

NEW TECHNOLOGIES NEW COMPETITORS
CHANGE AND INNOVATION



60th General Convention Program

Dear Colleagues

The 60th General Convention of the EUEW will be held in Lisbon – Portugal, from the 4th to the 6th of June, hosted by the Portuguese association AGEFE at EPIC SANA Hotel.

The EUEW Conventions aim to discuss ways to improve the efficiency of electrical wholesale distribution, contributing to the development of the chain into the benefit of all its partners and offering the opportunity of strengthen the relations among people.

This 2015 EUEW Convention will be an unique event in the electrical material sector, where distributors from all Europe have the opportunity to meet each other and meet other business partners such as manufacturers and other professionals of the electrical industry.

We invite you to discover the Theme of the Convention and the Program that has been prepared for you. We invite you to join us in Lisbon at this 60th EUEW General Convention.

Jens Andersen
CEO Solar DK / President EUEW

João Bencatel
President Fegime PT / Vice-President EUEW

Program Structure

4th June 2015

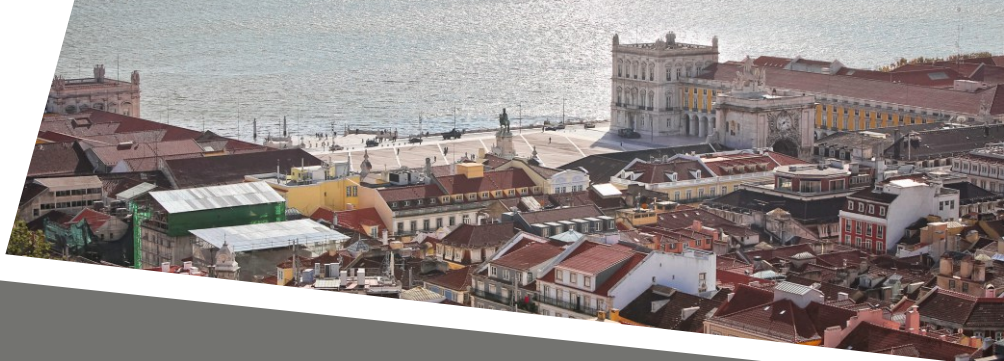
17h30	Convention Secretariat / Welcome Desk
19h00 - 22h00	Meet & Greet / Welcome Cocktail Dinatoire EPIC SANA Lisboa - Upscale Bar

5th June 2015

09h00 - 17h00	Working Program Change and Innovation / New Technologies, New competitors EPIC SANA Lisboa - Room Morus IV
09h30 - 17h00	Partners Tour Lisboa City Tour - bus & walking tour
19h00 - 23h00	Gala Dinner Forte São Julião da Barra

6th June 2015

Saturday Tour / Optional
Full day tour
Alentejo - Évora e Reguengos de Monsaraz



Working Program

Our sector is looking to a great future, but we shall have to fight to deserve it

Things are changing in our branch. It is very difficult to imagine what the future will be but we all know that it will be different.

There is a big market for the kind of products that we are selling but there is a lot of uncertainty about the channels that will be used to bring these products on the market. The choices from our actual customers will mainly be influenced by our companies.

This means that with the right choices we shall be able to catch the market. The only way is to be aware of the needs of our clients and be innovative enough to fill in this needs.

We shall be demonstrating why our channel is the most efficient one between many other existing possibilities and that innovation is the key.

I look forward to meet you at our convention in Lisbon.

Jens Andersen
CEO Solar DK / President EUEW

Program Structure

4th June 2015

19h30 - 22h30

Meet & Greet / Welcome Cocktail Dinatoire
EPIC SANA Lisboa - Upscale Bar

5th June 2015

09h00 - 10h30

Change and Innovation / New Technologies New Competitors
EPIC SANA Lisboa - Room Morus IV

Welcome

Presentation of the activities of the EUEW in 2014
EUEW Survey e-commerce

Part I - The Future Market

Market drivers, change and innovation

- Digital challenge for wholesalers and industry. Impact on the future market of installation material
- Impact on the future market of lighting

Technics in building

Part II - The Values of the wholesaler

Challenge to the audience: how can we catch the market?

The wholesalers in the chain (imagine a world without the wholesalers)

Challenge to the audience: What makes the distribution important?

- Sponsors moment -

The wholesalers in the chain (imagine a world without the wholesalers)

A view from the HVAC and Sanitary branch

11h00 - 12h00

13h00 - 15h00

Challenge to the audience: Innovation.

Part III - The future role of the wholesaler

Debate - Innovation and the role of the wholesaler in the future

(Manufactures, Installers, Distributors)

Conclusions

Presentation GC 2016? 2017?

15h30 - 17h00

19h00 - 23h00

Gala Dinner

Forte São Julião da Barra



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Lisbon 4th-6th June 2015



Social Program



Social Program at a Glance

4th June 2015

19h00 - 22h00

Meet & Greet / Welcome Cocktail Dinatoire

EPIC SANA Lisboa - Upscale Bar

Join us at the Upscale Bar located in the 9th floor of the Hotel for a Cocktail Dinatoire.

5th June 2015

09h30 - 17h00

Partners Tour

Lisboa City Tour - Bus & Walking tour

Lisbon is a city that involves a mixture of observation and experience to discover its sounds, voices and hidden corners... This will be the challenge of the partners tour, with the river never far away, from Belém to Praça do Comércio, from the 18th century Lower Town to St. George's Castle and to the Alfama quarter.

19h00 - 23h00

Gala Dinner

Forte de São Julião da Barra

The Gala Dinner will take place at the Fortress of São Julião da Barra, a special and unique place which makes part of the history of Portugal.

6th June 2015

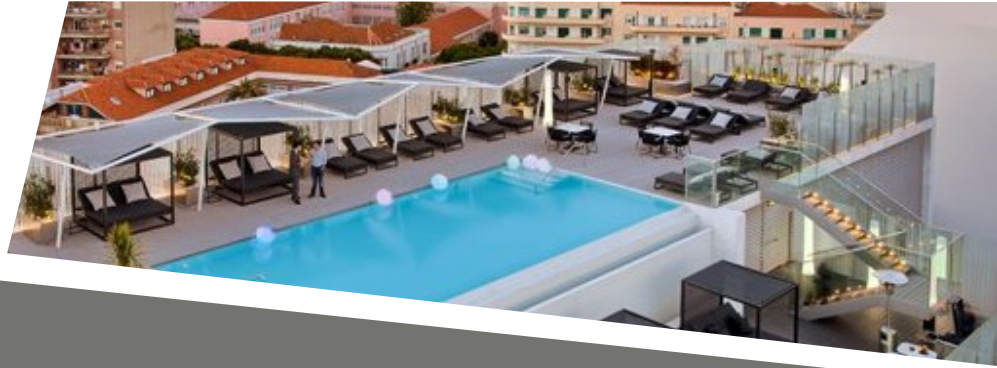
Saturday Tour / Optional

Full day tour

Alentejo - Évora e Reguengos de Monsaraz

This tour will start with a walking tour in Évora, the Capital of Alto Alentejo and classified by UNESCO as a World Heritage site since 1986. Then, we will visit the Herdade of Esporão in Reguengos de Monsaraz, where we will have a wine and olive oil tasting and a lunch with an enogastronomic menu.

TO REGISTER
PLEASE
CLICK HERE



Registration & Accommodation



CONVENTION PARTICIPATION REGISTRATION FEE INCLUDES

- Participation at all sessions of the Convention
- Meet & greet / Welcome Cocktail Dinatoire (Thursday)
- Congress programme (including lunch & coffee breaks)
- Gala Dinner (Friday)
- Convention documentation

Cost € 320.00 + VAT (23%) - Until May 6, 2015

ACCOMPANYING PERSON REGISTRATION FEE INCLUDES

- Meet & greet / Welcome Cocktail Dinatoire (Thursday)
- Lisbon Tour (Friday)
- Gala Dinner (Friday)

Cost € 230.00 + VAT (23%)

SATURDAY 6TH JUNE

- Full day tour - Alentejo

Cost € 135.00 + VAT (23%) / person - Until May 6, 2015



ACCOMMODATION

The official Hotel of the 60th General Convention of the EUEW is the Epic SANA Lisboa Hotel.

Special Rates at Epic SANA Lisboa Hotel:

Single Room: 170 Euros

Double Room: 190 Euros

The above rates are per night and inclusive of buffet breakfast and taxes.

Guests are expected to arrive on June 4th, 2015.

CANCELLATIONS

From 30 to 8 days before the date of arrival: 50% of the total amount will be charged

From 7 days before the date of arrival or no shows: the payment will be charged in full

Alternative accommodation available at Hotel Dom Pedro Palace

Special Rates at Hotel Dom Pedro Palace:

(3 min walking distance from the conference hotel)

Single Room: from 130 Euros

Double Room: from 145 Euros

The above rates are per night and inclusive of buffet breakfast and taxes.

Guests are expected to arrive on June 4th, 2015.

CANCELLATIONS

Cancellation from 28/05/2015 or NO SHOW: the Hotel will charge one night stay

In order to benefit from the special conference rates, please follow the below link.



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Silver Sponsor



Bronze Sponsor

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