



BPX

Distributing Technology

Distributing Technology

the complete

automation and control service

from the industry experts

welcome to BPX



Now over 50 years of age, BPX has built a reputation as a specialist, technical distributor of industrial control and factory automation products, from pushbuttons and isolators to sophisticated process control and computer solutions. Our continued success – we are told – comes from our commitment to product support and customer service. We now number over 120 people and from our 10 branch locations throughout the UK provide a local service to our customers.



who are BPX?

BPX Electro Mechanical Company is a specialist distributor of industrial control and automation products. We stock, sell, supply and support a portfolio of products that are used within control systems or on machinery, to make equipment or processes operate automatically and efficiently.

The products we sell are made by world-wide, market leading companies and we are proud of our close partnerships with manufacturers such as Schneider Electric.



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why is BPX successful?

BPX is now more than 50 years old but remains an independent and privately owned company. With a turnover of more than £25 Million we are no longer a small business, but we still retain the agility and responsiveness of an owner managed company whilst enjoying the strength and influence that comes from being one of the largest independent distributors in the UK.

The close involvement of the managers in the day-to-day running of the business means we are able to react rapidly to customer demands and to changes in the market. We can often have a good idea in the morning and implement it in the afternoon.

what makes BPX different?

In these days of large multi-national conglomerates with shareholders to please, we like to think that the BPX approach remains unique. Our focus is on the long-term and that means continuing to build sustained and mutually successful relationships with both our customers and our suppliers.



Local Stock - Our stock is held in our branches, close to our customers, and not consolidated in a distant warehouse. We do hold central stock and that allows us to refill the shelves in the branches with minimal delay. Each branch is responsible for its own stock and the branch manager is tasked with ensuring that their branch has the right local stock for our local customers.

Exceptional Technical Knowledge - We are proud to call ourselves technical distributors. We welcome the opportunity to discuss applications with our customers and to suggest economical and efficient solutions. All of our sales and engineering staff are enrolled on programmes of technical training. This investment in product knowledge keeps BPX ahead of the game in a fast-moving, high-technology field.

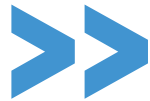
First Class After-Sales Support - Our technical support team are available on the phone and online to all our customers, free of charge, to assist with the selection and application of products. We are committed to supporting the products we sell and our engineering staff welcome the daily challenges that brings.

Adding Value - Customer service at BPX is about tailoring the right service to each customer. We have a portfolio of complementary services to deliver products and solutions in the most cost-effective way to our customers. Whether it is kitting parts, pre-assembly, managed replenishment of customers' stock or coordinating vendor reduction programmes, it is our mission to take unnecessary cost and hassle out of control and automation component supply.

Financial Stability - BPX have been trading for 50 years and we plan on many more. This means that our customers can rely on BPX to be there when called upon not just now but long into the future.

BPX

detect
power
control
connect
protect



sensors | **limit switches**
vision systems | **detectors**
signal conditioning | **metering**



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what products do BPX offer?

Our product range aims to offer a solution to all electrical or pneumatic control and automation system requirements, from connectors to computers, from pushbuttons to PLC's. To achieve this we work with the acknowledged market leaders in their specialist fields from across the globe.

We hold a range of distributorships from over 50 other manufacturers, each of which has been selected for the high quality and capability of their product offering. Each year sees the addition of further ranges of product, adopting new technologies as they arrive and extending the range of solutions offered to our customers.

pricing policy

In this enlightened business world it is the cost of buying, receiving and using the product that matters most, not merely the price – and taking cost out of the supply chain remains our passion.

It may not be “all about price” but we do acknowledge that the price still has to be right.

Our unique position as a major but independent distributor allows us to negotiate well. We should be the most competitive supplier of all the products for which we hold distributorships and we will always be eager to work with customer projects that, because of their size or significance, require a flexible pricing approach.

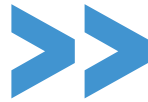
BPX and Schneider

BPX was appointed as Telemecanique's first UK distributor over 45 years ago and has remained the UK's largest independent distributor of Telemecanique components. Motor control gear remains at the core of the BPX product range. Telemecanique is now a central part of the Schneider Electric group which also includes Merlin Gerin, Sarel and Square D. BPX distributes the full Schneider industrial portfolio, is a key strategic partner to Schneider and one of a handful of companies appointed by Schneider as a Specialist Automation & Drives Distributor to spearhead Schneider's expansions in automation applications.



BPX

detect
power
control
connect
protect



contactors | inverters | starters
soft starts | overloads | breakers
servos | isolators



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Schneider Electric

Schneider is now a global force in the industrial world with operations in almost every country and a market leading presence in fields such as energy saving, renewable energy technologies and industrial safety. At BPX we work with Schneider to harness this knowledge and to deliver state-of-the-art industrial control solutions to our UK customers.



on call



BPX is on-call to help customers choose and to use the right products. Our technical sales team and our technical support desk are a free of charge resource available to our customers during normal office hours.

Each of our sales and support staff are enrolled on programmes of continuous training to maintain a comprehensive knowledge of current technologies and products. We are fortunate to have many staff who have been in these roles for many years and their experience and product knowledge is invaluable in finding innovative and efficient solutions to the toughest of application questions.

Our on-call teams always welcome a challenge and are ever ready to test their knowledge against our customers' applications.

on line

The BPX website and our internet pages provide our customers with alternative ways to source information and products. Whether placing an order, obtaining technical data, or just a price and delivery, the BPX website provides a variety of useful resources, online and all the time. But you can't build a control system from websites and so we are committed to ensuring that our internet sites are fully integrated with our branches, our telephone sales teams and our delivery systems.

www.bpx.co.uk provides a single location for all of your on-line control and automation requirements whilst our branch sites provide the same with a human touch.



BPX

detect
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protect >>

safety relays | programmable safety
safety controllers | guarding systems
switches & interlocks | safety networks



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on site

BPX offers a professional on-site service provided by our field applications engineers, each of whom boasts many years of practical applications experience and extensive training. Where appropriate our applications team have been certified by the relevant manufacturer's accreditation programme.

BPX is able to undertake Applications Support pre and post-sale to ensure that your application is up and running with the minimum of fuss. This may be as commissioning support or programming advice, site surveying or trouble shooting. Our team of engineers is ready to assist when you need a helping hand.

Our applications team offers a full programme of standard training courses covering the use and application of automation products and a bespoke course service for those more unusual requirements.

on hand

BPX offers a range of services to provide exactly the right logistics solution for each customer. Our kitting service is very popular with many customers and our varied stock management and replenishment services are a good fit for customers with regular or repeated product usage.

Our pre-assembly and pre-working services build or adapt products and sub-assemblies to remove time and cost from our customers' processes.

The BPX aim is to ensure the right product is with our customers at the optimum time and at the minimum cost.



BPX branch locations

1 Leicester (HQ)

Tel: 0116 2999 100
email: bpx@bpx.co.uk

2 Nottingham

Tel: 0115 970 4531
email: bpxnottingham@bpx.co.uk

3 Wakefield

Tel: 01924 241 290
email: bpxyorks@bpx.co.uk

4 Newcastle-Under-Lyme

Tel: 01782 564 400
email: bpxstaffs@bpx.co.uk

5 Northampton

Tel: 01604 759 906
email: bpxnorthants@bpx.co.uk

6 Slough

Tel: 01753 619 030
email: bpxslough@bpx.co.uk

7 Welwyn Garden City

Tel: 01707 379 800
email: bpxherts@bpx.co.uk

8 Newmarket

Tel: 01638 721 760
email: bpxanglia@bpx.co.uk

9 Manchester

Tel: 0161 724 9715
email: bpxmanchester@bpx.co.uk

10 Dublin

Tel: +353 (1) 553 2530
email: info@bpxireland.ie

