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BeA PICKS UP PALLET CONTRACT

BeA Fastening Systems Limited, European leader in the field of high quality fastening systems for a host of applications, has just secured a major contract with The Scott Timber Group, for the supply of over 450 nailers and staplers across a total of nine different manufacturing sites.

As part of an equipment review and upgrade strategy, The Scott Timber Group, Europe's leading pallet manufacturer, specified BeA following a competitive tender for the supply of fasteners which involved bids being submitted via an e-auction website.

"Until recently, we successfully managed 20% of Scott Timber's business," commented Dave Meakin, UK sales manager, BeA Fastening Systems Limited. "The new deal means that BeA is now the sole supplier of collated fastening systems and we are very much looking forward to a successful working partnership."

"Whilst our commercial decision was based largely on the competitive pricing structure offered by BeA, as previous suppliers, through experience, we have confidence in the tool technology, reliability, service support levels and ordering and delivery capabilities," explained John Graham, Senior Buyer, The Scott Timber Group. "Furthermore, our company philosophy of commitment to modernisation and ongoing investment designed to build customer confidence and drive standards of professionalism within the UK manufacturing industry, seems to mirror that of BeA's and we enjoy a mutual understanding of business operations."

BeA offers a range of effective fastener tools designed and engineered specifically for the pallet manufacturing industry. Accuracy, large load capacity, rapid and straightforward reloading, high output and tool longevity are all prerequisites for cost-effective manufacturing. With over 90 years experience in the fastening industry, BeA now offers a definitive range of nailers and staplers which encompass all of these features.

BeA boasts an enormous stock holding, rapid order turnaround, 72 hour emergency delivery and a complex computer system which tracks and monitors client orders, all of which reduce the need for clients to carry large stocks. A team of mobile service engineers provides rapid response for breakdown and preventative maintenance which enables production continuity.

BeA is committed to offering a level of customer service and support which is second-to-none. Thanks to the company's unique service, it can provide tailor-made solutions to any automated fastening application. The organisation will work closely with companies to develop a bespoke, cost-effective fastening solution - it can design special purpose jigs and attachments, modify tools and manufacture engineered components.

For literature and further information on the complete range of equipment and materials available from BeA contact the sales office on 0800 0935154 or visit the web site www.bea.uk.com.

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