



ENTES and Trumeter Partnership

Trumeter is pleased to announce that we have reached an agreement with the major Turkish manufacturing company, ENTES, to market their range of products under the Trumeter brand.

Established since 1983 ENTES has become an internationally known manufacturer in the field of:

- Power Quality & Energy
- Electrical Measurement
- Power Factor Correction
- Remote Monitoring
- Protection & Control

ENTES has achieved its dominant position as market leader through a policy of outstanding technical innovation, leading edge production techniques and strong pre-sales and after sales service support.

Commenting on the partnership John Smith, Trumeter's CEO, said *"We are delighted to be associated with a company that is admired for their technical product development and quality systems. They operate with a culture and philosophy similar to Trumeter which has helped to develop our relationships."*

He continued *"I see the ENTES offering as an extension of the Trumeter range. The partnership will allow us to grow organically by offering a broader selection of products which ENTES will manufacture under the Trumeter brand."*

ENTES Director, Faik Erem, commented *"This agreement between ENTES and Trumeter is just the beginning of a long term strategic partnership. We are confident that this will bring new areas of collaboration and will provide a new visionary approach within existing markets, whilst creating a strong introduction to new markets. We believe that the close cooperation of our two companies will boost the motivation of both teams."*



John Smith (left) - Faik Erem (right)

The objective of the partnership is to grow sales in the Energy Management field, to share technology, cross sell products and develop new products. Initial target markets will include the UK and North America, eventually rolling out world wide. A key development opportunity is the USA due to its massive growth potential.

Trumeter will concentrate on developing the UK market thus enabling ENTES to focus on other key target markets.

The intention is to launch the products at both the NEMEX UK, in May, and Hannover International Fair in April.

Trumeter is well established in the UK, northern EU, USA and Asia with good relationships with the Distributor network. This will allow us to grow sales quickly of these well engineered high quality products with excellent functionality.



Trumeter would like to welcome on board two new Irish distributors:

Park Electrical Services



Park Electrical Services have supplied specialist electrical equipment to the UK and Ireland since 1973. They are recognised as a major supplier of specialist electrical equipment.

As part of a wider strategic plan to increase their product offering, Park Electrical Services is now stocking Trumeter measuring equipment. The product range includes the renowned range of Road Measuring Wheels, Indoor Distance Measuring Wheels, Railway Track Measurers and Cable, Wire and Rope Measurers all of which are a perfect complement to some of their existing products.



Celtic Surveys



Celtic Surveys Ltd was formed in 1987 by Liam J. Bowens. They are one of the leading suppliers of survey instruments to the Irish market. In 2003 they moved from Dublin to their large new offices in Dunshaughlin in County Meath.

Dunshaughlin is only 20 minutes from Dublin and 5 minutes from the new M3 motorway. Managing Director, Liam J

Bowens FIS, MRICS, ASCS, MCInstCES, Dip-Geo-Surv. has over 25 years experience in surveying and selling survey instruments.

The Celtic Surveys Ltd team have many years of experience and an extensive knowledge of surveying and survey instruments. Celtic Surveys Ltd sells a large range of instruments, from tapes, total stations, lasers, levels to GPS. Celtic Surveys Ltd provide a full repair and calibration service. Their large new building and state of the art repair and calibration facilities ensures customers' instruments are maintained to the highest

standard. They repair and calibrate all makes of Survey Instruments in addition to offering a nationwide hire service. Their aim is to offer a professional service and instruments at competitive prices.



Stop press

Trumeter customer survey

Trumeter has conducted a Customer Satisfaction Survey of its' customers. This was held in September.

The survey results are being analysed and Trumeter is committed to listening to its customers and acting on their responses. We will issue the results of the survey in our next Newsletter. Trumeter would like to thank all those customers that took part in the survey.

Trumeter new additions

We are happy to announce that Tomas Diaz has joined the Company, as Distributor Sales Manager, with effect from 21st November – Photo and profile to follow in our next issue

ISO 9001

Trumeter has recently achieved successful re-certification to ISO9001:2008.

