

voice

NEWSLETTER
02.2019



Editorial

As the new member of the Board of Directors, it is my pleasant duty to write a few lines at the turn of the year. I would like to start with a personal review. It was a very successful year for FEGIME Romania. By

gaining our new member Electroglobal, we were able to strengthen our position in the market extraordinarily. The Congress in Nice (Merci, France!) and a big FEGIME Day event in Romania complemented this development perfectly.

My personal review merges here with the analysis of the larger picture: because we owe both the growth and the inspiring meetings to our cooperation within FEGIME. This is certainly also true in the other countries of our community, which also grew this year. In a world that currently likes to rely on national solo efforts and strength, our unity and cooperation is not a matter of course. In business we see which concept promises more success from the figures – and this is also the case now. I will certainly be committed to promoting our cooperation across borders as a member of the BOD. It is not necessary to mention that challenges such as digitalisation or climate change know no borders.

I look forward to the coming year when we will continue to implement our 2020+ strategy. I will ask our young people what ideas they brought back from the FAMP in Barcelona. Maybe we can add some new ideas to our strategy. I wish you all a successful and healthy New Year!

Florin Niculae

FEGIME Future

A new concept, inspiring teachers and Barcelona as location – ideal prerequisites for the FAMP 2019. Our Next Generation managers found inspiration and a lot of new ideas on how to manage the future.

Corner Stone for Success

This year's Module of the FEGIME Academy Management Programme (FAMP) in Barcelona was attended by 45 next generation entrepreneurs from 12 countries – 11 of them took part in a FAMP for the first time.

After an excellent FAMP in 2018 with SDA Bocconi in Milan, the model was changed this year to ensure an even higher level of customisation. For the first time a business school was not directly involved. Instead FEGIME enrolled the help of Prof. Patrick Reinmoeller as Academic Director to coordinate the week. Patrick is Professor of Strategic Management at Cranfield University and an old friend of FEGIME.

Participants enjoyed a highly informative first day on Family Business with Prof. Stephanie Hussels, also from Cranfield University. She began with Succession Planning. The task for participants was to create a "family business map" to get a clear idea of ... >>

Contents

Corner Stone for Success – Report on the FAMP 2019 in Barcelona	1
Now with 66 Outlets – FEGIME Hellas & Cyprus continue to expand	3
Better than Ever – the ELECTROtools app is getting a complete overhaul	3
A Changing Market – FEGIME Israel is investing in a growing economy	4
Innovation Showcase – The Supplier Fair in Madrid showed that FEGIME España is in the fast lane	4
FEGIME Day 2019 – Photos and reports from FEGIME countries	5 – 6
Reports from Aurora Lighting, Cimco, Eaton, Haupa, HellermannTyton, OBO Bettermann, Phoenix Contact, Schneider Electric, Siemens, Signify, Theben and Weidmüller	7 – 12
Modern and Sustainable – FEGIME Norge has an impressive new Head Office	13
Meetings	13



A working group proud of their results and the whole team in Barcelona together with Prof. Patrick Reinmoeller (right).

>> ...all the family assets (such as values, heritage & connections) but also the family roadblocks. That succession is such an essential topic is proven by these statistics from UK (other countries are just the same): 70% of all family businesses have a life expectancy of 24 years, only 30% will make it into the second generation, only 13% into the 3rd generation - but a staggering 60-70% have no succession plan at all.

This fitted in well with the next session: Thriving in Eco-Systems by Dr Shaz Ansari from Judge Business School, Cambridge. In these times of disruptive innovation his aim was to give participants tips on how to survive. In groups they were invited to look first at a gym and then at a hotel in order to "reinvent" the business model. Using the "Four-Action Framework" tool, the final task was to examine which factors of the business could be "eliminated, reduced, created or raised". Shaz's tip: balance past, present and future.

With the ever-increasing speed of change, you just can't expect to be able to keep on doing what you have always done, said Patrick Reinmoeller. You need a breakout strategy to examine where you can take your business in the coming years. Patrick's advice: "Break out from your core business to adjacent or transformational sectors despite the risk of uncertain returns. Otherwise, you are betting the future of your company on the world never changing."

There were not many takers for that bet, so the next topic was Change Management presented by Sandra Krisberga-Sinigo, from Cranfield University. We are all living in a volatile, uncertain, complex and ambiguous world so we need to adapt as soon as possible. But change is difficult because we are creatures of habit who like everything to remain just as it always was.

So far so good, but what does this have to do with Lego? Sandra introduced FEGIME Future to the Lego Serious Play method which has been used for academic research already for 20 years. Teams were given Lego bricks and then asked to build something representing various ideas and concepts such as "How does my team feel about changes?". This is an excellent way of enabling exploration without consequences, of unlocking

creativity & internal resources and thus enhancing teamwork.



FEGIME President, Ricardo Gomez, came to the Graduation Ceremony and presented the certificates. "I am sure you have heard it said of family companies that we do not inherit the business from our parents, but we borrow it from our children," said Ricardo. "I am convinced that at FEGIME we are on the right track - into the next generation."



But that is only half the battle. To quote Steve Jobs: "Ideas are nothing. Execution is worth millions." And Prof. Luis Vives, from ESADE Business School, Barcelona, confirmed that. His topic: Business Model Innovation (his definition: the discovery of a fundamentally different business model in an existing business, a way to grow profit & avert threats from competitors). The exercise he set FEGIME Future was an eye-opener. Groups of different sizes were given the task of "manufacturing" letters on small pieces of paper with the aim of creating as many English words as possible with as little wastage as possible. When the results came in, it became clear that the largest group had had the hardest time as more coordination & communication were needed. But all the groups made the mistake of not doing sufficient market research and not taking the requirements of the customer into consideration. Luis's warning: "The biggest threat to businesses today is not digital technologies but loss of relevance & the inability to adapt to change. You must not forget that the customer comes first. Adapt to their requirements."

So, that point went right to the top of participants' "To Do" lists for the first day back in the office. Actually, why wait? Nowadays everyone is always connected to their work, always available. But sometimes it gets too much. How is it best to cope with this and achieve sustainable performance? That was the question posed by Dr Jutta Tobias Mortlock, from Cass Business School, London. Her topic was "Slowing Down to Speed Up". Jutta had a lot of tips for achieving Mindfulness (being fully present AND responding appropriately). For example: you must switch off regularly.

There was little time for switching off in Barcelona. As ever the group worked on the Tool to Take Home that can be implemented immediately. The topic was Relationships in the Digital Age (REiDA). Patrick's instructions: analyse how you reach out to your customers and map out the current situation, show the desired profile (where you want to be in 5 years) and define three steps to reach it. The results inspired Patrick to the following summary: "If FEGIME Future continues to coordinate goals and shares best practices, members will benefit from better management of customer relationships and even greater collaboration within FEGIME."

FEGIME Hellas & Cyprus

In Greece our friends continue to expand – also on the country’s islands. And the number of awards won by the Greek market leader is growing, too.



Left: George Vassilakis, Finance Director of FEGIME Hellas & Cyprus, receives the award from Anastasia Parentzoglou, Brand Manager of Fortune Greece. Right: the three new outlets.

Now with 66 Outlets

FEGIME Hellas & Cyprus continues to expand its network of branches by opening three new stores in Chalandri, Kallithea and Paros. This takes the total of stores to 66 in Greece and Cyprus. Our colleagues remain committed to the “One Stop Shop” concept by providing a wide range of electrical equipment, lighting, building technology, energy management and energy saving solutions.

FEGIME’s presence in the Athens area is strengthened by the opening of the two new stores in Kallithea and Chalandri. The stores’ design is characterized by functionality, digital technology and high aesthetics. The experienced and well-

trained staff provides solutions tailor-made to the most specialised customer requirements. The new store in Chalandri offers in addition a specialised area dedicated to sophisticated lighting applications and automation.

And the islands have not been neglected either. Following Tinos & Mykonos at the beginning of the year, FEGIME Hellas & Cyprus opened a new store on the island of Paros, reinforcing its presence in the Cyclades.

Once again, the company’s entrepreneurial commitment was rewarded as FEGIME Hellas & Cyprus was voted one of Fortune Greece’s

“Most Admired Companies 2019”. For the fifth consecutive year, Fortune Greece and KPMG Greece conducted the largest corporate reputation survey in the country. Businesses are evaluated on e.g. Innovation, Human Resources Management, Corporate Social Responsibility, Quality of Management Team, Financial Performance and Quality of Products and Services.

www.fegime.gr

FEGIME Deutschland

The ELECTROtools app is being given a complete overhaul.

Better than Ever

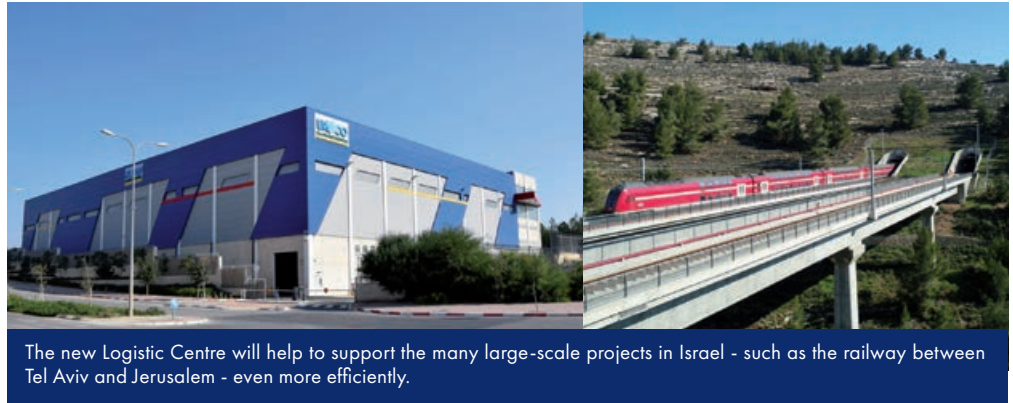
You could almost say it has “gone viral”. Up until the end of November, our ELECTROtools app had been downloaded 254,374 times. “This tool is now in use worldwide,” says Klaus Schnaible, Head of IT at FEGIME Deutschland. “We currently offer ELECTROtools in eight languages.”

There are enough reasons for this popularity. With its many formula calculators and a lot of information, the app is perfect for everyday business in the electrical trade - and it is free of charge. More investments are currently being made and a major update is coming soon. The app will be completely redesigned and offer new functions. The programmers and designers in Nuremberg are hard at work. 2020 will start with an excellent new tool for marketing.

Above: the number of downloads for the major operating systems. Right: drafts – still in German – for the new version of ELECTROtools.

FEGIME Israel

The market in Israel is growing and changing. FEGIME Israel is investing to benefit from both developments.



The new Logistic Centre will help to support the many large-scale projects in Israel - such as the railway between Tel Aviv and Jerusalem - even more efficiently.

A Changing Market

The Israeli economy has an annual growth rate of about 3% and at the same time there is a lot of consolidation in electrical wholesaling in the country. FEGIME Israel is well positioned to benefit from both developments.

The biggest investment in the future is the logistic centre which recently began operation. 18,000 square metres of storage space were created at a cost of just under 30 million euros. The warehouse is a response to the high demand which is also being boosted by government investments.

The number of branches will increase in 2020. More and more small wholesalers - today there

are less than 200 in Israel - are closing down every month. But our Israeli colleagues are expanding their network: the 15th branch will be opened at the beginning of 2020 in Carmiel in the North. Further locations are under assessment.

The Technical Department is also expanding. It is the driving force - supporting projects from the specification to the integration phase. This is of particular importance when it comes to infrastructure projects. FEGIME Israel supplied for example the complete emergency lighting for the parallel tunnel system of the new train line from Tel Aviv to Jerusalem. In December 2019, 35 35-metre-high masts and 550 flood

lights were delivered to the private "HADAROM" port in Ashdod. Those are just two of the many major projects that are required with an annual population growth of 2.5%.

And last but not least our colleagues have invested in an innovative e-commerce platform to provide a professional solution for their customers in 2020.

www.erco.co.il

FEGIME España

The Supplier Fair showed that FEGIME España is in the fast lane.

Innovation Showcase

The "FEGIME Meeting Point" Supplier Fair has become an institution. At the end of October FEGIME España invited 600 guests including 70 referenced suppliers to the fourth event in Madrid. "The suppliers present their products and our members their digital projects," explains Jorge Ruiz-Olivares, Managing Director of FEGIME España. "Our omnichannel transformation is underway".

The first day is traditionally an internal session in which members and suppliers have ample

opportunity to discuss their business – and culminates in a dinner together. The novelty this year: on the morning of the second day visitors included both FEGIME staff and selected customers invited by members. As to content, two current trends were highlighted: solar photovoltaic energy for self-consumption (as we already reported in Voice 1/2019) and e-mobility.

The initiatives – to which FEGIME España is committed – are part of a leadership strategy in the distribution sector that revolves around

digitalization. "Leadership is not just a matter of figures, but also of setting trends," said Jorge Ruiz-Olivares. In this important transformation, the digital tools – presented at the Congress in Nice as part of the 'FEGIME Connect' programme - are "adaptable and configurable to each company in our group."

The group's current projects were then presented by Jorge Ruiz-Olivares together with members Antonio López (Masfarné), Alejandro Gómez Moreno (Gómez Moreno) and Gonzalo Battaner (Battaner e Hijos). Amongst these is an agreement with the DZB Bank to provide payment centre services to partner manufacturers and thus make business growth cheaper, safer and easier for supplier and wholesaler alike.



Review of a successful event and outlook for a bright future: the final speech of the President of FEGIME España, Javier Gómez.

www.fegime.es



Position	Dist	Blk	Horse	SP	Age	FR	OR
1			4. SASH (3)	30/2F	3	3	6
2			5. TAMERLANE (IRE) (5)	11/2	4	9	4

FEGIME Day

28. JUNE . 2019

A selection of photos and stories from FEGIME Day 2019. Copying the many nice ideas is almost compulsory ...



Very British: almost 100 members and suppliers of FEGIME United Kingdom met up to enjoy a "Horse Racing Evening" at Royal Windsor Racecourse. At 7pm our British colleagues were the sponsors of their very own race: the "FEGIME Preferred Suppliers Handicap" which was promoted with advertisements in the race programme and on monitors all over the racecourse. In addition, they were able to choose the "best turned out horse" and present the prizes. The latter was done by the Chairman of FEGIME UK, David Shirt, along with guests including the CEO of the Electrical Distributors Association, Margaret Fitzsimons, the CEO of FEGIME UK, Alan Reynolds, Preferred Suppliers and Members of FEGIME UK. All in all, a super event. The winner by the way was Sash. →





The Horse Racing Evening is proof: FEGIME Day offers a generous framework to let your imagination and creativity run free. Even a FEGIME Week is possible, as FEGIME Polska showed. Our friends from member company Asaj took FEGIME Day to Ireland participating in the charity rally "Złombol". 450 vintage cars left Katowice in Poland and travelled a total of 2,500 km through the Czech Republic, Germany, the Netherlands and France to finally arrive in the Wicklow Mountains in Ireland. Team Asaj arrived at the finish without a single breakdown. Congratulations to them – especially well deserved because only true vintage cars built in the Communist era are allowed to take part in this rally.

Their colleagues from Grodno organized a football championship in Warsaw. It was the

10th time the Grodno Cup had taken place and 23 teams took part - including suppliers. We are proud to say that for the first time Team Grodno were the winners. Nowa Elektro organized an open day for installers together with Preferred Suppliers Eaton and Ledvance. And at FEGIME HQ there were several meetings where the almost obligatory FEGIME-blue cakes were served.

Once again FEGIME Romania hosted in Bucharest a superb event together with their major partner suppliers Signify, Gewiss, Eaton and Schneider Electric. Special guest was FEGIME President, Ricardo Gomez. All the employees of the member companies were present – including of course new member Electroglob who had the opportunity to present the company to both colleagues and suppliers. Costin Cuneșteanu, General Manager of FEGIME Romania, spoke

about FEGIME's Strategy 2020+ that had been officially launched at the Congress in Nice. The traditional Gala Dinner rounded off a great evening.

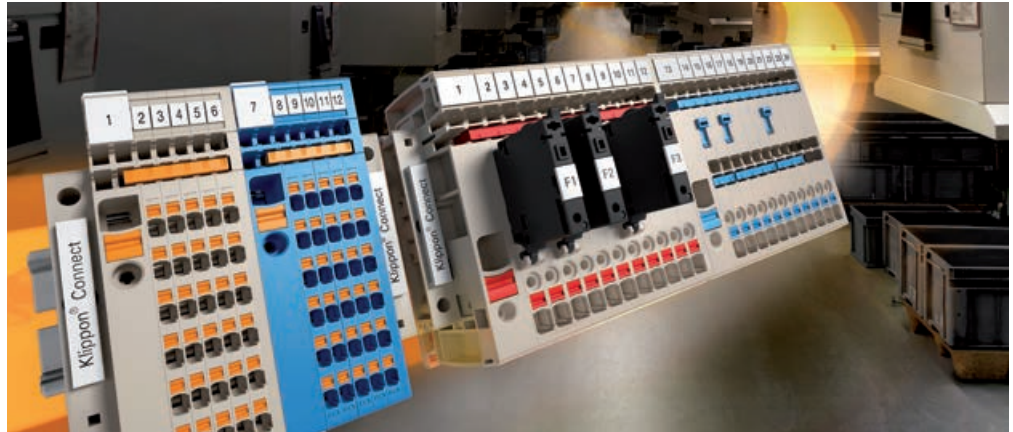
Other events focused on customers and technology. Our colleagues from Nord Elettrica in Milan trained and informed their customers about opportunities connected with Smart Home technology and provided product packages for an easy start in home automation. In Greece, customers enjoyed attractive discounts on FEGIME Day. The new branch in Kallithea (page 3 of this issue) was beautifully decorated and took the opportunity to get to know customers and partners with a party.

The date for the next FEGIME Day is June 26th, 2020.



Products

Weidmüller combines load monitoring and potential distribution with a scalable level of fusing. This combination saves time and space.



A Unique Combination

Efficient machine and systems operation calls for fail-safe and maintenance-friendly control voltage distribution with time and space-saving installation. Until now, terminal blocks for potential distribution and electronic load monitoring were installed separately. Weidmüller's solutions combine these functions into one complete control voltage distribution: 240 V or 400 V with "Klippon Connect AAP" and 24 V with "maxGUARD".

The choice between AAP and maxGUARD depends on the desired level of fusing. If there is no need to implement any surge current protection measures, AAP offers a compact potential distribution without any fusing. To play it safe and benefit from an integrated solution, AAP including fusing is the right choice. However, once the safety fuse has been triggered, it is no longer usable and must be replaced immediately.

choice. maxGUARD triggers extremely quickly in around 10 milliseconds and can be reactivated in no time. Thanks to these properties, it is recommended for the fusing of sensitive electronic consumers such as controllers that suffer loss of function with even the shortest interruption of the supply.

This unique combination saves installation time, increases fail safety and reduces the space required on the terminal rail by up to 40%.

If the downtime is too much of a risk, then maxGUARD, the potential distribution solution with re-switchable electronic fusing, is the right

www.klippon-connect.com

Products

SIRIUS is the name of Siemens' comprehensive range of industrial controls.

The System for More Efficiency

SIRIUS is the name of Siemens' most modern, complete and innovated range of industrial controls. All the products have numerous functions, are extremely versatile, compact, easy and quick to install, are robust, can be combined easily and offer flexible communication options – and more. All the components are well coordinated – and that saves time and money.

4. Of particular importance is the large number of "SIRIUS Hybrid" starters which enable motor starting with efficient hybrid switching technology for fixed-speed applications. Hybrid switching technology combines the best of relay and semiconductor switching technology.

Here is a short overview of the most recent developments: cost-optimized solutions covering all power ranges from 1.5 to 1200 kW:

The SIRIUS 3RW soft starter as two- or three-phase controlled devices create lower mechanical wear on the drive train due to limitation of the starting current/torque and protect the network from excessive starting peaks. They are a low-cost and low-maintenance solution that does not need extensive accessories.

3RM1 motor starters with a width of only 22.5 mm are the answer when space is at a premium and motors up to 3 kW (at 400 V) have to be started safely.

The SIMATIC ET 200SP motor starter with its safety and standard function now completes the distributed I/O system. The compact modules for switching and protecting 1- and 3-phase loads up to 5.5 kW are available in four wide setting ranges and offer a variety of options for plant monitoring and optimisation.

www.siemens.com/sirius

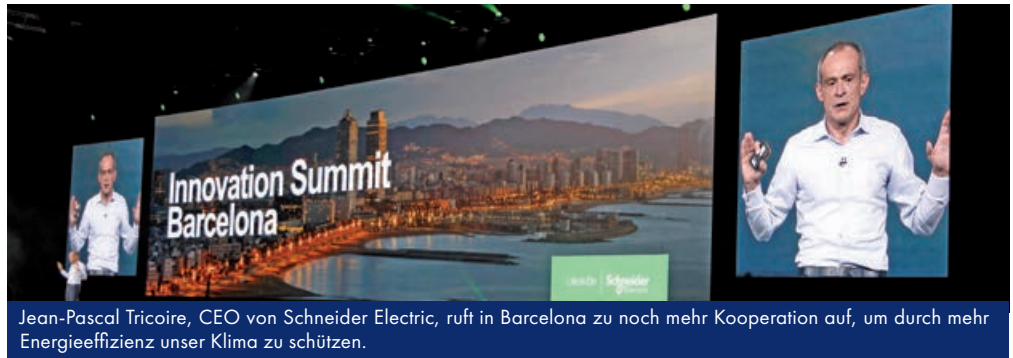
The range can be subdivided into four core areas:

1. "SIRIUS Control" includes motor starter protectors, contactors and overload relays, but also over 50,000 pre-tested and approved combinations for the most common applications.
2. "SIRIUS Command" offers modern commanding, signalling and sensing devices in modular design or as complete devices.
3. "SIRIUS Monitor" with SIMOCODE, safety switching devices and various relays offers comprehensive protection, monitoring and control functions for the motor and supports digitalisation with extensive analysis and diagnostic data.



Future

Schneider Electric's Innovation Summit in Barcelona presented solutions for a world that will be electric and digital.



Jean-Pascal Tricoire, CEO von Schneider Electric, ruft in Barcelona zu noch mehr Kooperation auf, um durch mehr Energieeffizienz unser Klima zu schützen.

For a Sustainable World

Our world will be electric and digital. At the same time, we have to pay attention to sustainability, because climate change is not waiting. What is the connection between these developments and tasks? What should we do?

At the Schneider Electric innovation summit in early October a strong FEGIME delegation from Spain, Portugal, Germany and the United Kingdom listen to the analyses and solutions our partner has to offer. Schneider Electric called on the more than 3,500 attendees to work together for the improved efficiency of their businesses and a more sustainable planet. The electrical industry can make a significant contribution: buildings, data centres, infrastructure and industry consume around 70 percent of the energy generated worldwide. According to Schneider Electric, 50 percent of global CO2 emissions can be avoided in the next twenty years if digitally supported energy-saving measures are implemented in half of the existing buildings - in parallel with

the existing initiatives for electrification and decarbonization.

"We are experiencing a tectonic shift today towards electrification and digitization," said Jean-Pascal Tricoire, Chairman and CEO, Schneider Electric. "For the first time in our history, we can reconcile the paradox between progress for all and a sustainable future for our planet."

Schneider Electric is convinced that the latest developments in EcoStruxure, its IoT-enabled, plug and play, open, interoperable, architecture and platform will play a major role:

- "EcoStruxure Power 3.0" leverages new digital technologies to deliver enhanced efficiency, reliability and safety for power distribution.
- The new "EcoStruxure Plant Performance Advisors Suite" helps enterprises leverage their industrial automation data to increase operational profitability.

- The new "EcoStruxure Building Connected Room Solution" gives building owners increased operational and energy efficiency and a more personalized occupant experience.

In Barcelona Schneider also announced three new partnership programs. The "Schneider Electric Technology Partner Programme" is a new specialized program tailored for technology companies looking to scale and build up innovation within their businesses.

www.se.com



Growth

OBO Strengthens Its Core Competence

OBO Bettermann is taking over the cable routing systems business ("Cable Management") of the REHAU group as from 1st February 2020. For OBO Bettermann the acquisition - including the production facilities - means sustainable expansion of their important cable routing systems product unit. "With this acquisition, we are expanding our product range especially in important international growth markets. OBO is strengthening its core competence and market relevance," explains company head Ulrich Bettermann.

obo-bettermann.com

Products

The latest generation of battery-powered, hydraulic crimping and cutting tools from CIMCO make it possible to verify the quality of the work carried out thanks to data analysis.



Reliability and High Performance

The new CIMCO series includes four crimping and five cutting tools for a range of applications. A highlight: in contrast to standard tools, a service cycle is only required after the tool has been operated 20,000 times. An annual service is no longer required. Additional important features are the pressure safety system to prevent overpressure errors and the USB interface for data analysis and monitoring. This provides users with the possibility of proving that they have carried out the work safely.

The hydraulic, battery-operated crimping tool can apply up to 60 kN of force. Depending on

the head, the user can select crimping inserts according to DIN 48083 part 1 up to 185 mm² (open C-shaped crimping head), or the standard C half shells up to 300 mm² (crimping head with quick release).

In addition, the user has a practical battery-operated cutter which makes it easy to cut Cu and Al conductors up to 25 mm ø, or also steel cable up to 16mm ø.

The series also includes two 130 kN pistol-shaped crimping tools for a diameter of up to 400 mm² (H-shaped head and C-head). A variety of cutting

tools in this shape complete the product range.

All tools are supplied with two high performance 18 V Li-Ion rechargeable batteries compatible with the DeWalt XR series charging system. All tools also have a simple LED display showing battery charge, errors, and maintenance checks. They are also equipped with an energy-saving function to switch the tool off automatically after 10 minutes if it has not been used.

www.cimco.de

Norms

A whitepaper from Eaton to help with the implementation of DIN EN 60204-1.

Information about New Norms

Any company that wants to put machinery and equipment on the market in the European Union must affix the CE mark to its products. This marking certifies that the machine meets the requirements of all relevant EU directives. CE marking serves as a kind of passport to support the free movement of goods within the European Economic Area.

EU directives such as the Low Voltage Directive (2014/35/EU) and the Machinery Directive (2006/42/EC) contain requirements for general and occupational safety that must be met by all the products they cover.

According to both these directives, EN 60204-1 is the designated harmonized standard for the electrical equipment of machines. It applies to all electrical, electronic and programmable electronic equipment and systems for machines, including machine clusters that operate in a coordinated manner.



The whitepaper not only explains the changes to EN 60204-1 but also provides practical tips for easy implementation of this update.

EN 60204-1 had been in place for more than ten years. In June 2019, the German version (VDE 0113-1) of the European EN 60204-1 came into force. This updated version contains new requirements that must be taken into account when configuring a machine or system. This applies in particular to devices that interrupt the power supply in order to prevent unexpected start-up, as well as to residual current devices and to the activation of the stop function in frequency inverters.

The Eaton whitepaper not only explains these changes but also provides practical tips for easy implementation of the update to EN 60204-1.

www.eaton.com

Products

Signify's Trulifi range uses light waves to provide an internet connection. A very practical solution that is becoming common – even on airplanes and buses.



Left: a luminaire with transceiver. Centre: the principle. Right: the USB Access Key.

Li-Fi is the New Wi-Fi

Signify has announced that it has entered into a definitive agreement with Eaton to acquire Cooper Lighting Solutions. Closing is subject to regulatory approval and is expected to take place in the first quarter of 2020. Signify wants to strengthen its position in North America where the demand for LED and connected solutions is growing. Cooper Lighting Solutions is a leading provider of professional lighting, lighting controls, and connected lighting.

On the topic of connectivity there is also a very interesting technical innovation. Everyone has heard of fibre optics to transmit data with light. This technology needs cables. Similarly, everyone also has heard of the wireless solution Wi-Fi. What is new is to rely on "Li-Fi" for data transmission: Instead of radio, light is used for

wireless two-way communication. The stadium of the Hamburg football club "HSV" is one of 100 projects worldwide where Signify's Trulifi solution has already been installed. As in all stadiums, many people want to communicate wirelessly at the same time during the game – but this can drastically reduce the speed of data transmission. However, journalists in particular need a reliable wireless connection.

Signify installed 84 Philips PowerBalance gen2 LED recessed luminaires in the stadium's press centre. Eight of the luminaires have an integrated Trulifi 6002 transceiver, which modulates infrared light waves to provide an internet connection of up to 150 megabits per second (Mbps). Journalists using the system receive a USB Access Key to plug into their laptop. This picks up the Li-Fi signal

and transmits data back to the luminaire. The Li-Fi system is free from interference and encrypted.

Trulifi is built into Philips luminaires or can be retrofitted. This means that the customer doesn't have to completely replace his existing lighting in order to obtain both the best lighting quality and wireless connectivity.

www.signify.com

Products

Theben presents their new "theMura" motion/presence detectors.

Attractive and Versatile

The new theMura wall detector is perfect for energy-efficient lighting control, e.g. in corridors, stairways, cellars and toilets. They are available as both motion detector and presence detector. The 2-wire detectors are most suitable for renovations and conversions in combination with a staircase light timer switch from Theben. The 3-wire detectors can also be used in new buildings and feature practical additional functions such as a presence detector. As well as the Theben design, there is also a wide range of bezel frames available for combination with switch ranges from Busch-Jaeger, Jung, Merten, Gira, Legrand, Berker and Feller.



The "theMura" motion/presence detectors are sleek and attractive. A wide range of bezel frames enable the combination with switch ranges from Busch-Jaeger, Jung, Merten, Gira, Legrand, Berker and Feller.

The new products look great anywhere thanks to their particularly sleek and attractive design. The large detection area of 14 x 17 m and its flexible extension through additional slave detectors make them the perfect solution for any application. The

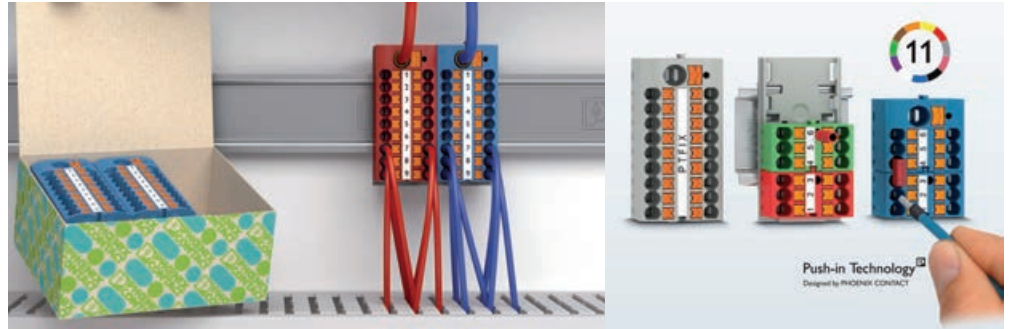
lighting can still be switched on and off manually using the integrated button. All basic settings can be made directly on the device.

In order to use all the functions, "theSenda B" remote control needs to be used in combination with the free "theSenda Plug" app. These functions include setting the integrated orientation light, activation of the acoustic function or adjustment of the extended function. With the additional floating contact, it is also possible to integrate HVAC applications. External buttons can also be connected.

www.theben.de

Products

The new compact PTFIX distribution blocks with push-in technology from Phoenix Contact significantly reduce assembly times.



Fast and Flexible

As automation becomes increasingly common, the number of sensors and actuators is also increasing – making potential distribution or collection more complex as a result. DIN 18015-2 also requires that the RCD be assigned to the circuits in such a way that switching off an RCD does not lead to the failure of all circuits.

DIN 18015-2 means that more and more RCDs (residual current devices) are being installed in modern residential buildings. The challenge is to implement the many neutral conductor connections in the distributor behind the RCD - as well as the potential distribution for the sensors and actuators – saving as much space and time as possible.

The PTFIX distribution blocks make this work considerably easier. They meet the requirements of EN 60998-1/2 (connection material for low-voltage circuits for household and similar purposes).

Phoenix Contact offers the distribution blocks in five versions, each with 2, 4, 6, 12, and 18 terminal points internally connected - with or without an additional feed connection. Blocks with a nominal cross-section of up to 4 mm² are available.

One huge advantage: all the distribution blocks come with the simple Push-in direct connection technology. This enables fast assembly without the

need for any tools in just seconds. To disconnect, the orange push button can be operated with any tool that is like a screwdriver.

For intuitive and safe installation, the PTFIX blocks are available in many colours - such as brown, blue or green-yellow. For example, the wire colours of the outgoing installation correspond to the colour-matched distributor connections.

www.phoenixcontact.com

Products

Aurora Lighting extend their smart lighting range with "AOne".

Smart Home Made Simple

Aurora's AOne comprises a very wide range of smart lighting and control solutions for numerous applications. Compatible with SmartThings, Amazon Alexa and Google Assistant, the AOne covers power, lighting and control.

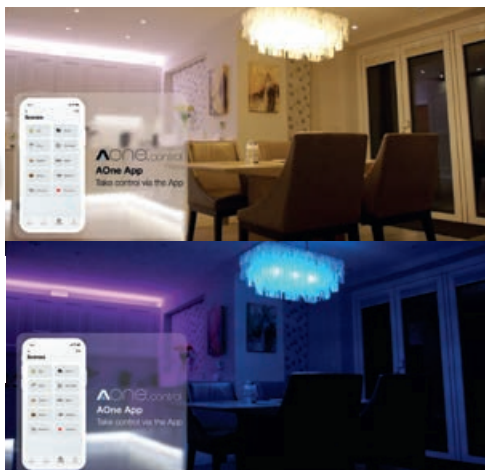
The system is simple and can be installed in just a few steps. As a wireless solution, AOne is very

inexpensive and practical for retrofitting. AOne is not only suitable for private homes, but also for the hospitality and retail sectors.

The expanded system has already been launched in the UK and South Africa. Europe will follow in January 2020 and support the radio protocols Zigbee and Bluetooth.

The AOne portfolio includes a number of "Smart Inside devices", including GU10 lamps and LED strip controllers as well as kinetic wall switches and 16 A inline relays. Thanks to the simple installation of the AOne system, any environment can be controlled intelligently using the app, wall switch or remote control.

Thanks to the numerous functions, the user can create and manage rules and groups. This enables the automated control of lighting from anywhere in the world. It can be dimmed or switched on and off at any time - which can save a considerable amount of energy. If there is no internet connection, the devices can still be controlled locally.



The AOne portfolio also includes various remote controls and wall switches, for example rotary dimmers or the smart, wireless and battery-free AOne Kinetic wall switch.

auroralighting.com

Products

Haupa's new dome light "HUPLight50combi" ensures good light on all construction sites.



Super Tough and Bright

"HUPLight50combi" is the name of the powerful LED work lamp from HAUPA. With 4,000 lm and 50 W, the lamp enables the illumination of large areas with an angle of 360 °. The newly developed plastic cover offers glare-free, pure white diffused light.

The hybrid 2-in-1 technology enables the device to be operated from two power sources. The integrated battery (Li-Ion 7.4 V / 6.6 Ah) can also be charged during operation, so that work does not have to be interrupted by a long charging process. The light output is adjustable - at full light intensity, the operating time is about 2 hours. If

you reduce the light intensity by 50%, the battery will supply up to 4 hours' light.

With splash protection according to IP54, the LED work lamp is suitable for indoor and outdoor use. In addition, the extremely resistant housing - made from highly impact-resistant plastic - enables the lamp to withstand even rough impacts.

Additional HUPLight50combis can be connected to the two integrated sockets to illuminate larger areas and construction sites. These sockets can also be used as a power source for other devices. Thanks to its flat base, the lamp can also be

placed on almost any surface. The work lamp can also be hung using the mounting hook on the underside of the housing. By mounting it on a tripod (optionally available), areas can be illuminated even better.

www.haupa.com

Products

Practical solutions for installers from HellermannTyton.

Safe Protection and Repairs

HellermannTyton's "HIS-Pack Dispenser Cartons" are filled with a 10 m reel of 2:1 thin-wall, heat-shrink tubing. This general-purpose tubing is commonly used as an extra layer of electrical insulation protection and for protection against corrosion and mechanical abrasion. The product is available in 10 sizes from 1.2 mm to 25.4 mm and in four colours (black, red, blue, yellow/green) or transparent. A practical "HIS Service Station" comprising a mountable rack plus special cutter comes in handy in the workshop or service van to keep lengths and colours tidy and organised. The HIS heat-shrink tubing product

range also includes HIS-3 tubing with a higher 3:1 shrink ratio and adhesive-lined HIS-A tubing. Both are available in dispenser cartons or as pre-cut pieces ("HIS-Bag").

The "LVRK-L Cable Repair Set" is designed for the easy permanent repair of damaged low-voltage cables – thus eliminating the need to fit additional junction boxes or lay new cables. The repair set comprises:

- 5 heat-shrinkable, adhesive-lined 30 mm crimp connectors to bridge the damaged wire,

- one 200 mm length of 4:1 adhesive-lined, heat-shrink tubing to permanently seal the repaired section,
- 4 heat-stabilised cable ties to hold the tubing together whilst shrinking,
- application instructions.

The "H6100 Electrical Hot Air Tool" is ideal for use with thin- to medium-wall heat-shrink products. This robust heat gun has a powerful 1600W motor yet weighs less than 1000g.

The temperature of the ceramic heating element is infinitely variable up to +700°C. The H6100 comes in a robust case with three push-on nozzle accessories and an operating manual. Please note that this tool is only supplied with a 2-pin EU plug (Type F).



HIS-Pack Dispenser Cartons

LVRK-L Cable Repair Set

H6100 Hot Air Tool

www.hellermanntyton.de



From the left: Rolf Inge Danielsen, Hege Amundsen Elvestad, Bethina Samnøy Siristuen, Nina Stenvaag Leira – the new building – and Ole Petter Fiære on the roof.
© Rolf-Otto Eriksen/Østlandets Blad

FEGIME Norge

FEGIME Norge has a new Head Office and Central Warehouse.

Modern and Sustainable

For a while now our Norwegian friends have been welcoming guests to their brand-new headquarters. It is situated only 20 minutes south of Oslo City. Customers, suppliers and business associates are invited to visit the 14,000 square-metre premises that is the new home to their tailor-made central warehouse and head office.

The planning started back in 2016. The process involved not only management but also staff and workers to specify future logistic demands and office needs for further growth. The environment and sustainability played important roles in the construction. Photovoltaic, e-mobility and intelligent building automation are the company's main business areas: "It was therefore a self-evident choice to utilize the high expertise we have in this for our own building," says CEO, Hege Amundsen Elvestad, who is the third generation to run the family business.

The new HQ is built as an A-type building that is very energy efficient. Also, more than 2,000 square meters of their roof is covered by 1,050 solar modules. With a total installed capacity of 300kWp, they will achieve an annual production of about 234,400 kWh. In addition, 18 modules have been installed on the facade with a capacity

of 8.8kWp. "The facade panels are right next to our guest parking lot with 5 e-vehicle chargers, so all our visitors will be able to see the source of the clean energy they charge their cars with," explains Ole Petter Fiære, Product Manager for Solar Energy.

These solar installations will supply energy for the general consumption of the building, as well as the 40 e-vehicle chargers for staff. In this way the HQ should be self-sufficient with solar energy from spring till autumn. This outstanding building will be a showcase for the energy efficiency solutions FEGIME Norge provide in collaboration with installer clients throughout the country. The easy access to these solar installations and their features is ideal for courses, training sessions and education for clients and staff alike.

The new central warehouse is responsible for distribution to the whole of Norway - for the South even overnight. The planning placed great emphasis on customized logistics. Developed in Norway, the AutoStore system of bins in a compact cubical form (see Voice 2/2012), was transferred from the previous warehouse and enlarged from 10.000 to 20.000 bins. The picking efficiency of this system is much higher

than traditional semi-automatic systems. In the new warehouse the percentage of picks by Autostore will be increased from 50 to 70%. The system also simplifies the storage areas and reduces the number of picking zones.

"To achieve the final layout, the process required an exceptionally high degree of involvement from management, workers and experts," says Project Logistic Manager, Bethina Samnøy Siristuen. "It is incredibly good to come home," says Hege. "Both construction and relocation were demanding and – inevitably - took some focus away from what we really want to do: help our customers succeed and develop!"

www.fegime.no

MEETINGS

- 05.02. – 07.02.20 FEGIME Future, Munich, with Siemens
- 17.02. – 18.02.20 BOD-Meeting
- 18.03. – 20.03.20 Shareholder Meeting, Barcelona
- 21.04. – 23.04.20 BOD-Meeting (with FEGIME Future), Obernai
- 22.04. – 24.04.20 FEGIME Future, Obernai, with Hager
- 07.05 – 08.05.20 EUEW, Barcelona
- 17.06. – 19.06.20 Shareholder Meeting, Vilnius
- 26.06.20 FEGIME Day



FEGIME GmbH
Gutenstetter Str. 8e
(D) 90449 Nürnberg
Germany

Tel 0049 (0) 911 641 899 0
Fax 0049 (0) 911 641 899 30
E-Mail info@fegime.com