



Partnering for
shared success

Distributor Support Programme





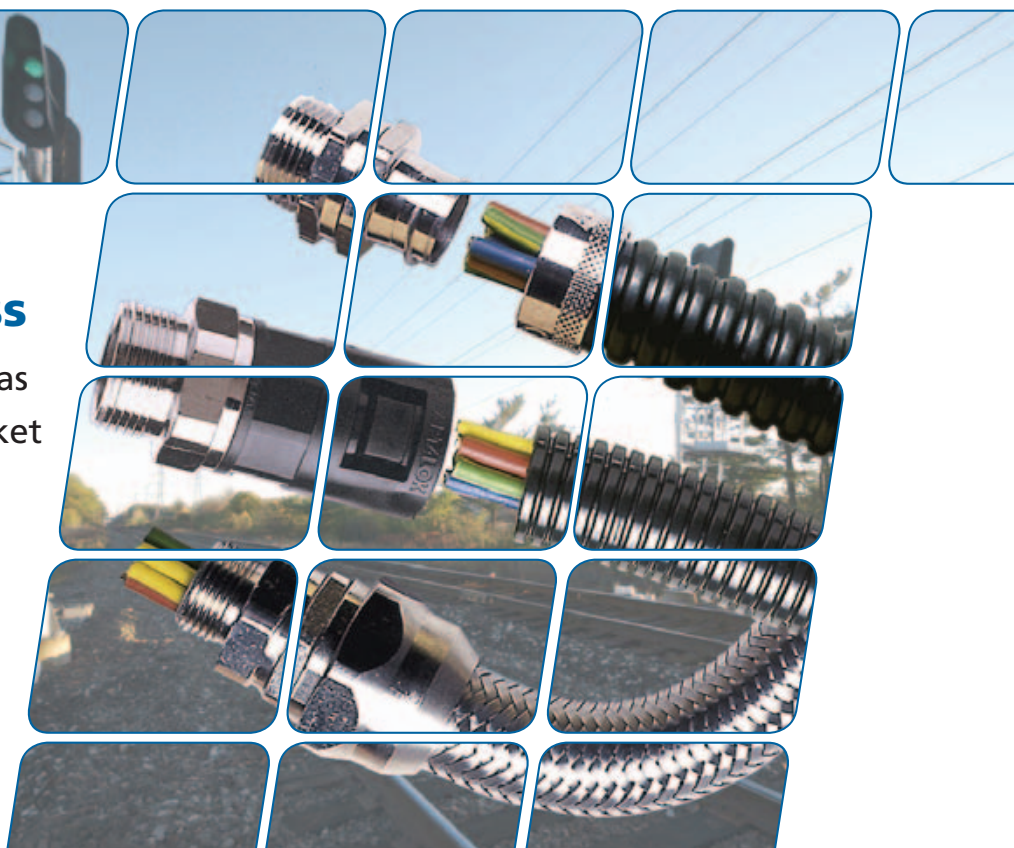
Partnering for Shared Success

The Thomas & Betts Distributor Support Programme rewards you for your commitment to Thomas & Betts and our products and training components. The closer the partnership with Thomas & Betts, the greater the rewards and benefits to your business.



Market-focused to grow your business

To drive your business Thomas & Betts focus on critical market sectors – from food & beverage and oil & gas through to utilities, rail and renewable energy.





Engineered Reliability





Market Focused Innovation



Brands of choice



As a world leader in electrical products Thomas & Betts is fully committed to the supply of our portfolio of market leading brands to the end user through third party distributors.

Industry Product Approvals

As one of the leading electrical suppliers Thomas & Betts products have gained many international product approvals. With representatives on the leading technical committees, we are able to use our experience and knowledge to ensure quality and safety standards for now and in the future.

Local Customer Support

With four main manufacturing and distribution centres in Nottingham, Birmingham, Leeds and Andover, Thomas & Betts provide world renowned products and brands alongside a local focused customer support network.



Making it easier to do business



Status & Product Availability

To promote your Thomas & Betts Distributor status your branch details will appear on our brand websites where available.



Account Management

Regular dialogue with your branch staff ensures all account queries are efficiently handled. We aim to clear all debits in the month they are raised.



Market Information & Sales Leads

By sharing market intelligence, sales and project leads from the Thomas & Betts brand portfolio distributors gain valuable market insight for business development.



Service Priority

Thomas & Betts distributors receive order priority so product orders placed reach customers as soon as possible.



Profiling

The Thomas & Betts sales team continually work alongside and support distributors to ensure the right products are stocked, at the right levels, at the right prices.



Quotations

Quotations for standard or customer specific products are available as and when required. Special pricing may be provided as necessary to compete for mutually beneficial projects.



Training & Technical Support

Thomas & Betts provide training and product awareness for their distributors. Support also includes CPD affiliated seminars, scheme and project design, plus a full quotation service.



Expert Advice

Our team of well trained sales and product specialists are available to support distributors on joint sales calls to drive sales for your business.



Advanced E-Commerce Tools

Web-enabled e-commerce tools such as EDI available.



Marketing Support & Promotions

Product and brand promotions, display material, merchandise, posters, product demonstration materials and promotional literature are available to distributors on a regular basis.



Thomas & Betts



Twist Tail®

Ty-Fast®

Ty-Met®

Ty-Rap®



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