

AGENTS PACK

ARE YOU A FIT FOR COX & PLANT



WHY BECOME AN AGENT OR DISTRIBUTOR

As a leading manufacturer of food production conveyors and equipment, we work closely with our agents and distributors to get the best out of the relationship and are continually working to make sure that they have everything they need to promote the Cox and Plant brand. Our focus on supplying exceptional machinery, our expertise and our commitment to outstanding customer service ensure that we provide the right solution for your clients with a quick return on investment.



A key part of our sales strategy is to help to create demand for our distributors by increasing our brand awareness in the UK and in overseas markets. We are already working in 6 out of the 7 continents and we have vast experience with international markets.

Andrew Cox, Managing Director

OUR STORY

As we approach our 50-year anniversary we continue to evolve, and our ethos is to share our wealth of experience and knowledge with food processing factories across all sectors. We work on giving our clients the most value for their production lines.

At Cox & Plant, we treat every project as the start of a long-term working relationship. We're open, we're honest, and we're committed to meeting and exceeding your expectations. We have been making vibratory conveyor systems since 1973.

We see ourselves as your key partner, so we don't initiate any relationship with pre-existing assumptions or off the shelf solutions. You will receive detailed analysis, reports and focused recommendations when you work with us.

WHY WE ARE DIFFERENT



Ultra-Low Cost of Ownership

The longevity of our conveyors is one of our greatest achievements. There are minimum parts so less to spend on spares and less maintenance downtime



A Better Working Environment

Less noise as our conveyors have a running noise of just 55-60 Db(A). Less vibration as our mounts absorb up to 99.7% of all transmitted vibration.



Industry-Leading IP Rating

We developed and manufactured our own coil drives to achieve the highest standard of water resistance – IP69.



Low Energy Usage

A vibratory conveyor with 2 TPH of product on draws down 6.2Amps of a 240Volt supply. This equates to 1488 watts which is only 13p per hour!



Recycling

Our vibratory conveyors are 99% recyclable: only the rubber from the anti-vibration mounts is not recycled and this is based on economics



World Class Hygiene Standards

Wherever possible we eliminate any edges, crevices and shelves, as well as continuous welding so we reduce places for bacteria to grow



Longer Running Times

Our conveyors work in most environments from +50° to -50° and they can run continuously, 24 hours a day 7 days a week

HOW WE SUPPORT YOU

SALES & PROJECT TEAM

Our sales team are knowledgeable, quick and efficient which makes it easy to do business with us. We have a very experienced and dedicated projects team who will help you with any aspects of the project and making sure that we are the best option available to your customer.

3D MODELLING

Our design engineers are all trained to use very latest 3D design software.

AFTER SALES & SUPPORT

Although it is very rare for our machines to have any issues, it is important to service our conveyors and make sure that your clients have access to any spare parts if they need them.

MARKETING

Selling our food processing solutions is what we do best we know the importance of having strong marketing that you can use in this very unique industry. We have developed a specific portal for our agents and distributors to access our marketing literature whenever they need it.

DEDICATED ACCOUNT MANAGER

Each agent and distributor will be allocated a specific account manager from Cox and Plant head office which will be your main point of contact. This means that we can learn your business and what your clients issues are so we can provide you a tailored service.



OUR PROCESS

Idea

We want to work with your clients ideas to create their perfect solution

Specify

Using your ideas we will propose a design which will deliver you ROI

Trial

You can send us your products and we can trial it in our dedicated area. We can film the results or you can attend

Design

Our skilled technicians will design the factory layout using the latest technology

Create

In our West Midlands factory we will manufacture your customised machinery

PDI

When the manufacture process is complete, an inspection of the machinery and workmanship will take place

Install

Our skilled team can install your machinery to make sure it is at the optimum running efficiency

SAT

Site Acceptance Testing will then take place to make sure you are confident with the machinery and installation

Up Skill

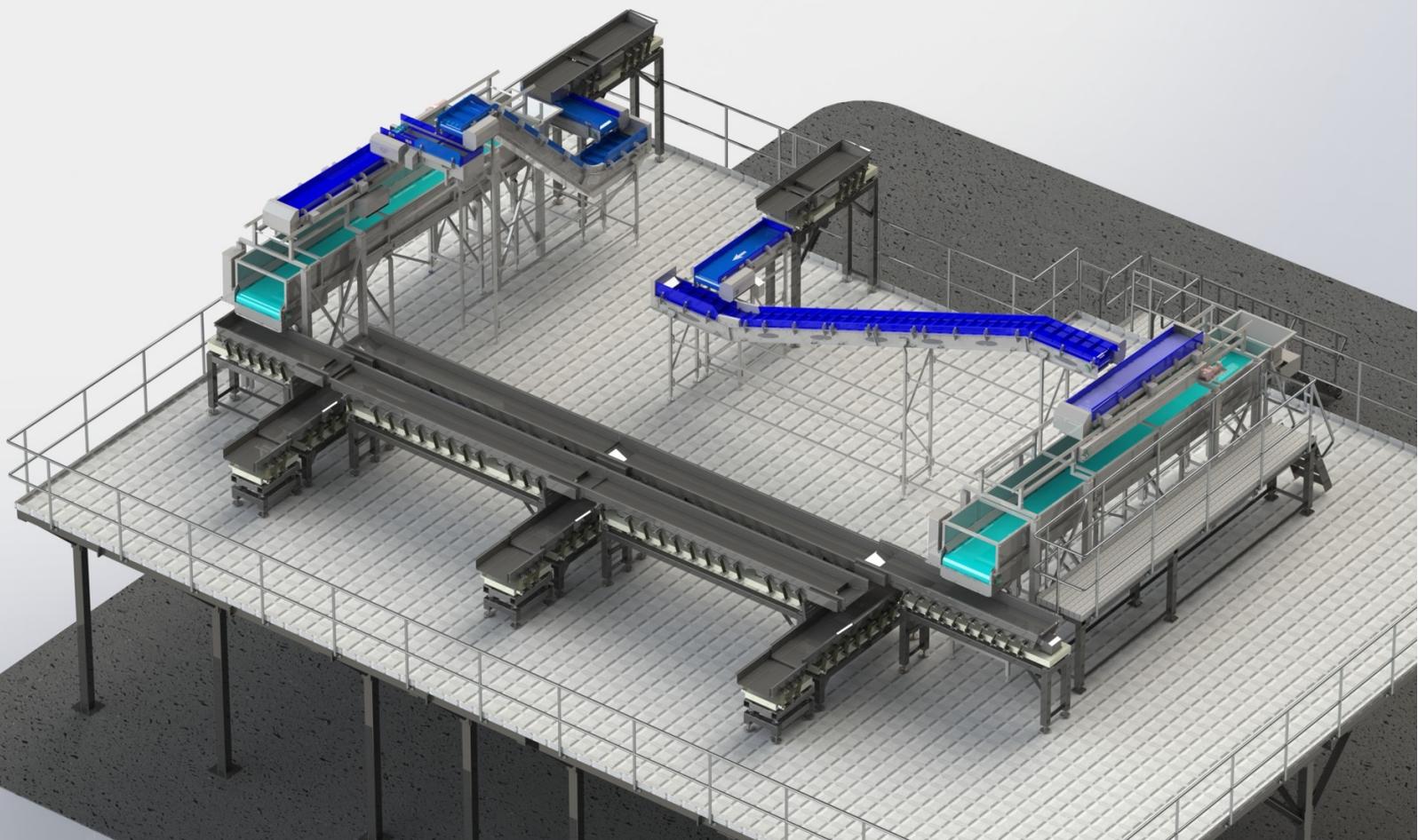
We want to upskill your workforce so they know how our machinery works inside and out

DISTRIBUTOR & AGENT CONTRACT AGREEMENT

We take choosing a distributor or agent very seriously and know that you do the same with your suppliers. We may have tough selection criteria for all of our product distributors but it ensures you are the right fit for us and, just as importantly, we are the right fit for you.

WHAT DOES THIS MEAN FOR YOU?

This agreement is our commitment to you. We will support you with our international brand awareness campaigns and technical excellence and experience.



QUESTIONNAIRE

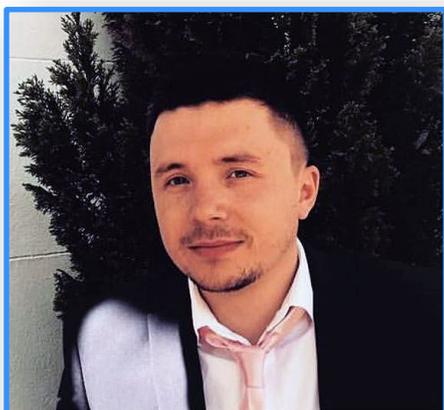
ARE YOU A FIT FOR US?

We ask all our potential agents and distributors to fill out the questionnaire and send this back to us. Once we have evaluated this, we will then be in contact to arrange the next steps.

[Download the Questionnaire >>](#)

Link: <https://www.coxandplant.com/wp-content/uploads/2020/06/Agent-Request.xlsx>

CONTACT INFORMATION



JAMES CRYER

Agent and Distributor Network Lead

Mobile: +44 (0)7376 209 913

email: james.cryer@coxandplant.com