

voice

NEWSLETTER
02.2020



Editorial

I first learned about FEGIME at the very first Academy for Future Leaders – the predecessor of the FAMP - held back in 2006. Both FEGIME and I have developed a lot since then. My role is now Managing

Director of Berggård Amundsen, the Norwegian member of FEGIME. We are both a lot more experienced and we have got to know each other well. FEGIME and all the super people within the family, has become an important resource for ideas and the exchange of knowledge.

I am very honoured to have now become a member of the FEGIME board, and am looking forward to doing my part, to contributing to generating value for the members. I consider this task particularly interesting and challenging in these unusual times when the world markets and people's lives in general have been changed by a pandemic. Through the last months we have been forced to adapt and find new ways of doing things. I am confident that some of it will stick. Difficult times have a tendency to drive innovation.

While I think we will retain some of these innovations, we will at some point return to more normal times. Less insecurity, more physical meetings and more travel for the exchange of knowledge and ideas for sure. No matter which "normal" we're in and for how long, I look forward to taking part in ensuring that FEGIME continues to be the innovative force in electrical wholesaling that we aim to be!

Hege Amundsen Elvestad

FEGIME Future

FEGIME Future continues to work – remotely and online. The first part of this year's FAMP (FEGIME Advanced Management Programme) took place as a live webinar. The topic was exciting: How do I keep my finances under control and how do I plan in an uncertain situation?



Managing Finance Under Uncertainty

FEGIME Future lives from personal exchange. This is particularly evident in the FAMP (FEGIME Advanced Management Programme) which we have now been organising every autumn for years. The FAMP is a week of learning together as well as of intensive exchange with professors who are among the best in their field.

Our young "think tank" has succeeded in adapting to the conditions of this pandemic year. The proof was the event in mid-September which was developed by the ... >>

Contents

Managing Finance Under Uncertainty – at the FAMP FEGIME Future worked on tools for managing finances in times of Corona and after	1
Leading by Example – At a recent online "best practice" session FEGIME Norge showed what they are doing to become Solar PV market leader	3
A Digital Success – FEGIME France created a successful online version of the Salon ALGOREL	3
No Subscription Fees This Year – How FEGIME United Kingdom is supporting its members in times of Corona	3
New Interface – With ELBRIDGE FEGIME Deutschland is supporting a standard that will make online configurators even more useful	4
Now with 70 Outlets – FEGIME Hellas & Cyprus continues to invest despite Corona	4
30 Years of Growth – Polish member Grodno S.A. is celebrating its 30 th Anniversary	5
Focused on People – FEGIME Norge is committed to people – inside and outside the company	5
Happy Birthday! – FEGIME Portugal celebrated their 25 th anniversary, along with FEGIME Day and "Blue Friday"	6
Reports from ABB, Aurora, Cimco, Eaton, HellermannTyton, Ledvance, Mennekes, OBO Bettermann, Phoenix Contact, Prysmian, Schneider Electric, Siemens, Signify, and Weidmüller	7 – 14



Professor Giovanni Tomasi in Milan in 2018 – before the days of social distancing and face masks.

>> ... SDA Bocconi School of Management in Milan especially for FEGIME. It consisted of three parts: a live online webinar with a general introduction, a section lasting several weeks for data collation and a second live online webinar for joint analysis of the data.

Host was Prof. Giovanni Tomasi, Associate Professor of Practice in Management Control Systems, who had already inspired FEGIME Future in 2018. This time he welcomed the more than 50 participants for the first time online – which leads directly to the topic: Business, Management and Corona.

The worldwide pandemic has of course changed how we do business in many ways – and the group was eager to provide Giovanni with examples. He proceeded to put these influences into the categories Demand, Workforce, Resiliency, Regulatory Uncertainty & Risk Management and to examine the managerial competences required to best deal with them all.

A study carried out by Forbes this year shows that “Critical Thinking” is now regarded with much more importance than it was in the same survey in 2015. Furthermore “Emotional Intelligence” & “Cognitive Flexibility” are new additions to the list in the pandemic. And this was the first mention of Giovanni’s main theme: we cannot keep on thinking in the old, pre-Covid way. Everything must be analysed and rethought – in the financial area particularly in the fields of cost management & growth management. “In the process of strategic planning – especially under uncertainty,” he stressed, “you must above all avoid a self-referential framework, or you will be unable to define a truly different strategy.”

How to budget for 2021 was Giovanni’s final topic of the day and mindset plays an important role here, too. Depending on whether our outlook is more negative or more favourable will influence our budget & planning. But how do we know which is more realistic or reliable?

A Licence to Learn



Interested in learning about “Business Analytics for Data-Driven Decision Making” from Boston University? Or perhaps “Cash Flow Analysis” by the New York Institute of Finance is more in your line? You prefer MIT or Berkeley as schools? No problem whatsoever this year for all FEGIME Future members in the second part of the FAMP. FEGIME has joined forces with the edX platform and invested to make it possible.

Founded by Harvard and MIT, edX offers over 3,000 courses. To resolve the “problem” of being spoilt for choice, FEGIME and edX have pre-selected 60 courses for FEGIME Future participants to choose from. The initiative is intended to continue into 2021. If you are interested, just get in touch with FEGIME Head Office in Nuremberg.

A huge thank you to our sponsors for their support for the whole FEGIME Academy Project: ABB, Hager, Ledvance, HellermannTyton, OBO Bettermann, Phoenix Contact, Schneider Electric, Siemens, Televes

Giovanni’s tip: develop a range of different scenarios and prepare activities according to each to help avoid unpleasant surprises.

After this first live webinar participants then had until the beginning of October to complete the online survey created by Giovanni – in cooperation with local FEGIME members – specifically for FEGIME. The data gathered enabled him to create a benchmark for presentation and discussion at the second session and to provide further tips to help members future-proof their businesses.

For the survey the participating companies were first of all clustered according to turnover: Cluster 1 was the large companies with turnover >€100 million, Cluster 2 the medium sized ones from €10 – €100 million & Cluster 3 the small ones with turnover below €10 million.

While it was often evident that the large companies were able to profit from economies of scale, both the small and the very big companies achieved similar benchmarks for both margin and profitability thus proving that not only did the smaller members run very efficient businesses but also that the very big players had been able to increase volumes at the same cost ratio. It was those companies in Cluster 2 that had the hardest time. The reason for this could be that the medium sized businesses are in a difficult position between small and large which is not so profitable. Food for thought.

The survey is now available for all FEGIME members and can be repeated in the future to update results and extend its scope.

Best Practice

In Norway FEGIME's ambition is to run the market for solar power. At a recent online "best practice" session they showed what they are doing.



The headquarters opened in Oslo in 2019 - ultra-modern and as environmentally friendly as possible.

Leading by Example

To claim that the Solar PV business in Norway is a thriving one might sound - on first hearing - like a joke. But this is far from the case. Not only is the Government totally committed to renewable energy in all forms but also the length of daylight in summer helps to compensate for the lack of sunshine in winter. So, the Solar PV market is growing and FEGIME Norge wants to become market leader. This - and much more - soon became very clear at a recent online "best practice" session for over 40 participants from 15 FEGIME countries.

Their first principle is leading by example as is shown by their new headquarters near Oslo. This building is crowned with a 2.000m² solar installation with storage and eVehicle charging

facilities. Not only does this produce 100% of the energy required to run the building but provides ample opportunity for staff and customers alike to get a hands-on feel for the Solar PV business. The model is then repeated at FEGIME Norge's 27 outlets.

Training is of course also essential. Our Norwegian colleagues have already trained over one thousand installers at their in-house academy. The topics taught include not only safety and mounting but also the numerous rules and regulations governing the sector.

Nor are customers left on their own when it comes to marketing. The major tool is "SOLELITEN" a web-based platform and calculation tool which

enables the final consumer to plan a solar installation on his own roof. This becomes the basis for a quote which - after an on-site check by the installer - can be refined even further.

In this way in recent years FEGIME Norge has gained a lot of experience in Solar PV projects. In general, the final customer wants more and more a complete package - an interconnected system linking the solar installation with eVehicle charging, energy storage and increasingly also the Smart Home. With their proven partners FEGIME Norge have been able to provide this and their triple-digit growth rates in the sector prove that they truly are running the market.

www.fegime.no

FEGIME France

A Digital Success

Every year, FEGIME France's "Salon ALGOREL" is a superlative event where all members of the group meet with their suppliers. But this year's meeting had to be postponed until September 2021 due to Corona.

Our French colleagues turned to digital tools to maintain contact with their partners and sustain the positive energy. To this end, "Dynamic 2020" was developed and the four main themes of the

Salon were transferred to the digital world. Firstly, the "Etoiles ALGOREL" ("ALGOREL Stars") competition, where the best innovation is chosen in four categories. The second theme is online training: 30-minute sessions for members from partner suppliers. Thirdly, 300 detailed product data sheets have been made available online. And fourthly, an online quiz with attractive prizes that attracted a lot of interest.

All this was complemented by a campaign for customers. Every month, five fitters in every branch automatically took part in a national prize draw: a total of 100 winners per month.

The response was overwhelming. 131 partner suppliers and 2,000 employees took part.



www.algorel.fr

FEGIME United Kingdom

No Subscription Fees This Year

It is particularly worthwhile to be a member of FEGIME UK at the moment, says CEO Alan Reynolds. "In order to support our members, we are waiving our membership fees for this year". Contact Alan for details!



EVEN THE CHANCELLOR DIDN'T OFFER THIS LEVEL OF SUPPORT

FEGIME UK SUPPORTS ITS EXISTING MEMBERS WITH FREE MEMBERSHIP

Just look at the Benefits

- Access to Major Brands
- Part of a 6bn Euro Global Consortium
- Highly Successful Privately owned businesses with a wealth of knowledge



FEGIME Deutschland

Online configurators make our daily work simpler. With ELBRIDGE a standard has been created in Germany so that manufacturers, wholesalers and installers can cooperate more easily.



Here a configurator from Weidmüller. With the ELBRIDGE interface, there is now a standard that enables easy cooperation between manufacturers, wholesalers and installers on the Internet.

New Interface

We have been configuring our cars online for a long time. This – as a process – is no problem for a car manufacturer because there are only two parties involved - the manufacturer and the consumer. In our industry it is difficult because three partners cooperate: manufacturers, wholesalers and installers. How can configurators work here too?

"In Germany we have developed a solution with ELBRIDGE", explains Klaus Schnaible, IT Manager of FEGIME Deutschland. "All the parties involved agreed to design this interface and implemented it quickly".

For three years now the "electrical bridge", ELBRIDGE, has been making our daily work

simpler. From the wholesaler's online shop, the user calls up a configurator, lands on the manufacturer's platform and compiles his solution there. After configuration, the user jumps back to the wholesaler's shop. The results of the configuration are transferred and the order can be triggered.

That was the first big step. The wholesalers of FEGIME Deutschland were involved early on, which gave the idea more strength. But it remained a problem. Customers who wanted to use a manufacturer's configurator couldn't find a direct route to the electrical wholesaler.

Since 1st July, the problem has been solved with ELBRIDGE 2.0. Users can now access

a configurator via a manufacturer's website and create their solution. The results are then transferred to a central interface. This interface is used to select the wholesaler of your choice. After registering in the shop of this wholesaler, the configuration results are transferred to his shop and the order can be processed further.

"For complex projects, the wholesaler will still need his specialist staff," says Schnaible. "But for simpler requirements we now have a solution that connects all partners and is incomparably efficient."

www.fegime.de

FEGIME Hellas & Cyprus

FEGIME Hellas & Cyprus continues to invest despite Corona.

Now with 70 Outlets

Despite the unprecedented challenges posed by Covid-19, our friends from FEGIME Hellas & Cyprus have in the last three months opened three new stores, two in Northern Greece and one more in Athens, thus expanding the network to a total of 70 outlets.

As with the rest of the network, the new stores cater to the needs of both professional installers and end-users. They consistently follow the line that was introduced a few years ago: a one-stop-shop with the Greek colours on the outside and offering customers a modern shopping experience on the

inside. FEGIME Hellas & Cyprus attaches great importance to the fact that new branches not only serve the company's own development but also strengthen the local community, economy and development of the area with the creation of new jobs.

And that is not all that is being invested. A specialized showroom for technical lighting and building management solutions is currently under construction and the company is planning a brand-new Logistics Centre with a total area of 13,000 m².



The new outlet in Vyronas.

www.fegime.gr



FEGIME Polska

Polish member Grodno S.A. is celebrating its 30th Anniversary.

30 Years of Growth

This year Grodno S.A. is celebrating its 30th Anniversary. When in 1990 Tadeusz and Mirosława Jurczak started their business, little did they know that it would be such a success. Today Grodno has 90 points of sale located all over Poland and is growing constantly. Although this year many events had to be cancelled, Grodno still found some original ways to celebrate the Anniversary.

Grodno is known for its passion for sports. So, in May the "Grodno Ultra Rally 2020" was organized. Its goal was to travel around Poland by bike (along the Polish borders) and visit 30 Grodno sales points in 30 days. "We wanted to show the beauty of Poland and the unity of our

organization," said CEO Andrzej Jurczak. This event turned out to be very special – but it was just the beginning.

The company has a running team that takes part in the Paris Marathon. When this was also cancelled, Grodno decided to organize its own running event – the "Vistula Rally" – to celebrate for the second time. 30 teams were to run and cycle 30 marathons along the river Vistula – from its source to the mouth. The goal of the event was to finish the whole rally (1266 kilometres) in just 7 days. This meant that the Rally continued day and night. Additionally, this event was organized to help the treatment of Sylwia, who is fighting a difficult lung disease. Each kilometre that was

run or cycled by every participant was turned into cash for Sylwia's treatment.

In 2020 Grodno also decided to futureproof the company by changing its strategy and – for example – investing more in renewable energy. Accordingly, a decision was also made to change the company's logo, which had been the same for 30 years. The new logo is a combination of a thunderbolt and a repeat mark and symbolizes the main ideas behind Grodno: dynamism, complexity and competence.

www.fegime.pl

FEGIME Norge

FEGIME Norge is committed to people – inside and outside the company.

Focused on People

Inspired by FEGIME Day and spurred by the wish for more local commitment, "Blue Week" first saw the light of day in 2017. At each of FEGIME Norge's 26 stores employees choose a local organization, activity or charity they wish to support. During the campaign period, a part of the turnover is then devoted to this campaign. It became an instant success. So much so, that - four years later - one week has become a full month – this year June.

Selling the concept to suppliers has proved easy. They are happy to contribute by extra support for the prices of their Blue Month products, thereby adding to the campaign profits. This year the Blue Month donation achieved a total of 25,000 euros. Customers are now getting involved, too. An example is the installation of electricity in an old boat used for activities for bringing ex-convicts back to a regular life after having served their sentence. FEGIME

Norge supplied the necessary materials while the customer contributed by taking care of the installation job.

The Blue Month shows that our Norwegian colleagues are very committed to people. And



that goes for the employees, too. So, it comes as no surprise that FEGIME Norge has just received its "Great Place To Work" certification for the 4th year running. The basis for the certification is the annual Great Place to Work survey where employees get the chance to give their feedback and comments on the work environment in the company. In addition, it provides important information for the management about what needs to be worked on next.

CEO Hege Amundsen Elvestad: "We are so proud and happy to have employees who experience having a great workplace! A big thank you to all our staff for their daily commitment that makes us the reliable and innovative company we want to be."

www.fegime.no



FEGIME Portugal

FEGIME Portugal celebrated their 25th anniversary and have been leading the Portuguese market for the last 12 years.

Happy Birthday, FEGIME Portugal!

Many events, anniversaries and birthdays had to be cancelled in 2020. But not all of them! Our Portuguese colleagues still managed to make the best of the situation in their anniversary year.

This year's FEGIME Day coincided with the celebration of FEGIME Portugal's 25th anniversary. "When we look back on the successful path taken by our companies, this is a moment of great joy and pride for the entire

FEGIME family," says Nuno Requetim, FEGIME Portugal Managing Director. Today the group is composed of 10 companies with a total of 32 sales points, thus ensuring the best broad national coverage. FEGIME Portugal member companies now generate more than 100M€ and have been leading the Portuguese market for the last 12 years.

As part of their FEGIME Day events our colleagues from FEGIME Portugal once again

organized with their preferred suppliers the country's biggest national sales promotion "Blue Friday". How does it work? On Friday 20th November, all customers who purchased products of the participating suppliers received extra discounts from all FEGIME wholesalers on top of their usual discounts.

www.fegime.pt



Products

ABB's two new DALI Gateways Premium not only provide better light - they also combine two important standards for building automation.



ABB's two KNX DALI-Gateways Premium are DALI 2 certified – and according to ABB the only products with this certification.

Connecting KNX and DALI

In addition to building automation with KNX, DALI has become the most important lighting control system in building management systems. The ABB DALI gateways serve as an interface between the KNX installation and the DALI lighting control system, thus combining the two building automation standards. ABB's DALI range now includes 7 different types of DALI gateways for almost every purpose. The latest additions to the range are two new ABB DALI Gateways Premium. They are both fully compatible with DALI-2 and DALI.

The gateways have the colour function Tunable White (Tc). This allows the colour temperature and brightness of a luminaire (Device Type 8) to be set and dimmed. The gateways also support the "Dim2Warm" and "Human Centric Lighting" (HCL) functions. Dim2Warm can be used to simulate the light of a "light bulb"; the HCL function simulates the colour temperature of natural light over the course of the day.

The two new DALI gateways Premium have the same functions but differ in the number of DALI

outputs. Up to 64 DALI devices per output can be connected according to IEC 62 386. The KNX software ETS and the application program of the device are required to program the devices. The ABB i-bus KNX tool is also a valuable aid to simplify the DALI installation.

The products have an integrated DALI power supply unit and can be supplied with 100 to 240 V AC / DC, 50/60 Hz, making them suitable for worldwide use.

www.abb.com

Products

Aurora Lighting's new smart lighting system with Bluetooth.

Smart Lighting Made Simple

Connect.Control from Aurora Lighting is one of the simplest ways to smartly control a lighting installation without any effort. Unpack the lamps, insert them, switch on the remote control and off you go. Choose from 6 predefined RGB colours, 5 lighting scenes or warm white / cool white control.

No Internet connection, app or registration is required for commissioning - Bluetooth makes it possible.

The LED lamps are controlled by the remote control that comes with the starter kit (photo below). The

free Aurora BLE app is also available in the App Store and Google Play Store. It allows you to change pre-programmed functions of the remote control and add new groups, scenes or automatic functions to the existing system. The "Music Mode" even allows you via your phone to synchronise your favourite music with the lighting - the lighting then automatically adjusts to the music.

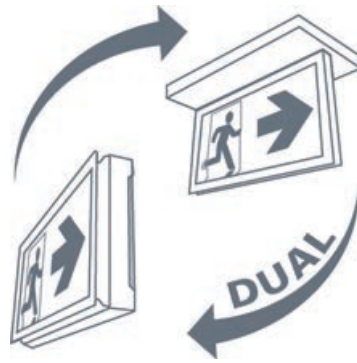
The Connect.Control starter kits can of course be supplemented with other products from the Aurora AOne range. "The beauty of this system is that it can easily be used by anyone in the family or household," says Chris Hill, Product Manager for AOne at Aurora Lighting.



www.auroralighting.com

Products

Eaton's New FlexiTech makes emergency lighting child's play.



The new Dual system has been developed to fulfil all the different requirements that an installer will meet on site, such as wall or ceiling mounting.

Safety Made Simple

Eaton has launched a new range of flexible exit signs and safety lighting that provides the installer with everything that they need to meet a specification from just one box. Both FlexiTech ED (Exit sign Dual position) exit signage and FlexiTech SE (Safety lighting for Escape route illumination) safety lighting present a modern design to suit various types of buildings.

FlexiTech ED has been developed to fulfil all the different requirements that an installer will meet on site, such as wall or ceiling mounting, single or double-sided exit signs, arrow directions. This makes quotes, stock management and

completion of a project much simpler since the only information needed is how many exit signs and safety lights shall be installed in the building. The lighting level in mains mode can be changed to suit the application.

FlexiTech ED CGLine+ version hosts Eaton's new increased affordance functionality that helps building occupants locate evacuation routes without a power failure. During an evacuation, the exit signs will start blinking and therefore be more visible – even in a brightly lit environment – to guide people out of the building and enable safe and fast evacuation.

The safety light, FlexiTech SE, offers efficient lighting performance whose distribution can be modified by changing the optical lens (option). Also here, the lighting level in mains mode can be changed to suit the application.

In addition to this adaptability, both FlexiTech ED and FlexiTech SE provide a host of innovative features which make their installation and commissioning child's play.

www.eaton.com

Products

CIMCO's solutions for safe and easy work.

The Best in One Set

With an 11-piece set CIMCO provides a selection of high-quality tools. In addition to the 6-piece VDE cross-head screwdriver set SLIM, with their narrow blade insulation that makes the user's life much easier when faced with recessed screws, the set contains a selection of quality pliers "Made in Germany" as well as a tool and hand disinfectant in a practical 75 ml pump spray bottle.

- VDE electrician's screwdriver for slot-head screws, 3.0 x 0.5 x 100 mm and 3.5 x 0.6 x 100 mm
- VDE cross-head screwdriver, PZ 1 x 80 mm and PZ 2 x 100 mm
- VDE-special screwdriver with combination profile, PZ FL 1 x 80 mm and PZ FL 2 x 100 mm
- 1000 V heavy duty diagonal pliers, 200 mm
- 1000 V telephone pliers with straight jaws, 200 mm
- 1000 V combination pliers, 180 mm
- 1000 V wire stripper, 160 mm
- Tool and hand disinfectant, 75 ml in a pump spray bottle

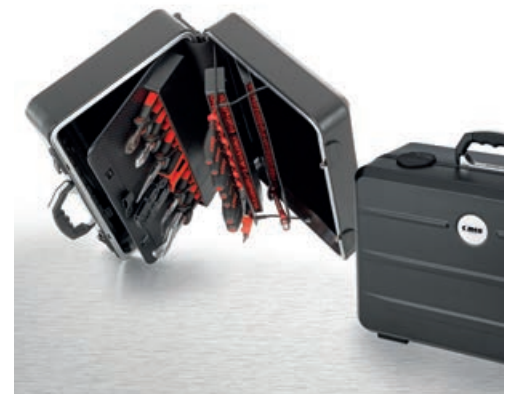
Small and large tools can be inserted without much organisation and are held securely in place - also during transport and even if the case is upside down. Weight empty: 4.9 kg. Dimensions (L x W x H): 355 x 485 x 180 mm.

www.cimco.de



The "Perfekt" Tool Case

The elegant and robust hard-shell case contains 3 tool boards, holding 4 inserts and a document compartment. The bottom shell with grid layout and separators securely accommodates measuring tools and small parts. The highlight of the case: the tool boards with clamping effect.



Products

LEDVANCE presents new LED strips to cover an extended range of professional lighting jobs.



LED Strip RGBW of the Performance Class. Right: installed in an office corridor.



Flexible Light Everywhere

LEDVANCE has expanded its LED strip system portfolio to cover an extended range of professional lighting jobs. The system with dynamic LED strips now features RGBW and RGB versions letting users effectively create accents in any ambience. And with Tunable White, it is easy to switch between activating light for work and atmospheric warm light. The new DALI-2 drivers now support a greater range of combinations and applications.

levels of UV. The Performance Class is the core portfolio for high-quality demand-based products. Its products are the solution for the majority of lighting needs: semi-professional applications like minor projects for indoor, outdoor and wet areas. Value Class offers a good combination of strong performance and attractive prices. General applications: small, semi-professional lighting projects for indoor, outdoor and wet areas.

one another but can also be combined with most products from other established manufacturers.

Modern support is provided by the online configurator, which can be found on the national websites of LEDVANCE. It enables you to find a tailor-made solution in just a few steps. LEDVANCE also offers a portal with online training for numerous lighting projects.

The LED strips come in three different categories: Superior Class contains the highest quality products for professional and industrial applications. Major and prestige projects for indoor, outdoor and wet areas, as well as applications exposed to salt mist and high

All LED strips are pre-wired on both sides and are easy to shorten if necessary. The product range also includes different profiles, covers and LED drivers, various accessories, control units, touch panels and remote controls for dynamic LED strips. All components are perfectly matched to

www.ledvance.de

Products

The practical Reliclean cleaning wipes from HellermannTyton.

Clean in no Time – Without Water

Have you ever installed or repaired something and wanted to clean your hands quickly on site, but didn't have any water? Reliclean cleaning wipes are made for these situations. They remove even the most stubborn dirt without the need for any water.

RELICON Reliclean is ideal for removing stubborn dirt from tools, surfaces and hands – without irritating the skin. The rough inner side of the cloth binds dirt like grease and oil. The soft outer side wipes the surface absolutely clean. Reliclean wipes also effectively remove soot, ink, sealant, brake and carbon dust from metallic, plastic, painted or coated surfaces – quickly and without leaving any residue.

The cleaning wipes are antibacterial and moisturising. They are also quick-drying and have a pleasant scent of oranges. Provided in a practical bucket, you can always have them to hand wherever you are working. As they are biodegradable, used wipes can be disposed of with household waste.

www.hellermannityton.com



Products

Sales started in August: MENNEKES adds more product variants in 16 amp to the PowerTOP Xtra family.



New Plugs and Sockets

Sales of the latest products in the MENNEKES product portfolio started at the beginning of August. The PowerTOP Xtra family has gained more product variants in 16 amp. In addition to 3-pin-and-earth devices in 230 volts for the camping sector, PowerTOP Xtra in 16 amp is now also available in all voltage ranges and with the earth pin in any clock position. Anyone using devices in extremely demanding application areas, can now use PowerTOP Xtra R with highly heat-resistant contact carriers and nickel-plated pins.

MENNEKES is thus taking another step towards completing the PowerTOP Xtra family. "In the future, it will be called: PowerTOP Xtra for all applications", explains Joachim See, Head of Marketing and Corporate Communications at MENNEKES. "We will replace our old product lines with the new PowerTOP Xtra products. The PowerTOP Xtra family will become an integrated product family for all application areas".

All PowerTOP Xtra plugs and sockets in 16 amp and 32 amp now meet the requirements for the

IP 54 protection class, meaning they are both splashproof and dustproof. Whether 16 amp or 125 amp – PowerTOP Xtra is setting new standards with ergonomic design, ease of installation and safe and straightforward connection. A highlight feature is simple insertion and withdrawal thanks to X-CONTACT sleeves (photo right). This means up to 50 percent less force is required.

www.mennekes.de

Products

The new structure of the OBO product world.

Turning Seven into Three

Since the beginning of 2020, OBO Bettermann has been presenting its products in a new structure. The wide product range was previously divided into seven product units. They are now replaced by the three areas of application Industrial Installation, Building Installation and Safety and Protection Installation.

The new structure enables not only a simpler product presentation, but also allows for a more practical display of the application areas.

This makes it possible to respond to customer needs in an even more targeted way.

Industrial Installations include cable support systems and connection and fastening systems for industry and construction project infrastructure. The products from this application area offer reliable solutions for the safe routing and fastening of cables.

Building Installations comprise the products for cable routing and under-floor systems

for administrative and functional buildings including architectural solutions. Functionality and design requirements are equally important in the product development.

Safety and Protection Installations combines OBO's expertise in the areas of lightning, surge and fire protection systems. It's mainly one aspect that takes centre stage in this category: safety. Innovative product developments and extensive quality tests ensure the best possible protection.

The online and offline product presentation fully corresponds to the new structure. "Our aim is to provide customers with a contemporary and user-oriented visual identity and structure, for both products and communication" says Matthias Gerstberger, Head of Marketing at OBO Bettermann.



www.obo.de



Building Intelligence – a new approach from Phoenix Contact.

Digitalisation instead of Automation

The value of a building was previously determined primarily by its location. But priorities are shifting: technology, comfort, efficiency and service are becoming increasingly important. Smart buildings are increasingly dependent on the communication possibilities they offer their users and operators - this opens up new business models for planners, suppliers and operators. Phoenix Contact is taking the holistic view of a building.

Traditionally, Phoenix Contact offers many solutions for electrical installation, automation

and device connection in order to fulfil the tasks that arise during the life cycle of a building. However, in addition to creating this digital basis, Phoenix Contact aims to rethink the process of how buildings are planned, built and operated. The functions of the products and systems should be coordinated in advance in order to provide maximum benefits for building owners, users and operators.

With the IoT-based building management system "Emalytics" from Phoenix Contact, the technical building and energy systems are combined into

a holistic solution. By networking the information of all trades, the building is digitalised and no longer just automated. After commissioning, it can be further developed by means of software updates and upgrades. This ensures a high level of comfort and at the same time ensures the economical operation of the building.

www.phoenixcontact.com/building-intelligence



Products

Since it was introduced in 1996 "Logo!" - the universally applicable small control system from Siemens - has been continually improved. The new version 8.3 can do more again.



Now with Cloud Connection

For a quarter of a century, the LOGO! logic module from Siemens has been making small tasks in automation as simple as possible. With the new version – LOGO! 8.3 – comes the cloud connection which offers even more options for centrally controlling and analysing multiple machines or applications independent of location.

Simatic, or a third-party system. This allows data to be exported to the cloud when, for example, storage space in the controller is limited. As a result, the data from individual machines can be gathered in a central location, remote access to distributed systems can be enabled or retrofitted, new models such as pay-per-use can be implemented, and much more.

charge "LOGO! Web Editor" (LWE) tool can be used to create a dashboard for cloud data. Users with no HTML experience continue to be able to design websites that can be accessed locally or worldwide via the cloud. The data collected in the cloud is available for ongoing processing and analysis.

Thanks to the Ethernet interface, LOGO! can also be used as a gateway to the cloud, regardless of whether the plant is controlled by LOGO!,

LOGO! 8.3 is easily configured via LOGO! SoftComfort, which can also be used to configure and activate the cloud connection. The free-of-

www.siemens.com

Products

Prysmian wants to avoid CO2 and fight climate change.

Sustainable and Innovative

During the Corona crisis, a second problem, climate change, has receded into the background. This is not the case at Prysmian: the company is also meeting this challenge with great commitment. "At Prysmian Group, we are committed to increasing the percentage of our revenues from low-carbon products to 50% by 2022," says Group CEO, Valerio Battista. In addition, Prysmian has set itself the goal of cutting its CO2 emissions by 3-5% per year.

To achieve even more, Prysmian Group has joined the "50 Sustainability and Climate Leaders" Project. This is a forum for companies to share their ideas and experience in responding to climate change. The global platform – developed by Bloomberg & TBD Media Group - broadcasts 50 climate leadership films that testify to transformational climate actions and illustrate what they are doing to meet the challenge of global warming. The project will end in 2021, when 50 Climate Leaders will convene at a summit in New York moderated by the United Nations Department of Public Information.



Concerning technical developments, Prysmian is proud to promote its plant in Kistelek, Hungary. The plant is specialised in designing and manufacturing rubber cables flexible enough to supply all kinds of applications with energy. Radios, electrical ovens, washing machines or large industrial equipment – no matter what application, these rubber cables will be up to the job. The flexible - yet strong-sheathed - cables are exceptionally resistant to oil and grease. And if you need a cable to cope with really harsh environments, your choice should be OZOFLEX 60 – a cable that is approved even for explosive environments.

www.prysmiangroup.com

Products

Signify is expanding rapidly in the UV-C field to meet the growing demand for disinfection.



The Light to Fight Corona

Signify is expanding its UV-C product portfolio and increasing its production capacities in this field. UV-C products from Signify ensure effective disinfection, as recently confirmed by a study conducted by Boston University in the USA. The new UV-C range includes lamps and luminaires for many professional applications. "We have introduced twelve UV-C product ranges specifically designed for disinfecting air, surfaces and objects," says Harsh Chitale, Signify's Digital Solutions Division Leader.

The luminaires for room air disinfection are harmless to persons present in the room because

they are not exposed to the UV-C light sources due to their installation height and shielding. The air in the upper part of the room is continuously disinfected by UV-C radiation and natural convection of the air flow. The luminaires are suitable for schools, offices, sports halls, retail outlets and other areas with high contact density.

Special UV-C luminaires are available for the deep disinfection of surfaces in offices, schools and toilets. Their sensors and controllers ensure that they are only in operation when neither people nor animals are present. There are also mobile UV-C luminaires that can be driven into a

hotel room or used to disinfect surfaces in public transport such as buses and trains.

For the disinfection of objects, Signify offers fast-acting UV-C disinfection chambers. In these chambers, visitor badges, telephones, bags, laptops or wallets can be disinfected in seconds. In retail outlets they can disinfect returned goods such as clothing that has been tried on.

www.signify.com

Products

Weidmüller provides the components to create added value from data.

The Easy Way

It is estimated that currently less than 1% of data collected in factories is evaluated and used. This volume of unused data is a huge amount of untapped potential. Weidmüller's goal is to enable customers to go from data to value – the easy way. Their IIoT range includes components and solutions for data acquisition, pre-processing, communication and analysis. To ensure secure, reliable and

fast data communication, Weidmüller offer a comprehensive range of active and passive Industrial Ethernet products. Here are three current highlights:

"Eco Line" unmanaged switches provide for small industrial networks secure and reliable communication between Ethernet-based machines and systems. The switches with 5 to 24

ports have simple "Plug-and-Play" installation. Aligned with their environment they have a sturdy housing and a space-saving design.

"Advanced Line" managed switches for complex networks increase network availability through redundancy and control mechanisms as well as diagnostic options. The browser-supported web interface enables intuitive configuration. Versions are available for Fast Ethernet, Gigabit and PoE and also with 5 to 24 ports.

The new assembled RJ45 connectors for up to 10 Gbit/s in the field are as reliable as they are practical. Cables can be arranged straight or at an angle in four different directions for optimal cable routing. The connectors can be assembled quickly in the field without any special tools in around a minute.



www.weidmueller.com

Environment

Our private houses and flats are becoming a major source of CO₂ emissions. Schneider Electric has ideas how to avoid this - and all of them using products that are already available.



Use Technology, Prevent CO₂

If the world is to meet the ambitious goals of the Paris Climate Agreement, i.e. achieve zero emissions by 2050, we need to reinvent the way we consume energy in our homes. Here are some figures to prove the case: In 2019, homes produced approximately one-third of global CO₂ emissions. Residential electricity use will increase twofold by 2050 – then homes will become the largest energy-consumers worldwide and represent 36% of global electricity use.

That doesn't have to be the case. By making our homes more efficient and sustainable, we can help achieve the climate goals while enjoying immediate economic benefits. Here are five steps you can take to reduce your carbon footprint:

1. Put your home's energy hogs on a diet

More than half of the energy you use in your home is for heating and air conditioning. Water heaters, lighting, and refrigeration account for another 27%. By making sure your energy-hungry systems and appliances have high efficiency ratings, you can put a sizeable dent in your monthly electricity bill.

2. Pave the way for an electric vehicle

Annual sales of electric vehicles (EVs) will reach 245 million by the end of the decade, more than 30 times above today's level. Installing a charging station in your garage readies you to transition to an EV. And while having one will increase your electricity consumption, you can offset that cost by installing photovoltaic panels at the same time. As many as 40% of EV drivers in surveyed countries have rooftop solar. Which brings us to the next step.

3. Install solar, reap savings

The upswing in photovoltaic-generated energy in the EU is accelerating. In 2019, 26 of the 28 EU member states installed more solar than in the previous year. One reason is that solar power is often cheaper than any other technology today.

4. Get smart about smart homes

Digitally connected homes are changing the way people live around the globe. Smart devices allow you to practice active energy management via a smart phone or Internet connection from anywhere at any time. And automation lets you adjust your energy consumption for the season.

For example, with winter on the way, you can programme your thermostat to reduce your heating output while you are at work and then raise the temperature shortly before you return home. Informed by energy usage data gathered from your smart devices, you can increase your home's efficiency, safety, and comfort.

5. Insulate your home

Insulation provides resistance to heat flow, thereby minimizing heat loss in the winter and heat infiltration in the summer. With insulation in place, heating and cooling systems are not overworked, and comfort is increased.

The task of reducing the CO₂ footprint of our buildings sounds ambitious. But it is not, if we look at the technology. All the products, systems and solutions described are established technology that is literally available from stock. This also includes the systems from Schneider Electric: they connect the products and make our buildings more comfortable, safer and more efficient.

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Meetings

Until further notice, meetings are only possible online. We will provide information about our digital meetings via the usual channels. Because many of you have already asked: our Congress in Riga has been postponed to 2022.



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