

BIG BEAR SUPPLIES



NEWSLETTER



WHOLESALE & DISTRIBUTORS OF MARINE FASTENERS IN PRE-PACKS

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www.bigbearsupplies.com

WINTER 2009

HEX HEAD BOLTS OR MACHINE SCREWS

Both Hex Head Bolts & Machine Screws would seem to be able to do much the same fixing job; Bolts just need a spanner or sockets, the other has a variety of heads and needs a screwdriver and spanner/socket to tighten. Most people call them all generically "Bolts". So what is the difference? Is there a difference, and why should we know?



where performance to a specification is important and the potentially lower specification of the standard machine screw may be insufficient. Engine fixings and Standing rigging fittings are 2 examples where Bolts are normally better employed and generally should be used in preference to machine screws. Nevertheless Big Bear machine screws are also made to DIN standards and can be used with confidence in most fastening applications, but for critical and high load applications always check back to the relevant specification.

Bolts are defined as headed fasteners having external threads that meet an exacting, uniform bolt thread specification (e.g. Metric (DIN 931), BA, or UNJ) such that they can accept a non tapered nut. Screws are defined as headed, externally-threaded fasteners that do not meet the above definition of bolts. However confusion is rife and even the standards are not consistent, with Bolts sometimes referred to as Cap Head Screws. Clear isn't it!!

Essentially the difference lies in the uniformity and strength of the fastener. A Bolt generally has a greater tensile strength and is made to a more exacting standard than a machine screw and thus is designed to be used to fasten parts under substantial load and for critical parts,

The strength of Bolts can be found on their Head which also confirms the material used - for Big Bear Bolts Stainless Steel Grade A4. Big Bear Bolts are usually Grade 70 (700 N/mm² tensile strength) though for more demanding applications we can supply Grade 80 (800 N/mm²) on request in loose quantities and at a tensile strength of 116,000 psi are close to the 120,000 psi of widely used 8.8 Grade of carbon steel bolts. Thus stainless steel bolts while offering excellent corrosion resistance are not quite as strong as 8.8 steel bolts and thus designers normally specify larger SS bolts to compensate. In conclusion it is best to replace Hex bolts with Hex bolts.

A more detailed version of this article referencing standards will shortly be published on our website.

BIG BEAR SALES TIPS

The second in our new series of basic sales tips which may help you to increase sales over the season. Most are obvious, but we feel it is often valuable to go back to basics and what may be natural to you is not necessarily how your staff may react - so if nothing else give them this newsletter to read. In this second Big Bear Sales Tip we look at increasing sales per customer visit.

2. Up Selling & Cross Selling

Every person that walks through your door and selects a product has a project on the go. They may just need that product, but the chances are they need a lot more. Find out what that project is and you have the opportunity to sell them more goods.

Most people like talking about their boats so it should not be difficult to entice them to discuss their current project. Then you have the opportunity to gently suggest other items, they may have overlooked or were thinking of leaving until later, but with a bit of gently persuasion may decide to buy from you now. You may do them a great favour because it is very annoying to buy a part and then, realise you have not bought the fasteners when you get back to your boat. Not done that? - I certainly have - and a word from the Chandler could have saved me an hour or two and a second journey.

Other examples are products which require another product to fit or use which may not be evident from the pack, brushes and thinners for paint, and if you know their project you may realise the product they have bought is unsuitable and can advise alternatives. Ultimately though they know their project best so do not assume too much, just offer professional advice which they can take or leave and I believe they will remember and value you for that service.

ORDER FAX: 08702 642 077

BIG BEAR LINES

Available in our Marine Pre-Packs

- ü Light Bulbs 12v & 24v
- ü SS A4 Self Tapping Screws in Pozi & Slot
- ü Stainless Steel Press Studs & Turnbuckles
- ü SS A2 Woodscrews
- ü Brass Woodscrews
- ü Brass Machine Screws
- ü Copper Nails & Tacks
- ü Brass panel Pins
- ü Fastgrip Nails
- ü SS A4 Machine Screws
- ü SS A4-70 Hex Bolts
- ü Monel Metal Rivets
- ü Electrical Connectors
- ü Fuses
- ü Cable ties
- ü Super Spot Fasteners
- ü A4 SS Security Screws
- ü Nickel Plated Press Studs

BIG BEAR MARINE PRE-PACKS



- n 100% + mark-up
- n Secure, functional packaging not affected by light, heat, cold.
- n Customers can inspect parts in our re-closable packs.
- n Over 700 lines.
- n No minimum order.
- n Carriage free 130+ packs
- n Free loan of Display Stands.
- n DIN/BS Specifications

NOT IN STOCK?

If a customer requires a fastener in our range but not in your stock, phone us, we will confirm our stock, and then post direct to your customer overnight. You just need to charge your customer for our additional service charge of 50p plus VAT per pack. More details on how this works on our website.

STAINLESS STEEL PRICES

The last 3 years has seen considerable price increases in the cost of Stainless Steel, but prices are now coming down. For your information we now provide updates on the global price of stainless steel, as it affects so many products used in the marine industry.

DATE	PRICE /Tonne (US\$)
JAN 2006	2345
JUNE 2006	3065
JAN 2007	4325
JUNE 2007	5040
SEPT 2007	4300
DEC 2007	4200
AUG 08	3700
Dec 2008	2590

Source: Various consolidated

CARRIAGE COSTS

We know that carriage costs are a concern to you in these difficult times and we are keen to minimise these as far as we can. We are therefore launching new carriage rates for 2009 which will mean that most customers will be able to order stock carriage free, or will pay less carriage.

Big Bear Supplies 2009 Carriage Costs - UK Mainland & Isle of Wight

Pre-Packs

- Orders over 130 Packs - Now Carriage Free (was 150)
- Orders 51 - 130 Packs - £6.50
- Orders 16 - 50 Packs - £5.00
- Orders 5 - 15 Packs - £2.50
- Orders 1 - 5 Packs - £1.60

Loose Orders

- Over £100 net value - Carriage Free
- Up to £100 net value - £6.50
- Up to 1.5 gross weight - £2.50

Extra charges may apply to non mainland GB & European areas
Full details of all rates on website

NEW PRODUCTS FOR 2009

We are planning to launch some of these new products at very competitive prices during 2009 depending upon our assessments of market demand and feedback from our customers.

- n Duramax Ultra-X PTFE Gland Packing material -now in stock.
- n Posi-Lock electrical connectors - available now
- n Fast pins
- n Shackles and other rigging fittings in SS
- n Boat cleaning and protection products

If you have any other product requests please let us know and we will try to source them from our worldwide supplier base.

REDUCTION IN VAT

Please let us know if you would like new Price Display Header Cards reflecting the reduction in VAT to 15% and we will send them out to you. So far no requests.....



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