

NEWS RELEASE

Brammer Buck & Hickman and SKF announce Joint Sales and Support Initiative

Brammer Buck & Hickman, the UK's leading supplier of industrial maintenance, repair and overhaul (MRO) products and services, is excited to announce a new structured, proactive sales and customer support programme developed with leading bearings manufacturer SKF. The initiative is being backed by a colossal investment in SKF stock, creating the fastest and most reliable supply chain in the industry, to ensure customer demand is met.

SKF bearings are world renowned for their quality, reliability and innovation and are a significant brand for Brammer Buck & Hickman; in fact, the company is SKF's largest Authorised Distributor across Europe and has access to SKF's latest innovations. Over the years Brammer Buck & Hickman has sold considerable quantities of SKF bearings and has been supported by SKF through its commercial and technical specialists. This year sees that relationship further enhanced with a full programme of sales, customer support and marketing activities created in collaboration with SKF.

To support and drive this new joint initiative, Brammer Buck & Hickman has appointed Alan Stewart as SKF Bearings Product Manager. Formerly a Bearing and MRO specialist with Brammer Buck & Hickman's engineering team, Alan has a proven track record when it comes to bearings. Alan started his career as an engineering apprentice and worked for a major bearings manufacturer for 13 years before joining Brammer Buck & Hickman in 2017.

Alan will be engaging with multiple stakeholders across Brammer Buck & Hickman to provide comprehensive technical support on SKF products and solutions to best serve customers' needs. He has already participated in multiple customer calls with Brammer Buck & Hickman sales teams where his technical knowledge has proven invaluable, be it in helping to identify potential cost and efficiency savings for customers or in finding solutions to specific customer challenges.

With the exceptionally large investment in SKF stock made by Brammer Buck & Hickman this year, Alan will also be monitoring and managing stock profiles in conjunction with category and supply chain teams, as well optimising the website to ensure customers have easy access to the SKF product range and real time stock availability.

To empower staff across the business to be able to deliver the very best customer experience possible, Brammer Buck & Hickman has instigated a wide-ranging SKF product training programme, for which Alan is responsible. This programme includes the creation and hosting of a series of in-house webinars and training guides on SKF products. Consequently, customers can expect Brammer Buck & Hickman sales staff to be some of the most knowledgeable in the business when it comes to SKF product range and technical knowledge.

A range of dual branded Brammer Buck & Hickman / SKF sales and marketing material will be available throughout the year to support the new joint venture.

Brammer Buck & Hickman is part of the Rubix group. With turnover of more than €2.3 billion in 2018, Rubix is Europe's largest supplier of industrial maintenance, repair and overhaul (MRO) products and services. For more information, go to uk.rubix.com

About Brammer Buck & Hickman

Brammer Buck & Hickman is the UK's leading technical specialist distributor of maintenance, repair and overhaul (MRO) products, as well as supplying multiple value-added services. Branches across the breadth of the UK provide customers with quick and easy access to more than 5 million products, from bearings, power transmission and fluid power through to tools and health & safety products. This extensive product portfolio is underpinned by specialist engineering services as well as condition monitoring. At the heart of Brammer Buck & Hickman's service is a commitment to providing customers with cost savings through:

- reducing total acquisition costs
- improving production efficiency
- reducing working capital.

Brammer Buck & Hickman is part of the Rubix group, Europe's largest supplier of industrial MRO products and services.