

Press information

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Einkaufsbüro
Deutscher
Eisenhändler GmbH

EDE International: New co-operation with French association EQIP

E/D/E Unternehmens-
kommunikation

EDE Platz 1
42389 Wuppertal

The aim of the new cooperation between EQIP, France's leading construction fittings association, and EDE International AG is to utilise joint strengths and create synergies.

"When two successful organisations join forces, both sides can gain strength. We look forward to a long-term and trusting co-operation with EQIP", says Annegret Franzen, Managing Director of EDE International AG. With an external turnover of around 2 billion euros, 17 member companies and 750 sales outlets in France and Belgium, EQIP is the leading association of independent retailers specialising in hardware for the construction and industrial sectors. It is primarily aimed at professionals in the construction, industrial and public sectors.

A strong partnership at eye level

EQIP has been cooperating with EBH (Euro Baubeschlag Handel AG) since 2018. The cooperation with EDE International followed on 1 November 2023. Both organisations will remain fully independent, in particular by maintaining their differentiated market presence and independent marketing activities and advertising. However, joint activities in goods procurement, logistics, purchasing and services will be successively examined. "In these areas, we can benefit from each other, learn from each other and ultimately increase profitability and achieve cost benefits on both sides," explains Annegret Franzen.

Alliance has advantages for both parties

Anne-Marie Bihel, Managing Director of EQIP, is also convinced of the potential of the new partnership: "Following the intensive negotiations, we are delighted that we can now start working with the E/D/E Group and thus achieve important purchasing advantages for our French and Belgian members. This will further consolidate our position as the leading building fittings association," Bihel is certain.

One of the next important steps on the cooperation agenda has already been finalised. An exclusive purchasing range is to be made available to EQIP members, as all of them can utilise the services of E/D/E. There are also plans to take over centralised payment for other EQIP members in the future.

About EDE International

EDE International AG, founded in 2011 and based in Switzerland, is a wholly owned subsidiary of Einkaufsbüro Deutscher Eisenhändler GmbH. It is responsible for all European activities outside of Germany. The aim is to provide customised, country-specific and direct on-site support to members and suppliers. On the internet: <http://www.ede-international.com>

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About E/D/E

The E/D/E Group (Einkaufsbüro Deutscher Eisenhändler GmbH) is Europe's leading purchasing and marketing association with approximately 950 affiliated SME trading companies in the field of industrial B2B business and some 200 further retailers. These companies deal in tools, machines and factory equipment, building fittings and building components, sanitary and heating, steel and fastening technology, welding, safety and industrial engineering, as well as PPE products. The majority of these member companies supply mainly commercial customers from industry, the craft sector and local authorities. The E/D/E Group also includes the subsidiaries ETRIS Bank GmbH, Toolineo GmbH & Co. KG, EDE International AG, ESH Euro Stahl-Handel GmbH & Co. KG, e + h Services AG, eDC Haustechnik-Daten GmbH & Co. KG as well as DELCREDIT España S.A., PVH FUTURE LAB GmbH and EURO-DIY GmbH & Co. KG. On the internet: www.ede.de

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Rik Lecot, President of EQIP (Source: EQIP)



Anne-Marie Bihel, Managing Director of EQIP (Source: EQIP)

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