

# voice

NEWSLETTER  
02.2017



## Editorial

As the new member of the Board of Directors, I am delighted to have the honour of welcoming our new Danish colleagues to FEGIME! We are all looking forward to intensive and successful cooperation.

Looking back on the past year I am happy to see success and a growing community everywhere. First Argentina was added as a cooperation partner, now Denmark as a member - and with the new location of FEGIME Hellas in Cyprus, another country has become part of the FEGIME family.

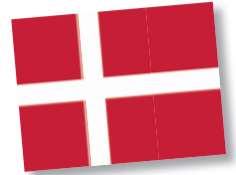
FEGIME is an amazing phenomenon. We all compete with each other in our markets, and yet we are successful together. How does it work? The answer is simple: the continued independence of family-owned companies is our clear goal and together we create tools to maintain it. Without a doubt, our work in the IT sector is of the utmost importance. At the IT meeting in Madrid it was once again clear that FEGIME belongs to the avant-garde. Our ETIM data enrichment tool - with which manufacturers can enter their product data into our database in accordance with the standard - is as unique in our sector as the database itself.

We know that nowadays every advantage is short-lived. So we must stay on the ball. But at the turn of the year I say: I hope you enjoyed a break! I wish you a good start to 2018 - with a lot of fresh energy for our common projects.

Ricardo Gómez

## FEGIME

Our community continues to grow. As of January 1<sup>st</sup> 2018 FEGIME will be represented in Denmark by the wholesaler "Brødrene A&O Johansen A/S".



# Expansion in the North

The secret can now be revealed: as of January 1<sup>st</sup> 2018 Denmark will join the FEGIME family in Europe, taking the number of FEGIME National Organisations to a total of 18. At the Congress in Warsaw in May 2017 FEGIME Managing Director, David Garratt, announced that FEGIME would be expanding internationally. But he could not reveal any more because first of all the negotiations were still under way and furthermore the shareholders had to vote on the matter.

Approval was given in September in Sicily. The shareholders of FEGIME voted unanimously to admit the Danish wholesaler "Brødrene A&O Johansen A/S" to the group. AO, as the company is called for short, was founded in 1914 as a sanitary and plumbing wholesaler and... >>

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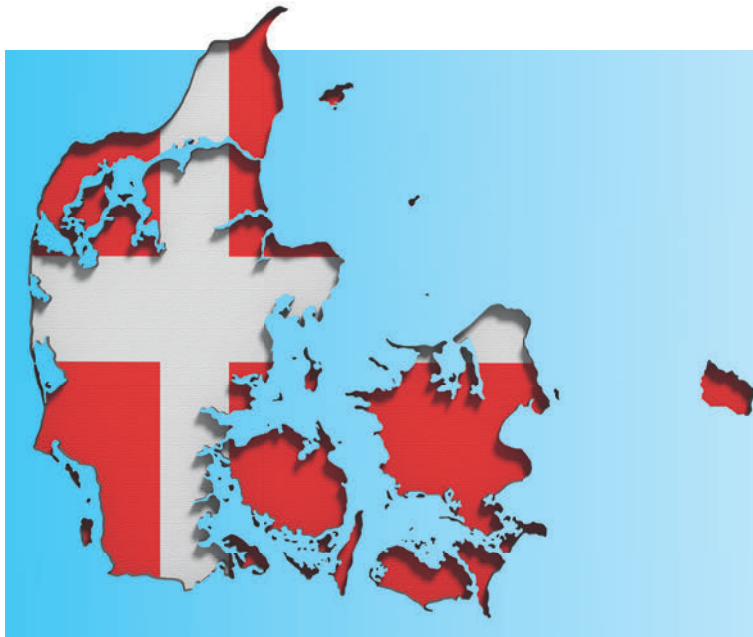
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|--------------|-------------------------|
| Foundation   | 1914                    |
| Headquarters | Albertslund             |
| Outlets      | 50                      |
| Employees    | 650                     |
| Turnover     | 375 million Euro (2016) |

>> ...achieved an annual turnover of 375 million Euros in 2016. The head office is located in Albertslund, near Copenhagen. AO is a family-run stock corporation and has been listed on the Copenhagen Stock Exchange since 1963.

Like our Greek colleagues, AO is active in both the B2B and B2C sectors. The focus is however on professional customers, especially from the trade. These customers also enjoy comprehensive service in consulting and planning through special "competence centres".

It was only in 2000 that AO also entered the electrical sector but it has already grown to become No. 3 in Denmark with a double-digit market share. This development is a result of successful customer orientation and ambitious

goals: AO wants to develop from a traditional wholesale business into a "digital company" with an omni-channel strategy. Nevertheless AO is also focused on "traditional growth". This year for example the 50th branch was opened in Odense and at the beginning of 2018 they will open shop No. 51.

"In the many discussions we have had we have found that our European cooperation especially in the digital sector – and our product database in particular - is of the utmost importance for the future," says David Garratt.

Ian Schlottmann, Purchasing Director at AO, agrees: "In the past two years, sales via our electronic sales channels have grown by more than 60 percent. Membership of FEGIME will

help us to further develop our business. We are pleased to be here and to share our experiences with our new colleagues and to work together on common projects."

FEGIME President Nikos Kafkas welcomed the new colleagues to the FEGIME family: "After visiting the AO headquarters I am sure that we have a lot to learn from each other."

[www.ao.dk](http://www.ao.dk)

16<sup>th</sup>  
FEGIME  
CONGRESS  
30th MAY – 1st JUNE . 2019  
**NICE**



WELCOME TO NICE!

FEGIME is a French acronym. For that reason alone it is high time that we had a Congress in France. Please note: you are cordially invited to

the 16<sup>th</sup> FEGIME Congress that will take place from 30th May till 1st June next year in Nice. We promise that the programme, the weather and

the cuisine will be good. At the beginning of 2019 Head Office in Nuremberg will send out the final details and the registration documents.

FEGIME Future

Held in October in Berlin, the latest FAMP Module was all about getting to grips with digitalisation.



# Managing Digital Transformation

The FEGIME Advanced Management Programme (FAMP) 2017 was a great success. The latest module - held in October in Berlin - was attended by 51 next generation entrepreneurs from 14 FEGIME countries. 12 of them were taking part in a FAMP for the first time.

What are the factors for the FAMP's continued success? It is the unique mixture: Berlin is a top location, the exchange of ideas with friends from many different countries is inspiring and the content is highly topical. "How to Manage Digital Transformation" was chosen as the topic by the teaching team from ESCP Europe, the world's first and oldest business school established in 1819 in Paris.

We live in the early days of the so-called 4th Industrial Revolution. Machines support humans, replace them and communicate with both other machines and humans. The world has become volatile, uncertain, complex, and ambiguous.

Obviously the digital age is knocking at all our doors. It is a vital development that all FEGIME wholesalers and family businesses in general just cannot afford to ignore as it has such a deep impact on customer behaviour. "How to Manage Digital Transformation" is consequently

a topic of particular interest to next generation entrepreneurs.

The Core Subjects of the intensive week were: Managing Digital Transformation, Digital Marketing, Digital Strategy & Technologies, Big Data and Digital Business Models. Even the Soft Skills were digital, comprising Digital Competence and Digital Leadership as they did.

Markus Bick, Professor for Information Systems at ESCP Europe (centre photo below), and his colleagues offered a course based on lectures, real business challenges, academic mentoring, and peer learning thus providing a conceptual grounding to facilitate multiple discussions on the changing landscape of wholesale and family business. Moreover participants applied conceptual frameworks, practical tools and guidelines directly to solve various digital challenges related to FEGIME, its partners and its customers.

One exercise was not especially "digital". Participants were asked to put themselves in the position of an imaginary customer – but not only in a professional context. They had to imagine this person's whole life style and needs. This highlighted the advantages of the intercultural

work done by FEGIME Future. In many ways people in different countries are in fact very similar, but in other respects there are a lot of differences. So what are the best ways of communicating with customers? Do the same methods – whether digital or analogue – work everywhere? Food for thought indeed.

All the impulses during the week were aimed to help in achieving the final goal: the "Tool to Take Home". Divided into eleven groups FEGIME Future created eleven digital tools for wholesalers or their customers ranging in scope from smart phone apps to potential uses of virtual reality in the warehouse.

These results were presented to the President of FEGIME, Nikos Kafkas, who had travelled to Berlin especially to take part in the Graduation Ceremony. He was full of enthusiasm: "I was very impressed both by the amazing spirit of the group and by their excellent ideas and the extremely high level of professionalism with which they were presented. Congratulations FEGIME Future!"





David Fernández, President of FEGIME España, welcomes the guests to the 2017 Supplier Fair in Madrid.

FEGIME España

# Supplier Fair in Madrid

On 18<sup>th</sup> October David Fernández, President of FEGIME España, welcomed his guests to the second Supplier Fair in Madrid. Once again FEGIME partners and suppliers were able to get together and align their positions.

After some relaxed and informal discussion the individual meetings started. This year's event had a more practical approach than last year's. Thus the focus was not only on increasing turnover in the long term, but also on quantifying its high commercial and business value - for example through a new system concerning commercial offers and binding orders that has been introduced.

The meetings, which took place from 10am to 7pm, were only interrupted for an awards ceremony just before lunch. This feature was new

in 2017 and served to honour the excellence of both participating companies and FEGIME wholesalers in three different categories. The winners were chosen by the attendees and the awards presented by FEGIME España's Managing Director, Jorge Ruiz-Olivares. The award-winning suppliers were Simon for the most innovative product, Legrand for the best commercial strategy and Schneider Electric for brand leadership. On the wholesaler side the winners were Covama for the best digitalization of the business, Digamel for the most innovative enterprise and Javier Fierro from Berdin for the best professional record.

After lunch and the second round of meetings, David Fernández returned to the lectern to give his closing speech. In total the event was a great

success with almost 500 meetings between suppliers and member wholesalers. The Fair is already on the agenda for next year, but with even more representatives from each wholesale partner to maximize results.

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



The seafront at Limassol. Not only does Cyprus offer a lot of sun and a beautiful coastline, it can also boast large offshore reserves of natural gas – and probably oil, too.

FEGIME Hellas & Cyprus

## New Opportunities

Our Greek colleagues - in their search for new business opportunities - have turned their attention to the booming Cypriot market. As of 2018, KAFKAS will enhance their commercial presence on the island including a store there for the first time. To accommodate this development FEGIME Hellas has been transformed into FEGIME Hellas

& Cyprus with immediate effect. The economy of the EU's most Easterly country has been on the upswing now for 3 years. The tourism and construction sectors especially are thriving - in Limassol for example the biggest gaming resort in Europe is due for completion in 2021 - and oil and gas could be next.

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

## New Members

On January 1<sup>st</sup> the family company Legallais from Caen joined FEGIME France. Founded in 1889 Legallais has grown to become a market leader in the fields of hardware and tools and is also very strong in plumbing, heating and electrical material. With an annual turnover of €235 million, it employs over 900 people in 15 outlets throughout France.

FEGIME Deutschland also gained a new member on January 1<sup>st</sup>: Josef Wallraff GmbH & Co. KG from Leverkusen. The company was founded in 1948 by Josef Wallraff and strengthens FEGIME's position in the area even further. In the summer of 2017 the much more recently established company HEKA Thomas Hentschel from Crimmitschau in Saxony also joined the group. Such expansion on the mature German market is very rare and underlines our colleagues' strong position.



# FEGIME Day

30. JUNE . 2017

In the last newsletter we promised photos from FEGIME Day 2017 – and here they are! This small selection already gives you an impression of the creativity that went into the planning of the day throughout Europe.



Everything is possible. In Spain there was a meeting of members and suppliers to inform all the stakeholders about current digital projects which was rounded off with a fine lunch and FEGIME-style cupcakes. Our Hungarian friends and their partner suppliers created a catalogue of special offers. There was also a place for music: an Italian member – together with suppliers – invited over 200 customers to a concert in San Siro Stadium. And that brings us to sport which was a very common theme in 2017. Our Irish friends for example took part in the famous Great Dublin Cycle race. Just as in 2016 one Polish team proved their love of the mountains. This time they scaled the 5,895 metre high Mt. Kilimanjaro. We received a lot of excellent photos from Latvia where a sailing regatta in Riga harbour was the highlight of FEGIME Day.



Now all that remains is to plan FEGIME Day 2018 – this year on 29<sup>th</sup> June. So exchange some ideas or be inspired by others. We look forward to seeing the results!



Digitalisation

Our new data enrichment tool enables suppliers to prepare their product data for our database according to the ETIM standard. That means that FEGIME can provide more products with precise data in more languages.



# The Tool for Perfect Data

Data is the raw material of the 21st century. Digitalisation just doesn't work without data. All companies need data: for administration, for online shops, for buying and selling, for services, for new business models. Now FEGIME is providing suppliers of electrical products with a tool to create data conforming to the ETIM standard. Why?

Klaus Schnaible, IT Manager of FEGIME Deutschland, gives the simple answer: "Our European database only becomes a really efficient tool that can be used in every country when we have standard data." And that is a fact: it is a great achievement but simply not enough just to have 3.3 million articles in the European database.

One challenge is the many languages in Europe. Luckily in ETIM we have a standard that ensures at the same time both the uniform structure of the data and the way to translate it. Figuratively speaking there is a language table attached to every product feature. In this way with the click of a mouse online shops and product data become "multilingual". Developments in Germany are already illustrating the advantages. "Some of our international customers are using our multilingual data today for their individual, national procurement platforms," says Arnold Rauf, Managing Director of FEGIME Deutschland.

But the trickiest question remains: how do I get product data of the required quality for the database? "The major suppliers are often able to provide every article with an image and a text in several languages in the ETIM standard," explains Klaus Schnaible. "Then we have less work to do here in Nuremberg." But smaller suppliers don't always have the resources to do this; others are not familiar with the ETIM standard. But these

suppliers and their products are important, too. So there is still a lot of work to do – but who is going to do it?

### FEGIME's Data Enrichment Tool

"As digital pacesetters we felt compelled – and able - to take some action," says Nikos Kafkas, President of FEGIME. "So in Athens we launched a browser-based tool to enable suppliers to upload product data in ETIM standard into our database."

Together the IT specialists from the FEGIME countries and Head Office in Nuremberg were able to further develop the ground work done in

Madrid in November, attended by IT experts from throughout FEGIME, was the proof. Work has already started on the many details necessary to make the cooperation truly operational.

The meeting showed where work still needs to be done. In many countries there are well-established national standards and systems that are widely used and so need to be considered. Of course the decision to implement a certain, common ERP system can play an important role. In Spain for example many members are now using the same system, which makes coordination easier.

It will however be especially important to get suppliers on board and convince them of the advantages of the ETIM standard for the digital marketing of products – either at international or national level. These advantages are quite clear but still need to be communicated actively. "Our message is clear," says Klaus Schnaible. "ETIM is the standard and we can provide the tool. Let's work together!"

"Our message is clear. ETIM is the standard and we can provide the tool. Let's work together!"  
 Klaus Schnaible,  
 IT Manager, FEGIME Deutschland

Greece so quickly that last year a lively exchange of ideas and data could already start with many suppliers. The IT Department in Nuremberg now regularly receives visitors eager to learn about this revolutionary new tool – and to share thoughts on how to further improve it.

### Even Closer Cooperation

Already today the European database is in constant use and the exchange of information between FEGIME countries and the IT Department works very well. But the cooperation is set to become even closer. The IT Committee Meeting

Products

Switching, protecting, starting and monitoring are all made easier with the highly flexible SIRIUS modular system from Siemens.

# The Perfect Combination

Processing, fitting, transporting. These and similar functions run on many automated production lines. With the extensive range of the SIRIUS modular system, you will find everything you need for switching, protecting, starting and monitoring motors.

Continuous further development and regular innovations ensure that our customers are optimally equipped with SIRIUS and benefit from efficient solutions – now and in the future. All the components that make up the SIRIUS modular system are characterized by a space-saving design and a high degree of flexibility. Configuring, installing, wiring and maintenance are extremely easy and time-saving to perform. So no matter whether you want to configure load feeders with motor starter protectors, overload relays, contactors/solid-state contactors or soft starters, SIRIUS has just the product you need for any application.

Thanks to the latest innovations to the modular system in sizes S00, S0, S2 and S3 up to 115 A, today's SIRIUS modular system offers even more functional diversity. In addition to the basic components, the new system offers innovative new highlights:

- Feeder assemblies that can be plugged in entirely without the use of tools thanks to the consistent use of spring-loaded connections in sizes S00 and S0

- One highlight of the SIRIUS devices is their IE3 and IE4 suitability, so that they are optimally equipped for conversion to the new IE3 and IE4 generation of motors
- The components of the SIRIUS modular system can be wired extremely flexibly. For sizes S00 and S0, the simplest method is to connect the components via the associated SIRIUS 3RV29 infeed system in each case – both connection methods are available optionally for devices with screw- and spring-loaded terminals. Individual motor starter protectors, complete load feeders, and compact starters are just clicked into the infeed systems. An entire feeder group is thus supplied with energy without any time-consuming wiring and with no risk of error – just click and go!



With the SIRIUS 3RV29 infeed system complete load feeders can be installed quickly, extremely flexibly and with no risk of error – without wiring, screwing or special tools. An entire feeder group can thus be supplied with energy quickly: click and go!

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

Products

# Remote Maintenance of Machines

The TC Cloud Client remote maintenance modules from Phoenix Contact connect machines to the mGuard Secure Cloud securely via the Internet. The clients provide an inexpensive basis for scalable remote maintenance of machines. Customers have the choice between TC Cloud Clients - which use the operator network - and variants which use the worldwide 4G-LTE mobile network for Cloud communication. The clients are configured with the help of the Cloud and are immediately ready for use in the machine.

The mGuard Secure Cloud constitutes a high-performance, scalable VPN infrastructure which connects service personnel with machines and systems via the Internet. The professional data centre ensures a high degree of reliability and

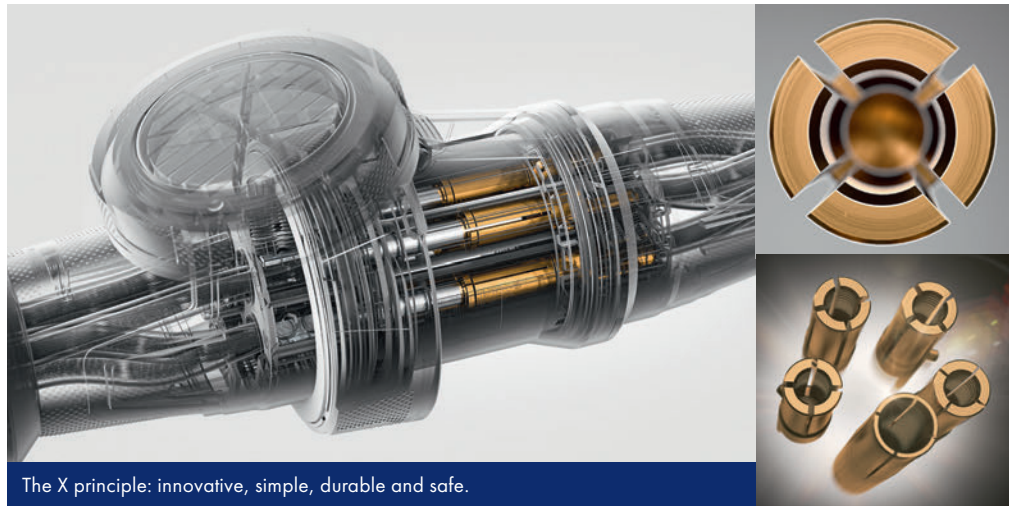


availability for the service of machines and systems. The integrated mGuard VPN technology uses the IPsec security protocol with strong encryption. This ensures the confidentiality, authenticity, and integrity of all the information and data transmitted. The TC Cloud Clients have one digital input and one output. As a result, service connections to the Cloud can be made and signalled as required.

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

Products

With X-CONTACT Mennekes sets a new standard for all industrial connectors and receptacles.



The X principle: innovative, simple, durable and safe.

# It's What's Inside That Counts

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

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

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

The interaction of the resilient material and groove is not only the guarantee for a secure contact closure, it also has a practical side effect: namely that any contamination is removed when connecting and disconnecting the plug. Even surface corrosion is removed by the spring effect

of the X-CONTACT sleeves. For particularly corrosive environments a version with nickel-plated contact sleeves is available.

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

Products

# A Reliable Choice

Given the wide range of insulating tapes on the market, it is not always easy to make the right choice. Especially as the performance of many vinyl tapes leaves a lot to be desired as soon as climatic conditions become adverse – particularly in winter. The premium PVC insulation tape HelaTape Flex 1000+ from HellermannTyton is a good solution. The tape is resistant to weathering and remains particularly elastic with excellent adhesion for mechanical and electrical applications, even when it is very cold and damp.

Thanks to the high quality of the PVC material and the rubber adhesive, HelaTape Flex 1000+ is easy to work with at temperatures ranging from -18 °C to + 105 °C.

The tape easily withstands multiannual UV exposure, provides excellent protection against



abrasion, chemicals and corrosion and is flame retardant and self-extinguishing according to UL 510. On account of the special material thickness, HelaTape Flex 1000+ has an above average dielectric strength per wrapping layer.

Compared with standard products, less tape is required to achieve optimum insulation results – for example, when repairing damaged cable sheaths. The all-rounder is therefore suitable as a primary layer for the safe insulation of all low-voltage cables up to 1 kV in indoor and outdoor applications.

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



Marketing

Good for wholesalers, too: OBO has kicked off the New Year with a direct campaign aimed at installers to convince them of the advantages of the company's connection and fastening systems.



# Partners to the Trade

OBO has kicked off the New Year with a direct campaign aimed at installers to position the company's Connection and Fastening Systems Division with a clear message: "We are Partners to the Trade".

Using various media channels (print, digital and video) the message "JOB DONE" is being conveyed to communicate that OBO is working side by side with installers. The intention is to make it quite clear that the installer can get every job done quickly and easily by using practical products. The best way of achieving this is to use the appropriate OBO products – renowned

for their high quality, speed of installation and efficiency.

To give just one example from the wide and varied OBO range: the Quick Series offers three different types of halogen-free cable and pipe clips for time-saving and secure fastening of cable and electrical installation pipes. Mark the wall, drill the hole, fasten OBO Quick Clip with impact dowel, insert cable or pipe: "job done". It couldn't be easier than that for the installer. Additional clips can be fitted even faster using the patented connection form by pressing them easily into the side of the already fastened clip – "no drilling

required at all" (FYI: this phrase in German is the origin of the name "OBO"). The Quick Series is just one of the products the campaign focuses on.

The highlight of the promotion is the Social Media campaign. This is where installers can upload photos showing how they have successfully used OBO products and got the "job done" (as in the example above). The photos with the most "likes" will win – and there are some attractive prizes to be had.

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

Products

# For Cross-sections up to 16 mm<sup>2</sup>

When working with wire end ferrules, the electrician is faced with various problems. Due to current cable standards cable manufacturers are allowed to manufacture considerably thinner wires against the resistance than according to the given cross-section. On top of that the requirements when using tension clamp terminals are considerably higher than with screw terminals. Under unfavourable circumstances either of these can lead to the crimping not always meeting the technical requirements, if customary crimping tools are used.

This is precisely where the new tool from CIMCO comes into play: the FLEXI-CRIMP PRO front crimping pliers cover all wire end ferrule cross-sections from 0.5 mm<sup>2</sup> up to 16 mm<sup>2</sup>. Small, handy, and with excellent balance, even large crimping jobs become straightforward, without unduly

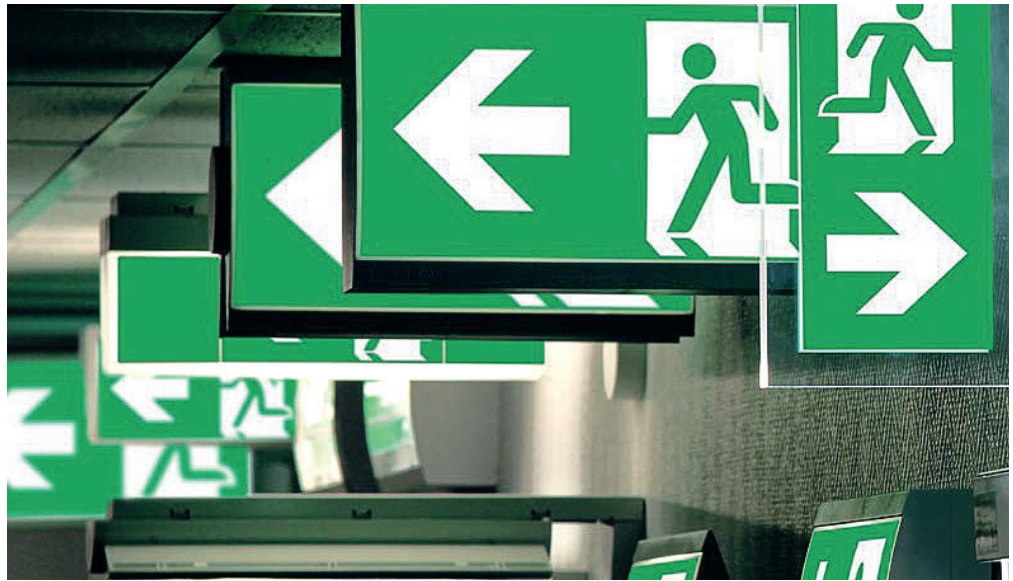


stressing joints and tendons. The new spring high tool durability. system promises consistent crimping quality with

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

Products

Emergency lighting is compulsory in many buildings. The increased use of LED technology makes it all the more important to have a reliable partner, is the advice from Eaton.



# Safety First

Emergency lighting can save lives and help people seek a route to safety when disaster strikes. Fortunately such occurrences do not happen very frequently – so it can be tempting to save money when investing in a system. LED luminaires have risen to prominence in this sector, too – and this is sometimes seen as a double opportunity to save: firstly through longer lifespans, energy savings, and lower maintenance requirements; and secondly on quality. Seemingly competitive offers from around the world can of course also be found in the emergency lighting sector.

Buying cheaply can however be dangerous. A failure of emergency lighting at the moment it is needed most puts lives at risk - not to mention

the companies that were responsible for the procurement and installation of the faulty equipment.

With so much at stake it is advisable to work with a supplier like Eaton whose products and systems are tested in their own laboratories, carry the relevant EN certification and also meet various country-specific norms and regulations. For further peace of mind in projects of all sizes the experienced supplier's technical and service support staff can be invaluable.

An equally important point is that they offer systems for all requirements. Eaton's extensive range includes self-contained options as well as

those based around a central battery system. The CrystalWay exit sign range for example combines high visibility and sophisticated design. The minimal dimensions and the numerous installation alternatives allow the luminaires to blend in with any modern architecture. If the reduction of costs for maintenance, checks and documentation is an important factor, then the answer could be CGLine+, Eaton's automated monitoring system. In smaller buildings its web-based browser interface enables the monitoring of the whole system. In larger projects where the CGVision software is used this is possible for up to 2,500 luminaires.

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

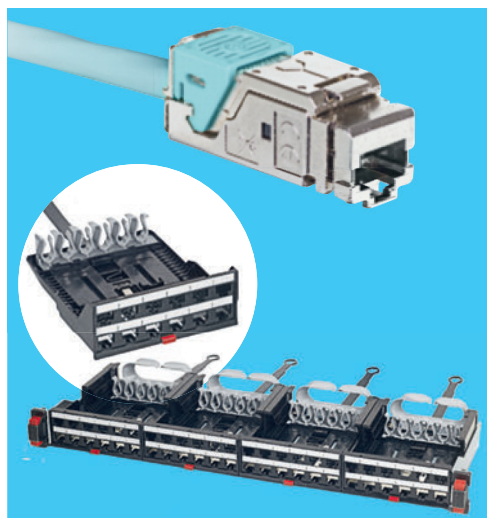
Products

# Solutions for all your Projects

Legrand is launching with LCS3 (Legrand Cabling System) new structured cabling products. This comprehensive range of both copper and optic fibre cabling solutions offers answers to the challenges of rising data volumes exchanged in buildings, the proliferation of networks and the need for higher data speeds.

The LCS3 range is supported by numerous patented innovations such as the modular cassette system or the new splicer. Latest standards and technical trends have been incorporated. All copper connectors in the range have – for example - been awarded PoE+ (Power-over-Ethernet) standard certification. In addition to category 5e, 6 and 6a connectors Legrand also has new category 8 (up to 40 Gbit/s) and even higher-performance fibre optic connectors (up to 100 Gbit/s) to offer.

The various panels with high packing density are particularly interesting. LCS3 offers modularity



Two of the patented innovations: top the RJ45 connector that can be fitted almost without any tools. Below: a 48 port panel with the practical cassette for easier installation and maintenance of individual sections.

via drawers that enable a mix of optic fibre and copper while increasing the number of connection points. At the same time the new products are more energy efficient as well as easier to both install and maintain due to the new connector locking system and automatic pull-out sliding cassettes.

The range is rounded off by the new LCS3 enclosures. A highlight if space is limited is the "MINICUBE": a full data centre with housing, power supply, monitoring and cooling – a turn-key solution - all in a very compact system.

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

Products

TrueForce Highbay is the new retrofit solution from Philips to replace existing HPI/HPL/SON lamps in high bay lighting.



# Less Energy, Better Light

TrueForce Highbay is the new plug&play retrofit solution from Philips to replace existing HPI/HPL/SON lamps in high bay lighting applications. Compared with conventional lamps this LED alternative offers substantial energy saving and a longer service life so that payback is typically very fast. Philips calculate a service life of up to 50,000 hours and energy savings of up to 65% compared to conventional systems.

Replacement is very simple. With unique lamp design and compatibility, you can directly retrofit HID lamps with TrueForce LED lamps without

changing the fixtures or gear. The LED lamps are compatible with magnetic ballasts and ignition devices. The weight – at 1.3 kg – also makes its contribution to the ease of replacement. A steel cable is included for additional safety. With its IP40 classification the lamp is intended for dry environments.

The light technical data is also very respectable. The correlated colour temperature is 4,000 K and the colour rendering index Ra 80. The new product comes with a choice of a narrow or wide beam. This is very practical and extends

the possible field of applications considerably - from industry and warehousing via supermarkets to sports and other municipal venues.

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

Products

PowerTag: the smallest wireless energy sensor in the world.

# Monitoring Made Easy

Schneider Electric have just introduced PowerTag: the smallest wireless energy sensor available. Whether energy consumption, currents, power, voltage, or other important data – PowerTag can monitor them all effortlessly. The data is sent in real time wirelessly and can be monitored online (also on tablets and smart phones) or integrated into a building management system. It can also be used to trigger email alarms to support remote maintenance.

The compact, space-saving energy sensor fits easily into new and existing panel boards, even where space is at a premium. PowerTag enables the connectivity of most Schneider Electric breakers. In its various versions the sensor can be mounted at the top or at the bottom of the breaker and – after just five minutes' work – it is transformed into a smart product. PowerTag



can be used in all types of buildings and is natively integrated into Schneider Electric's Acti9 Communication System.

This innovation offers users a solution that combines monitoring and control to simplify energy management considerably. Further information and technical specifications are available online.

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

Products

ABB are bundling under the brand “ABB Ability” their digital products and services for all sectors and target groups. The aim is to help their customers do more and do better.



ABB-free@home is also one of the ABB Ability solutions. The wired version was already presented in 2014 and made the Smart Home cheap and simple. The system soon became a great success. A little over a year ago the wireless version was introduced (photos above). ABB-free@home is now connected to the Internet of Things.

# Systematic Digitalisation

Digitalisation and the Internet of Things will soon incorporate all fields of technology into public, industrial and private applications. ABB’s reaction to this development is the brand ABB Ability that combines their complete range of digital products and services for all sectors and target groups.

The products take advantage of ABB’s decades of proven know-how in automation, electrification and many other technical disciplines to unlock efficiency and productivity in each user’s applications and facilities.

Today there are around 180 ABB Ability solutions, with more in the pipeline. They offer improvements to help monitor, optimize and control electrical systems across a broad range of applications from utility to residential.

“Our digital offering brings many benefits, including ease of doing business with ABB, focusing on configuration and software tools to support the product selection and engineering planning process,” says Dieter Lautz, our Global Strategic Account Manager at ABB. “ABB Ability

is an enabler to drive progress for our channel partners. It offers the best possible support from ABB as a trusted advisor and partner and provides access to product data and content - for example for the FEGIME database. It is important for us to work together with FEGIME to implement joint programmes and maximize the value of digitalisation for everyone.”

### Two Examples of the Many Solutions Available

“ABB Ability Electrical Distribution Control System” (ECDS) was developed for small and medium-sized industrial companies and purpose-built buildings. It is an innovative cloud-computing platform connecting the electrical equipment of a facility to the Internet of Things. It leverages the built-in sensing and connectivity of ABB’s circuit breakers.

The system provides reporting functions, immediate access to documentation and the remote diagnosis of facilities, thus making maintenance simpler and more effective. It also

allows faster commissioning and integration of devices. Its many advantages help to reduce total operating costs by up to 30 percent.

ABB-free@home – the very successful Smart Home system – is another ABB Ability solution. Through a classic switch on the wall, a laptop or a smart phone ABB-free@home enables the user to control up to 65 functions including lighting, blinds, security and heating. The wireless solution is designed to bring the advantages of the Internet of Things into the home. With the integration of Amazon Alexa, Sonos, BSH and Miele home appliances within the same open home automation platform users can now take full control of their homes from anywhere in the world.

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

## MEETINGS

- 01.02. – 02.02.18 Board of Directors, Lisbon
- 21.02. – 23.02.18 FEGIME Future, Lyon (with Legrand)
- 14.03. – 16.03.18 Members’ Meeting, Munich
- 13.06. – 15.06.18 Members’ Meeting, Kiev
- 21.06. – 23.06.18 EUEW, Bonn
- 29.06.18 FEGIME Day



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