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## **COOPERATION AGREEMENT WITH GRUPO REDELEC, ARGENTINA**

At their General Assembly in Budapest the members of FEGIME voted to sign a Cooperation Agreement with the Argentinian group of independent electrical wholesalers “Grupo Redelec Argentina S.A.” with effect from 1st October 2016.

Redelec was founded in 2001 and has long since established itself as the biggest group in Argentina with a market share of over 30%. It has 14 member wholesalers with a total of 32 outlets and 900 employees.

The group is active in all the business areas of our sector and already does substantial turnover with several FEGIME European Preferred Suppliers. The contact between the groups began over 15 years ago when founding members of Redelec visited FEGIME members in Spain for an exchange of ideas and best practices amongst independents. The result was a very similar group with a similar vision, philosophy and mission - a solid foundation for working together.

The areas of cooperation have already been defined and include suppliers, Product Information Management and next generation organisations. And in this latter category the first activity has taken place. Following a late cancellation, a place on the FEGIME Advanced Management Programme became available and within just a few days a Next Generation member from Argentina joined FEGIME Future for this year’s Module in Ashridge, UK. Vice President of Redelec, Pablo Balán, said: “I am delighted that we have signed the agreement. We are convinced that cooperation with FEGIME will help us to further improve our position as independents – in full alignment with the Redelec slogan Synergies towards Excellence. We are a group of like-minded, independent wholesalers and we are looking forward to an inspiring exchange of ideas and best practices with FEGIME.” David Garratt, Managing Director of FEGIME, added: “It has always been the task of FEGIME to guarantee the independence of electrical wholesalers throughout Europe. I am very happy that we have now decided to work with our Argentinian colleagues, to expand the network and to generate value on two different continents - both for ourselves and for our partners.”

27.10.2016 – E. Reignier