

# Voice

NEWSLETTER  
01.2018



## Editorial

It is time for a change again. As President I would like to say goodbye to all my friends and colleagues – whether they are electrical wholesalers, partners from our industry or customers. Being FEGIME's President for the past year was a

wonderful experience and we can look back on a year of incredible expansion. Our new National Organisation FEGIME Latam, initiated by our Argentinian friends, was certainly the greatest success of this period. But our new presence in Lithuania and new member wholesalers in several other countries also show that our work is recognized and appreciated.

And this can be said especially of the cooperation within our group, which is getting closer and closer. In matters IT, FEGIME España is now using the same service provider and the same technology as our German friends. This is cooperation on a whole new level.

But technology isn't everything. I particularly enjoyed the growing number of meetings and discussions – the intense exchange of opinions. This creates a basis of trust within the group. And it is only once we have this, that we can effectively master the many economic and technical challenges we are facing. I would also like to emphasize my support for the principle of change in the Board of Directors and in the office of President. In this way we can ensure that new ideas and perspectives will always get a chance.

Now I can return to following – as a "normal" electrical wholesaler – the strategies the Board of Directors and the new President will propose. I wish you all the best from the bottom of my heart!

Nikos Kafkas

## FEGIME

FEGIME is growing worldwide at a high speed. In South America from January 1<sup>st</sup>, 2019 FEGIME Latam will officially start business. Its basis in the first step will be the Argentinian group REDELEC.

## A Start in South America

With new rhythm, new speed & breath-takingly. This is how FEGIME is developing. Since January 1<sup>st</sup> the group has gained presence in Denmark and Lithuania. Now, with our friends from Argentina, South America will also be joining.

The development took place very quickly. For almost 2 years now FEGIME has been cooperating with the Argentinian group REDELEC, a heavyweight on their home market. "Contact was made via FEGIME colleagues on the Iberian Peninsula," explains David Garratt, Managing Director of FEGIME. Because of the distances involved, the creation of a new national organisation was not at first the intention. But ...

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## Contents

<b>A Start in South America</b> – In South America from January 1 <sup>st</sup> , 2019 FEGIME Latam will officially start business	1
<b>Blue Week is Here to Stay</b> – The Norwegian version of FEGIME Day	3
<b>Now with 59 Outlets</b> – FEGIME Hellas & Cyprus continues to grow	3
<b>Russian Visitors to Como</b> – FEGIME Russia on a fact-finding mission to "Imat Felco S.p.a." to find out about the Italian market and its customers	4
<b>The First Meeting in Kiev</b> – the first ever Shareholder Meeting was held in the Ukraine	4
<b>A Window on the Future</b> – FEGIME Future visited Legrand's new information centre "The Innoval"	5
<b>An Award for Service</b> – FEGIME Deutschland member, "Ernst Granzow GmbH & Co. KG", offers a special PV service	5
<b>A New Level of Cooperation</b> – FEGIME España is now using the same IT provider as FEGIME Deutschland	6
<b>OBO and the Light+Building 2018</b> – the world is becoming digital and electric	6 – 7
<b>Products, trends and tips from ABB, Eaton, GE, Haupa, HellermannTyton, Ledvance, Nexans, Philips, Phoenix Contact, Siemens, Sylvania, Theben and Weidmüller</b>	8 – 16
<b>Meetings</b>	16

# Redelec

## Facts

Founded	2000
Shareholders	15
Outlets	30
Employees	1000
Turnover	\$ 280 million (2017)



>> ...much faster than anticipated the fruitful exchange of ideas developed into intensive cooperation.

"Globalisation and digitalisation know no borders," says Garratt. "During our meetings, we soon realized that we are all looking for solutions to secure the future for strong family businesses. In Europe we have found exemplary solutions that have won world-wide recognition – and we are very happy to share them." So REDELEC proposed the foundation of a FEGIME National Organisation in Argentina. The idea was approved unanimously by the General Assembly shortly before the Light+Building Fair. The organisation will be called FEGIME Latam (Latam: Latin America).

The decision was also easy to make because of the many similarities between the groups. REDELEC

has a common EPR-System, is active in the field of Business Intelligence and is working to renew its warehouse system. The "Nuevas Generaciones" (New Generations) group is an exact counterpart to FEGIME Future.

The name FEGIME Latam already suggests that our Argentinian friends are looking to expand. And in fact, they are already in contact with wholesalers from Bolivia, Chile, Peru and Uruguay to this end.

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



Save The Date  
23 – 26 October 2018

## Supplier Day in Buenos Aires

From January 1<sup>st</sup>, 2019, FEGIME Latam will be a part of the FEGIME family. In the first step FEGIME Latam will consist of the Argentinian group REDELEC.

An impressive start: Argentina is the second largest country in South America. In Buenos Aires, REDELEC will present to our partner suppliers the opportunities arising from FEGIME's expansion to South America. If you have any questions, please contact Yvonne Fürst at Head Office:

Yvonne Fürst: [y.fuerst@fegime.com](mailto:y.fuerst@fegime.com)



# On the Promenade des Anglais

Our friends from FEGIME France kindly invite you to take part in the 16<sup>th</sup> FEGIME Congress that will be held from 30<sup>th</sup> May to 1<sup>st</sup> June in Nice. The first hurdle has already been taken:

we have found a hotel that is big enough for the expanding FEGIME family. We are not going to reveal its name just yet. Suffice it to say that there will be a lot happening on and around the famous

"Promenade des Anglais" (photo above). At the beginning of 2019 Head Office will be sending out the invitations and registration forms.



**FEGIME Norge**

A super variation on FEGIME Day: FEGIME Norge's "Blue Week" raises money for charity as well as igniting enthusiasm and action amongst customers and staff alike.



# Blue Week is Here to Stay

The first Blue Week was held last year by FEGIME Norge (Berggård Amundsen) to raise money for charities in Norway. It was such a success that both the wholesaler and their customers intend to make it a permanent event. "Blue Week is here to stay," says Berggård Amundsen's Marketing Director, Hans-Ketil Andresen.

"BA is the only electrical wholesaler with such an initiative," says Andresen. The key element of the campaign is that it provides a unique opportunity for BA's installers to present their contribution to a

local charity. They carry out much needed repairs or provide a face-lift for the electrical installation. Combined with lower prices the Blue Week is a hit with all its partners throughout the country.

This year a lot of different projects were supported. BA's customer "TT Elektro" provided solar panels for the historic Tvistein Beacon (<http://tvistein.info>). The Salvation Army's main office in Fredrikstad will enjoy the services of "AL Elektriske". Their installers will improve the main switchboard and all the outlets. In Ålesund a stalwart customer of

the BA outlet will support the project 'Bankskøyta', where people who've fallen on hard times can enjoy various tasks renovating old fishing boats.

[www.fegime.no](http://www.fegime.no)

**FEGIME Hellas & Cyprus**

FEGIME Hellas & Cyprus continues to grow – and wins another award.

# Now with 59 Outlets

For the fourth time FEGIME Hellas & Cyprus has been voted one of the top ten "Best Workplaces" in Greece. The award was presented by the "Great Place to Work Institute Hellas". This distinction confirms the development of mutual trust between the company's management and its employees, based on respect, open communication, understanding, consistency and honesty.

"The people at FEGIME Hellas & Cyprus are one of our main competitive advantages," says

Nikos Kafkas, President of the company. "We are proud of them and we are committed to growing together."

Thanks to investment in the further development of the team's skills and knowledge FEGIME Hellas & Cyprus continues to perform exceptionally. With the opening of 3 new stores in the 1st semester of 2018 the total number of outlets rose to 59.

These include stores on the island of Zakynthos and in Oinofyta, an industrial suburb of Athens.

The 3rd store is on the island of Mykonos, one of the most popular destinations in Greece. All are designed in accordance with company standards: the self-service customer experience is combined with the physical presence of sales representatives with a high level of professionalism and expertise.

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



Left: a photo from the awards ceremony. Right: impressions of the new stores.



Left and centre: Giancarlo Mantelli, Elena Mantelli and their team present Imat Felco. Right: a photo from the visit to their customer GMB ENGINEERING.

## FEGIME Italia

# Russian Visitors to Como

An intensive exchange of ideas and close cooperation are the basis for FEGIME's growth. One recent example is the visit of our Russian friends and their customers to "Imat Felco S.p.a.", one of the founding members of FEGIME Italia. The delegation from FEGIME Russia (Ruskiy Svet is the shareholder) had come to see what was happening on a different market and to get to know its particularities.

In the biggest country in the world it is a challenge to offer perfect service everywhere. Ruskiy Svet's solution consists of seven logistic centres that supply 102 outlets in 88 cities.

But perfect organisation and logistics don't look the same the world over because customer structures are also different. That is why the Russian visitors were very interested to learn about the service required by highly specialised customers as can be found in the North of Italy.

Company founder Giancarlo Mantelli and his daughter Elena Mantelli, CEO, presented the company together with the management team. The Russian visitors found the division of Imat Felco into the areas Communication, Security, Electrical Material and Light - as well as the company's sales concept and sales channels - very interesting.

There were a lot of questions about the Italian market, which – in the North West of the country – has some particularities. In the last 100 years between the towns of Genoa, Milan and Turin an "industrial triangle" has come into existence with strong textile, steel and chemical industries. "Made in Italy" has an excellent reputation worldwide.

What this means in practice was clearly illustrated during a visit to GMB ENGINEERING, one of the most important customers of Imat Felco. This high-tech company works for these industries

in the fields of automation, electro mechanics, renewable energy sources and airport logistics. Here the visitors gained insights into the processes of an Italian company and the requirements they expect to be met by an electrical wholesaler.

The Russian trip to Italy is a perfect example of the cooperation within FEGIME and the sharing of best practice and experience. The day was also rounded off perfectly with wonderful hospitality from our Italian colleagues beside Lake Como.

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



In Kiev FEGIME members enjoyed not only wonderful hospitality from their Ukrainian colleagues but also perfect weather.

## FEGIME

# The First Meeting in Kiev

The second Shareholder Meeting of 2018 was in other ways a first: the first ever FEGIME Meeting in the Ukraine. On the agenda in Kiev were FEGIME's "Strategy 2020+", the Congress 2019, as well as other topics.

As is customary the meeting also saw the annual change in the Board of Directors: current President, Nikos Kafkas (FEGIME Hellas & Cyprus), stepped down from the Board to be replaced by Kerstin Steffens (FEGIME Deutschland). Willem Schuurman (FEGIME Nederland) took over the presidency. His first duty was to thank FEGIME Ukraine: "We enjoyed not only wonderful hospitality but also perfect weather. We look forward to our next meeting in the Ukraine!"





Legrand's Innoval enables visitors to get to grips with technology. FEGIME Future were impressed. Right: host of the meeting, Jean-François Fredon.

## FEGIME Future

# A Window on the Future

Where is our industry going? What are the best answers to the future challenges in our sector? FEGIME's major European Supplier Legrand sees customer proximity playing a very important part in the answers to these questions. To make their point and give their answer a physical presence they have created the Innoval – and in February they invited FEGIME Future to come and look around.

The Innoval is an 800 m<sup>2</sup> building near Lyon that presents Legrand's latest innovations for the residential and commercial building markets. It is a state-of-the-art showroom to enable installers and wholesalers alike to discover Legrand products in operation and to get to grips with them.

FEGIME European contact and host of the meeting, Jean-François Fredon, presented FEGIME Future

a thriving company. In 2017 Legrand's worldwide sales reached €5.5 billion – 10% up on the previous year. Nowadays almost 60% of these sales are done outside Europe – Legrand has become a global player.

At Legrand new technologies are regarded not only as growth opportunities but also as growth drivers. On average 4.9% of the company's total sales are invested in R&D to develop new business fields: digital infrastructure, energy efficiency, building automation etc. This of course includes the Internet of Things. Whereas in 2014 there were "only" 14 billion connected devices in circulation worldwide, by 2020 this figure will have risen to 50 billion. To satisfy this coming demand Legrand intends to increase its families of connected products and expects to achieve double-digit growth in the sector.

FEGIME Future heard another interesting fact at the meeting: 96% of Legrand's sales are done through various distribution channels – which makes them a very important partner for FEGIME. In future more and more of this business will be done online. But according to Legrand's market research it will be multi-channel distributors like FEGIME's members that will continue to dominate the market and not the newcomers or digital "pure players".

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

## FEGIME Deutschland

German member "Ernst Granzow" also offers PV products to international customers.

# An Award for Service

Ernst Granzow GmbH & Co. KG has just won the title of "Top PV Supplier Wholesale Germany 2018". This was awarded by "EuPD Research", a market research provider for sustainable businesses, after questioning PV installers throughout Europe.

Ernst Granzow from near Stuttgart, one of the biggest members of FEGIME Deutschland, offers a comprehensive service for photovoltaic products. Since the summer of 2017 warehouse capacities have been increased considerably – now 3,500 m<sup>2</sup> are available solely for photovoltaic products. "That has greatly improved our ability to deliver the products and has made our growing numbers of customers very happy," says Jürgen Hildebrand, Manager and Head of the Digital Energy Department.

That is not something you will often hear in



The PV warehouse at Ernst Granzow: one hall is just for modules.

Germany nowadays: PV subsidies have been reduced in recent years, the market has shrunk. But Granzow makes the most of the opportunities offered by the internet. "We have combined our knowledge of logistics and technology with the possibilities we have online into a coherent concept to market PV technology internationally."

"Our online shop is available in five languages, we use Facebook's info service and together with our international technical support we can sell throughout Europe," explains Hildebrand. "Our customers appreciate not only our good pricing levels and product availability, but also our expertise in all matters electro technical."

<http://photovoltaik.granzow.de>

## FEGIME España

FEGIME España is now using compacer's B2B platform that has already been tried and tested for years by FEGIME Deutschland.



# A New Level of Cooperation

How do you provide wholesalers with more transparency in their business processes? The answer: with a B2B platform. This is precisely what has been achieved in the over 15-year partnership between FEGIME Deutschland and compacer (formerly TTO GmbH).

What was launched as the exchange of order data has been steadily expanded. Today it is possible to rework 5.6 million data daily and - in a fully automated process - place them at the disposal of member wholesalers. They can now all exchange orders, delivery notes, order confirmations and invoices with their business partners electronically via EDI and WebEDI.

And it is not over yet. The latest project is FEGIME España. Here, with the help of compacer's EDI solution, 31 shareholders now have full transparency concerning the order, order

confirmation, shipping notification and invoice of 26 suppliers. The target "e-Invoicing" is already in sight.

"The great advantage of compacer is that we bring in comprehensive technological expertise and industry experience that shortens project runtimes enormously," says Matthias Henn, COO of compacer GmbH. "We have a ready-made solution portfolio that is modular and can be adapted to the respective National Organisations." Klaus Schnaible, CIO of FEGIME Deutschland in Nuremberg, invites all members to make the most of this opportunity: "In this way we will reach the next level of cooperation."

So, what's next? In Spain, a WebEDI solution will be integrated, too. In addition, FEGIME España is planning a purchase-to-pay process (P2P), i.e. the automatic checking of order vs. billing

details along the whole process chain up to and including an alarm in the case of deviations – a clear added value from automation!

And finally, after the essentials, the "nice-to-haves": the integration of data analytics, so that individual reports are possible - e.g. which article was most in demand in which season or who are the strongest suppliers.

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

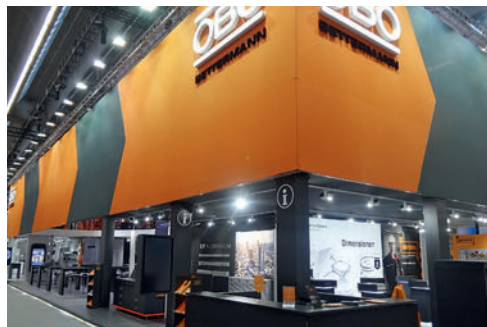
## light+building 2018

OBO used state-of-the-art digital technology to present their products.

# An Easier Way to Gauge Success

The Light+Building Fair: months of preparation, innumerable helpers and an awful lot of lorries that had to be loaded for the trip to Frankfurt. OBO's international team had had a great time preparing for this special week. A week in which they could captivate the visitors to the Fair. And to this end they had used a lot of digital innovations to present the company and its products.

Some of the products were demonstrated with the use of Virtual Reality: with a VR headset you could experience a product's advantages "live". The holographic representation of various under-floor products was also innovative – it was possible to see how the solution worked within the application. In addition, touchpoints all over the booth provided additional information.



A new app on the OBO team's smartphones proved to be very useful. It could be used to provide customers with the requested information immediately after a meeting. In addition, the app made it much easier to gauge success: more than

2,500 meetings and follow-ups were recorded. "The number amazed us. For the first time we could see immediately how many contacts we had made and the interest that our products generate," says Klaus Obersdorf, Head of International Marketing.

CEO Andreas Bettermann was very positive. "Our new concept of showing the products in use was a huge success. Visitors to our booth were impressed by the wide range of OBO products and their applications. We are already wondering how we can keep up – or better still top - this enthusiasm at the next Light+Building in 2020."

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





Everywhere the booths are full of interested visitors – whether at the booth of the KNX Association or of a partner like Mennekes.

light+building 2018

# The Future is Electric

You start in Hall 8. After 30 yards you see Amir Cohen from Israel. He only has time for a short greeting, not even really to stop. "I'm in a hurry," says Amir. "I have a meeting and I must dash." Three minutes later you cross paths with old friends from FEGIME Deutschland, and at the Siemens booth Gerry Kelly from Ireland suddenly taps you on the shoulder.

And so it continues: the Light+Building in Frankfurt is the international meeting place for our sector.

So clearly FEGIME wholesalers also made their contribution to a new record attendance at Light+Building this year. From 18<sup>th</sup> to 23<sup>rd</sup> March 2018 220,000 people visited the Fair. That is almost 4,000 more than two years ago. A total of 2,714 exhibitors (2016: 2,626) from 55 countries presented their latest products.

The Fair's success mirrors the positive development of our sector. The background to this development is the realisation that our world is becoming electrical. Without modern electrical technology many of the tasks of the future are impossible to resolve. Smart cities, smart buildings, smart mobility are not only "nice to have" but concrete

answers to serious problems throughout the world. Energy efficiency is certainly one of these.

## Our World is Getting Smarter

The motto of the Fair was "Connected – Secure – Convenient". It could be seen everywhere. And in this way the "Smart Home" is becoming more and more interesting. And a trend – that was already visible in 2016 – continues: the majority of consumers don't need the big solution. Most customers are satisfied with a selection of useful functions. One example is the new system from Theben that you can read about in this edition of the Voice. It is based on KNX but through its intelligent system architecture it is very easy to install and to use. This approach makes the Smart Home cheaper and thus more attractive for more customers.

The field of lamps and luminaires is just as innovative. This in the meantime begs the question why the manufacturers of lighting solutions are still "bundled together" in specific halls. Of course, it has historical reasons – but as far as technology is concerned lighting and building technology are continuously growing closer. LEDs

are semiconductors and as such belong to the world of electronics – and it is becoming easier and simpler to control them. That can be done via proprietary solutions – or by connection to the building automation system. Some new solutions are presented in this edition of the Voice.

To sum up: our partner suppliers had a wide range of solutions on show which will give us new impetus in the coming years. And next time there will be even more room for innovations: in September the new Hall 12 will be completed.

The next Light+Building will take place 8<sup>th</sup> – 13<sup>th</sup> March 2020.

[www.light-building.com](http://www.light-building.com)



Left with Eaton: Arnold Rauf (left), Managing Director of FEGIME Deutschland, together with Eaton's Jean-Philippe Dieudonné and Günter Suhrada.

Right: globalisation powered by FEGIME. David Garratt and Jorge Ruiz-Olivares, Managing Director of FEGIME España, accompany an Argentinian delegation to Ledvance.



## Products

Digitalisation is the highlight topic for Siemens at all fairs and in all products.

# Digital Solutions

This year Siemens presented a lot of examples of products that in their latest versions deserve to be called digital products. For example, the arc fault detecting device (AFDD) in combination with an MCB.

The special feature is that Siemens has succeeded in fitting this combination into the same size of housing as the original MCB. "This wouldn't be possible without the digital fault detection of the AFDD," says Valentin Dinkelbach, FEGIME's Corporate Account Manager at Siemens. This new solution only needs half the space i.e. one modular width.

The same applies for the new 5SV1 RCBO. It combines for the first time residual current and overload protection in a one-module width housing. The product protects people against electric shocks and at the same time prevents damage to cables and the breakdown of electrical systems due to overloading. "Without using a digital twin in the design phase, we could never have launched this product in such a short time," says Dinkelbach.

The speed with which Siemens is pushing digitalisation forward can also be seen in IoT



Couldn't be more compact. Left the new AFDD in combination with an MCB. Right the new RCBO.

solutions for industrial customers. Here Siemens has developed MindSphere – an open, cloud-based IoT operating system that enables you to connect products, systems and machines. It lets you harness and use big data from the Internet of Things for extensive analysis.

At the Hanover Fair Siemens took a completely different approach to present MindSphere.

Instead of just simulating applications with demo models, they created the "MindSphere Challenge" and invited solution providers to develop a cloud-based solution for real customer problems and to present these to potential clients.

Dinkelbach is convinced that the new products and systems offer many opportunities to innovate and modify existing installations and thus create a far bigger market potential. Customers are looking for benefits like reduction of energy costs, increased availability of production lines, information management and data analytics.

This will change daily wholesale business. Customers will decide more and more based on the contribution of the solution to their success, rather than on technical features. This should also be reflected in the information offered online because increasingly decision makers like to inform themselves in advance before talking to a wholesaler.

Having that said, we should not forget that the major part of our actual business is – and will continue to be – done with traditional products that however are marketed and sold by using digital tools.

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

## Products

# Versatile Crimping Tool

A new product from Haupa is the battery powered hydraulic crimping tool Universal "US-6M". With its 4 different interchangeable heads the tool is very versatile. The crimping head can be rotated by 180°. After crimping the return flow is manual. Changing the heads is easy – they can be locked using two extractable pins. The pressing load is 60kN, the working pressure 700 bar.

The sensor LED is very practical. With different colours it shows whether the pressing has been completed successfully or which errors have occurred:

Light is green: pressing completed as standard, motor stopped,  
Light is orange: battery voltage not sufficient,  
Light is red: pressing interrupted before completion.

The device also has a white LED to illuminate the working area. The crimping tool comes with a battery and a charger. The interchangeable heads are available separately.

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



Top left: the adapter for Haupa's hydraulic pump so that the interchangeable heads for the Smart Universal (right) can be used.

Crimping headstock U-KO-6 for interchangeable pressing



Cutting headstock U-KS6-S50 for copper and aluminium cable



Aluminium punching headstock U-S-6, can be rotated by 360°



Crimping headstock U-KDE240-6 for indent V-shape pressing, no inserts required





## Products

Modern light has to deliver added value. These highlight products from the Light+Building 2018 show how Ledvance is responding to the challenge.

# LED Solutions for Professionals

The market and technology of the lighting sector are very dynamic. And so too is Ledvance. In the past two years Ledvance has realigned itself for the future and is ready to actively shape this future. The new "SCALE" design language is a visible manifestation of this transformation. As with the best industrial design Scale doesn't just stand for a common design language but also for "inner values": simple installation, operation and maintenance.

At the Light+Building Ledvance showed light with added value. This partner stands for solutions from one source: LED luminaires, lamps and components "from basic to premium" plus continually innovative products and solutions for individual requirements. The emphasis is placed quite clearly on LED technology.

In addition, Ledvance offers a strong sales network and excellent access to markets worldwide.

So, for an internationally expanding FEGIME Ledvance is certainly one of the strategic partners. Here is a small selection of the product highlights from the Light+Building.

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



### LEDVANCE Panel Direct/Indirect



- Distribution of light: 70 % direct, 30 % indirect
- Suitable for screen-based workstations (UGR < 19)
- DALI and On/Off versions: beam angle 120° x 120°

### LEDVANCE LINEAR & Panel IndiviLED



- Available with direct (70 %) and indirect (30 %) light
- In linear and panel forms
- Flexible mounting options (ceiling, pendant and seamless strips)



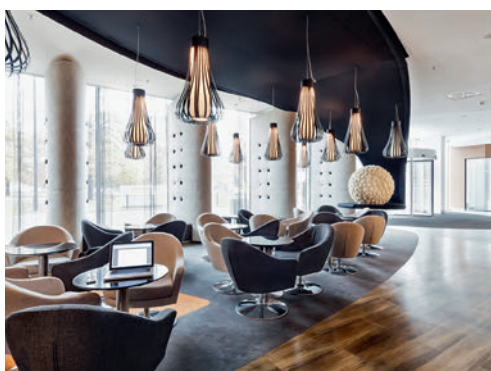
### LEDVANCE TRACKLIGHT SPOT

- Three different sizes and housing colours
- High luminous efficacy (up to 85 lm/W)
- Adapter for conventional 3-phase track systems



### LEDVANCE SPOT MULTI

- Luminaires with 1 x 30 W, 2 x 30 W and 3 x 30 W spotlights
- White frame with black spotlights
- Low glare (UGR < 16) and adjustable +/-25°, cardan joint



### OSRAM Vintage Edition 1906



- This Edition resurrects classic lamp shapes and celebrates the lamp as a decorative element

### LEDVANCE SURFACE COMPACT



- Slim design with low profile depth
- Stable construction (IK10), vandal resistant
- Glow wire test to IEC 695-2-1: 850 °C



### LEDVANCE TRUSYS



- The complete luminaire can be easily clicked into place on the power rail
- Many different versions – with broad or narrow beam, wallwasher, shelf beam, DALI, dimmable, etc

### LEDVANCE DAMP PROOF SPECIAL



- High luminous efficacy of up to 150 lm/W
- For hygienically sensitive environments such as large kitchens and food production
- PMMA with stainless steel end caps, IP69K/IP67



### LINEARlight FLEX Tunable White



- Flexible splittable LED tape
- Simple mounting and connection
- Dynamic colour temperature control of white light from 2,700 K to 6,500 K
- Luminous flux from 1,200 lm/m to 4,000 lm/m
- Toolless connection with the optional CONNECTsystem

### LUXeye Sense



- All-in-one product: sensor (daylight and presence) with integrated light control unit
- Control via smartphone or tablet (Bluetooth)
- Dimmable version: LUXeye Sense DALI BT – connection of up to 20 luminaires via DALI interface
- Version with switching relay: LUXeye Sense 10A BT

## FEGIME

FEGIME's new initiative, the Lighting Committee, examines the market, technology and trends. In June the group of experts met with Ledvance.



# The Lighting Committee meets Ledvance

Ledvance's HQ in Garching near Munich is a very practical location. Not only is it very close to Munich airport but also all the experts are on hand to discuss the latest trends, products and developments in one of the most dynamic sectors of our industry.

When the Lighting Committee arrived in Garching in June, there was first-hand information available. First speaker for the Ledvance team was none other than new CEO, Jacob Tarn. His aim is to transform Ledvance into a "global, innovative,

full-scale lighting company". He is pleased with the progress so far: in less than 2 years Ledvance has gone from being a manufacturer of traditional lamps, to a global lighting company with an impressively wide range of LED solutions.

The latest professional luminaires were presented by Nuno Paiva, Head of Luminaires Europe. Klaas Heinrichs, eCommerce Sales Director eRetail Western Europe, discussed with the group all the ways in which he and his colleagues could support FEGIME members in their online business.

This included product data for the FEGIME database.

The results of the discussions will be summarised by the Lighting Committee and used to form the basis for further projects: the FEGIME Lighting Survey and a lighting strategy for the future.

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



Products

Eaton launches a new range of command and signalling devices, the RMQ Flat Front and RMQ Flat Rear components.



The new RMQ Flat Design Products are compatible with the whole RMQ Titan range.

# Extra Flat for Modern Machines

Sophisticated design and innovative operating concepts: Eaton's RMQ Flat Front and RMQ Flat Rear components allow machine builders a wide range of possibilities. Both the flat front and flat rear variants can be combined with the RMQ Titan range, offering a high level of flexibility. The space saved is of particular benefit for machines with separate operating terminals such as supporting arms.

The attractive RMQ Flat Front units feature a sophisticated mounting concept known as the RMQ-AFX. They are designed for 30mm boreholes and users can specify a version with tongue and groove anti-twist protection (as already available), or one with no tongue and groove. In this case, the device is easily aligned and automatically adapted to the plate thickness.

The product portfolio ranges from push buttons and indicator lights to key-operated push buttons, joystick, potentiometer and USB versions. There is also an encoder design which combines turn



and push functions. All RMQ Flat Front products are available with high degrees of dust and water ingress protection up to IP69K and with international approval.

The new flat components of the RMQ Flat Rear range enable a reduced installation depth of less than 30mm. They also feature multi-colour LEDs in red, green and blue, which can be included, for example, as status indicators, to alert the user and assist with process management. The inclusion of LEDs also contributes towards significant cost savings in procurement and logistics. Eaton has also expanded its RMQ compact solution range of all-in-one devices and the portfolio now includes an emergency-stop button.

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

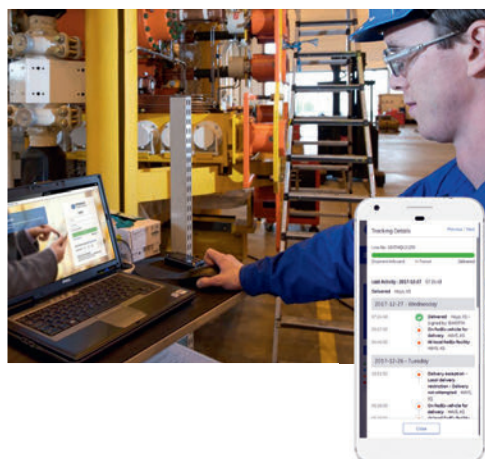
Service

The platform "empower" from GE Industrial Solutions is for eCommerce.

# The Platform for Growth

As more B2B customers use eCommerce platforms for ordering, their digital customer experience expectations are increasing. With a commitment to innovative technology, over the last 3 years GE Industrial Solutions – now part of ABB – has invested in the platform "empower", its flagship B2B eCommerce site. The company has transformed the digital customer journey from quote to cash, turning empower into a growth and productivity driver.

"We have taken a customer-first approach to our digital journey, systematically capturing their feedback to further enhance value," said Drew Marquardt, VP – Technical Product Management, GE Industrial Solutions.



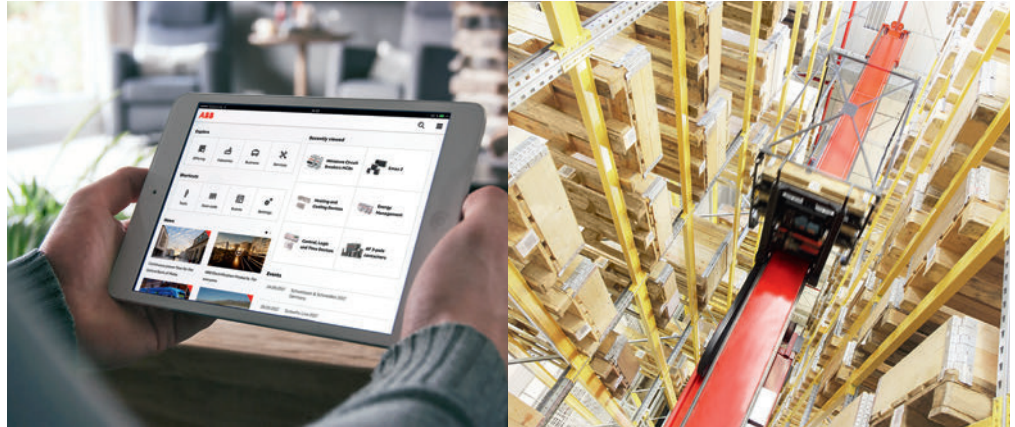
The empower platform offers high-quality product configurators to sales, intuitive search and ordering capabilities to purchasing, and real-time invoice access for accountants.

In addition, empower also offers wing-to-wing order visibility. This includes a top-level view of order status along with transparency down to each component. Moreover, empower enables product tracking through arrival at the final destination. For customers on the go, empower is mobile-friendly and offers opt-in emails on order progress.

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

Service

ABB achieves improvements in track and trace efficiency and reliability with investment in its distribution network.



# The Best Possible Service Experience

To deliver the best possible service experience for its customers, ABB not only invests in continuous product innovation but in ensuring that those products reach its customers in a timely and efficient manner.

As part of that commitment, ABB now operates four Regional Distribution Centres in Singapore, Dubai, Vignate and Memphis, a model which has been designed to ensure the availability of more stocked products and improve on overall global delivery times.

Paolo Meroni, Distribution Manager for the Electrification Products Division at ABB, explains:

“Our main objective is to make it easier for our customers to do business with us. Building on customer feedback, and in line with ABB’s drive for continuous improvement, we recognized a need to improve our delivery and lead times. Our aim is to reach world class service levels and the expansion of our Regional Distribution Centre network is our commitment to achieve this.”

With the expanded international network, including the opening of the new centre in Singapore, ABB can deliver a closer connection between its factories and the markets they serve, thus reducing lead times, delivering better product availability, creating the possibility

of consolidated shipments, enabling greater overall control of the supply chain and improving planning and supply optimisation.

In South Asia this means 90 percent of goods are shipped from stock and on time deliveries have increased to 95 percent. A web-based tracking system has also been introduced, enabling ABB to obtain shipping notifications on each individual element of each order.

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

Products

Creative and efficient by app – Sylvania’s SylSmart Standalone Scene.

# More Control, Less Effort

Sylvania has unveiled a new wireless lighting control system, the SylSmart Standalone Scene, that can be used for all professional applications. An intuitive app provides quick and easy programming and the ability to easily adapt and dim the lighting setup. Contrast, colour, warmth and tone of every luminaire can also be modified as required. A timer function is also included.

Pierre Taing, Director of Smart Lighting Solutions at Sylvania, says: “Lighting controls can be expensive as well as complex to program and

install. Our new Sylsmart Standalone Scene is an advanced solution that has been created to enable customers to create their own desired lighting effect. The result is a discrete, precisely controllable, cost effective, low maintenance system that allows for energy saving and scene programming.”

Sylvania’s solution can replace complex systems and can be easily and quickly retrofitted. The luminaires only have to be connected to the mains. Sylsmart Standalone Scene requires

no new wiring and can be controlled through wireless and battery-less switches on the wall. The app contains various security levels to prevent unauthorised persons from changing the settings.

[www.sylvania-lighting.com](http://www.sylvania-lighting.com)





**Practical Tips**

The norms vary from country to country. But surge protection makes sense everywhere. Here are four tips from Phoenix Contact on this important topic.

It is already mandatory in Germany but still only a recommendation in other countries: surge protection also for residential buildings. Here in over 80% of cases a type 2 lightning arrester is sufficient for surge protection.



# Tips for Surge Protection

## Is surge protection mandatory? Is there a transitional period?

Through the new norm DIN VDE 0100-443 surge protection is now mandatory in Germany. In other countries risk analyses are frequently required that however usually lead to the same result. We are talking about fire protection, so this result makes absolute sense. The danger from fires caused by surge voltages is often underestimated – and it is relatively simple and cheap to protect a building from this danger.

For the new norm DIN VDE 0100-443 in Germany there is a transitional period until 14.12.2018. This deadline however refers to the official handover of the installation. Moreover, surge protection was already mandatory for many installations due to the existing norm.

For installations with outdoor lightning protection nothing has changed. Here “interior” surge protection remains obligatory. And here the regulation on the use of surge protection makes sense. If outdoor lightning protection is installed without interior protection, then when lightning strikes the source of fire is simply transferred from the roof to the inside of the building.

## What protection is necessary?

For more than 80% of installations a type 2 lightning arrester is the correct – and cheapest – choice. It is only for installations with outdoor lightning protection and an overhead cable connection that a type 1 lightning arrester is mandatory. Of course, it is possible to always install a type 1 lightning arrester, for example on the busbar pre-meter. That seems easier, but it is

also more expensive and not always obligatory. Nor does this provide better protection for the meter. The market will decide which solution will prevail.

## How and where should surge protection be installed?

Surge protection should be located as close as possible to the feeding point, ideally in the main distribution board. In general, all devices should be installed post-meter. The space above the meter is an obvious choice for the installation of surge protection. Right next to the terminal block a rapid connection with a short cable is possible. Only type 1 lightning arresters with spark gap technology can be installed pre-meter, e.g. on the busbar.

Further lightning arresters can be necessary, for example if there is more than 10m of cable between the first arrester and additional devices. That applies particularly for sub-distributions. Here a type 2 lightning arrester is required.

## Which back-up fuse do I need?

Ideally none! If the fuse protection of the installation is not greater than the maximum permissible back-up fuse of the lightning arrester, you don't need any additional back-up fuse. That usually goes up to 315A – check the spec sheet. For all other cases there is a lightning arrester with built-in back-up fuse. That saves space and valuable cable length. And what's more, the built-in back-up fuse is generally monitored via the status display.



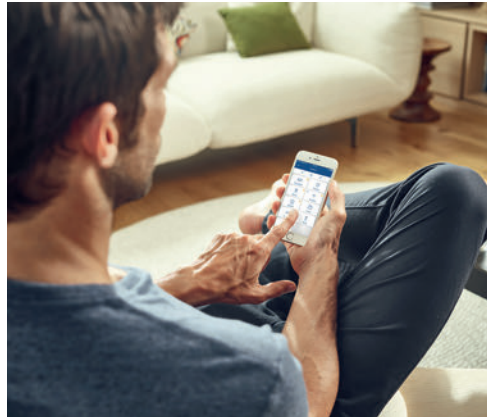
Surge protection for mounting rails and busbars. Type 2 and type 1/2 lightning arresters fulfil all the requirements.

The best place for surge protection is directly in the main distribution board.

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

Products

LUXORliving is the name of Theben's new smart home system. It is a certified KNX system but incomparably easy to install and operate.



LUXORliving: switching lights on and off, dimming, regulating the heating and controlling the blinds. It couldn't be easier. The LUXORplug software makes installation simple, the LUXORplay app makes operating the system child's play – and both are free of charge.

## Licence-free and intuitive

LUXORliving is a KNX system. But contrary to a conventional KNX installation, LUXORliving only uses the functions that are absolutely necessary. This is what makes the system so incomparably easy to install and operate.

LUXORliving is wired in the same way as every other KNX installation. Lights, roller blinds etc. can be assigned to the buttons of your choice in the software. This enables users to modify existing installations, save money – and enjoy the freedom to select a switch range that they want.

Product Manager Tino Schlaich: "Rather than selling buttons, we are working with button interfaces." The hardware consists of around 12 sensor and actuator components along with a small number of central units. These are KNX-certified but support fewer functions than a standard KNX unit. The advantage of this restriction is that rather than having to rely on the regular KNX software ETS to get started, users

simply work with LUXORplug, which is both easy to use and free of charge.

The Windows LUXORplug software lists the components automatically. Each unit is assigned a unique number which can always be used to identify it. The installation engineer specifies the number of floors and rooms and can also assign names to them. After this, the components are assigned to the rooms and also

given clearly recognisable names, e.g. "blinds in children's room". The next step involves setting the parameters for the individual actuators, connecting them graphically to the sensors and, if necessary, setting up groups of components (all the blinds in a room, for example).

The system can be visualised without a separate display. All you need is an Android or iOS smartphone. Users simply download the free LUXORplay app. The first time the phone establishes a connection to the system control centre, the app picks up all the names assigned to rooms, switches, etc. As the graphical design is in a standard format, the system can be visualised in the app right from the very first time it is started up. Users can then visualise and modify the statuses of lights, blinds, general settings, etc.



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

Products

HellermannTyton has developed cable ties with integrated RFID tags.

## Smarter Identification

HellermannTyton has developed cable ties with integrated radio frequency identification (RFID) tags. The RFID transponders are encapsulated in glass and embedded in the body of the nylon cable tie with UV-cured adhesive.

Each RFID tag is pre-programmed with a unique digital serial number. Contactless reading of the number is possible through most materials and in any direction.

In contrast to barcode labels, which can easily be rendered illegible under adverse conditions, the information on RFID tags can be read out even without a direct line of sight and in harsh environments.



The T50RFID cable ties are available with low frequency (LF) or high frequency (HF) transponders.

The complete RFID product range also includes extremely robust stainless-steel cable ties equipped with HF and ultra-high frequency (UHF) transponders, plus HF tags embedded in plastic accessories. Desktop and handheld RFID readers complement the portfolio.

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



Products

At the Light+Building Philips Lighting – now Signify – presented amongst other new products innovations in street lighting and LED tubes.



The new Philips TrueForce LED Road is the first LED lamp to fit into the standard E27 fixture and replicate a similar light effect to conventional high-pressure sodium street lighting.



# New Name, New Solutions

In May Philips Lighting changed its name to Signify. The company will however continue to use the Philips brand for its products. In Frankfurt our new, old partner presented a lot of innovations. One of these is the "Philips TrueForce LED Road" for street lighting. This is the first LED lamp to fit into the standard E27 fixture and replicate a similar light effect to conventional high-pressure sodium street lighting. Philips TrueForce LED Road reduces the time needed to maintain, replace and fit each street light, including the knock-on time required for road closures. In addition, its longer lifespan of more than eight years plus energy savings of up to 45% compared to conventional bulbs help save on running costs.

The new lamp distributes a similar amount of light to conventional street lights and is available

in warm white as well as a cooler white, to seamlessly blend in with existing street lights. With a significantly improved Colour Rendering Index compared to conventional high-pressure sodium SON-T lamps, it also enhances the feeling of comfort and safety. Philips TrueForce LED Road should now be available throughout Europe.

## New LED Tubes

Now also available are the new LED tubes "Philips CorePro LEDtube Universal T8", specially developed for trade customers.

The LED tubes are as easy to install as it used to be with fluorescent tubes. The range is affordable compared to high end universal LED tubes, making it the ideal alternative to standard

fluorescent lamps. Designed for simplicity of installation, the new LED lamp is optimized to work with all driver technologies, fitting directly into luminaires operating on electromagnetic ballasts or HF electronic ballasts. Thus, reducing the cost for the wholesaler and installer of stocking different types of LED tubes.

The Philips CorePro LEDtube Universal T8 can also connect directly to the mains power, bypassing the ballast. This makes additional energy savings possible.

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

Products

The Nexans TITANEX cable range can now withstand temperatures up to 90°C.

# Some Like it Hot

Rubber cables are widely used in a variety of different applications, including machine-tools, generators, manufacturing, construction sites, cranes, but also in the events industry. These environments require a high level of robustness and reliability from the cables. To meet these requirements, Nexans has upgraded its TITANEX family of low voltage flexible rubber cables: now the first H07RN-F models are available that can operate at up to 90°C temperature at the core (for fixed and protected installations).

Due in addition to its high resistance to vibration and abrasion, this is one of the most robust cables

on the market. Tests have shown that TITANEX products are able to withstand up to 150,000 continuous cycles - five times more than is required by the H07RN-F standard.

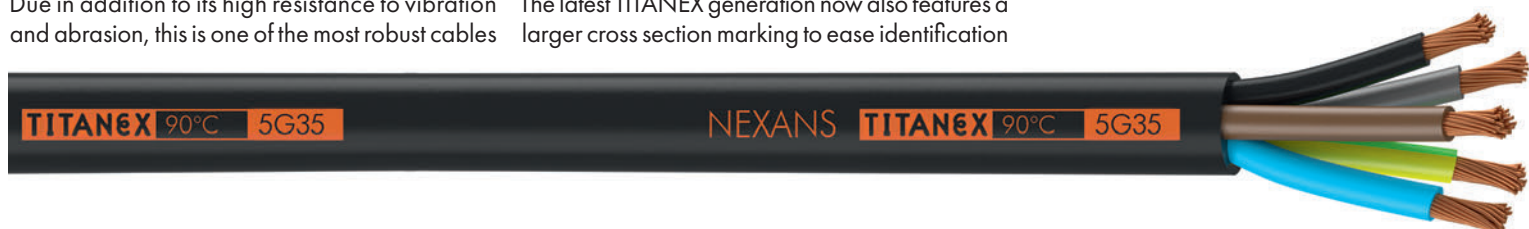
The cable range is suitable for applications up to 1KV within fixed and protected installations in compliance with the H07RN-F standard for rubber cables. This means that installers and operators can now replace several types of cable with just one.

The latest TITANEX generation now also features a larger cross section marking to ease identification

and installation. Its resistance has also been improved so that the cables can be clearly identified and re-used without degradation.

TITANEX cables are compliant with Eca Classification of the Construction Product Regulation (CPR).

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



## Products

In June Weidmüller won the 2018 German Innovation Award for the Industrial Analytics solution for forward-looking maintenance and data analysis. Here is an example of what the solution can do.



BOGE is using Weidmüller's Industrial Analytics in its high-speed turbo compressors for oil-free compressed air production.

# How Data Generates Added Value

In discussions of digitalisation new business models are often mentioned. What that in reality could mean, is illustrated by the cooperation between Weidmüller and BOGE, a leading manufacturer of compressors from Bielefeld, Germany.

At the Hanover Fair this year the results of the cooperation were presented and the benefits for machine construction companies and end users demonstrated. An HST 220 (High Speed Turbo) high-performance compressor from BOGE was shown. This uses the Industrial Analytics software for preventative maintenance from Weidmüller to detect errors and operational anomalies. The analytics software is an element of "BOGE Analytics", an Industry 4.0 service package for the intelligent evaluation of operational data, that was created during this cooperation.

What can this combination of technologies do? At the Fair visitors could adjust the cooling system, for example, to simulate engine problems. The analytics software from Weidmüller quickly detects that something is wrong and uses a special forecasting algorithm to indicate the new probability of failure due to the manipulation, and to warn the machine user of a potential failure.

Of course, the data can be visualised and shown, for example, on a tablet. So, the compressor can be serviced before it breaks down.

The new BOGE HST compressors represent a key milestone in the development of class 0 oil-free compressed air production (for details please see [www.boge.de](http://www.boge.de)). The application areas of BOGE HST compressors include the pharmaceutical and food industries, industrial paint shops and semiconductor production. In all these areas, the consequences of machine downtime can be catastrophic. Error prevention is a prerequisite for increased process reliability and optimal energy management for customers. That's why BOGE has been continuing to drive forward its strategy "Compressed Air 4.0" in the areas of service and maintenance.

This advance shows first of all that predictive maintenance is becoming increasingly important – that is the technical view on the matter. But secondly this example also shows that partners like Weidmüller are developing into "software houses" and "data analysts". Of course, this is not software that you can buy "off the peg" – its use only arises from cooperation with a customer who is seeking a solution. The Industrial Analytics

software must first learn to distinguish what can be regarded as a fault in a particular machine or installation.

And thirdly this advance can change the business model of suppliers. Data-driven business models arise. Using the example of BOGE once again: it is not the "hardware" such as a compressor that is being sold, but the availability of compressed air. The idea of the providing of "availability" is a strong trend – and is just beginning to create a lot of new business models.

<http://industrial-analytics.weidmueller.com>

## MEETINGS

- |                   |                                      |
|-------------------|--------------------------------------|
| 12.09. – 14.09.18 | General Assembly, Athens             |
| 14.10. – 20.10.18 | FEGIME Academy FAMP Module 5, Milan  |
| 23.10. - 26.10.18 | FEGIME Latam EPS Event, Buenos Aires |
| 21.11. – 23.11.18 | Shareholder Meeting, Amsterdam       |