



A Guide for Suppliers

What does Neville UK offer suppliers and potential new suppliers?

Financial Stability

We have been in business over 40 Years, and are a successful PLC. We have a history of establishing long-term relationships with our Suppliers. Many of these suppliers have been supplying Neville UK for over 20 years, and have achieved huge growth during this time.

Feedback on Products and Service

It is in our best interest that we help you to improve & get better! We will actively enter into ways to help you to become a better supplier, which will help you in other countries & markets.

Access to the whole of UK and Eire Distributor and end-user network

We offer to you one Supplier for this market. You no longer need to have multiple customers, multiple order & delivery points. We are supplying over 600 Distributors with more than 2,000 products supplied on a daily basis. It is easy for distributor customers to buy from us as we have already broken down all barriers to trade; new products can be added to orders easily, providing an excellent introduction point to a massive potential market.

Access to European Markets

Neville UK has access to a wider distribution network throughout Europe and have many established contacts across the world.

Stockholding

If we decide that we are looking at a product range, then we will provide the necessary resources to enable the product to be successful.

Access to Neville UK Promotions

We are active in promoting to end-users our product ranges, through many routes, incorporating full colour catalogues, e-commerce web sites & promotional literature. If your products are featured, than you will gain access to all of Neville UK's markets & customers.

On-line Trading

We offer on-line trading at www.nevilleuk.com for our distributor customers to trade with us. Also our end-user customers can place orders with us, using one of the participating Neville UK Sponsored e-trading sites.

What do we expect from our suppliers?

Own Brand Products

We have developed our own brand Genware, which is well established in the UK as a brand that stands for Professional Catering Products. When you brand products for Neville UK with this logo you will be accessing years of sales of professional products, which will help in developing your sales.

Be Flexible

When we introduce ranges of products, we may not have sales history of similar products from our ranges. This means that we will need to have smaller quantities of products initially, with a view to increasing the sales over time.

See the Bigger Picture!

You may well get opportunities to supply other UK customers with products. They may well provide you with short-term gain of turnover, but very few can provide you with the continuity & business development that Neville UK can. We are happy to deal with these requests on your behalf to enable your products to reach the widest audience.

Package to a High Standard

Packaging is paramount – we need quality products to be able to be dispatched by us in carrier-suitable cartons. We need excellent labelling & coding to enable accurate stock management here at Neville UK, but also in our distributor customer premises.

Respond to us quickly

We need you to acknowledge orders quickly, respond to queries & deal with problems quickly– this means that if we want a response that day, We need it that day! We need to keep our customers informed so that we can make decisions on what we need to do.

Ensure Quality

We are interested in the development of your products over a long period of time. In order that we can promote these products we need to be sure that the product quality is maintained shipment after shipment, year after year.

Exclusivity of Ranges

We spend a lot of time and money promoting manufacturers products. We would expect that we should have exclusivity on these products for the UK & Eire Catering & Hospitality Sector.