

Purchase channels

European Electrical Installation Monitor



Top-5 European Installation Wholesalers
(purchased at)

Top-3 purchase channels European installers regularly purchase at



Most important **reason** to purchase at **installation wholesalers**



Good **relationship**

Most important **reason** to purchase at **pure online shops**



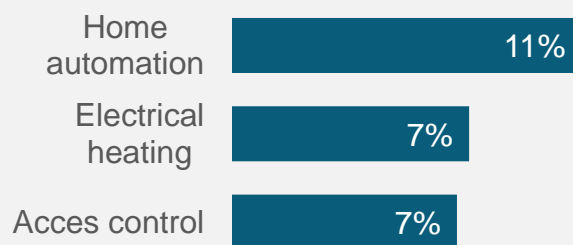
Necessity: not possible to buy elsewhere



Results per country*
Example for **UK**

44%
of the installers **purchases regularly at pure online shops**

Products purchased at pure online shops



Pure online shops purchased at



*Information for other countries and full lists of answers are available in the report.

Information to be found in the report

- Insights into the (development of) activities of installation companies.
- Development of turnover and order book of installation companies since Q4 2016.
- Every quarter an interesting, current theme will be discussed.
- And many other insights can be found in the full report.

