

HW Fasteners Ltd.

April Newsletter 2005

Hello again, you haven't seen me in a while. We have been sending newsletters via e-mail, these past few months. Some customers have said they have not received the mail and some have said they received it but could not open it. So its back to snail-mail, until that's sorted out. Should be up and running again for next month. But also we have appointed EKAM Solutions Ltd, who have begun the HW Fasteners Ltd. new website and have already completed phase one

so you can view and log on to it at:
www.hwfasteners.com

We have just finished stock taking as it was our financial year end. Thankfully, and with the loyalty and support of our customers, we have made it through another year.

Unfortunately, due to the continuing situation regarding rising costs and shortages of Stainless Steel, Steel, Plastic, Rubber etc, it has become necessary to initiate a price increase as and from 1st may 2005. We had intended to increase rates in April but held off for a further month. Regretfully we have no option but to pass on these increases from our suppliers. Our last increase was in April of last year and we cannot continue to maintain those levels any longer, consequently all prices both specials and list prices will increase by 7.5%, with the exception of ITW, products which went up in April and a new price list distributed. For copies of the ITW price list please contact **Elaine** or **Garvan** or your sales representative.

Please Note : it is imperative that the purchasing dept and the accounts dept is informed of this change as we cannot entertain credit requests after 1st may.

Notification of increase has been sent via e-mail in the last few months. Thank You

The email offers have being going well and a big THANK YOU" to the customers who have made it successful and who have availed of the heavily discounted prices on offer.

EKAM Solutions Ltd Due to the success of our e-mail campaign, we have decided to outsource this operation to a specialist e-business company. They will be in contact with you over the next few months with special offers and new products and new business developments. Please note all E-BIS orders will still go to HW Fasteners.

ENQUIRIES: ekam@hwfasteners.com

We intend this site to be fully functional and user friendly. You can get your user name and password online and click on the various links. In some cases however the links are under construction, but please call back regularly for updates. We have used EKAM as they are a new company in Waterford supporting e-business development and web site design etc. See contact details below, for anyone interested in launching their own website or interested in e-business marketing.

NOTE: We are trying to make our site as user friendly as possible and would very much welcome your comments regarding what "YOU", would like to see and what "YOU" would like to be informed of.

Please contact:
EOGHAN on e.hartery@hwfasteners.com
or
MARY on mary@ekam.ie

Also, please note we will be making changes and adding links etc. over the next few weeks so bear with us until it is finished. Thanks.

FREE STUFF FREE STUFF
ITW PASLODE USERS

To reward users of genuine ITW Paslode Nails, we have introduced a loyalty scheme which will benefit you, the customer. Please contact your representative for details. It will basically work like this:

Each time you buy a box of nails, we will "mark you card".

After purchasing sixty boxes of nails, you will get 1 box of nails "Free Of Charge" or a PASLODE GUN SERVICE, "Free Of Charge".

(worth €70.00)

PLEASE NOTE: It is up to the user to ensure, genuine Paslode Nails are used, ITW, are not in a position to accept warranty claims on imported Guns or Nails / Fuel, not supplied by an authorized ITW dealer. Using improper product will render the guns costly to repair. Some gas supplied by unauthorized dealers, though now having lubricant, will burn at a higher temperature than ITW gas causing damage to the gun.

HW Fasteners Ltd., are an official authorized dealer and support the full range of ITW products including Paslode, Ramset, SPIT, Buildex.

Builders Contractors

METAL PRODUCTS : such as bat straps, jiffy hangers, mini mesh, timber frame ties, timber frame anchor strap, joist hangers etc etc. All the metalwork you will need is now being offered at extremely competitive rates. Due to the large volumes and need for space we have secured rates with our supplier to supply direct from their stock, thus giving you the benefit of reduced prices on these items. Goods are shipped as required with you giving us a two-week lead-time. Some product and sizes we will stock but hey look at the money you will save.

We have asked EKAM, to contact you re this and email rates / literature etc.

As always there is an "opt out", feature and we will not send you anything you do not wish to receive.

Apologies

Rick, has gone back to his homeland in Australia. We deeply regret the inconvenience this has caused to many customers. From speaking with other companies, it seems to be a general problem today. We do realize the effect this has had on the relationship with our customers.

Vincent Howard: is with us over two years and has expressed a desire to take up a new challenge on the road. He has a lot of experience and technical knowledge from working in the store and servicing machines.

Area : Waterford / Wexford

Andy Hartery: was on the road with us a few years ago. For the past couple of months he has been working in the store and expressed a preference to go back out to doing the ground work and demonstrations etc.

Area : Tipperary / West Waterford / Kilkenny / Carlow

SALE SALE SALE

As we are coming into the so-called summer months, we are selling off some of the winter jackets and bomber jackets.

Huge reduced prices on the following lines.

CAT (caterpillar) –

C625 @ €90 : C626 @ €84 : C627 @ €80 C432 @ €100 : C433 @€83:

BLAKLADER : 4800 and 4805: Disc -20%

Speaking of CAT-erpillar. They have just launched a new range of stylish workwear from T-Shirts to Polo Shirts to Muscle Tops to Cargo Pants. Girls get them for the Guys, Guys get them for Yourselves. This label carries a warning, make sure you are over 16 and ask for permission prior to buying this Top Of The Range Clothing With Style. CAT BOOTS ALSO AVAILABLE.

BE SAFE by Walter Long

Being safe and wearing the correct clothing on site is of paramount importance these days.

HW Fasteners Ltd, stock a huge range of safety products from Helmets to Vests, Masks to Boots, Harness to Arrestors and Gloves to Glasses.

Due to the volume of safety enquiries coming in, we have appointed Walter Long, as head of sales of the safety department. Walter is no stranger to the Safety Environment, previously working in that field. We would welcome all enquiries directed to Walter to quote for your needs.

We are currently running a special offer on Red Welders Gloves. Please contact Walter for details on **051-376187 or 087-6502131**

@ € 1.80 Per Pair

Contact Details :

HW Fasteners Ltd.

TEL : 051-376187 (4 Lines)

Fax : 051-350050

**E-Mail : sales@hwfasteners.com
www.hwfasteners.com**

Garvan Kane : 086-3800421

Andy Hartery: 086-8846854

Vincent Howard: 086-3800422

Eoghan Hartery: 087-9888009

EKAM Ltd.

TEL: 051-875593

FAX : 051-875597

Andy : 086-2447453

Mary : 086-3897407

Enquiries for EKAM :

sales@ekam.ie

www.ekam.ie

(under construction)

Enquiries for HW Fasteners Ltd.

ekam@hwfasteners.com

Once again, if you have got this far thanks for taking the time to read through our APRIL newsletter. Your feedback is important to us, so we can improve our service to you. Enjoy the Summer.

Eoghan (the ed)