

## **PRESSE-MITTEILUNG**

### **Top marks for NORRES**

#### **NORRES voted Supplier of the Year 2007**

On October 5 NORRES Schlauchtechnik, hose manufacturer based in Gelsenkirchen (Germany), was presented with the most prestigious award to be conferred by VTH (German Industrial Distributor Association) at the Association's National Conference. In the Hoses and Fittings category NORRES was voted "Supplier of the Year 2007".

In winning this coveted award, NORRES successfully defended its title. Already in 1998 – when the award was given in the category suction and blast hoses, NORRES also managed to beat the other suppliers.

Marks were given for dealer loyalty, product range, sales support, flexibility, profit margin, product quality and delivery service. A total of 108 suppliers from the hoses and fittings industry were evaluated by the technical dealer.

NORRES was rated "very good" in five out of the seven different sections and recorded above-average scores in the remaining two. In the final reckoning, NORRES was a convincing victor. Thomas Vierhaus, Managing Director of VTH, commented on this outstanding achievement as follows: "In all my 16 years at VTH, I can't recall such good marks for the winner".

Handing over the winner's certificate, Joachim Stricker, VTH President, thanked the NORRES management and the entire NORRES team on behalf of all distributors for their deep commitment and hard work in matching specialist dealers' profile of an exemplary, trustworthy supplier.

Proprietor and Managing Director Burkhard Mollen was delighted at this memorable success: "I see the award not only as recognition of NORRES' own performance but above

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all as a gesture of appreciation of the longstanding partnership between NORRES and VTH members", he commented in his speech of thanks.

Continuing to provide optimal sales support and develop streamlined concepts jointly with its trading partners is also one of NORRES' aims for the future. "The principle focus at NORRES has always been on serving dealers and we intend to keep up this tradition in the years to come", Mollen announced.

In May 2007, VTH invited its members to participate in its 24th annual supplier survey. The product category chosen for the "Supplier of the Year 2007" award was "Hoses and Fittings". The competition attracted a total of 108 entrants from this field.

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