



THOMAS & BETTS CANADA

Your best connection

Leading the way in Canada

Thomas & Betts



— A Canadian connection since 1928

Thomas & Betts Corporation (NYSE:TNB) is a global leader in the design, manufacture and marketing of essential components used to manage the connection, distribution, transmission and reliability of electrical power in industrial, construction and utility applications. With a portfolio of over 200,000 products sold under more than 45 premium brand names, Thomas & Betts products are found wherever electricity is used.





Founded in 1898 in New York City, Thomas & Betts established a Canadian presence in 1928 to meet the unique requirements of this market. Today, with a head office, 5 regional sales offices, 9 manufacturing facilities and a master distribution center in Canada, Thomas & Betts employs over 1,500 people across the country.

More than 80% percent of the company's products sold in Canada are manufactured in Canada.

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**Our products are found
wherever electricity is used.**



— Message from the President

Thomas & Betts has a long history of leadership in the Canadian electrical marketplace and is one of the largest suppliers of electrical products in Canada.

You'll find our products everywhere that electricity is used – behind the walls and ceilings of your homes, offices, schools and hospitals, in the machinery at your local industrial and municipal plants, in the electrical distribution systems that power your cities and even in the vehicles that take you to your daily destinations.





Thomas & Betts has always recognized that Canada, with its abundance of natural resources and related industries, is a market that presents distinct opportunities and challenges. To this day, we continue to serve the Canadian market from Canada with on-site manufacturing, sales and marketing, customer service and logistics. We are one of the few suppliers of electrical products to do so. Apart from our physical presence, Thomas & Betts Canada is also unique in that 80% of the products sold in Canada are also manufactured in Canada.

Innovation, operational excellence and continuous improvement are at the forefront of our ongoing efforts to reinforce our leadership position and remain one step ahead. Sustainable development, with the objective of reducing our environmental footprint and improving the communities in which we are present, is central to every business decision we make.

Thank you for your interest in Thomas & Betts.

Nathalie Pilon
President - Canada

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**Staying a step ahead
through innovation,
operational excellence
and continuous improvement.**



— Connect with a full range of solutions

At Thomas & Betts, we're focused on improving the business performance of our channel partners and end users by providing a full range of innovative and reliable product solutions that solve everyday problems in the following key areas:

Wire and cable management

The inventor of the original Ty-Rap® cable tie in 1958, Thomas & Betts continues to lead the field in innovative wire and cable management solutions. Original equipment manufacturers, panel builders, electrical contractors and facility maintenance personnel depend on our cable tray systems, device boxes, cable ties, roughing-in products, weatherproof enclosures, wire identification and metal framing systems to get the job done right.

Cable protection systems

Electrical systems are only as reliable as the quality of their conductors and connections. Power generation, robotics, food processing, refining, waste water treatment, rail rolling stock, off-shore drilling, mining, wind turbines and more – Thomas & Betts conduit and fittings perform in the most challenging environments.

Adaptaflex™ - All-Struct® - Amerace® -
Deltec™ - Elastimold® - Emergi-Lite® -
Harnessflex™ - Hazlux® - Hi-Tech
Joslyn™ Hi-Voltage - Kindorf® - Kope
Microelectric® - NuTek™ - Ocal™ - F
Russellstoll® - Sta-Kon® - Star T
T&B Cable Tray - T&B Fittings



Power connection and control

When the connection and control of electrical power is critical, specifiers and installers rely on our power connection and control products. From 120 volts to 230 kV, our mechanical and compression connectors, medium-voltage cable accessories, high-voltage power fuses, vacuum interrupters, reclosers, pin and sleeve connectors, high-voltage capacitor and reactor switches are specified worldwide in industrial, construction and utility markets.

Safety technology

Protecting lives and property in commercial and industrial environments demands state-of-the-art safety technology and proven electrical components that meet global safety and reliability standards. Emergency lighting, central battery systems and remote monitoring systems, hazardous location lighting, lightning and surge protection devices – our products protect the lives of building occupants while ensuring the integrity of electrical systems.

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- Blackburn[®] - Carlon[®] - Color-Keyed[®]
E-Z-Code[®] - Fisher Pierce[™] - Furse[™]
n[™] - Homac[®] - Iberville[®] - Joslyn[™]
ex[®] - Lumacell[®] - Marrette[®] - Meyer[®]
Ready-Lite[®] - Red-Dot[™] - Reznor[®]
eck[®] - Steel City[®] - Superstrut[®]
- Ty-Rap[®] - and many more...



— Connect with Made in Canada products

Thomas & Betts may be a global company with a presence in 20 countries around the world but here in Canada, over 80% of the products sold are designed and manufactured locally in 9 facilities with a combined square footage of close to 700,000 sq. ft. that employ over 1,100 people.

We are proud of our distinctive Canadian presence and high quality brands.





Dorval, Quebec (2 facilities)

- All-Struct® lighting, roadway and traffic structures
- Emergi-Lite®, Lumacell® and Ready-Lite® emergency lighting
- Nexus® emergency lighting monitoring systems

Edmonton, Alberta

- Emergi-Lite®, Lumacell® and Ready-Lite® emergency lighting
- T&B cable tray systems

Iberville, Quebec

- Joslyn™ Hi-Voltage switches and reclosers
- Microlectric® meter sockets and service entrance masts
- Superstrut® metal framing systems
- T&B cable tray systems

Pointe-Claire, Quebec (2 facilities)

- Marrette® wire connectors
- NuTek™ non metallic boxes
- GFI metal fabrication

Saint-Jean-sur-Richelieu and Saint-Rémi, Quebec

- Iberville® boxes, roughing-in products and fittings
- Star Teck® teck cable fittings
- T&B fittings

Scarborough, Ontario

- Amerace® airfield lighting transformers and connectors
- Emergi-Lite®, Lumacell® and Ready-Lite® emergency lighting

Your best connection

Leading the way in Canada

80% of the products
sold in Canada are designed
and manufactured in Canada.



— Connect with innovation, service and profitability

The brands end users know and trust

Engineers, contractors and electricians who specify and install our products do so with confidence, knowing that all Thomas & Betts products meet or exceed Canadian electrical industry standards and are backed by a company with a proven track record for innovation, quality and safety.

To ensure that our products meet the next generation of end-user expectations, we continuously invest in product innovation, R&D and new manufacturing technologies.





Regionally-based, market-focused sales and support

With 80 sales representatives across Canada, knowledgeable inside sales teams in each of our 5 regional sales offices, experienced customer service representatives in our Canadian head office and T&B Access, our online customer service tool, our channel partners can count on top-notch service and support no matter where they are located in Canada.

All Canadian orders ship from our 274,000 sq. ft. master distribution center in Bromont, Quebec where the order fill and accuracy rates are 99.5%.

Your best connection

Leading the way in Canada

**Products, people and services
that consistently exceed
expectations.**



— Connect with innovation, service and profitability

The profitability engine – Signature Service

First introduced in 1993, Signature Service is a commitment between Thomas & Betts and electrical distributors that is renewed annually. Distributors commit to support key product lines. We commit to provide the highest quality service and profitability in the industry through a combination of exclusive cost reduction, sales growth and support features.

As part of our efforts to reduce transaction costs and our environmental impact, our Business Process Improvement team works with our distributor partners to streamline transactions, and implement Continuous Replenishment Programs (CRP) that automate and eliminate all the paperwork related to the purchasing cycle.





— Connect with sustainability

Thomas & Betts Canada launched a Sustainable Development program in 2010 that focuses on 4 key areas – eco-friendly and innovative product design, reduction of our ecological footprint, sustainable purchasing and logistics, and social commitment.

Here is an overview of some of our activities:

- **Eco-friendly and innovative design**

Premier™ Series emergency lighting units are manufactured and assembled in Canada using a lead-free soldering process for printed circuits and are 100% RoHS compliant. High-performance LED lamps consume less energy and ensure superior, long-lasting illumination.

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**Sustainable development
plays a role
in every decision we make.**



- **Sustainable purchasing and logistics**

To reduce the impact of road transportation associated with our operations, we give priority to local procurement and work with our transport carriers to optimize routes between our sites. We share information on best practices with our suppliers to maximize sustainability within our supply chain. A fuel-efficient fleet and environmentally-friendly office and plant supplies are examples of other areas where we focus our efforts.

- **Social commitment**

Our first social commitment is to our employees. Health and safety programs, employee training and equal opportunity hiring practices are examples of this commitment. We also help people in need through donations and sponsorship of more than 150 non-profit organizations across Canada.

Ensuring the ability of future generations to continue to meet their needs is an issue that affects each and every one of us. At Thomas & Betts Canada, our experience to date has shown that by making sustainable development an integral part of our corporate culture, we have been able to improve our performance. We are committed to building on this progress in the years to come.

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**Reduce, re-use, recycle, recover –
doing more with less
makes good business sense.**



A complete system for success

This booklet is a part of an information package for Signature Service electrical distributors that contains three other booklets:

- **The profitability engine**
Your guide to Signature Service
- **Accelerating growth**
Your guide to 2012 growth planning
- **Driving demand**
Your guide to our complete product offering

Call your Thomas & Betts sales representative today to schedule your 2012 growth planning session.

Stay up to date with the latest products, promotions, as well as Signature Service and company news, via email. Look for the email sign-up banners on www.tnb.ca or on your T&B Access home page.

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