



Last Call for Registration Final Program

Lisbon 4th-6th June 2015











60th General Convention Program





Dear Colleagues

The 60th General Convention of the EUEW will be held in Lisbon – Portugal, from the 4th to the 6th of June, hosted by the Portuguese association AGEFE at EPIC SANA Hotel.

We invite you to discover the Theme of the Convention and the Program that has been prepared for you. We invite you to join us in Lisbon at this 60th EUEW General Convention.

Jens Andersen CEO Solar DK / President EUEW João Bencatel President Fegime PT / Vice-President EUEW

Program Structure		4th June 2015
17h30	Convention Secretariat / Welcome Desk	
19h00 - 22h00	Meet & Greet / Welcome Cocktail Dinatoire EPIC SANA Lisboa - Upscale Bar	
		5th June 2015
09h00 - 17h00	Working Program Change and Innovation / New Technologies, New competitors EPIC SANA Lisboa - Room Morus IV	
09h30 - 17h00	Partners Tour Lisboa City Tour - bus & walking tour	
19h00 - 23h00	Gala Dinner Forte São Julião da Barra	
		6th June 2015

Saturday Tour / Optional

Full day tour

Alentejo - Évora e Reguengos de Monsaraz







Our sector is looking to a great future, but we shall have to fight to deserve it

Things are changing in our branch. It is very difficult to imagine what the future will be but we all know that it will be different.

We shall be demonstrating why our channel is the most efficient one between many other existing possibilities and that innovation is the key.

I look forward to meet you at our convention in Lisbon.

Gala Dinner

Forte São Julião da Barra

19h00 - 23h00

Jens Andersen CEO Solar DK / President EUEW

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	4th June 201	
19h00 - 22h00	Meet & Greet / Welcome Cocktail Dinatoire EPIC SANA Lisboa - Upscale Bar	
	5th June 201	
09h00 - 10h30	Welcome João Bencatel & Jens Andersen	
	Presentation of the activities of the EUEW in 2014 Jens Andersen / EUEW PRESIDENT & SOLAR	
	EUEW Survey e-commerce Yves de Coorebyter / EUEW SG	
	Part I - The Future Market	
	Market drivers, change and innovation	
	- Digital challenge for wholesalers and industry. Impact on the future market a installation material Andreas Bettermann / OBO BETTERMANN	
	- Impact on the future market of lighting Diederick de Stoppelaar / LIGHTING EUROPE SG	
10h30 - 11:00	Break	
11h00 - 12h00	Technics in building: cheaper than insulation Dennis Jeppesen / SOLAR	
	Part II - The Values of the wholesaler	
	Challenge to the audience: how can we catch the market?	
	The added value of the wholesalers in the chain (imagine a world without the wholesalers) Ralph Kamphöner /EUROCOMMERCE	
12h00 - 13h00	Lunch	
13h00 - 15h00	Challenge to the audience: What makes the distribution important?	
	- Sponsors moment -	
	The added value of the wholesalers in the chain (imagine a world without the wholesalers) William Smit / DBSC CONSULTING	
	A view from the HVAC and Sanitary branch Caroline Van Marcke / VAN MARCKE Groupe	
15h00 - 15:30	Break	
	Challenge to the audience: Innovation.	
	Part III - The future role of the wholesaler	
15h30 - 17h00	Evolution and Changes - From the last 60 years to the upcoming 10 years Yves de Coorebyter / EUEW SG	
	Debate - Innovation and the role of the wholesaler in the future (Manufactures, Installers, Distributors)	
	Conclusions Jens Andersen / EUEW PRESIDENT & SOLAR	
	Presentation General Convention 2016 - Italy FME 5th June 201	





Lisbon 4th-6th June 2015

Social Program at a Glance

4th June 2015

19h00 - 22h00

Meet & Greet / Welcome Cocktail Dinatoir

EPIC SANA Lisboa - Upscale Bar

Join us at the Upscale Bar located in the 9th floor of the Hotel for a Cocktail Dinatoire.

5th June 2015

09h30 - 17h00

Partners Tour

Lisboa City Tour - Bus & Walking tour

Lisbon is a city that involves a mixture of observation and experience to discover its sounds, voices and hidden corners... This will be the challenge of the partners tour, with the river never far away, from Belém to Praça do Comércio, from the 18th century Lower Town to St. George's Castle and to the Alfama quarter

19h00 - 23h00

Gala Dinner

Forte de São Julião da Barra

The Gala Dinner will take place at the Fortress of São Julião da Barra, a special and unique place which makes part of the history of Portugal.

6th June 2015

Saturday Tour / Optional

Full day tour

Alentejo - Évora e Reguengos de Monsaraz

This tour will start with a walking tour in Évora, the Capital of Alto Alentejo and classified by UNESCO as a World Heritage site since 1986. Then, will will visit the Herdade of Esporão in

Reguengos de Monsaraz, where we will have a wine and olive oil tasting and a lunch with an enograstronomic menu.







CONVENTION PARTICIPATION REGISTRATION FEE INCLUDES

- Participation at all sessions of the Convention
- Meet & greet / Cocktail dinatoire (Thursday)
- Congress programme (including lunch & coffee breaks)
- Gala Dinner (Friday)
- · Convention documentation

Cost € 320.00 + VAT (23%) - until May 15th, 2015

ACCOMPANYING PERSON REGISTRATION FEE INCLUDES

- Meet & greet / Cocktail dinatoire (Thursday)
- Lisbon Tour (Friday)
- Gala Dinner (Friday)

Cost € 230.00 + VAT (23%)

SATURDAY 6TH JUNE

• Full day tour - Alentejo

Cost € 135.00 + VAT (23%) / person - Until May 15th, 2015

ACCOMMODATION

The official Hotel of the 60th General Convention of the EUEW is the Epic SANA Lisboa Hotel.

Special Rates at Epic SANA Lisboa Hotel:

Single Room: 170 Euros Double Room: 190 Euros

The above rates are per night and inclusive of buffet breakfast and taxes.

Guests are expected to arrive on June 4th, 2015.

CANCELLATIONS

From 30 to 8 days before the date of arrival: 50% of the total amount will be charged From 7 days before the date of arrival or no shows: the payment will be charged in full

Alternative accommodation available at Hotel Dom Pedro Palace Special Rates at Hotel Dom Pedro Palace:

(3 min walking distance from the conference hotel)

Single Room: from 130 Euros Double Room: from 145 Euros

The above rates are per night and inclusive of buffet breakfast and taxes.

Guests are expected to arrive on June 4th, 2015.

CANCELLATIONS

Cancellation from 28/05/2015 or NO SHOW: the Hotel will charge one night stay In order to benefit from the special conference rates, please follow the below link.



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