

Take a closer look at what our clients really think of our service.



## Case Study



Authorised Distributor

**UTILITY WAREHOUSE**



<b>Customer:</b>	Utility Warehouse
<b>Retailer:</b>	Wickes
<b>Location:</b>	Epsom & Dorking
<b>Dates:</b>	Ongoing throughout 2017
<b>Industry:</b>	Utilities

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### Client Background

Utility Warehouse is a multi-utility supplier for gas, electricity, landline, broadband and mobile services to residences and businesses. They have been working with Access Point for over 4 years, to promote their services in a range of retailers and venues.

### How was your experience of working with Access Point?

“It’s always been a seamless process and [promotional space] is far superior to other forms of advertising”

### Results

“[We make] ten appointments per visit with... six to ten customer sign-ups per month which is great! [It generates] £1200 profit”

Our client has secured 10 bookings throughout 2017,

with multiple promotions booked over the next 6 months.

### Why do you think this style of marketing gave these results?

“People trust the store I’m promoting in and so, in turn trust me more”

“It’s always a pleasant experience when phoning Access Point. I mainly deal with Carole Knight and Russ Murfin. They are happy, upbeat and very professional. I just know when I ask them to make enquiries and book me venues. That I can just sit back I know they will get it done. Usually within the 30 minutes they will have the booking information emailed over to me.”

**Chris Morgan. Utility Warehouse Representative**

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