


### Why this report?

With the development of online web shops in the last years, the construction sector and especially the installation sector started to wonder whether the traditional wholesalers will be able to keep their position in the market. And not only that but also how do they need to develop and what types of services do they need to offer to their clients in order to remain relevant for the professionals and of course have an added value for them which other channels and mainly online will not be able to beat.


#### Research characteristics

- Turnover and orderbook developments of the HVAC installers and plumbers.
- Special theme: Future role of the wholesale.
- Fieldwork conducted in Q4 2017.
- About 100 pages in PDF.
- An in-depth overview of the current role of the wholesale and the future role of the wholesale.

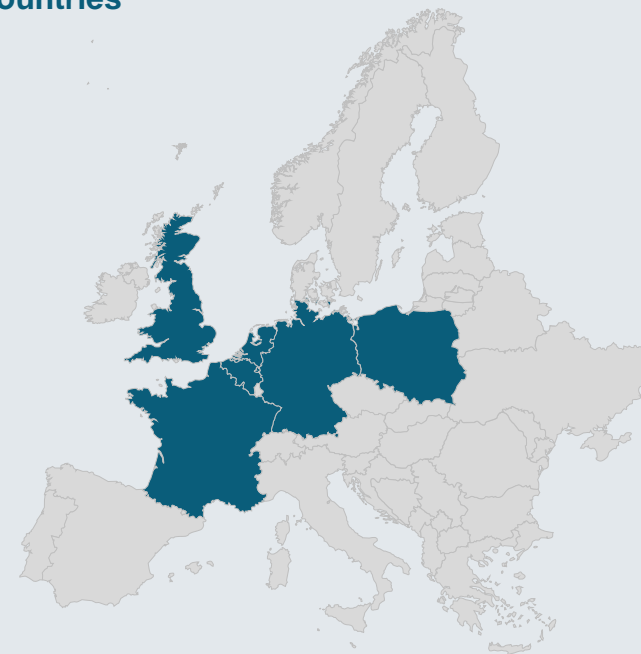
#### Methodology

-  Quantitative phone research:  
Quantitative phone research  
(150 - 180 interviews per country)

#### Target group

-  HVAC installers and plumbers.

#### Countries



#### Costs

Total report Purchase channels: **€ 2,500**

There is also a possibility to subscribe:

- The price for an annual subscription (4 reports) to this monitor is 8,400 euro.

#### Examples of the research questions

- An overview of the changes of the role of the wholesale
- Insights in the development of the traditional wholesale
- Insights in the most important reasons for the installer to switch to another purchase channel
- Insights in the unique features of the wholesale

