

**June 2007**

**Dedicated team shows BRAMMER commitment**

BRAMMER is demonstrating its commitment to the sector by continuing to develop its dedicated aggregates and construction team.

The UK's leading industrial maintenance, repair and overhaul (MRO) products distributor now has a six-strong specialist team working solely with aggregates and construction customers.

Headed by key account manager, aggregates, Nick Day, the team works exclusively with BRAMMER customers including Tarmac, CEMEX, Hanson (HeidelbergCement) and Holcim Group.

Day said: "Building a specialist team demonstrates clearly our full commitment to aggregates and construction customers.

"These are large, often complex organisations, and they need to know that we are giving them our full attention. Anything less wouldn't work, so the dedicated team is vital."

Day, who has worked for BRAMMER for 13 years, having started as a branch assistant, is responsible for contract negotiation, renewal and compliance; and the delivery of profitable growth in the sector, both for BRAMMER and its customers. He is also looking at developing new business in the sector.

The team's four account development managers all look after a portfolio of national customers, have direct responsibility for contractual cost-saving commitments, are best practice managers, and are responsible for contract implementation, compliance and review.

Three of them have a combined 17 years at BRAMMER, while the fourth spent 18 years at WYKO before joining the UKs leading industrial MRO products distributor. All four report to Nick Day.

Completing the team is an aggregates and construction sector analyst, with 18 years' analytical experience, who provides management information and specialised reports for customers. He is believed to be the only dedicated sector analyst among UK MRO companies.

Nick Day said: "Having a team dedicated to the sector means BRAMMER is able to replicate its aggregates and construction industry services across the UK, whilst maintaining uniformly high standards.

"We have to be close to customer sites, too, so having a network of more than 80 Sales & Service Centres – supported by our best-in-class National Distribution Centre, in Wolverhampton – means we can respond to customers' needs quickly, and they are reassured by this."

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