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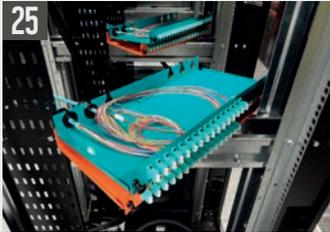
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**SPECIAL FEATURE:**  
CABLING & CABLE MANEGEMENT



24

**COMPETITION**

Win a £100 Amazon voucher, courtesy of Kohler Uninterruptible Power



**SPECIAL FEATURE:**  
FIRE, SAFETY & SECURITY



## NIGLON LAUNCHES NEWEST RANGE AND NEW GUARANTEE

**Niglon's** newest Median range is fast becoming the go-to choice for contractors looking for a clean, simple appearance, and the quick and easy reconfiguration which comes with single screw fixings on all modular switches, says Commercial Director, **Paul Dawson**.

"The products look sleek due to their soft edges, they're robust, and they're clean and uncluttered, thanks to matching screw cap covers. In fact, we could talk all day about the features which make the Median products attractive, easy to install, and long-lasting.

"But we're not going to, because we want to concentrate on the differences that you can't see, and those differences are in the way we operate at Niglon.

"In fact, the launch of the Median products coincides with the launch of our Niglon Difference Guarantee.

"We're asking you not to judge a book by its cover – not because there's a problem with the cover, but because what's inside is so compelling.

"We believe in doing things for the right reason, in aiming not to be the biggest but the best, and in doing what we say we will. In fact, the guarantee was borne out of our conviction that we can, and do, provide that Niglon Difference every single time we supply a product to every single customer we have or ever will have.

"So, what exactly is the Niglon Difference?"

Turn to page 12 to find out more.

**MEDIAN**  
Soft Curved Edge  
Wiring Accessories Range

niglon UK

NSP622

910221

**20** Year  
Guarantee

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# NIGLON – PROUD TO BE DIFFERENT

Family-run electrical component supplier, **Niglon**, is proudly launching its Niglon Difference Guarantee, a five-part promise to all its customers about what they can expect from the firm. For the first time, Commercial Director, **Paul Dawson**, explains what the guarantee is, and why it's so important.

**T**he factors which determine product choice are varied. There are some for whom price is the main factor, safety should be a concern for all, and others might want to offer the end consumer the absolute best quality component on the market.

That is why we don't believe in competing on just one aspect. Niglon doesn't want to be the cheapest supplier if our team can't guarantee the products are 100% safe. We don't want to have components that no one can ever get hold of because we haven't invested enough time and effort into our stock systems.

And that's why, ultimately, we are making ourselves accountable to contractors, wholesalers and the end consumers by launching our Niglon Difference Guarantee. It's a promise that we can absolutely deliver in every single one of the five guarantee categories – and we are inviting you all to hold us to account that all five will be of the highest standard every time we sell a product.

## Availability

A huge investment in the amount of stock held at our Midlands headquarters, and 18 months of intensive testing of the new systems put in place to monitor and order stock, has seen our product availability soar.

Long-standing customers have seen a big difference in our On Time In Full order fulfilment rates, and we are now consistently recording stock availability in excess of 99% each month.

We guarantee a level of availability which is among the best in the industry, making Niglon a reliable bet when it comes to securing the products you need, when you need them.

Huge investment in stock has seen product availability soar



## Price

We believe in offering products at a fair price, and a consistent price across every customer we have. Take, for instance, our Median range – wholesalers are able to buy products from that range at a lower price than the current market leader's equivalents. That's not because our products are inferior, or because we're making a loss when we sell them.

It's because an integral part of the Niglon Difference Guarantee is that we will always sell products at a fair price, enabling wholesalers to pass on that price differential to contractors without losing out themselves, ensuring an even spread of profit down the supply chain – a better way of doing things, we are sure everyone would agree.

Personal service is so important

## Safety

If you know anything about Niglon, you'll know we are absolutely steadfast in our belief that products should be independently tested by a third party to ensure they are safe; and we only ever partner with companies who feel the same. We believe certification of products should be openly declared, and proof should be readily available. So, if you ever want to check a Niglon product's certificate, then all you have to do is ask.

## Personal service

We are not, and never wish to be, a faceless organisation where our customers become nothing more than a number on an order sheet. We're proud to have the fourth generation of the original founder Stanley Hinley's family as an integral part of our team: the real definition of a family business!

That's part of the reason why that personal service is so important to us, and why the quality of each interaction we have with wholesalers and contractors matters most to us. It's not just about how much wholesalers value Niglon, it's about the entire supply chain including contractors and the end-users too.

The Median range is manufactured using high-quality electrical components and materials

## Quality

The Median range, as with all our Niglon products, is manufactured using high-quality electrical components and materials – and carries a 20 year guarantee. To us, the Niglon name being on a product means we are proud to offer it as part of our extensive catalogue of components, and putting our name to something which isn't of the highest quality is simply out of the question – now, and always.



The Niglon Difference Guarantee: Availability, Price, Quality, Safety and Personal Service. Not just sometimes, but every time. Not just one promise, but all five. Not just now, but forever. 

Niglon, [niglon.co.uk](http://niglon.co.uk)

# niglon™ MEDIAN

Soft Curved Edge  
Wiring Accessories Range

# BREAK THE MOULD



More Choice: More Flexibility

