



BAT

Industrial Products

INSIGHT

Newsletter No. 2



Partner's Comment

Scott Hudson
Joint Managing Director

2008 Financial Year was extremely challenging for BAT, putting new systems and procedures into place.

It is all hands on deck now with our main focus on sales development. If BAT can help you with any prospective customers in your area, please do not hesitate to call, we would go out of our way to help you.

From all the team at BAT, thank you for your support during the 2008 financial year.

Freight Costs

You will all be aware that fuel prices have increased dramatically and the affect that it is having on your business.

These increased fuel costs are being passed on by freight companies to everyone. This means that BAT has been absorbing these fuel levy surcharges for the past 20 or so months.

BAT will have no choice but to review our freight arrangements with our distributors, regrettably there will be change to offset these costs.

We will keep you informed.

New Appointments



Brad Scott
Operations Manager

Brad will be looking after all warehouse duties.



Glenn Stonestreet
Customer Service Manager

Glenn is looking after all day to day running of the internal sales area.



Vlado Radujkovic

Vlado has recently joined BAT, he is currently working in the warehouse with a view to move into a sales role.

New Distributor **Matthew Davis Australia**

Matthew Davis Australia was established 40 years ago by Ken Matthews and Ted Davis, as a fast, efficient local supplier of Industrial Valves and Fittings. Over the years the business was passed on to Ken Davis and under his leadership has grown to be a major force in our industry.

Although we've grown, we have never lost touch with the things that have always made us successful, and unique; Fast efficient service, competitive prices, a huge range, and a tenacity to ensure we are able to source even the most unusual, obscure items.



New Product Update

DZR Watermark / AGA Approved Ball Valves



BDVBW



BDVBWC



BDVBWCMF

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