E/D/E power tools

The core functions of the Power tools-section are purchasing, product management and distribution.

As specialists, the employees are the contacts for members and suppliers. Through permanent dialogue on all levels, we always have the relevant information about the current ranges. This exchange of information is ensured by intense cooperation of competence groups and boards, but also by a well functioning network of suppliers.

The Power tools-section deals with the following product ranges:

- Manual power-tools incl. accessories
- Mobile and stationary compressors
- Screw compressors and refrigerant type dryers incl. accessories
- Semi-stationary machines for wood- and metal-working
- Intelligent metering equipment

Turnover-development (in Million Euros without ZEUS):

- 2011 430
- 2012 422
- 2013 415

The expert group generated 1.4 percent less turnover than in

2012, peaking at 415 million Euros. The entire specialised trade for power tools suffered in 2013 from a regressive development (4.6 percent German consumer climate index). For 2014, a turnover of 428 million Euros is expected, corresponding to an increase of 3 percent.

Our members make ample use of the catalogues for power and pneumatic tools, tailored to the needs of their target groups. In this context, we provide differentiated catalogues for specialised market impact for specialised dealers from distribution groups PREMIUM and UNION, that live up the highest standards. With a shelf-life of about one year for our catalogues we accordingly pay our dues to the fast innovation-cycles within in the industry.

Further more, we provide catalogues tailored to target groups for our other specialised groups.

All in all, the number of our catalogues in the area of power and pneumatic tools reaches about 200,000 copies.

Target group-oriented catalogues in the area of power and pneumatic tools are today being used in Austria, Germany and Poland.

An intense cooperation with chosen manufacturers in acquisition and distribution as well as sophisticated marketing activities secure a strong position in their respective regional markets for our performance groups.

The performance groups power and pneumatic tools are the strongest community in this industry-sector in Germany, with a share of more than 60 percent in the relevant market.

Within the context of a professional supplier-management we have signed agreements with more than 140 suppliers. Our long-lived and active partnerships underline the vivid cooperation with all important suppliers from the industry.