



The Distributor's Fee Based Services Manifesto: Why you need to consider charging for your services

Frank Hurtt

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Wholesale Distributors in the knowledge-based lines of trade (Electrical, Automation, Fluid Power, Power Transmission, Industrial Mill Supplies, Plumbing and Heating and other) face a tough decision. As market forces, demographics, alternative channels and the internet push against their half-century old model of value-added services wrapped into margins, wholesale distributors must change revenue model or perish. This manifesto brilliantly outlines the thoughts of Distribution Expert Frank Hurtte on the need for modifying current strategies.

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