

# voice

NEWSLETTER  
01.2015



## Editorial

In FEGIME's 25<sup>th</sup> Anniversary year I feel privileged and honoured to become the first woman President of the Group. As you all know I am not a wholesaler and I wouldn't know a length of 6242Y cable if I fell over it. As Chief

Executive for one of the major wholesaling groups in the UK it has been a bit like herding cats at times as all my members are entrepreneurs who sometimes think that their way is the only way. But for the last 29 years I have lived and breathed electrical wholesaling 24 hours a day.

Who knows what the future holds in store for any of us? At our recent Congress in Athens we were presented with a glimpse into the future by one of our speakers and at times it didn't make for comfortable listening. Will there be a "Screwfix" branch on every corner? Will the multinationals have swallowed up all the independents? I hope not because there is one important thing which sets humans apart from animals – we have a choice. That's why Associated Electrical Distributors chose to join FEGIME in 2001 and subsequently became FEGIME UK. We are proud to belong to such a go ahead organisation.

It was evident at every turn in Athens that although there is healthy competition amongst wholesalers we all work together towards the same goal – being best at what we do – giving our customers what they need - and more importantly - when they need it.

We have ambitious plans afoot in FEGIME and I am looking forward to being part of the team that makes those plans reality.

I would like to wish everyone enjoyable summer vacations and give my sincere thanks to all the members of FEGIME for their help and support.



Jane Gower

## FEGIME



## At FEGIME Europe is Thriving

FEGIME continues to become increasingly attractive – the 25<sup>th</sup> Anniversary Congress in Athens proved this point. The reason is quite simple: FEGIME's independent electrical wholesalers have convincing plans for the future.

If you believe the media, Europe is having a hard time at the moment. Whether in the press, on radio, television or the internet – you can read, hear or see the word "crisis" everywhere.

When they met for their Congress at the end of May FEGIME's independent family businesses however presented a totally different picture: everybody was in best spirits. The British President of FEGIME, Jane Gower, was chatting with Russians and Ukrainians. Together they raised their glasses to some Greek colleagues who were happily discussing with some Spanish members the European product database that is being developed with their German friends. The wrong image of... >>

## Contents

<b>At FEGIME Europe is Thriving</b> – the 25 <sup>th</sup> Anniversary Congress in Athens presented a successful and expanding organisation	1
<b>Congress Impressions</b> – what our partners had to say about the Congress	3
<b>Customers of the Future</b> – FEGIME Future discussed "Changing Customer Relations" with European Preferred Supplier Hager	4
<b>Securing Power Supplies</b> – in Finland Eaton presented UPSs (Uninterruptible Power Supplies) and the business opportunities they offer	5
<b>Lifetime Contribution Award</b> – Jane Gower and FEGIME United Kingdom members scooped top prizes at the "Electrical Wholesaler Awards"	5
<b>Further Investment Planned</b> – news from FEGIME Deutschland's IT projects	6

New products and reports from ABB, Eaton, GE, Havells Sylvania, Legrand, Mennekes, Osram, Phoenix Contact, Siemens, Theben and Weidmüller 7 – 12

Meetings 2015 12



David Garratt, Managing Director of FEGIME, was Master of Ceremonies in Athens for the Congress guests: 400 wholesalers, suppliers and other partners from 23 countries.



FEGIME Future is FEGIME's »Think Tank«. Luke Alexander-Hill from FEGIME UK was one of the presenters of the »FEGIME Academy« European training initiative.



Arnold Rauf, Managing Director of FEGIME Deutschland, presented the rapid progress of the European product database, the biggest in the electrical sector.

>> ... Europe perhaps? No, this is how it should be. And our group of independent family businesses was showing how it can be done.

There was a lot of good news to be heard: FEGIME Hellas, host to the Congress, has increased its market share since 2008 from 9% to 35% and is market leader in Greece. The number of employees grew in the same period from 320 to 660 and they – by the end of this year – will work in a total of 51 outlets.

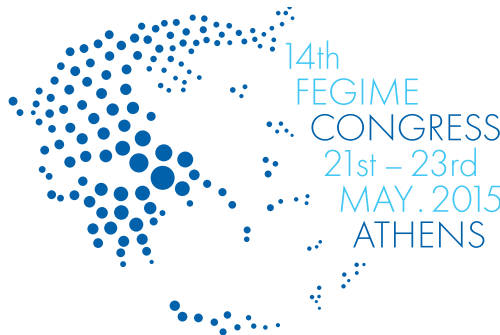
Things are looking just as good in other countries. Since the Promosa group joined the organisation at the beginning of the year FEGIME España has been market leader in Spain. In Poland and the Ukraine large new members with over 50 outlets have joined FEGIME. And the best news of all: since 1<sup>st</sup> January FEGIME is once again present on the French market.

In short FEGIME's family businesses are growing dynamically throughout Europe. And the 25th Anniversary Congress in Athens reflected this development. David Garratt, Managing Director of FEGIME, listed the record-breaking figures: almost 400 participants made up of wholesalers, suppliers and other partners from a total of 23 countries had made the trip to Athens.

## Answers to global questions

What makes FEGIME so attractive? The slogan of the 14<sup>th</sup> Congress provided a clue: "The Next Generation". FEGIME is working to secure a successful future for the next generation – a future that knows no limits. "At this Congress we won't be dwelling on a review of the past but presenting our plans and visions for the future", was David Garratt's guiding principle.

An analysis of the tasks for the future was an integral part of this. First and foremost: the digital revolution. One of FEGIME's answers to this challenge is the international product database that has been developed over the last two years. It will be the biggest database in the electrical industry in Europe and the basis for state-of-the-art ecommerce as well as other services.



Perfect hosts in Athens: Nikos Kafkas and his wife Aikaterini Manau. FEGIME Hellas is clear market leader in Greece.

In Athens Arnold Rauf, Managing Director of FEGIME Deutschland, presented the progress of the project. Eight countries are currently using the database that is hosted in Nuremberg by FEGIME Deutschland and contains both a German and European range of products. There are of course also local suppliers active in FEGIME member countries and so their products are already being added to the database. As it is still not easy for many of these suppliers to provide ETIM data, FEGIME is working on an ETIM tool to create standard data for input into

the database. This is a big advantage for our wholesalers throughout Europe as there are now already many installers and industrial customers who operate internationally.

## Living in a digital world

Digitalisation is another potential source of disruptive change. The Internet of Things and Industry 4.0 are waiting in the wings. David Garratt quoted studies foreseeing a loss of jobs and even professions through digitalisation. This will affect skilled workers and academics alike.

Training is the way to prepare people for this change. That is why FEGIME Future, FEGIME's Think Tank, launched the FEGIME Academy two years ago. The progress of this European initiative was also presented in Athens. The two elements of the FEGIME Academy – the eLearning platform and the »FEGIME Advanced Management Programme« (FAMP) – are both proceeding according to plan (for more information please see page 4).

Of high practical importance for our customers is the fact that FEGIME wholesalers offer support without frontiers. To open an account for a customer with a FEGIME colleague in another country is a normal part of daily routine – but something that certainly cannot be taken for granted elsewhere.

In the beginning there were just two: 25 years ago two groups of electrical wholesalers from France and Spain joined forces to cooperate across boundaries. Today FEGIME comprises 18 National Organisations operating on a total of 27 European markets. The recipe for success for the next 25 years was provided by our Greek host Nikos Kafkas: "Be optimistic, be proactive, be different."





# Congress Impressions

The 2015 FEGIME Congress in Athens proved once more that the personal commitment of the FEGIME members mixed with current topics and finished off with a dash of »Social Networking« is a recipe for success for the future. It is an honour for us to support FEGIME (»Past« or »Future«) and we are already looking forward to the invitation for 2017.

Andreas Bettermann, CEO OBO Bettermann

The FEGIME Congress in Athens was a clear example of the FEGIME organization itself: Successful today, with a human side, and poised for a great future. The opportunities for meeting directly the main people managing the business, for learning and exchanging ideas with each other during those days were very valuable for all involved. Congratulations on the great event, FEGIME!

Fernando Ceccarelli, Snr. Vice President and General Manager Power Distribution Components Division – Electrical Sector Eaton

The FEGIME Congress in Athens was a very rewarding experience for me in two respects. On the one hand from the presentations and the many conversations I was able to gain an excellent impression of the potential of FEGIME and its members. And on the other I was inspired by FEGIME Future and the FEGIME spirit.

Jörn F. Sens, Senior Vice President Siemens Distribution Account Management

An impressive event characterized by Family Business and an extreme proximity to European Preferred Suppliers. The Congress offered refreshing contributions – some presented quite differently – which together with the possibility of intensive networking were the major characteristics of this successful event. The long and close partnership between FEGIME and OSRAM has existed since the early 1990s. We are sure that we will also be able to create our future successfully together!

Dr. Olaf Berlien, Vorstandsvorsitzender OSRAM

The professional grade of the performance associated with an atmosphere of friendliness made this event unique: the place to be for efficient networking and surprising/exciting moments spent together!

Jean-François Fredon, Business and Support Advisor Legrand





## FEGIME Future

"Changing Customer Relations" was the workshop topic chosen by European Preferred Supplier Hager for FEGIME Future's return visit after an absence of almost 7 years.



Daniel Hager (front right) and Peter Caldwell, Corporate Marketing Manager (second from right), were pleased to invite FEGIME Future back to Obernai after an absence of almost 7 years.

# Customers of the Future

Glorious Spring weather welcomed FEGIME Future back to Obernai in Alsace to meet up again with Hager. The last time they visited was seven years ago and only the second FEGIME Future meeting ever. The topic that time was Family Business. The Hager family was on hand to share their own personal experience with FEGIME's "next generation" entrepreneurs, exchange anecdotes and pass on hard-earned advice.

This time in April it was a very different type of meeting. The selected topic "Changing Customer Relations" was introduced by a team from Strategy Consultants OC&C. They began by illustrating the current changes in business in general and in our sector - as well as in sales and marketing - in particular. The most important insights were: the Smart Home is coming for sure, digitalisation and e-procurement are becoming more important every day and buildings and their technologies are becoming "greener" and more sustainable.

What role do our installer customers play in this "New World"? What do they need? These questions were discussed in groups in the workshop "Changing Installers: Their Future Roles and Requirements". This took into consideration various types of installer and above all their varying needs according to the size of their businesses. Some need above all reliable logistics, others are perhaps more specialised and need particularly qualified contact staff. The ideas developed proved quite clearly: flexible wholesalers will always find an individual solution for their customers.

Then came workshops on "Effects of Digitalization and Required Actions of Wholesalers" and

"FEGIME 2020: Strategic Options and New Business Models". The ensuing discussions were very productive and the proposals innovative. Daniel Hager and his team rejoined the group for the final exchange of opinions and results.

The visit was rounded off by a trip around the Obernai production site and to the "Hager Forum" that at the time of FEGIME Future's visit was still under construction. It was opened at the beginning of July. Hager has invested around €20 million in this very impressive, state-of-the-art training

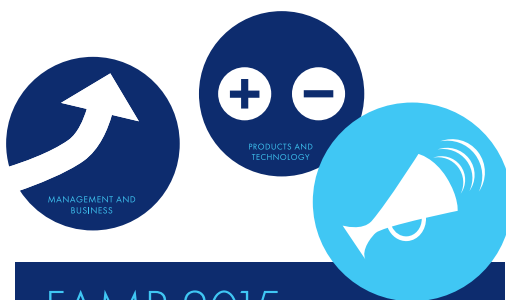
and development centre thus creating a fruitful environment for the future growth of the company.

## FEGIME Academy well on course

In their internal meeting FEGIME Future worked on the latest developments in their current project - the FEGIME Academy - and above all on their presentation of these at the Congress in Athens. In short, the two parts of the FEGIME Academy initiative - the elearning platform and the FEGIME Advanced Management Programme« (FAMP) - are well on schedule:

- access to the elearning platform ([www.fegimeacademy.com](http://www.fegimeacademy.com)) has now been provided to all participating members of the group. New content is continually being added in many FEGIME languages with the support of partner suppliers ABB, Hager, OBO Bettermann, Osram, Phoenix Contact, Schneider and Siemens.

- the programme for the FAMP module 2015 is finalised and will take place in Milan with the highly accredited SDA Bocconi School of Management. The event - "Preparing Leaders for Tomorrow" - is scheduled for 11<sup>th</sup> - 17<sup>th</sup> October. The core topics besides family business are management and logistics. The "Take Home Tool" is a Balanced Score Card for Wholesalers. This will enable participants to check the standing of their own companies based on their own needs and requirements on their home markets.



## FAMP 2015: Register now!

The deadline is already passed but there may still be a place available. Those interested should please contact FEGIME Head Office or their national FEGIME organisation as soon as possible.

## FEGIME

In Finland Eaton showed FEGIME how UPSs (Uninterruptible Power Supplies) can provide more safety – and more business.



The FEGIME group with Denis Safrany (2nd from right) and his Eaton colleagues at the »Power Quality Day« in Finland.

## Securing Power Supplies

In mid June Eaton invited FEGIME members to a Power Quality Day at their UPS plant in Espoo, Finland – and 7 participants from 4 FEGIME countries accepted. Denis Safrany, Eaton's Key Account Manager FEGIME, had gathered together a team of Eaton experts to provide more information about this type of product and above all show the potential business opportunities this sector offers to FEGIME members. In Western Europe total UPS business amounts to approximately €1.5 billion a year and FEGIME wholesalers could easily increase their share of this market.

And it is growing: nowadays in server farms, offices, production facilities and even private homes there is a huge amount of sensitive electrical

and electronic equipment in use. All this equipment needs a secure and stable power source and power quality. This is where UPSs (Uninterruptible Power Supplies) come into play. They prevent damage to IT hardware (and data) from power surges and secure a continuous power supply through battery backup.

There are three different types of UPS: "passive standby topology" (offline) is the simplest and is used to provide battery power backup and surge protection for PCs. For a business's more complex IT networks and applications "line interactive topology" is required. To provide a consistent quality of power at all times for sensitive production facilities and data centres "double conversion (online) topology" must be used. Eaton

offers UPSs in all these categories – information can be found on the Eaton website.

After a brainstorming session to explore potential customer segments for UPS amongst existing FEGIME clientele the FEGIME members were given a tour of the production facilities. With its 250 employees Espoo is the largest factory for three-phase UPSs in Europe.

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

## FEGIME United Kingdom

## Lifetime Contribution Award

At this year's »Electrical Wholesaler Awards« presented by the »Electrical Wholesaler Magazine« in May our colleagues from FEGIME United Kingdom scooped many of the top prizes.

The most important award went to Jane Gower, Chief Executive of FEGIME UK and President of FEGIME: The EW Lifetime Contribution Award. Jane has been in electrical wholesaling for 29

years and is held in very high regard in the industry – as the standing ovation she received at the Awards Ceremony proved.

Moss Electrical was voted "Best Electrical Wholesaler: 10 and Under Branches in Group" and Kew Electrical won the "Best Electrical Wholesaler: 11 – 25 Branches in Group" award and BEW was "Highly Commended".

Moss Electrical's Dartford branch was also highly commended for the "Best Individual Electrical Wholesaler Branch" award and Gil-Lec for the "Best Electrical Wholesaler Website". Jamie Ross from Moss Electrical's Dartford branch won "Branch Manager of the Year" and Rapid Electrical's Nick Edwell was highly commended.

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



KEW Electrical

Jane Gower

Moss Electrical



**FEGIME Deutschland**

It has been possible to access FEGIME Deutschland's online shop by smartphone for a long time. Now after a thorough overhaul it is possible via tablet, too.



# Further Investment Planned

It has been possible to access FEGIME Deutschland's online shop by smartphone for a long time - even without an app. The interface was adapted to smartphones – everything worked well using a normal browser. The advantage was that it was not necessary to adjust to different operating systems.

This is still the case. But new technologies offered so many possibilities that the system was given a thorough overhaul. Now mobile online access is state-of-the-art. That means above all that the online shop can now be accessed via tablet! Everything looks much more orderly, it is more efficient and much more fun to use. If customers already have a login then this can also be used for the mobile version.

## Online Shop with LED Finder

New functions are continuously being developed for the shop. One of the newest of these is the LED Finder for the dynamic LED business. By means of a slide bar you can choose between various options regarding socket, form, wattage and light colour – and you already have a selection of products. At the moment the function is limited to the Osram and Philips ranges.

Another practical development concerns accessories. If there are really useful accessories to a product, then these already appear in the first search results with the text "goes well with this" and a red jigsaw piece symbol to show how good the fit is. If you then click on it, an advanced search filter helps you make your choice. Of course this remark also appears on the individual product pages – but the additional feature of it being shown immediately in the search results is a more accurate reflection of user behaviour.

It almost goes without saying that the search speed has been improved yet again. No matter what you are looking for, it seldom takes longer than a second.



The online shop on a smartphone: all the information about an article can be seen at once. The intelligent search function is also available on mobile devices. It provides the right results, even if the entry in the search machine is not correct.

## Even more investment

At their General Assembly in June the members of FEGIME Deutschland voted to invest considerably more in the online shop and database. On the one hand to create enough "space" for the European database, and on the other for the simple reason that ecommerce is growing so rapidly in Germany. Some of the FEGIME Deutschland colleagues now do 20 percent of their business online. Sales of smartphones and tablets are also increasing: in March 2015 as many had already been sold as were in the whole of 2014!



## NEW: "ELECTROtools" also for Android

"ELECTROtools" the free app for installers is very popular. In the last issue of this newsletter we presented this excellent marketing tool. It contains formulae for automatic calculation, clear diagrams and interactive tables. For example it automatically calculates voltage drop and cable ratings. Over 23,000 downloads in the last 6 months show how practical and popular this tool is.

The most important news: the app is now also available for Android! Just like the Apple version the new version is also free of charge – and free of advertising!

Our colleagues in Greece, Ireland, Italy and Spain have already translated and adapted the app for use in their countries. Klaus Schnaible, Head of IT at FEGIME Deutschland, still sees a lot of potential: "Other members that also want to use the app should contact us or FEGIME Head Office in Nuremberg."

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

Products

The sale of mercury vapour lamps has been banned in the EU. The new Relumina lamp from Havells Sylvania is an energy-saving solution that also provides better light.



# The Replacement of Choice

Since April 2015 all 28 EU countries as well as Switzerland, Turkey and Norway have banned the production and sale of mercury vapour lamps - including blended lamps - due to ErP legislation. Only products already in stock can still be sold.

With their new Relumina lamp Havells Sylvania present the replacement of choice. This energy-saving solution is one of the first direct retrofit lamps on the European market using ceramic metal halide technology and is ideal for street lighting applications.

The solutions previously available were costly as the ballast and/or the fixture also needed to be replaced along with the lamp. With the new Relumina lamp this is simply not the case. The lamp is easy to install thereby lowering maintenance costs. Havells Sylvania also estimate energy savings of over 30 percent.

As well as these savings for towns and municipalities the general public also profit from the new lamps. Relumina provides high luminous efficacy and an excellent CRI which improve the quality of the

street lighting thus creating a more attractive and safer environment on the streets (please see the "before" and "after" photos above).

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

Products

Osram's LED luminaire range "ESSENTIALS" is available from October.

# For us, only better will do

ESSENTIALS is the name of the new luminaire range to be launched by Osram in October. It is aimed to provide low-cost LED luminaires for all typical lighting applications. The luminaires are easy to use, perfect replacements for conventional

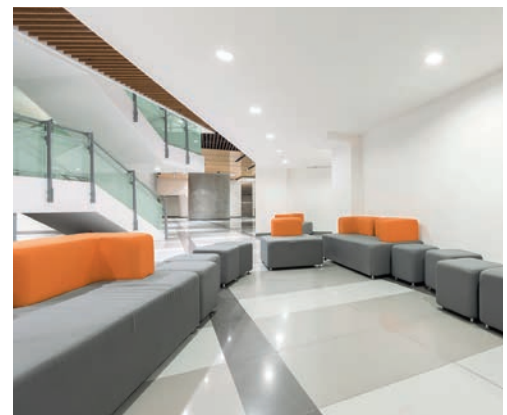
fittings and in typical Osram quality reliable with state-of-the-art technology.

The new LED range offers solutions for many applications: offices and schools, hotels and leisure locations, retail, trade and industry. Downlights in different sizes are available such as the new PUNCTOLED COB or PUNCTOLED DL (surface mounted and recessed ceiling luminaires), the linear luminaire system LUMILUX COMBI LED, spotlight systems, damp-proof luminaires and industrial high-bay luminaires. So the range contains LED solutions for the whole building.

The downlights are a good example of the simple replacement of old fittings: PUNCTOLED COB and PUNCTOLED DL are the same size and look just the same as classic CFL and halogen spotlights but are twice as efficient, have a longer life and are very flexible in their application. The same goes

for the LUMILUX COMBI LED: it can be easily combined to create continuous linear luminaires up to 15 metres in length.

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



Products

The new KNX presence detectors from ABB combine modern design with innovative technology.



## New KNX Presence Detectors

ABB has developed a new generation of KNX presence and movement detectors. All the models have an excellent detection quality and range, despite being extremely flat – the installation depth for flush mounting on the ceiling is merely 16 or 23 mm, depending on the type.

Alexander Grams, Marketing Communications Manager for ABB's Wiring Accessories business unit, commented: "Not only is this innovative technology, but it is delivered with elegant design, based on a quadratic structure with rounded corners. Presence and movement detectors make a valuable contribution towards more comfort and energy efficiency, as they switch the light on

and off as required, for instance, when entering or leaving a room."

The new generation of models offers ideal solutions for the differing requirements of KNX installations both in the private sector and in offices, schools, hospitals etc. The KNX presence and movement detectors are designed to meet norm EN 15232:2012, achieve energy savings of up to 40 percent and with 8, 12 and 24 metres have a bigger detection area than before.

The developers attached great importance to a simple and fast installation and set-up. The premium version offers four separate channels, IR

receiver and even includes a full room temperature controller. The new ETS applications also include the option for switching the light off in two stages.

For surface mounting, special surface housings with a bayonet connection are available.

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

Products

The PowerXL DE1 variable speed starter won over the highly qualified jury at the German "Industriepreis 2015".

## Award-winning Variable Speed Starter from Eaton

Eaton has won the Electrical Engineering category of the German "Industriepreis 2015". The new PowerXL DE1 variable speed starter is a new class of product: it combines the benefits of a conventional starter with a variable speed drive to control and protect electric motors. It offers both the simplicity of a conventional fixed-speed starter and the ability to vary the speed of the motor.

The variable speed starter is a cost-efficient and highly reliable way to fulfil EU legislation because since the beginning of this year motors with a rated output of 7.5 to 375 kW must achieve the IE3 efficiency level. IE2 motors can still be used but have to be equipped with a variable speed drive. However, conventional variable speed drives are often too complex for these applications, whilst classic starters don't provide the option to



Guido Kerzmann, Eaton's Product Line Manager Drives & Soft Starters based in Bonn, holding the "Industriepreis 2015" trophy for the PowerXL DE1 variable speed starter at the Hannover Fair.

control speed. The PowerXL DE1 variable speed starter fills this gap in the market.

And that is what won over the panel of scientists, industry experts and specialist journalists at the "Industriepreis 2015". The "Industriepreis" was awarded this year for the tenth time. It is given to innovative products which also have a lot of practical applications.

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



Products

Legrand presents its new video internal units BTicino Classe 100 with bigger displays and interesting functions.



# Versatile and Easy to Use

Legrand has extended its range of video internal units of the BTicino Classe 100 line to include two new models with a 4.3" display. With its discreet and refined design, enhanced by the glass-effect white finish, it fits into almost every environment.

With Classe 100 line products answering a call and opening the entrance door lock is always simple and intuitive. The main function keys are placed in a clearly identifiable circular area. The symbols are in relief and consequently easily recognisable and accessible even in poor light.

In addition to the existing "hands free" video internal unit Classe 100 V12B with 3.5" colour display the new Classe 100 V12E with 4.3" colour display and the new Classe 100 X12B with the same display – but can also show domestic power consumption - are now also available.

The new model Classe 100 V12E guarantees maximum flexibility: as well as the keys for the basic functions it also has 4 programmable keys. And especially for the installation there are many possibilities. The accessories enable wall-mounting, flush-mounting and wall- or flush-mounting with tilting display to optimise the angle of vision. Furthermore it is possible to install it – either wall-mounted or on a table – with a handset when classical solutions are preferred or in rooms where call privacy is essential, such as receptions, offices and doctors' surgeries.

The model Classe 100 X12B can in addition monitor the consumption of electricity, water or gas if it is integrated into a suitable MyHome Legrand energy management system. Consumption data is then shown on the display graphically and numerically (with different modes – e.g. daily,

monthly or yearly - selectable via the touch screen). This of course is a big help when you are trying to reduce energy consumption. This model can be installed with all the modes of installation provided for the V12E version.

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

Products

# New Modular DIN-Rail Devices

GE's new self-reclosing TeleREC system (photo on the left) enables customers to define and programme the reclosing conditions for re-establishing the electric supply based on the specific application. This system covers any electrical alteration causing unwanted tripping in sensitive devices in residential, commercial and industrial settings. This includes devices such as a home's refrigerator, alarms and garage doors,

commercial air conditioning, telecommunication and data centres as well as critical industrial production processes.

The compact Unibis 2P RCBOs combine people protection and two poles thermal and magnetic protection up to 10kA short-circuit capacity in only two modules and in guaranteed ElfaPlus quality (photo centre). Thanks to Unibis RCBOs

and 2P RCBOs, the space in the distribution board is immediately doubled. They therefore offer an ideal solution for renovations where lack of space in existing distribution boards is a frequent problem. In machine-engineering applications, these devices support the demand for compact electrical switchboards.

GE's new MT+ measuring devices (photo on the right) measure and monitor electrical parameters of systems and machines. These network-capable devices offer centralized access to all measured data and are easily configurable.

The system can be expanded at any time using DIN-rail modules. These MT+ measuring devices consist of three main ranges and can easily be incorporated in a Modbus.



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

Products

The revolutionary non-reactive spark gap makes Phoenix Contact's new lightning and surge protection more high-performance and durable than ever before.



# High Performance with Safeguards

Lightning and surge protection for power supply units is now especially high-performance and durable. It is made possible by the new Safe Energy Control (SEC) technology with its non-reactive spark gap from Phoenix Contact.

All protective devices in the new product line have been completely redesigned and are now based on SEC technology. The heart of the type 1 lightning current arrester is a spark gap that safely impedes secondary currents. While system fuses were often tripped by previous protective devices, this is now a thing of the past with SEC technology. The devices are extremely durable and operate inconspicuously without impairing the protected system. The type 2 and type 3 surge protection

devices are also designed for high performance and functional reliability.

The type 2 surge protection devices measure only 12 mm per channel. The new type 3 device protection now combines surge protection with integrated arrester back-up fuses in a particularly compact housing. The pluggability of all products allows quick, simple insulation measurements. The Checkmaster 2 arrester testing device is available for recurring protective device checks.

The new product family is particularly easy to install. The base unit and plug can be rotated 180° so that the labelling on each can be easily read at any time and the connecting cables remain short.

The Biconnect terminals allow two connections per channel and thus installation with V-shaped feed-through wiring.

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

Products

Sirius Act: new, easy to assemble and ruggedly reliable push buttons and signalling devices from Siemens.

# A Modular System

Sirius Act is the new system of push buttons and signalling devices from Siemens. Users can choose from a wide range of push buttons, indicator lights, switches and acoustic or optical signalling devices.

Besides the standard wiring, you can also connect the components directly to the controller via AS-Interface or in the control panel with IO-Link. With 100% twist prevention and their innovative snap-on concept the devices can be installed quickly and simply in groove-free milled holes. This means a significant time saving compared to ring nut fastening.

Simple assembly is an important feature: even one-handed installation without special tools is possible as components can be snapped on without it being necessary to hold the other side. Moreover installation is also possible in a slanted position. Removal is just as easy: simply press the release lever to remove the holder.

Sirius Act has a modular concept. Four design lines – with metal and plastic elements - and diverse options for combining actuator and indicator, material, colour, the type of front ring and lighting make the push buttons, indicator lights and switches look like they had been specially designed for your system. Furthermore



typical device combinations are also available as compact units and contact modules can be stacked onto one another. Up to three modules can be plugged together side-by-side, each with two contact blocks plugged onto one another.

As the series offers the highest degree of protection (IP69K) throughout, high reliability for fail-safe operation and long service life as well as ATEX certification for explosive atmospheres Siemens is convinced that SIRIUS Act is the perfect solution for a host of applications.

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



Products

Weidmüller's »FreeCon Contactless« enables contactless power transmission up to 240 watts.



# Wireless Power Transmission

With "FreeCon Contactless" Weidmüller is presenting for the first time ever a contactless energy transmission system that has been specifically designed for industry. The system uses inductive resonance coupling to transmit up to 240 watts of power – voltage: 24 volts DC / current: 10 amps – without contact over an air gap of up to 5 millimetres at an efficiency rate of up to 90 percent.

"FreeCon Contactless" is currently the only system on the market that can be switched directly via a controller without using an additional contactor. The maintenance-free energy transmission system is very compact, measuring just 100 mm x 100 mm with a height of 47 mm. When you consider the performance characteristics of 240 watts, this



"FreeCon Contactless" is very flexible: the secondary side can be coupled with the primary side from any direction. The connection is established as soon as the two modules are positioned opposite one another.

means that Weidmüller is currently offering the "smallest" device on the market.

The housing of this innovative system has a high protection class IP 65 design and comes with flexible mounting options – direct mounting or mounting bracket, which allows it to be used in many applications, such as robotics.

"FreeCon Contactless" operates without wear or maintenance, increases plant availability and reduces service calls. Thus maintenance costs are practically eliminated.

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

Products

theLuxa P300 KNX from Theben:  
a true all-rounder among KNX motion detectors

# Numerous Functions

With theLuxa P300 KNX, Theben presents a true all-rounder among KNX motion detectors for outdoor lighting control (IP 55). With 4 channels

for motion and 4 channels for temperature and light, this KNX motion detector offers highest flexibility.

Furthermore, theLuxa P300 KNX offers logic functions and a simple week timer. It can be easily integrated in KNX systems: parameters such as brightness, time delay or lux value can be set via ETS software, via optional theSenda remote control, or at the KNX motion detector itself.

With its detection area of up to 16 m, and with a detection angle of 300°, the detector reliably covers large areas. Thanks to its adjustable head, it can be installed on the wall or under the eaves. Alternatives are provided by the accessories - corner bracket and spacer frames – which are included in the package. The spacer frame makes

installation easier in situations which require more room for laying cables. It is also useful when inserting cables from the side, above or below. The corner bracket allows installation in inner or on outer corners. Mounted this way, the detector covers two facades. The sensor head can be swivelled horizontally and vertically.

theLuxa P300 KNX from Theben is available in white or black.



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

## Products

Since September 2014 the new standard DIN EN 61439 has been in place for low-voltage switchgear and control gear assemblies. With Mennekes combinations you are on the safe side.



# Details about DIN EN 61439

AMAXX receptacle combinations by Mennekes combine energy and industrial Ethernet in one product family and have been successful for many years. All these combinations of course comply technically with the new standard DIN EN 61439 that has been in place since September.

This replaces the old standard DIN EN 60439 and describes the design and test specifications for low-voltage switchgear and control gear assemblies. It has implications for the distribution of electrical energy in industry, domestic electrical installation and on construction sites.

For each type of low-voltage switchgear and control gear assembly, two main standards are applicable in future:

- the basic standard, referred to in the specific standards as "Part 1";
- the applicable parts 2 to 7 of the standard for switchgear and control gear assembly dealing with application specifics.

The demands on receptacle combination as part of switchgear and control gear assembly have changed. Structure and manner of the verification have been redefined.

## What has changed with DIN EN 61439 and what are the benefits for Mennekes' customers?

### Product safety:

In future, all low-voltage switchgear and control gear assemblies must be tested according to DIN EN 61439. The requirement of design verification is new.

This replaces the old type test. Mennekes receptacle combinations are subjected to additional standard-compliant routine tests. The outgoing circuits are individually loaded with the respective rated current.

### Benefit:

This guarantees an even higher standard of safety.

## Clear documentation

Meaningful product label – clearly defined mandatory information, such as rated diversity factor RDF (previously: simultaneity factor).

### Benefit:

At Mennekes the main technical product information is visible on the product label at a glance.

## Clear specifications

Requests for a custom solution require clearly defined specifications by the user (such as installation site, ambient temperatures, etc.).

### Benefit:

The customer receives a need-based solution by Mennekes tailored to the specific application.

### Distinction:

**original manufacturer – manufacturer**

If a product is modified on site, the company in question is considered to be the manufacturer. In this case new verification and documentation is required from this company

### Benefit:

For receptacle combinations ready for connection, Mennekes is both original manufacturer and manufacturer and therefore carries complete product stewardship.

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



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## MEETINGS

09.09. – 11.09.15 General Assembly, London

11.10. – 17.10.15 FEGIME Academy FAMP Module 2015, Milan

18.11. – 20.11.15 Shareholder Meeting, Berlin