

# voice

NEWSLETTER  
02.2018



## Editorial

In his internal Christmas Letter to us David Garratt described all that we achieved in 2018. As great as those successes were, I don't want to repeat them but prefer to look to the future.

Let's start with FEGIME Latam who will be joining us from January 2019. At the beginning of December our Argentinian friends completed their fusion with the "Unelec" group to cement their position as Number 1 on the market. I would like to take this opportunity to welcome our new members and their families to FEGIME! The European idea of family businesses working together to develop solutions for the future is also becoming increasingly attractive on the other side of the Atlantic.

And that is a trend that we are doing our utmost to promote: at the beginning of December FEGIME Deutschland purchased a majority share in the software house Geneon. We all value this company that – to name just a few of its achievements – has developed and provided tools for our international database and for FEGIMEmedia. With Geneon we have ensured the availability of more resources for research and development. In this way we will be able to support our personal service with up-to-date digital tools.

This acquisition also supports our "Strategy 2020+" which I will not go into here. This strategy will be presented at our Congress in Nice – that will also be a highlight in the coming year!

I wish you all a successful start to a Healthy and Prosperous 2019 – see you in France!

Kerstin Steffens

## FEGIME Latam

From 23<sup>rd</sup> to 26<sup>th</sup> October representatives of our sector were invited to meet FEGIME Latam in Buenos Aires. The topic was the future - and that looks very bright. Just before they officially became members on 1<sup>st</sup> January the new group has grown.

## A Fantastic Start

In October representatives of 16 of our Strategic Preferred Suppliers travelled to Buenos Aires to meet up with newly founded FEGIME Latam. At our Argentinian colleagues' first Supplier Event they wanted to experience at first-hand what opportunities cooperation in South America could offer.

Day One began with presentations of FEGIME, FEGIME Latam and the Argentinian economy - which is currently going through a crisis. Our Argentinian friends could do little to influence the external factors, but they were very happy to show their guests their set-up. In the afternoon, a visit to member wholesaler... >>

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>> ... "Pelba" – today managed by second-generation owner, Maximiliano Massa - showed that they can withstand any international comparison.

It was a similar story on Day Two. The group was shown around "Electricidad San Martin" by Past President of Redelec, Pablo Balan, who described the many group activities his company is involved in - including a pilot digital project to integrate data from the FEGIME database into the webshop. Highlight of the tour of the company was the vertical warehouse system which has enabled Electricidad San Martin to improve picking efficiency considerably.

This fast integration is no coincidence. Inspired by their meetings with our Spanish colleagues, the Redelec group have long since adopted numerous, similar projects such as CRM, a next generation group, training and the constant monitoring of members and suppliers alike.

"We invited our industry partners to show what our growth in South America means for everyone," said David Garratt, Managing Director of FEGIME. "Judging by the comments of our guests, I conclude that we were successful." And yes: insights into Argentinian culture (including Tango) and the sightseeing in Buenos Aires were also well received.

David Garratt would have liked to tell the guests the latest news – but the agreement wasn't officially signed until 5th December. It could hardly be a better start: with the fusion between Redelec and the Unelec group – number 2 on the market – FEGIME Latam enters FEGIME as clear market leader in Argentina with a share of 52% in the industrial market. This takes the total of members up to 25 with 44 outlets and 1,400 employees.

And the expansion is not over yet: "Discussions with independent electrical wholesalers from

Uruguay, Bolivia and Peru have already begun," said the President of FEGIME Latam, Fernando Gonzalez.

FEGIME President, Willem Schuurman, had also travelled to Buenos Aires. He summed things up perfectly: "I have travelled thousands of kilometres to meet people with exactly the same mindset as ourselves: independent family businesses that are committed to working together to remain independent into the next generation. It is a perfect fit!"

[www.redelec.com.ar](http://www.redelec.com.ar)



# Welcome to Nice!

The 16th FEGIME Congress in Nice is only a few months away. From 30th May till 1st June we will be the guests of FEGIME France. The programme is almost finalised.

We can look forward to some nice spring days on the Mediterranean and the presentation of a dynamic organisation with a strategy for the coming years.

Save the date! At the beginning of 2019 Head Office will be sending out all the information for registration which this year will take place online.



FEGIME Deutschland

More IT resources for all countries: FEGIME Deutschland purchases a majority share in the software and systems provider Geneon GmbH.

**CHRISTMAS OFFER**  
Valid to 01.12. - 24.12.2018

tomática verano/invierno; Tipo de montaje: Conexión de adaptador con salida de toma; Intensi- tensión de alimentación: CA; Tipo de reloj: Reloj con día / 3567711 TIMER26WEISS

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Tipo de accionador: Red eléctrica sincrónica; Modelo: Analógic tomática verano/invierno; no; Tensión de alimentación de f montaje: Conexión de adaptador con salida de toma; Intensi- tensión de alimentación: CA; Tipo de reloj: Reloj con día / 3567724 TIMER26IP44WEISS

Grado de protección (IP): IP20; Tiempo de conmutación

Tipo de accionador: Red eléctrica sincrónica; Modelo: Analógic tomática verano/invierno; no; Tensión de alimentación de f montaje: Conexión de adaptador con salida de toma; Intensi- tensión de alimentación: CA; Tipo de reloj: Reloj con día / 3567716 TIMER027WEISS

Geneon also programmed FEGIMEmedia, our easy-to-use web2media tool. This tool can be used in all languages, as these examples in English and Spanish show.

# Even More Digitally Competent

On 4<sup>th</sup> December FEGIME Deutschland purchased a majority share in the software and systems provider Geneon GmbH retrospectively as of 1<sup>st</sup> January 2018. Geneon's technology is already being used in many FEGIME countries. The company is the provider of - to name just a few - both the web2media tool FEGIMEmedia and the ELECTROtools app, as well as tools for our international database. In addition, at its two locations in Nuremberg and Berlin, Geneon creates software for a whole range of well-known companies from various sectors and runs its own data centre.

Deutschland. "With our investment in Geneon we will be able to develop existing solutions and invest even more intensively in research and development. This is a significant move to provide first-class support for all the digital services of our family businesses."

skilled IT professionals," explains Kerstin Steffens, Board Member of FEGIME and President of the Board of FEGIME Deutschland. "That is why Geneon should continue to work for customers in other sectors. Only exchange and learning bring innovation and progress."

Managing Director and founder of Geneon, Yong-Harry Steiert, is looking forward to the future cooperation: "We have been working very closely with FEGIME now for 18 years. Having FEGIME Deutschland as a majority shareholder will provide an impetus both to our continued growth and to new innovations."

David Garratt, Managing Director of FEGIME, is also enthusiastic: "These new resources will enable us to push ahead even more intensively with the expansion of our digital services."

"Already today we have many differentiators to offer as far as digital services are concerned," says Arnold Rauf, Managing Director of FEGIME

"In the race for the best brains, Geneon will create an ecosystem in our community to attract highly

[www.fegime.de](http://www.fegime.de)

FEGIME Ireland

Awards for two FEGIME Ireland members.

# Award Winners from Ireland

FEGIME Ireland members picked up two awards at the 2018 "EIFI Electrical Industry Awards". Richmond Electrical Wholesalers (REW) were voted Ireland's leading independent electrical wholesaler. Wesco Electrical were voted the 2018 Association of Electrical Wholesalers "Green Award" winners for their continuous excellence in the recycling of electrical waste.

REW prides itself on offering total customer satisfaction. The vast knowledge and experience of the staff along with continuous training programs enable REW to keep customers satisfied and informed of the latest technological developments. Managing Director Fergal McStay: "It is a great honour for REW as a family owned and run wholesaler to receive this award and it is down

to the dedication of all our staff in providing a superior service to all our customers."

Wesco Electrical Ltd - established in 1972 - are today the largest wholesaler in the north east of Ireland. Managing Director Matt Curran explained: "Wesco are delighted to win the "Green Award" as recognition for all the effort put into electrical recycling in recent years." Wesco have invested in dedicated storage and segregation areas to ensure electrical waste is collected, stored and recycled efficiently. "A lot of work is required by staff on a daily basis to ensure standards are met and maintained."



Left: Richmond Electrical Wholesalers (REW), Ireland's leading independent electrical wholesaler 2018. Right: Matt Curran (right) from Wesco receiving the AEW "Green Award" from Scott Wright, Hager Ireland.

[www.fegime.ie](http://www.fegime.ie)





# FEGIME Day

29. JUNE . 2018



Here are the photos from the third FEGIME Day – 29th June – that we promised in our last edition of FEGIME Voice. The day has become an institution. As always, the date was just a suggestion because FEGIME Day can take place “on or around” this date. And sometimes it can also last a week, as our Norwegian friends showed with their “Blue Week”. We reported on this in our last edition, too.



In July FEGIME Romania hosted a big event to which all the employees of the Romanian members and their suppliers were invited. The focus was on information about their strategy for the future. On topics such as the use of the FEGIME central database or a marketing portal for customers, Costin Cuneşteanu, Managing Director of FEGIME Romania, had a lot to report.



Elsewhere data protection played a role. In Lodz, home to the Head Office of FEGIME Polska, information was provided on the EU’s GDPR. In addition, FEGIME Days were held throughout the country. And – as in 2016 – the most ambitious project was undertaken by a team from “Grodno” who travelled 5,000 km by motorcycle to the mountains of Tajikistan.



In other countries, the focus was on customers. Already in May FEGIME Italia member “Elfi” had presented at an in-house fair everything that makes Italy great: excellent organisation, modern products, great food and a red Ferrari. FEGIME Hungary produced a special catalogue with attractive offers.



Our Greek friends also mastered their special challenge: a FEGIME Day in all 59 outlets with information about FEGIME, special offers and much more. We received a lot of great photos from our Latvian colleagues in Riga. At an open day FEGIME Finland & Baltics member “Elektrika”







– supported by their suppliers – achieved a great mix of business and pleasure.

Other got closer to nature: FEGIME España met up with suppliers in Galicia and took a boat trip to an island. And Head Office did something similar: the team spent a fine summer's day boating on the river Altmühl near Nuremberg.



FEGIME Hellas & Cyprus

# Continued Expansion

In Greece there is a “National Customer Service Week”. This has two aims: first to promote the vital role of customer service and secondly to award the people who work every day to serve customers in the best possible way. In October FEGIME Hellas & Cyprus took part in this campaign for the second time.

all store employees, as were special offers for all customers including free delivery of all products purchased in the company’s e-shop. Hourly lotteries with attractive prizes were organised for customers visiting the new stores in Athens and on the island of Zakynthos.

on Cyprus in Nicosia. With growing activity in the construction sector and numerous large-scale projects the island is a great opportunity for our colleagues.

Under the slogan “We are always near you”, there was a week of activities for employees and customers alike. Free breakfasts were provided for

Next year new employees and customers will be able to take part because FEGIME Hellas & Cyprus is on expansion course: the company is already planning the opening of its second store

[www.fegime.gr](http://www.fegime.gr)



In October employees and customers alike enjoyed the benefits of “National Customer Service Week” in the (soon to be) 60 FEGIME Hellas & Cyprus stores which are all very modern and welcoming.





The awards ceremony for the “Étoiles Algorel” (right) was a highlight of the big trade show where 195 exhibitors were present.

FEGIME France

The “Salon 2018”, ALGOREL’s trade show was once again a resounding success.

# Over 2,000 Participants

FEGIME is represented in France by Algorel Electricité, the electrical division of the independent Algorel Sanitary and Plumbing Group – market leader in its sector. The “Salon Algorel”, ALGOREL’s bi-annual trade show, was once again held at Disneyland Paris and was once again a resounding success: from September 14<sup>th</sup> to 15<sup>th</sup> the event attracted 2,000 members, employees and suppliers. The show covered an area of 7,000 m<sup>2</sup> and brought together all the major players in France from the sanitary,

plumbing, electricity and heating sectors – in total 195 exhibitors.

2018 saw a new idea: for the very first time, visitors could attend product training sessions by manufacturers at their booths. More than 400 sessions - focused on materials and innovative solutions – were held. In addition, so-called “privilege” meetings for VIPs and exhibitors took place during the mornings to enable more private meetings and boost business.

A highlight once again was the awards ceremony for the “Étoiles Algorel” (Algorel Stars): these were awarded to 4 new products in the categories innovation, design, implementation and connectivity.

[www.algorel.fr](http://www.algorel.fr)

FEGIME United Kingdom

FEGIME UK’s Alan Reynolds leads the lighting experts.

# Experts Pool Their Knowledge

The “Electrical Distributors Association” (EDA) was founded in 1914 to represent the interests of electrical wholesalers in UK. The organisation also does a lot of work on training and apprenticeships. When the EDA was looking for a chair for the Working Group to develop the lighting modules for their Product Knowledge Programme, their first choice was FEGIME UK’s CEO, Alan Reynolds, because of his extensive experience in the sector.

“Lighting really is a fast-changing market,” says Alan. “In fact, it is probably the fastest changing of all product sectors, hence the need to keep up to date with technology. As an education and training ambassador for the EDA, I chaired the committee that wrote the two lighting modules.”

The first module – “Lighting (Introduction)” – provides base knowledge for beginners about colour temperature, lumens, lux etc. but also LED.



FEGIME UK’s CEO, Alan Reynolds, is proud of the EDA’s training module - “Lighting (Introduction)”.

Lead author was Cameron Steel, who has been working in the sector since 1982.

The second lighting module – “Lighting (Systems and Controls)” – is more technical and should enable those who complete both to move on to courses in lighting design.

Together with the suppliers – including several FEGIME “Preferred Suppliers” – the EDA working group has created training modules which are ideal for anyone on the first rung of the career ladder: “Looking back over the work we did, I am really proud to have been involved,” says Alan Reynolds.

[www.fegime.co.uk](http://www.fegime.co.uk)

FEGIME Future

50 participants, excellent topics and tutors: the FAMP in Milan was an inspirational and challenging highlight.



FEGIME Future: our next generation entrepreneurs become more and more connected.

# Preserving the Fire

This year's Module of the FEGIME Academy Management Programme (FAMP) was attended by 50 participants from 15 countries - 15 of them took part for the first time. The host Business School was – once again after 2015 – “SDA Bocconi School of Management” in Milan. It had not been a difficult decision: an excellent programme created by Prof. Paolo Morosetti – and in 2018 Bocconi was ranked 7<sup>th</sup> in the world by the Financial Times.

The topic of this year's Module was: “Preparing Leaders for Tomorrow”. On the first day Morosetti and colleague Carnevale Maffè examined a lot of essential questions: What is the right strategy for my family business? What are the pitfalls to be avoided at all cost? What is the future of electrical wholesaling? The conclusion was that, even in the challenging digital age, wholesalers have the opportunity to play a pivotal role – with the appropriate strategic and scenario planning.

## Scenarios and Strategies

Scenario planning has become a valuable tool. On the second day Olga Annushkina provided a guide on how to use it. She began by explaining that planning & budgets are not strategy as they do not question assumptions. They are not explicit about what a company should do/not do and why. One good exercise is to determine “driving

factors” i.e. influential, external factors that will be of considerable importance in your market in the future. Your strategy must take these key uncertainties into account. A good strategy should take the company out of employees’ comfort zones: “If you are entirely comfortable with your strategy, there’s a strong chance it isn’t very good.”

This was the introduction to the group work for this year's Tool to Take Home: “From Scenario Planning to an Action Plan”. Participants were requested to select a business unit and formulate an appropriate strategic question. Having listed the external factors, they then created four different scenarios and an action plan for each.

But what about the hard facts and figures? This was Giovanni Tomasi's field: decision making through economic-financial indicators. Planning and control processes, financial criteria for long term sustainability, the difference between a business plan and a budget – all were explained succinctly and illustrated with clarity.

## Inspiring and Motivating

Leadership remains one of the most difficult tasks. Beatrice Bauer offered inspirational tips on the topic: “Leading People: Inspiring, Motivating, Encouraging”. She posed two vital questions. Firstly: How do I get people to

permanently change their behaviour to adapt to new circumstances? Secondly: Why should I be led by you?

Beatrice Bauer illustrated the pitfalls: too much leadership can be as bad as not enough. A good leader moves people as fast as possible to the highest level of autonomy possible, giving everybody a chance. This needs a lot of patience. “Positive Leadership” was the recommendation, based on ethical values and the assumption that people will do amazing things if a leader can bring out their best capabilities.

The Wednesday evening “Family Business Roundtable” was also inspirational. It provided the unique opportunity to meet and discuss with next generation entrepreneurs from totally different sectors. The results were eye-opening exchanges on – as Paolo Morosetti put it – the “Succession Dance” - family internal repositioning to slowly let in the next generation.

## Current Trends

On Thursday Ferdinando Pennarola, also a veteran of the FAMP in 2015, took the floor. His topic was “Designing the organisation of the future”. He agreed with his colleague Maffè from day one that “Servitization” – the combination of production and services – will play an important







role. Wholesalers might think that this will only affect them indirectly. But in the 1/2018 edition of the FEGIME Voice we carried an article illustrating how one of our Preferred Suppliers is already implementing a service-oriented business model that is outside the traditional 3-tier supply chain. So, it is wise to keep all the scenarios in mind.

For companies there is no sure-fire recipe to find the right moment to review and change their business model. But once you have a good strategy, execution is the key capability that will transform it into results. Pennerola's advice: everything matters. Context/presentation can influence turnover by up to 25% positively or negatively. So, his recommendation is to become a "choice architect" or someone who takes on

the responsibility for organising the context in which people take decisions.

The final day began with another bravura performance from Tomasi, this time on the topic of "Aligning performance goals and incentives". He provided a very interesting case study from a wholesaler with several branches that were all performing differently and illustrated the complex considerations necessary to allocate central costs – and thus influence personal incentives – as fairly as possible. In short, all the different levels of performance should be considered: overall financial performance, performance of the business unit and individual non-financial indicators.

Paolo Morosetti rounded off the week with some advice on creating long-lasting family businesses. One of his final tips for longevity was to embrace change. He backed it up with a quote ascribed to Gustav Mahler, but which is in fact from the French Socialist Jean Jaurès: "Tradition is not the worship of ashes, but the preservation of fire."

Inspired by the fire of their teachers, the working groups all made excellent presentations on the final afternoon. The appreciative audience included FEGIME Italia Managing Director, Claudio Albertini, David Garratt, Managing Director of FEGIME, Prof. Paolo Morosetti and FEGIME Past President, John Powell (FEGIME United Kingdom) who had come to Milan specially to present the certificates to the participants.

Products

Theben is extending the "LUXORliving" smart home system.

# New Components

At the Light+Building Fair in the Spring Theben presented their convenient "LUXORliving" smart home system (FEGIME Voice 1/2018). Now they already have the first new components: flush-mounted actuators and a heating actuator with an integrated heating controller.

The installation of the new flush-mounted actuators in switch and junction boxes removes the need for time-consuming and costly wiring in the control cabinet. With power being supplied by a bus voltage, they do not require an additional power supply.

The new actuators are available in three versions: as dimming actuators (LUXORliving D1) for dimming incandescent, halogen and dimmable LED lamps. The automatic load detection and adjustable dimming curve enable flicker-free and smooth dimming. The second version (LUXORliving J1) is a blind actuator for controlling blinds, awnings and roller blinds. The third version (LUXORliving S1) is a switching actuator with one channel and two outputs as NO contact or opening contact (alternating operation), serving as a replacement for a changeover switch while



Like the rest of Theben's dimmer range, the new LUXORliving UP-Dimmer D1 controls LEDs perfectly to enable flicker-free and smooth dimming.



For the first time, the new 6-way heating actuator allows you to control your underfloor heating via the LUXORplay app.

retrofitting, for example. Two binary inputs per device enable easy commissioning and the integration of conventional buttons.

For the first time, the new 6-way heating actuator allows you to control your underfloor heating via the LUXORplay app. With its integrated heating controller, the actuator enables reliable control of actuators and easy installation in the heating circuit distributor.

Useful plug connections and an enclosed housing make it easy to integrate into existing heating circuit distributors. With this actuator, actuating units in your LUXORliving smart home system can be controlled as a 24 V DC switching system, but also as a continuous operation system with 0-10 V.



Products

With the “easyE4” Eaton presents the next generation of their successful control relay range. With its simple, modular expansion system, “easyE4” sets a new standard for compact controllers.



# The New Allrounder

The “easyE4” is an allrounder and the ideal choice for anyone looking to implement control tasks with as little effort as possible. The simple handling and the intuitive “easySoft 7” programming software make it possible to implement simple control tasks as well as more comprehensive configurations with high process efficiency. The integrated Ethernet interface also gives users access to the Industrial Internet of Things (IIoT). The easyE4 replaces the existing easy500, easy700 and easy800 series.

For maximum flexibility, each base unit comes with four digital outputs, four analogue/digital inputs with 12-bit resolution, and four fast digital inputs that can be used, for example, to implement high-performance counters. All inputs can also be used as interrupt inputs—a feature that is usually

only offered by more complex controllers. This means that an interrupt routine can be started for a defined event in counter, time or edge mode. In conjunction with the NET feature, the control relay is therefore able to achieve response times that rival those of a micro-controller. Another new feature is the possibility of using a DCF77 radio signal. This ensures highly accurate time and date indication for any application.

With up to 11 expansion modules, the base unit can be expanded to up to 188 I/Os—which sets a new standard for compact controllers. With a total of only 14 configurations of base unit and expansion modules, Eaton have cut down on the number of available versions compared to the previous series, while expanding the scope of application.

The series includes devices that cover various supply voltages: the AC version for 85 V AC to 264 V AC, and the DC version for 24 V DC. A special feature is the UC (universal voltage) version that can be used at voltages of 12 V DC, 24 V DC or 24 V AC.

An optional display is available for each base unit, which can be used to display texts, values and parameters as well as any graphic elements and can also be customized by means of the easySoft 7 software.

[www.eaton.com](http://www.eaton.com)

Products

Cimco: the solution for subsequent fibre optic cable installations.

# The Ideal Helper

Nowadays “fibre to the home” is increasingly becoming the standard for data transfer. For new buildings this is relatively simple. But subsequent installations are also possible - as Cimco proves. For many years “Kati Blitz” has been the ideal helper with subsequent installation and served as the basis for the development of the “Kati Blitz Mini”. This was developed for fibre optic cable installations in existing empty conduits. Where conventional pulling devices are no longer adequate, the “Kati Blitz Mini” - with a glass fibre profile of only 1.2 mm in diameter - shows its full potential.



spaces and bends, the push-in procedure into an occupied empty conduit takes place quickly and simply. The rod runs automatically out of the cassette and thereby supports the insertion of the rod by hand. The use of the pull-in system is similar to that of the Kati Blitz Comfort, but with additional guide tube, which can guide and protect the rod. Three versions are available: 15 m, 25 m and 35 m in length as well as a series of accessories such as guide head, service set, rod end etc. Further details can be found on the Cimco website.

The special Polykat Mini fibreglass profile distinguishes itself through small diameter, high rod strength and thrust stability, as well as a very

small bending radius of 15 mm. In combination with the flexible guide head Mini, whose special contour enables the passage through tight

[www.cimco.de](http://www.cimco.de)



Products

Haupa's new LED lights with high colour rendering index ensure safety at work.



The working light (left) and the compact floodlight (right) offer a high Colour Rendering Index and are extremely robust.

# More Light, More Safety

We all know the problem: you are doing a job and the light is so poor you can't even distinguish the colours of the wires. Haupa now has the solution: the working light HUPlight10+3 and the two compact floodlights HUPlight10pro and HUPlight20pro.

The three new products have a high Colour Rendering Index of 90. Just for comparison, daylight has an Index of 100. This enables you to see colours much more naturally – and that ensures better safety at work. The luminosity of the working light is 220 Lm (3W LED) + 800 Lm (10W

LED). It is equipped with an adjustable magnetic stand, a hook for hanging and a belt clip.

The working light and the compact floodlights have several features in common: they are all suitable for use inside and out and are splash proof according to IP54. They have a variable light output of 50% or 100%. They all include an integrated Li-Ion battery, a power unit, a charger and a 12V in-car charging cable.

The luminosity of HUPlight10pro and HUPlight20pro is 900 Lm + 1800 Lm. The floodlights

can also be used to charge external devices via USB (power bank function). Both models have high-quality, solid housing made of diecast aluminium with plastic edge protection.

[www.haupa.com](http://www.haupa.com)

Products

# Practical Solutions

Self-adhesive cable tie mounts are great helpers where the drilling, screwing or welding of fixing points for wiring is not an option. Conventional adhesives often don't deliver the desired level of adhesive bond under load - especially on slightly uneven or curved surfaces. That's why HellermannTyton "SolidTack" and "FlexTack" mounts are manufactured with a high-performance adhesive.

This acrylic-based adhesive is specially designed to adhere on surfaces such as polypropylene, polyethylene, metals, glass and painted or powder-coated surfaces. The initial adhesion is so strong that bundles can be fixed immediately with a cable tie.

## The Easy Way to Repair Cable Jackets

PVC cable jackets are susceptible to abrasion damage. The HellermannTyton RMS cable repair kit is ideal for permanently sealing and protecting damaged cable jackets quickly. The heat-shrinkable, wrap-around material provides mechanical protection and an adhesive lining ensures that the sleeve remains reliably waterproof.

Application is straightforward: after de-greasing and roughening the sheath around the damaged area, simply wrap the sleeve around the cable, slide on the stainless-steel channel provided and apply heat to shrink. The thermo-chromatic paint spots on the outside of the sleeve disappear when

sufficient heat has been applied. Adhesive will flow from both ends, completing the seal.

Available in 6 sizes and 4 standard lengths, RMS covers a wide range of cable diameters from 10 mm to 160 mm.

[www.hellermanntyton.com](http://www.hellermanntyton.com)



Left: the FlexTack mount. Centre: SolidTack – and right: the RMS cable repair kit.





Products

News from LEDVANCE: an award-winning design and new HQL LED lamps for street lighting.

# That's What Winners Look Like

Transferring qualities like the courage, dynamics and flexibility of a young lighting company into a modern product design, while conveying the emotional aspect of light – that was the challenge the project team from LEDVANCE was facing together with its partner Phoenix Design, when in the middle of 2017 it was entrusted with the task of conceiving a design language for the rapidly growing range of LED luminaires for lighting professionals.

Clearly, the multidisciplinary team carried out this mammoth task superbly. At the Light + Building Fair in Frankfurt in the spring of 2018, customer feedback for the luminaires in the "SCALE" design was already excellent. The German Design Award 2019 in the lighting category is now further proof that LEDVANCE has its finger on the pulse with its luminaire design.

In luminaire families that are already commercially available - such as the "Tracklight Spot" for accent lighting in shops and "IndiviLED" which is used in

offices – the SCALE design has been implemented perfectly (see photos above): reduced and yet sophisticated in its overall appearance, with linear shapes, cleverly highlighted functional details, and - as a kind of "signature" - the three-dimensional LEDVANCE logo.

"With our SCALE design, we wanted to create - beyond the pure function of the luminaire - aesthetic value that picks up on the emotionality of light, appeals to our customers and has a high recognition effect," says Heidi Babutzka, project manager for the design project at LEDVANCE. "The award is a great honour for LEDVANCE and our partner Phoenix Design. Congratulations to all involved."

### Efficient Street Lighting

Good news for towns, cities, businesses and wholesalers: LEDVANCE has brought new HQL LED lamps onto the market under the OSRAM brand. New technological solutions

are particularly sought after in this segment because the widespread traditional HQL lamps have not been allowed on the market since April 2015. This next generation of HQL LED lamps fulfils the requirements of modern lighting in public spaces: the new HQL LED lamps provide consistent, optimal visibility conditions for public streets in particular – through cool white light with a light colour of 4,000 Kelvin and a luminous flux of 6,000 lumens. The new lamps deliver full intensity without a warm-up period.

LEDVANCE also offers an ideal LED replacement for conventional NAV lamps for use in residential areas, side streets and parks – models with a CRI 80 emit a warm-white light (2,700 Kelvin) for very pleasant lighting.

The third generation of the new HQL LED lamps includes different versions for standard E27 screw bases and the equally common E40 bases. Especially useful: as a direct replacement for conventional HQL lamps, the LED lamps can be used in the standard conventional control gears (CCG) and compensation capacitors of existing luminaires without rewiring.

In addition, LEDVANCE now offers an expanded portfolio of its HQL LED segment for new areas of application: the new HQL LED Highbay models under the OSRAM brand can replace traditional 250 W and 400 W HQL and HQL lamps. The LED lamps are ideal for use in large, high spaces such as industrial facilities or high bay warehouses.





Products

OBO Bettermann products also fulfil the special requirements of the shipbuilding industry.

# Seaworthy

Systems installed on ships must fulfil specific criteria, especially for use on the high seas. This is where the highest level of corrosion protection standards applies. The systems must also exhibit extreme resilience with regards to cable loads or impact loads. With OBO, FEGIME members who supply the shipbuilding industry will find a reliable partner.

OBO Bettermann is a market leader in the cable support sector. Whether stainless steel or aluminium, galvanised or hot-dip galvanised, OBO's high-quality materials and surfaces as well as optimal finish meet the high requirements of the



Fitted out with OBO components: the "Norwegian Bliss".

shipbuilding industry. With their worldwide sales and distribution network, OBO Bettermann are flexible and always present where the products are needed. Delivery performance, reliability and punctuality are a matter of course, as is the provision of customer-specific solutions. As well as offering products that satisfy the universal requirements stated above, OBO Bettermann can also offer products for those occasions when different demands must be met, such as in engine rooms, false ceilings or passenger areas.

Particularly when it comes to cruise liners and the areas of the ship that passengers frequent, the

appearance of systems also plays an important role. As an official partner of the Meyer Warf in Germany, OBO Bettermann was involved in the building of the "Norwegian Bliss". With a gross tonnage of 167,800 and a length of 333 metres the cruise ship can carry around 4,000 passengers. OBO cable trays and cable ladders were used both in the engine room and on the superstructure.

[www.obo.de](http://www.obo.de)

Products

# It's What's Inside That Counts

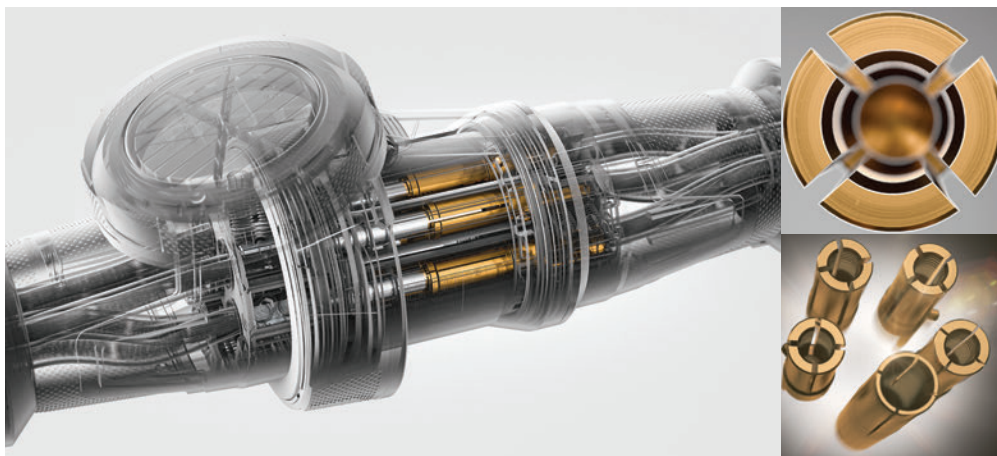
Industrial connectors and receptacles of 63 A and 125 A are often exposed to the toughest conditions. On construction sites or in heavy industry they have to operate reliably despite dirty and wet conditions. Conventional connectors and receptacles of this category have always been a compromise between ease of handling and contact quality. You had to choose one or the other. Due to the physical conditions this dilemma seemed inevitable.

With X-CONTACT Mennekes launches a new system that combines a totally reliable electrical connection with the ultimate in ease of handling. The special design reduces the effort of insertion and withdrawal by up to 50% - an advantage that simplifies work processes and improves safety especially with high electrical currents.

The new system ensures safe contact closure and easy handling at an equally high level even with

currents of 63 A or 125 A. Mennekes achieve this with the special pre-treated material, an innovative work process and of course a new shape. A glance into the opening of an X-CONTACT sleeve reveals the intelligent principle: the X-shaped slot and groove in the inner wall provide clear functional advantages. The new sleeves can also withstand the toughest conditions.

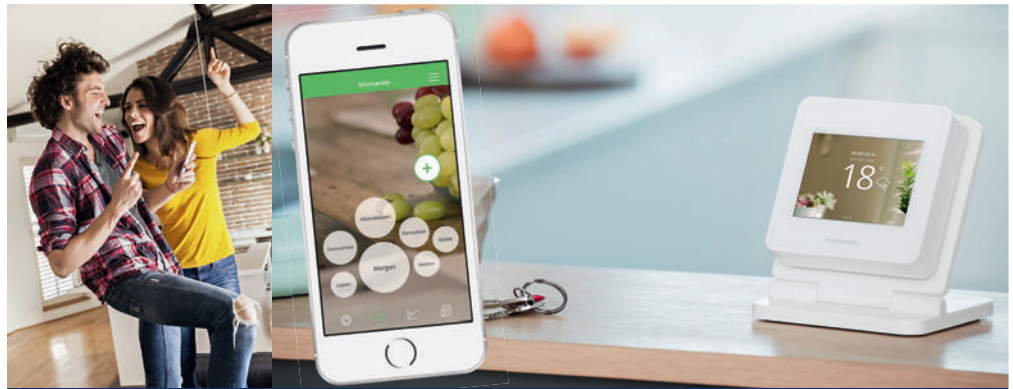
The interaction of the resilient material and groove is not only the guarantee for a secure contact closure, it also has a practical side effect: namely that any contamination is removed when connecting and disconnecting the plug. Even surface corrosion is removed by the spring effect of the X-CONTACT sleeves. For particularly corrosive environments a version with nickel-plated contact sleeves is available.



[www.mennekes.com](http://www.mennekes.com)

Products

With its wireless system Wisier Schneider Electric offers a simple, cheap and future-proof step towards the Smart Home.



Wisier is controlled by app. In addition, there is the Wisier Home Touch controller which can be mounted on the wall or on a table stand (right). Voice control is also possible.

# Instant Smart Home

“Wisier” is the name of Schneider Electric’s new solution for the booming Smart Home market. Wisier offers wireless and app-based connectivity for all the important applications in the home that offer more comfort, safety and energy efficiency. That includes lighting, heating and shutter control as well as energy management.

The heart of the system is the Wisier app. This enables you to control your smart home via smartphone or tablet. In addition, you can also use the “Wisier Home Touch” controller. This small control unit can be mounted on the wall or on a table stand. You can use it to create your own individual and varying scenarios for lights,

shutters and heating that you can then either trigger remotely or set to run automatically. In this way you can – for example - simulate your presence at home to deter burglaries. With the addition of motion detectors and window/door contacts some controls can also be triggered automatically. In this way an open window literally turns down the heating. The energy management system enables you to know exactly how much energy you are using and how you can make savings. Smart light switches, dimmers, shutter controls and thermostats round off the system.

For communication between the components Schneider Electric uses the energy-saving

advanced wireless standard. It complements the previously used Bluetooth standard and ensures a range of up to 100 meters and a simpler control of the components.

Nor does Wisier neglect the current megatrend: voice control. It is compatible with Amazon Echo, Google Home, and soon also with Apple’s HomeKit.

[www.schneider-electric.com](http://www.schneider-electric.com)

Products

# A New Connected Lighting System

Signify presents Interact Pro, the latest addition to its Interact IoT-ready portfolio. The software - in connection with luminaires, lamps and sensors - creates the first multi-tasking, smart lighting system developed for small and medium-sized enterprises (SMEs).

Interact Pro is an intuitive app and dashboard allowing SMEs to control and manage their lighting. This enables them to work smarter while facilitating the productivity and well-being of

employees as well as reducing energy costs. Interact Pro works seamlessly with Interact Ready lamps, luminaires, and sensors from Philips. The system gives employees the ability to select the optimal lighting for their work place. They can individually select the right light to suit their eyesight, task and the time of day.

Interact Pro is designed for small to mid-sized commercial areas ranging up to 1,000m<sup>2</sup> in offices and up to 10,000m<sup>2</sup> in industrial spaces. It

allows up to 200 light points to be connected and managed simultaneously. The cloud-connected Interact Pro software features a web portal, gateway, dashboard and app through which businesses can control their lighting.

Interact Pro software and Philips Interact Ready lamps and luminaires are enabled by the Zigbee 3.0 open global wireless standard. The wireless connected lighting system with app-based set-up means it can be installed faster than traditional lighting systems. Consequently, installers can move onto the next job more quickly while also minimizing disruption to a client’s business.



[www.signify.com](http://www.signify.com)



**Products**

When time is short, PTFIX distribution blocks from Phoenix Contact are a good solution – they are quick to install.



# Electrical Material for Professionals

Together with the electrical wholesale trade, Phoenix Contact presents its product portfolio through a variety of media channels, under the motto "Electrical material for professionals". The focus is on the simplicity of the products, their fast installation and also the strong cooperation with the wholesale trade.

In modern building installation, the factor of time is becoming increasingly important. Phoenix Contact meets this demand with corresponding devices, components and systems that enable very efficient and economical installation - time and costs can be saved on connecting, marking, protection and distribution work.

PTFIX distribution blocks are a good example

of these products. They can be used straight away without manual bridging, thus enabling time savings of up to 80%. The distribution blocks are available with 1.5 mm<sup>2</sup>, 2.5 mm<sup>2</sup> und 4 mm<sup>2</sup> push-in connection technology and with various numbers of positions that can be arranged in series without loss of pitch. You can extend your potential flexibly with two-position standard plug-in bridges.

Optionally, the distribution blocks are also available with DIN-rail, direct or adhesive mounting, allowing you to flexibly build any application. Pre-treated or solid conductors are connected quickly with the tool-free push-in direct connection technology. Thanks to transverse installation on the DIN rail and the

compact design, space savings of up to 50% can be achieved.

Distribution and power blocks with 2, 6, 12, and 18 terminal points are available in eleven colours, with and without feed-in, for clear, intuitive, and safe installation. As all terminal points are marked, the wiring layout is very clear. With the PTFIX distribution blocks, you can thus create a flexible and cost-effective load and control current distribution.

[www.phoenixcontact.com](http://www.phoenixcontact.com)

**Products**

# Fast Planning and Delivery

Engineering processes must become more precise, more economical, and even faster. This requires appropriate tools that optimally support the complex planning process – for example the intelligent and user-friendly Weidmüller Configurator (WMC). The powerful software solution speeds up the selection, configuration and ordering of terminal rail components from the Weidmüller range.

The tool supports the integrated engineering workflow, right from planning with ECAD systems through to documentation. Simple operation, clear design and integration into the respective engineering system makes the configuration of terminal rails simple, safe and convenient. The product data can be fully integrated into all common engineering tools, such as ePlan P8 or Zuken E3. 3D views facilitate dimensioning, wiring and marking in panel building.

The software is intuitive to operate due to a self-explanatory interface and drag-and-



So that smaller projects as well as individual requirements can be handled economically, orders involving single quantities are also possible via the "Fast Delivery Service".

drop functionality. In addition, the Weidmüller Configurator includes a database of best-practice solutions for standardised projects.

If required, the customer will receive an individual quote for the Fast Delivery Service via the integrated "Button" in the software. After accepting the quote, the customer will receive the individually assembled, ready-to-install terminal strip in just four working days plus one day delivery within Germany. The software is available as a free download on the Weidmüller website.

[www.weidmueller.com](http://www.weidmueller.com)





FEGIME Portugal

## Summit Meeting

Joana Requetim Junqueiro from FEGIME Portugal Member ElectroRequetim S.A. took FEGIME (again) to Kilimanjaro's summit, Uhuru Peak at a height of 5895 meters.

"To me, the mountain offered a lifetime challenge," said Joana Requetim Junqueiro. "I successfully overcame it thanks to perseverance, strategy and hard work - relying not only on my guide's experience but also on the unconditional support of my family and friends. The perfect analogy with our FEGIME business model: we conduct business and successfully overcome our challenges with FEGIME guidance, our family members at our companies and FEGIME members', partners' and suppliers' unconditional support. Accept the challenge and foster your success!"

[www.fegime.pt](http://www.fegime.pt)



### MEETINGS

- 31.01. – 01.02.19 BOD, Badajoz
- 20.02. – 22.02.19 FEGIME Future, Blomberg with Phoenix Contact
- 20.03. – 22.03.19 Shareholder Meeting, Copenhagen
- 09.04. – 11.04.19 BOD, Budapest
- 10.04. – 12.04.19 FEGIME Future, Budapest with Weidmüller
- 09.05. – 11.05.19 EUEW, Brussels
- 29.05. – 30.05.19 Shareholder Meeting, Nice
- 30.05. – 01.06.19 16th FEGIME Congress, Nice



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