AWEBB
THE ELECTRICAL NETWORK

TOOLBANK

ENHANCED
PROFIT OPPORTUNITY

8 week stock rotation stand deal

Business growth, delivered by Toolbank

www.toolbankservices.com

92% average satisfaction score
given by customers

We could do the same for you.
Visit whytoolbank.com

TOOLBANK

Statistics based on customers that expressed an opinion.
Independent research conducted in September 2022 by MRA Research

INTRODUCTION

Founded in 1972, Toolbank is a leading distributor of hand tools, power tools and hardware stocking over 30,000 products from over 250 major brands.

Friendly, Professional & Local

We have 12 branches located throughout the UK and Ireland, all dedicated to servicing local demands and requirements. We have over 120 external sales representatives supported by another 100 office based support staff, meaning you get first-class account management, no matter what your location.

Our business is built on being able to provide tailored and bespoke range offers and solutions for all our customers, which is why we work closely with you to make sure the service we deliver meets your needs.

MERCHANDISING THROUGH TOOLBANK

WHY MERCHANDISE?

Good merchandising and marketing support are critical to achieving sales success. When you buy products from us, we also offer you a wealth of additional consultation from our very knowledgeable sales team, informative marketing support materials and assist with advising you on the products that would be best for your stores.

WEEK 1

Toolbank sends you the agreed stock lines (10-15 SKUs).

If required, we send the 1M toolbar, directly to the store*. We also dress it for you, if needed.

Minimum order quantities agreed at the start of the promotion.

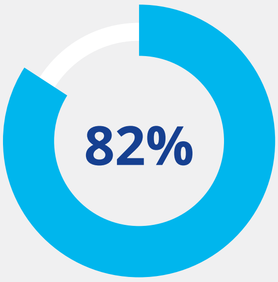
WEEK 2

The selling period begins with the originally agreed and stocked products.

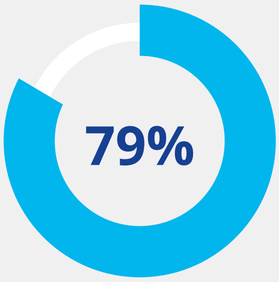
Top up for the stand is ordered throughout the promotion, as and when needed.

*The stand remains the property of Toolbank for the duration of all promotional activities involving the stand

BENEFITS OF POINT OF SALE



Say that availability of stock and range of products are the biggest influence on product purchase



Say that having tools and their accompanying accessories has a positive effect on their purchasing decision making process

Week seven represents the final week of selling out, based on the initial stock packs agreed.

No more orders can be placed for the replenishment of stand stock, only for items that will be stocked on an ongoing basis.

You can return all un-sold items from the original order for a full credit**

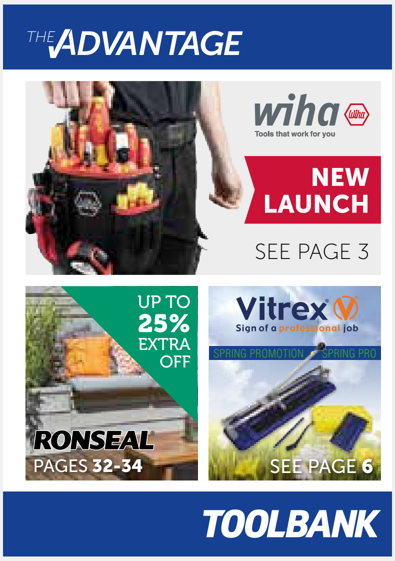
We then agree a new stock pack for the stand and the process starts again, for another 8 weeks.

**No returns or credit on re-ordered lines. No returns or credit for items returned in a non resaleable condition

WHAT ADDITIONAL SUPPORT DO YOU GET?

- Consultation from your local Toolbank branch and sales representative
- We will also supply supporting literature to help with the sell-out phase.
- We can supply you with a toolbar on loan; we will even set it up and fill it at the start of the promotion
- We will load promotional prices for you for the duration of the period
- We will also arrange regular and agreed visits to monitor the promotion and ensure it is working

All we ask is that the stand is given prominence in the shop for clear visibility of the products and brands.



84% of our customers say that Toolbank has made a noticeable and positive difference to their business

Getting Started

Toolbank' eight week stock rotation is a unique solution to help you become more efficient, grow your sales and increase your profits.

To take advantage of this fantastic service simply fill out the form below and return it to your Toolbank representative

Category Management Agreement

Name (Print) ....

Company ....

Position ....

Location ....

Signature ....

Date ....

Signed on Behalf of Toolbank

Name (Print) ....

Position ....

Signature ....

Date ....

Terms & Conditions

1. Minimum initial term of eight weeks. The agreement will continue in eight-week terms thereafter and can be terminated upon four weeks written notice.
2. Merchandising stands (if supplied) remain the property of Toolbank and are to be returned at the end of the agreed term. Failure to comply may incur charges up to the value of the stand.
3. We offer a stock profile of 95% + availability. If we drop below this level, suitable alternatives (supplied by Toolbank) will be offered. These assurances are however subject to normal trading conditions.
4. Exclusive relationship – Toolbank works with you/your team to manage the entire tool category. Products may not be sourced outside of Toolbank unless prior agreement is made between us e.g. in the event that we are unable to provide suitable alternatives, or a product is not stocked.
5. All items are delivered carriage paid unless prior agreement is made in respect of special products or those requiring urgent delivery, which will attract carrier charges.
6. There are no minimum order values, except for items supplied only in box quantities e.g. hose clips.
7. Throughout the term of your category management relationship with Toolbank, no other supplier brand stands are to be displayed.
8. Stock that hasn't sold within a reasonable time period (the duration of the eight week promotion) can be returned to us for a full credit and replaced with alternative product(s). Stock must be returned in its original packaging, and must be in an unblemished, resaleable condition.
9. These terms and conditions, together with Toolbank's Conditions of Sale, and any other written agreements formed between us before, at the outset or at any point during the agreed term, collectively form the "Agreement" between us.
10. Toolbank is dedicated to conducting its business operations in an ethical manner. Please see the Ethical and Code of Standards Policy of the Dormole Group* which sets out our expectations for ourselves and those we work with. By forming an agreement with us, you confirm your compliance with the ethical standards set out therein.
11. Should any of the terms set out under the Agreement be breached, we reserve the right to refuse a stock cleanse

*Toolbank is a trading name used by Curtis Holt Limited, C. A. Clemson and Sons Ltd and Finnie & Company Limited, who are each wholly owned subsidiaries of Dormole Limited and therefore form part of the "Dormole Group".

LET'S START

YOUR 8 WEEK STOCK ROTATION STAND DEAL

GET IN TOUCH

01322 321 384

marketing@toolbank.com

Toolbank
Head Office
Long Reach, Galleon Boulevard,
Dartford DA2 6QE

CLECKHEATON
Tel: 0344 463 6020
cleckheaton.sales@toolbank.com

EXETER
Tel: 0344 463 6080
exeter.sales@toolbank.com

HATFIELD
Tel: 0344 463 6035
hatfield.sales@toolbank.com

SOUTHAMPTON
Tel: 0344 463 6070
southampton.sales@toolbank.com

CWMBRAN
Tel: 0344 463 6060
cwmbran.sales@toolbank.com

GLASGOW
Tel: 0344 463 6040
glasgow.sales@toolbank.com

NEWCASTLE
Tel: 0344 463 6085
newcastle.sales@toolbank.com

WIDNES
Tel: 0344 463 6025
widnes.sales@toolbank.com

DARTFORD
Tel: 0344 463 6001
dartford.sales@toolbank.com

HALESOWEN
Tel: 0344 463 6050
halesowen.sales@toolbank.com

NORWICH
Tel: 0344 463 6010
norwich.sales@toolbank.com

SM636

For more information, please visit www.whytoolbank.com or scan the QR code