

TTI named 'Distributor of the Year' by Molex

ECN Europe

[TTI](#) [1] has been named Distributor of the Year 2011 by connector giant Molex.

At the ceremony to present the trophy, Mark Davies, Molex's Distribution Corporate Account Manager - Europe commented: "At the end of our financial year Molex reviews the performance of our European Distribution Network in order to recognise and the Distributors that have had the strongest performance during the previous 12 months. We have a number of objective and subjective criteria for measuring this performance which takes into consideration many different aspects of the business, including Molex POS growth (up approximately 30% July 2010 to June 2011) over the previous year, project pipeline, sales team engagement, customer joint visits and Management engagement. All of these criteria are taken into consideration so that we can assess each Distributors performance and commitment to Molex.



[2]"I am delighted to announce that TTI have been given this award for their very impressive POS growth combined with very positive activities in the other critical areas. Their overall contribution to the Molex business is significant and they continue to penetrate the market with new customers, new opportunities and a very proactive marketing and inventory approach. We are looking forward to a very successful FY12 and we hope that with your continued support we can further grow our business in Europe."

John Sandy, TTI's European Supplier Marketing Director - Connectors replied: "We are very happy to win this award from Molex. In a challenging year we have remained committed to our NPI driven focus, further developing our inventory profile to better support our Molex customers and focused on demand creations activities. This has enabled us to work closely with Molex on our joint marketing activities to ensure we continue to add value to our customers in these challenging

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Published on Electronic Component News (<http://www.ecnmag.com>)

market conditions. We know at TTI that this will put us in the best possible position to support business as demand increases through 2012.”

Source URL (retrieved on 04/26/2015 - 7:03am):

<http://www.ecnmag.com/news/2012/04/tti-named-%E2%80%98distributor-year%E2%80%99-molex>

Links:

[1] <http://www.ttieurope.com>

[2] <http://ecneurope.files.wordpress.com/2012/04/270412-tti.jpg>