



Distributor eNewsletter



Welcome to our September 2009 Distributor eNewsletter

MOVE promotion

Here you will find up to date information on our latest products and services, offering new ways to grow and improve your business.

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Money Off Voucher Exchange

Available to all Telemecanique and Sarel franchised distributors, MOVE is our new Money Off Voucher Exchange promotion aimed at pulling End User business through you ? our valued distributors.

[Learn more >>](#)

Sarel and Himel are becoming Schneider Electric



We are now working towards making it simpler and easier for you to work with us. As part of this process, the brands of Sarel and Himel are becoming Schneider Electric



New packaging

New product marking

Let's make it simple

> Packaging marking

You will start to see Sarel/Himel packaging change to Schneider Electric packaging from **Quarter 3 2009**

> Product marking

You will start to see the Schneider Electric logo replacing the Sarel/Himel logo on products from **Quarter 4 2009**

The product specifications such as size, weight and function remain the same. However, the commercial references **will change** on the migration of the product to Schneider Electric, tools will soon be available to assist customers in the transition to the new references.

By operating as one Schneider Electric, we are increasing the visibility of our name, making it easier to spot our extensive range of products at a glance and demonstrating they are highly compatible, providing you with integrated solutions

> Learn more

[View our FAQ's >>](#)

Answering the most common questions from our distributors

[Download the leaflet >>](#)

A concise summary of the changes involved including visual examples

Changes to how you order literature



Please note that the facility to order literature from MySE will no longer be available, please use one of the other ordering methods detailed below.

There are 4 ways to order literature from Schneider Electric:

Phone our call centre on:

0870 608 8 608

Fax our call centre on:

0870 608 8 606

Log a request via our website:

[Click here to order](#)

Email us at the following address:

qb-customerservices@qb.schneider-electric.com

Please provide the following information when you place your order:

- Company name
- Account number (if available)
- Address
- Literature title & reference
- Quantity

New Product releases



New Product releases from Schneider Electric.

To learn more about these products click the links below.



[ATV12, the compact general purpose drive](#)



[ATV312, a compact high performance frequency inverter](#)



[M340 PLC - New ruggedised range for extended temperature operation, new connectivity options and Unity Pro V4.1 software](#)



[Twido PLCs - new, improved digital and analogue expansion modules \(TM2\)](#)



[New light curtains: XUSLB and XUSLD replacing XUSLT](#)



[New slimline extractor fan - 4" ultra slim wall mounting model with flush fitting](#)



[Low profile switched socket, designed with a minimal back projection making installation easy](#)



Fuse combination unit, single phase and neutral wall mounted
[Merlin Gerin](#) [Square D](#)

The driving force behind the Wimbledon Roof



We served up an ace for the safety control of the 3,000 tonne retractable roof; 64 Schneider Electric Altivar 71 variable speed drives and 21 programmable logic controllers operating on Ethernet communications.

Learn how our solution was continually monitoring the position of the roof to no more than 0.1mm.

[Learn more in our Wimbledon Roof case study >>](#)

Discontinuation of GV3ME and GK3EF breakers and D range contactor



The Everlink offer replaces the GV3ME and GK3EF breakers and D range contactors from 40 to 65 amps and their associated LRD3 overloads.

Please be aware that the manufacturing of the old offer will stop at the end of 2009.

To avoid any future delivery issues please convert your customers to the Everlink offer as soon as possible. The new offer has a smaller footprint, better functionality and is more economical than the old offer, so customers should welcome the change.

For your convenience we have included a downloadable **cross reference list** from the old to the new offer.

[TeSys to Everlink cross reference sheet >>](#)

[Integral to TeSys U cross reference sheet >>](#)

Learn more:

[TeSys GV3P >>](#)

[TeSys Model D >>](#)

Magnamole - 'as seen on Dragon's Den'



Magnamole is a powerful pick up tool for safely threading wires and cables through cavity and void spaces, for a video demonstration of the Magnamole please visit www.towerman.co.uk.

Magnamole is available from Schneider Electric and you can choose from **two promotional offers**:

- Buy 5 Magnamole's and get 1 free
- or
- Receive a free drill bit set with every Magnamole

[Download the promotional flyer to learn more >>](#)

CanFAST, the new Canalis Busbar quotation package

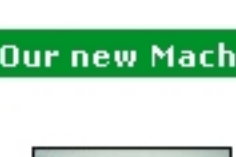


Available to download now, the Canfast software package is designed to assist with quoting a Canalis busbar installation with the minimal amount of technical and product knowledge.

Simply inputting some basic installation information, the software translates the requirements to provide all the information needed to produce a quotation.

[Download CanFast now >>](#)

Our new Machinery Safety handbook, a guide to safety



In machine safety the functional safety standards BS EN ISO 13849-1 and BS EN 62061 will replace BS EN 954-1 at the end of 2009.

This change is an opportunity to inform customers, gain credibility and attract business through providing safe solutions. Our handbook illustrates some key aspects of these new standards, including worked examples.

[Download our Machine Safety guide >>](#)

[Learn more about machine safety in our dedicated website area >>](#)

GET launches the new look catalogue



The new guide is divided into four categories:

[Smart Home Technology](#) is a comprehensive range of affordable home and office automation and security devices

[Wiring accessories](#) featuring the latest in wiring technologies and circuit protection

[Lighting](#) offering an up-to-the-minute range of indoor and outdoor lighting

[Ventilation](#) and heating for a broad qob of air movement technologies

[View the full catalogue >>](#)

The new Industry Distributor Training Programme



The new **Industrial Control and Automation training programme** offers distributors the knowledge and skills they need to increase sales and improve customer service.

We have a range of 22 courses for all skill levels. [Visit our website](#) to view or download our course launch calendar, booking form and course specifications.

[Learn more about our Industry Distributor Training >>](#)

Recession busting prices from Thorsman



Take advantage of the recession busting prices on Thorsman hand tools. Amazing prices valid until 30th October, hurry while stocks last!

Offers include:



6pc softgrip VDE electricians tool wallet

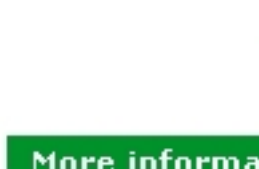


Electricians hole saw kit

For more information about these and many other offers, download the Thorsman promotional flyer below.

[Download the Thorsman promotional flyer >>](#)

More information



You can learn more about what Schneider Electric can offer you by visiting [our website](#) or using our online web form to [contact us](#) regarding other queries.

[Visit the Schneider Electric UK website >>](#)