

NEWS FROM GAST GROUP

GAST GROUP AND BCAS ANNOUNCE UK PARTNERING AGREEMENT

Following a comprehensive review and restructuring of its European distribution network in which the company is focussing on a more distributor-driven approach to industrial sales, the Gast Group – a leading designer and manufacturer of air handling equipment and member of the IDEX Corporation’s health and sciences division – has confirmed a partnering agreement with BCAS Limited. The agreement covers the supply and service of its GAST and JUN-AIR ranges in London and the south east of England.

Commenting on the restructuring, Gast Group’s European sales director Andre Goodson explains that as a global supplier the company has strived to create the most effective distribution network in every country and now relies on its distributors to provide the levels of service expected by its customers.

“Most customers in the UK will now be serviced through a network of six industrial distributors, including BCAS Limited, with a number of key accounts being handled from our headquarters in Redditch.” says Andre. “The arrangement enables us to offer a much more focused and efficient service to all our customers.”

The new partnering agreement with BCAS Limited is an exciting opportunity for both companies as the introduction of the GAST range of air handling products – which includes vacuum pumps, compressors, air motors, gear motors, vacuum generators, regenerative blowers and Smart Air technology – to the UK builds on a distributor relationship between BCAS and the JUN-AIR compressor range that spans more than 25 years.

“We believe that the combination of BCAS’s knowledge of air handling systems and Gast Group’s vast range, gives the partnership a unique proposition for end users and OEMs in the South East.” says Andre.

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Established in 1987, independently-owned BCAS supplies a range of compressed air equipment and professional engineering services from design, installation and commissioning of complete compressed air systems, to essential maintenance and testing services that ensure its customers' equipment and systems operate efficiently and safely.

Commenting on the partnering agreement, BCAS Limited's managing director David Parfitt says: "We take pride in working with like-minded companies and are delighted with the partnership and the Gast Group's new approach to distribution. We have always considered JUN-AIR a premium brand – from product quality and performance through to support and personnel – and are confident that the addition of the GAST range will further enhance the range we offer."

He goes on to say that both companies expect to increase business as a result of the partnership and use it as a foundation for growth in the South East.

Further information on its UK partner distributors can be found on the Gast Group website at www.gastmfg.com or www.jun-air.com. Alternatively, please call +44 (0)1527 504040 or email gastgroup.uk@idexcorp.com.

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