

July 1, 2019

BULLETIN 16309
NEW DISTRIBUTOR MODEL – UK & IRELAND

Dear Valued Customer,

Johnson Controls (Tyco Fire Protection Products) are continuing to seek ways to improve our fire protection solutions business and our delivery into the marketplace. We have invested considerably in new technologies, approvals, operational output and in the quality of our products. We are working with technical standards committees to develop best industry practice and are investing in our business development with consultants, insurers and influencers to educate and assist end users in choosing the most appropriate solution for any given risk.

As part of our continued business improvement, we are introducing a new distributor model to better support your business and align with the marketplace needs. This means you will be able to access our products through our master distribution partners in the UK & Ireland. This will help in reducing the lead times on the design to order process, provide improved communication and ultimately will enable quicker delivery of products to your customers, be they contractors or end users.

Our Johnson Controls accredited partners will excel at providing design, product, installation and commissioning along with ancillary services such as room integrity testing, etc. These partners supply to the fire trade ONLY and so there will be no competing interests and no breach in confidentiality.

I'm also extremely pleased to confirm that Trade Fire Suppression are a Johnson Controls approved SAPPHIRE Novec 1230 Fill Station, servicing the UK market and will be able to support your business by delivering fast turnaround Sapphire systems and OEM approved refurbishment.

From 1st July 2019, please work directly with Trade Fire Suppression for all of your gas suppression requirements.

Mike Garner
Head of Sales, Engineered Systems & Water Mist – UK & NORDICS