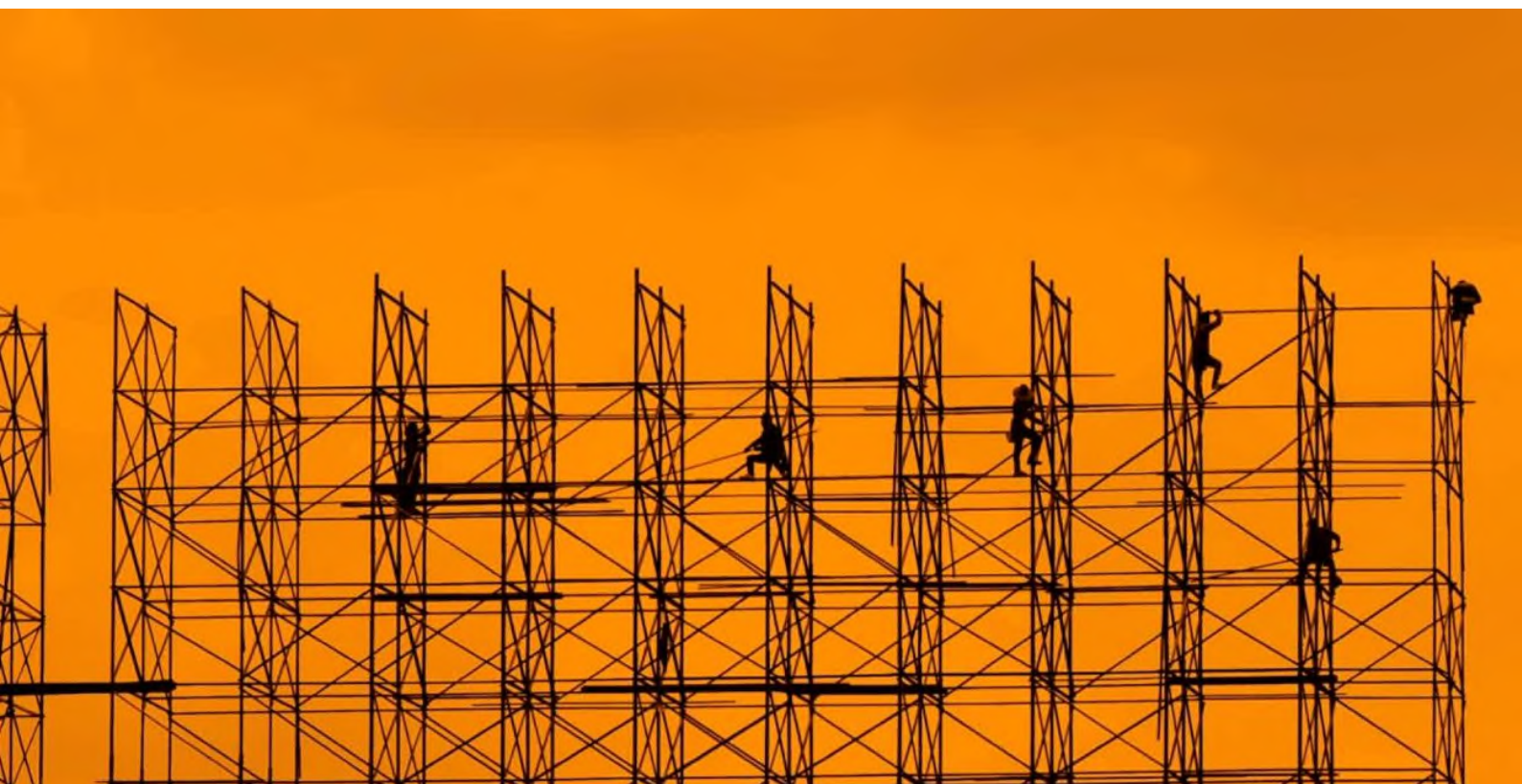




**E U R O - M A T**

CONNECTING THE WORLD OF CONSTRUCTION

# **MEMBERS GUIDE**



**MORE THAN 7900 STORES IN 25 COUNTRIES**

2024 Edition (2)

# SERVICE PACKAGES

We focus on collaboration, innovation, knowledge and growth. Join Euro-Mat and be part of an engaging platform keeping on connecting the world of construction!

📍 Stationsplein 91, 5211 BM 's-Hertogenbosch | The Netherlands  
Tel. +31 85 9022 822 | E-mail: [euro-mat@euro-mat.com](mailto:euro-mat@euro-mat.com) | [www.euro-mat.com](http://www.euro-mat.com)



**E U R O - M A T**

CONNECTING THE WORLD OF CONSTRUCTION

	STARTER	PREMIUM	ELITE
<b> CONNECTING</b> <ul style="list-style-type: none"> <li>Contact details of the shareholders</li> <li>Access to Euro-Mat board - 1 meeting per year</li> <li>Suppliers Forum + free exhibition stand + VIP placement</li> <li>Product Meeting + opportunity to sponsor + opportunity for keynote + opportunity to host</li> <li>CEO Summit + on invitation + VIP guest</li> <li>Online sessions + opportunity for keynote</li> </ul>	<ul style="list-style-type: none"> <li>✓</li> <li>-</li> <li>✓</li> <li>-</li> <li>✓</li> <li>-</li> <li>-</li> <li>-</li> <li>✓</li> <li>-</li> </ul>	<ul style="list-style-type: none"> <li>✓</li> <li>-</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>-</li> <li>✓</li> <li>-</li> <li>✓</li> <li>-</li> </ul>	<ul style="list-style-type: none"> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> </ul>
<b> DATA SHARING</b> <ul style="list-style-type: none"> <li>Access to data dashboard</li> <li>Access to barometer &amp; trendometer</li> <li>Share of wallet</li> </ul>	<ul style="list-style-type: none"> <li>-</li> <li>-</li> <li>on request</li> </ul>	<ul style="list-style-type: none"> <li>✓</li> <li>✓</li> <li>on request</li> </ul>	<ul style="list-style-type: none"> <li>✓</li> <li>✓</li> <li>✓</li> </ul>
<b> BUSINESS SUPPORT</b> <ul style="list-style-type: none"> <li>Business support: + Business development committee + smart business plan + mediation on CEO level with EM shareholders</li> <li>EM logo with link to EM website + Elite EM logo</li> <li>Standard visibility on EM website + Prime visibility</li> <li>Social media</li> <li>Suppliers guide</li> <li>E-newsletter (total of 4 publications / year)</li> </ul>	<ul style="list-style-type: none"> <li>✓</li> <li>-</li> <li>✓</li> <li>-</li> <li>✓</li> <li>-</li> <li>✓</li> <li>1 x / year publishing</li> </ul>	<ul style="list-style-type: none"> <li>✓</li> <li>✓</li> <li>✓</li> <li>-</li> <li>✓</li> <li>-</li> <li>✓</li> <li>2x / year publishing</li> </ul>	<ul style="list-style-type: none"> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>4 x / year publishing</li> </ul>
<b> LEARNING</b> <ul style="list-style-type: none"> <li>Access to E-learning programs + opportunity for keynote</li> <li>Study trips / Workshops + opportunity to host</li> <li>Masterclass 'The future of building' + opportunity for keynote</li> <li>Access to EM resource library (access to video's and presentations of previous webinars, keynotes)</li> </ul>	<ul style="list-style-type: none"> <li>✓</li> <li>-</li> <li>✓</li> <li>-</li> <li>✓</li> <li>-</li> <li>-</li> </ul>	<ul style="list-style-type: none"> <li>✓</li> <li>-</li> <li>✓</li> <li>-</li> <li>✓</li> <li>-</li> <li>✓</li> </ul>	<ul style="list-style-type: none"> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> </ul>

**Interested to know more as a supplier-partner? Please contact us:**

Tel. +31 85 9022 822 | [euro-mat@euro-mat.com](mailto:euro-mat@euro-mat.com)

[www.euro-mat.com](http://www.euro-mat.com)

# ADIMAT CV - BELGIUM



## COMPANY DETAILS:

### Adimat CV

Sijslostraat 78  
B-8020 Oostkamp

T: +32 9 245 98 20

W: [www.bouwpunt.be](http://www.bouwpunt.be)

## CONTACT FOR EURO-MAT :

Tom de Niel  
General Manager

M: +32 499 76 22 08

E: [tom@adimat.be](mailto:tom@adimat.be)

## FIGURES :

BRANCHES: 12

SHOWROOMS: 12

WAREHOUSES: 15

EMPLOYEES: 328

TURNOVER: € 170 M

## WHAT IS THE CORE VALUE THAT MAKES ADIMAT DISTINCTIVE?

Buying professional building materials from Bouwpunt has its advantages.

With 12 professional building materials locations spread throughout Belgium, Bouwpunt as a group can mean a lot to a professional craftsman or quality-conscious do-it-yourselfer.

The Bouwpunt locations share a common vision and a wide range and all-round service are at the top of the list of priorities.

At the Bouwpunt locations you can find just about all professional building materials you need for a new construction or renovation project.

The range extends from foundation materials to interior finishes. So, at Bouwpunt you will find everything you need under one roof.

In addition to the standard range, our Bouwpunt locations also offer applied product ranges. Each Bouwpunter has developed their own specialism and expertise.

You can also order these specific or customized products from another Bouwpunt location.

As a group, we purchase these professional building materials in larger numbers from the manufacturers. This translates into competitive prices and an interesting financial advantage.

## BOUWPUNT LOCATIONS:

Aalter, Elen-Dilsen, Gent, Kozen, Molenstede-Diest, Oostende, Oudenaarde, Pelt, Ruddervoorde, Temse, Tongeren, Wetteren

## PRODUCT ASSORTMENT:

### BUILDING MATERIALS

SEGMENTS: Roof, Isolation, Garden, Ceramic, Plaster, Wood, ...



# BIGMAT FRANCE S.A. | FRANCE



## COMPANY DETAILS:

### BigMat France S.A.

14 boulevard Montmartre  
F-75009 Paris (FRANCE)

T: +33 1 53 32 80 30

W: [www.bigmat.fr](http://www.bigmat.fr)

## CONTACT for EURO-MAT

Fabio Rinaldi  
President of the board

M: +33 6 07 30 70 09

E: [frinaldi@bigmat.fr](mailto:frinaldi@bigmat.fr)

## FIGURES :

BRANCHES: 283

SHOWROOMS: 30

WAREHOUSES: 1

EMPLOYEES: 3000

TURNOVER: € 963 M

## WHAT IS THE CORE VALUE THAT MAKES BIGMAT FRANCE DISTINCTIVE?

The leading European brand for the distribution of building materials and products for the renovation and construction. For nearly 40 years, BigMat France has been uniting its members around shared values: independence, excellence, solidarity and conviviality.

Thanks to its broad territorial network, the cooperative deploys a policy of innovative and local services to accompany the projects of all its clients, both professionals and individuals.

Expertise and technical advice, rigorous selection of materials, training... BigMat's employees work alongside all the builders at every stage of a construction site, from the big work to the decoration.

The group brings together 84 independent trading companies in France for 283 points of sale around a brand carrying values and common services.

## A LIST OF PRODUCT SEGMENTS, -ASSORTMENT, -PORTFOLIO:

- Insulation
- Structural works
- Wood
- Carpentry
- Tools for site working
- Landscaping products
- Tiles
- Electricity
- Painting
- ...



# BIGMAT IBERIA S.A. | SPAIN - PORTUGAL



## COMPANY DETAILS:

### BigMat Iberia S.A.

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plta  
28703 San Sebastian de los  
Reyes  
Spain

T: +34 / 91 – 623 71 60

W: [www.bigmat.es](http://www.bigmat.es)

## CONTACT for EURO-MAT

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CEO

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David Milagro  
Commercial Director & Logistics  
M: +34 91 623 71 60  
E: [dmilagro@bigmat.biz](mailto:dmilagro@bigmat.biz)

## FIGURES :

**BRANCHES:** 328 – 28 in Portugal

**SHOWROOMS:**

**WAREHOUSES:**

**EMPLOYEES:** 1800

**TURNOVER:** € 610 M

The BigMat project was implemented in the Iberian Peninsula through Spain in 1998. Since this date it has developed a solid position and significant growth throughout the Peninsula, currently reaching 7% of the market share in Spain. That is why BigMat is the undisputed leader in its sector and a clear international benchmark.

## A LIST OF PRODUCT SEGMENTS, -ASSORTMENT, -PORTFOLIO:

- Insulation
- Structural works
- Wood
- Carpentry
- Tools for site working
- Landscaping products
- Tiles
- Electricity
- Painting
- ...





## COMPANY DETAILS:

**BIGMAT ITALIA S.c.p.a.**  
Centro Direzionale Colombiolo  
Via Roma, 74  
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**T:** +39 02 95 34 48 36

**E:** [info@bigmat.it](mailto:info@bigmat.it)

**W:** [www.bigmat.it](http://www.bigmat.it)

## CONTACT FOR EURO-MAT

**Matteo CAMILLINI**  
Director BigMat Italia | Director  
BigMat International

**M:** +39 02 95 34 48 36

**E:** [mcamillini@bigmat.com](mailto:mcamillini@bigmat.com)

## FIGURES :

**BRANCHES:** 250

**SHOWROOMS:** 70

**WAREHOUSES:** 190

**EMPLOYEES:** about 1600

**TURNOVER:** € 451 M

## WHAT IS THE CORE VALUE THAT MAKES BIGMAT ITALIA DISTINCTIVE?

Professionalism, competence, proximity with customers, capillarity in all countries, flexibility and service. Bigmat Italy also has undertaken a way to become distinctive for sustainability and social responsibility.

BigMat is an European network with over 900 independent points of sale of materials for building and renovating.

The sign - born in 1981 in France - offers professionals, but also the private sector, a wide choice of professional products for all construction and renovation needs from the foundations to the roof.

Today in Italy BigMat is present with 190 points of sale. The strength of the Group is the collaboration with leading companies in the sector and the consultancy of qualified and constantly updated personnel, able to support designers and companies in the adoption of innovative systems to improve the living comfort of buildings.

## PRODUCT ASSORTMENT:

- Building materials
- Finishing materials
- Bathroom sanitary ware and furniture
- Paints and varnishes
- Tools and hardware
- Rent and services
- Hydraulics and electricity products



# E.A. SMITH AS – BYGGER'N | NORWAY



## COMPANY DETAILS:

E.A. SMITH AS – BYGGER'N  
Heggstadmoen 13  
N-7493 Trondheim - (Norway)

T: +47 72 59 24 00

E: [post@smith.no](mailto:post@smith.no)

W: [www.smith.no](http://www.smith.no)

## CONTACT FOR EURO-MAT

Øyvind Eidem  
Chain Director

M: +47 9 24 16 519

E: [oyvind.eidem@smith.no](mailto:oyvind.eidem@smith.no)

## FIGURES :

BRANCHES: 93

EMPLOYEES: 800

TURNOVER: NOK 3.6 bn

## WHAT IS THE CORE VALUE THAT MAKES E.A. SMITH AS/ BYGGER'N DISTINCTIVE?

Technologically advanced Omni-channel distribution through 93 warehouses across Norway. Central distribution warehouse which can handle directly imported products.

## PRODUCT ASSORTMENT:

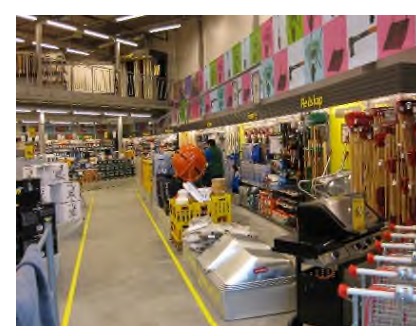
Complete range of general building materials for construction and interior decor including but not limited to timber, plywood, OSB, paint, gypsum, roofing, paint, technical products, tools, steel and metal.

## VIDEOS:

<https://www.youtube.com/watch?v=w-0xB83tgZc>

<https://www.youtube.com/watch?v=TjQJxXdy4Kc>

<https://www.youtube.com/watch?v=hCwN7Be96Cc>



# CENTRAMAT SARL | LUXEMBOURG

**CENTRAMAT**

## COMPANY DETAILS:

**CENTRAMAT SARL**  
427 Route de Thionville  
L-5887 Alzingen (Luxembourg)

**T:** +352 43 68 77

**W:** [www.decker-ries.lu](http://www.decker-ries.lu)

**W:** [www.maroldt.lu](http://www.maroldt.lu)

## CONTACT FOR EURO-MAT

**Laurent Decker**  
Managing partner

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**E :** [laurent.decker@decker-ries.lu](mailto:laurent.decker@decker-ries.lu)

## FIGURES :

**BRANCHES:** 2

**SHOWROOMS:** 2

**WAREHOUSES:** 2

**EMPLOYEE:** 300

**TURNOVER:** €50 M

## WHAT IS THE CORE VALUE THAT MAKES CENTRAMAT DISTINCTIVE?

CENTRAMAT and its two partners DECKER-RIES and MAROLDT remain leader in building materials, ceramic tiles and wooden products in Luxembourg.

Founded in 1899, the Baucenter Decker-Ries company is today the largest integrated construction center in Luxemburg with an area of over 20,000 m<sup>2</sup>. In its vast exhibition rooms, offices, stores, warehouses and workshops, the Decker-Ries house offers the most complete range of construction and home sales, guaranteeing you outstanding advice and service.

Quality, service, advice and support are the hallmarks of Maroldt. Since 1902 Maroldt has acquired experience and know-how which emphasize its excellent reputation in Luxembourg.

## PRODUCT ASSORTMENT:

- Building materials
- Ceramic Tiles & Sanitary
- Wooden Products
- Kitchens



## DAVIDSEN

### COMPANY DETAILS:

**DAVIDSEN a/s**

Industriparken 1  
6500 VOJENS (DENMARK)

**T :** +45 / 735 41500

**E:** [mail@davidsen.as](mailto:mail@davidsen.as)

**W:** [www.davidsen.as](http://www.davidsen.as)

### CONTACT FOR EURO-MAT

**Henrik CLAUSEN****CEO**

**M:** +45 73 54 15 42

**E:** [hec@davidsen.as](mailto:hec@davidsen.as)

### FIGURES :

**BRANCHES: 21**

**WAREHOUSES:** 4 central  
warehouses + 4 distribution  
centers

**EMPLOYEES: 1000****TURNOVER: € 440 M**

### WHAT IS THE CORE VALUE THAT MAKES DAVIDSEN DISTINCTIVE?

Davidson is a family owned company, founded in 1944 by the father of our current owner Mr. Povl Davidson. Davidson has traditionally been a regional player, focusing on the southern part of Jutland, Denmark, but in recent year began its expansion, culminating in 2019 with the purchase of a competitor, making Davidson the third largest builders merchant in Denmark.

Davidson has always been about giving the customers what they want: a broad assortment, attractive prices, and the best and most competent service in the business.

The identity of Davidson is its employees and their all-present “Davidson-spirit” – which is a combination of traditions, a strong culture and service mindset – and most importantly – salesmanship.

### ASSORTMENT

Davidson is a leader in building materials, tools and protective equipment and has a wide range of products for construction professionals. We sell both goods for pick-up in our physical stores, and we offer delivery throughout the country.

Timber and wood/ Panels (wood and PVC)/ Pressure impregnated wood/ Thermo wood/ Fences (wood, composite, glass etc.)/ Composite decking  
Chipboards/ Plywood/ Concrete/ Mortar/ Grout/ Tile adhesive/ Plaster  
Concrete paving/ Bricks/ Roofing / Ceramic tiles/ Insulation/ Gypsum  
Windows/ Facade and indoor doors /Staircases/ Ceilings/ Wood stoves  
Firewood/ Bitumen products (roofing, sealing etc.)/ Paint/ Glue/ Cleaning  
(articles and chemicals)/ Wallpapers/ Sand, gravel etc./ Flooring (wood,  
laminated, vinyl and linoleum)/ Façade clothing (wood, cement,  
fiberboard, steel etc.)/ Gutters and drains/ Vapor barriers/ Fittings  
PPE/ Work wear (clothes and shoes)/ Pluming (indoor and outdoor)  
Ventilation/ Hand tools/ Power tools/ Machines/ Gardening machines  
Gardening tools/ Cabins and shelters/ Carports/ Green houses  
Plants, fertilizer, herbicides etc./ Home décor/ Garden furniture  
Barbeques/ Lamps and electrical fittings/ Spa and pools/ Camping



# DEK A.S. | Czech Republic



## COMPANY DETAILS:

**DEK a.s.**  
Tiskarska 257/10  
108 00 Prague 10  
Czech Republic

**T:** +420 234 054 270  
**E:** [stavebniny@dek.cz](mailto:stavebniny@dek.cz)  
**W:** [www.dek.cz](http://www.dek.cz)

## CONTACT for EURO-MAT

**Vit Kutnar**  
CEO  
  
**M:** +42 023 40 54 270  
**E:** [vit.kutnar@dek-cz.com](mailto:vit.kutnar@dek-cz.com)

## FIGURES :

**BRANCHES:** 116 in CR – 17 in Slovakia  
**SHOWROOMS:**  
**WAREHOUSES:**  
**EMPLOYEES:** 2820  
**TURNOVER:** € 840 M

## WHAT IS THE CORE VALUE THAT MAKES DEK DISTINCTIVE?

DEK is a group of companies engaged in the supply of materials and services for the construction industry

Our strategy is consistently customer-oriented. In addition to competitive prices and delivery conditions, it is also based on high expertise and consulting services in the supply of building materials. The correctness of this idea is confirmed to us every year by an increase in our turnover and the number of satisfied customers.

Thanks to our strategy and continuous investments in development, we are the largest supplier in the Czech Republic and the leading supplier of materials for roofs, facades and insulation in the Slovak Republic with a turnover of CZK 21.296 billion. We currently operate more than 117 sales warehouses and employ about 2800 employees.



# GRAFTON GROUP PLC - IRELAND



## COMPANY DETAILS:

### Grafton Group PLC

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Sandyford Business Park  
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E: [email@graftonplc.com](mailto:email@graftonplc.com)

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## CONTACT for EURO-MAT

Remco Witteveen  
Group Procurement Director

M: +31 (0) 6 53 20 30 46

E: [remco.witteveen@graftonplc.com](mailto:remco.witteveen@graftonplc.com)

## FIGURES :

**BRANCHES:** 550

**SHOWROOMS:** 72

**WAREHOUSES:** 10

**EMPLOYEES:** 11.000 approx.

**TURNOVER:** Around £2.5bn

## WHAT IS THE CORE VALUE THAT MAKES GRAFTON DISTINCTIVE?

We have 5 core Values as follows:

- Ambitious
- Value our People
- Trustworthy and Responsible
- Be Brilliant for our Customers
- Entrepreneurial and Empowering

**Distribution:** The group distributes building materials from 487 branches in the UK, Ireland and the Netherlands.

**Retailing:** Grafton is the largest DIY, Home and Garden retailer in Ireland, trading from 35 stores nationally and online under the Woodie's brand.

**Manufacturing:** The Manufacturing segment is comprised of dry mortar and wooden staircase manufacturing businesses.

## PRODUCT ASSORTMENT:

Buildbase – Building Supplies & Timber – UK - [www.buildbase.co.uk/](http://www.buildbase.co.uk/)

Selco – Builders Warehouse - UK – [www.selcobw.com/](http://www.selcobw.com/)

Leyland SDM / GDC – Decorating Supplies – UK – [www.leylandsdm.co.uk/](http://www.leylandsdm.co.uk/)

Civils & Lintels – Suppliers of lintels, drainage and civils materials – UK – [www.civilsandlintels.co.uk](http://www.civilsandlintels.co.uk)

PDM Buildbase Scotland – Supplier of above and below ground drainage, pressure pipeline products and other civil engineering materials - [www.buildbase.co.uk/about-pdm-buildbase-scotland](http://www.buildbase.co.uk/about-pdm-buildbase-scotland)

NDI – Suppliers of Drywall, insulation, partitions, renders and ceiling materials – UK – [www.ndi.co.uk/](http://www.ndi.co.uk/)

Timber Group – Timber suppliers – UK – [www.thetimbergroup.co.uk/](http://www.thetimbergroup.co.uk/)

TG Lynes – Suppliers to the mechanical services, heating, plumbing and air movement industries – UK - [www.tglynes.co.uk/](http://www.tglynes.co.uk/)

Frontline – Bathroom supplier – UK – [www.frontlinebathrooms.co.uk/](http://www.frontlinebathrooms.co.uk/)

MacBlair – Supplier of building materials in Northern Ireland – [www.macblair.com/](http://www.macblair.com/)

Chadwicks Group – Supplier of builders' and plumbers' material in Ireland – [www.chadwicksgroup.ie/](http://www.chadwicksgroup.ie/)

Isero – Technical wholesaler specialising in hinges and locks, tools, ironmongery and fasteners, workwear and PPE in the Netherlands - [www.isero.nl/nl-nl/](http://www.isero.nl/nl-nl/)

Woodies – Ireland's largest DIY, Home and Garden retailer – [www.woodies.ie/](http://www.woodies.ie/)

CPI Mortars – Market leader in dry silo mortar manufacturing in the UK – [www.cpieuromix.com/](http://www.cpieuromix.com/)

MFP – Manufacturer and distributor of PVCu drainage, roofline and ducting products – Ireland – [www.mfp.ie/](http://www.mfp.ie/)



## COMPANY DETAILS:

### HARTMAN

Kauppuistikko 12  
65100 VAASA/VASA – FINLAND

T: +358 6 326 61 11

W: [www.hartman.fi](http://www.hartman.fi)

## CONTACT FOR EURO-MAT

**Björn Hartman**  
Managing Director

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E: [bjorn.hartman@hartman.fi](mailto:bjorn.hartman@hartman.fi)

## FIGURES :

**BRANCHES:** 6

**SHOWROOMS:** 6

**WAREHOUSES:** 6 + 2 distribution centers

**EMPLOYEES:** 255

**TURNOVER:** 168 M€

## WHAT IS THE CORE VALUE THAT MAKES HARTMAN DISTINCTIVE?

As a family company running in the fifth generation the most important promises we offer our customers are reliability, know-how and service. Our personnel are the most important asset that we have and our greatest opportunity to stand out against our competitors. So, we give our people a lot of attention and try to make them feel at home in our family company.

Another more strategic question could be: what we are aiming for?

- our basic strategy is to be an independent, competitive and private hardware company
- our main focus is on professional customers in construction, decoration, wooden products, retail, steel and industrial supplies
- in consumer sales we focus mainly on "heavy users" in construction, decoration and house building
- we will continue to specialise even deeper in our business areas. Our customers' needs and demands are increasing all the time and our sales staff should always be able to meet them
- in recent years, one successful way to increase both independency and opportunities in some business areas has been to develop the import, both for construction, decoration and industry use
- we see a lot of interesting business potential in import and will continue to put further effort into developing it
- we are always looking for opportunities to be lighter, faster, more dynamic and creative than our competitors.

## PRODUCT ASSORTMENT:

- Building materials
- Interior decoration materials
- Solid wood and wood-based boards
- Tools and industrial equipment
- Industrial paints
- Cleaning products



# HG COMMERCIALE - SWITZERLAND



## COMPANY DETAILS:

### HG COMMERCIALE

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8022 Zürich - Switzerland

T: +41 / 44 – 296 62 11

E: [info@hgc.ch](mailto:info@hgc.ch)

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## CONTACT for EURO-MAT

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CEO

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## FIGURES :

**BRANCHES:** 42

**SHOWROOMS:** 17

**WAREHOUSES:** 42 (AT OUR  
OUTLETS)

**EMPLOYEES:** 800

**TURNOVER:** CHF 800M

## WHAT IS THE CORE VALUE THAT MAKES HG COMMERCIALE DISTINCTIVE?

A Swiss company, both historic and modern, trading in building materials, the HGC bridges tradition and innovation.

Our cooperative, founded in 1899, does not only seek, like conventional businesses, to maximize its profit, but strives above all, hand in hand with its members, to create the best conditions for the success of the industry. construction in Switzerland. Originally founded by entrepreneurs, it now brings together 4,000 members who represent all areas of construction.

The HGC maintains many relationships in order to be able to offer you the best possible service at all times. Here you will find the various suppliers, members and federations with which HGC cooperates particularly effectively.

We are a building materials trader but see ourselves as a service provider in all aspects of building.

As an independent cooperative, we attach great importance to being close to our members and customers, but also to our suppliers and industry associations. This means that we always have our finger on the pulse of the construction industry and know the wishes and needs of all those involved in construction.

Catalogue :

<https://www.hgc.ch/data/docs/fr/5360/Catalogue-materiaux-de-construction-outillages.pdf?v=1.0>



# HOLZLAND - GERMANY



## COMPANY DETAILS:

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Germany

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**W:** [www.holzland.com](http://www.holzland.com)

## CONTACT FOR EURO-MAT

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**General Manager**  
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**E:** [axel.pawlas@holzland.com](mailto:axel.pawlas@holzland.com)

## FIGURES :

**BRANCHES:** 320

**SHOWROOMS:**

**WAREHOUSES:**

**EMPLOYEES:** 6000

**TURNOVER:** 1600 Mio €

## WHAT IS THE CORE VALUE THAT MAKES HOLZLAND DISTINCTIVE?

The HolzLand brand stands for high-quality products from well-known manufacturers, TOP specialist advice and an excellent price-performance ratio.

HolzLand is one of the largest communities of timber traders in Europe. You can find our partners in Germany, Austria, Switzerland, Norway, Benelux and the Czech Republic. Our timber trade network includes over 450 specialist timber stores of various types and sizes: from pure timber wholesalers for professional customers to timber dealers for end consumers. Despite our size, you will always experience a family atmosphere at our local dealers. You will quickly notice: Our partners focus on customers and their satisfaction. Our online marketplace was also created for you from this service concept.

By the way: All members of our association are independent entrepreneurs and not just branches. Therefore, the partners decide for themselves whether they appear in the complete HolzLand design or operate under their own brand.

## Our products: Buy wood and other materials from HolzLand

Over 60 of our partners with very different product ranges are currently available in the HolzLand online marketplace, so that we can offer you a variety of quality products in our categories. The spectrum ranges from classic, timeless products to ultra-modern trend items. Pay particular attention to HQ - HolzLand's own quality brand when it comes to floor coverings, doors and garden products. Here we keep our eyes open for you for new trends and at the same time guarantee excellent quality and fair prices through joint purchasing.

Of course you will also find a wide variety of products from well-known manufacturers in many other categories, including wood and building materials for the DIY enthusiast among you. By the way, if you assume that HolzLand only stands for wood, you are on the wrong track. We also carry products made of plastic or glass as well as accessories for treating wood, such as paints and varnishes.

# IBERGROUP - SPAIN



## COMPANY DETAILS:

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## CONTACT FOR EURO-MAT

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## FIGURES :

**BRANCHES:** 90

**SHOWROOMS:**

**WAREHOUSES:**

**EMPLOYEES:** 1000

**TURNOVER:** 250 Mio €

IBERGROUP is an important national group of multi-specialist construction materials distributors. Currently made up of 11 members, it has 90 points of sale, a combined turnover of 250 million Euros, and more than 800 employees in total.

The group was created in 2005 with a clear leadership vocation, becoming one of the most recognized purchasing groups in the market.

The members of Ibergroup, all of them of recognized prestige and benchmarks in the distribution of construction materials in their fields of action, form a group that builds its future bearing in mind the challenges of the new distribution, the importance of new technologies and of sustainability.

IBERGROUP is currently immersed in a period of expansion based on two fundamental axes. Expansion with new partners to cover the entire national territory, and the development of our own brands as a differentiating element. DIVA in Faucets, BRAVO in Construction Materials and FUTURA in Ceramics are the bases where product categories are included such as, Glue Cements, Cutting Discs, Flooring, Chemicals, Coatings, Faucets, Bathroom, etc.



# JTS – UAB 'Jungtinis tiekimas' - LITHUANIA



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## CONTACT FOR EURO-MAT

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**General Manager**  
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## FIGURES :

**BRANCHES:** 45

**EMPLOYEES:** 1000

**TURNOVER:** 318 Mio €

**MARKET SHARE :** 12 %

## HISTORY

UAB JUNGTINIS TIEKIMAS is a purchasing company working in the market of building materials. The company was founded in 2006. The founders of the company were eight Lithuanian companies dealing in building materials. There are 15 companies today who have chosen UAB JUNGTINIS TIEKIMAS as their partner. In 2009 JTS became a shareholder of the organization EURO-MAT uniting European enterprises dealing in building materials.

## ABOUT THE COMPANY

It is a professional, ambitious, trustworthy team open to innovations, working according to the principle 'everything is possible', looking for efficient and useful working methods with its customers as well as with manufacturers. The turnover of the company is rapidly growing.

## ACTIVITY

The company represents Lithuanian and foreign manufacturers, distributes their production to enterprises engaged in retail and wholesale trade. Trading partners of UAB JUNGTINIS TIEKIMAS are situated in 25 towns of the country, own 45 stores.

## MISSION

To consolidate small and medium enterprises dealing in building materials for joint purchase of products and to make mutual profit in such a way in optimization of the purchase, distribution and promotional costs.

## VISION

To become one of the most viable, innovative, professionally working purchasing companies in Lithuania. To have a strong, active team willing to grow and improve. To base the activities on trust, honest work and respect.

## VALUABLES AND GOALS

Assurance of customers' needs.

Professionalism.

Flexibility.

Fast solutions.

Responsibility and honesty.

Targeting.

Team spirit.

Continuous training and promotion of employees.

# NMBS LTD - UNITED KINGDOM



## COMPANY DETAILS:

NMBS Ltd

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## CONTACT FOR EURO-MAT

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**Function: Managing Director**

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## FIGURES :

**BRANCHES:** 4210

**EMPLOYEES :** 32,000

**TURNOVER :** £11.51Bn

**MARKET SHARE :** 50.21 %

## WHAT IS THE CORE VALUE THAT MAKES NMBS DISTINCTIVE?

NMBS (National Merchant Buying Society Limited) is the most successful Buying Society in the UK for Independent Builders, Plumbers, Hardware and Timber Merchants.

The primary aim of NMBS is to enable our members to get the best possible deal from suppliers through exclusive supplier offers and terms to independents via centralised purchasing, marketing and event activities.

NMBS was established over 50 years ago by just 12 Merchants, today there are over 1200 Merchant Members.

## EXCLUSIVE SUPPLIER DEALS

We specialise in offering exclusive supplier offers and terms to independents via centralised purchasing, marketing and event activities. We also speed up the invoice-to-payment process of manually processing invoiced and credits.

## PAYMENT PLEDGE

NMBS offers a payment pledge to guarantee bad debt and on-time payment for its members and have developed an exclusive online "Report Centre", that gives both members and suppliers, 24-7 access to online accounts information and automated query resolution system.

## BECOME A SUPPLIER :

Join our **600 strong** supplier portfolio and gain access to the independent market place, marketing support and professional account management

Suppliers guide : <https://www.nmbs.co.uk/buyersguides>

# PMO S.C.R.L - BELGIUM



## COMPANY DETAILS:

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## CONTACT FOR EURO-MAT

**Frédéric Garcet**

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## FIGURES :

**BRANCHES: 20**

**SHOWROOMS: 20**

**WAREHOUSES: 20**

**EMPLOYEES : +/- 400**

**TURNOVER : 164 Mio €**

## WHAT IS THE CORE VALUE THAT MAKES PMO BIGMAT DISTINCTIVE?

BigMat is the first international chain of independent traders for construction materials.

Our core value is INDEPENDENCE but also local anchorage (proximity) and human dimension.

A list of Product segments -assortment, -portfolio: bricks, concrete & cement, roof coverage, tiles, insulation, building hardware, wood & panels, doors, tools, paint, safety & protection, bathroom furniture, outdoor & garden products, floors, electricity, ...

*Note: BigMat is also present in France, Spain, Portugal, Italy, Czech Republic and Slovakia.*

*Over 950 points of sale in Europe!*



# GRUPA PSB HANDEL S.A. - POLAND



## COMPANY DETAILS:

### Grupa PSB HANDEL S.A

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## CONTACT FOR EURO-MAT

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## FIGURES :

**BRANCHES:** 667

**SHOWROOMS:**

**WAREHOUSES:**

**EMPLOYEES:** 13100

**TURNOVER:** 1690 Mio €

## WHO ARE WE?

PSB Handel S.A. Group with headquarters in Welecz near Busko - Zdrój has been operating on the market for 22 years. It is the largest and fastest growing network of building materials wholesalers and home and garden stores in Poland. The group brings together 413 small and medium-sized family businesses from all over Poland, which trade in 298 construction depots, in 338 PSB Mrówka and 71 PSB Profi. About 13,000 people work at these companies.



# TOPDOM - SLOVENIA



## COMPANY DETAILS:

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## CONTACT FOR EURO-MAT

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## FIGURES :

**BRANCHES:** 35  
**SHOWROOMS:** 15 (inside the outlets)  
**WAREHOUSES:** 1 central warehouse  
**EMPLOYEES:** TD-100, all group 550  
**TURNOVER:** 115 Mio €

## WHAT IS THE CORE VALUE THAT MAKES TOPDOM DISTINCTIVE?

Topdom outlets are spread all over Slovenia. Our sales craft has high professional knowledge, customers can get solution advices for every problem that they have by building or renovating the house. Our main customers are professionals, followed by DIY customers and end users.

We are known as a professional store, where customers can get advice and solutions because we first listen to understand the problem.

## A list of Product segments -assortment, -portfolio:

- Building material (steal, isolation material, bricks, drain pipes)
- Roofing and accessory's for the roof (concrete, clay, metal)
- Chemical product, paint product and facades
- Tools (electro and hard tools), electrical material
- Safety protection equipment
- Garden tools, fences, pavers



Owners with the minister of Economic development and technology

# TOPLIVO JSC - BULGARIA



## COMPANY DETAILS:

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## CONTACT FOR EURO-MAT

**Anton Ivanov**  
Commercial Director  
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## FIGURES :

**BRANCHES:** over 200

**SHOWROOMS:**

**WAREHOUSES:**

**EMPLOYEES:** 820

**TURNOVER:** over 160 Mio €

Toplivo AD is among the oldest public limited companies in the country with a history which goes back for more than 70 years. Toplivo AD is part of the Synergon Holding – a company with over 20 firms operating in various sectors of the economy.

Even in our modern dynamic market environment, Toplivo AD has proven that it has a stable foundation able to withstand the growing competition. Toplivo AD is one of the largest traders dealing with construction materials, heating materials and fuels in the country. The company owns over 200 operational sites and generates an annual turnover of over 160 mln BGN. With its more than 800 employees, Toplivo AD is the biggest employer in Bulgaria in the business with construction materials, heating materials and fuels.

Toplivo AD is a leading distributor of the largest and most renowned manufacturers of construction materials and is at the same time among the biggest distributors of heating materials for the general public. The company has a leading position in terms of the import of Russian coal and propane butane gas.

### OUR GOALS:

Toplivo AD is the leader in the business with construction materials, heating materials, and fuels and therefore our goals are ever higher! It is our intention to increase the market share of Toplivo AD every year and we know how to achieve this:

#### Continuous improvement of customer service

For us each one of our clients is special and important! We focus all our attention and place great emphasis on providing professional and comprehensive service to our end customers and corporate clients. We are developing our B2B channel by building a mobile sales team for the sale of construction and heating materials throughout the country. We are modernising our heavy freight vehicles with brand new trucks. We are implementing e-commerce into our website in order to make our services more accessible. We are continuously renovating our warehouses and sites to help us provide better quality service to our clients.

#### Expanding our product range

We are constantly striving to expand our product portfolio, so that we can meet the individual needs of all of our customers. We create and establish our own-brand products on the market.

#### Increasing the number of our sites

Our aim is to constantly increase the number of our warehousing facilities and be closer to all of our clients, no matter where they are.

# Új Ház Zrt. - HUNGARY



## COMPANY DETAILS:

**Új Ház Zrt.**

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## CONTACT FOR EURO-MAT

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Commercial Director

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## FIGURES :

**BRANCHES:** 80

**EMPLOYEES:** > 2500

**TURNOVER:** 100 bn HUF € (2022)

## WHAT IS THE CORE VALUE THAT MAKES ÚJ HÁZ DISTINCTIVE?

Established in 1997 and with more than 2500 employees in the network, Új Ház is a 100% Hungarian-owned national building materials trading network.

Új Ház's commitment to excellence and market leadership aligns seamlessly with the values that define the Euro-Mat Network. As we continue to grow and strengthen our collaborative efforts, Új Ház's expertise and influence in the Hungarian market will undoubtedly contribute to our collective success.

Új Ház offers complex advice in almost 80 stores across Hungary and the expert sales staff is ready to assist anyone planning to build or renovate.

The network of building material retailers of Új Ház includes a wide range of local retailers offering expert service, where you can find all building materials you need to build a house or renovate a house, from the foundation to the roof.



# VERIS - THE NETHERLANDS



## COMPANY DETAILS:

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## CONTACT FOR EURO-MAT

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CEO

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## FIGURES :

**BRANCHES:** 130

**SHOWROOMS:** 30

**WAREHOUSES:** 2

**EMPLOYEES:** 125

**TURNOVER:** 565 Mio €

## WHAT IS THE CORE VALUE THAT MAKES VERIS DISTINCTIVE?

Veris Bouwmaterialengroep BV is the service organization of its 27 shareholders with more than 120 branches in the Netherlands and Belgium operating under the formula Bouwcenter, Bouwpunt or Stiho. The core functions of Veris are purchasing, logistics, central billing, IT, marketing and formula development. The twenty-seven shareholders are all family businesses whose core business is selling timber and building materials, many of whom also exploit a showroom in tiles, sanitary and kitchens. This makes Veris Bouwmaterialengroep BV the largest group of timber and building materials traders in the Netherlands and Belgium.

## Core values:

1. Powerfull partner for independent entrepreneurs (family owned companies)
2. Synergy and economies of scale through cooperation
3. Investment capacity for innovation projects
4. Sales focus on target groups with strong formulas
5. Learning from and with each other

## Formulas:



### Bouwcenter

At Bouwcenter, all construction and finishing materials can be found under one roof. From foundations and floors to doors, windows and frames. From timber and sheet material to hardware. From tools to complete kitchens a very extensive collection of tiles and top quality sanitary. In short: everything to be able to build quickly and professionally. In addition to a complete range, Bouwcenter offers help with questions or problems during construction.

<http://www.bouwcenter.nl>



### Bouwpunt

With 12 professional building materials locations throughout Belgium, Bouwpunt can mean a lot for you as a professional craftsman or quality-conscious do-it-yourselfer. We share a common vision and a wide range and all-round service are at the top of the priority list. The range extends from foundation materials to interior finishes, but in addition to the standard range, we also offer applied product ranges. Each Bouwpunt has developed its own specialism and expertise that you can order from any Bouwpunt location

<http://www.bouwpunt.be>



### Stiho

Stiho was founded in 1926 and has built up knowledge about products, applications and sustainability over the years. You can always count on employees with reliable, up-to-date construction knowledge. Stiho is more than just a supplier for the construction industry, because we are also aware of the social task as a company. This is how we strive for sustainability, both in our range and in the organization. Our products are FSC certified.

<http://www.stiho.nl>

# WOODY BYGGHANDEL - SWEDEN



## COMPANY DETAILS:

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## CONTACT FOR EURO-MAT

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## FIGURES :

BRANCHES: 47

SHOWROOMS: N/A

WAREHOUSES: 100

EMPLOYEES: 1500

TURNOVER: 600 Mio €

## WHAT IS THE CORE VALUE THAT MAKES WOODY DISTINCTIVE?

Woody is the builders' merchant that wants to do more. We consist of over 90 committed contractors throughout Sweden and is Sweden's largest and most outstanding purchasing organisation. You'll find us near your neighbourhood — offering quality products at very competitive prices.

## COMPETENCE, SERVICE AND QUALITY

In an era when many suppliers are developing cut-price businesses with generic products, narrow product ranges, minimum service and limited expertise, we go against the flow. Most of us managing a Woody Builders Merchants come from families that have been in the industry for generations. We know our local areas and markets. So when you come to us, you come to a source of knowledge and service. We highly value the ability to be a sounding board, advisor and problem-solver for you. That's why we invest in competence and service. And quality!

At Woody we always offer a wide range of basic products, complemented with the opportunity to design unique products. We partner with well-established suppliers who can support us in technical matters, as well as with approved products and first-rate guarantees. Several of our Woody locations have showrooms where you take a closer look at our interior products. Our stores are well stocked and offer fast service.

## FOR PROFESSIONALS – BY PROFESSIONALS

As our customer, you're also our partner. Our goal is to work ever more closely with you so that, together, we can create new business that benefits all of us. Already today, many of our Woody establishments offer "We do!" — our installation concept for windows, doors, roofs and garage doors. We also have several other similar concepts under development.

**WOODY stands for Free entrepreneurs that work together to reach economics of scale.**



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**Connecting the world of construction**

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