

# WHO DO YOU LIKE?

The results for the 2019 Electrical Connection Most Popular Awards are here. 400-odd contractors have had their say in 29 categories - this is their verdict. **Paul Skelton** reports.

While voter turnout for the recent federal election was at an all-time low, the 2019 *Electrical Connection* defied the odds to achieve the highest number of votes received in the competition's short history.

Based on feedback received from the industry, this year saw a reduction in the number of categories on offer as well as the introduction of a few new ones [e.g. electrical tools, hazardous area lighting]. And the number of categories in which the winner claimed the ultimate prize by one or two votes was staggering.

So, who won?

There were a few big winners in 2019. Perhaps the most notable is Legrand Australia which managed to scoop eight category prizes in addition to being named the overall Most Popular Supplier.

Clipsal managed to take out three titles, as did ABB. Voltex won five.

MM Electrical Merchandising knocked CNW off its perch as Most Popular Wholesaler - a title the Queensland-based company held for the past two years. However, CNW's founder Brian Webb was named the 2019 Golden Paul for the Most Influential Person.

Olex remains a powerhouse when it comes to power cable, as does B&R Enclosures in relation to enclosures, cabinets and racks. Fluke Networks appears untouchable when it comes to test equipment.



Now in its third year, the Most Popular Awards results are starting to paint a picture of the electrical supply industry landscape. While there are some very clear favourites in the market, there is also a lot of fluctuation when it comes to brand preference.

So, how does your brand stack up to the competition? And what are you doing to ensure you retain the attention of electricians and contractors around the country?

**For those who did not win, good luck in 2020.**

## ELECTRICAL CONNECTION MOST POPULAR AWARDS 2019

<b>ACCESSORIES</b> - Clipsal by Schneider Electric	<b>BATHROOM HEAT LAMPS</b> - HPM Legrand
<b>RESIDENTIAL SWITCHGEAR</b> - Legrand Australia	<b>MOTION SENSORS</b> - Voltex
<b>RESIDENTIAL AUTOMATION</b> - Legrand Australia	<b>POWER CABLE</b> - Olex
<b>DOOR ENTRY SYSTEM</b> - Bticino	<b>SURGE PROTECTION</b> - ABB
<b>HVAC</b> - Voltex	<b>UPS</b> - Legrand Australia
<b>SMOKE DETECTORS</b> - Clipsal by Schneider Electric	<b>ENCLOSURES, CABINETS AND RACKS</b> - B&R Enclosures
<b>COMMERCIAL SWITCHGEAR</b> - ABB	<b>SOLAR PANELS</b> - SunTech
<b>COMMERCIAL BMS</b> - Legrand Australia	<b>SOLAR PRODUCTS</b> - ABB
<b>INDUSTRIAL CONTROL</b> - Legrand Australia	<b>ENERGY STORAGE/BATTERIES</b> - Tesla
<b>LED DOWNLIGHTS</b> - Philips Lighting	<b>DATA CABLE</b> - Voltex
<b>HIGH-BAY LIGHTING</b> - Voltex	<b>DATA PRODUCTS</b> - Panduit
<b>HAZARDOUS AREA LIGHTING</b> - NHP	<b>CABLE RETICULATION</b> - Voltex
<b>EMERGENCY/EXIT LIGHTING</b> - Clevertronics	<b>TEST EQUIPMENT</b> - Fluke Networks
<b>STREET/PUBLIC LIGHTING</b> - Legrand Australia	<b>ELECTRICAL TOOLS</b> - Milwaukee
<b>BATTENS</b> - Clipsal by Schneider Electric	

## THE 2019 GOLDEN PAUL (AKA 'THE MOST INFLUENTIAL PERSON')



The 2019 Golden Paul has been awarded to Brian Webb, the owner of national electrical wholesaler CNW.

Brian is the quintessential Far North Queenslander and he wouldn't have it any other way. An electrician by trade, his early days were spent contracting to mining companies in some of the most challenging conditions.

The Webb family grew the CNW business from a one-store operation purchased in East Brisbane in 1982 and now under the group umbrella of BGW, the business has grown to over 100 buying outlets nationally.

As an independent wholesaler, he's fought off the might of major global wholesalers and introduced many initiatives to the sector.

Aside from his family, he loves his customers, State of Origin, Australian manufacturing, Queensland and has a keen interest in race horses.

Fiercely loyal to his staff, suppliers and customers, Brian is respected for his honesty and down to earth approach to business.

CNW actively supports the sector and the local communities surrounding its stores.



## MOST POPULAR WHOLESALER

Founded in 1916, Metal Manufactures Limited is a large and diverse Australian company, of which MM Electrical Merchandising (MEM) is a vital part. Current operations include MEM, Kembla Tube & Fittings, Dotmar Plastics and Rushmore Distributors, employing over 2,000 staff throughout Australia.

MEM is the trade wholesale distribution business, with over 250 branch locations across Australia, specialising in a one stop sourcing and supply solution within the electrical, communications and data, solar, lighting and associated electrical component products.



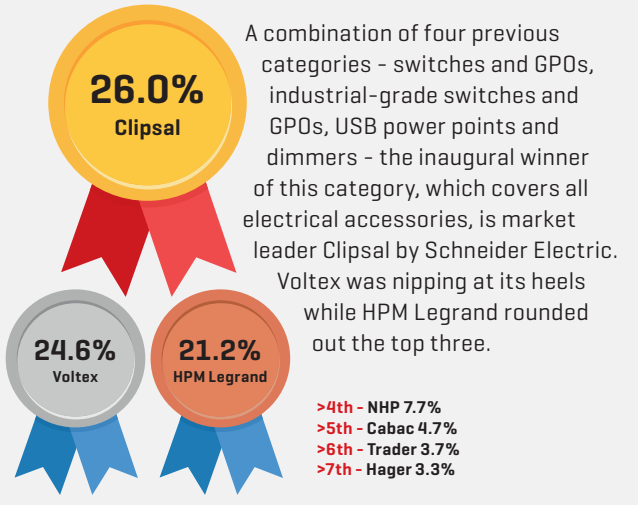
## MOST POPULAR SUPPLIER

Part of the global Legrand network, which has a presence in more than 90 countries and a workforce of more than 36,000 people, Legrand Australia designs, manufactures and distributes over 15,000 items under 5 premium brands: HPM, Legrand, BTicino, Cablofil and CP Electronics.

In 2019, Legrand Australia has eight category prizes in the *Electrical Connection* Most Popular Awards in addition to being named the overall Most Popular Supplier.

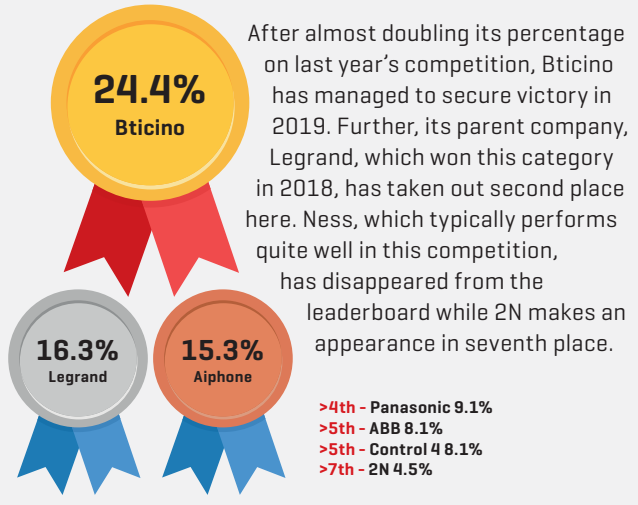


**ACCESSORIES (GPOs, SWITCHES, ETC)**



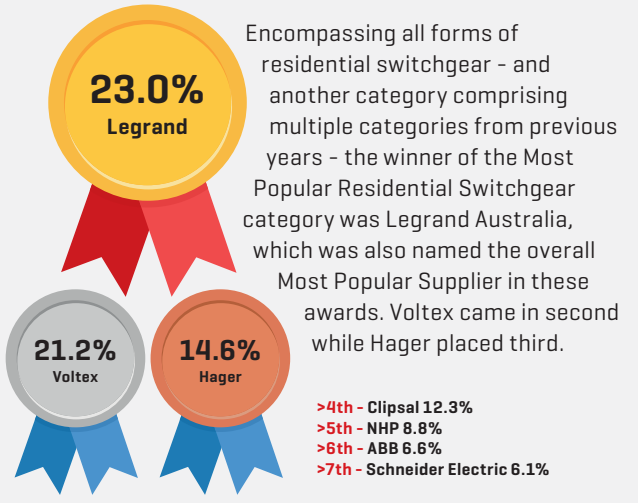
A combination of four previous categories - switches and GPOs, industrial-grade switches and GPOs, USB power points and dimmers - the inaugural winner of this category, which covers all electrical accessories, is market leader Clipsal by Schneider Electric. Voltex was nipping at its heels while HPM Legrand rounded out the top three.

**DOOR ENTRY SYSTEM/INTERCOM**



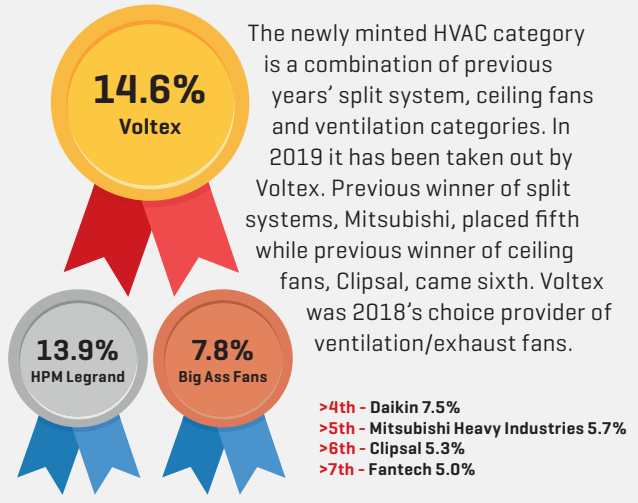
After almost doubling its percentage on last year's competition, Bticino has managed to secure victory in 2019. Further, its parent company, Legrand, which won this category in 2018, has taken out second place here. Ness, which typically performs quite well in this competition, has disappeared from the leaderboard while 2N makes an appearance in seventh place.

**RESIDENTIAL SWITCHGEAR (DIN ENCLOSURE RCDS, RCBOS, MCBS, ETC)**



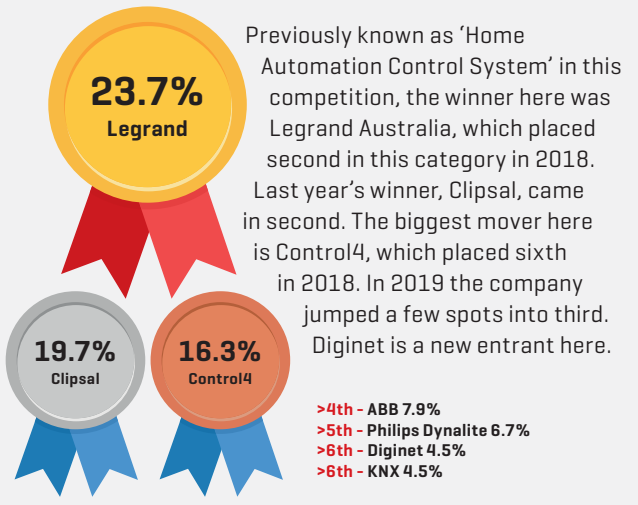
Encompassing all forms of residential switchgear - and another category comprising multiple categories from previous years - the winner of the Most Popular Residential Switchgear category was Legrand Australia, which was also named the overall Most Popular Supplier in these awards. Voltex came in second while Hager placed third.

**HVAC (AC, FANS, VENTILATION, ETC)**



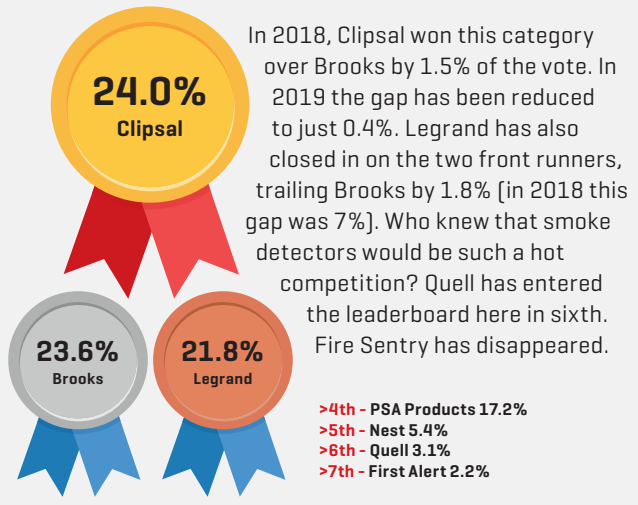
The newly minted HVAC category is a combination of previous years' split system, ceiling fans and ventilation categories. In 2019 it has been taken out by Voltex. Previous winner of split systems, Mitsubishi, placed fifth while previous winner of ceiling fans, Clipsal, came sixth. Voltex was 2018's choice provider of ventilation/exhaust fans.

**RESIDENTIAL AUTOMATION**



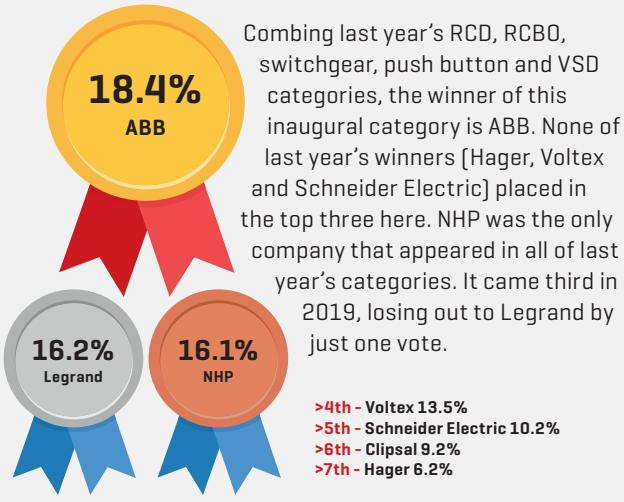
Previously known as 'Home Automation Control System' in this competition, the winner here was Legrand Australia, which placed second in this category in 2018. Last year's winner, Clipsal, came in second. The biggest mover here is Control4, which placed sixth in 2018. In 2019 the company jumped a few spots into third. Diginet is a new entrant here.

**SMOKE DETECTORS**

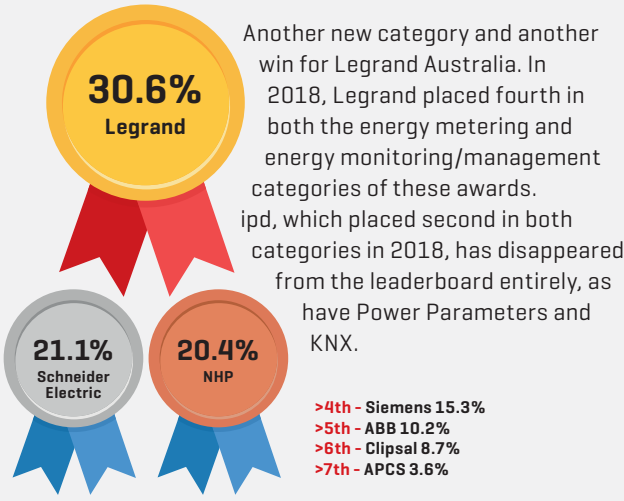


In 2018, Clipsal won this category over Brooks by 1.5% of the vote. In 2019 the gap has been reduced to just 0.4%. Legrand has also closed in on the two front runners, trailing Brooks by 1.8% [in 2018 this gap was 7%]. Who knew that smoke detectors would be such a hot competition? Quell has entered the leaderboard here in sixth. Fire Sentry has disappeared.

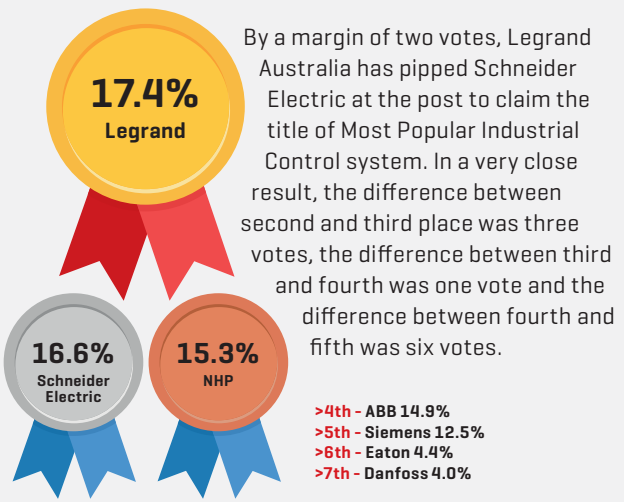
### COMMERCIAL SWITCHGEAR (LV SWITCHBOARD ACBS, MCCBS, ETC)



### COMMERCIAL BMS (ENERGY METERING, MONITORING, ETC)



### INDUSTRIAL CONTROL

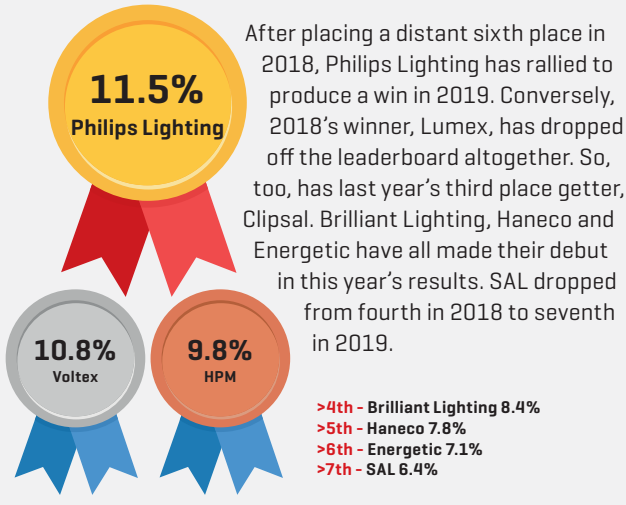


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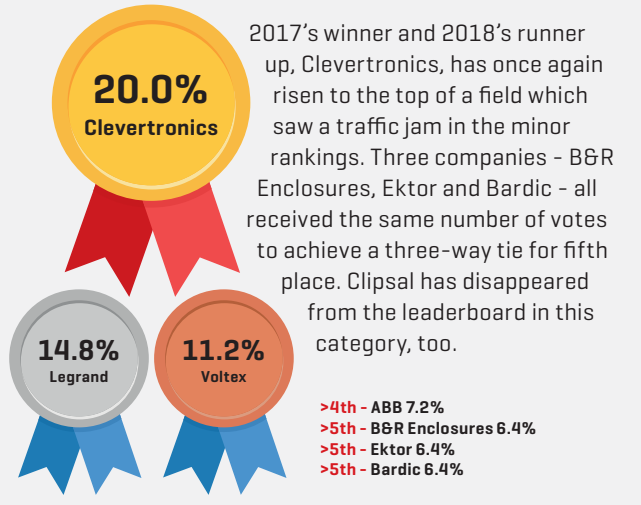
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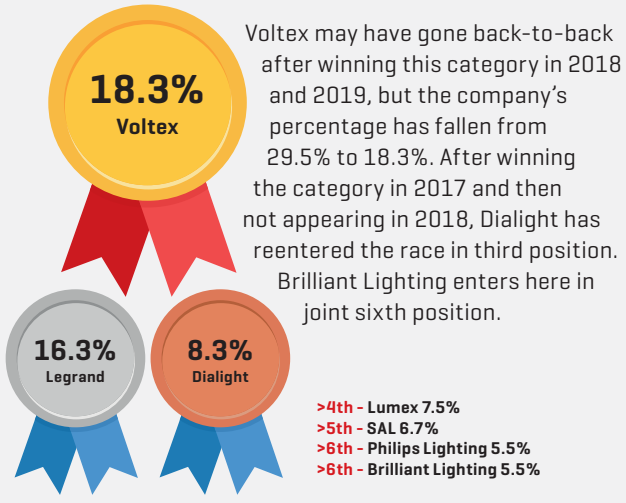
**LED DOWNLIGHTS**



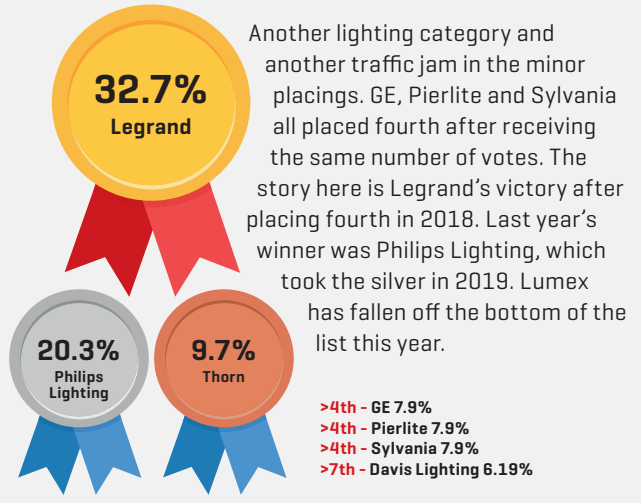
**EMERGENCY/EXIT LIGHTING**



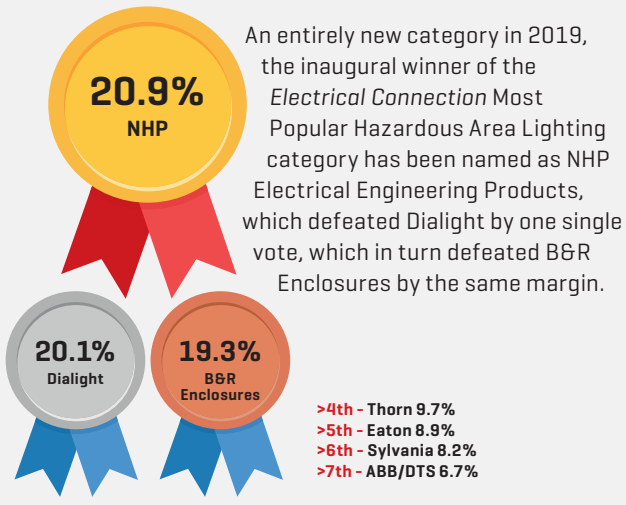
**HIGH-BAY LIGHTING**



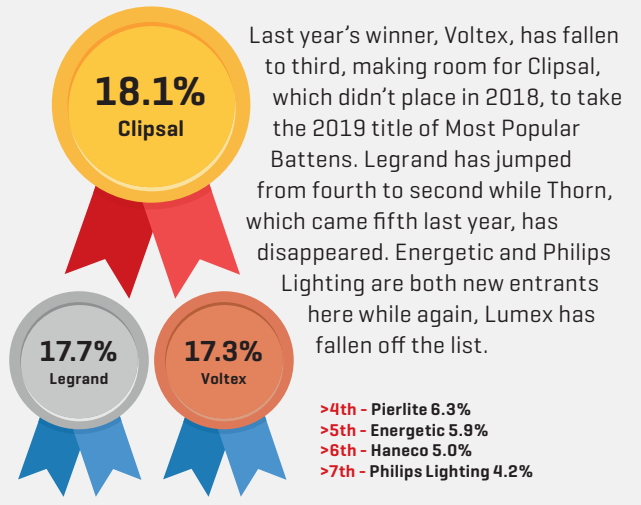
**STREET/PUBLIC LIGHTING**



**HAZARDOUS AREA LIGHTING**



**BATTENS**



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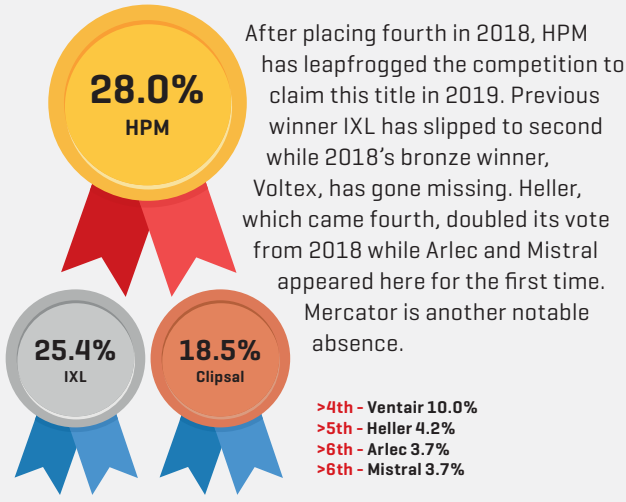
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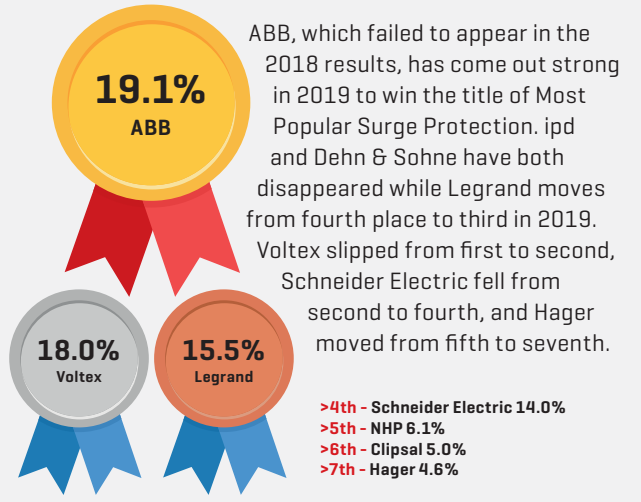
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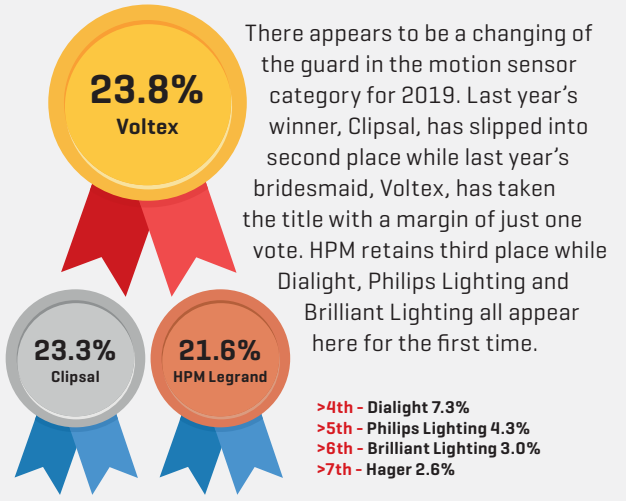
**BATHROOM HEAT LAMPS**



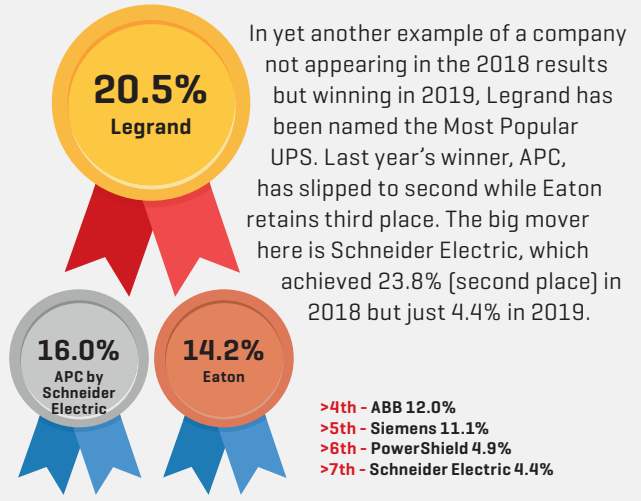
**SURGE PROTECTION**



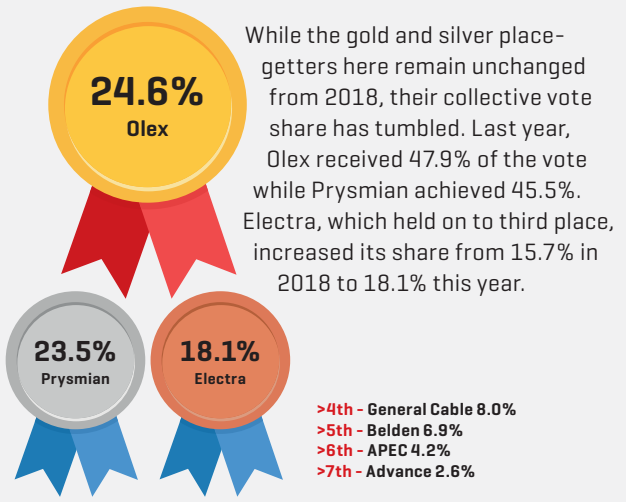
**MOTION SENSORS**



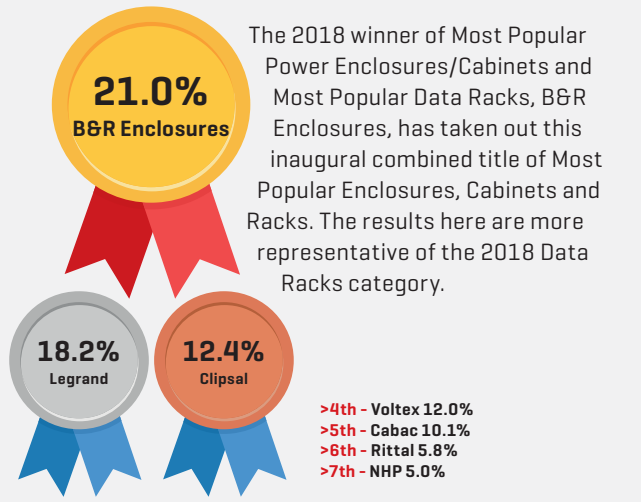
**UPS**



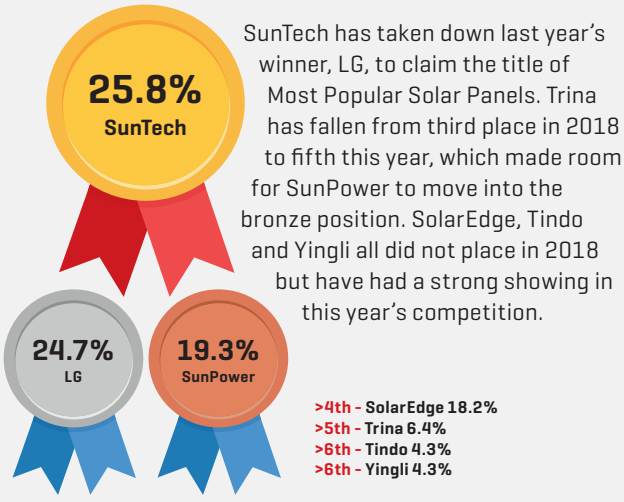
**POWER CABLE**



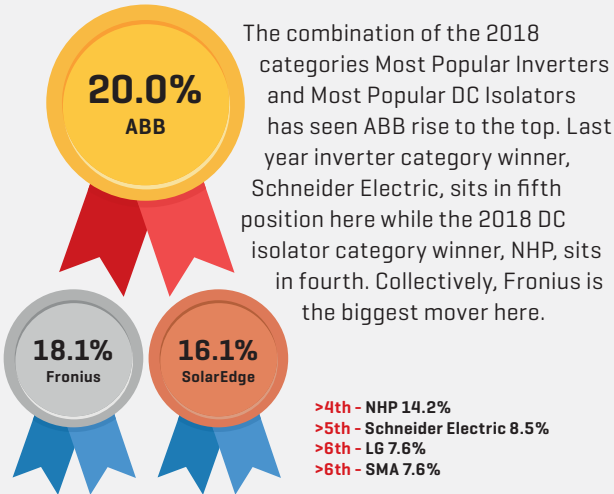
**ENCLOSURES, CABINETS AND RACKS**



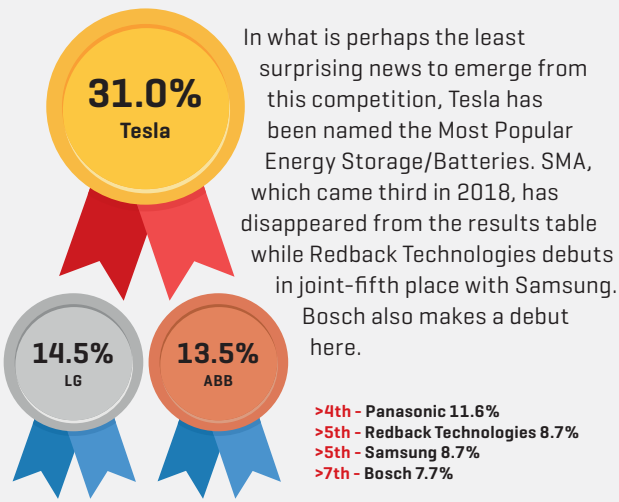
## SOLAR PANELS



## SOLAR PRODUCTS (INVERTERS, DC ISOLATORS, ETC)



## ENERGY STORAGE/BATTERIES



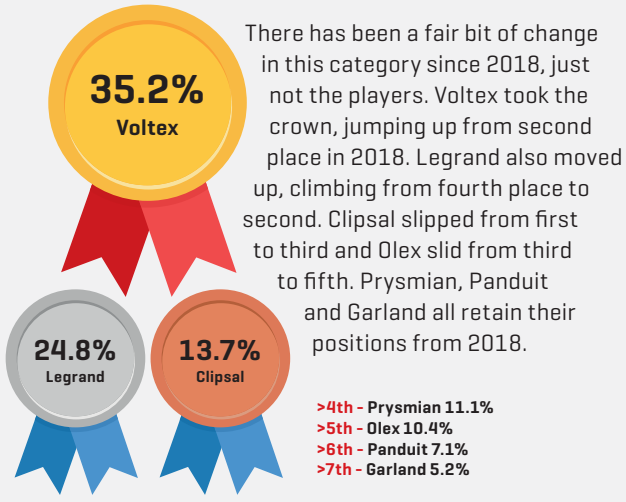
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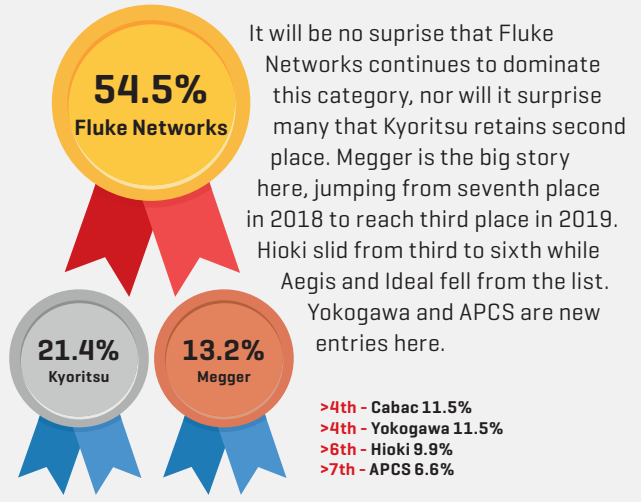
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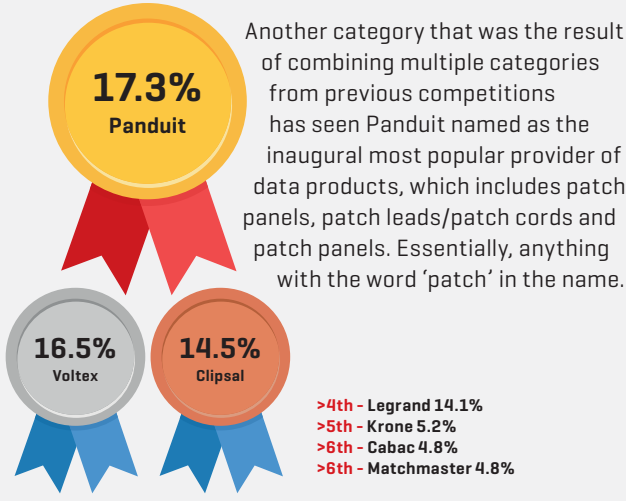
**DATA CABLE**



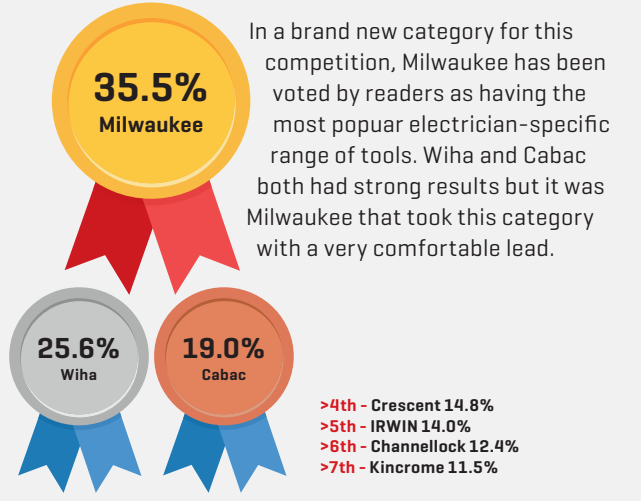
**TEST EQUIPMENT**



**DATA PRODUCTS (PATCH PANELS, LEADS AND CONNECTORS)**



**ELECTRICAL TOOLS**



**CABLE RETICULATION (CABLE TRAY, CONDUIT, ETC)**

