

# voice

NEWSLETTER  
02.2015



## Editorial

As the new member of the Board of Directors it is my pleasure to write this editorial at the turn of the year. It is certainly an agreeable task for me because both looking back on the past year as well

as looking forward to 2016 my impressions are very positive.

Looking back all I can say is: what a year! Together we celebrated FEGIME's 25<sup>th</sup> Anniversary with a great Congress. I want to thank you all that this event could be held here in Athens! And there was further cause for celebration in both Portugal and here in Greece. Our friends from FEGIME Portugal celebrated the 20<sup>th</sup> Anniversary of their organisation and our company Kafkas - which is FEGIME Hellas – celebrated its 40<sup>th</sup> Birthday.

But 2015 wasn't just a year of celebrations. In many countries we were able to acquire new members. And this is reflected in the figures: in Europe and Israel we were able to achieve considerable growth in 2015. An additional plus is that all our major projects also progressed successfully and according to plan.

And that brings me back to the outlook for 2016. The FEGIME Academy is very popular and our European Database - thanks to the committed work of the IT Department in Nuremberg – is continuing to expand. The result is that our work and our strength are earning international recognition. So it seems as if we will be able to look forward to more good news in the future.

I wish you all a healthy and successful 2016!

Nikos Kafkas

## FEGIME

# Happy Birthday, FEGIME!

The past year has been characterised by major celebrations. Not only did FEGIME celebrate its 25<sup>th</sup> Anniversary but also the 40<sup>th</sup> Birthday of Kafkas - which is FEGIME Hellas – and the 20<sup>th</sup> Anniversary of FEGIME Portugal. And of course our colleagues came up with some super marketing ideas.

You might have thought that FEGIME Hellas would have had enough to do with the organisation of FEGIME's 25<sup>th</sup> Anniversary and the big Congress in Athens. Others would probably rest on their laurels after such a large and successful event – and justifiably so. But if you know our Greek friends, then for sure you can already guess that this was not the case. Instead of a break there was a whole array of special events and activities in Greece to celebrate the 40<sup>th</sup> Birthday of Kafkas.

But that was not all! Despite what FEGIME Hellas describes in rather moderate terms as a "difficult macroeconomic environment" the company continued... >>

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FEGIME Hellas also incorporated World Environmental Day into their Anniversary year. Here the aim was to stress the importance of energy efficiency and the reduction of our "carbon footprint". Staff welcomed customers in specially designed T-shirts – and in specific stores offered all visitors potted herbs such as parsley and oregano as a charming way of getting across the message of "Necessary Environmental Concern".



>> ...to expand. FEGIME Hellas keeps its word: as already announced four new stores were opened this year thus taking the total up to 11 since the beginning of 2014. The Greek market leader's store network now comprises 50 points of sale throughout Greece. The company's expansion strategy is based on demand as well as its urge to exploit opportunities such as investment in hospitality due to the booming tourist industry.

In a past edition of this newsletter we reported that all new stores are designed in accordance with the "Kafkas Concept 2020". This means that the design is based on global standards and that the stores offer a unique shopping experience to both professional customers and end users. With the launch of the Kafkas web shop at the beginning of 2015 both professional customers and end users have also been able to enjoy this shopping experience online 24 hours a day and 365 days a year with over 65,000 products.

Whether it is their extreme dynamism or their level of service all aspects of the development of our Greek colleagues' company are based on the values and the vision of Vassilios Kafkas who founded the business in 1975. In this way he set the foundation for at first pursuing and gaining - and then later retaining - their leading position on the Greek market.

The anniversary year was packed full of actions and events for employees, customers and suppliers. One highlight was focused on 2<sup>nd</sup> November, the day of remembrance for the company's founder. The idea was very nice: part of the revenue from B2C sales on this day was distributed amongst

employees in gratitude for their contribution to the company's successful evolution and their loyalty – and another part was donated to charity. There can be no better way of presenting the values a company stands for.

### FEGIME Portugal's 20<sup>th</sup> Anniversary

Just like our partners on the Aegean FEGIME Portugal also celebrated their 20<sup>th</sup> Anniversary with suppliers. The big event in Porto provided an opportunity to review the last 20 years. João Bencatel, President of FEGIME Portugal, and Managing Director, Nuno Requetim, presented the group's development, current projects and strategies for the future whilst not forgetting its beginnings. On 24<sup>th</sup> October 1995 five Portuguese electrical wholesalers met in Leiria, thus laying the foundations of the organization that later would become FEGIME Portugal. The importance of networking with Europe was quickly recognised and Portugal became the sixth member of FEGIME in December 1999. Nor was success long in coming: since 2007 our friends from the west have been market leaders in Portugal.

FEGIME Managing Director, David Garratt, focused on the contribution that our Portuguese colleagues have given to FEGIME at European level since membership. FEGIME Portugal has held the Presidency of FEGIME Europe from 2013 – 2014 with António Tranco de Oliveira and moreover has always played an extremely active role in both the FEGIME Future organisation and FEGIME's most important European projects (the Branding Project, FEGIME Academy and European Database).

The strength of FEGIME and the colours of our Corporate Design were implemented with great success on Friday 13<sup>th</sup> November to create a very lucky "Blue Friday" for all FEGIME's customers in Portugal. The result was an exclusive nationwide day of special promotions sponsored by preferred suppliers.

And of course there was also an event dedicated to the Portuguese FEGIME Family – to the members and employees. This was held in Muge at FEGIME Portugal headquarters on 3<sup>rd</sup> October. It attracted more than 200 people and was also supported by the town council and local community. Representatives from all the member companies were able to enjoy typical Portuguese specialities and folklore. But it was not only relaxation. Together throughout the day they also recorded a memorable and very entertaining FEGIME Portugal anniversary hip-hop song. You can use the link at the bottom of the page to watch it yourself – and feel all that Portuguese FEGIME energy!

The next page shows a selection of photos from the events in Greece and Portugal.



FEGIME Portugal's 20<sup>th</sup> Anniversary was accompanied by highly professional marketing material. And if you want to know how to make a music video about electrical wholesaling, just take a look at their very professional Anniversary hip-hop song. Use the link below to watch it on YouTube. Enjoy!

<https://www.youtube.com/watch?v=GOyyvG5P7MY>





FEGIME Deutschland

In June FEGIME Deutschland arranged a visit for 121 customers to Philips' »Lighting Application Center« (LAC) in Eindhoven.



Even the industrial installation at the LAC illustrates the difference. The yellow light on the left is from sodium vapour lamps. LEDs – on the right – are better and becoming increasingly popular.

# The Light of the Future

To understand a revolution it is best to investigate at its point of origin. LED is a revolution – and one of its points of origin is Philips' »Lighting Application Center« (LAC) in Eindhoven, Netherlands. This is where Philips develops lighting solutions for tomorrow.

“As a customer loyalty event our members invited motivated and interested customers to join us on a trip to Eindhoven,” said Arnold Rauf, Managing Director of FEGIME Deutschland. “With competent support from Philips we were able to show 121 clients the benefits of LED.”

The positive verdict after a weekend in June: it is a very worthwhile exercise! The LAC shows the application of lighting in factory, office and retail environments – and not just in small areas or with demonstrational devices. It is equipped with full-scale 1:1 installations to present the application perfectly.

## Light improves performance

The classical arguments in favour of LED are energy saving coupled with a long lifecycle. These things are of course important to save money and protect the environment. But one of the lessons learnt in Eindhoven was that savings are not the only advantages but also such important factors as productivity and well-being can be increased by using LEDs!

In the LAC Philips uses all the technology that is both psychologically and physiologically

beneficial. Already in 1999 studies showed that increasing the level of illuminance in the metal industry from 300 lux to 2000 lux improved performance by 16% and reduced reject rates by 29%. Productivity rose by 8% and the number of accidents dropped by 52%. The results are comparable in other sectors.



The storage and retail installations showed that LEDs have even more advantages to offer. By using the appropriate colour rendering rooms and products – and even the positioning of a company on the market – can be presented exactly as required. This is especially true if the lighting is additionally controlled according to the

daylight present and the use of the room. This is already possible today by means of bus systems like KNX. Similarly powering LEDs via Ethernet is not something that will become reality some time in the future but is already available today. This opens up a whole new range of possibilities for lighting control and facility management.

## LED for more attractive colours

To get to grips even more with the topic of light colour the tour moved on to Amsterdam's famous Rijksmuseum. For ten years it was rebuilt and renovated – and Philips won the tender for the lighting. Since the re-opening in the spring of 2013 Rembrandt's "Night Watch" and the other old masters have all been bathed in a new light.

The LED solution highlights the characteristics of the work of art, stresses the contrasts and the surface structures of the paintings. An additional advantage is that LEDs do not emit any ultraviolet radiation and this is beneficial for the paintings.

“Our customers were not only very enthusiastic but also amazed by what LEDs have to offer today,” said Martin Hartl, a FEGIME member from Bavaria. In short the LED revolution will continue. Lighting will become increasingly integrated into building automation – and that is a big opportunity for electrical wholesalers to convince through competence.

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



Whether in the office, the warehouse or retail shops LEDs offer many advantages. With the LED lighting by Philips the Rijksmuseum has been transformed from a cathedral to art into a cathedral to light.

All photos: A. Peters · photo Rijksmuseum: Philips/ Roos Aldershoff



FEGIME Italia

A big programme dedicated to more energy efficiency and more efficient processes: FEGIME Italia has ambitious aims.



Energy efficiency is a "mega trend". In the coming year FEGIME Italia intends to train at least 50 employees of member companies as Energy Management Advisors (EMAs).

# Efficient in every Respect

In Milan FEGIME Italia has recently launched a training programme with two aims: the programme should improve energy efficiency and give FEGIME members a new position on the market. That sounds more complicated than it is because customers are keen to get information on sustainable energy saving.

Together with the Italian Electric Committee »Comitato Elettrotecnico Italiano« (CEI) founded in 1909 the first courses have already been held to train employees of member companies as Energy Management Advisors (EMAs). These specialists will now be able to advise customers who need to adopt energy-saving solutions as required by current regulations or simply to reduce energy costs to make their companies more profitable.

In the courses the budding Energy Management Advisors are taught a broad base of technical and commercial skills. Thus FEGIME Italia's experts will learn how to carry out an "Energy Diagnosis" for buildings or industrial processes and propose appropriate energy-saving solutions to the customer together with the products to carry them out.

With the appropriate educational background these courses comprise 30 hours of classroom training. The aim is to train at least fifty of these specialists within the next twelve months. The FEGIME initiative also includes the parallel training of salesman in the field whose task it then is to recognise potential customers and bring them into contact with the new experts.

### Integrated marketing activities

FEGIME Italy is also backing up this programme with a series of marketing initiatives. These include classical advertising, a specialized internet portal, and activities in the trade press as well as Energy

Efficiency Desks in outlets where customers can receive information on the new service.

"This integrated programme is part of FEGIME Italia's strategy to change its members' role from the traditional "box-mover" to the skilled service-provider with a high level of know-how," explained Claudio Albertini, Managing Director of FEGIME Italia. "It is estimated that the interest in energy efficiency will grow considerably in the next few years and that providing the appropriate solutions will become one of the most profitable sectors in our business. We want FEGIME to become the benchmark."

### Four EDI Awards for FEGIME Italia

The company METEL is the EDI service provider for the whole of the electrical sector in Italy. Since 2006 they have been awarding the »metellino d'oro« - or EDI Oscar - to companies that have excelled in the field of EDI. At the ceremony at

the beginning of October FEGIME Italia members won four of the nine prized awards:

- APRILE spa – Aversa (NA)
- DME srl – Milano (MI)
- ELFI spa – Forlì (FO)
- FINPOLO spa – Reggio Emilia (RE)

The award is dependent on the number of – and increase in – EDI transactions during the previous year. The success of our four Italian colleagues once again reflects the strategy of FEGIME Italia: last year one of its major objectives was to complete the implementation of the EDI process in all the companies of the group.

First evaluations show that by using EDI the efficiency and quality of service of member wholesalers improves considerably. Doing without paper for orders, invoices etc. is a big step forward. But it doesn't stop there: today there are additional advantages provided by METEL's new cloud-based system »CloudEDI« which makes the secure transfer of data even easier and provides our Italian colleagues with further opportunities to improve productivity.



The Italian EDI avant-garde: members of FEGIME Italia at the »metellino d'oro« awards ceremony.

FEGIME Norge

E-mobility is booming in Norway – and FEGIME Norge is exploiting this development very successfully.



Kristian Braathen (left) and Hans Ketil Andresen.

# In the Driving Seat

"In Norway FEGIME is market leader for electric vehicle chargers – so you could say we are clearly in the driving seat," says Berggård Amundsen's (FEGIME Norge) Marketing Director, Hans Ketil Andresen. Through a close partnership with Salto Ladestasjoner AS, FEGIME Norge has left all the other electrical wholesalers on the Norwegian market way behind.

An important role in sustaining this leading position will be played by our Norwegian colleagues' 25 nationwide outlets, their dedicated sales team, the efficient warehouse at Ski – and training. "A pivotal role in our success is the BA School," Andresen continues. The goal is to qualify 250 installers by the end of 2015 by giving them the

necessary technical know-how and knowledge of regulations for them to be able to advise customers. The Norwegian public still has many misconceptions regarding electric vehicle (EV) charging – so this is a great business opportunity.

The State is creating a large demand for "elbil", as electric vehicles are called in Norwegian. Thanks to low taxes and other incentives the market is booming. A total of 67,000 electric cars have already been sold in Norway and one in four new cars this year runs on electricity.

Despite the success Salto do not intend to rest on their laurels. The company is looking to the future because the e-mobility market is bigger and

growing faster than forecasts predicted. "We're aware of the rapid growth in the market for electric bicycles, motorcycles, boats and ferries," says Salto Manager Kristian Braathen. "And all of them need chargers."

Kristian Braathen: "Together with FEGIME Norge we will ensure that we will remain market leaders and continue to supply the right charger solutions for the future."

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

FEGIME Portugal

# FEGIME in the Atlantic

Since 2012 the most westerly branch of FEGIME can be found in the middle of the Atlantic, a 2-hour flight away from Lisbon, on the Azores.

That was when FEGIME Portugal member ElectroRequetim S.A. opened its fourth branch in this nine-island, ever-green paradise. Located on São Miguel Island in the region's capital, Ponta Delgada, the branch is operated by a team of 3 local people supported by the head office on the mainland. With a 250-square-metre warehouse and a 60-square-metre street shop, designed according to FEGIME Portugal standards, it offers more than 3,000 articles in stock and has been growing at an impressive double-digit rate over the past 3 years.

It is of course different and sometimes challenging to operate in such a remote location. Almost



everything must be brought in by sea from the mainland. Rough seas can delay a cargo for several days or even weeks especially during the winter.

It is demanding, time consuming and costly to keep up the business location. But on the other hand it is a good example of "thinking outside the box" and offers opportunities to overcome traditional market erosion on the mainland. And the Azores are certainly worth it. They are one of the best-kept natural secrets of Portugal, with beautiful landscapes and eco-tourism. You are welcome to drop by and visit our FEGIME Portugal friends at their branch – perhaps this article has inspired you to plan a trip to the Azores!

[www.visitazores.com/en](http://www.visitazores.com/en)

## FEGIME Academy

The »FEGIME Advanced Management Programme« (FAMP) is demanding, rewarding – and increasingly popular. That was shown by the 2015 Module in Milan.



# Practical Know-how

The first FAMP Module in Lisbon was already a great success. With ten more participants from three more FEGIME countries 2015's event in Milan was able to capitalise and even improve on that. 38 FEGIME Future members – FEGIME's next generation entrepreneurs - from 12 FEGIME countries met at the SDA Bocconi School of Management. The name of the course that Bocconi customised for FEGIME summed up its aims perfectly: "Preparing Leaders for Tomorrow". For five days with over 40 hours of tuition participants learnt how to better evaluate the performance of their businesses.

First up was Prof. Paolo Morosetti, an expert in the subject which is at the heart of FEGIME and FEGIME Future: Family Business. As a member of the Board of Directors of two family businesses he had a lot of practical experience to share with the group. And Italy is a very appropriate country for the subject as it is the home of the oldest family business in the world today: the Beretta Company founded almost five hundred years ago in 1526. For his case study Prof. Morosetti preferred to take a relative "newcomer" a mere 100 years old and from the more peaceful fashion sector: Ferragamo. Together with the participants he examined the "roadblocks" this family – and by extension all families in business – have to deal with to keep their company on the right track.

Day Two was also a good mixture of theory and hands-on exercises. A business that is not profitable will not survive very long. Prof. Laura Zoni's aim was to give participants insights into how they can protect profitability by means of performance management and control systems – in other words to show FEGIME's future managers/owners how to ensure good performance or, more specifically, to ensure that the company's strategies to achieve it get implemented effectively. Working together in groups under Prof. Zoni's guidance the participants then began to define Key Performance Indicators and to create a Balanced Score Card tailored to the exact requirements of their family companies. At the end of the week they presented their results before the faculty and the group and

thus were able to return home with a practical tool that could be put into action immediately.

A highlight in Milan was certainly Prof. Ferdinando Pennarola's module on Decision Making and



## New Courses Online

The other pillar of the FEGIME Academy project – the eLearning platform – is also progressing in leaps and bounds and content is continuously being added. In recent weeks Schneider Electric as a major sponsor have made 12 additional courses in up to 7 different languages (56 in total) available for FEGIME. The new courses – 11 on Energy Efficiency and one on Data Center Efficiency – are all available in English and there are also versions in French, German, Italian, Portuguese, Russian and Spanish.

New courses from Osram, ABB and Phoenix Contact are also in the pipeline.

If you want to use the platform, please contact your FEGIME National Organisation or Head Office in Nuremberg for a login and password. The platform is open to all FEGIME members – and their clients.

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

Team Building. Accompanied by numerous, varied illustrations of the way we all make decisions and the influences on this process he was able to show the group what a manager can do to get the best support from his team to make the best – or most optimised – decisions.

The other topics covered were also important essentials for electrical wholesalers: Stock Management, Logistics and Negotiation.

"With 9 participants attending for the first time and 8 of the original FEGIME Future group founded almost 9 years ago, we have an excellent mix of experience and fresh curiosity here," said FEGIME Managing Director, David Garratt. "And Bocconi have been truly excellent hosts. Many thanks to them and also to those partner suppliers who have made the FAMP possible. I am looking forward to seeing what Ashridge will do next year."

In October 2016 the FAMP will be hosted by Ashridge Business School near London. This event is also open to new participants that have not yet been able to attend a meeting.

Why don't you join us? If you are interested, please contact FEGIME Head Office in Nuremberg or your FEGIME National Organisation for details – or check out the FEGIME Future Facebook page.

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



FEGIME España

# A Visit to Theben

Theben have had a very good relationship with FEGIME España now for many years. In Spain they have been represented by the company Guijarro Hermanos S.L. for around 35 years and through Guijarro have sold their solutions successfully on the Spanish market.

Guijarro often organise visits to the Theben production facilities in Haigerloch. This was the case at the end of September: members of FEGIME España took up the invitation to come to the Black Forest area in South West Germany and look around the Theben factories.

At Theben it is easy to recognise industrial trends: automation is ever-present - even on the production lines for both mechanical and digital time switches.

Quality Control is of particular importance at Theben. One especially fascinating highlight for the group on their tour was a visit to the laboratories. Here they were able to see motors for mechanical time switches undergoing an endurance test – that had already been running for almost 40 years!

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

FEGIME Finland & Baltics

# Fitness & Well-being

This is an idea that should be copied: FEGIME Finland & Baltics member EL-Parts from Tuusula near Helsinki invests in the health of its employees. They began years ago by rewarding members of staff for not smoking. Now they have introduced a day every year dedicated to employees' health and well-being.

This year they chose the Kisakallio Sport Camp – an official training camp for Finland's national

basketball team - as the location. The day was filled with sports activities, tests and lectures.

After three years it is already clear that the programme has been worthwhile – the results are less sick days and more innovative ideas from fitter employees!

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



FEGIME România

# Expansion in Romania

FEGIME România is expanding. With their new member Consolight our colleagues are pleased to welcome one of the biggest electrical wholesalers in the country to the group.

Consolight has over 140 employees and in 2014 turned over EURO 22 million. The company currently forecasts a growth of 14%. The general manager is Ionel Popa, who founded the company in 1996.



With the new member FEGIME România has gained an additional nine branches covering the entire country: three in Bucharest and six in other major cities. With its three members - Consolight, Power Electric and Levirom – our Romanian friends now have a market share of 8%.

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

FEGIME United Kingdom

# New Chief Executive Officer

Since June Alan Reynolds has been the new CEO at FEGIME UK. He has many years of experience and is uniquely qualified for his new job in our sector as he has already worked in each segment of the supply chain. He began his career as an electrician. Then came the move to a wholesaler in his home area, the South East of England. As the company expanded he progressed to Group Operations Director responsible for 176 locations throughout UK. For his next employer, an international lighting manufacturer, he headed a team of sales engineers covering UK, Ireland and the Nordic countries.



His vision at FEGIME: "I want to make the most of the opportunities offered by legislation and technology to generate value together with partner suppliers."

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

Products

The new Start LED Highbay Havells by Sylvania is a powerful LED fixtures range aimed to replace conventional high pressure discharge lamps.



# Ideal for Large Areas

Start LED Highbay is designed for use in industry, logistics, retail, airports, or data centres. Because of their wide operating temperature range from -30 ° C to +50 ° C the luminaires are also a good alternative for mounting both in cold storage houses and directly underneath hall roofs where temperatures might reach over 40 ° C in summer time. The range has IP65 as standard.

Start LED Highbay meets the glare control properties of EN 12464-1 at 500 lux (UGR 22) and 300 lux (UGR 25). This means that it may be used for fine assembly work. Due to the very flat design it is also suitable for installation in halls with crane and even sprinkler systems.

The new range is available in two versions with two different beam angles (55 ° and 85 °) each, allowing you to choose the best option for your needs. The high performance version (190 W) provides a luminous flux of max. 21,573 lm and has a life of 50,000 hours at 70% of the original output. The system efficiency is up to 114 lm / W. Thus it is an energy-efficient substitute for conventional 400W HID lamps.

The 95 W version has a luminous flux of max. 10,758 lm (113 lm / W), making it an ideal replacement for 250W HID lamps. All the luminaires have a colour temperature of 4000 K (neutral white) and a colour rendering

index of Ra 80+. The long lifetime of the LED technology extends the maintenance intervals and thus additionally improves profitability.

The round light-weight magnesium-alloy housing also serves as a heat sink. The fixtures are available with a diameter of 280 mm or 400 mm. Weighing only 2.5 kg – 4.5 kg they are some of the lightest on the market and are easy and flexible to install. Pendant mounting with steel rope or chain is also possible by means of the integrated eyelet.

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

Products

# Suspended Models Available

Receptacle combinations in six different enclosure sizes that may be fully equipped – this is AMAXX by Mennekes. These combinations by Mennekes combine energy and industrial Ethernet in one product family. The suspended AMAXX receptacle combinations by Mennekes round off a unique variety and offer even more alternatives for installation.

Wherever a wall or column installation is not possible or desired, the suspended receptacle combinations may be used. The robust enclosures offer extensive expansion options and are equipped with sockets and protective devices on both sides. The receptacle combinations are secured to the ceiling with a chain set. The



suspension eyes are integrated in the enclosure and the shape of recesses allows water to run off easily through the bore of the suspension. A convenient handle at the bottom makes it easy to insert and remove plugs.

The suspended devices are available in various designs and may be equipped with additional compressed air connection. The many variations are well suited in particular for customised solutions. The module plates can be equipped with sockets, switches, push-buttons or other operating and control elements. This allows the integration of

control units, energy and data distribution as well as safety components in one enclosure.

The devices comply with protection class IP 44 or IP 67 and are available with CEE sockets of 16A, 3-pole up to 63A, 5-pole sockets according to various national standards.

The standard versions of the enclosures are made of AMAPLAST, thus ensuring excellent mechanical, thermal and electrical properties. The upper housing parts are available in electric grey, silver or yellow. The housing base is always black. In addition combinations made of AMELAN are also available. These have particularly high resistance to chemicals and are suitable for use in corrosive atmospheres, such as those prevailing in the food industry or in agriculture. These variants are recognisable by the dark grey enclosure cover.

All receptacle combinations by Mennekes meet the requirements of DIN EN 61439.

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

**Products**

The new PSR Mini relays from Phoenix Contact are the slimmest safety relays with the power of a large safety relay.



be used in many different applications thanks to extensive approvals. This makes the new products especially suitable for mechanical engineering and process industry applications.

For users, these slim modules require up to 70 percent less space. Since only a single enabling contact is needed, applications can be built with new and improved cost-effectiveness. Safety relays can even be used to build distributed systems in potentially explosive areas. The terminal carriers also enable the use of system cabling solutions for a fast and correct start-up and field connection. The complete PSR Mini range of safety relays consists of a total of 28 6-mm and 12-mm models.

# Just 6 mm Wide

The new PSR Mini relays from Phoenix Contact are the world's slimmest safety relays with the power of a large safety relay. With their compact 6-mm width, they ensure high safety thanks to positively driven contacts. Phoenix Contact's new relay technology makes this compact design possible. The design is based on a slim but powerful basic relay characterized by minimal space requirements, low energy consumption, and

high system availability. If you need one device with one function, PSR safety relay modules are the perfect solution. The modules operate with force-guided contacts in accordance with EN 50205. Your advantages: fast fault detection, a high level of safety and energy savings of up to 20%.

The safety relays switch loads up to 6 amperes, are compatible with many signal transducers, and can

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

**Products**

The SITOP PSE200U selectivity module from Siemens monitors 24 V feeders, helps to provide fast fault localisation and minimises machine downtimes.

# Fast Fault Localisation

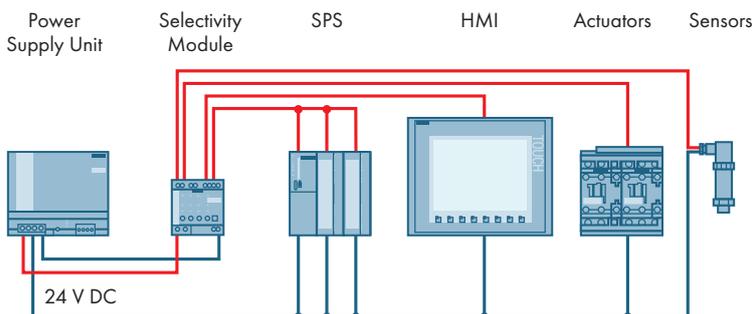
Faults on a single consumer can result in a voltage dip of the 24 V supply and thus a plant standstill. For this reason, 24 V feeders are often pooled into several groups and protected selectively. However, conventional circuit breakers do not offer reliable protection here. This is because stabilized power supplies are normally used which reduce their output current in the event of an overload, meaning that the high tripping current of circuit breakers is often not reached. Even when the switched-mode power supply has a high overload capacity, the long cable lengths can prevent the required tripping current. If, on the other hand, the circuit breaker is too small, it may be tripped unnecessarily.

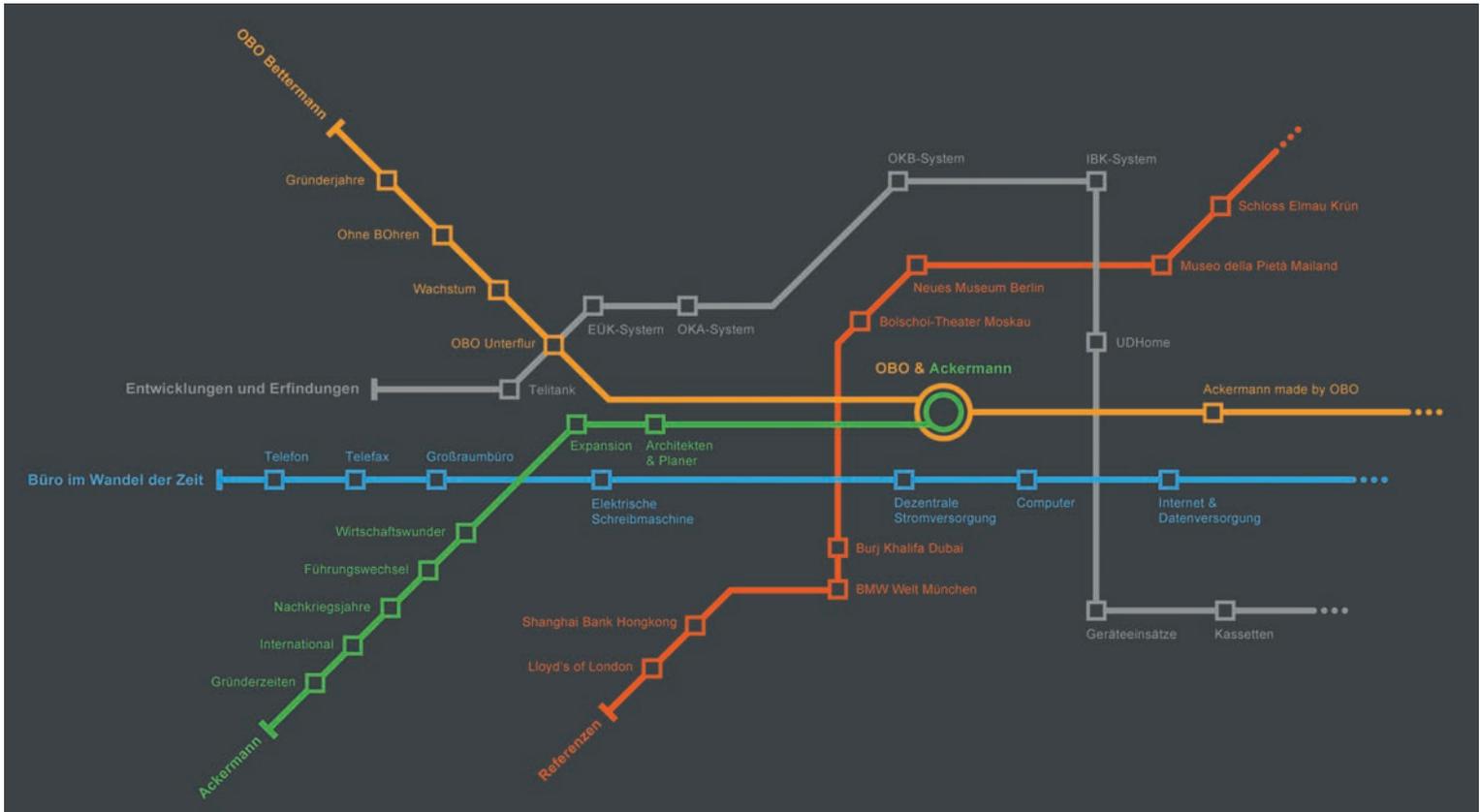
The SITOP PSE200U selectivity module is specially tailored to the behaviour of switched-mode power supplies. The current threshold of each of the four outputs can be set. Both long overloads and short circuits are detected and the faulty feeder is switched off, while the other consumers continue to be supplied without interruption. For fast fault localization, the fault at the output is indicated by means of an LED and reported to the controller. Time-delayed switch-on of the four outputs enables the inrush current to be reduced and allows a smaller power supply unit to be used.

Selective protection is already integrated in SITOP PSU8600. The compact basic device features

four monitored outputs and can be expanded in a modular fashion. It communicates via PROFINET and offers unique functions, such as setting and measuring the voltage and current of each output.

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





Products



Welcome underground: the underfloor inventor - Ackermann made by OBO - is celebrating its 60th Anniversary with a lot of activities and a big prize draw.

# 60 Years of Underfloor History

For 60 years now they have been present but invisible underfloor and are the lifelines of modern buildings - the underfloor systems of Ackermann made by OBO. In 1955 Ackermann invented the first modern underfloor system and revolutionised electrical installation in office buildings. The "teliflur" system was the answer to modern architecture and the changed structure of offices. For the first time, cables could be run through the floor directly to the workstation, well away from the usual installation support - the wall.

To this day these systems have remained hidden underfloor - or underground. And that is why OBO have visualised the history of their underfloor systems in the style of an underground (metro) map. Hidden from view below the surface the underground and underfloor systems connect different "stations". In the coming months OBO will be focusing their marketing activities on the Underfloor Anniversary.



Museo della Pietà, Milan: OBO's UDHOME flush-mount units and OKB trunking systems provide a very discreet and flexible power supply around Michelangelo's last masterpiece.

to experience the most important milestones of the past 60 years - both in the companies' history and in technical and office development - and to get an overview of the most important systems.

OBO is also raffling many attractive prizes: by answering three questions correctly you get the chance to win an all-expenses-paid trip to Dubai, an iPad Air 2 or other valuable prizes. The winners will be announced at the Light+Building Fair in Frankfurt in March.

For more information on the competition visit the website: [www.obo-unterflur.de](http://www.obo-unterflur.de)



**Products**

Attractive: OBO's new Rapid 45-2 device installation trunking for the installation of devices of the OBO Modul 45 and Modul 45connect series.

# Many Options

The new Rapid 45 generation unites a symmetrical design, homogeneous colour quality and technical flexibility in a single system. Innovative fittings allow practical wall installation in administration buildings, commercial areas and in industry. In three sets of dimensions, the Rapid 45-2 device installation trunking offers a wide range of applications.

Aesthetic and functional, the Rapid 45-2 plastic device installation trunking (photo left) is a classic office item. With its new design, it shows a clear character and a high level of functionality. An intelligent mounting system makes it easy to install.

Rapid 45-2 aluminium (photo right) has an attractive design: surface quality plus a balanced shape - now that's stylish. Technical precision supplements the attractive appearance of the aluminium device installation trunking.

Rapid 45-2 plastic and Rapid 45-2 aluminium have the same dimensions. This standardisation facilitates the combination of individual components.

Switches, sockets, data technology and multimedia elements: with devices of the OBO Modul 45 and Modul 45connect series aesthetic and functional solutions can be found for every environment. The elements can simply be clicked into the trunking profile. The compact system can be mounted quickly and expanded easily.

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



David Garratt presented the idea at the Congress in Athens – now things are all set to happen.

## 17<sup>th</sup> June is FEGIME Day!

Generating value together is what FEGIME is all about. On June 17<sup>th</sup> throughout Europe the FEGIME family will be gathering to demonstrate and celebrate this at the first ever FEGIME Day.

Management, employees, clients, suppliers and families: all will be meeting at various local or national events to generate value together - or to get new FEGIME projects up and running.

More details will be available nearer the time from your local FEGIME contacts. We hope to see you on 17<sup>th</sup> June!



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MEETINGS	
04.02. – 05.02.16	BOD Meeting, London
17.02. – 19.02.16	FEGIME Future Meeting with Osram, Munich
02.03. – 04.03.16	Shareholder Meeting, Paris
12.04. – 14.04.16	BOD Meeting
13.04. – 15.04.16	FEGIME Future Meeting
17.06.2016	FEGIME Day
22.06. – 24.06.16	Shareholder Meeting, Moscow