



Distributing Technology

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the complete

**automation and control service**

from the industry experts

# welcome to BPX



Now celebrating its 50th anniversary, BPX has built a reputation as a specialist, technical distributor of industrial control and factory automation products, from pushbuttons and isolators to sophisticated process control and computer solutions. Our continued success – we are told – comes from our commitment to product support and customer service. We now number over 100 people and from our 9 branch locations throughout the UK provide a local service to our customers.



# who are BPX?

BPX is a collection of complementary businesses which BPX Group Ltd is the holding company. The group comprises:

**BPX Electro Mechanical Company –**

A technical distributor of electrical components.

**Controls and Drives –**

Specialist in the field of automation products, services and support.

**Leicester Switch and Control –**

Offering assembly and build services of electrical control systems.

**Ranger Computer Systems –**

Providing IT products and innovative support services to industry and commerce.

**999 Automation –**

The fast-growing, online, specialist automation product supplier with a worldwide customer base.

**Red8RF –**

Industrial RF dielectric heating experts.



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## what do BPX do?

BPX Electro Mechanical Company is a specialist distributor of industrial control and automation products. We stock, sell, supply and support a portfolio of products that are used within control systems or on machinery, to make equipment or processes operate automatically and efficiently.

The products we sell are made by world-wide, market leading companies and we are proud of our close partnerships with manufacturers such as Schneider Electric, Omron and Mitsubishi for whom we are the largest UK distributor.


## why is BPX successful?

BPX is now more than 50 years old but remains an independent and privately owned company. With a turnover of more than £25 Million we are no longer a small business, but we still retain the agility and responsiveness of an owner managed company whilst enjoying the strength and influence that comes from being one of the largest independent distributors in the UK.

The close involvement of the managers in the day-to-day running of the business means we are able to react rapidly to customer demands and to changes in the market. We can often have a good idea in the morning and implement it in the afternoon.

# what makes BPX different?

In these days of large multi-national conglomerates with shareholders to please, we like to think that the BPX approach remains unique. Our focus is on the long-term and that means continuing to build sustained and mutually successful relationships with both our customers and our suppliers.



**Local Stock** - Our stock is held in our branches, close to our customers, and not consolidated in a distant warehouse. We do hold central stock and that allows us to refill the shelves in the branches with minimal delay. Each branch is responsible for its own stock and the branch manager is tasked with ensuring that their branch has the right local stock for our local customers.

**Exceptional Technical Knowledge** - We are proud to call ourselves technical distributors. We welcome the opportunity to discuss applications with our customers and to suggest economical and efficient solutions. All of our sales and engineering staff are enrolled on programmes of technical training. This investment in product knowledge keeps BPX ahead of the game in a fast-moving, high-technology field.

**First Class After-Sales Support** - Our technical support team are available on the phone and online to all our customers, free of charge, to assist with the selection and application of products. We are committed to supporting the products we sell and our engineering staff welcome the daily challenges that brings.

**Adding Value** - Customer service at BPX is about tailoring the right service to each customer. We have a portfolio of complementary services to deliver products and solutions in the most cost-effective way to our customers. Whether it is kitting parts, pre-assembly, managed replenishment of customers' stock or coordinating vendor reduction programmes, it is our mission to take unnecessary cost and hassle out of control and automation component supply.

**Financial Stability** - BPX have been trading for 50 years and we plan on many more. This means that our customers can rely on BPX to be there when called upon not just now but long into the future.

# BPX

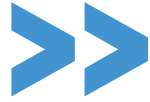
detect

power

control

connect

protect



sensors | limit switches

vision systems | detectors

signal conditioning | metering



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## what products do BPX offer?

Our product range aims to offer a solution to all electrical or pneumatic control and automation system requirements, from connectors to computers, from pushbuttons to PLC's. To achieve this we work with the acknowledged market leaders in their specialist fields from across the globe.

Our two largest suppliers and key partners are the companies Schneider Electric and Mitsubishi Electric – each renowned in the industry for the innovative, high quality products they manufacture and each a large, multi-national company. Both provide a wide spectrum of control and automation products and can provide complete solutions to most control system applications from within their single brand.

In addition to these two key partners BPX has long-standing agreements to distribute complementary products from Omron Electronics, Phoenix Contact, Weidmuller, Pilz and SMC – each with an enviable reputation in their own product area.

To these major supplier partners we add a range of distributorships from over 40 other manufacturers, each of which has been selected for the high quality and capability of their product offering. Each year sees the addition of further ranges of product, adopting new technologies as they arrive and extending the range of solutions offered to our customers.

## pricing policy

In this enlightened business world it is the cost of buying, receiving and using the product that matters most, not merely the price – and taking cost out of the supply chain remains our passion.

It may not be “all about price” but we do acknowledge that the price still has to be right.

Our unique position as a major but independent distributor allows us to negotiate well. We should be the most competitive supplier of all the products for which we hold distributorships and we will always be eager to work with customer projects that, because of their size or significance, require a flexible pricing approach.

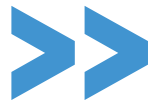
# BPX and Schneider

BPX was appointed as Telemecanique's first UK distributor over 45 years ago and has remained the UK's largest independent distributor of Telemecanique components. Motor control gear remains at the core of the BPX product range. Telemecanique is now a central part of the Schneider Electric group which also includes Merlin Gerin, Sarel and Square D. BPX distributes the full Schneider industrial portfolio, is a key strategic partner to Schneider and one of a handful of companies appointed by Schneider as a Specialist Automation & Drives Distributor to spearhead Schneider's expansions in automation applications.



# BPX

detect  
power  
control  
connect  
protect



contactors | inverters | starters  
soft starts | overloads | breakers  
servos | isolators



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# Schneider Electric

Schneider is now a global force in the industrial world with operations in almost every country and a market leading presence in fields such as energy saving, renewable energy technologies and industrial safety. At BPX we work with Schneider to harness this knowledge and to deliver state-of-the-art industrial control solutions to our UK customers.



# BPX and Mitsubishi

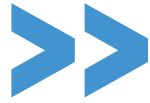
BPX is the UK's largest distributor of Mitsubishi Electric's industrial automation products, and one of only two key partners of Mitsubishi Electric Europe located in the UK. BPX has worked with Mitsubishi for more than 25 years, since the early days of PLC's in factory automation, when Mitsubishi pioneered the introduction of the compact PLC. Our extensive experience of the Mitsubishi product range extends from PLC's to Drives, HMI's, Software and Motion Control products and we employ a dedicated technical support team to assist our customers with this range.





# BPX

detect  
power  
control  
connect  
protect



PLC's | counters | relays  
SCADA software | timers  
push buttons | operator terminals  
temperature control



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**MITSUBISHI  
ELECTRIC**

Mitsubishi Electric is a global leader in the research, manufacturing and marketing of electrical and electronic equipment used in communications, consumer electronics, industrial technology, energy and transportation. With extensive experience in industries including Food and Beverages, Water, Consumer Packaging, Process and Infrastructure, Mitsubishi Electric's automation products provide efficient, reliable and high performance solutions for all aspects of automation systems. Using our experience and expertise, these solutions can be engineered to the specific requirements of individual companies.





# OMRON

authorised distributor

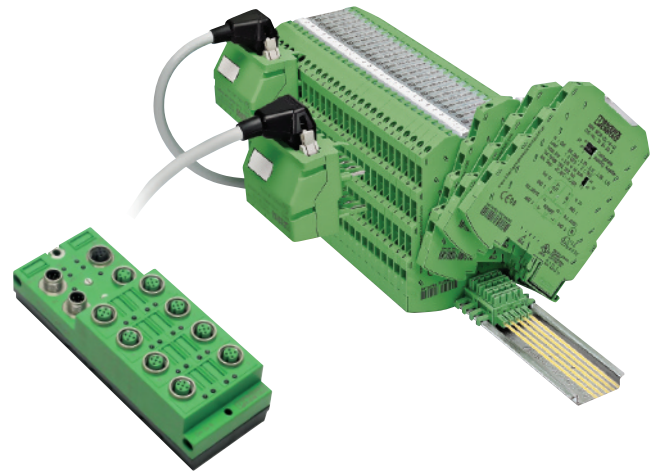


BPX has worked closely with Omron for over 45 years and continues to share a special relationship with this global market-leader of Industrial Automation. BPX is one of only six Omron Premier Partners within the UK.

BPX enjoy a unique position in the Omron network and have privileged access to Omron sales and support resources in the UK, Europe and Japan as well as to future product information. Omron continues to work closely with BPX and together we provide an unparalleled force in the automation field.

# PHENIX CONTACT

authorised distributor

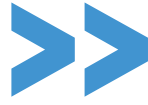


With six product catalogues, Phoenix Contact offers an exceptional and innovative portfolio of industrial electro-technology. From the classical modular terminal block via splash-proof machine connectors to the wireless Ethernet, Phoenix Contact provides solutions which take time and cost out of electrical connectivity and protection.

With such a huge product range, holding the right items in stock is vital and with our 25 years of Phoenix Contact experience we think we've got it right.

# BPX

detect  
power  
control  
connect  
protect



cable management | connectors  
networks | terminals  
enclosures | fieldbus



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**Weidmüller** 

authorised distributor

Weidmüller is the worldwide manufacturer of components for electrical connection technology and the manufacturer of the famous Klippon brand of terminals.

The present day Weidmüller products range from terminal blocks, PCB connectors, protected components, relays and sockets to power supply and overvoltage protection modules.

BPX has worked with Weidmüller since supporting Klippon from its origins in the UK. We remain a key Weidmüller distributor with extensive stocks at our Leicester and Nottingham branches.



**pilz**

authorised distributor

Pilz are without question the UK market leader in the field of control system safety. Their name is synonymous with the Emergency Stop Relay and they have pioneered "safe control" for many years.

BPX operate in close support of Pilz, not only in the supply and support of the products

but in the co-ordination of advice on risk assessment, safety standards and safe circuit design.



authorised distributor

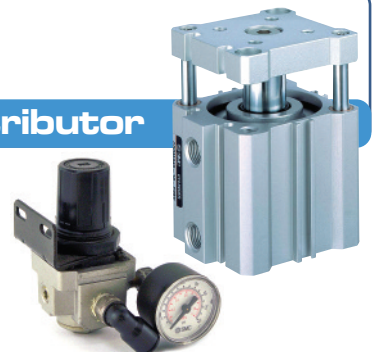
HARTING Ltd has been at the leading edge of connection technology in the UK for more than 20 years. The industry standard Han® Heavy Duty Multi-pole Connectors and an unparalleled range of electronic and networking connectors make Harting the market leader in their field.



authorised distributor

For over 50 years SMC have been at the forefront of pneumatics, delivering innovative and high-technology products to industry in more than 70 countries.

BPX work extensively with SMC to develop efficient and effective pneumatic solutions for our customers and from



our Pneumatics Technical Centre in Newmarket provide support for the SMC range.



# on call

BPX is on-call to help customers choose and to use the right products. Our technical sales team and our technical support desk are a free of charge resource available to our customers during normal office hours.

Each of our sales and support staff are enrolled on programmes of continuous training to maintain a comprehensive knowledge of current technologies and products. We are fortunate to have many staff who have been in these roles for many years and their experience and product knowledge is invaluable in finding innovative and efficient solutions to the toughest of application questions.

Our on-call teams always welcome a challenge and are ever ready to test their knowledge against our customers' applications.

# on line

The BPX website and our internet pages provide our customers with alternative ways to source information and products. Whether placing an order, obtaining technical data, or just a price and delivery, the BPX website provides a variety of useful resources, online and all the time. But you can't build a control system from websites and so we are committed to ensuring that our internet sites are fully integrated with our branches, our telephone sales teams and our delivery systems.

[www.bpx.co.uk](http://www.bpx.co.uk) provides a single location for all of your on-line control and automation requirements whilst our branch sites provide the same with a human touch.



# BPX

detect  
power  
control  
connect  
protect >>

safety relays | programmable safety  
safety controllers | guarding systems  
switches & interlocks | safety networks



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## on site

BPX offers a professional on-site service provided by our field applications engineers, each of whom boasts many years of practical applications experience and extensive training. Where appropriate our applications team have been certified by the relevant manufacturer's accreditation programme.

BPX is able to undertake Applications Support pre and post-sale to ensure that your application is up and running with the minimum of fuss. This may be as commissioning support or programming advice, site surveying or trouble shooting. Our team of engineers is ready to assist when you need a helping hand.

Our applications team offers a full programme of standard training courses covering the use and application of automation products and a bespoke course service for those more unusual requirements.

## on hand

BPX offers a range of services to provide exactly the right logistics solution for each customer. Our kitting service is very popular with many customers and our varied stock management and replenishment services are a good fit for customers with regular or repeated product usage.

Our pre-assembly and pre-working services build or adapt products and sub-assemblies to remove time and cost from our customers' processes.

The BPX aim is to ensure the right product is with our customers at the optimum time and at the minimum cost.



## CDL

### Controls & Drives



Controls and Drives is a specialist distributor of industrial control and automation equipment and a supplier of automation support and software services.

Trading since 1990, continued substantial investment in people and technology has helped Controls and Drives to become the largest key Partner in the UK for Mitsubishi, the world's leading Automation Manufacturer.

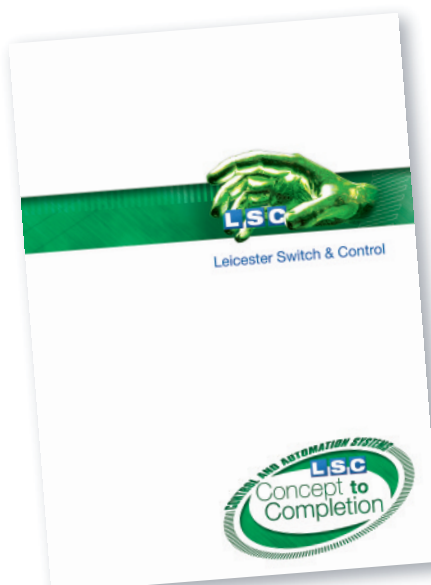
Controls and Drives are always aware that however good the project, it is the correct application that determines a successful solution and becoming the first Mitsubishi

Technology Partner in the Midlands, has enabled Controls and Drives to support their customers turn engineering concepts into reality.

From their base in the East Midlands, Controls and Drives provides a national service of control system products backed by exceptional telephone and site support to a network of automation customers.

## LSC

### Leicester Switch & Control



From our headquarters in the heart of England, Leicester Switch and Control designs, manufactures, installs, commissions and supports specialist electrical control and automation systems.

The first "Leicester Switch" control system was produced in 1975 when the company was formed from the assembly division of the electrical controls distributor BPX.

Since then the business has grown year on year and now maintains an enviable reputation as a specialist designer and manufacturer of high quality control and automation systems.

Our customers operate in diverse industries, from defence to public utilities, from automotive to food and beverage and

we pride ourselves upon the long-standing business relationships that bring repeat and continued orders from customers who consider LSC to be their "electrical department". LSC has a unique specialisation in quarry and asphalt plant control, in airfield lighting control systems and in energy saving systems that has developed from these relationships over many years.

# 999

999automation.com



999 Automation is the online automation arm of the BPX Group, providing worldwide availability of automation products through specialised websites offering Inverters, HMI's, PLC's, Network and Safety products.

999 Automation has the background, resource and knowledge to deliver a full online automation solution to its customers and is the chosen online partner for Mitsubishi, Schneider, IMO and many others.

999 Automation provides a free technical support service offering pre and post-sale support to assist with the selection and application of the automation product portfolio.

[www.999automation.com](http://www.999automation.com)

[www.999inverters.com](http://www.999inverters.com)

[www.999hmis.com](http://www.999hmis.com)

[www.999plcs.com](http://www.999plcs.com)

[www.999safety.com](http://www.999safety.com)

[www.999networkproducts.com](http://www.999networkproducts.com)

[www.999mitsubishi.com](http://www.999mitsubishi.com)

[www.999schneider.com](http://www.999schneider.com)

# RCS

Ranger Computer Systems



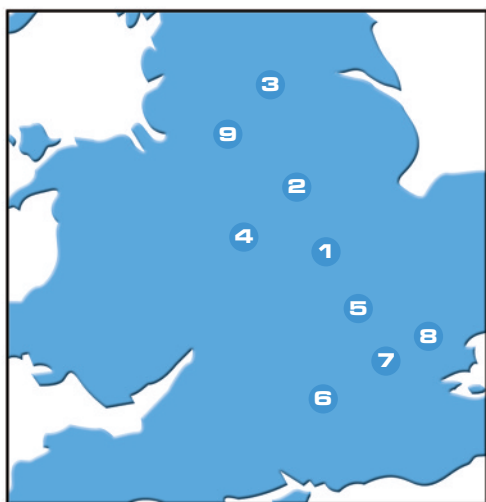
Ranger Computer Systems are a business to business IT supplier. Long established, we are part of the BPX Group of companies with branches throughout the UK.

We trade on the sound commercial principles of friendly, reliable service, backed up with competitive pricing, first class technical support and a true understanding of the IT marketplace.

The services of RCS encompass more than just product supply and include a full range of complementary technical services across a wide range of IT platforms.

RCS has the expertise, the experience and the backing of the industry's leading manufacturers with which to manage all aspects of your computing operations.

# BPX branch locations



- 1 Leicester (HQ) BPX Electro Mechanical Co. Ltd.**  
Tel: 0116 2999 100 | Fax: 0116 2999 201 | email: [bpx@bpx.co.uk](mailto:bpx@bpx.co.uk)
- 2 Nottingham BPX Electro Mechanical Co. Ltd.**  
Tel: 0115 970 4531 | Fax: 0115 942 2240 | email: [bpxnottingham@bpx.co.uk](mailto:bpxnottingham@bpx.co.uk)
- 3 Wakefield BPX Electro Mechanical Co. Ltd.**  
Tel: 01924 241 290 | Fax: 01924 241 291 | email: [bpxyorks@bpx.co.uk](mailto:bpxyorks@bpx.co.uk)
- 4 Newcastle-Under-Lyme BPX Electro Mechanical Co. Ltd.**  
Tel: 01782 564 400 | Fax: 01782 565 500 | email: [bpxstaffs@bpx.co.uk](mailto:bpxstaffs@bpx.co.uk)
- 5 Northampton BPX Electro Mechanical Co. Ltd.**  
Tel: 01604 759 906 | Fax: 01604 759 916 | email: [bpxnorthants@bpx.co.uk](mailto:bpxnorthants@bpx.co.uk)
- 6 Slough BPX Electro Mechanical Co. Ltd.**  
Tel: 01753 619 030 | Fax: 01753 825 418 | email: [bpxslough@bpx.co.uk](mailto:bpxslough@bpx.co.uk)
- 7 Welwyn Garden City BPX Electro Mechanical Co. Ltd.**  
Tel: 01707 379 800 | Fax: 01707 327 982 | email: [bpxherts@bpx.co.uk](mailto:bpxherts@bpx.co.uk)
- 8 Newmarket BPX Electro Mechanical Co. Ltd.**  
Tel: 01638 721 760 | Fax: 01638 722 750 | email: [bpxanglia@bpx.co.uk](mailto:bpxanglia@bpx.co.uk)
- 9 Manchester BPX Electro Mechanical Co. Ltd.**  
Tel: 0161 724 9715 | Fax: 0161 725 9280 | email: [bpxmanchester@bpx.co.uk](mailto:bpxmanchester@bpx.co.uk)

[www.bpx.co.uk](http://www.bpx.co.uk)