

# 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.

hile 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.



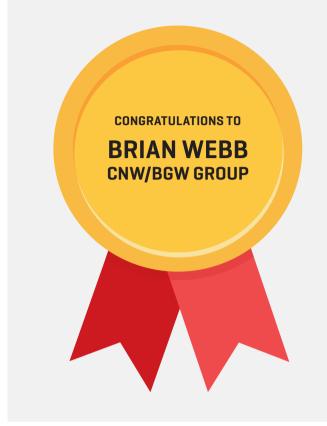
Now in its third year, the Most Popular Awards results are starting to paint a picture of the electrical supply industry landscape. While there are some very clear favourites in the market, there is also a lot of fluctuation when it comes to brand preference.

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





### **MOST POPULAR WHOLESALER**

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



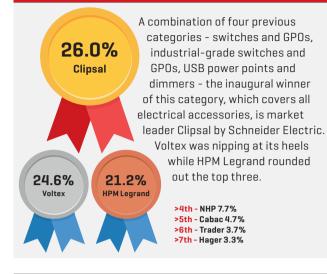
MMEM is the trade wholesale

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.

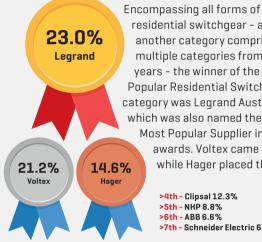




# ACCESSORIES (GPOS, SWITCHES, ETC)



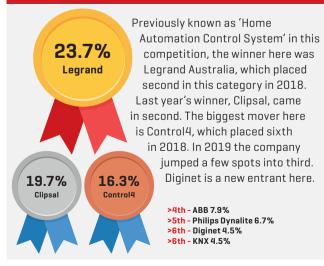
### RESIDENTIAL SWITCHGEAR (DIN ENCLOSURE RCDS, RCBOS, MCBS, ETC)



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.

> >4th - Clipsal 12.3% >5th - NHP 8.8% >6th - ABB 6.6% >7th - Schneider Electric 6.1%

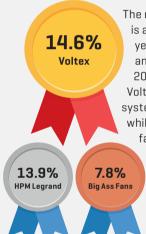
# **RESIDENTIAL AUTOMATION**



# **DOOR ENTRY SYSTEM/INTERCOM**



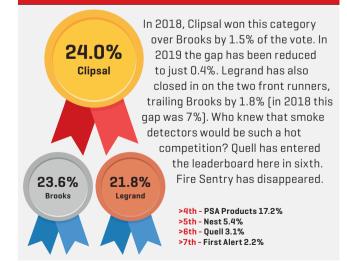
### HVAC (AC, FANS, VENTILATION, ETC)



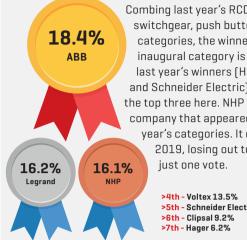
The newly minted HVAC category is a combination of previous years' split system, ceiling fans and ventilation categories. In 2019 it has been taken out by Voltex. Previous winner of split systems, Mitsubishi, placed fifth while previous winner of ceiling fans, Clipsal, came sixth. Voltex was 2018's choice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

> >4th - Daikin 7.5% >5th - Mitsubishi Heavy Industries 5.7% >6th - Clipsal 5.3% >7th - Fantech 5.0%

## **SMOKE DETECTORS**



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



Combing last year's RCD, RCBO, switchgear, push button and VSD categories, the winner of this inauqural category is ABB. None of last year's winners (Hager, Voltex and Schneider Electric) placed in the top three here. NHP was the only company that appeared in all of last year's categories. It came third in 2019, losing out to Legrand by

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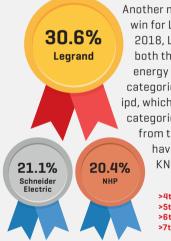
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>5th - Schneider Electric 10.2%

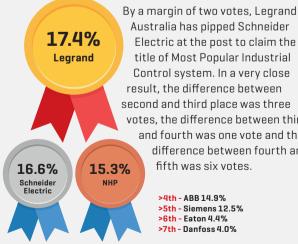
### COMMERCIAL BMS (ENERGY METERING, MONITORING, ETC)



Another new category and another win for Legrand Australia. In 2018, Legrand placed fourth in both the energy metering and energy monitoring/management categories of these awards. ipd, which placed second in both categories in 2018, has disappeared from the leaderboard entirely, as have Power Parameters and KNX.

> >4th - Siemens 15.3% >5th - ABB 10.2% >6th - Clipsal 8.7% >7th - APCS 3.6%

### INDUSTRIAL CONTROL

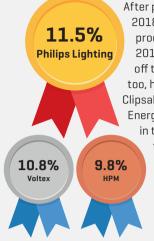


Electric at the post to claim the title of Most Popular Industrial Control system. In a very close result, the difference between second and third place was three votes, the difference between third and fourth was one vote and the difference between fourth and fifth was six votes.

>5th - Siemens 12.5%



# LED DOWNLIGHTS



After placing a distant sixth place in 2018, Philips Lighting has rallied to produce a win in 2019. Conversely. 2018's winner, Lumex, has dropped off the leaderboard altogether. So, too, has last year's third place getter, Clipsal, Brilliant Lighting, Haneco and Energetic have all made their debut in this year's results. SAL dropped from fourth in 2018 to seventh in 2019.

> >4th - Brilliant Lighting 8.4% >5th - Haneco 7.8% >6th - Energetic 7.1% >7th - SAL 6.4%

### **HIGH-BAY LIGHTING**

16.3%

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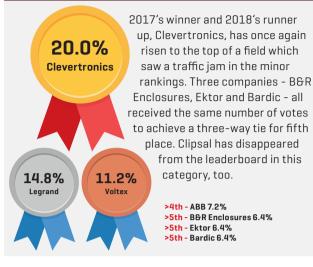
18.3%

Voltex



>4th - Lumex 7.5% >5th - SAL 6.7% >6th - Philips Lighting 5.5% >6th - Brilliant Lighting 5.5%

# **EMERGENCY/EXIT LIGHTING**



### STREET/PUBLIC LIGHTING

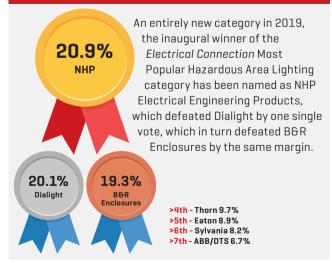


Another lighting category and another traffic jam in the minor placings. GE, Pierlite and Sylvania all placed fourth after receiving the same number of votes. The story here is Legrand's victory after placing fourth in 2018. Last year's winner was Philips Lighting, which took the silver in 2019. Lumex has fallen off the bottom of the list this year.

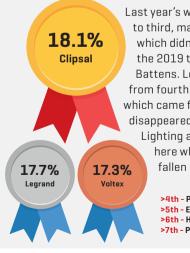
> >4th - Pierlite 7.9% >4th - Svlvania 7.9% >7th - Davis Lighting 6.19%

### HAZARDOUS AREA LIGHTING

Dialinht



BATTENS



Last year's winner. Voltex, has fallen to third, making room for Clipsal, which didn't place in 2018, to take the 2019 title of Most Popular Battens, Legrand has jumped from fourth to second while Thorn, which came fifth last year, has disappeared. Energetic and Philips Lighting are both new entrants here while again, Lumex has fallen off the list.

> >4th - Pierlite 6.3% >5th - Energetic 5.9% >6th - Haneco 5.0% >7th - Philips Lighting 4.2%

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# **BATHROOM HEAT LAMPS**

НРМ

After placing fourth in 2018, HPM has leapfrogged the competition to 28.0% claim this title in 2019. Previous winner IXL has slipped to second while 2018's bronze winner, Voltex, has gone missing. Heller, which came fourth. doubled its vote from 2018 while Arlec and Mistral appeared here for the first time. Mercator is another notable ahsence 18.5% Clipsal

> >4th - Ventair 10.0% >5th - Heller 4 2% >6th - Arlec 3.7% >6th - Mistral 3.7%

### **MOTION SENSORS**

23.8%

Voltex

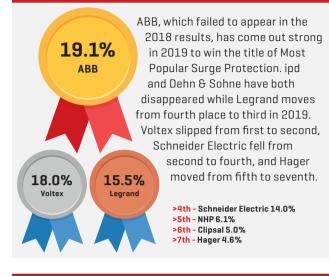
25.4%

IXI

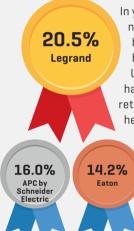


>4th - Dialight 7.3% >5th - Philips Lighting 4.3% >6th - Brilliant Lighting 3.0% >7th - Hager 2.6%

# SURGE PROTECTION



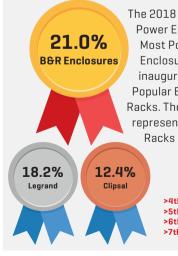
### UPS



In yet another example of a company not appearing in the 2018 results but winning in 2019, Legrand has been named the Most Popular UPS. Last year's winner, APC, has slipped to second while Eaton retains third place. The big mover here is Schneider Electric, which achieved 23.8% [second place] in 2018 but just 4.4% in 2019.

> >4th - ABB 12.0% >5th - Siemens 11.1% >6th - PowerShield 4.9% >7th - Schneider Electric 4.4%

# **ENCLOSURES, CABINETS AND RACKS**



The 2018 winner of Most Popular Power Enclosures/Cabinets and Most Popular Data Racks, B&R Enclosures, has taken out this inaugural combined title of Most Popular Enclosures, Cabinets and Racks. The results here are more representative of the 2018 Data Racks category.

> >4th - Voltex 12.0% >5th - Cabac 10.1% >6th - Rittal 5.8% >7th - NHP 5.0%

**POWER CABLE** 

23.3%

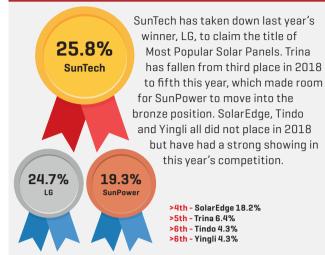
Clinsal

# While the gold and silver place-24.6% Olex 23.5% 18.1% Prysmian Electra >5th - Belden 6.9% >6th - APEC 4.2%

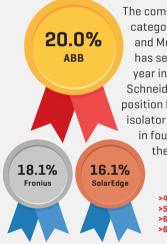
getters here remain unchanged from 2018, their collective vote share has tumbled. Last year, Olex received 47.9% of the vote while Prysmian achieved 45.5%. Electra, which held on to third place, increased its share from 15.7% in 2018 to 18.1% this year.

> >4th - General Cable 8.0% >7th - Advance 2.6%

### SOLAR PANELS



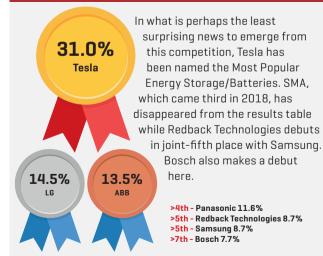
### SOLAR PRODUCTS (INVERTERS, DC ISOLATORS, ETC)



The combination of the 2018 categories Most Popular Inverters and Most Popular DC Isolators has seen ABB rise to the top. Last year inverter category winner, Schneider Electric, sits in fifth position here while the 2018 DC isolator category winner, NHP, sits in fourth. Collectively, Fronius is the biggest mover here.

> >4th - NHP 14.2% >5th - Schneider Electric 8.5% >6th - LG 7.6% >6th - SMA 7.6%

### **ENERGY STORAGE/BATTERIES**



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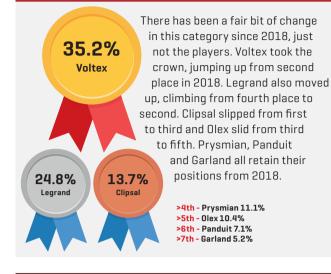
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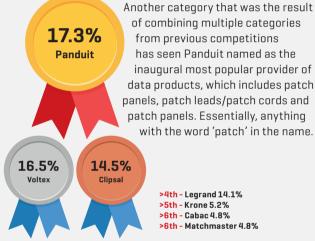
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# DATA CABLE



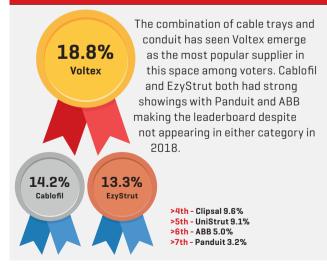
### DATA PRODUCTS (PATCH PANELS, LEADS AND CONNECTORS)



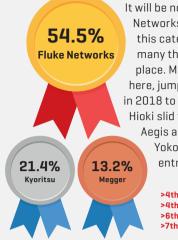
of combining multiple categories from previous competitions has seen Panduit named as the inauqural most popular provider of data products, which includes patch panels, patch leads/patch cords and patch panels. Essentially, anything with the word 'patch' in the name.

> >4th - Legrand 14.1% >5th - Krone 5.2% >6th - Cabac 4.8% >6th - Matchmaster 4.8%

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



# **TEST EQUIPMENT**



It will be no suprise that Fluke Networks continues to dominate this category, nor will it surprise many that Kyoritsu retains second place. Megger is the big story here, jumping from seventh place in 2018 to reach third place in 2019. Hioki slid from third to sixth while Aegis and Ideal fell from the list. Yokogawa and APCS are new entries here.

> >4th - Cabac 11.5% >4th - Yokogawa 11.5% >6th - Hinki 9.9% >7th - APCS 6.6%

### **ELECTRICAL TOOLS**

