

*3rd EFIDA EUROPEAN
CONGRESS*

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Introduction

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and

Member of the Board

Market structures of the industrial distribution in Germany

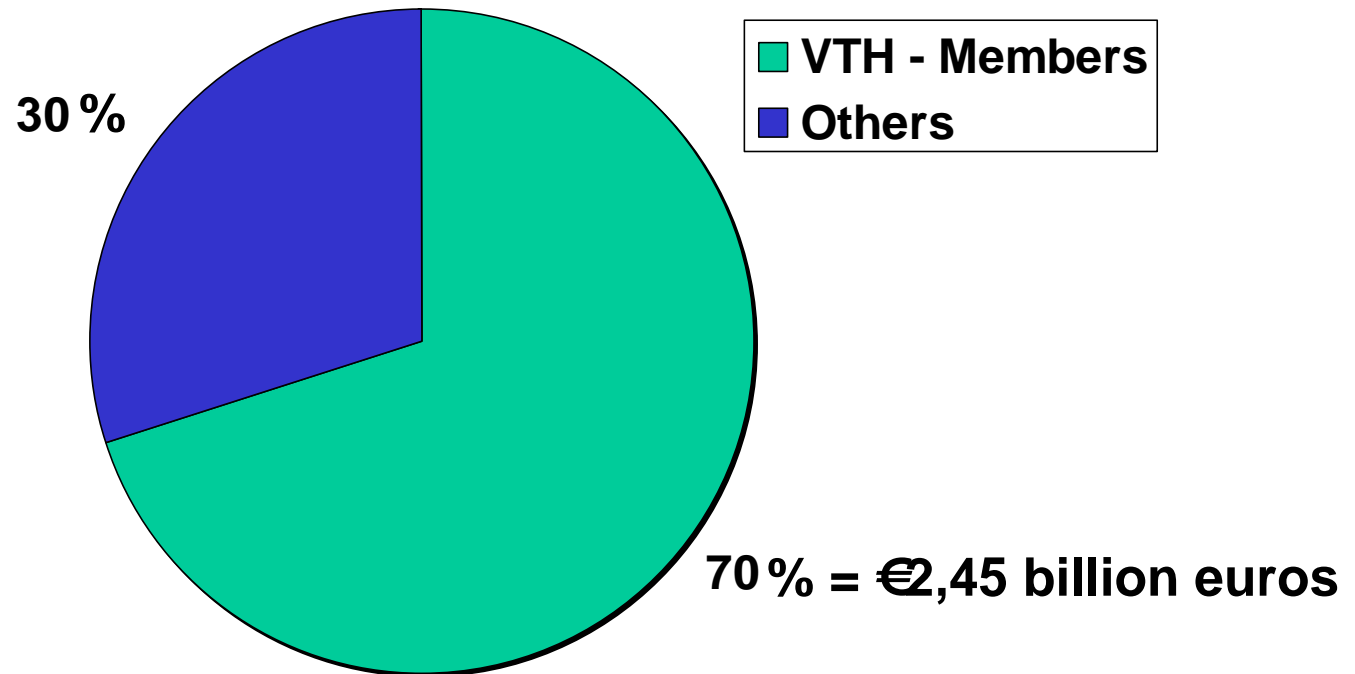
Number of distributors

- 600 industrial distributors in total
- 290 VTH members with 380 outlets in Germany
- 10 VTH members with 30 outlets in Austria



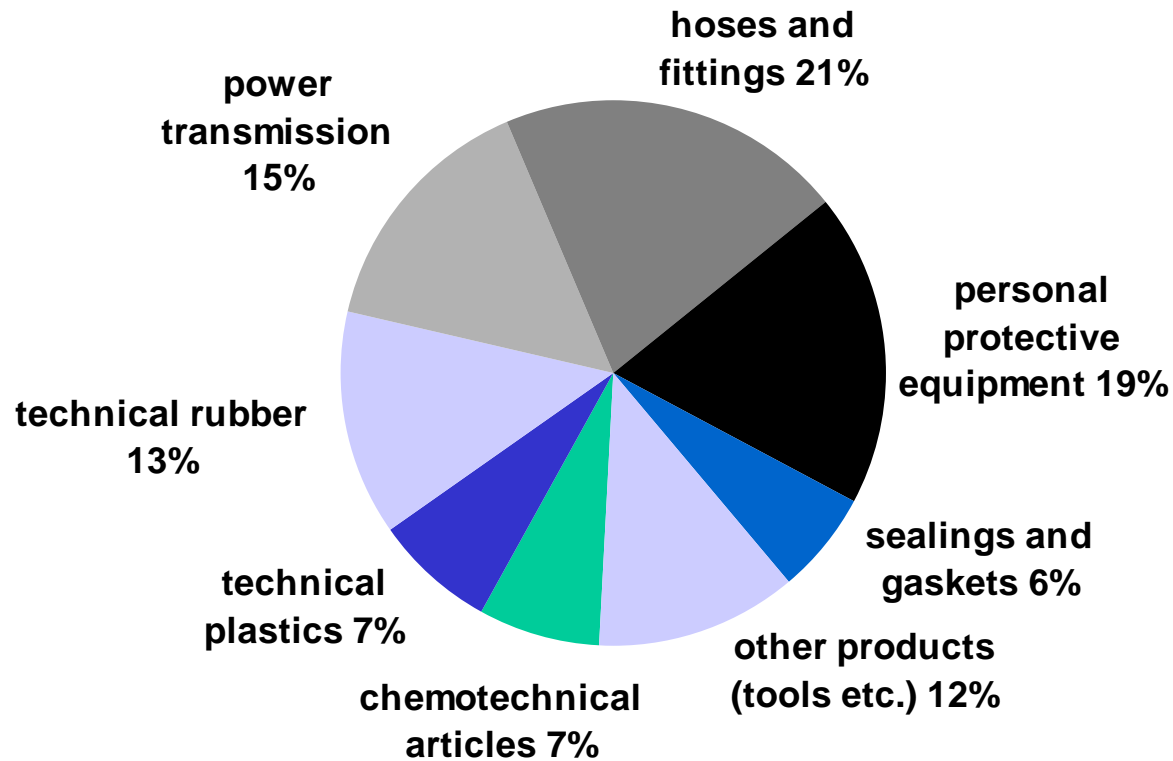
VTH means over 400 industry-related services in your proximity...

Sales volume in 2008 = €3,5 billion euros in total



Market structures of the industrial distribution in Germany

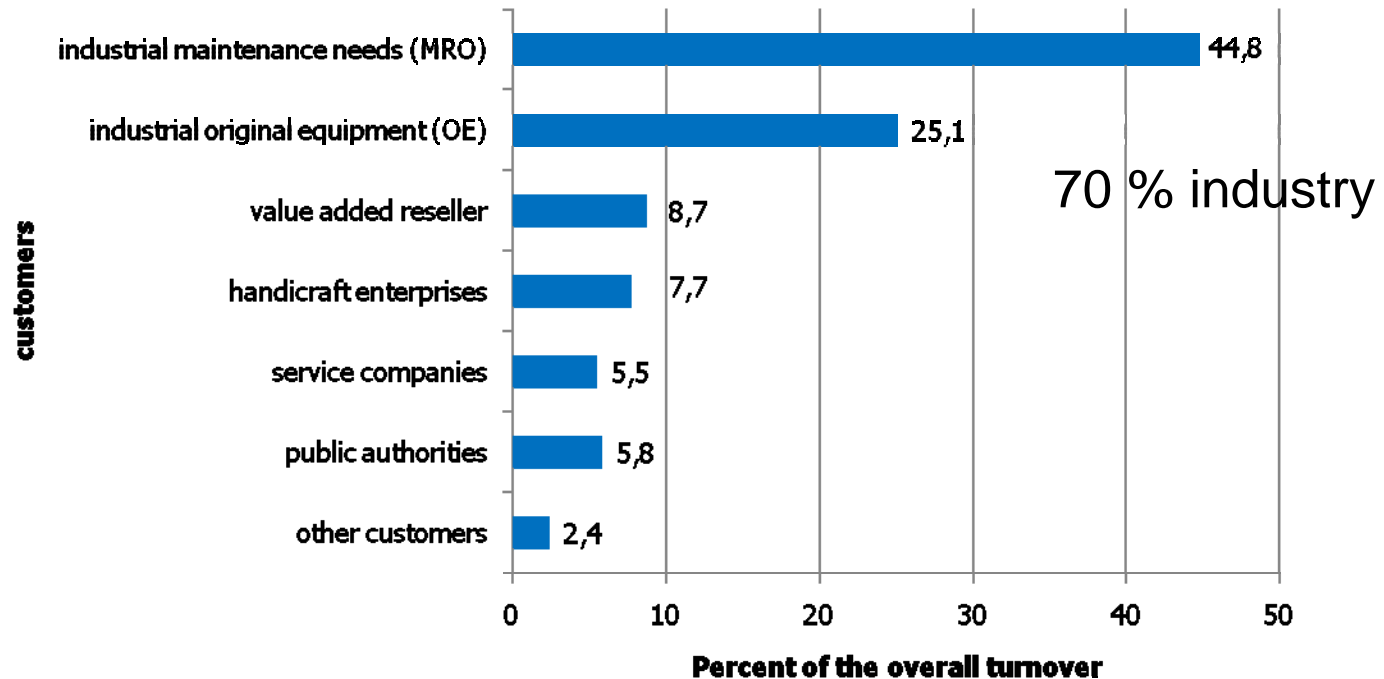
Major product lines



Market structures of the industrial distributors in Germany

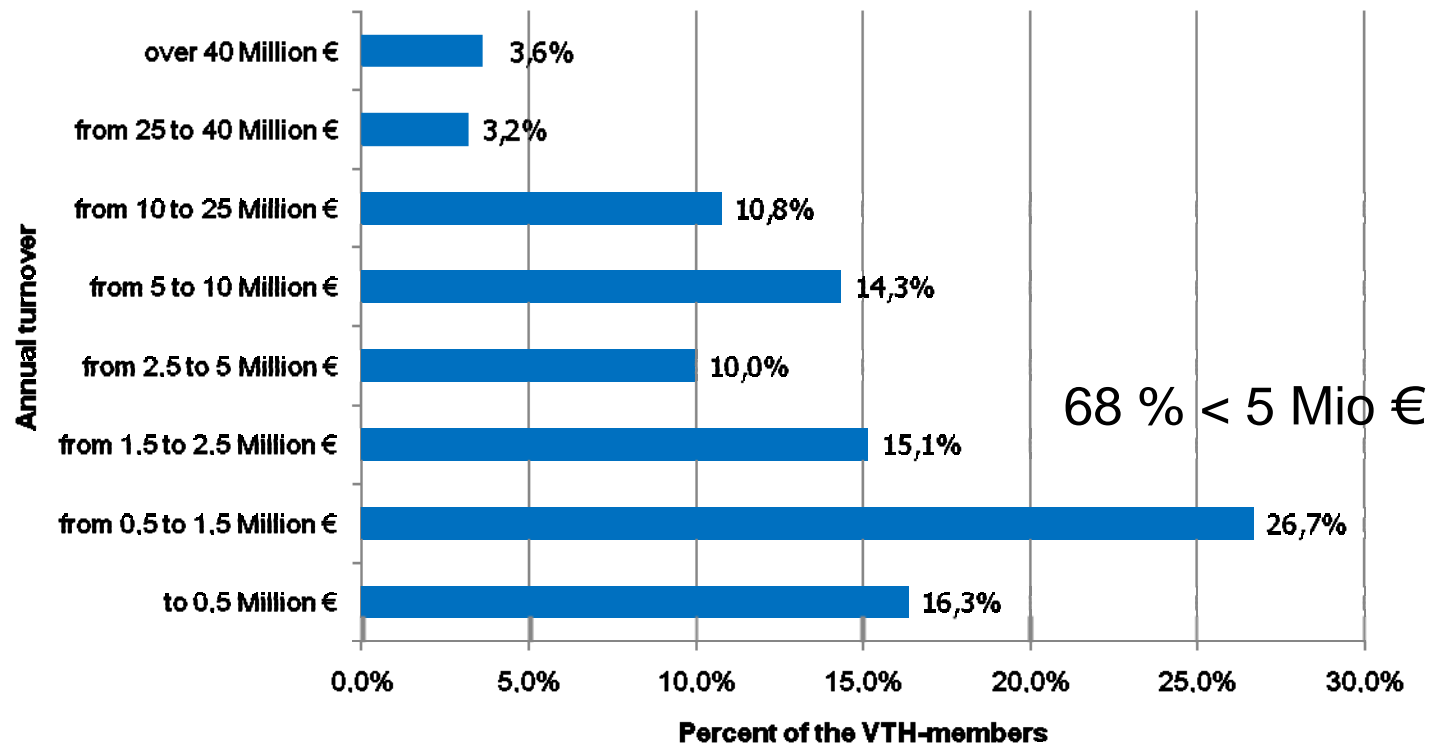
Structure of customers

Classification of sales in percent from 2007



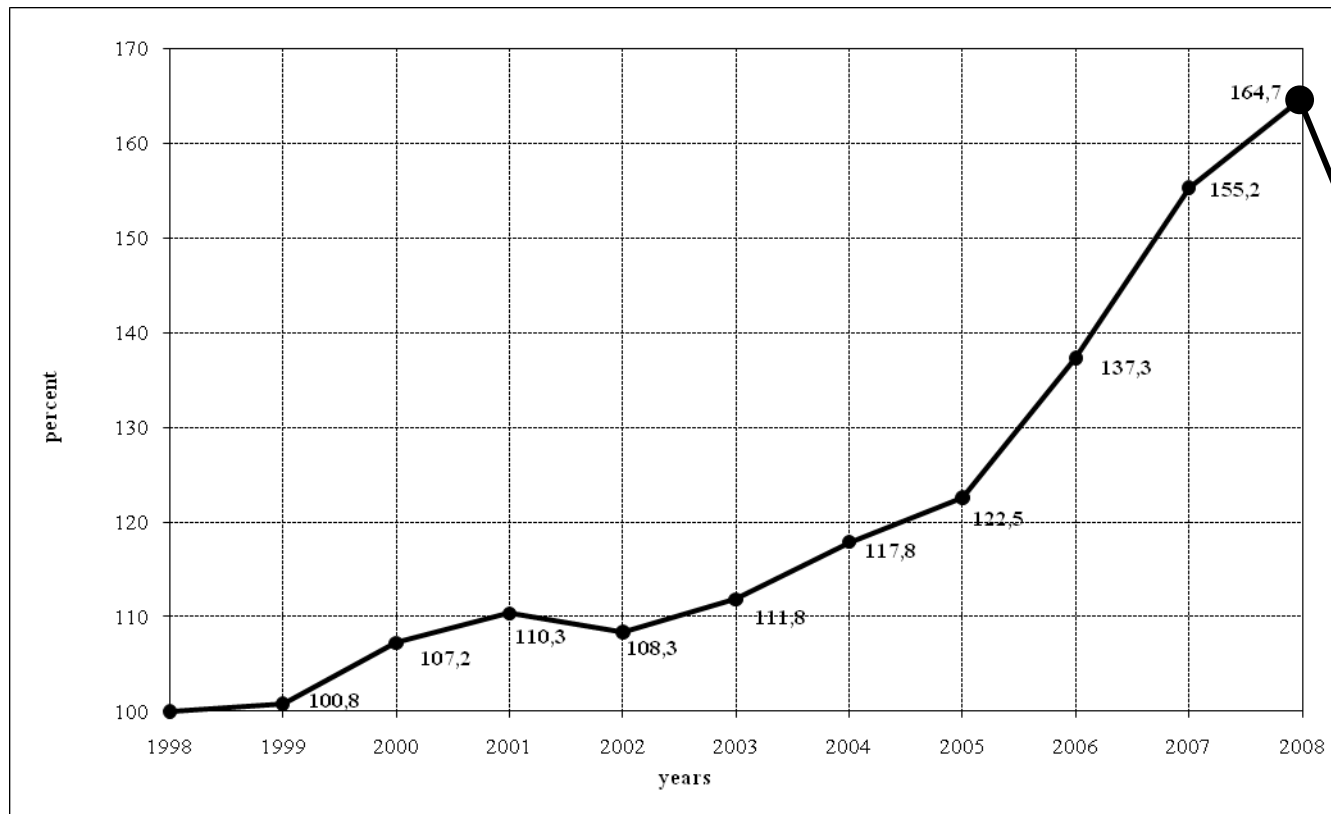
Market structures of the industrial distributors in Germany

Size structure of industrial distributors in Germany in percent of the VTH-members



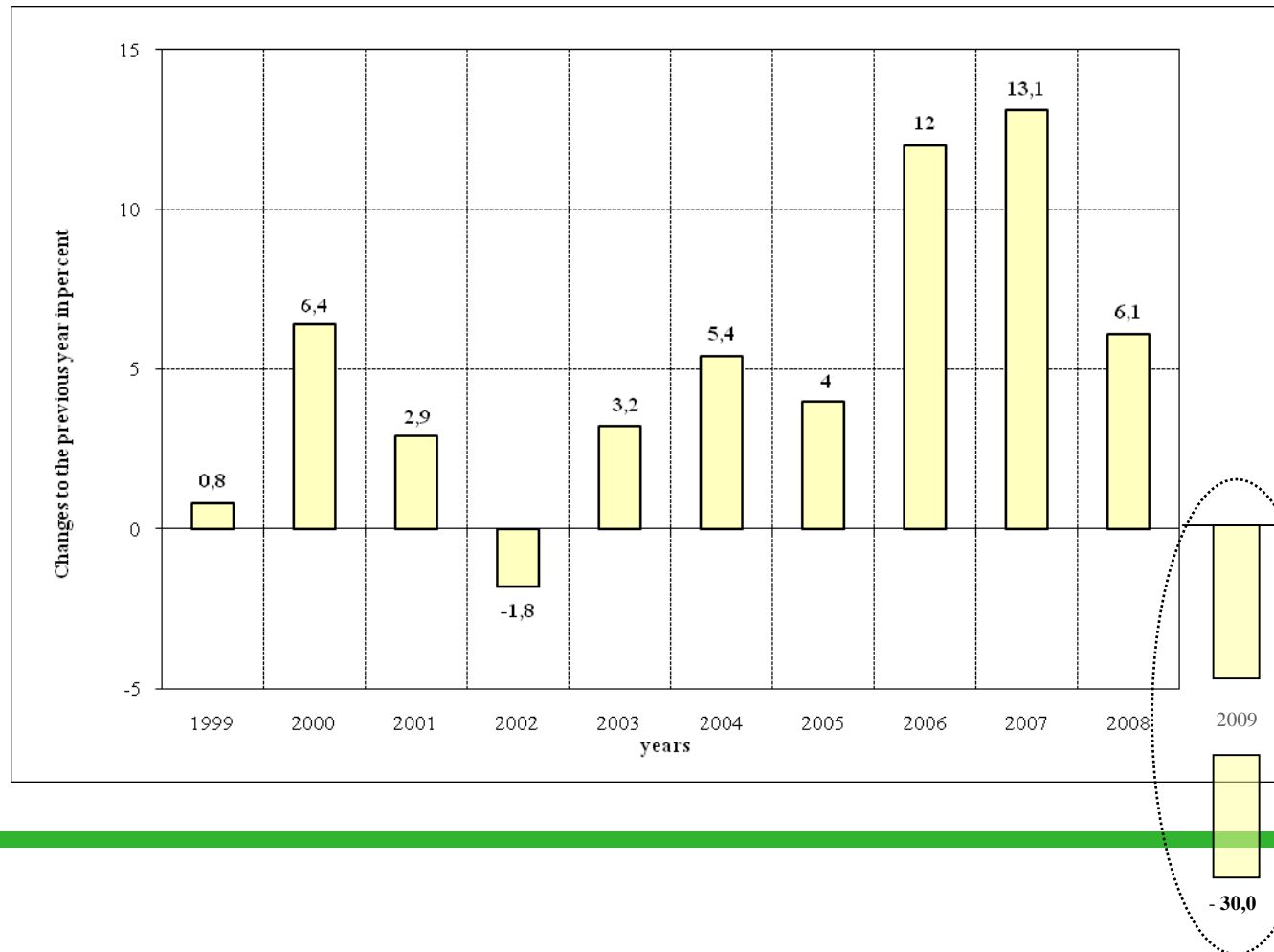
Market structures of the industrial distributors in Germany

Increase of turnover from 1998 to 2008 (basis 1998 = 100)



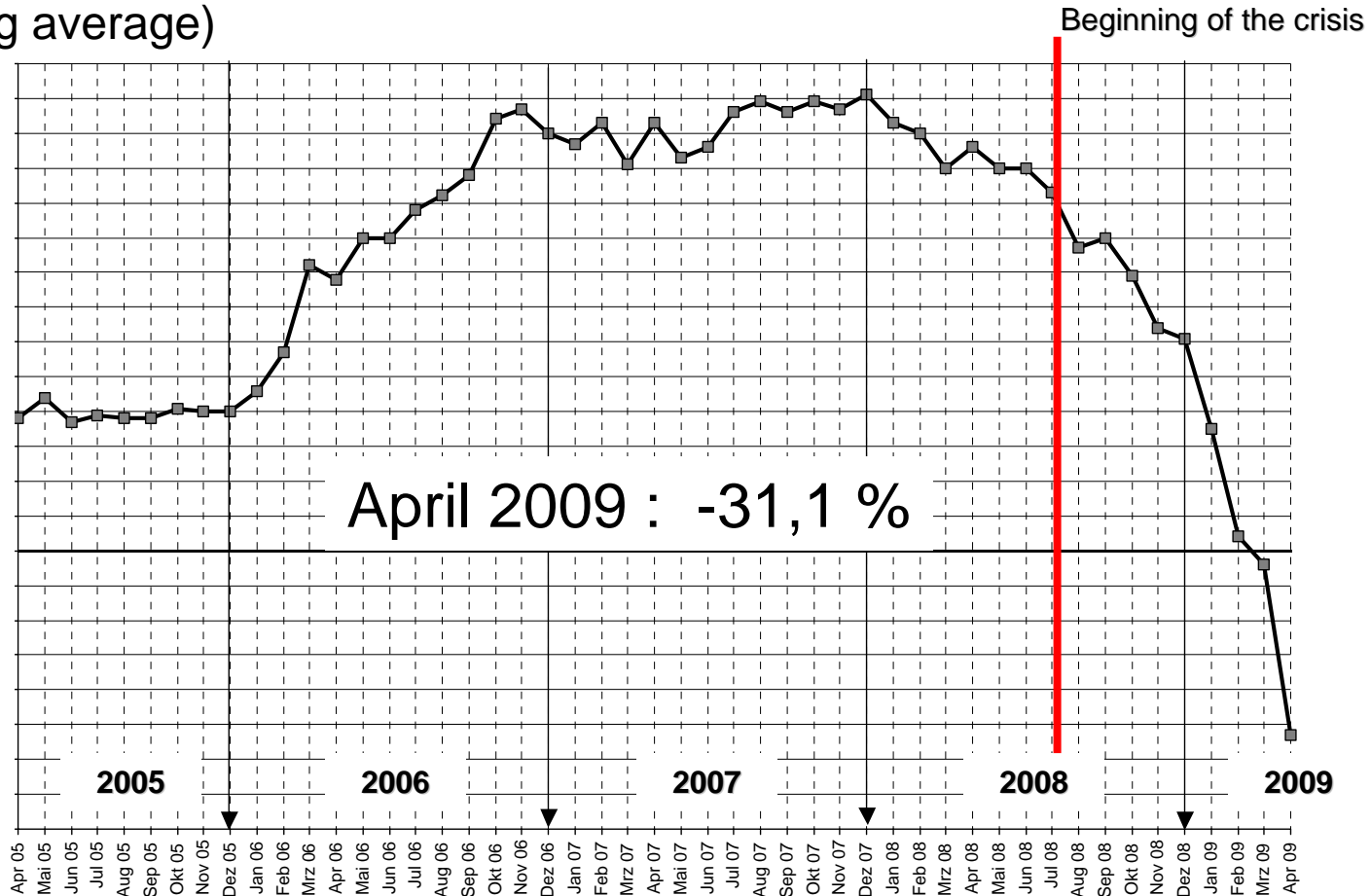
Market structures of the industrial distributors in Germany

Development of turnover from 1999 to 2008 (from year to year)



Market structures of the industrial distributors in Germany

Development of turnover from 2005 to 2009 (moving average)



Trends (more or less)

Dealers

- specialization
- services
- manipulation
- cooperation
- professional competence

Industry

- full assortments
- multicorporate enterprises
- approved dealers

Market structures of the industrial distributors in Germany

www.vth-verband.de

Our website with more informations



The screenshot shows the homepage of the VTH Verband Technischer Handel e.V. website. The header features the VTH logo and a banner with images of technical components. Below the banner, the text reads "VTH Verband Technischer Handel e.V.". A left sidebar contains a navigation menu with buttons for Home, Verband, Mitglieder, Fachgruppen, Branche, Aktuelles, Top-Partner, EFIDA, Links + Tipps, Intern (Login), Kontakt, and Impressum. The main content area displays a welcome message: "Willkommen beim VTH Verband Technischer Handel e.V." followed by a graphic titled "TECHNISCHER HANDEL ..." which includes icons for various technical services and the slogan "... Dienstleistung hat Zukunft". Below the graphic, it states: "Aktiver Repräsentant einer aktiven Branche an der Schnittstelle zwischen dem professionellen Anwender und der herstellenden Industrie". The footer contains a navigation bar with links for Home, Verband, Mitglieder, Fachgruppen, Branche, Aktuelles, Top-Partner, EFIDA, Links + Tipps, Intern, Kontakt, and Impressum, along with the contact information: "VTH Verband Technischer Handel e.V. · Prinz-Georg-Straße 106 · 40479 Düsseldorf · Tel. (0211) 44 53 22 · info@vth-verband.de".

Market structures of the industrial distributors in Germany

www.tectop.de

The new web-based searching-machine for industrial distributors



The screenshot shows the homepage of the tectop website. At the top, there is a navigation bar with the tectop logo and the tagline "Die TECHNIK-Suchmaschine". To the right is the VTH logo and "VTH VERBAND TECHNISCHER HANDEL E.V.". Below the navigation bar is a search bar with a "Volltextsuche" input field, a "Suchen" button, and a "Ort/Umkreis" dropdown menu set to "30 km".

The main content area is divided into several sections:

- Startseite / Serviceleistungen:** A list of services including Kettenkonfektionierung, Endlosfertigung von Prozeßbändern, Fördertechnik, Seilkonfektionierung, Feuerwehr Objektpläne und Feuerwehr Einsatzpläne, Kunststoffspritzerei, Hebeteknik, Schlauchkupplungen, Gummierete Stoffe und Gewebe, Gummierung, Brandschutztechnik, Kunststoffhalbzeuge, Klebefachkraft, Einsatzberatung, Kunststoffe, Armaturenbeschichtung, Gummiformartikel, Meßtechnik und Regeltechnik, Flanscharmaturen, Wartung von Hydraulikaggregaten, Profilrahmenkonfektionierung, Zahnriemen und Zahnscheiben, Werkzeuge, Kunststoffrohre, Zellgummiprodukte, Gehörschutz, Betriebliche Handschutzpläne, Ketten und Kettenräder, Anfertigung von Isolierteilen, Meßtechnik und Regeltechnik für Wasserhydraulik, Schleifpasten und Polierpasten, ...
- Produkte | Dienstleistungen | Innovationen:** A section titled "Kompetenz in Industrierausrüstung ganz in Ihrer Nähe".
- Volltextsuche:** A search bar with a "Suchen" button.
- Ortssuche oder Umkreis eingrenzen:** A dropdown menu for "Ort/Umkreis" set to "30 km" and a "Suchen" button.
- Kompetenzfelder:** A grid of eight images representing different technical fields:
 - Antriebstechnik
 - Chemietechnik
 - Dichtungstechnik
 - Gummitechnik
 - Kunststofftechnik
 - Persönliche Schutzausrüstung
 - Schlauch- und Armaturentechnik
 - Walzlageretechnik

At the bottom of the page, there is a footer with links for "Einloggen", "Impressum", "Nutzungsbedingungen", "Kontakt", and "Drucken". On the right side of the footer, there are links for "Zum Seitenanfang" and "Zurück".

Thank you for your attention!

Any questions?
Don't hesitate to ask me.

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