

voice

NEWSLETTER
01.2014



Editorial

In May at our meeting in Dublin I began my year's Presidency of FEGIME. Our rotational system for the Board of Directors has proven its worth because each of us has differing experience, a differing point of view and a differing

focus. And it is exactly this differing experience, these differing points of view and this differing focus that gives our organisation its strength – and its unity!

One of my privileges as President of FEGIME is that I can officially thank whoever I want. So I should like to take this opportunity to thank Antonio Trancho de Oliveira for his three-year stint on the Board, including of course his final year as President. We all appreciated his calm, intelligent and committed work throughout this whole period. He has made a great contribution to the strategic and economic growth of FEGIME.

Now - together on the Board with Jane Gower and Christian Fischer – I would also like to help FEGIME continue to develop just as successfully. All the signs are positive this year. In January we were pleased to welcome a new member from Latvia and at the end of the first quarter FEGIME at European level was finally back in the growth area for the first time in many months. Europe is on the way to recovery.

Our projects will assure our continued growth and make us even more attractive to potential new members. The European Database and the FEGIME Academy training initiative are making excellent progress. This is how we are generating value and becoming increasingly unique in our sector. These are not just "marketing gags" but real added value for member wholesalers and partner suppliers alike. To all potential new members I say: Come to FEGIME and see for yourselves!

Marian Nowak

FEGIME

Rapid Progress

[The European Database and the FEGIME Academy: only a year after the Congress in Budapest both projects are making rapid progress. Here is a report on the current status.](#)

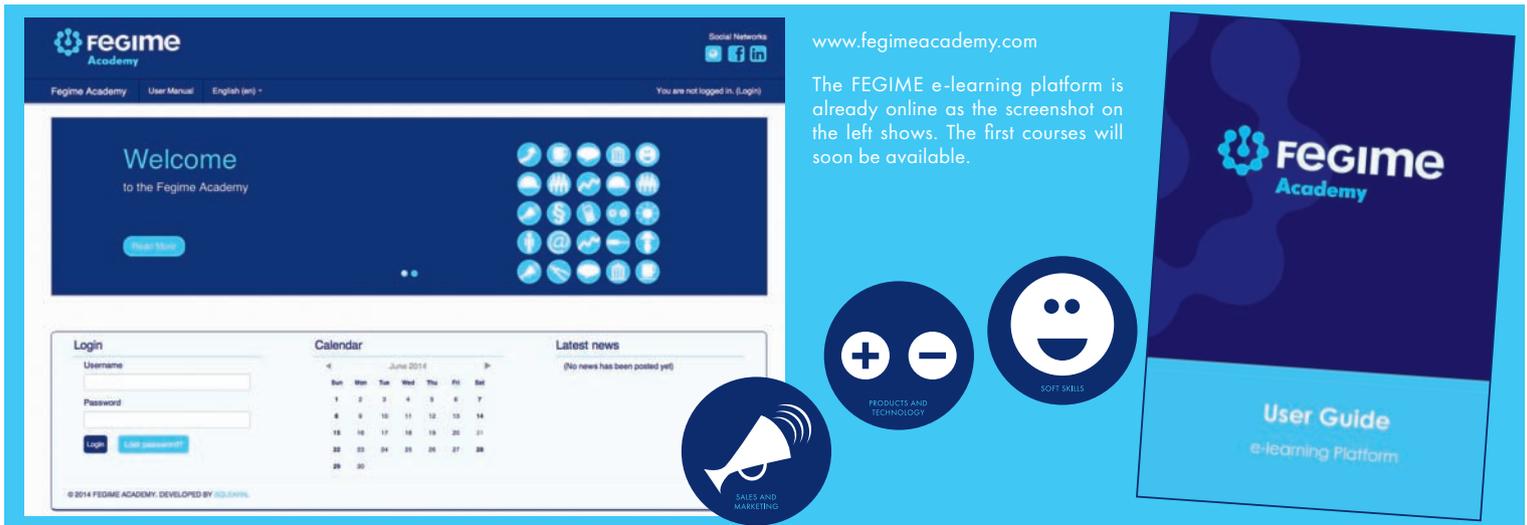
The efficient and committed cooperation between the FEGIME National Organisations and the IT Department in Nuremberg have led to some very positive results: in just one year seven national organisations have started using product data from the central database in Nuremberg. Currently Greece, Hungary, the Netherlands, Poland, Portugal, Russia and Spain are taking part in the exchange of data. Our colleagues from FEGIME United Kingdom are soon to follow.

Of course the ETIM standard is of the utmost importance. At the push of a button it is possible to switch from one language to another... >>

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>> ...“But it is not possible to do everything by using standards,” Klaus Schnaible, IT Manager at FEGIME Deutschland, explains. “That is why at the moment we are testing a tool which enables texts to be reworked if the product data are not accurate enough.” By using this tool every National Organisation will have the possibility of fine tuning its own data individually.

The “mother database” in Nuremberg enables the ERP systems of the members of FEGIME Deutschland to be updated automatically every night. This degree of user friendliness is the target for the rest of Europe. And FEGIME has already made good progress: in Greece and Spain the database is updated once a week.

This project is unique for an organisation of small and medium-sized electrical wholesalers and its importance cannot be exaggerated. “It is our database that makes it possible for us to work on the same level as the multinationals,” says Klaus Schnaible.

To coordinate the next steps in the process of creating the biggest database in our sector the IT experts from the member organisations want to meet in the autumn.

Training for the Future

FEGIME Future is also playing a very active role in the promotion of the FEGIME Academy. And FEGIME’s major training initiative is making good progress, too. A visit to the Light+Building or a similar fair is enough to convince you just how important training is becoming in all the various fields in our sector. To give an example: the EU wants to save energy but the ambitious targets just cannot be reached using standard conventional technology. Systems will become more complex and consequently require more training.

FEGIME Future regards e-learning as an essential part of the project because it enables participants to learn where and when they want. The FEGIME e-learning platform has indeed already won

»It is our database that makes it possible for us to work on the same level as the multinationals.«

Klaus Schnaible
IT Manager, FEGIME Deutschland

recognition. It is currently online in a demo version but has been praised for its design concept by “Moodle News” the newsletter of the Moodle Learning Management System (e-learning software).

Recent FEGIME Future meetings have also been used to fill the platform with content. With help from ABB, Osram, Phoenix Contact, Schneider Electric and Siemens the first e-learning courses will soon be available.

A further component of the FEGIME Academy project is the training of our next generation entrepreneurs and managers of the future: FEGIME Future. This FEGIME Advanced Management Programme (FAMP) will culminate in a “Mini MBA” qualification and the emphasis is on annual teaching sessions tailored to FEGIME’s needs. FEGIME’s principle partner and coordinating business school will be Católica Lisbon. Together with FEGIME Future this top school of business and economics is already preparing the first course in the programme which will be held October 12th – 18th this year in the Portuguese capital. Cooperation for the next two years with other major schools in different European cities is also in the pipeline.

FEGIME Future members should save the date – and those who would like to join the group are very welcome to contact their National Organisations or FEGIME Head Office in Nuremberg for details.



Together with FEGIME Future the Católica Lisbon School of Business and Economics is coordinating the tailor-made FEGIME Advanced Management Programme. Below: a view of the campus in the Portuguese capital.



© Católica Lisbon

www.fegime.com



Vincent Hurel, ABB's Global Distribution Channel Manager, shows FEGIME a selection of new products.



All smiles at the Hager stand: left, Peter Caldwell; right, Daniel Hager.



Many colleagues from different FEGIME countries visited the fair in Frankfurt to find out about innovations.

light+building

An Exceptionally Good Fair

The number of visitors, the number of exhibitors, the atmosphere: the Light+Building 2014 was a huge success in every respect. The first day of the fair already set the mood because on Sunday evening the first good statistics were published: 12% more visitors than two years previously. And the fair continued in the same way. Wonderful spring weather and impressive statistics left, right and centre: 211,500 trade visitors (2012: 195,582), 2,458 exhibitors (2012: 2,302) on an exhibition area of 245,000 square metres (2012: 235,000).

Thus the Light+Building was able to confirm its role as the leading international fair in our sector. For fairs in Germany and for the exhibitors it is always important how many visitors come from other countries. There were concerns that the strikes at Frankfurt airport could have a negative effect. But luckily this was not the case as almost every second visitor came from outside Germany. FEGIME made its contribution to these statistics. All over the fair you bumped into FEGIME colleagues gathering information about new products from our partner suppliers. Walter Mennekes' words

echo the feelings of many others: "An exceptionally good fair!"

Focus On Energy Efficiency

Also this year the focus was on energy efficiency. The motto of the fair made this very clear: "The best energy is energy that you don't use." In this respect many suppliers were offering innovations and solutions that not only reduced the energy consumption of a building through intelligent automation but also improved comfort at the same time. These solutions are therefore not only ecologically important but also economically attractive.

The Light+Building 2014 also marked the final breakthrough for LED. It has already been a joke for years that you could also call the fair the "LED+Building". But in the past the technology was still in its infancy. In the meantime LED technology can be used in almost every application, as could be seen on the stands of our partner suppliers.

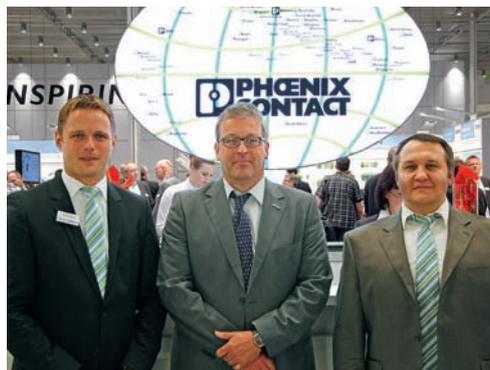
One thing becomes clearer and clearer: as semiconductors LEDs really belong to the "IT world" so they are much easier to integrate into modern building automation than conventional lamps. The possibilities for controlling lighting are certainly just as interesting as the high energy efficiency levels. LED technology combined with an intelligent light management system makes it possible to reduce electricity bills by up to 70%.

The next Light+Building will take place 13th-18th March, 2016.

light-building.com



Letizia Mariani (centre), Philips Lighting Europe Market Leader, joins FEGIME colleagues from Greece and Ireland on the tour of the Philips stand.



Tobias Klus (left) from Phoenix Contact HQ introduced David Garratt, Managing Director of FEGIME (centre), to his Russian colleague (right).



Intelligent solutions and energy efficiency are important topics. The Theben team is happy to welcome the colleagues from FEGIME Israel to their booth.

FEGIME Hellas

FEGIME Hellas is the market leader in Greece and is working to widen the gap.



From Products to Solutions

Through strong management FEGIME Hellas – consisting of the company Kafkas – has been able to improve on its leading position on the Greek market for many years now. The latest developments have been the opening of four new outlets between December 2013 and the Annual Meeting at the beginning of March in Athens. With the new subsidiaries in Rethymno, Corinth, Sparta and Kozani the total number of Kafkas outlets has grown to 41.



Discussion panel at the Annual Meeting in Athens.

At the Annual Meeting in Athens the major topic was the identification of opportunities for further growth. Almost 150 participants representing all departments and outlets met to discuss the company’s strategy and key actions for the coming year. International technological trends were analysed in the context of the evolving social and economic environment. Partner suppliers had also been invited and guests from Philips, Schneider Electric and Siemens made valuable contributions to the discussions from their perspective.

The event showed that technical developments indicate a clear direction: away from individual products towards integrated solutions. To give a simple example: a lot of energy can be saved by using LEDs but if they are integrated into a building automation system a much higher level of energy efficiency can be achieved. Technologies are interlinking and converging. Traditional factors such as range, availability of the products or logistics are still important but the competence to offer systems is of ever increasing importance. FEGIME Hellas will be shifting its strategic focus accordingly.

Kafkas attach great importance to the training and motivation of their approximately 600 employees. The internal awards presented at the event are part of this process. Kostas Dougeris (Store Manager of the Moschato outlet) received the award for the “Best Store of 2014” and Vasilis Foniadakis from Crete for having obtained the



The Theben and FEGIME Hellas teams at the Theben HQ and production facility in Haigerloch - near the Black Forest - to finalise the details of the agreement to make FEGIME Hellas sole representative in Greece.

highest customer satisfaction scores in a survey conducted at the end of last year. This commitment to the workforce has now been honoured by an external organisation. FEGIME HELLAS ranked among the top ten shortlisted companies in the “Best Workplaces 2014” survey conducted by a Greek business school in the category “large companies” (251 or more employees).

Sole Representative for Theben

When they joined FEGIME last year our Greek colleagues saw few opportunities for cooperation with Theben. But that has changed very quickly and comprehensively: FEGIME Hellas has now become the sole representative for Theben in Greece.

At the Theben HQ in Haigerloch in South-Western Germany the FEGIME team led by Vasileios Chatzikos, Director Marketing & Product Management, was able to finalize the details with Thomas Sell, Theben’s Chief Sales Officer, and Area Sales Manager, Edwin Soltek.

The topics included training sessions, the exchange of product data, technical support and logistics. This provides further proof that FEGIME has launched the right projects: the European database and the FEGIME Academy make short work of two of the four points – the rest is daily business for such a competent partner. “We are happy to have found such a professional and dynamic partner,” said Thomas Sell. “With FEGIME’s support we will be able to double our turnover in Greece within the next five years.” Super - that goes for FEGIME, too!

Congress 2015

25th Anniversary in Athens

Who is Europa? If you take a good look at a 5 Euro note, you will see that the watermark is the portrait of a woman: Europa. If you read Ovid's "Metamorphoses", you learn that the Greek god Zeus is unfaithful. Like all women his wife, Hera, senses this and is not at all pleased about his affairs. When Zeus falls in love with the beautiful, young Europa the question is of course: what about Hera? Usually in situations like this Zeus transforms himself – and this time he chooses the form of a bull and proceeds to woo Europa. As Zeus is a very attractive bull she lets him carry her off on his back.... and the rest is history.

What role does FEGIME play in all this? This question can only be answered in the birthplace of Europe/Europa. That's why from **21st – 23rd May 2015** our Greek colleagues are hosts to the FEGIME Congress. Wonderful locations in Athens have been booked to make sure the Congress comes up to expectations as one of the leading events in our sector. Interesting topics, a Congress hotel on the shores of the Aegean, the Acropolis – and much, much more.

As if that were not enough already, there is an additional reason to come: FEGIME is celebrating its 25th Anniversary in Greece. So save the date! At the beginning of 2015 Head Office in Nuremberg will be sending out all the details and the usual registration forms. Welcome to Athens!

www.fegime.com



FEGIME España

The Return of Matel

The latest economic news from Spain is good. The Gross Domestic Product (GDP) rose in the first quarter and economic programmes are planned to support the recovery. Nevertheless things are still far from rosy. Our Spanish colleagues remind us that between 2009 and 2013 the market decreased by 60% and new players are getting involved as well.

Intelligent strategies have enabled FEGIME España to consolidate and defend their role on the Spanish market. For their latest initiative they have chosen a proud, historical name: Matel Group. Matel was the name of the organisation founded in 1986 which later became FEGIME España. The new Matel Group is a joint venture between the companies Covama, Anpasa, Urgón and Cairó. Luis Collado Garcia-Margallo is Managing Director.

"Our goal is clear," he explained. "We want to exploit business opportunities, minimize risks,



reduce fixed costs and gain market share." The members of FEGIME España support this initiative and unanimously accepted the Matel Group as a new member of FEGIME at the first General Assembly of the year.

The first step was the opening of a centre in Valladolid, capital of the autonomous region of Castile and Leon. Valladolid was chosen to boost

business in a province with substantial economic activity and an important industrial market.

And they do not intend to stop there, as Luis Collado Garcia-Margallo explains: "We have several proposals and projects on the table for new openings and we are studying them all in detail." The Matel Group does not regard itself as an exclusive club but aims to promote the benefits of FEGIME and attract other distributors to the organisation. At the end of the day it is most important to support the member businesses of FEGIME España: "Unity is strength," said Luis Collado Garcia-Margallo. "It is only by learning from each other and joining forces even more that we will be able to face future challenges in a sustainable and profitable way."

www.fegime.es

FEGIME Future

The last two FEGIME Future meetings with partner suppliers Siemens & Eaton provide fascinating insights into the future.



Future Travels

At the beginning of May FEGIME Future went on a trip to the future. They had been invited by our European Preferred Supplier Siemens to a truly spectacular venue: The Crystal, their sustainable cities initiative in the London Docklands that was opened in 2012. The building contains the world's biggest permanent exhibition on this topic but is well worth a visit in its own right. Its design is inspired by the many sides of a crystal and beside the exhibition it also contains conference and innovation centres.

In London FEGIME Future examined a megatrend: cities. Cities are the growth drivers of our future. Although cities only make up 2% of world landmass half of the world's population are already city dwellers, and their number is rapidly growing – a trend that will continue. It is estimated that by 2050 6.3 billion people (68% of the population) will live in cities. But cities will also account for the biggest share of energy consumption (75%), CO2 emissions (80%) and environmental impact. So cities are where we can make a difference.

In order to protect cities for future generations, we need to balance their overall environmental impact and make better use of finite resources. Urban residents need clean air, potable water as well as security. They need efficient buildings, a reliable power grid, an effective infrastructure and capable mobility solutions. The good news is that many of the technologies required for this vision are already available - and on show at The Crystal.

The Crystal is one of the world's greenest buildings as it consumes 50% less energy and emits 65% less CO2 than comparable buildings. It is all-electric and uses solar power and a ground source heat pump to generate its own energy. That means no fossil fuels are burnt within The Crystal. The building incorporates rainwater harvesting, black water treatment, solar heating and automated building management systems.

FEGIME Future had no problem analysing the situation: most of these systems fall within the jurisdiction of the electrical sector. And within the Siemens range as this FEGIME partner is in a position to supply almost everything from power stations via trains to wiring accessories for private households. Siemens presented some impressive examples from various innovative projects throughout the world.

Modern systems require a lot of know-how. And the visit was very useful in this respect, too: FEGIME Future learned how a global organisation trains its employees. This fitted in well with the FEGIME Academy project that was developed further in London. Siemens has generously pledged full support to this project.

What could be the result of FEGIME Future's commitment? At their first meeting of the year with FEGIME Future European Preferred Supplier Eaton suggested a fitting answer: "Breaking Records Together". This was the motto chosen by the Eaton team for the meeting at their HQ on Lake Geneva. At the International Olympic Museum in Lausanne FEGIME Future could see the reason why the Eaton team had chosen it.

The working topic they selected was "Managing Growth" – something that has been of vital importance to them – and FEGIME - in recent years. To illustrate and present to FEGIME Future all the possibilities "New Eaton" can now offer they had assembled their top European team led by Frank Campbell, President Eaton Electrical EMEA. They shared some of their best practices; presented tools the young FEGIME entrepreneurs could use to assess their own businesses and in workshops discussed possibilities of growing the cooperation in the future.

And of course the FEGIME Academy was on the agenda in Switzerland. The project is on schedule – please see the status report on Page 2 of this newsletter.



The Siemens and FEGIME Future teams in London.



FEGIME Future take the opportunity to get to grips with the "New Eaton" range of products in Switzerland.

www.eaton.com
www.thecrystal.org

Products

Phoenix Contact presents ten new power supplies from the »Uno Power« Series.

Efficient and Compact



»Uno Power« power supply units, now available in 15 different modules, offer output voltages from 5 to 48 V DC. Their high power density and compact control cabinets speak for themselves. They also have no problem handling loads of up to 100 W.

The three housings, with dimensions of 22.5/35/55 x 90 x 84 mm (width x height x depth), each offering a high power density of 240 W/dm³, save space in the control cabinet. Power supply units providing output voltages of 5, 12, 15, 24, and 48 V DC are available in 25, 30, 40, 55, 60, 90, and 100 W versions.

But what the power supply units really offer is energy efficiency. Thanks to low no-load losses of less than 0.3 W and optimized efficiency ratings, these power supply units are very economical. With an efficiency of up to 90% at nominal load, only a small fraction of the electrical energy is converted into unwanted heat.

The range is UL certified and features a wide-range input, a crucial prerequisite for worldwide use. Uno Power can handle input voltages from 85 to 264 V AC, resulting in reliable operation even in the event of mains grid voltage fluctuations.

If the input voltage ranges from 264 to 575 V AC, then the 2AC device, which offers 24 V and 90 W, is to be recommended. Phoenix Contact offers two modules, both with 90 W output power, suitable for applications that require certification in accordance with UL 1310/508 Listed Class 2.

With an extended mains buffering time of up to 140 ms under full load and MTBFs (Mean Time Between Failure) exceeding 500,000 hours, these power supplies prove to be exceedingly reliable. Outdoor use is also no problem thanks to a broad operating temperature range of -25 °C to +70 °C.

www.phoenixcontact.com

Products

Plug, Twist, Power!

Faster is better. This also applies to the cabling of solar systems. This is why the handy photovoltaic plug-in connectors from Weidmüller stay firmly in your grip in all situations and can be installed very quickly without the need for any additional tools.

The PV-Stick is installed in three easy steps in keeping with the slogan: "Plug, twist, power!" First of all, the conductor is stripped. The second step is to make the direct contact without pre-crimping. The slide in the pre-assembled plug-in connector pushes back the spring for the cable connection and the bared conductor is simply inserted into

the slide. This design feature ensures a separation of mechanical and electrical functions. When the slide is inserted, it is pushed by the conductor insulation, so that even finely stranded wires are not fanned out during insertion but remain together. The locking mechanism can be clearly heard and felt. In step three, the screw cap is tightened for strain relief and sealing.

The process can be made even easier by using the »multi-stripax PV«. This tool from Weidmüller is the first industry-specific multifunctional tool for cutting and stripping solar cables. These

are usually double insulated, which so far has made working on them quite a challenge. This tool can remove both layers of insulation in a single operation.

www.weidmueller.de



FEGIME Ireland

Signs of optimism: with the Irish economy stabilising Euro Sales opens new flagship premises.



Fit for the Future

Euro Sales has operated in Ireland since its foundation in 1972 and has managed three branches in the capital city, Dublin. In February 2014 new flagship premises in Glasnevin, North Dublin, were launched just a stone's throw from the previous building which the company had outgrown.

These purpose-fitted premises comprise 5,700 square metres, with a 2,250 square metre double height mezzanine (approximately 19,000 sq ft.). The unit was acquired to accommodate the expansion of the business and to act as its new central hub. It includes a trade counter area,

offices, a state of the art lighting showroom and extensive warehousing capabilities. In tandem with the project, the company also introduced a new ERP system to streamline the operation, active across all branches.

The official opening took place on 24 February 2014 with Cel O'Reilly, Managing Director Philips Electronics Ireland, as Master of Ceremonies. Many other FEGIME Preferred Suppliers were also in attendance as well as family and friends. Already much new interest has been shown in the company as a result of the investment. With the Irish economy stabilising and an uplift in evidence,

Euro Sales is now well placed in the market to capitalise on these promising signs. The new venture is a symbol of an increasing optimism evident in the Irish business sector.

An integral part of the interior design and look of the premises was branding. The Euro Sales and FEGIME logos are very much in evidence. "Euro Sales has always been proud to be a member of FEGIME and embraces its core values," said Managing Director, Tony Cullen. "The FEGIME ethos is central to the running of our business and an important factor in our success to date." www.eurosales.ie

Products

Easy Charging for Electric Vehicles

As the developer of the "Type 2" plug Mennekes is one of the leading suppliers of charging systems for electric vehicles. Before the Light+Building it was announced that the Type 2 plug would be the common standard for the whole of Europe. This is a success for consumers and the electrical industry alike as the standard creates security for investment and the growth of interest in the sector. Mennekes has consequently expanded its comprehensive range and proudly presents the new generation of AMTRON wallboxes - state-of-the-art with regard to technology, functionality and design.

The customer can choose between models with a fixed charging cable and a charging connector or an integrated charging socket for a portable cable. The enclosure itself is the integrated cable hanger, thereby enabling both fixed and portable cables to be stored quickly and simply.

As well as the standard Type 2 models wallboxes are also available with a fixed cable incorporating the Type 1 charging connector. For Italy and France there are versions with Type 2 charging socket plus shutter function – this is currently the only product on the market that fulfils these local safety requirements.



Wallboxes are available with charging ratings of 3.7 kW, 11 kW and 22 kW to match the various charger ratings of electric vehicles on the market today. An optional integrated power meter displays the amount of electricity charged at any time.

Most variants have the prescribed safety switches and miniature circuit breakers already integrated. Thus any fault can be detected and rectified directly on the device via the multi-function button on the

front panel. This has several advantages: as a stop button it discontinues the charging process so that the charging cable is detachable from vehicle and – according to model – wallbox. For maximum uptime and convenience of service tasks, the button is used to reactivate the integrated residual-current device and miniature circuit breakers. Moreover, the periodic external residual-current device testing is done via this button without opening the wallbox, thus minimising service call out costs.

The wallboxes offer numerous authorisation options. This is important for applications where a parking space is not uniquely assigned to an individual (e.g. in hotel car parks or at blocks of flats).

The charging of an electric vehicle can also be initiated, paused and ended manually via remote control using the Mennekes »Charge APP« for smartphones or tablets. In addition the APP also provides the user with all the information about the status of the charging station, energy costs etc.

www.mennekes.de

Products

At the Light+Building Fair Busch-Jaeger presented new solutions for building automation.



Left: the nerve centre of the Busch-free@home® system. The System Access Point supports project planning, programming and visualisation. Right: the Touch Panel can be freely configured for simple operation.

For Intelligent Buildings

At the Light+Building Fair ABB and Busch-Jaeger presented a whole range of new solutions for building automation. For medium to large-scale functional-building projects the »Newron-System« offers new possibilities. Until now, ABB and Busch-Jaeger's comprehensive KNX portfolio ended with the connection of the KNX bus to the IT building network via an IP router. With the Newron System, KNX solutions can be integrated much more simply into the building automation.

The Newron System solutions enable the data exchange between different levels and protocols of the building automation and provide additional services (e.g. calendars). The system supports all the open protocol standards such as BACnet, LON, KNX, Modbus, OPC, M-Bus and Obix. This ensures maximum flexibility: devices from

different producers and with different standards can be integrated in one building and combined with each other.

For private households KNX can be "overkill", or simply too expensive. What is the solution when the consumer still wants a more "intelligent" system? In cases like this Busch-Jaeger's Busch-free@home system provides the solution. It is very simple and only a little more expensive than a conventional electrical installation.

Basically it is a bus system that requires a bus cable. In contrast to KNX, however, no software is necessary! The control centre of the system is the »System Access Point« which is used to set all the functions. This can be done via PC or tablet – even wireless. Pre-programmed sensor units

provide important basic functions ex works such as the switching of lights. In this way the system can be in use from the word go.

All functions can also be configured easily via PC, tablet or smartphone. This is particularly easy if you use the free app. In this way the lighting, a specific position of the blinds or a setting for the room temperature can be called up at the touch of a button.

www.busch-jaeger.de

Products

Practical Innovations

PEHA is a well-known German manufacturer which nowadays - just like Friedland - belongs to the Honeywell group. At the Light+Building Fair PEHA presented practical, new solutions for electrical installations.

The USB charging station is a blessing for the owners of smartphones, MP3 players, E-book readers and cameras. Up to now these devices had to be connected to a PC, a laptop or an external power pack to be able to charge the batteries. The USB charging station replaces

all that. Two 5V DC charging ports enable the simultaneous charging of two devices. If there is no cable connected, no energy will be used. With the appropriate cover frame the USB charging station can be integrated into numerous flush-mounted series readily available on the market.

LEDs are taking over the home. For this type of lighting PEHA has developed an LED dimmer. The flush-mounted dimmer can also be used together with incandescent lamps, high voltage halogen lamps and other ohmic loads. The dimmer is

compatible with the wiring accessories ranges of many major manufacturers.

In the wiring accessories sector BADORA will certainly be well received. Its charm results from the combination of a gentle curvature and a large rocker switch. Cover frames for horizontal and vertical installation make it a very flexible range. BADORA is available in the colours pure white, cream and aluminium.

www.peha.de



Left, the PEHA USB charging station; right, the LED dimmer.

Attractive and flexible: the BADORA series.



Historical photos of the old Moss Electrical site in London. Below, an impression of what is to become of it: a new development incorporating 336 flats and 14 light industry/restaurant units.

FEGIME UK

Opportunities on the Solar Market

Moss Electrical invests in new projects to exploit opportunities on the UK market.

Moss Electrical is one of the UK's largest independent electrical wholesalers and an important member of FEGIME UK. The company's own expansion and developments on the London property market have now enabled the company to invest in growth markets.

From 1992 – 2008 the headquarters of Moss Electrical was in Canning Town, East London. As the business grew it was decided in 2008 to relocate to a new 14,000 sq m (150,000 sq ft) distribution facility in Dartford, Kent, close to the M25 "London Orbital" motorway. This is an ideal location from which to service the company's growing client base across London and the whole of the South East.



2008 was, of course, not the perfect year to sell property. So for the past 6 years Moss Electrical has been working closely together with Cathedral Group plc to develop the old site in Canning Town and has just announced its sale. This is good news for the company, the developer and the people or entrepreneurs who will soon be living, working or dining in the 336 flats and 14 light industry/restaurant units that are to be built on the old site.

After completing the sale Managing Director, Robert Moss, commented: "The sale of our Canning Town premises has bolstered our balance sheet significantly allowing us to make several R&D investments into the residential and commercial Solar PV market. We aim to introduce a leading range of Solar PV products to our portfolio very shortly."

To readers from other FEGIME countries this will seem a surprising decision. In Germany for example – where the government has long since turned its back on nuclear power – Solar PV is under severe political pressure. In other countries the boom is also over – but not so in UK. Many analysts say that this year the UK market for Solar PV will become the biggest in Europe. Many large projects are in the pipeline.

Moss Electrical will make the most of the opportunities. At the beginning of the year the company announced that it had signed a contract with a powerful partner. "This agreement allows us to offer a comprehensive and innovative range to all solar installers across the residential and commercial sectors," said Operations Director, Lindsay Goubel.

Moss Electrical can be pleased with the manufacturer's comments. "We are continuously striving to select market leading partners," said the Managing Director. "And that is exactly why we appointed Moss Electrical. Their service, response

times, financial stability and support is first class." The FEGIME UK colleagues will certainly take this opportunity to continue on their expansion course.

www.mosselectrical.co.uk



Inspiration

"1000 Companies to Inspire Britain" is a study carried out by the London Stock Exchange Group. It examines and celebrates the strengths of small and medium-sized enterprises (SMEs) and their importance for jobs and generating economic wealth. In this way the London Stock Exchange wants to create a better economic balance and support reindustrialization. The electrical wholesaler Phase Electrical Distributors, member of FEGIME UK, was included in this exclusive list. Phase Electrical is an excellent example of the importance of small and medium-sized enterprises: in the last two years alone the number of jobs at the company has risen from 45 to 60.

www.1000companies.com

FEGIME Finland & Baltics

Since 1st January FEGIME has had a new member in Latvia so we want to take a closer look at this Northern European country and our partner Elektriķa.



Expansion in the Baltic

If you ask someone what they know about Latvia, you might get the answer that it is one of the Baltic States. But that is probably all most people would be able to tell you.

To put the record straight, it is the middle one of the three in terms of position, population and area: roughly the same size as Lithuania to the South but less populous and bigger than Estonia to the North. It has a population of just over 2 million, stretches a maximum of 210 km from North to South and 450 km from East to West and has a coastline of 494 km. Most of its territory lies less than 100 m above sea level and its highest point is a mere 311 m.

Throughout their history independence is something the Latvians have always fought for. From the 13th to the 20th centuries the country was ruled by Germans, Russians and Swedes. The Republic of Latvia as it is now known was founded for the first time in 1918, interrupted in 1939 and restored in 1991.

Since then it has made good economic progress and achieved one of the highest GDP growth rates in Europe. Latvia's economy grew by 50% between 2004 and 2007 but the global financial crisis hit the economy hard. By January 2010 unemployment had even reached 20%. However, Latvia emerged from recession fast and now there are very high hopes for the economy.

Politically it has continued to secure its independence by its alignment to the West, above all through membership of NATO and the EU in 2004.

An important further step in this process was taken on 01.01.2014 when Latvia joined the Euro Zone. To fulfil the criteria necessary for this the country



went through a severe regime of spending cuts to transform the damaged economy of 2008 into today's streamlined version with an exemplary, low National Debt. Many were against the introduction of the Euro but the government was determined not to make the same mistakes as others and is for example doing everything in its power to make sure prices do not rise substantially.

Tourism is one of the fastest growing sectors of the Latvian economy. This year the capital, the old Hanseatic city of Riga, has been designated European Capital of Culture by the EU. All year Rigans and tourists alike can enjoy concerts,

brehtaking exhibitions, modern art performances and many other amazing events.

All in all an interesting starting point for FEGIME's expansion in the region. Let's take a look at some hard facts: founded in Riga in 2009, Elektriķa – the new FEGIME member - is today one of the major players on the Latvian market. With 26 employees and 4 outlets they have almost doubled their turnover since 2011 and plan to increase further in 2014.

Elektriķa offers a full range of electrical products and – importantly - already works with several FEGIME European Preferred Suppliers. "This is an excellent opportunity for our group to grow even closer to our partner suppliers," said Markus Eronen, President of FEGIME Finland & Baltics.

David Garratt, Managing Director of FEGIME, is very pleased by the prospects: "With Elektriķa we are strengthening our presence in the Baltic states for the long term because at Elektriķa the second generation is already involved in the business. This is very important for a group of independent family businesses."



The colleagues from Finland and Latvia signing the contract of membership.

Products

The new V20/V50 conductor series from OBO: a new design and even more features and performance.



Safe and Attractive

Where lightning strikes and voltage surges endanger electrical installations, OBO products provide reliable protection. In their own testing centre, the OBO developers are always trying out new ideas to offer state of the art solutions. And the new V50 combination and V20 surge conductor series - an important part of the comprehensive lightning and surge protection systems - are no exception.

The conductors have many features that simplify installation and fulfil the latest safety standards. Mismatching is avoided by an unmistakable voltage and type coding thus ensuring that the upper and lower sections of the arrestors are always clearly matched.

Newly developed soft-release contacts in conjunction with a catch mechanism secure the upper sections of the protection elements even under the toughest physical conditions. Grip areas are ergonomically designed to assist in comfortable handling. A clearly audible click ensures that the installer knows when the arrestors snap dependably into place without vibration. Even more service is provided by the optimised specification label. By using the QR

code printed on it full traceability on every arrestor upper section is guaranteed. The website address provides further user information.

The V20 series Type 2 surge arrestor is designed to be used above all for equipotential bonding in main and sub-distribution boards. It provides surge protection compliant with VDE 0100-443 and has a conducting capacity of up to 40 kA per pole.



Unmistakeable voltage and type coding ensure that the upper and lower sections of the arrestors are always clearly matched.

The lightning current combined arrestors Type 1 & 2 of the V50 series provide equipotential bonding for lightning protection compliant with VDE 0185-305 for buildings of categories III and IV. Their lightning current conducting capacity is up to 12.5 kA per pole.

The conductors are all made of halogen-free and UL-listed plastic material that meets the latest standards. They have also changed optically. From now on the new design of the lightning and surge protection logo makes them – and all the other OBO lightning and surge protection products – very easy to recognise in any installation.

The new series of conductors will be available from August.

www.obo.com



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MEETINGS

- 27.07. – 28.07.14 Board of Directors, Paris
- 17.09. – 19.09.14 General Assembly, Lisbon
- 12.10. – 18.10.14 FEGIME Academy Module 1, Lisbon
- 20.10. – 21.10.14 Board of Directors, Frankfurt
- 19.11. – 21.11.14 Shareholder Meeting, Munich/Freising