

BRUSSELS / OCTOBER 6<sup>TH</sup>, 2020

## **Supplier Award Program 2020 / Announcement of the outcomes**

*IMELCO, the worldwide largest cooperation of independent electrical wholesalers, is proud to disclose the results of the yearly worldwide survey conducted with its associated members at the local and national levels.*

The true value and success of IMELCO lay in the human connections that it creates across countries, cultures, and product sectors, enabling exchange of best practices among its members as well as transmission of a sharp and genuine feedback from the local markets to our partner suppliers. This combination helps attending outstanding business results and build trust.

Despite the global impact of the pandemic that put our members in front of new economic circumstances and additional challenges, we have successfully carried out the annual performance analysis of all manufacturers, who may count as IMELCO strategic partners, and here are the results:

### **OVERALL WINNER:**

**"Rookie of the year" with the specific  
recognition in the categories  
"Commercial Policy and EDI":**

**LEGRAND**

**Consistently high performing in the categories  
"Marketing support, Sales Force Effectiveness,  
Digitalisation and Statistics:**

**SCHNEIDER  
ELECTRIC**

**Best rating in the category  
"Delivery and Logistics":**

**THEBEN**

Our congratulations to all winners on these excellent achievements!  
At the same time, we wish to thank all our suppliers for their partnership with IMELCO and their continued business with our members. We trust that acting together, we will be able to defy obstacles and downturn trends!

In conclusion, we wish to mention that, as usually, those suppliers who support our central marketing measures will receive their individual surveys including specific evaluation and benchmark by country (2nd half of October 2020).



### **ABOUT IMELCO**

Headquartered in Brussels - BE, IMELCO is a member-owned group of electrical wholesaler organizations across Europe, Australia, New Zealand Russia and North America.

Established more than 25 years ago, IMELCO brings business partners from 22 countries to one table, enabling the exchange of experiences and facilitating a common framework for the success of individual members and the group at large.



### **PRESS CONTACTS**

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