

Our priority is to support members by adding value to their businesses

BHETA provides numerous opportunities for members to work together and meet with senior executives facing shared challenges.

BHETA™ **Partnerships**



BHETA CONNEX

BHETA Connex is our member-to-member service to facilitate trading and communication within the BHETA membership community.

You could be looking for new agents, need more warehouse capacity or looking for distribution opportunities of your products in the UK or overseas.

It also acts as a conduit to share business opportunities that BHETA is aware of—both domestic and international—and for the inter-trading between members.

Members will be sent periodic emails alerting them to the latest business opportunities available.

Why BHETA Connex?

Networking and connectivity is what BHETA is all about.

- The service runs via the BHETA website and interested parties are encouraged to register their details
- This is a great vehicle to provide opportunities for members to seek out partnerships, joint ventures, or distribution agreements in Europe and further afield

BHETA Connex is a facility to tell other members that you would like to share or are willing to share the utilisation of your assets.

CONFIDENTIALITY FACILITY

Any listing posted on BHETA Connex is anonymous and no information is passed on without consultation with all parties involved.

What shared resources?

- Salesforce—eg. Sharing the utilisation of a salesforce with spare capacity already calling on independent DIY retailers
- Warehouse Space—eg. Sharing warehouse space with another distributor or manufacturer on a short term or long term basis
- Despatch Service—eg. Links with a mail order company offering a storage, picking, packing and despatch service to manufacturers or wholesales wishing to offer a mail order service for their customers

Being a member of BHETA means that you have access to not only a wide range of services and benefits, but that you are able to share the challenges of difficult trading times with other members.

CONNEX

Networking and
connectivity is what
BHETA is all about

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