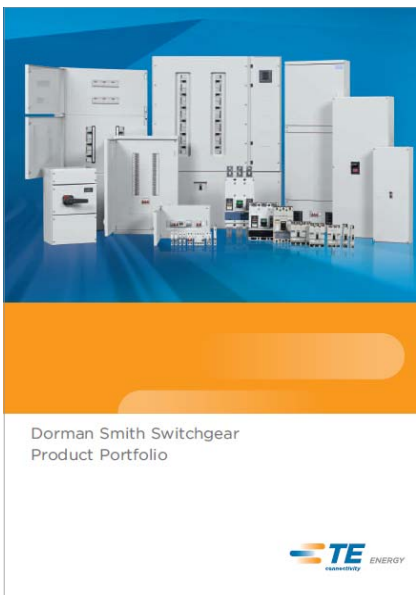


## New DS catalogue now available



The new Dorman Smith product catalogue has been released in June. The catalogue features our new products such as type 1 and 2 surge protectors, cost effective Crompton Instruments Integra Ci3 and Ri3 digital metering systems or our flexible MCCB panel board systems. The new intuitive flowcharts in MCB distribution board and MCCB panel boards sections guide the user to identify correct components and to simplify the selection process. The popular technical section has been enhanced and now includes, for example, the characteristics of modular contactors, MCCBs and MCBs. The modular devices specifications have also been added.

To request a copy of the catalogue, contact your sales engineer or customer services. You can also see the interactive online version or to download individual catalogue sections as pdf.

[dormansmithswitchgear.com](http://dormansmithswitchgear.com)

tel: 0870 870 7500

## The Gold Standard: Do you want to be part of it?

FY11 sales continue to grow across all parts of the TE brand Dorman Smith and you may ask how this is being achieved in a market that is at best flat and with news stories bemoaning the UK economy.

As well as offering value for money and a recognised brand renowned for its quality, Dorman Smith owes its growth during this year to the introduction of the Gold Distributor policy. The policy represents partnership between the local DS sales engineer and panel builder partners with a focus on customer service and demand creation across the UK. The close partnership allows to review the needs and challenges the distributor faces in selling LV distribution boards into the UK market and to create a plan to overcome these. Such a plan takes into consideration partners' involvement and tailors the solution to match distributor's business needs and requirements. The policy classes distributors as gold, silver and bronze, depending on level of involvement and stock policy.

The advantages of being a Dorman Smith Gold Distributor include product champion training, quotation within 24h, marketing support or business development plan set up between TE Energy and Distributor to name a few.

More information on how to become a Dorman Smith Gold distributor contact your local sales engineer, ring the customer service helpline on 0870 870 7500 or e-mail [dormansmithswitchgear@te.com](mailto:dormansmithswitchgear@te.com)

## Voice of the Customer



We are pleased to announce the winner of our recent online Voice of the Customer survey **Paul Hayward of Prism Power**. We hope Paul enjoys his prize of two premier league tickets for next season. The prize was presented to Paul by Simon Giles, the TE sales engineer who is secretly hoping that Paul will take him to the match.

We would like to thank Paul and all other customers who have participated in the customer survey. Understanding the needs of customers is paramount to TE Connectivity and the survey helped us to identify what services our customers value and identify areas for improvements. The feedback in general was positive.



Colin Josselyn and Paul Hayward

## Project Wins

TEXT to come



## Product Update

As part of our continued efforts to provide easy solutions for Part L2, cost effective Crompton Instrument Integra Ci3 and Ri3 digital metering systems and Integra Ci1 kilowatt hour meter have now been introduced into our product portfolio.

Complementing this is the addition of a new range of 3-in-1 current transformers to assist with easy assembly within both our TP&N distribution boards and panel board systems. 3-in-1 current transformers can be directly installed next to a three-phase moulded case circuit breaker, Metering wiring harnesses have also been modified to facilitate the use of all digital metering solutions and available current transformers, thus saving installation time.

Digital metering system

- Integra Ci3 DIN96 enclosure
- Integra Ri3 DIN-rail DIN 43880 enclosure

KWh meter

- Integra Ci1 DIN 96 enclosure

3-in-1 current transformers

- **Could you add ranges?**

Wiring looms for

