



NORDWEST WELCOMES VAN MARCKE AND RICHARDSON AS NEW COOPERATION PARTNERS IN BENELUX AND FRANCE

Expansion of European business

Dortmund, 19/06/2024 – NORDWEST has set a new milestone in the expansion of its European business with two new cooperations. A cooperation agreement was concluded on 13th May with the Belgian Van Marcke Group, which as of now is a trading partner to NORDWEST, with direct access to the central warehouse. In addition, on June 14th, NORDWEST

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brought the contract negotiations with the French trading company SAS Richardson to a successful conclusion and signed the contract for a trade partnership. With the cooperation in central payment starting on 1 January 2025, the new cooperation partners can access the NORDWEST Group's extensive service package.

The market is becoming more and more globalised. In light of current and future challenges, NORDWEST is laying the groundwork for a successful future together through our new alliances with Van Marcke and Richardson. The Van Marcke Group, founded 1929, is an important player in the European sanitary and heating sector. SAS Richardson, headquartered in Marseille, was founded in 1855 and has established itself as a renowned and successful retailer of heating, sanitary, air conditioning, and ventilation products in France.

The goal is to tap into new potential for industry and specialist wholesale. Thanks to the synergies these partnerships create, we will generate new and significant added value, to inspire professional customers in the building services sector in Belgium, France, Luxembourg, and neighbouring countries with the full-service approach that all three companies embody. "Innovation, trust and passion for the industry are the core values shared by Van Marcke, Richardson, and our company. Together, we are working to shape a strong, forceful and trustworthy partnership in the European Economic Area", says NORDWEST Member of Management Board Jörg Simon.

Before initiating their new partnerships with NORDWEST, Van Marcke and Richardson ended their collaboration with VGH International GmbH, effective as of 31 December 2024. In the newly formed constellation, with NORDWEST serving as the new partner for processing, Van Marcke and Richardson's suppliers will enjoy a seamless transition on 1 January 2025, with service from NORDWEST in the background.

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Über die NORDWEST Handel AG:

Die NORDWEST Handel AG mit Sitz in Dortmund gehört seit 1919 zu den leistungsstärksten Verbundunternehmen des Produktionsverbundhandels (PVH) mit einem Geschäftsvolumen in Höhe von 4.801 Mio. Euro gesamt per 2023. Die Kernaufgaben des Verbandes zur Unterstützung der rund 1.255 Fachhandelspartner aus den Bereichen Stahl, Bau-Handwerk-Industrie und Sanitär- und Heizungstechnik (Haustechnik) liegen in der Bündelung der Einkaufsvolumina, der Zentralregulierung, einem starken Zentrallager sowie in umfangreichen Dienstleistungen. NORDWEST ist auch in Europa, insbesondere in den Schwerpunktländern Österreich, Schweiz, Frankreich, Polen sowie Benelux aktiv.

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