

Wholesaler of the Year - Best Family/Independent

Winner: BM Electrical Wholesale

NORTHERN IRELAND'S
electrical
Awards 2013
HOSTED BY ELECTRICAL MAGAZINE



LEADING INDEPENDENT WHOLESALER MARKS ITS 20TH ANNIVERSARY BY AGAIN PROVING THAT IT CAN COMPETE WITH THE MULTI-NATIONALS...

BM Electrical marks anniversary in style!

BM Electrical celebrated 20 years in business this year by being named the Best Family/Independent in the highly competitive Wholesaler of the Year category. The judges praised this 'highly professional family business', highlighting the company's continuing development and focus on the future.

That is very much the philosophy of a business created to take on the multi-nationals and provide the benefits of working with an independent wholesaler.

Established by Ken Magee and Alister Browne in 1993 and they have been joined by Ken Robinson, who joined the company in 2007 as General Manager and became a director in 2011. Sean McCotter is the company administrator and was one of the original staff members.

With branches in Coleraine, Ballymena and L'Derry, BM Electrical works tirelessly to provide a unique service tailored to the needs

of local customers.

"We achieve this by having a dedicated team of staff focusing on quality and price, an efficient delivery service and depth of stock across all three branches," explained Ken Robinson, Director.

He added, "We are committed to providing excellence in all aspects of our business and have placed an emphasis on quality trained staff, carefully selected suppliers and extensive stock profiles, all of which have allowed us to develop and grow close relationships with our customer base."

Another key strength that evens the playing field against the multi-nationals is the company's membership of the AWEBB buying group – the second largest buying group in the UK and Ireland.

It is the only buying group to have its own central store and distribution centre, allowing its members to access stocks for fast delivery at the most competitive rates.

Judges' comments

// A long established, highly professional family business, the judges were impressed by evidence that BM Electrical continues to strive for excellence. Partnerships with a buying consortium and expansion of its network in recent years have resulted in a quality service for its customers. //

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