

# British Metrics Has Metrics From A to Z

**A**re you looking for an odd ball Din that no one else will quote on? Do you require fine thread socket caps and socket set screws? Maybe its metric tapers, dowel, groove pins, T-nuts, thumb nuts, reverse nuts, or screw thread repair inserts? Whether it be one or a million, most are in stock and ready to ship from British Metrics extensive stock.

British Metrics is also an authorized distributor in the United States for Wade and Simplifix brass compression fittings. They also carry quick disconnect pneumatic fittings with a full range of complimentary copper, nylon, steel and stainless steel tubing. They also offer a full line of "Bite-Type" fittings from the United Kingdom, Germany and Italy.

## Dependable Resource for Distributors

Martin Clark, President tells the story of their success. He said, "We have found a niche in the market for providing hard to find metric items for other distributors via our weekly shipments from the U.K and Germany. We can supply any kind of metric or British hardware item from a bolt to a steel tube to a vee belt in a short turnaround time. We pride ourselves on our extensive inventory of old BSW/BSF fasteners and BSPP/BSPT fittings in all materials. If you have a machine made overseas then we can probably supply the spare part at way below OEM prices. We can usually supply the part sooner than the OEM as well."

Martin stated, "We are also now very big in all kinds of hydraulic and pneumatic fittings. We publish our own 1,000+ page catalog on an annual basis. We are also sole Distributors in the USA for KOPEX electrical conduit and fittings out of the UK."

## The BUSINESS EDGE Helps Control Extensive Inventory

As the inventory expanded, British Metrics recognized the need to change. Clark said, "We now have 2 warehouses totaling 12,000 sq feet. As we have grown we found that our previous software inventory

management programs were stretched to the limit, but we were reluctant to change because of the cost and inconvenience. In December we decided to upgrade.

We are fortunate that we have Mark Benedict, a MCDBA, Microsoft Certified Data Base Administrator, on staff. Mark understands our business intimately and he has a broad knowledge of all types of computer systems. He was assigned the job of spearheading our software search. He narrowed the choices down to 5 companies. Under his direction, we evaluated each thoroughly before we decided on the package offered by Computer Insights. Interestingly, we chose a system that does not have a Windows Server."

The BUSINESS EDGE has a unique blend of Linux and the Microsoft Operating Systems, Windows XP and Vista. Dennis Cowhey, President of Computer Insights, Inc. explained the reasoning. He said "We have found that the open architecture of the Linux

Operating System has substantial benefits on the server side, while Windows does a better job on the desktop. We decided to take advantage of the best of both worlds. The Linux servers are almost completely maintenance free. They rarely need rebooting. They are very fast. They are easily expanded. They are designed for heavy transaction processing (think Google or Amazon.com) and the license fees are a fraction of what Microsoft charges. The integration with the Windows Desktop is completely seamless and virtually everything in the system can be put into an Excel Spreadsheet with the click of a button. There is no learning complicated SQL Query language to get at your information. There is no need

for the users to know anything about the data structures that are internal to the system. They just see what they want. They click. They have it. Most of our clients don't have computer experts working for them, but they need the power of the computer. That's where we come in.

Martin said. "This is one decision we certainly are pleased with. The changeover was smooth and simple. It was made even easier by the efficiency of the The BUSINESS EDGE System itself. Added to that, the



Martin Clark, President (left); Mark Benedict, IS Manager

professionalism shown by Dennis and his employees from day one made the process much less complicated than we had expected. Any hiccups along the way were taken care of immediately. The system makes it so easy to interface with Linux and Microsoft. This was a big factor on reaching our decision. We really appreciate having the best of both worlds. I would highly recommend Computer Insights to anyone in the hardware industry looking to expand."

### **Multi-Currency, Multi-Location, Multi-Lot**

Mark Benedict stated, "The nature of our business requires us to buy and sell in multiple currencies. We have two physical locations. We have many parts in multiple inventory locations within the warehouses. Add to that, the need to maintain multiple lots for each item it can all get rather complicated."

Mark went on to say, "We also think that a huge benefit of The BUSINESS EDGE is the ability to buy a plain part and send it out for finishing. When it comes back as a plated part the new part number is automatically applied, the inventory of the raw part is

reduced, the cost of the plating is added to the new part. Lot control and traceability to the raw part is maintained throughout the process. The parts NEVER leave the inventory system. Our old system didn't track the parts that were out for processing. That frequently led to over purchasing in a panic mode. That just never happens any more." Mark summed it up by saying, "We needed a system that would seamlessly address each of these issues. We found it and we couldn't be happier."

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*ATEX approved barrier gland — IP68 protection available in brass & 316 stainless — both metric & NPT threads*

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