

# RAEC CELEBRATE ITS 5<sup>TH</sup> YEAR ANNIVERSARY

The celebration of the first anniversary of RAEC took place on the 2nd of February 2017 at the palace complex "Turandot".

The evening brought together the heads of the twelve RAEC participating companies, the top managers of the Association, the owners and top managers of more than forty supplier companies of electrical goods, as well as representatives of IMELCO.



The evening was opened by the members of RAEC's management committee: Andrey Sukhoverkhov, Chairman of RAEC and Chairman of the Board of Directors at AVS-electro, Anton Bork, CEO of Elevel, Alexander Sheiko, CEO of EC "Eco-Svet" and Vladimir Glazunov, Chairman of the Board of Directors at EKS. In their welcoming speeches they expressed their gratitude to the participants for their cooperation and emphasized that this evening, as well as all the activities of the association, was aimed to bring



together the best suppliers and distributors in the Russian market: "Together we can do more! Open relationship of trust, collaboration in setting goals and solving problems enhance the businesses of each participating company". The evening was continued by the speech of Mr. Konrad Ramhorst, executive director of the German association of



electric companies MITEGRO, who congratulated RAEC on behalf of IMELCO and shared his experience of international cooperation.

The business part of the program was devoted to the future of both the global and Russian market for electrical goods. The special guest of the evening German futurologist Sven Gábor Yanszki was the first to cover the topic and he did it

## NETWORKING

in a vivid and persuasive manner. The discussion continued in the form of a colloquium on the topic "Russian Market of Electrical Goods - what's next?" Aleksin Conan (General Director for Russia and CIS, Legrand Group), Dmitry Kurpekov (vice president of the retail division, Schneider Electric), Dmitry Nalagin (president, "Light technologies"), Bohumil Stephan (CEO in Russia, CIS and Poland, Ledvance), Alexei Stepashin (Chairman of the Board of Directors, IEK) and Dmitry Kolpashnikov (CEO, DKC) shared their thoughts on the issue.

The speakers supported Mr. Yanszki's idea of a penetrating influence of digital technologies on the consumers, the market, the business, and on the need for distributors to take up a leading role in the development of e-commerce, big data management and market research.

After thanking the speakers for the active and open dialogue, the hosts of the evening went on to the most important part - the awarding ceremony for the best RAEC suppliers. Under the tumultuous applause the well-deserved and exclusive awards were given to:

In the nomination "The Godfather of RAEC" - Dmitry Nalagin, president of "Light Technologies", since it was he, who a few years ago put forward the idea of creating the association.

In the nomination "The pioneer of RAEC" - Schneider Electric, as the first company to enter into a formal cooperation agreement with the RAEC.



In the nomination "Leader of RAEC turnover" – the company IEK, for the most rapid growth in turnover among all RAEC suppliers.

In the category "RAEC Locomotive" - the company DKC, for continuous growth and advancement of both their company and other RAEC members.

In the category "RAEC Olympic reserve" - Varton company, as the youngest and most prospective RAEC supplier.

And finally, the long-awaited moment of the announcement of "The Best RAEC Supplier" came. RAEC's Chairman Andrey Sukhoverkhov addressed the audience: "In my opinion, this company possesses such qualities as loyalty, willingness to accommodate requests, a competent commercial policy and effective products. I am proud that each of our suppliers has these attainments. However, there is always one who is a little ahead of the rest. The title of the best RAEC supplier, a kind of grand prix, goes to the Legrand company and Alexis Conan."

The evening continued with a drinks reception and a friendly communication in the unique atmosphere of the Silver Hall. Perhaps, it was the first time the walls of the "Turandot" palace complex saw so many successful people united by a common goal and sincerely sharing their success with each other.

**RAEC - THE POWER OF COOPERATION!**