

voice

NEWSLETTER
01.2016

Editorial



ABB is a Swiss company. General Electric is an American concern, Schneider Electric is French. Hager has its headquarters in Germany – but succeeds in remaining French as well. Our new European Preferred Supplier Aurora develops lighting solutions

in China and does its assembling in Swindon, UK. And with FEGIME Future we regularly meet in many different countries and cities in order to widen our horizons – the last meeting being with Philips in Amsterdam.

Why the list? Because the countries and places I have named demonstrate that we live and work in a globalized world. Our success depends on visiting each other and working together without major barriers - and on being able to trade without frontiers.

However the majority of my countrymen have now decided that it is better to have more frontiers. I do not want to comment on that. The only thing I would like to say is that above all FEGIME United Kingdom has always appreciated working with you and will therefore continue to do so under these new circumstances. None of us know any real details yet. So let's just keep calm, enjoy a nice cup of tea and get on with our work.

Our work is interesting and fruitful. The figures from Europe look good despite the confusing situation – and our projects are continuing according to plan. Currently our Web-to-Print solution is making great progress. It enables the user to create individual advertising material automatically using data from our European database. This technology was introduced in Germany first, next came our Greek friends – and now half a dozen other countries are following suit.

Good news from Europe? Just ask FEGIME!

John Powell

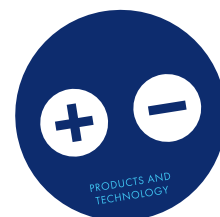
FEGIME Future

The Future is Digital

Digitalisation is the most important topic for us all – not only at the moment but also for the future. FEGIME Future are responsible for our future. So it is very logical that their meetings in the first half of the year with Osram and Siemens were all about the digital world of tomorrow and the necessary raw material – data.

Mobile phones and tablets are constantly in use to check and reply to mails and other messages. The family business back home doesn't shut down just because they are on a business trip somewhere in Europe. Yes, FEGIME Future is a group of young "digital natives" that has grown up in a digital age. That's very practical because digitalisation is the topic of our time. Their meetings in the first six months of the year are proof of this.

In February FEGIME Future were the guests of Osram. The lighting sector is doubly affected by digitalisation: with respect to business processes and with respect to lighting technology. The lighting technology of today is... >>



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Left: getting down to detail at the workshop with Osram in February. Right: the group photo at the meeting with Siemens in April.



>> ... of course LED. It is a semiconductor light source, consequently belongs to a certain extent to the world of IT and has been creating an upheaval in the sector for years.

Even a big company with a long history in lighting like Osram has felt this. New suppliers that had previously never had anything to do with lamps and luminaires have been flooding the market for years. Osram's answer to the situation has been much discussed in the trade media. Their solution is namely the carve-out of the general lighting lamps business. At their meeting in Munich FEGIME Future were some of the first to get first-hand, comprehensive information about the plans. Erol Kirilmaz, Chief Sales & Marketing Officer, presented "Ledvance", the new company and his plans. Ledvance will be FEGIME's partner for all Osram-branded lamps and Ledvance-branded LED luminaires. Dr. Oliver Vogler, VP Strategy & Marketing, explained the new company's Branding Architecture and gave participants a "Sneak Preview" of the new logo. (More details on Ledvance can be found on Page 3.)

For the second part of the programme FEGIME Future were divided into 4 geographical groups for workshop sessions. The aim was to find out what is really needed from both products and marketing to launch the new luminaires successfully onto the various FEGIME markets. The ensuing presentations and discussions were very productive and the results provided Ledvance

with a truly European insight into the requirements of FEGIME wholesalers.

The Workshop with Siemens

Digitalisation was also the topic of FEGIME Future's meeting with Siemens that took place in April in Erlangen, near to Nuremberg. Key Account Manager Valentin Dinkelbach had brought along a large group of experts from the IT and Marketing Departments. That alone showed just how important the topic is.

Both business models and decision processes will change under the influence of digitalisation. The famous Forrester study "The Death of a B2B Salesman" by Andy Hoar and Peter O'Neill was presented. The authors claim that in USA by 2020 a million B2B salesmen will have lost their jobs. Only more complex tasks will push up the requirements for additional staff. In this vision of the future day-to-day business and solutions will all be dealt with online.

How do things look at FEGIME at the moment? In short: with the central European database and the opportunities it provides our group is in a very good position. And it is thanks to FEGIME Future that this project was launched.

But reports from the members of the FEGIME Future group also showed that throughout Europe we are faced with very different markets and very

different speeds of change. In some countries there are members that do over 60 percent of their business via their online shops. Others offer the possibility of buying online – but their clients don't really use it very much. In addition: a lot of members do not have many industrial customers because they are specialised on residential business. Many of these clients still prefer personal contact with their FEGIME wholesaler.

This means that contrary to many forecasts not all the markets and areas in our sector are changing that quickly. Siemens and FEGIME Future were able to take the opportunity provided by this meeting to discuss in depth the tasks that the future will bring.

Digital Marketing for example was on the agenda – but technical questions dominated the workshop with the focus on data and standards. Without a doubt data is the raw material of the future. As this workshop was so full of interesting details, we will be providing a more comprehensive report in a Special Edition of the FEGIME Voice in the autumn (please see Page 10).



FAMP: 9th to 15th October 2016 A Success Already

This year's FEGIME Advanced Management Programme (FAMP) will be held in October at "Ashridge Business School" in Berkhamsted, UK. The school offers both an excellent reputation and a fantastic setting.

The topics include Family Business, Managing People and Managing Yourself. The previous modules were so popular that



this year's event is already fully booked. But we do have a Waiting List that you can join by sending your details to Head Office!

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Partners

On 1st July the Osram Lamps business division became a legally independent entity with the name Ledvance GmbH. We throw a little light on the opportunities.



Ledvance Brings Light to the Future

An impressive depth of experience in terms of light, successful products with strong brands and a high-impact sales team – these are the strengths the company Ledvance will be focusing on from 1st July 2016. This is the day on which the current Osram Lamps business division became legally independent and took on the name Ledvance GmbH. Around 9,000 employees at 17 global production locations and 50 country agencies ensure a worldwide presence, direct contact with customers and premium products. This "General Lighting" business division achieved a turnover of approximately two billion Euros in the 2014/15 fiscal year.

The strong starting position as one of the world's leading lamp manufacturers is an ideal springboard for Ledvance to continue expanding its very good market position in the trade and retail channels in the long term. An important advantage as the light and lighting industry is currently exposed to a radical transition. In hardly any other branch have the basic economic and technological conditions changed so radically in recent years. This is mainly due to the triumph of the "light-emitting diode" (LED).

Ledvance will place customers in the trade and retail sales channels at the centre of its business activities. Legal independence in the future will enable increased flexibility and a focus on success factors in the dynamic consumer goods

business thus improving the new company's chances of offering a rapid and agile response to market developments. At the same time new business options such as the market for intelligent, networked products (Smart Home) and strategic decisions for the further development of the company can be assessed and implemented more quickly.

This vision is reflected in "Ledvance" – the name of the new company. "LED" represents the core business of light on the one hand, and on the other emphasizes the significantly increasing importance of LED products on this market. "ADVANCE" symbolizes the aspiration of the company to drive forward and continually develop to become the pioneer in shaping the market and beyond.

One-Stop-Shop

The foundation for a highly successful start has been laid thanks to the strong, renowned brands "Osram" and "Sylvania" in North America (Ledvance has the right to use these brands in the coming years) as well as global market access and a wide range of high quality LED lamps and luminaires.

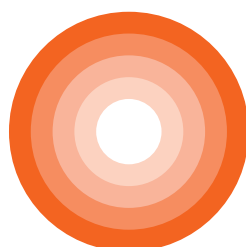
For the 2016/17 lighting season the company offers the largest LED retrofit portfolio of all time with well over 200 new LED lamps ranging from

simple to smart and functional to highly attractive – all under the Osram brand. In terms of light though, Ledvance remains a full-range provider. It remains one of the few producers to also offer products with traditional lighting technologies. Ranging from old-fashioned incandescent lamps for special applications, through halogen light sources and fluorescent tubes to energy-saving lamps and high-pressure discharge lamps, Ledvance can always offer the optimum solution for any requirement and remains a "one-stop-shop" for all clients.

The legacy of an extremely long company history in the lighting sector are experienced employees at all levels, an especially high-impact, international sales team, globally excellent access to markets and a depth of experience in the volume business as well as an optimally structured procurement chain. All of this makes Ledvance one of the preferred partners of the wholesale sector.

www.ledvance.de

The first information was available at the Light+Building Fair in 2016, as the main photo shows. The logo of the new company reflects the benefits of its products for everyone – Ledvance brings light into their lives. The font and colour of the logo is reminiscent of the original Osram company. To the left of the name is the newly designed, radiant corporate symbol that also symbolizes a light pulse.



LEDVANCE



Very satisfied with the Fair: OBO's Frank Dahl at the company booth.



Kevin Bell (left) and David Garratt sign the contract: Aurora is now a "European Preferred Supplier".

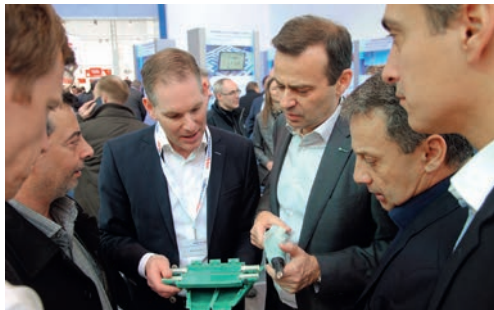


An international meeting at ABB (from left): Tarak Mehta, David Garratt, Vincent Hurel and Dieter Lautz.

light+building 2016

The Future is Networked

When the ninth Light+Building Fair closed its doors it had once again broken all previous records: almost 2,600 exhibitors from 55 countries had presented their innovations on an area of approximately 248,500 square metres. Around 216,000 trade visitors of 160 nationalities had come in March to find out about the industry's latest solutions. Amongst them were visitors from 13 FEGIME countries.



Our friends from FEGIME Hellas are shown the innovations at HellermannTyton.

For FEGIME and Managing Director, David Garratt, the fair was also a success in another respect. In Frankfurt the contract with new "European Preferred Supplier" Aurora was signed.

Aurora is a global player that supplies all four elements of the lighting spectrum: drivers and transformers, controls, luminaires and lamps.

The motto of the fair was "digital – individual – networked". And that could be seen everywhere. The "Smart Home" is coming. This is especially true now that suppliers have realised that they don't necessarily have to provide the really big solution. A small selection of useful functions is enough for most customers. There are now more and more offers available for this large target group. To mention just two examples amongst many: "Busch-free@home Wireless" is a further developed and wireless version of ABB's LAN Busch-free@home. And Hager's "KNX easy" really does make KNX easy because you do not need the ETS software to connect – by cable or wireless - up to 510 components in a single project. These new developments make the Smart Home affordable and thus attractive to more customers.

In the lighting sector LED has triumphed. Because there are so many different ways to control them, LEDs fit perfectly into the Smart Home. Just to give one simple example: several switch manufacturers are offering solutions to control



modern LED luminaires via ZigBee. Besides technology there was other important news: at the Osram booth the new company "Ledvance" was



Our colleagues from FEGIME España on a fact-finding mission at the Osram booth.

presented. From July this company – previously the Osram Lamps business division - became legally independent and active in the lamps and trade luminaires sector. There is a more detailed report on Ledvance on the previous page of this edition of the "FEGIME Voice".

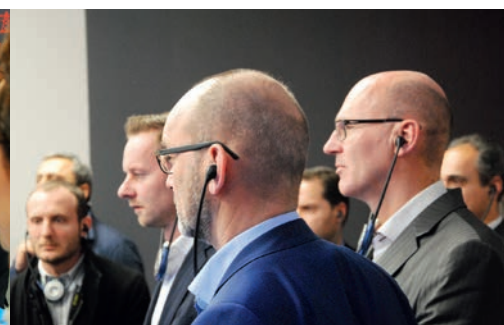
The next Light+Building will take place from 18th to 23rd March 2018.



Smiles all round at Hager (from left): Peter Caldwell, David Garratt and Daniel Hager.



Arnold Rauf (left), Managing Director of FEGIME Deutschland, explains the FEGIME ELECTROtools app to Eaton's Jean-Philippe Dieudonné and Günter Suhrada.



Listening attentively at the Philips booth: our colleagues from FEGIME Nederland.

FEGIME Deutschland

Even faster and even easier to use. Every function of FEGIME Deutschland's new online shop has now been optimised.



New and Even Faster

It is working as if nothing had ever happened. Since the end of May FEGIME Deutschland's webshop with its 2.4 million products has been online without any hitches. Despite the fact that it has just undergone its most comprehensive "refurbishment" since it went online in 1999. The IT equivalent of open heart surgery – a changeover during operations – has been successful.

"There was no way around it," said Klaus Schnaible, IT Manager at FEGIME Deutschland. "Our shop just had to be future-proofed to be able to live up to its reputation as one of the best search – and find – engines in our sector." There had of course always been regular innovations and new functions in the past – so why was such a fundamental change necessary? Every programmer knows the answer. It is never a problem to add new functions – but at some point the code starts to become messy. New technologies with old structures can reduce the potential of a system. So that is why everything was changed.

The new user interface is immediately apparent. The design is more modern and the graphics flatter. Designers call this "flat design": "We went along with this current trend because we find it very attractive," explained Arnold Rauf, Managing Director of FEGIME Deutschland. Even the shopping cart button, the universal symbol for online purchases, is now in the flat and elegant graphics.

The new user navigation is also part of the design. The steps that a user has to take from the product search to the placing of the order were carefully analysed. This investigation led to new user navigation: now most information is available after only two steps. This saves time when searching for and ordering products. This is especially the case when the shop is being used on devices with small screens such as smart phones or tablets.



How to speed up something that is already fast

To increase speed all the old functions were also re-integrated into the system. In this way the programmers were able to tidy up and "throw out" a lot of code. As the saying goes: less code, more speed!

Particularly as far as page reproduction was concerned there was room for improvement.

JavaScript files were consolidated and the caching of frequently required data improved, the latter playing a large role in speeding up the system by avoiding unnecessary transmissions of data and server requests. And because it is possible to compress not only photos but also codes this method was also used. Now photos, JavaScript and HTML codes have been compressed even further with the result that the speed of page reproduction has improved by 30%.

Another area for improvement was communication between the online shop and the common Enterprise Resource Planning (ERP) system used by FEGIME Deutschland's wholesalers. In the past searches in the database and the ERP system took place in succession – now they are simultaneous.

Klaus Schnaible is satisfied. "Our system is now so fast that it is only the spread of broadband throughout Germany that will slow it down."

But one thing hasn't changed at all: the shop, its products and all the valuable additional information are only available to registered professional clients. Final consumers have no access.

www.fegime.de



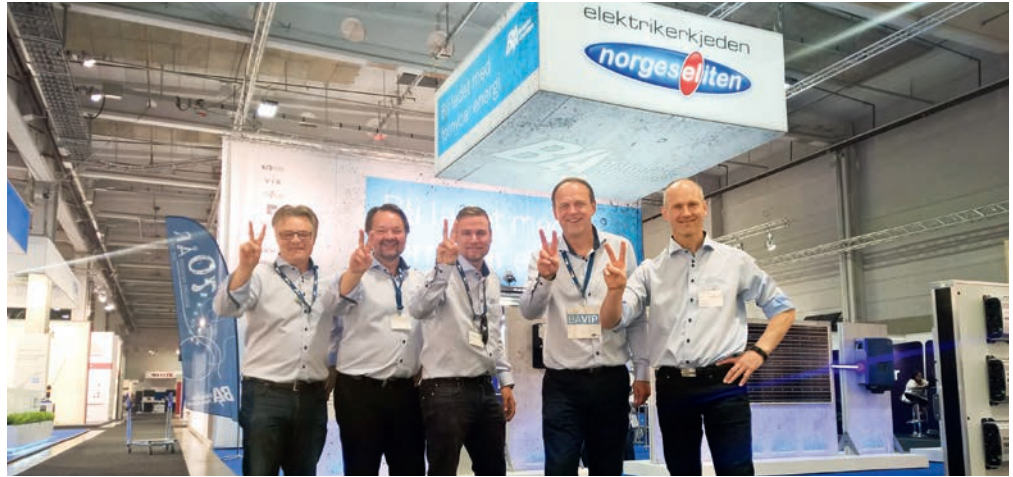
The first impression is that the design has been revamped but otherwise the online shop has not changed at all. This is definitely not the case. The user navigation has been improved considerably and the programming fundamentally reworked. The result is an exceedingly fast and self-explanatory shop.

On the right: a typical example of the results of a search. All the usual functions and information are unchanged. Good news for smart phone and tablet users: a lot of new functions have been added.



FEGIME Norge

Solar panels and eVehicle chargers: FEGIME Norge presented their services with great success at the Eliaden Trade Fair.



Now also with Solar PV

Once every two years since 1984 our Norwegian colleagues in the sector have been meeting at the "Eliaden" Trade Fair in Oslo. The importance of this fair becomes clear when you see that the list of exhibitors includes manufacturers such as Eaton, Schneider Electric, Prysmian/Draka and Nexans. From 31st May until 2nd June this year these important FEGIME partners were neighbours to FEGIME Norge (Berggård Amundsen) at the fair. The attendance at Eliaden was a record-breaking 20,000 – quite an achievement considering the country's total population of just 5 million.

The slogan of the opening conference of the fair was: "The Future is Green and Runs on Electricity". That was perfectly aligned with the message presented by our Norwegian colleagues at their

booth. The focus was on solar panels and eVehicle chargers. "FEGIME Norge is the market leader in both these sectors," said Marketing Director Hans Ketil Andresen. "We have the right products, the right sales people and it's the right time."

The market for eVehicle chargers grew steadily last year. One reason for this development is that from 2025 onwards only electric vehicles are to be available on the Norwegian market. As Norway is backing sustainable energy sources so strongly, solar PV now also provides a lot of opportunities. And Hans Ketil Andresen wants to make the most of them: "We see a lot of potential for solar PV solutions in both the residential and commercial sectors and we are ready to go for this business."

There was a lot of traffic at the FEGIME Norge stand. Andresen and his colleagues are satisfied: "We had a lot of visitors at our booth. Over 300 customers attended our VIP seminars during the fair to learn about our products, service and solutions and thus acquire the knowledge needed to get this market moving."

www.fegime.no

FEGIME España

Guests of Hager in Alsace

Members of FEGIME España regularly come to Germany to visit Preferred Suppliers. In May 26 Spanish colleagues were invited to visit Hager. But we must be careful here: in 1955 Hager was founded in Saarbrücken, Germany, but the Hager Group is based in Obernai – and that is in Alsace, so in France. That only goes to show that Hager has its roots in a region that really can be described best as European.

The FEGIME España group were able to enjoy the advantages of Hager's special set-up in several ways. On the technical side our Spanish colleagues gained an insight not only into production processes but also into the philosophy behind an internationally operating family business. On the cultural and culinary side there was also time to explore the region's highlights: picturesque medieval towns such as Obernai and Strasbourg as well as the famous Alsatian wines and cuisine.



Our colleagues from FEGIME España enjoyed all the different aspects of the trip. "The warmth and closeness with which we were received deserve special mention," they report. "It was a

perfect example of cooperation between family businesses."

www.fegime.es



Electrical wholesalers in the limelight: scenes from the photo shoots in Greece, the Netherlands and Norway.

Philips

A review of the creative and successful cooperation between Philips and FEGIME in the first half of this year.

Doing a Good Job

In the lighting sector it is very simple to "optimize and save": efficient lighting solutions use less electricity and with professional applications further costs can also be saved. At the beginning of the year Philips and FEGIME launched an international marketing campaign under the motto "Optimize and save" which in some countries has already been brought to a successful close. The highlights of the campaign included offering installers special lighting deals - above all for LED - as well as tools for calculating a project's total costs and for maximizing its energy savings.

The campaign focused on the very close and long-standing partnership between Philips and FEGIME. In the 14 participating countries not only printed material such as leaflets but also online material like customer newsletters were provided tailor-made.

In countries where FEGIME just has one member company – e.g. Kafkas in Greece, Schuurman in the Netherlands and Berggård Amundsen in Norway – a further element was added to the campaign. Here the classic "testimonial" method was used with the focus being put – quite literally – on the wholesalers themselves. In preparation for the campaign Philips arranged photo shoots

in these countries with the owners of the FEGIME family businesses. The individual results are excellent: high quality photos that add charm and credibility to the marketing material.

The hard work that went in to the preparation of the campaign has already paid off. The analyses are not yet completed but it is worth mentioning two points already: first of all turnover has increased substantially and secondly the email newsletters to customers were a very successful marketing tool.

A Trip into the Digital Future

In the world of lighting it is possible to use fascinating high-tech solutions to "optimize and save". As semiconductors LEDs belong in part to the world of IT thus opening up a whole range of new possibilities for lighting and building controls. So FEGIME Future met up with Philips in Amsterdam to take a closer look. Together they visited the consultancy company Deloitte which for over a year now has been the main tenant of "The Edge". The Edge is the first office building in the world to use the Philips "Power-over-Ethernet" (PoE) lighting system. The LEDs are provided simultaneously with electricity and control data

via Ethernet. The system also contains software to control PoE compatible LED luminaires. The members of FEGIME Future were allowed to log into the system and test the lighting controls and other functions. The building is said to be one of the "smartest and greenest" in the world and a "technology flagship" as Munish Suri, Head of International Key Account Management & Vice President at Philips Lighting, later explained.

The technology at The Edge was a perfect introduction to the more operative "digital and connected future" workshop organised by Senior Key Account Manager Frank Suntinger that then began. Amongst the topics discussed were how to promote the cooperation between the two organisations further and strengthen their mutual approach to the digital challenges of the future. Together the group explored opportunities for growth in various markets and sectors, looked at best practice examples in member countries and discussed appropriate digital transformation strategy with the ultimate goal of providing "connectivity for everyone". One solution could be seen on the flipchart at the end of the workshop: "Communication, communication, communication!"

www.fegime.com



Left: Members of FEGIME Future in front of a photo of "The Edge" – one of the most modern office buildings in the world – in Amsterdam. Right: No – they are not looking for Pokémons but trying out the lighting and building control system of The Edge.



Products

Theben present the universal dimmer DIMAX 544 plus, a dimmer for LED lighting that can be programmed using a mobile app.



Can be Programmed by App

With Theben's new universal dimmers DIMAX 542 plus and DIMAX 544 plus, you can create relaxing lighting scenarios at the push of a button. The DIMAX 544 plus dimmer can now be programmed using an app – and that is true for all the functions like lighting scenarios, brightness values and other settings, such as the staircase light function or 2-button operation.

The programme is loaded onto the dimmer via Near Field Communication (NFC) wireless technology. This means that they only need to be installed on site – nothing more. Transmission also works for dimmers that have already been installed: simply put your smartphone on the wall near where the DIMAX is installed. The short range also provides maximum security against tampering and manipulation. Those who are not so comfortable with using mobile apps can also

programme DIMAX the conventional way, by adjusting the potentiometer with a screwdriver.

The DIMAX universal dimmer is ideally suited for retrofitting. If connections are already in place, DIMAX can be installed easily into existing junction boxes. Different settings allow for perfect reactions to varying LED dimming responses, thus allowing you to dim your LED lamps in a harmonious, continuous and reliable manner. Furthermore, the app makes it possible to select additional dimming curves for LEDs or fans.

Another highlight of the DIMAX is the "Wake-up and snooze function". Double-clicking the button gently dims the light in the evening. In the morning you are woken up by a light that slowly gets brighter. Optional diode modules can store up to two lighting scenarios with individual

brightness values. The special "staircase light" function turns the dimmer into a staircase light switch with a switch-off pre-warning: before the light goes out, it is dimmed for a certain amount of time. It is also possible to set the dim-down level and time delay.

The Theben universal dimmer is available as DIMAX 544 plus with NFC and app-programming or DIMAX 542 plus without NFC. The free app for Android smartphones is available from the Google Play Store.

www.theben.de

FEGIME Academy

Webinar with ABB

Training via the Internet is possible at a European level. More proof of this fact was recently provided by the first ever webinar held by ABB for the FEGIME Academy. On two days in May this year a total of 50 participants from 11 FEGIME countries learnt about Enclosed Switches from the comfort of their own computer screens. Live from Finland Anders Björklund, ABB's Global Product Manager in this field, presented in English our Preferred Supplier's wide range and its applications, as well as the accessories and marketing material available. The ABB servers were used for this trial webinar rather than the FEGIME Academy platform, but this should change in future.



In an internal FEGIME satisfaction survey after the event, participants responded well and gave all the aspects mentioned – technical quality, content, relevance etc. - good grades. They also stressed their interest in taking part in future initiatives. Suggestions for improvements included more languages, as well as additional products and brands.

In short: the trial webinar was a success and as there is good demand for this form of online training there will certainly be more FEGIME Academy webinars to follow!



Save the Date! FEGIME Congress 2017

The preparations for the 15th FEGIME Congress are well under way. For the second time we will be meeting up with our friends and partners in Eastern Europe. Save the date - the trip to Poland will be well worth your while!

Products

Phoenix Contact's "Quint Power" power supply for highest system availability.

Customisable Power Supply

It is a big step forward: now, with Quint Power, Phoenix Contact offers the first customisable power supply in the world. Reporting thresholds and characteristic curves are individually adapted via the wireless NFC interface. Near Field Communication (NFC) is an international standard for the wireless exchange of data over short distances of just a few centimetres. On request the power supply can also be delivered preset.

The integrated Selective Fuse Breaking (SFB) technology delivers six times the rated current



for up to 15 milliseconds to selectively trigger standard circuit breakers. Consumers connected in parallel continue to work. The static boost with up to 125 percent of the rated current is available at all times, allowing the system to be conveniently expanded. For starting heavy loads, the dynamic boost with up to 200 percent of the rated current for up to five seconds is also available.

The advanced preventive function monitoring system provides an early warning of system-specific critical operating states, even before an error occurs. With their integrated gas-filled surge arresters, the single and three-phase 24 V power supply units offer high interference immunity and a mains failure bridging time of over 20 milliseconds.

www.phoenixcontact.com

Products

The new Classe 300 X13E video internal unit from Bticino with Wi-Fi connectivity.

More Communication

Bticino has launched a new video internal unit for door-entry control: the new Classe 300 X13E. This video internal unit has a large 7" Touch Screen LCD display for sharp image rendition as well as easy and intuitive menu navigation.

The innovation is that this video internal unit offers a whole new range of connectivity possibilities conceived with modern living styles in mind. The Classe 300 X13E is part of the "BTicino Eliot" range thus also "opening the door" to the Internet of Things (IoT). To be specific the Classe 300

X13E offers both Wi-Fi connectivity and an app. So in addition to the video internal unit customers can also use their smartphones for door-entry control. A normal Wi-Fi router is all that is needed to connect your smartphone to the unit and the app is of course available free of charge for both Android and iOS.

This modern combination of Wi-Fi and app is very user-friendly and provides more security. You only need your smartphone to be able to use all the functions of the new video internal unit wherever

you are. Even if you are not at home, you can talk to a visitor at the door. The app can be used to open the door wherever you are. If there are security cameras connected to the system, they can be activated, too. And the same goes for other functions throughout the home.

The new Classe 300 X13E is equally suited for renovations and new buildings. Its two-wire technology makes both installation and the replacement of old units very simple. Just connect it to the existing wiring.

www.legrand.com



FEGIME United Kingdom

Once again several colleagues from FEGIME United Kingdom have won awards this year as top performers in their sector.



CDR Electrical Wholesalers



KEW Electrical

Winners Again

Every year our colleagues from FEGIME United Kingdom look forward to the "Electrical Wholesaler Awards", organised by the publisher of "Electrical Wholesaler" magazine – and year after year they are up amongst the winners.

This year was no exception. "CDR Electrical Wholesalers" even had a double success: the company was voted "Best Wholesaler" in the

category "10 and Under Branches" and its website was "Highly Commended" – i.e. made second place.

The results in the category "11-25 Branches" were exactly the same as in 2015. "Best Wholesaler" was "KEW Electrical" and "BEW Electrical Distributors" were "Highly Commended". And that was not the only success for BEW. Their

Chelmsford manager, Martin Rand, was voted "Branch Manager of the Year". He has been with the company for over 30 years.

www.fegime.co.uk

FEGIME Polska

The biggest member of FEGIME Polska, Grodno S.A., wins an award from the Stock Exchange.



Andrzej Jurczak (centre) receives the award.

Growth is Rewarded

The biggest member of FEGIME Polska, Grodno S.A., has won the title "Master of the Warsaw Stock Exchange". In the final vote, the FEGIME wholesalers beat the well known national manufacturer of computer games "CD Projekt". The competition and the gala awards ceremony on March 21st were both organised by the business magazine "Puls Biznesu" and the finance portal "Bankier.pl".

"Winning this award is not only a great honour for us, but above all confirmation of the growing importance of our company which is being increasingly recognised by investors," said the owner, Andrzej Jurczak, at the awards ceremony. "We are very pleased that investors appreciate our strengths and our consistent, steady growth. In this way we succeeded in moving from New Connect* to the main market of the Warsaw Stock Exchange in October 2015."

Grodno became a member of FEGIME Polska at the end of 2015. It is a joint stock company

which nonetheless remains family owned – over 80% of the shares with voting rights belong to the Jurczak family.

www.fegime.pl

* **New Connect:** this market place at the Warsaw Stock Exchange is intended for small, dynamic start-ups and is modelled on the "Alternative Investment Market" in London.

FEGIME Voice Special Edition

Digitalisation affects every single company. In industry its development is particularly relevant. In Germany the expression "Industry 4.0" began to be used to describe digitalised industry – and the expression has now spread to other European countries.

But what does it mean? Will we soon have factories without workers? What role will data play? This autumn – with the help of our Preferred Suppliers - we will be trying to provide some answers to these and other questions in a Special Edition of the FEGIME Voice.





FEGIME Israel is growing - especially in the sectors lighting and infrastructure. That is why a new central warehouse is now under construction (centre).

FEGIME Israel

The State is investing in infrastructure, FEGIME Israel is delivering the goods – and achieving constant growth.

Investing in Israel

FEGIME Israel was founded in 2013. At the moment it is still one of our National Organisations with just one member company: Erco Ltd. The company was set up in 1984 by the Erez and Cohen families (hence the name). The second generation is already closely involved in the management.

Currently Erco has 13 outlets to provide a nation-wide coverage as well as efficient and rapid service to its customers. With a market share of 20% the company is one of the leading electrical wholesalers in Israel. Erco supplies a wide range of sectors and clients but is particularly focused on State projects which generate a lot of business as heavy investment in the infrastructure of the country is still very necessary.

To provide customers with the appropriate service in this area Erco employs a substantial team of engineers. It is their job to deal with the planning and consultancy required for these projects. This technical department with its close relationship to clients enables Erco not only to react to market requirements but also to become proactive and influence market trends, demands and needs.

One of their current major projects is the "HaUma" Railway Station. Here Erco is responsible for the complete package of conventional and emergency lighting.

Lighting in general is one of Erco's particular strengths. As Energy Efficiency plays such an important role in Israel, LED technology is an absolute must. In a previous issue of the FEGIME Voice we already reported on the fitting out of the Sami Offer Football Stadium with state-of-the-art lighting. In the meantime the Erco specialists have also been able to prove their expertise by lighting tennis courts with high-class and very energy efficient LEDs (photo top left). Further projects include the Gilon Tunnel - the first railway tunnel to be lit with LED fixtures – and several street lighting projects for whole towns involving thousands of LED street lamps.

New: Central Warehouse and Online Shop

IT specialists will be particularly interested to hear about Erco's project for the Israel Electric Corporation: our colleagues supplied 2,000 km of special microducts into which fibre optic cables

can be blown – and thus helped to improve the availability of high speed internet connections throughout the country.

As demand has grown Erco's warehouses have become too small. Consequently a new central warehouse and logistic hub is now under construction involving an investment of approximately 12 million Euros. It is situated midway between Tel Aviv and Jerusalem. With an area of 10,000 square metres and state-of-the-art automatic warehousing technology Erco are preparing to supply the planned growth and combine better stocking levels with an even faster delivery service to clients.

In addition to this Erco are also soon to launch the most innovative B2B online shop for electrical contractors in Israel. The database was developed by an Israeli company and can provide the user with comprehensive information on each item. Erco's vision is that - coupled with their new main logistic centre – this system will be able to provide effective and competitive online purchasing for every professional customer in the country.

Save the Date

From 7th to 9th December Erco will be informing FEGIME Preferred Suppliers about developments and opportunities for business in Israel. The invitations to this event will be sent out shortly.

www.erco.co.il



In Russia for the First Time

In June the General Assembly of FEGIME was held for the first time ever in Russia. Working in Moscow was easy thanks to the organisational talents of FEGIME Russia – and the leisure programme was unforgettable. Many thanks to our Russian colleagues!





FEGIME Day

17. JUNE . 2016

17th June this year was FEGIME Day. On and around this day in all FEGIME countries events took place to celebrate FEGIME's values. And there were a lot of creative ideas. Just to give a few examples: a volleyball tournament in Russia, "Supplier Days" in Italy and in Romania, employee events in Germany, a football competition in Poland, an eLearning day at Head Office, a family day out to the zoo in Ireland, an open day in Latvia, a company trip to the fitness centre in Finland.

Perhaps the most ambitious project was undertaken by some Polish colleagues. A team from FEGIME Polska member Grodno went on an epic motorcycle trip and conquered the "Khardung La" Pass in Kashmir which at approximately 5,400 metres (18,000 feet) above sea level is one of the highest vehicle-accessible passes in the world.

Another very remarkable and moving idea from Greece: a FEGIME team put in a lot of effort to help make a sick 4-year-old girl's dreams come true. So for the future we want members to exchange their ideas, copy or develop them further – or think up new ones!

One thing is certain: for the future FEGIME Day will be a fixture on the annual agenda. The next FEGIME Day is June 30th 2017!



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MEETINGS

- 21.09. – 23.09.16 General Assembly, Budapest
- 09.10. – 15.10.16 FEGIME Academy FAMP, Ashridge, UK
- 18.10. – 19.10.16 BOD Meeting, Madrid
- 23.11. – 25.11.16 General Assembly, Nuremberg
- 07.12. – 09.12.16 Preferred Suppliers Event, Israel