

Press release

Wuppertal, 13 December 2011



E/D/E turnover rises to record level of over €5 billion

Yesterday at around noon, turnover at the Wuppertal-based family-run enterprise passed the €5 billion mark for the first time in the company's 80-year history.

Wuppertal – E/D/E is reporting that turnover for the current business year is at the highest level in the company's 80-year history. Yesterday, 12th December, the purchasing and marketing association's turnover climbed above €5 billion. Hans-Jürgen Adorf, Chairman of the E/D/E Management Board, announced that the company had reached its self-imposed target at 1:03 p.m. CET. As a result, the company's total turnover has risen by around €1 billion compared with the 2009 level.

“The announced return to our medium-term growth strategy, CHALLENGE 2012 has thus been confirmed,” says Adorf. “We expect to achieve a total turnover of €5.15 billion in 2011.” E/D/E wants its turnover to exceed €6 billion by the end of 2014 at the latest. “We expect our new subsidiary EDE International to give us a big boost by further intensifying our efforts on the European market,” says Adorf.

A particularly favourable development is that all of E/D/E's product areas are experiencing growth. The biggest growth during the first nine months of the current business year was achieved by the Rolled Material, Steel product area, where turnover increased by 40.9 percent to €646 million. Occupational Safety, Technical Trade / Workshop Material saw turnover rise by 20 percent to €408 million.

The turnover at Tools, Machines and Company Equipment rose by 15.7 percent to €973 million, while at Building Technology the increase was 11.4 percent to €743 million. The area of Building Elements, Building Equipment, Fastening Technology posted a turnover of €397 million (up 9.8 percent). At Building and Furniture Fittings, Security Systems turnover was €637 million (up 5.3 percent), while at Garden Technology, Other it was €164 million (up 5.7 percent).

In addition, E/D/E launched a comprehensive quality and service offensive, encompassing a number of investment packages. With its First-class-Service 48 project, the medium-sized company is taking up a prominent position within the sector and setting itself apart from the competition.

“As a reliable partner, we will further expand the range of services we offer our members and continue to boost service quality,” says Adorf. “We will continue to do everything we can to ensure that our members enjoy working together with E/D/E — both in their day-to-day activities and on the strategic level.”

E/D/E

E/D/E (Einkaufsbüro Deutscher Eisenhändler GmbH — Purchasing Association of German Hardware Dealers) is Europe’s largest purchasing and marketing association. Its members include more than 1,000 medium-sized trading companies in the area of industrial wholesale distribution, as well as 376 additional retail traders. These companies deal in tools, machines and company equipment, building fittings and building elements, sanitary and heating equipment, steel and mounting technology, welding and security systems, industrial technology and occupational safety products. Most of these member companies primarily supply commercial clients from industry, the skilled trades and municipalities.

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