

Anniversary at PPG

Five years international partnership

End of February, the Perimeter Protection Group invited its international distributors to its first Distributor Meeting in 2018, marking the event's fifth anniversary. Nearly 50 partners from 18 countries gathered at Security World, the company's in-house training and exhibition center, which is located close to the German factory. Here PPG trains hands on with installed and operational product. Furthermore, there are separate training or conference rooms where theoretical knowledge is provided. The centre is not just for training or presentation purposes. At regular intervals, events such as in-house exhibitions, specialist seminars or lectures are organised there. Another PPG training center is located in Roskilde, Denmark, just 25 minutes from Copenhagen or the airport.

On the agenda were not only the presentation of new products, individual trainings directly on the products but also interesting presentations of projects that PPG implements together with its partners around the world. A special highlight, however, was the visit by Mr. David Pratt, former Minister of National Defence of Canada, who gave a rousing speech on global security. Thorsten Grunwald, Managing Director / COO and patron of the event, summarises: *"It was a great honour for us to win Mr. David Pratt for our Meeting and we were delighted with his interesting remarks and approaches to global change in our industry."*

He adds: *„Good, direct communication with your partners and customers is one of the most important keys to success. Our Distributor Meeting builds a professional, popular platform for this. This is also shown by the keen interest and the numerous, steadily increasing participation of our international partners. These appreciate, for example, the possibility of individual product training on installed products. Technical questions can be answered directly and clearly. New products can be presented directly live and in function and compared with those of other market entrants. In addition, we can define our wishes and goals in open dialogue with our partners, gain good insights into global markets and develop optimal joint strategies."* Also, the partners of PPG are convinced by the concept. Troy Donnelly, Managing Director of EZI Security Systems from Australia confirms the benefits: *"I do believe presenting products for your clients to come touch, look and feel the quality of equipment in the high security space like PPG offers in their training centres is imperative for the end users to be able to truly compare products. This definitely shows PPGs pride and commitment to their products."*

The event was rounded off by the prize-giving of the "Distributor of the Year Award". PPG awards this prize for great performance of its partners. This year, Gunnebo Middle East took first place, closely followed by EZI Security Systems of Australia and Afsluitingen Noyez of Belgium, both in second place. And that was not all. After a joint American barbecue, the guests were surprised with a convivial Casino Night and ended the evening in a friendly atmosphere.

Tibor Kovács, Managing Director of the Hungarian company BLOCKER KFT. summarises: *"The technical presentations, the latest trainings on international crash standards in the High Security area and the innovations of PPG are always interesting, stimulating and inspiring for me. I'm pretty sure that all the sales people from all over the world have taken a lot from this event and everyone involved would not have reached the same level they are at today without the continuous, professional training and support PPG offers. I also appreciated the nice dinner and the entertainment afterwards. All in all, an informative, unforgettable event! "*