

April 2008

**Brammer recognises innovation and raises £37,000 at Awards Evening**

Hosted by ex-BBC and ITN political news editor turned TV presenter John Sergeant, Brammer has once again presented outstanding and real examples of how it has combined its expertise and knowledge with that of its supply partners to deliver significant cost savings and production efficiency improvements to customers in the maintenance, repair and operations (MRO) marketplace.



**Unilever step up to collect an award at the 2008 Brammer Awards Evening**

Attended by over 200 industry-leading guests at the Heritage Motor Museum, the Awards were presented to Brammer's customers and suppliers in recognition of their innovative solutions.

Presenting six Awards in total over the course of the evening, the UK's leading distributor of industrial MRO products and services recognised the contribution that each nominee and winner is making to help make British industry a long-term sustainable success.

Tarmac Trupack and SKF stepped up to the stage to take the first Award of the evening for a Production Efficiency improvement project delivered with Brammer. During 2007, Brammer worked with its bearing suppliers to develop a product sample case that highlighted technology innovation in the bearing sector. Using the case to present relevant bearings to Tarmac, Brammer worked with this team to help identify a solution to a repetitive bearing failure on a sand bagging machine. By specifying SKF solid oil bearings, the life expectancy of the product was extended from five weeks to over five months – delivering a significant cost saving to the customer from reduced plant downtime and reduced maintenance hours. This solution can be repeated at similar Tarmac operations across the UK, delivering benefit right across the business.

Two Awards were presented for Product Innovation. Timken took to the stage to collect the honours first – recognised for its truly innovative wireless condition monitoring system – the StatusCheck system. Designed to detect and report excessive levels of temperature and vibration, the system is able to identify problems before they occur and subsequently maximise production uptime.

Gates Power Transmission won the second Product Innovation Award for the ‘Predator’ brand of belts. Marketed as the most robust V-belt ever designed, it is ideal for problem drive applications requiring high-impact strength and load carrying power – such as those in the aggregates industry.

Rocol received an Award for Supplier Relationship Management for delivering consistent business management excellence and working in harmony to improve performance across the five core elements of Brammer’s supplier management system: quality, cost, delivery, service and innovation. Judges also recognised Rocol’s achievement of attaining the highest supplier rating Brammer has seen for the past five straight months.

Brammer works with customers to reduce total acquisition costs, improve production output and efficiency and reduce working capital. Unilever received an Award for its willingness and ability to embrace these principles to improve competitiveness. Amongst more than 80 cost saving activities in the last year, the company has identified that many MRO spare parts are of low order value – with the cost of raising the purchase order often amounting to more than the part itself.



Working closely with Brammer, Unilever consolidated invoices on a monthly basis to significantly reduce the administration element of the purchase cost – saving time and money.

Brammer has worked in partnership with Alcoa at its state-of-the-art smelting plant in Iceland since 2007, investing time and manpower to support the technical and operational MRO needs of the site whilst also delivering a highly innovative and effective supply chain management solution – that has already helped to identify and deliver over £1.1 million in operational savings. For this reason, Alcoa stepped up to receive an Award for Supply Chain Effectiveness.

Managing director Ian Ritchie said: “We are committed to help make UK industry more profitable and cost effective for consistent and sustainable long-term success. These Awards are a statement of the significant emphasis we must all place on innovation, new technology and the need to embrace change in the competitive 21<sup>st</sup> century global market.”

Award nominees were selected via a documented Brammer system which captures some of the benefits delivered to its customers each year. Last year, over £21 million of cost savings were achieved – a significant three-fold increase on 2006 figures.

The event raised an outstanding £37,000 through donations and an auction for Brammer’s corporate charity the Make-A-Wish Foundation®, which makes dreams come true for children and young people aged three to 17 fighting life-threatening illnesses.

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