

AND THE WINNERS ARE...

Electrical Connection has polled the industry on which brands it prefers to install. Now, the results are in. **Paul Skelton** reports.



Most industries are clearly defined. It's easy to identify the industry leaders and it's clear which products are the most favoured. The Australian electrical industry, however, isn't as clear.

That's why we here at *Electrical Connection* asked contractors from around the nation to identify the brands that they install to get a clear idea of which products are being installed in Australian homes and businesses, and to identify the industry leaders in each category.

In total, 472 electricians and contractors responded to what will become an annual exercise in tracking the development and growth of the

industry, and to recognise those companies that lead the way in a particular category.

It's important for me to remind those companies that didn't win these awards are purely a popularity contest. We're not saying that the winners have the best product on the market, or the newest. These awards are simply designed to let suppliers know what electricians think of their brands.

Yes, this could be based on product, but it could also include service, support, reputation, incentive schemes and even your local distribution.

On behalf of *Electrical Connection*, I would like to congratulate all of the companies who topped the list.

Good luck in 2018.

ACCESSORIES

SWITCHES AND GPOS	Clipsal by Schneider Electric
INDUSTRIAL-GRADE SWITCHES AND GPOS	NHP
DIMMER	Clipsal by Schneider Electric
USB POWER POINTS	HPM Legrand
SMOKE DETECTORS	Clipsal by Schneider Electric

COMPONENTS

RCD	Clipsal by Schneider Electric
RCBO	Hager
SWITCHGEAR	NHP
PUSH BUTTONS	Schneider Electric
VSD	ABB

LIGHTING

LED DOWNLIGHTS	Lumex Lighting
LIGHTING CONTROL	Clipsal by Schneider Electric
EMERGENCY / EXIT LIGHTING	Clevertronics
HIGH-BAY LIGHTING	Dialight
BATHROOM HEAT LAMPS	IXL
STREET / PUBLIC LIGHTING	Philips Lighting
BATTENS	Lumex Lighting
MOTION SENSORS	HPM Legrand

HVAC

SPLIT SYSTEM	Fujitsu
CEILING FANS	Clipsal by Schneider Electric
VENTILATION / EXHAUST FANS	Fantech

POWER

POWER CABLE	Olex
ENERGY METERING	Schneider Electric
ENERGY MONITORING / MANAGEMENT	Clipsal by Schneider Electric
ENCLOSURES / CABINETS	B&R Enclosures
SURGE PROTECTION	Clipsal by Schneider Electric
UPS	APC by Schneider Electric

SOLAR

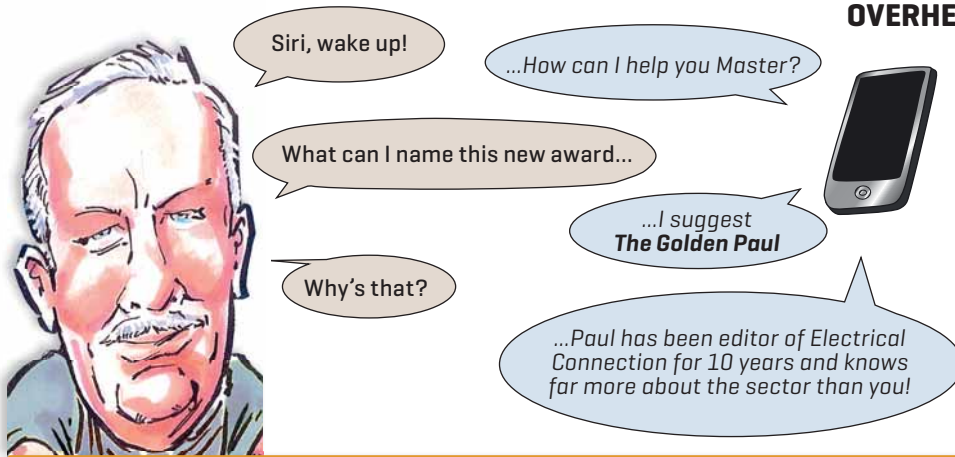
SOLAR PANELS	Suntech
INVERTERS	SMA
DC ISOLATORS	NHP
RESIDENTIAL ENERGY STORAGE	Tesla

HOME AUTOMATION

CONTROL SYSTEM	Clipsal by Schneider Electric
DOOR ENTRY SYSTEM / INTERCOM	Aiphone

DATA

DATA CABLE	Olex
PATCH CORDS / PATCH LEADS	Panduit
CONNECTORS	Panduit
RACKS	B&R Enclosures
PATCH PANEL	Clipsal by Schneider Electric
ANTENNA	Matchmaster
CABLE TRAY	EzyStrut
CONDUIT	Iplex
TEST EQUIPMENT	Fluke Networks



OVERHEARD FROM THE OFFICE OF JEFF PATCHELL...

Thus it didn't become the Golden Jeff and besides, Paul is happier to have his face plastered across the trophy than me. Enjoy our Award Program Winners and thank you for submitting your entries. Jeff Patchell - Publisher

INDUSTRY MOST INFLUENTIAL PERSON

Erik Scholz is the first recipient of *Electrical Connection's* Golden Paul Award for the Most Influential Person.

A 25 year veteran in the supply side of the electrical sector, Erik cut his teeth under the guidance of Robert Gerard at Clipsal and ended up managing that company for nine years, under both the Gerard Family and Schneider ownership.

Erik left Clipsal in 2009 and started up Scholz Industries which markets its major product lines under the Lumex name.

Read on and you will see that the Lumex has also won a number of other awards, which is testament to how quickly Erik has established Lumex as a respected electrical contractor brand.

Erik is close to both wholesalers and contractors nationally and his advice is often sought and appreciated by many across the industry.

He's even graced the track at the Clipsal 500 to announce to drivers... Gentlemen, start your engines! Now that is testament to being an influential man.



INDUSTRY MOST POPULAR WHOLESALER



Established in 1952, in Queensland, CNW has a 65 year history that makes it the envy of many of its competitors. In 2017, it can claim that it was the clear inaugural winner of *Electrical Connection's* Most Popular Wholesaler award.



INDUSTRY MOST POPULAR SUPPLIER



Dialight - the recipient of the 2017 *Electrical Connection* Most Popular High-Bay Lighting - has been named the overall Most Popular Supplier for 2017. Most recently, the company reported the supply of its one millionth industrial LED product.



ACCESSORIES SWITCHES AND GPOS

By a whopping 37%, the most popular range of switches and GPOs is from Clipsal by Schneider Electric.

56.3%
Clipsal by Schneider Electric

18.8% Lumex

18.0% HPM

- >4th Voltex 15.6%
- >5th Legrand 15.6%
- >6th Hager 11.7%
- >7th Trader 6.3%

ACCESSORIES USB POWER POINTS

Don't lug around bulky adaptors, use a power point with a USB port. HPM has a range of architecturally designed, functional options.

49.2%
HPM

31.4% Clipsal by Schneider Electric

22.9% Legrand

- >4th Voltex 15.3%
- >5th Hager 11.9%
- >6th Trader 6.8%
- >7th Lumex 1.7%

ACCESSORIES INDUSTRIAL-GRADE SWITCHES AND GPOS

In an about-turn, the industrial grade switches and GPOS were won by a clear majority by NHP over Clipsal by Schneider Electric.

59.4%
NHP

49.3% Clipsal by Schneider Electric

19.6% Voltex

- >4th Legrand 11.6%
- >5th IDP 4.3%
- >6th Trader 3.6%
- >7th Lanson 2.2%

ACCESSORIES SMOKE DETECTORS

The stylish, flush mount range of smoke detectors from Clipsal by Schneider Electric meet all the standards for early detection.

38.8%
Clipsal by Schneider Electric

25.6% PSA Products

17.8% Brooks

- >4th Legrand 14.0%
- >5th Quell 7.8%
- >6th First Alert 5.4%
- >7th Fire Sentry 2.3%

ACCESSORIES DIMMER

Setting the mood, the dimmer lighting options from Clipsal by Schneider Electric are energy efficient. Available in remote, push button and rotary functions.

43.5%
Clipsal by Schneider Electric

20.3% Lumex

14.5% Diginet

- >4th Voltex 12.3%
- >5th HPM 10.9%
- >6th Cabac 7.2%
- >7th Legrand 7.2%

HOME AUTOMATION CONTROL SYSTEM

The world of home control systems for everything from lights to alarm systems is hotly contested, with the most popular award taken by Clipsal by Schneider Electric.

33.3%
Clipsal by Schneider Electric

17.6% Legrand

17.6% Philips Dynalite

- >4th Push by Schneider Electric 14.7%
- >5th ABB 10.8%
- >6th Hager 9.8%
- >7th Crestron 8.8%

HOME AUTOMATION DOOR ENTRY SYSTEM / INTERCOM

In a close finish, the Aiphone range of intercom systems tick all the boxes for security, ease of use and sophistication.

24.4%
Aiphone

23.3% Panasonic

22.2% Bticino

- >4th ABB 11.1%
- >5th Ness 10.0%
- >6th Fermax 6.7%
- >7th Control4 5.6%

SOLAR / HVAC

SOLAR **SOLAR PANELS**

R&D in solar panels has paid off for Suntech to provide a range of products for commercial to home use to be a clear winner.

25.0%
Suntech

21.7% LG **17.4%** SunPower

- >4th Q Cells 12.0%
- >5th JA Solar 9.8%
- >6th Trina 9.8%
- >7th OPAL 6.5%

SOLAR **RESIDENTIAL ENERGY STORAGE**

Tesla have been well noted in media with their range of battery and energy storage options. They even claim to be able to survive the Zombie Apocalypse.

49.2%
Tesla

14.3% ABB **13.2%** LG

- >4th SMA 9.9%
- >5th Redflow 7.7%
- >6th Magellan 4.4%
- >7th OPAL 6.5%

SOLAR **INVERTERS**

SMA continues its worldwide winning streak for the most popular PV inverters.

32.3%
SMA

28.1% ABB **27.1%** Schneider Electric

- >4th LG 13.5%
- >5th Fronius 8.3%
- >6th Enphase 7.3%
- >7th Mpower 6.3%

HVAC **SPLIT SYSTEM**

Fujitsu can now add the EC 'most popular' award to their long list of accolades for performance, efficiency and design.

34.3%
Fujitsu

27.5% Daikin **18.6%** Mitsubishi

- >4th LG 14.7%
- >5th Panasonic 9.8%
- >6th Toshiba 6.9%
- >7th Rinnai 5.9%

SOLAR **DC ISOLATORS**

The NHP DC isolators continue to keep their hold as the most popular brand on the market ahead of ABB and Lumex.

36.6%
NHP

34.7% ABB **22.8%** Lumex

- >4th Noark 5.0%
- >5th HLP Controls 3.0%
- >6th Mpower 3.0%
- >7th Telergon 2.0%

HVAC **CEILING FANS**

By a clear majority, the winning ceiling fans from Clipsal by Schneider Electrical boast the biggest, most versatile range available

32.7%
Clipsal by Schneider Electric

18.7% Big Ass Fans **16.8%** Hunter Pacific

- >4th Mercator 11.2%
- >5th Ventair 11.2%
- >6th Arlec 10.3%
- >7th Martec 9.3%

HVAC **VENTILATION / EXHAUST FANS**

HPM and IXL have been pipped at the post by Fantech for the most popular range of ventilation and exhaust fans on the market.

27.2%
Fantech

22.8% HPM **21.7%** IXL

- >4th Ventair 15.2%
- >5th Voltex 14.1%
- >6th Arlec 13.0%
- >7th Heller 6.5%

LIGHTING **LED DOWNLIGHT**

Lumex has beaten out Clipsal by Schneider Electric to take out the top spot, while Philips Lighting sits in third place.

26.2%
Lumex

20.5%
Clipsal by Schneider Electric

18.9%
Philips Lighting

- >4th Voltex 13.9%
- >5th SAL 12.3%
- >6th Pierlite 10.7%
- >7th Atom Lighting 7.4%

LIGHTING **LIGHTING CONTROL**

Unsurprisingly, Clipsal by Schneider Electric continues to dominate the lighting control category thanks to C-Bus. There was never any doubt about the outcome of this one.

52.1%
Clipsal by Schneider Electric

17.6%
Philips Lighting

15.1%
Lumex

- >4th Dialight 11.8%
- >5th Legrand 8.4%
- >6th Diginet 7.6%
- >7th ABB 5.0%

LIGHTING **EMERGENCY / EXIT LIGHTING**

Clevertronics has gone from strength to strength since releasing the L10 Optimum range of products in 2012.

35.5%
Clevertronics

21.5%
Clipsal by Schneider Electric

18.7%
Legrand

- >4th Pierlite 13.1%
- >5th ABB 10.3%
- >6th Ektor 6.5%
- >7th Dialight 5.4%

LIGHTING **BATHROOM HEAT LAMPS**

IXL invented the iconic Tastic three-in-one bathroom heat, vent and light device more than 30 years ago and it remains the clear favourite in bathroom heat lamps.

45.8%
IXL

29.0%
Clipsal by Schneider Electric

19.6%
HPM

- >4th Voltex 11.2%
- >5th Martec 5.6%
- >6th Ventair 5.6%
- >7th Crompton 4.7%

LIGHTING **HIGH-BAY LIGHTING**

It was a close finish between Dialight and Lumex but Dialight's range of LED high-bay lighting came out on top.

20.3%
Dialight

18.1%
Lumex

15.2%
Clipsal by Schneider Electric

- >4th Pierlite 13.0%
- >5th Voltex 13.0%
- >6th Philips Lighting 12.3%
- >7th Thorn 6.5%

LIGHTING **STREET / PUBLIC LIGHTING**

With the ability to roll out the world's largest smart street light systems and fastest street lighting retrofit, it's hard to beat Philips Lighting in this category.

34.7%
Philips Lighting

27.4%
Sylvania

17.9%
Pierlite

- >4th Thorn 14.7%
- >5th Dialight 13.7%
- >6th GE 13.7%
- >7th Legrand 7.4%

LIGHTING **BATTENS**

There was close competition between second and third, and fourth and fifth, but Lumex's range of LED strip batten products surged ahead to first.

29.6%
Lumex

23.1%
Pierlite

20.4%
Philips Lighting

- >4th Thorn 13.9%
- >5th SAL 13.0%
- >6th Voltex 12.2%
- >7th ABB 5.6%

LIGHTING / POWER

LIGHTING **MOTION SENSORS**

There was a lot of a close competition in this category, with a tie for both second and fifth but in the end HPM managed to beat out Hager and parent company Legrand.

22.0%
HPM

18.3% Hager **18.3%** Legrand

- >4th Voltex 15.6%
- >5th Philips Lighting 11.9%
- >6th Clipsal by Schneider Electric 11.9%
- >7th ABB 6.4%

POWER **ENERGY METERING**

The importance of energy metering is constantly in the news and Schneider Electric has been named the best in this category by almost half of voters.

41.9%
Schneider Electric

22.9% NHP **21.0%** ABB

- >4th Hager 12.4%
- >5th Legrand 10.5%
- >6th Satec 2.9%
- >7th SMA 2.9%

POWER **POWER CABLE**

Australia's two largest manufacturers of power cables and founding members of the Australian Cablemakers Association, Olex and Prysmian, dominated this category.

47.7%
Olex

45.0% Prysmian **8.3%** Triangle

- >4th Bambach 6.4%
- >5th Advance 5.5%
- >6th Tycab 4.6%
- >7th APEC 3.7%

POWER **ENERGY MONITORING / MANAGEMENT**

The results in this category were almost the same as in the 'Most Popular Energy Metering' category, with the only differences being Legrand moving to fourth over Hager and Environex and Yokogawa appearing in sixth and seventh.

42.3%
Clipsal by Schneider Electric

17.3% NHP **16.3%** ABB

- >4th Legrand 12.5%
- >5th Hager 10.6%
- >6th Environex 7.7%
- >7th Yokogawa 4.8%

POWER **ENCLOSURES / CABINETS**

B&R Enclosures has emerged as the clear favourite for Most Popular Enclosures/Cabinets.

40.4%
B&R Enclosures

21.9% Clipsal by Schneider Electric **18.4%** Hager

- >4th NHP 14.0%
- >5th ABB 11.4%
- >6th Legrand 10.5%
- >7th Voltex 9.8%

POWER **SURGE PROTECTION**

Schneider Electric, which is on a hot streak in the 2017 competition, has taken out the title of Most Popular Surge Protection.

37.7%
Schneider Electric

26.4% Hager **17.0%** ABB

- >4th Legrand 13.2%
- >5th Voltex 11.4%
- >6th Novaris 6.6%
- >7th Dehn & Sohne 5.7%

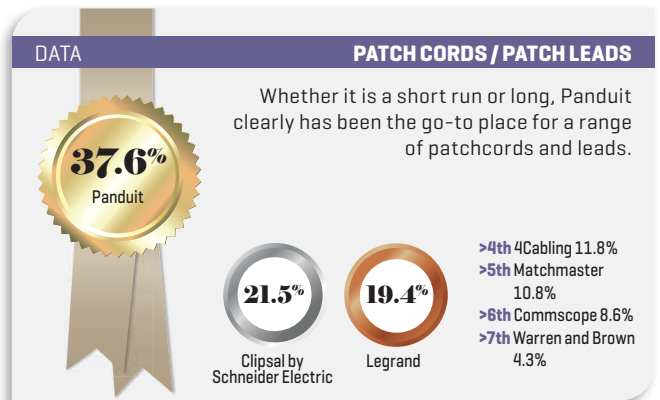
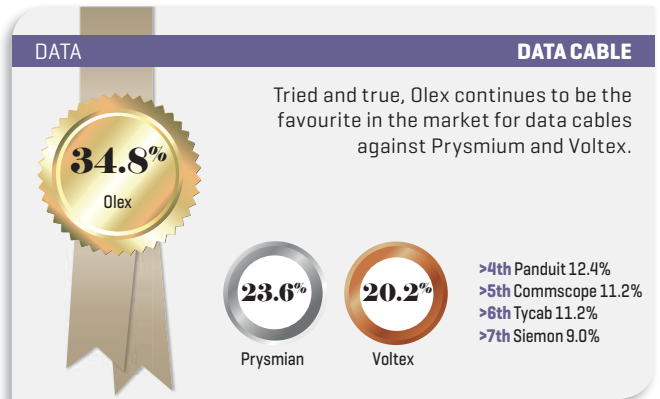
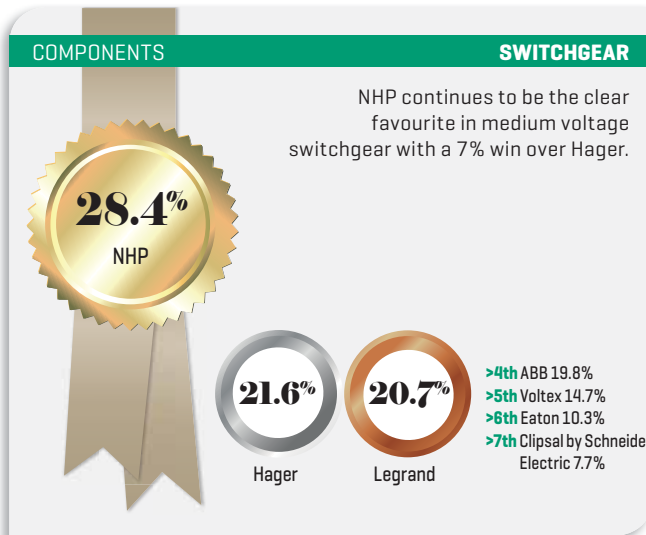
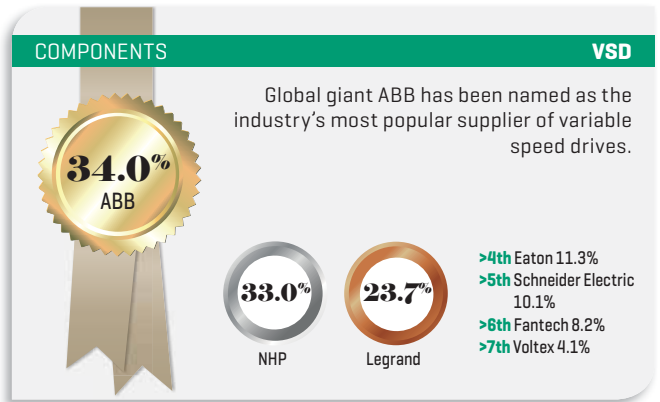
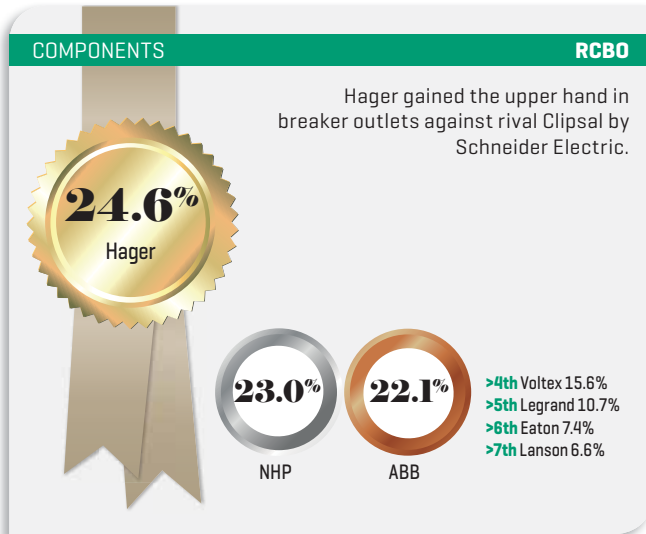
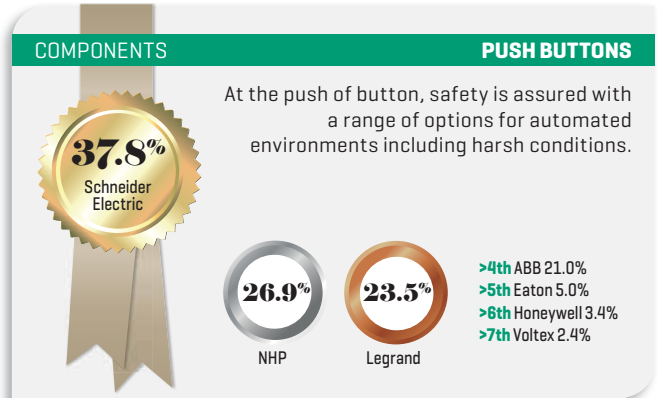
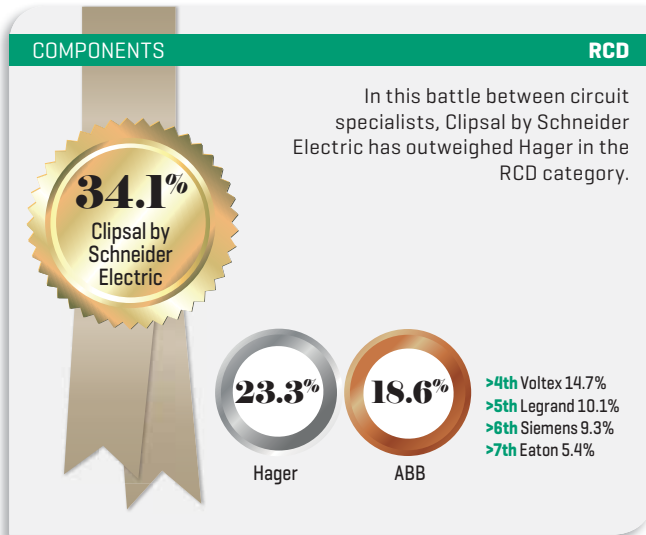
POWER **UPS**

APC by Schneider Electric has won Most Popular UPS, with the only competition coming from its parent company, Schneider Electric.

28.2%
APC by Schneider Electric

24.3% Schneider Electric **18.4%** Eaton

- >4th ABB 17.5%
- >5th Legrand 9.7%
- >6th PowerShield 9.7%
- >7th Magellan Power 5.8%



DATA

DATA **PATCH PANEL**

The perfect product for datacomms installations, the Clipsal by Schneider Electric patchpanels offer a range of applications for Cat 5E, Cat 6, TV and telephony.

33.3%
Clipsal by Schneider Electric

24.0% Commscope
17.2% Cabac

- >4th Voltex 12.9%
- >5th Panduit 11.8%
- >6th Legrand 9.7%
- >7th Belden 6.5%

DATA **CONNECTORS**

Multi-mode or single-mode, LC, SC or old school ST, with a range of keyed options, Panduit has the full range of fibre optic connectors.

39.7%
Panduit

32.1% Legrand
20.5% Commscope

- >4th Voltex 16.4%
- >5th Siemon 11.5%
- >6th Corning 3.8%

DATA **CABLE TRAY**

Lightweight and structurally tough, EzyStrut trays are suited to inside/outside installation and easy to install or to upgrade cabling systems.

39.1%
EzyStrut

28.3% Cablofil
13.0% UniStrut

- >4th Cableaway 8.7%
- >5th B&R Enclosures 7.6%
- >6th Panduit 6.5%
- >7th Kounis 4.3%

DATA **RACKS**

B&R Enclosures offers affordable, Aussie-made racks for small networking applications that need easy access from 6-24RU.

26.0%
B&R Enclosures

19.8% APC by Schneider Electric
16.3% Clipsal by Schneider Electric

- >4th Rack Technologies 14.6%
- >5th Cabac 13.5%
- >6th 4Cabling 10.4%
- >7th Rittal 9.4%

DATA **TEST EQUIPMENT**

Fluke continues to provide a popular range of test equipment that suits both fibre and copper applications for in the field.

65.6%
Fluke Network

20.8% Kyoritsu
13.5% Megger

- >4th Aegis 8.3%
- >5th Klein Tools 6.3%
- >6th Hioki 4.2%
- >7th Wavecom 4.2%

DATA **ANTENNA**

Matchmaster lets you make the most of the home or commercial big screen with TV antennas over fibre, Cat 6 and IPTV.

50.0%
Matchmaster

37.2% Hills
7.4% Kingray

- >4th Crest 5.3%
- >5th Fracarro 4.3%
- >6th One For All 4.3%
- >7th Triax 4.3%

DATA **CONDUIT**

Iplex was the clear favourite for pipe conduit in this year's award, with a 10% lead over Clipsal by Schneider Electric.

34.1%
Iplex

24.3% Clipsal by Schneider Electric
19.8% Flexicon

- >4th Voltex 13.2%
- >5th 4Cabling 11.0%
- >6th Marley 9.9%
- >7th Unistrut 7.7%