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September 2005

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Hello Again, Thank You and Welcome to this months edition of our newsletter. Where would you be without it. HA HA. Relaxing and stress free, perhaps. lol First and foremost a big thank you to all who supported us and got great rates at our recent combined **ITW :Paslode, Ramset, Spit and DeWalt Trade Show.** The two days were a huge success and thankfully very enjoyable due to the very fine weather, fine products and fine people who attended this event. We received some enquiries after the show whether we would host future shows and the answer is **YES.** It looks like we may organise another trade show in October and every two or three months after that. I can tell you now that the next event will also have great deals and I have secured another incentive from DeWalt. It is called "Buy More, Get More". This is normally reserved for the bigger building exhibitions in Dublin. But we will be able to offer the same for the next event.

Example :

Spend € 375.00 get 115mm grinder FOC
Spend € 600.00 get DC727 14.4V Drill Driver FOC
Spend € 1200.00 get DC984 14.4V Hammer Drill FOC
Spend € 2250.00 get DW 707 Mitre Saw foc

While we had a successful show in august our intention is **NOT** to "drain the cow" as they say, but to offer these special rates on an ongoing basis in order to satisfy demand from all areas.

We will continue to offer, best rates on the day outside of shows, but are still subject to the "oul competition", which is no harm as it is in the interest of the customer to get the best value for his or her money.

As the largest stockist of DeWalt in Waterford and the main agent for ITW Paslode Ramset Spit in the South, we endeavour and promise to supply you with the best product at the best rate when and wherever possible.

So much so, if you are offered a DeWalt or Paslode or Spit or Ramset machine from a Dublin based Power Tool Supplier, currently covering Waterford, Wexford, Carlow and Kilkenny, **HW Fasteners Ltd. will offer a further 5% discount on their best price. (before VAT).**

If you have already purchased a machine from them, and, if you can return it to them we will supply you with the same machine, less the 5% discount.

Remember DeWalt operate a 30 Day Returns Policy to the distributor where purchased.

Also, a big thanks to WLR FM, who provided the roadshow on the first day of the show and broadcasted live from our premises. Special thanks to Neil, Geoff, Siobhan, Tim and anyone I forgot. Their expertise did not go unnoticed and we hope to employ their assets for future events.

SPIT – PULSA GAS SYSTEMS

Sales of the Pulsa Nail Gun for fixing into concrete and steel have increased during August and September. There was good interest in this product at the trade show with a lot of demonstrations and enquiries about it's uses. The Pulsa 700E is primarily aimed at the electrical and plumbing contractor, with a vast range of fixings and different applications to suit both the domestic and commercial contractor. The 700P, is aimed at window installation, suspended ceilings, drylining and tracking systems and for fixing L brackets to steel and concrete. There are many advantages to using this system over a Shot Fired System, (too many in fact to try and type here as I do not have enough space). The main advantages being it uses less power to drive a nail thus eliminating blasting out big chunks of spall, leaving an unsightly mess. It fires approx 1 nail per second, and the magazine holds 20 nails with the option of attaching a 40 magazine for serious users. These are only some of the benefits and reasons why you should consider changing you current installation system and ask to get a demo of this machine using a patented gas fired system.

As they do, the competition tried unsuccessfully to **COPY**, the SPIT PULSA 700. You only need to compare the two side by side, to see that the Spit type is far more superior and less bulky and awkward to use than it's rival. Also, don't be fooled by the sales talk that it does not use a battery. If you fall for this line I will send you back to a 1st year chemistry class.

Gas is a combustible ! However it will only ignite if it comes in contact with a spark. Therefore when you pull the trigger, it creates the spark required to ignite the fuel/ air mix. In the absence of a battery, there is **NO** spark. QED. What they have sneakily done is hidden the battery in the gun, so when the gun stops working, you have to send it in for "A SERVICE ". How much will that service cost, when (NOT IF), it happens to replace a battery which they told you was not there in the first place. €€€€€ Exactly.

The **SPIT PULSA** comes as standard with two batteries each capable of creating the spark required for installation of up to 1000 nails. Now, if it happens that you need more than two batteries, ie 2000 nails in a day, you are in the wrong industry. You should be sent on a trigger happy peace-keeping mission with the United Nations.

P.T.O.

If by chance that you are offered one of these machines, in lieu of giving them your **SPIT PULSA** machine.

DON'T BE HASTY, ask for one on demo or trial. While you keep your **SPIT PULSA**, until you are satisfied that you want to make the change or not. By all means change, if you think their gun is better.

If you can get it as a written quotation and decide to keep your **SPIT PULSA** machine, we will give you 1 box of Pulsa Nails, absolutely free. (on production of a the written quotation).

We cannot be any fairer than that, such is our confidence in the performance of the **SPIT PULSA**.

A Few Little Facts To Chew On Over Tea

The Channel Tunnel is practically held together by fixings supplied by ITW SPIT RAMSET.

Seats in the millennium stadium in Cardiff are held down by ITW SPIT RAMSET fixings.

ITW SPIT RAMSET, are major suppliers of fixings and fasteners in the refurbishment of Dublin Airport.

The Shot Fired Nail Gun system was originally developed and manufactured by Mr SPIT and Mr. SWISS GUY in 1949, just after the second world war to fix battle-ships in-situ, They then parted ways and went on to improve and re design the shot fire gun for industrial and construction use.

Vincent, asked me to include in this months newsletter, aimed initially at a Wexford audience. If you place an order by FAX, PHONE or E-MAIL, before 10am, you will receive it the same day.

Tuesday being the exception, but we will endeavour to get any urgent orders out on that day if it cannot wait until the following day. ie We will have a daily delivery service into all Wexford customers, 4 out of 5 days in the week.

At this point in the newsletter I would like to mention rising oil and diesel costs. Enough said for the moment!! We aim to keep delivery rates the same until, 1stOctober. If at that point the government steps in and reduces the price of oil, there will be no change. However if costs continue to rise at the pumps we will have no option but to increase our charge pro-rata.

While this is unfortunate and in my opinion terribly unfair, it is however necessary. If it troubles you and you are annoyed that diesel has gone up. Please, contact either Mr Eddie Hobbs or an Taoiseach (depending if you are a pessimist or an optimist) and ask them for a suitable explanation.

I would also like to take this opportunity to express our most sincere thanks to all those customers who have, brought their accounts up to date in the past few months. Geraldine, is in charge of our financial control department and at this stage has been in contact with most of you regarding monies due. Most invoice queries have been resolved and most customers are up to date. However I would like to emphasize that there is still a stop system in place for accounts which become overdue on the 10th of the month in which they are due. This list, is non prejudiced and falls in to line with our standard 30 day credit terms.

Also, as a reminder, our terms ask that any invoice queries are brought to our attention within 7 days of you receiving them. (this is standard business policy). We cannot be expected to remember or ask others to recall events over two months old when it could have been dealt with efficiently and quickly at the time.

To keep in line with our policy of providing, "Quality and Service", and keeping you in the picture, we will be implementing the following procedure regarding deliveries by courier.

1 - Copy of delivery docket, to be faxed, showing goods being delivered, Courier Name and Consignment Reference Number.

2 - Customer to sign docket as confirmation that they know that the goods are being despatched by courier.

3 - In the event of non-delivery or other, WE MUST be notified within 2 days of date of despatch.

4 - The onus is on the customer/ foreman to notify us and if no such action is taken within 2 days, we will assume the goods have been received by the customer.

5 - We cannot entertain claims of non-receipt of goods after 3 days of the goods being despatched from our depot.

6 - Claims for "no signature", on a couriers docket, when they have left them in a site office, can not be entertained.

Change in Paslode Packaging

Please note that as and from October 1st. Paslode Nail/ Fuel packs will be distributed in smaller boxed quantities. This in part is to remain competitive with the changing climate of cheaper brands flooding the market. The good news for the customer is that your genuine Paslode Nail will cost less.

The same applies to brad nails, they have wiped upto 30% of the list price for these also.

Please contact your representative for further details. ITW will be sending details with a new price list in October, so please ring for your copy and rate sheet.

SAGE

Regarding the new SAGE accounts software package. We are grouping customers into A,B,C and Cash Sale, relative to amount of spend per month. Customer groups will have various discounts assigned to them. The system will be based on the more you spend the better the discount. I will be introducing this over a 4 month period.

If there are special rates or items that you would like us to quote for please don't hesitate to contact us, so we can give you value for money relative to the quantity purchased.

I don't think I have anything further to add, only SORRY, I did not manage to get the newsletter out with the invoices. If you need more copies to pass on to others, you can download a copy from our website.

www.hwfasteners.com

Special Offer for September and October – FREE BLAKLADER T-SHIRT with every BLAKLADER WORK TROUSERS PURCHASED.