

MATTERS



Partners, Distributors, Associates and System Integrators at the Davicon Golf Day.

Davicon launches new Partnership Programme

An innovative Partnership Programme has been launched by the UK's leading mezzanine floor manufacturer, Davicon.

The programme has been created to help Davicon and its key trade customers deliver a consistently superior service to the end customer.

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Partnership Programme golf day - a resounding success



First prize winner Nick Evans of Shropshire Storage and Partitioning (left) is pictured here receiving his trophy from Barry Redford, general manager of Davicon.



Malcolm Scott of Provost lining up a shot on the course.

A strategic investment for Davicon, the Partnership Programme, will lend additional support and strength to our programme Partners and, at the same time, ensure we remain the first choice supplier for mezzanine floors in terms of quality, service and response.

The Programme has been created to help Davicon and its key trade customers deliver a consistently superior service to the end customer, with various levels of membership including Partner, Distributor and Associate.

Benefits to Partners include enhanced support such as enquiry generation and routing, joint marketing and sales initiatives, branded marketing materials, sales training and online technical and marketing assistance. A similar programme for Distributors is currently being developed.

This summer was an extremely busy period for all staff at Davicon HQ when we rolled out the new Programme. We would like to take this opportunity to thank our team and so many of our new Partners who have helped make the launch such a success.

We were pleased too see many of our Partners, Distributors, Associates and System Integrators at our Golf Day at Patshull Park Hotel, Golf & Country Club. It proved to be an ideal opportunity to meet colleagues, discuss opportunities and, of course, enjoy a relaxing day on the fairway.

Congratulations go to the winners of the Davicon Golf day.

1st prize Nick Evans - Shropshire Storage and Partitioning

2nd prize Kevin Moore - Western Industrial

3rd prize Andrew Coldwell - Home Counties Storage

The Team Prize went to Team 4 comprising Peter Harris, sales manager of Davicon and John Twydale and Andy Laking, both from MH Group.

The Longest Drive was won by Jim Redfern of Vanderlande Industries and Nearest the Pin by Steve Whitall of Shropshire Storage and Partitioning.

Extra demand makes way for new appointments



From L to R: Alan Perrins, Mark Jones and Ian Mander.

In response to the launch of our Partnership Programme and the resulting extra demand for products, Davicon has made two new appointments and one promotion. Ian Mander joins as key account manager and Allan Perrins as internal sales specialist, whilst Mark Jones is promoted to key account manager.

As key account manager, Ian adds strength to the sales team and will support our Partners and Distributor customers under the Partnership

Programme. Ian has more than 18 years experience working in technical design and sales roles, and for the past five years, worked for a large engineering company in sales, marketing and business development roles.

A fully trained draftsman and sales project manager for 20 years with experience in contract engineering, Alan Perrins was appointed to the newly created role of internal sales specialist. His responsibilities include handling technical enquiries and the preparation

of quotations. Importantly his background adds extra skill-sets to the team to further drive service provision in support of business growth.

Mark has worked for Davicon for more than 10 years. His former position was project management related and these skills are naturally transferable to his new commercial and sales role.

Under the Partnership Programme, Mark will focus on developing and supporting our Distributors.

Words of wisdom from Japan

Did you know that our in-house manufacturing facility produces in excess of 600 tailor made mezzanine floors per annum, ranging in size from 10 square metres to well over 10,000 square metres?

Davicon has the capability to turnaround a bespoke mezzanine floor, working with its partners, from receipt of order to

installation within four weeks including the attainment of necessary building regulation and fire officer approvals.

We have recently adopted the Japanese way of thinking - 'Kaizen' - and applied it to a series of factory improvements aimed at raising quality and manufacturing scope. Kaizen means 'continuous improvement' and comes from the Japanese words 'Kai' meaning school and 'Zen' meaning wisdom. Many end users, like Toyota Manufacturing UK, adopt these principles where operations are set up to make, move, assemble, press, paint, weld, or transport the right part at the right quantity and quality to the right place at the right time.



Kaizen trained operative processing materials.

Manufacturing manager, Mick Hickinbottom says, "Continuously improving our business operations with a 'Just in Time' focus will help eliminate waste in our production area and reduce the amount of stock. Overall these changes can only benefit Davicon going forward."



CNC machine bay infeed bench area.

Training sessions

As part of its ongoing commitment to customer support, Davicon is running a series of training days aimed at refreshing Partners and Distributors on the latest developments in mezzanine floor legislation, construction and installation. Run by key account manager, Mark Jones, the last two held on 19th October and in early November were very well attended. If you would like to attend future training sessions contact Mark Jones on 01384 572851 or email m.jones@davicon.com. Where there is a demand on-site training can also be provided.



Mark Jones training a group 19th October.

Working at height

The implementation of the recent Work at Height Regulations highlight the ongoing importance on safety whilst working on installations at height. Davicon will be working closely with the Health & Safety Executive to approve a method of operation which will then be used as standard for each and every mezzanine floor installation.

Peter Watson, projects group manager, Davicon says, "Our guidelines of good practice follow the Regulations for work at height. All work at height is planned, organised and carried out by competent persons; we follow the hierarchy for managing risks from work at height and

choose the right work equipment /collective measures to prevent falls (such as safety netting, guardrails and working platforms). We will be approaching the HSE to obtain their comments on our safe system of work when working at height."



Taking the Working at Height Regulations to the extreme.

Health & safety competition

Health and safety continues to be a major focus and Davicon has an excellent track record for achieving the highest standards. However, in this cartoon all is not as it should be! **Can you spot all ten health and safety violations in the picture?** Send your answers into Graham Butler by 31/01/06 and the first correct entry picked out will receive a litre of single malt and a Davicon goody bag.



What's the story?

In Mezzanine Matters' next issue we want to publish details of the contracts our Partners and Distributors have won. We are especially keen to hear from you if you've secured a particularly substantial contract, or if you've been appointed by a well known manufacturer or retailer - or maybe the brief is just something a bit out of the ordinary. If you do have a contract story you'd like to share with us please contact Graham Butler on g.butler@davicon.com or 01384 572851. We'd be delighted to consider including it in our spring issue.

Website

Don't forget... our website www.davicon.com has a map and search facility to locate preferred Partners by region and/or specialism.

This gives additional details of each Partner, contact details and case studies of recent installations for background.