collaboration, digitalization, and sustainability.

10 **FEGIME Day 2025**
FEGIME Day 2025 was celebrated across multiple countries with unique events, from professional gatherings to creative local activities.

12 **50 Years of Growth and Success**
ChatGPT Plus KAFKAS celebrates 50 years of growth and innovation, doubling sales to €327 million in 2024 and expanding to 84 locations across Greece and Cyprus.

13 **Looking to the Future**
FEGIME UK launched its first FEGIME Future event to engage the next generation of shareholders and promote industry career opportunities.

14 **A Great Place to Work**
FEGIME España has been recognized as a Great Place to Work for the second consecutive year, reflecting its strong commitment to employee well-being and a positive organizational culture.

14 **Collaborate and Prosper**
FEGIME Finland & Baltics members visited Portugal and Greece to exchange best practices and gain insights into local market success.

15 **Training is the Key**
FEGIME Italia launched a training project with supplier ABB to educate members and customers on market trends, digital marketing, and new products.

16 **BLUE WEEK in Portugal**
To celebrate its 30th anniversary, FEGIME Portugal launched the successful BLUE WEEK campaign, culminating in FEGIME Day celebrations.

18 - 28 **Reports from**
ABB, CIMCO, EATON, HAGER, HAUPA, HellermannTyton, LEDVANCE, Legrand, MENNEKES, Nexans, OBO Bettermann, Opple, Phoenix Contact, Schneider Electric, Siemens, Signify, TRILUX, and Weidmüller



It was a pleasure to meet so many of you in person again at our wonderful Congress.

Huge thanks to our Portuguese colleagues and the Head Office team for all the hard work they put in to make it such a success!

I currently serve as President of FEGIME Latam – the most recent addition to the FEGIME family. For me personally it was a great honour to officially become a member of the FEGIME Board of Directors in Porto. I'm very proud and excited about this new chapter in my professional journey.

Throughout my working life in electrical wholesaling, I have followed the values incorporated by our group: firstly, in my own family business, then as a member of the Redelec group – which later became FEGIME Latam – and now at FEGIME and in the Board of Directors. FEGIME is the largest family-owned business group in our sector, and we have the responsibility to keep driving its growth and evolution. Together we are committed to addressing the market with the same FEGIME DNA that defines every one of our members around the world.

But the electrical industry is undergoing a major transformation—similar to the revolution brought by Information Technology in the early 2000s. Standalone products have evolved into connected solutions, and concepts like security, connectivity, and digitalization have become strategic priorities that we must be ready to address. We must continue to work closely together to ensure we are prepared.

I am truly excited to take part in this new era of business.

COME ALONG WITH US AS WE SHAPE THE FUTURE TOGETHER!

Fernando González, Member of the FEGIME Board of Directors

Wherever we look today, we see a high level of international uncertainty.

— whether it's due to geopolitical conflicts or the challenges of political and economic cooperation.

Many of the certainties we once relied on in European and transatlantic partnerships no longer seem to hold true. And yet, international cooperation is more important than ever.

From our colleagues at FEGIME, we've seen first-hand how much economic weakness in Germany impacts development in neighbouring countries.

Right now, we're looking ahead to our government's major investment plan in defence and infrastructure, and we're hoping this will help give the economy a needed boost. As electrical wholesalers, we would have preferred a stimulus focused on the construction or electrical infrastructure sectors. So, for the time being, we're taking a cautious, wait-and-see approach. Under the current circumstances, we have to assume that Germany won't become the driving force of Europe in our industry by 2025.

FEGIME is built on a long-term, generational mindset. We won't let these ups and downs distract us from our strategic goals. At the Congress in Porto, we made it clear that we're making bold investments in the digital future. To do this, we rely on swarm intelligence. The national organizations are launching many great initiatives, and we're working to bring them together internationally to create economies of scale. As the German organization, we're doing our best to contribute.



— SO THAT FEGIME CAN CONTINUE TO OFFER EXCLUSIVE DIGITAL SERVICES TO OUR CUSTOMERS IN THE FUTURE.

Ralf Kersting,
Member of the FEGIME Board of Directors

Sharing Progress and Prosperity.



IN MAY, OVER 300 PARTNERS FROM ELECTRICAL WHOLESALING AND INDUSTRY MET IN PORTO AND DISCUSSED A COMMON COURSE AT THE FEGIME CONGRESS 2025 UNDER THE MOTTO "EMPOWERING THE FUTURE".

We can make the future better with electrical engineering. The FEGIME 2025 Congress in Porto demonstrated how this can be done.

We associate a harbour with numerous emotions, including the joy of arrival after a long journey and the excitement or trepidation of departure for new shores. The word "port" can also be used and is similar in many European languages – for example "porto" in Portuguese. In May, over 300 partners from electrical wholesaling and industry met in Porto and discussed a common course at the FEGIME Congress 2025 under the motto "Empowering the future".

In her welcome speech, Anna Konopasek, Managing Director of FEGIME, played with the word when she presented the goal of the community of 260 family businesses: "FEGIME aims to be a long-lasting harbour for all partners in the three-tier distribution system of the electrical industry."

The harbour may be safe, but outside, one storm after another rages. Former Portuguese Minister of Defence and Foreign Affairs, Paulo Portas, described the current global climate – economic, political and physical – based on his extensive experience. Happily, he had a positive message: from the European perspective, we can remain optimistic if we join forces.



Join forces, stay the course: that's FEGIME. That was the message from the Board of Directors (new President Nuno Lameiras from Portugal, Ralf Kersting from Germany and new member Fernando Gonzalez from Argentina).

Together with Anna Konopasek they presented how this will be achieved: by continuing to build with FEGIME's six strategic pillars succession, digitalization, knowledge base, expansion, marketing and sustainability. Together, they form a shared compass guiding how the group moves forward, supports its members and continues to develop as an organisation that's ready for the future - without losing sight of its roots.



FEGIME works with "swarm intelligence," as Ralf Kersting put it. This approach counters corporate groups with a different principle. The ideas of all our family businesses are collected and formed into central solutions that can then be used flexibly by individual member wholesalers as required. This ensures that the group remains close to its customers and to regional needs which vary from country to country. This is also the case with digitalization as explained by a team from Germany, Spain and Portugal.

TOGETHER THEY PRESENTED THE RECENT ADVANCES IN THE FEGIME CONNECT PROGRAMME - THE KEY PROJECT FOR DIGITAL TRANSFORMATION ACROSS THE GROUP - THAT WILL SOON BE FURTHER ACCELERATED BY ARTIFICIAL INTELLIGENCE.









FEGIME Future, the group's next generation leaders, is helping to lead the way into new worlds.

As well as their work on the AI project, they are also putting a lot of energy into improving all aspects of sustainability at FEGIME.

TWO YEARS AGO, AT THE LAST CONGRESS IN HAMBURG, THEY PRESENTED A NEW INTERNAL SUSTAINABILITY COMPETITION: THE BETTER FUTURE AWARDS TO REWARD MEMBER COMPANIES FOR SUSTAINABLE PROJECTS IN DIFFERENT CATEGORIES.



The idea was enthusiastically received, applications sent in, and the winners were honoured in Porto.

This first edition of the Better Future Awards brought something we truly value at FEGIME: real stories, from real people, working every day to make things better.

We got more than 50 applications from 10 different countries, and while only three could be awarded on stage, every single project brought something meaningful to the table:







Enhancing Social Aspect: BP Soluciones Eléctricas (Argentina)
For creating inclusive job opportunities for people with disabilities, proving that sustainability also means building a more just society.

Maximizing Handprint: Electro Universo (Argentina)
For developing a smart, hydroponic greenhouse that connects sustainability, education, and technology while it trains the next generation in green innovation.

Reducing Footprint Berggård Amundsen (Norway)
For tracking and reducing logistics emissions with smart tools, and helping customers make more sustainable product choices.
This is proof that the Congress slogan in Porto was not just words: FEGIME really is "generating a better future".



"GENERATING VALUE" IS FEGIME'S OVERALL MISSION AND OUR FAMILY BUSINESSES SHOW A WAY TO ACHIEVE THIS: WITH COMPASSION AND TECHNOLOGY.

Event Dates

Next Meetings & Events:

17.09 - 19.09.2025	*Shareholder Meeting,* *Oslo.*
06.10 - 07.10.2025	*IT Committee Meeting,* *Munich (Freising)*
12.10 - 18.10.2025	*FEGIME Advanced Management Programme,* *Ashridge UK.*
13.11 - 14.11.2025	*Shareholder Meeting,* *Munich (Freising)*

FEGIME Day 2025.

This year 27th June was FEGIME Day. Here are some examples of the various activities that took place throughout the group.

In Italy our colleagues expanded their already legendary FEGIME Day into a FEGIME Week to have even more time for their events.

FEGIME UK members were invited to the Epsom Derby Horse Racing (near London) by Aico, one of their Preferred Suppliers. The highlight of the day was provided by ex-chairman Robert Moss of Moss Electrical. As one of his own horses was running at the meeting, it was possible for some of his colleagues to accompany him to the Parade Ring as owners - a great experience.



FEGIME DAY 2025 UNITED MEMBERS WORLDWIDE THROUGH INNOVATIVE AND COLLABORATIVE CELEBRATIONS.

In Poland there was an additional, very special reason to celebrate on FEGIME Day this year: one of the astronauts on the recently launched SpaceX mission was from Lodz – FEGIME Polska's hometown! So, the FEGIME Polska team decided not to stay on earth to eat their traditional blue muffins but to take them up into space. The photo shows that it was just about possible for them all – plus muffins – to fit into the space craft.





FEGIME España held a new edition of their FEGIME Day, bringing together over 300 participants including members, suppliers, and key industry professionals for a day filled with FEGIME spirit and a programme that mixed strong professional content with many relaxed and more casual moments.

In Latvia, FEGIME Finland & Baltics member Elektrika geared up for a high-energy paintball match. While their Lithuanian colleagues, Elektrokomplektas, opened their doors for a day filled with product exhibitions, shared meals and great conversations with clients and partners.



FEGIME Day

For the first time FEGIME Portugal celebrated FEGIME Day across all 37 outlets on the official date - thereby distinguishing this event from their BLUE FRIDAY campaign which takes place (and will continue to take place) in November.



But perhaps the most memorable event took place in Ukraine. Despite the ongoing situation, FEGIME Ukraine held their first-ever FEGIME Day and brought together over 400 participants and 900 guests in Kyiv to talk about the future of the electrotechnical market, explore innovation, and build connections that matter. The day included expert talks, product showcases, open conversations about doing business during conflict, and the support of leading industry partners. But more than anything, it showed the strength, resilience, and unity of a community that keeps moving forward.

Happy Fegime Day wherever you are!







FEGIME UKRAINE MANAGING DIRECTOR OLEG SHCHERBAKOV AND THE FEGIME DAY CELEBRATIONS IN UCRAINE.

50 Years of Growth and Success.



KAFKAS (FEGIME Hellas & Cyprus) celebrates its 50th Anniversary.

Managing Director Nikos Kafkas and his team are very proud of their achievements on this 50-year journey. Here are some key milestones from recent years:





- **Continuous growth:** in 2024, the company reached €327 million in sales across Greece and Cyprus, effectively doubling its turnover compared to 2020.
- **A continually expanding retail footprint** with 84 locations across Greece and Cyprus.
- **Technology & digital transformation:** KAFKAS has adopted SAP Rise solutions along with the Microsoft ecosystem - all fully cloud-based.
- **State-of-the-Art Distribution Center near Athens:** spanning a total area of 50,000 square meters, including 16,000 square meters of covered space, KAFKAS's new Distribution Center features AUTOSTORE automated storage and order-picking system powered by 30 robots.
- **8 specialized Business Units:** supported by more than 150 engineers, KAFKAS provides expert solutions through 8 specialized Business Units, including three Medium and Low Voltage Panel Building Units as well as the HUB Lighting & Innovation with five showrooms.
- **Investing in Our People:** The true strength behind KAFKAS's success lies in its team of 1,560 KAFKASians, who bring dedication and creativity to their work every day. This people-first mindset is reflected in the feedback of its employees, with KAFKAS being named one of Greece's Top 10 best workplaces for the 11th year in succession by Great Place to Work and receiving the award for the third consecutive year in Cyprus.

At the celebratory dinner on the Athens Riviera, Nikos Kafkas expressed his heartfelt gratitude: "For 5 decades, KAFKAS has been at the forefront of electrifying innovation, driven by the core values that have been key to our success and continue to shape our future: ethos, passion, teamwork, and effectiveness. Thank you for being part of this shared journey. Together, we have built something remarkable—and the best is yet to come."

Looking to the Future.

FEGIME UK hold their very first FEGIME Future event with partner supplier Scolmore in the Midlands.



FEGIME Future is perhaps best known as an international initiative, but several FEGIME countries also have a working group of the same name at national level. Under the guidance of Chairman Dan Poole, CEO Alan Reynolds and Managing Director of Moss Electrical Lindsay Goubel, FEGIME UK have now followed this example and have launched the first ever FEGIME Future group in the country. Its aim is to get the next generation of FEGIME shareholders more engaged and interactive within FEGIME UK.

Alan Reynolds started the day with an overview of some key topics such as the role of FEGIME UK, its importance to suppliers and members, changes seen in the market, FEGIME strategy and the opportunities our sector provides. Alan went on to stress the career opportunities available to anyone in our industry who is prepared to self-learn and thus take advantage of them.





In the afternoon the team from hosts Scolmore presented their own views on how a supplier wants to work with its wholesale partners as well as showing some new, innovative products.

Alan Reynolds: "Overall, a great day and a great new initiative - one that we will be continuing and moving forward. A big thank you to the team at Scolmore for hosting us all so well."

50th Anniversary Celebrations.

FEGIME UK celebrates its 50th Anniversary with a prestigious event in Ibiza.

FEGIME UK annual conferences are always great events but this year's – to celebrate the group's 50th Anniversary – was of course something very special. On the fabulous "White Island of Ibiza" over 200 Members and Preferred Suppliers met up to commemorate half a century of successful cooperation and to network over 3 days in typically relaxed Ibiza style.

Highlights were the wonderful Ibiza Gran Hotel, the Directors Dinner at "Pikes" (where Freddie Mercury held his 41st birthday party and Wham!'s iconic 'Club Tropicana' video was shot), CEO Alan Reynold's pre-dinner DJing in "Club Chinois", a trip to Formentera and a day at the "Beachouse" with guest celebrity DJ appearances.

The whole event was a huge success. Chairman Dan Poole who chose the location: "I really wanted to go somewhere - and do something - special, relaxed and interacting. I think we achieved that with a vengeance."

The pressure is now on for the next Chairman (James Walsh) who has the job of organising next year's event for the Group in Istanbul.



A Great Place to Work.

Our Spanish colleagues are very proud to report that FEGIME España has once again been recognised as a Great Place to Work.

The Great Place to Work certification is based on a comprehensive assessment carried out by the Great Place to Work Institute, which analyses the level of trust employees have in their organisation, as well as key factors such as pride in belonging, camaraderie, fairness, management credibility and team spirit. Our colleagues at the FEGIME España Head Office in Madrid are justifiably proud to have now won the award for the second consecutive year.

This wasn't just a coincidence of course but reflects FEGIME España's firm commitment to the well-being of its employees, the creation of



a working environment based on trust, respect, teamwork and an organisational culture that prioritises people.

Jorge Ruiz-Olivares, Managing Director: "For us, this certification is not just external recognition, but confirmation that our culture and values are lived every day. People may come and go, but the team culture is a constant that we work on and strive to improve. Reaffirming this seal is a source of pride, but above all, it is an incentive to continue building a work environment where people feel valued and motivated."

This milestone adds to the strategic efforts that FEGIME España has been promoting in recent years to reinforce its commitment to professional development, work-life balance, sustainability and cohesion among team members. Being a Great Place to Work is not a one-off goal, but a way of understanding leadership and the future of work.

Collaborate and Prosper.

FEGIME Finland & Baltics members visit Portugal and Greece to gain insights into how international colleagues thrive on their local markets.

The exchange of best practice is always very high on the agenda throughout FEGIME – and where more so than at FEGIME Finland & Baltics? In recent months our colleagues from the Baltic area have visited both Portugal and Greece to find out how the electrical wholesale business works in those countries – and of course to get new ideas to implement back home.

In Portugal they not only visited the FEGIME Portugal Headquarters, but also member companies Caiado, Globlec and Zembe. At each stop they met up with top management for in-depth discussions and insights into their day-to-day business, latest projects and technological advancements.





In Greece the focus of the trip was on innovative methods of advanced distribution and lighting solutions, as well as the manufacturing of MV/LV electrical panels - all specialities of our Greek colleagues KAFKAS (FEGIME Hellas & Cyprus).

THE VISIT BEGAN AT THE THESSALONIKI FACTORY FOR ELECTRICAL PANELS, CONTINUED AT A TYPICAL KAFKAS OUTLET AND CULMINATED AT THE BRAND-NEW, STATE-OF-THE-ART HUB LIGHTING & INNOVATION – AND THIS WAS ONLY THE FIRST LEG OF THE INSPIRING JOURNEY!

Managing Director, Dennis Belajevs: "Our knowledge-sharing trips to Portugal and Greece were a resounding success. They not only broadened our horizons but also reinforced the importance of collaboration and continuous learning. We are excited to implement the insights and ideas we gathered and look forward to future opportunities for international collaboration. Many thanks to our colleagues for their wonderful hospitality!"



FEGIME Italy

Training is the Key.

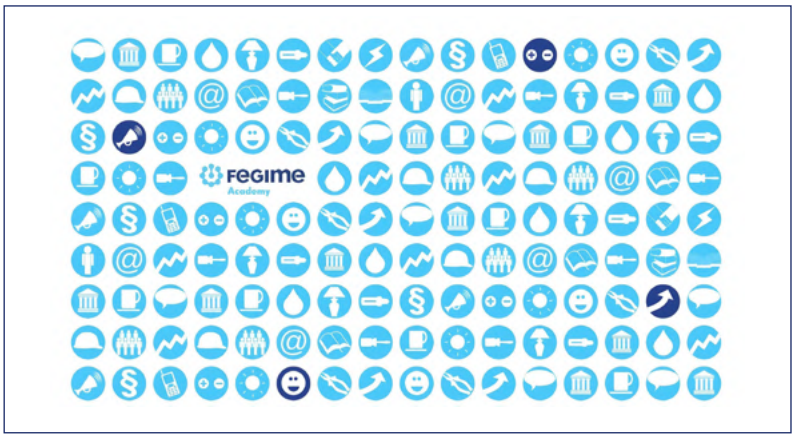
FEGIME Italia has launched a training project for its members and their customers.

"Generating Value" for our members and their customers is one of FEGIME's goals, as well as an intricate part of the Group's mission. To pursue this, FEGIME Italia has developed a training project in recent months in order to share knowledge and experience with members and customers alike, thus helping them to face market changes, new products, and emerging trends— not only in their core business.

Our Italian friends began this new journey with a pilot project in partnership with supplier ABB, launching various initiatives starting in March 2024. These involved both members and their customers and will continue throughout 2025:

- **Training sessions** on Digital Marketing dedicated to FEGIME Italia members, which began last year and will comprise one-to-one sessions between July and September.
- **Two online webinars** — the first held in June and the second scheduled for September — for customers and delivered with the FEGIME Italia APP CONNECT, which is considered a key asset for the project's development and growth.

All initiatives have generated strong interest from both members and their customers.



The goal is to develop a 360-degree training program which, through the APP CONNECT and the development of the FEGIME Academy platform, can engage other partner suppliers and an increasing number of customers in the coming months... and years!

FEGIME Portugal

BLUE WEEK in Portugal.

To celebrate their 30th Anniversary our Portuguese colleagues launch a brand-new national campaign.

This year for the first time the FEGIME Day celebrations in Portugal took place on the final day of the Group's new campaign— the BLUE WEEK. It was a tremendous success with customers and will now become a permanent fixture on FEGIME Portugal's calendar of promotional activities.

The Blue Week campaign followed the path of BLUE FRIDAY that came into being 10 years ago for FEGIME Portugal's 20th Anniversary. Now, celebrating its 30th anniversary, the Group decided to launch this brand-new national campaign that lasts one week and culminates in the celebration of FEGIME Day.

Blue Week became the Group's first omnichannel campaign, gathering the most relevant partner suppliers and their complete offer. All customers can convert their purchases into points that give access to prizes like FEGIME summer merchandise, an iPad or a barbecue kit. The clients can also convert these points into Euros by exchanging then for a gift voucher that they can use to purchase consumer electronics, supermarket goods, clothes etc.

Another great and creative initiative from our Portuguese colleagues!

Happy Anniversary FEGIME Portugal!







Elevating energy efficiency, from ground to cloud

with InSite Energy Pro

Imagine having all your energy data at your fingertips… With ABB's intuitive cloud platform, InSite Energy Pro, this is now a reality! Gain transparency across multiple properties with detailed reporting, customizable dashboards and benchmark analytics to optimize your energy use. Learn more here: **solutions.abb/insite-energy-pro**

ENGINEERED TO OUTRUN

ABB

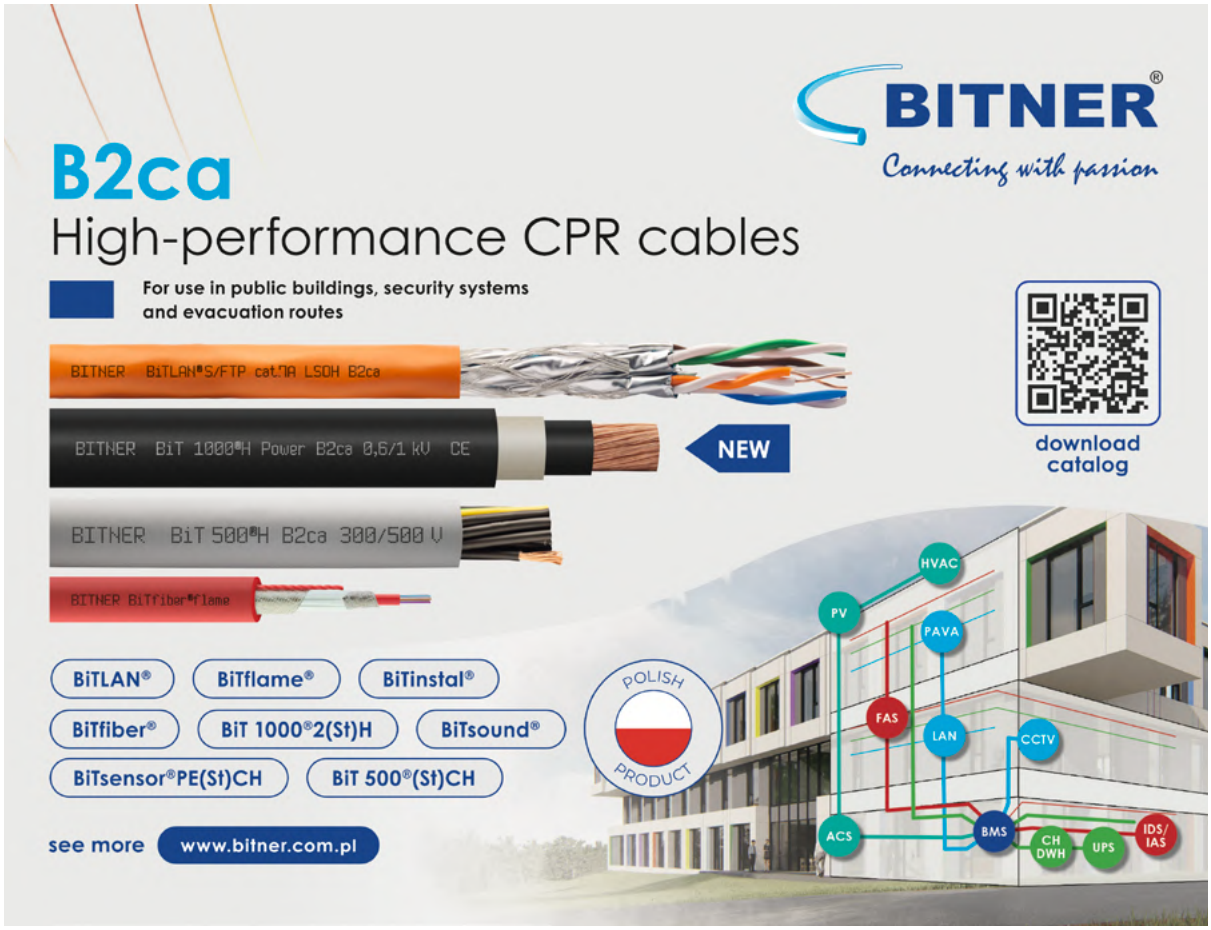
Value Provider Program.

Powering growth through partnership is the aim of ABB's new initiative.

ABB's Value Provider Program is designed to accelerate growth for channel partners by combin-ing ABB's innovation with their local expertise. Tailored for distributors, panel builders, system integrators, and service providers, the program helps partners expand their portfolio, reach new markets, and grow profitably.

- "It's more than a certification—it's a long-term collaboration built on trust, performance, and shared success," says Cecile Humbert, FEGIME Strategic Account Manager, ABB Electrification.
- "Our channel partners benefit from ABB's global brand strength and local support, thus ensuring that they can deliver consistent, high-quality solutions that meet evolving customer needs. Certi-fied ABB Value Providers gain access to expert training, joint business planning, co-marketing, and ABB's digital tools—empowering them to work more efficiently and grow their business."
- "Our partners are key to delivering smarter, safer, and more sustainable solutions," adds Cecile. "The Value Provider Program is built to accelerate their growth and long-term success."

VISIT THE ABB **WEBSITE** TO LEARN MORE.



Appropriate Protection.

CIMCO provides optimum protective equipment for work with a wide range of requirements.

As an electronics technician, you are exposed to various sources of danger at work, ranging from the slightly dangerous to the life/health-threatening.

One example is asbestos. The use of asbestos has been banned in the EU since 2005. But asbestos-containing materials can still be found in many buildings that were constructed before the ban. Even if asbestos fibres are often only present in small quantities, their release must be expected during demolition, refurbishment or renovation work. Asbestos is a heat and chemical-resistant mineral that was often used in construction in the past – e.g. in insulating materials, cable ducts or panels. It is now known that asbestos fibres are carcinogenic and can cause serious lung diseases if inhaled.

With the appropriate protective measures, maintenance work can be carried out safely depending on the risk assessment (low/medium/high). A high-quality respirator mask, gloves and protective overalls are the minimum equipment for handling asbestos. Only preventive measures and thorough cleaning can effectively minimise the risk of asbestos fibres.

To help in such situations, CIMCO offers an asbestos Day Kit in three different sizes. Protective clothing must be changed when leaving the work area (e.g. during breaks). So, one Day Set contains three disposable sets each for body and respiratory protection as well as masking tape for masking off clothing transitions to gloves and overshoes. A sticker for labelling the work area and an asbestos disposal bag complete the kit so that you are safely protected for re-entering the work area up to three times a day.



Partner EATON

Smart Surge Protection for Every Installation.

Eaton introduces two specialized surge protection device (SPD) families.

Eaton's SPPVR and SPHT12 surge protection families meet modern safety and performance demands and provide reliable, compliant solutions for today's commercial or residential installations.

With the growing number of PV system installations, the need for specialized SPDs is more urgent than ever. Eaton's SPPVR family offers a complete solution for safe and durable photovoltaic systems, protecting against overvoltage on the DC side and ensuring long-term reliability.



Covering 600 V to 1500 V DC, the range includes Class 1+2 and Class 2 models. Class 1+2 is designed for areas with higher risk of direct lightning strikes, while Class 2 suits standard applications. Some models feature AX auxiliary contacts for system monitoring. A unique variant protects two MPPTs simultaneously, thus reducing cost and space. From small combiner boxes to large commercial arrays, SPPVR delivers robust, future-ready performance with global compliance.

The SPHT12 family offers an ideal solution where compact design and Class I+II protection are required. Built with Eaton's PGDT technology, it combines the benefits of voltage switching and limiting. It delivers a high dissipation capacity of up to 100 kA (10/350 µs), residual voltage as low as 1.5 kV, and operates without leakage current. The pluggable format simplifies maintenance, while VDE certification ensures top safety standards.

Designed for Electricians. Built for Real Life.

Hager celebrates 70 years of innovation with the launch of its smartest EV charging range yet.

Hager knows that electricians value simplicity, speed, and reliability. That's why the new witty range – *witty one*, *witty plus*, and now *witty park II* – is designed for quick, efficient installation without compromising safety or performance. Whether it's a home or a commercial site, there's a witty solution ready for the job. *Witty one* and *witty plus* are ideal for residential use, offering safe, stylish, and connected charging. *witty park II* extends that same performance to larger-scale projects like parking lots, multi-residential buildings, and commercial spaces. Scalable and reliable, it's ready for fleets, tenants, and guests.

Every witty model is built to save electricians time, with clever cable management, compact design, and guided setup. Advanced features like solar optimization and dynamic load management (on *witty plus*) deliver a complete energy solution.



The Hager Charge app enables users to monitor consumption, schedule sessions, and optimize charging with solar energy—at home or in shared spaces.
The launch of the full witty family coincides with Hager's 70th anniversary—a proud milestone that reflects decades of innovation, reliability, and customer trust. The witty range is the latest example of how Hager continues to evolve to meet the needs of professionals and end-users alike.

Precision that Connects.

HAUPA offers a sophisticated solution for professionals who value precision, efficiency and compliance with standards.

HAUPA wire end sleeves are manufactured precisely in accordance with DIN 46228. They enable a precise crimp, prevent the strands from spreading and minimise contact resistance – for permanently secure connections, whether in insulated or uninsulated versions. Twin versions for two conductors are also available.

The right tool is just as important: HAUPA crimping pliers and hydraulic pressing systems are optimally matched to HAUPA sleeves. Ergonomic handles, automatic pressing force adjustment and consistently precise results ensure timesaving, fatigue-free processing – especially at high cycle rates, such as in switch cabinet construction or series assembly. The crimp connections produced with the automatic crimping pliers comply with the requirements specified in standards EN 60947-1 and EN 60999-1 and -2 – further proof of the quality and safety of the system.

HAUPA thinks practically: through close cooperation with tradespeople and strict quality assurance, real requirements are incorporated directly into product development.



This results in solutions that are just as impressive on the construction site as they are in continuous industrial use.

In short, anyone who works with electrical connections daily, needs components that deliver what they promise. HAUPA supplies a standard-compliant system that impresses with its durability, safety and practicality.

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POWERED THROUGH INNOVATION

BAYER BayArena

LUMINAIRES



LIGHT MANAGEMENT SYSTEM
LMS



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Our Professional Lighting brings together innovative products, real-world project inspiration, and expert tools & services—all tailored to meet the demands of modern architecture and infrastructure. Whether you're planning office spaces, industrial facilities, retail environments, or public areas, we provide the right solutions to transform your vision into light.

Simple and Legible Cable Marking.

Helatag 934 self-laminating flag labels from HellermannTyton offer a smart solution for permanently identifying cables in tight or complex installations.

Helatag 934 labels are quick to prepare using thermal transfer printers such as the TT4030 or TT431, along with TagPrint Pro software as part of the HellermannTyton industrial ID ecosystem.



Each self-adhesive label wraps securely around the cable and pinches closed to form a compact, double-sided flag marker, thus ensuring legibility from both sides.

Available in two tab-lengths for cable diameters from 2.0 to 5.0 mm or 2.0 to 10.0 mm, the labels are made from durable polypropylene that resists moisture, abrasion and general wear. It performs reliably in operating temperatures from -30 °C to +80 °C, ensuring printed data remains visible over time – even in demanding environments.

Apply above 0 °C for best results. Store at +21 °C and 50% relative humidity to maintain optimal adhesive performance.

Each white label measures 20 x 30 mm (landscape or portrait) and is supplied on reels of 1000 pieces. Other lengths and colours are available on request.

A Trusted Partner in Project Sales.

LEDVANCE offers tailored solutions that meet the unique demands of project business across all sectors.

With deep industry expertise, a comprehensive product portfolio and a strong focus on service and flexibility, LEDVANCE offers bespoke solutions for all environments. Moreover, at LEDVANCE every step is designed with the customer in mind. Our clients also benefit from a Europe-wide network, fast response times, and a high level of technical know-how.

The engine behind this commitment is the **LEDVANCE Innovation and Service Centre in Molsheim**, France. With over 120 years of lighting heritage, the site has been transformed into a state-of-the-art logistics and service hub supporting project sales across Europe.



What Makes Molsheim Unique:

- **Tailored Product Modifications:** Whether it's driver configurations or custom luminaires, the Molsheim team delivers fast, flexible, and reliable solutions.
- **On-Site Technical Expertise:** Skilled engineers ensure every product is tested and ready to perform in the field.
- **Sustainability at the Core:** Energy-efficient technologies and eco-conscious processes are embedded in daily operations—benefiting both the environment and your bottom line.
- **Strategic Location:** Centrally located in Europe, Molsheim enables rapid and efficient delivery for projects of all sizes.

LEDVANCE and the Molsheim Service Centre are here to support the success of your project — every step of the way.

Discover our projects online:
Projects | LEDVANCE

Revolutionizing Door Entry Systems.

BTicino presents a door entry system that combines sophisticated design with cutting-edge technology.

The LINEA 5000 with Netatmo from BTicino - part of the Legrand Group – is a state-of-the-art door entry system with smart entrance panel. Adapting to today's lifestyle, it suits any installation scenario.

The system is not just functional; it enhances the aesthetic appeal of any building, combining "Made in Italy" style with advanced technology, ideal for the digitalization of multi-family settings. Its sleek design, available in five finishes - including an eco-friendly option with 60% recycled aluminum - complements various architectural styles. The system features a wide-angle HQ camera for crystal-clear images, a user-friendly 7" touch display, digital filters, and a modern graphic interface. The built-in RFID keycard reader adds security and convenience, while the robust IP65 and IK08 protection ensures durability against environmental and mechanical stresses.





LINEA 5000 provides users with improved security, ease of use, and a stylish look for their building. Installers will value its easy installation and compatibility with existing setups, making upgrades simple. It is perfect for upgrading 2-wire video door entry systems and works seamlessly with BTicino's 2-wire range.

The system has not gone unnoticed and has already received the prestigious IF Design Award for innovation and functionality.

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Partner MENNEKES

New Range for Harsh Environments.

MENNEKES has brought new improved versions of its PowerTOP Xtra plugs and connectors onto the market.

PowerTOP Xtra plugs and connectors by MENNEKES are ideal solutions for power distribution in harsh environments. The new versions with protection class IP67/IP69 and protective grommets are the ideal choice for industries with frequent high-pressure cleaning and wet conditions.

All plugs and connectors in the series can be quickly installed and maintained using proven MENNEKES connection techniques. Additionally, the X-CONTACT sleeve technology makes plugging and unplugging particularly easy in daily use. This simple and secure handling remains an essential feature of these durable product solutions.

The models with IP54 protection are resistant to dust and splashing water. With dual protection against submersion and high-pressure cleaning, the plugs and connectors with IP67/IP69 protection are particularly suitable for applications requiring frequent cleaning. The ergonomic enclosure with textured grip zones offers a secure hold even when wet, allowing for easy connecting and disconnecting



with minimal effort. Thanks to this optimized design, the series provides a reliable connection even under constant use.

The PowerTOP Xtra G variants also include a protective grommet on the cable gland. This prevents water and dirt from accumulating.

Acquisition in Spain.

Nexans has acquired 100% of the Spanish company Cables RCT to strengthen its industrial footprint in Southern Europe and reinforce its commitment to sustainable, innovation-driven growth.



Headquartered in Zaragoza, Cables RCT is a leading low-voltage cable manufacturer in Spain. Founded in 1965, the company is known for its quality, safety, and technical expertise. Its product range includes copper cables, with a strong focus on fire-resistant flexible solutions for buildings.

In 2024, Cables RCT achieved €133 million in revenue and employed around 175 people. It operates a modern production plant in Zaragoza and a well-established logistics network covering Barcelona, Madrid, Seville, and Valencia, enabling efficient service across the Iberian Peninsula and beyond.

The company is set to launch a fully funded CAPEX investment plan aimed at increasing production capacity by 25%, with a focus on fire-resistant cables aligned with evolving European safety standards.

This acquisition supports Nexans' ambition to become a pure player in electrification, offering responsible and innovative solutions to global energy challenges. The integration of Cables RCT will enhance Nexans' product portfolio, operational efficiency, and strategic reach in Southern Europe. Cables RCT's management will remain in place to lead this new chapter, backed by Nexans' global resources.

Christopher Guérin, CEO of Nexans, welcomed the acquisition as "a decisive step in our electrification strategy."

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Greater efficiency in control cabinet building

From engineering to production

Digital data, scalable products, and lean production methods increase efficiency in control cabinet building. Phoenix Contact offers innovative concepts for the entire value chain – from engineering to the production process.

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PHOENIX CONTACT

50 Years of surge protection Systems

On the safe side with OBO for 5 decades: the surge protection systems have been ensuring safety in almost each environment for 50 years.







The spirit of innovation, expert knowledge and experience from projects around the world have gone into all these systems. As a full-service provider, OBO presents a portfolio whose individual components interlock perfectly. This means that buildings and systems with the most diverse requirements can be effectively protected.
OBO solutions are continuously being developed further: From the V20-C, the first pluggable, tested surge arrester for 230V systems, to modern arrester series such as today's V20, the compact V10 Compact surge arrester or the MCF-NAR combined arrester for lightning and surge protection in the mains-side connection compartment.

- V20 surge arrester: The V20 arrester series can be used in the main distribution board of buildings without an external lightning protection system. Sub-distribution boards and switch cabinets in the building are another possible place of use.
- V10 Compact 2.0: The compact surge protective device has a ischarge capacity of up to 60 kA (8/20) total. It offers an integrated 3+1 solution for TN and TT network systems with a module width of 45 mm and high-performance varistor technology.
- MCF-NAR combined arrester: The spark gap technology built into the MCF-NAR combined arrester qualifies it for use in the pre-metering area in accordance with VDE-AR-N 4100.

The OBO surge protection portfolio also includes special solutions for MCR technology, data and information technology, potentially explosive areas and photovoltaic systems.

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Partner OPPLE

Efficiency, Flexibility and Durability.

OPPLE launches the new generation "Waterproof Performer".

Engineered for optimal performance in demanding environments, OPPLE's "Waterproof Performer" delivers up to 170 lm/W, ensuring high energy savings with bright, consistent light output.

Equipped with a power/wattage switch and, in selected models, a CCT switch, it allows easy selection between two colour temperatures—streamlining installation and reducing inventory complexity. For Human Centric Lighting applications, Tuneable White versions provide dynamic control over light colour, enhancing user comfort and well-being.

Compatible with BLE2 Smart Lighting and DALI2, the luminaire supports seamless integration into advanced lighting systems, giving users more control, better energy efficiency, and tailored lighting scenarios.

The redesigned fully removable endcap simplifies installation and maintenance, while vandal-resistant stainless steel ceiling clips ensure reliable mounting. Each unit includes 2.5mm² through-wiring by default, with an option for extra wiring for extended setups.



For added safety, EM versions are available to maintain illumination during power outages, ensuring compliance with emergency lighting requirements.

Ideal for both retrofit and new installations, the new Waterproof Performer combines robust design, intelligent features, and installer-friendly details.

Life Is On | Schneider Electric

Make sustainable IMPACT

Drive a decarbonized future with your digital partner for sustainability and efficiency.



Improved Performance plus Protection.

Phoenix Contact's ready-to-install device combiner boxes provide a simple solution to get the most out of PV systems.

In the All-Electric Society, green electricity is available reliably at all times and at affordable prices. Along with wind power, solar power makes a significant contribution to generating renewable energy. Experts who plan and install PV systems must ensure their high availability and performance. To this end, Phoenix Contact provides string combiner boxes (SCBs) from the Solarline product range for both small rooftop systems and for large ground-mounted systems.

The SCBs collect and distribute the string currents of the solar panels. Furthermore, they monitor the system's performance and protect the individual panels against damage caused by surge voltages.

Depending on the equipment, additional functions can be added as an option. Examples include protecting the strings with string fuses and disconnecting the strings via DC switch disconnectors or DC fire department switches. The string combiner boxes are equipped with either SUNCLIX panel feedthroughs or with cable glands on Push-in terminal blocks to ensure maintenance free connections.

The preassembled connection boxes enable quick installation and startup. The compact solutions support inverter models from numerous manufacturers. It is also possible to create customer-specific SCBs.



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Delivering Instant Insights.

Schneider Electric's industrial PCs provide the real-real-time data analytics needed in digital transformation.

To strengthen their existing Human-Machine Interface (HMI) portfolio, Schneider Electric merged with the Japanese company Digital Electronics Corporation in 2017. This resulted in leading HMI brand "Pro-face" being rebranded and marketed as "Pro-face by Schneider Electric" which has been firmly at the forefront of the HMI evolution ever since.



Schneider's latest industrial PCs (IPCs) showcase the very best of this strong HMI expertise. Equipped with substantial computing capabilities and advanced connectivity, these sophisticated systems can handle large datasets, execute complex analyses, and deliver real-time insights.

The top of range Harmony P6 offers best-in-class visualization and control, as well as driving efficiency and productivity at the edge of the Schneider EcoStruxure platform. It's designed for seamless integration with existing systems, with a unified platform for data management and visualization. By processing data at the edge, it can identify patterns, detect anomalies, and provide predictive maintenance recommendations, all in real-time. This capability not only enhances the reliability and performance of industrial equipment but also reduces downtime and maintenance costs.

The evolution of industrial HMIs in recent years has been remarkable. Schneider Electric's IPC solutions are at the forefront of this revolution, offering industrial companies an intelligent window to the critical real-time data they need from the control room to the plant floor and beyond, to make faster and better decisions, anytime and anywhere.

Efficient Automation for Increasing Demands.

The new SIMATIC controller generation from Siemens.

The demand for automation solutions in the lower and mid-performance range are diverse: systems must respond flexibly to market requirements and continuously increase productivity during operation. At the same time, cost pressure remains high in this segment. The new SIMATIC S7-1200 G2 controller generation from Siemens offers a smart solution with increased data transparency, efficient motion control, and safety functionality - all within a scalable, compact system.

These controllers not only enable faster program execution but also support more sophisticated motion control applications, such as for conveyor systems, processing operations, or handling applications. PROFINET IRT allows for cycle-synchronous communication with drive technology.

They new controllers also excel in machine safety: safety functions are directly integrated, and the new hardware concept - with perfectly tailored expansion modules - ensures flexibility and efficiency, especially in terms of cost optimization.

Another highlight is the increased data transparency. Diagnostic and device data can be read directly via NFC (Near Field Communication) using a smartphone — without a display or additional hardware. For example, IP addresses can be



conveniently configured via an app, or machines can be quickly put back into operation in case of a fault.

For distributors, SIMATIC S7-1200 G2 is a perfect portfolio element to offer provide their customers with a powerful and cost-efficient controller for all applications in the lower and mid-performance range — seamlessly integrated into Siemens' TIA portfolio.

Partner Signify

Environmentally Responsible and Efficient.

The new Philips MASTER LEDtube T8 EM/mains from Signify contains an average of 40% post-consumer-recycled (PCR) plastic.

Signify has announced that it has strengthened its circular lighting portfolio with the launch of Europe's first LED tube made with recycled plastic. On average, 40% of the plastic content of the new Philips MASTER LEDtube T8 EM/mains is made of post-consumer-recycled (PCR) plastic. This is typically made of materials that have been recovered and processed after being used by consumers – for example fishing nets, water jugs and car headlights.



In practical terms, an installation of 1,000 LED tubes uses the amount of recycled plastic equivalent to the weight of 2,500 0.5l PET bottles.

Of course, neither the tube's performance nor efficiency has suffered. With a luminous efficacy of up to 185 lm/W, the T8 has a B-class energy efficiency label. Its lifespan of 75,000 hours reduces the frequency of replacement, but when that time comes, this can be done without changing existing luminaire fixtures, which avoids further waste. At the end of its life, the tube can be easily dismantled and re-enter the recycling process.

The solution is suited to many different applications, including offices, schools, and warehouses, and can be installed anywhere, working with EM ballasts or rewired directly to the mains. It also has a robust build quality and shatterproof plastic design, tested according to IEC 61549.

When upgrading from fluorescent tubes, users can expect a full return on investment in less than five months and substantial yearly savings in energy costs.

More Efficiency in Day-to-Day Business.

With TRILUX's versatile "twenty3" range of luminaires the right solution can be found for almost any project.

TRILUX twenty3 - with a wide selection of luminaires for office, industry and outdoor areas - offers innovative lighting solutions for the day-to-day business of electrical wholesalers and electricians.

The All-In luminaires combine multi-lumen and multicolour technology. The light intensity and light colour can be individually adjusted on the luminaire and flexibly adapted to the requirements of the respective area of application.

Installing the luminaires is quick and easy, which saves electricians a considerable amount of time. In addition, the sophisticated design of the luminaires ensures seamless integration into existing installations so that refurbishment jobs are also simple.



All the TRILUX twenty3 luminaires are ENEC-certified and with a five-year guarantee, electricians and electrical wholesalers can rely on a long-term and stable solution.

The TRILUX twenty3 range thus offers a high level of investment security and ensures long-term customer satisfaction.

www.trilux-twenty3.com

TRILUX twenty3 All-In luminaires have several light colours and luminaire luminous flux levels that can be adjusted during installation.

Partner Weidmüller

FEGIME.COM

The Future of Wiring.

Weidmüller's SNAP IN connection technology is revolutionizing industrial connectivity.



Designed to simplify, accelerate and automate cabinet wiring, Weidmüller's award-winning SNAP IN technology is at the forefront of innovation.

The advantages:

- **It's simple:** no tools, no conductor preparation—just insert the wire.
- **It's fast:** the preloaded spring mechanism triggers instantly upon insertion.
- **It's safe:** a clear "click" sound and visual indicator confirm a secure, gas-tight, vibration-proof connection.
- **It's ready to robot:** SNAP IN supports fully automated wiring, making it ideal for Industry 4.0 environments.

Weidmüller integrates SNAP IN across key product lines:

- **Klippon® Connect Terminal Blocks:** Optimized for robotic handling and laser marking, ideal for high-volume wiring.
- **RockStar® Heavy Duty Connectors:** Reliable, fast connections in demanding environments like rail and automation.
- **OMNIMATE® 4.0 PCB Connectors:** Hybrid-ready for power and data, with tool-free, secure connections.
- **Push Pull Power Connectors:** Enable quick, easy, and safe assembly with SNAP IN, ensuring efficient cable preparation for high-volume applications.
- **And coming soon PROeco II**: The world's first power supply equipped with SNAP IN technology, setting a new benchmark for easy connectivity.

In short, SNAP IN enables faster installations, reduced labour costs, and future-proof automation capabilities.

SNAP INto the Future: simple, fast, safe and ready-to-robot



Lead the pack through top tech with innovative lighting from Signify

As the world leader in lighting we have made it our mission to provide you with high-quality lighting products, systems and services. With our innovations we contribute to a brighter world, making people's lives safer and more comfortable, businesses and cities more energy efficient, productive and liveable – and the world more sustainable.

Philips UltraEfficient LED lamps

PHILIPS

Philips UltraEfficient LED lamps are your ultra good answer to all your customers' sustainability demands! Thanks to a great technology breakthrough, they are recognized by their high efficacy and help your customers to immediately save energy compared with standard LED alternatives.

- Save from 32% to 62% energy compared with standard alternative products[2]
- Attractive payback times
- Very long service lifes of up to 100,000 hours[3]



[1] This icon has been developed by Signify and is used as a self-certification for the Philips UltraEfficient lamps and luminaires meeting the standards of EU Energy Label A or B (lamps) and tier 3 in IEA 4E SSL ANNEX (luminaires).
[2] Energy savings of the UltraEfficient products compared with the Philips standard alternative products: Philips MASTER LEDbulb UE 4W A60 saves 50% compared to Philips CorePro LEDbulb A60 60W; Philips MASTER LEDtube UE EELA 1500mm 17.6W saves 32% compared to Philips CorePro LEDtube EM/mains Ultra Output 1500mm 25.9W operating on direct mains; Philips MASTER LEDspot UE 50W EELA saves 55% compared to Philips LEDspot GU10 50W; Philips MASTER SON-T UE 42.8W saves approx. 62% energy compared to Philips SON-T 100W E40 lamps (incl. 10W ballast losses) operating on direct mains.
[3] For Philips MASTER LEDtube UE

Learn more at philips.com/ultraefficientprof

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