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### **Davicon fast becoming the first choice for Mezzanine Floors**

Davicon has long been known as the UK's leading manufacturer of mezzanine floors but if the success it has seen so far this year is anything to go by then it will soon be the market leader in all senses.

Confidence in Davicon's ability to deliver quality product at competitive prices is only part of the story. The team at Davicon has been substantially strengthened both in technical design and project management and this has been instrumental in securing large projects with its Distributor network and the System Integrator market.

Work is already well underway at John Lewis' new €27m distribution centre in Milton Keynes. Knapp Logistik Automation selected Davicon on this technically complex project to design, manufacture and install a 9,000m<sup>2</sup> mezzanine floor split over four levels and is key to Knapp's ability to provide a goods-to-man order picking system at the site.



*Phase I in progress: Davicon's floor for Knapp Logistik Automation at John Lewis' distribution centre*

Peter Watson, Davicon's General Manager commented "The strength of the Davicon business and its increasing success is all down to our team. Customers generally set us apart from our competitors because we actually manufacture the product and give a

higher level of service. I think now they'll recognise that our overall professionalism and technical capability are also distinguishing factors.”

Davicon continues to support its Partners and Distributors with dedicated account management and support. It is proving to be a successful formula as orders are a third up on this time last year. Peter Harris, Sales Manager says, “We believe in building relationships with customers. It means that we can make the necessary changes customers want to see. As for the future, we are certainly not going to stand still in this market place. It is extremely competitive but we do have pole position and our commitment to our customers will ensure we stay ahead of the pack”.

This commitment extends to investment in the training of its distributors. Mark Jones, Key Account Manager, comments, “Helping our distributors to understand the product and the related regulations naturally helps them to win more orders, which benefits both parties. But it is much more than this, our distributors now know that we are serious about working the market together and this gives us both a powerful advantage.”



*Product training, an important part of Davicon's customer commitment*