

**COMPANY NAME**

Southdown Abrasives &  
Industrial Chemicals Ltd.

**COMPANY ADDRESS**

Unit 7, Royal Buildings  
85 Marlborough Road  
Lancing  
West Sussex

**CONTACT**

Tel: 01273 463677  
Fax: 01273 464003

**EMAIL**

[sales@saic-uk.co.uk](mailto:sales@saic-uk.co.uk)

# Company Profile

[www.saic-uk.co.uk](http://www.saic-uk.co.uk)

# About Us

Established in 1976 SAIC has been serving the industry for over half a century. The business has developed greatly over the years and family ethos is still at the heart of the company.

Starting in an old carpenter's workshop in Monks Gate - West Sussex under the name Southdown Abrasives and Industrial Clothing, the business stayed here until 1987.

With the growth of the company, SAIC moved to Shoreham-By-Sea and in the year 2000 the company name was changed to its current - Southdown Abrasives and Industrial Chemicals. This was a better reflection of how the company had changed its business model over the years, progressing from protective clothing and further specialising in surface finishing and more.

Expanding even further, in 2012 SAIC purchased a larger unit in Lancing, from where it still operates today with services including site visits in an equipped demonstration van, tool servicing, specialist advice on production process improvements and the promotion of tool safety with information surrounding Hand Arm Vibration and dust extraction to name the least.

## Content & Services

- Process Improvement Plan
- Van Site Visits
- Abrasive Consumables
- Tool Sales
- Reserve & Consignment
- Belt Calculator
- Tool Servicing
- Hand Arm Vibration Services

# Process Improvement Plan

How we work with you.



## /Consultation

A member of our sales team will discuss the certain requirements with the customer. To consolidate an efficient / effective solution.



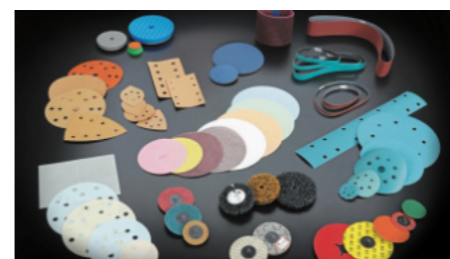
## /Site Visits

Our Technical Applications Manager hosts site visits in the demonstration van to review applications and processes.



## /Tools

Stockist of a range of brands for tooling needs - Including but not limited to; Dynabrade, AirCat and Fein.



## /Consumables

Offering a vast selection of consumables, including our cost effective and exclusive in house brands Nitro & Turbo to work in conjunction with the appropriate tools.



## /Set Up

We look at aspects such as air lines & supply, compressors and the process as a whole. Considering safety, vibration and maintenance.

## / Recommendations

Recommendations and expert advice given in conclusion to the site visit.

# Van Visits

## We come to you!

In 2016 we launched our first demonstration van, to enable us to visit customers in the South East of England, see their applications in person and offer on-site expert advice.

Our demonstration van gives customers the opportunity to try out the tools and abrasives that we offer first-hand and see for themselves what benefits these would bring to their processes and business.

The aim with every visit is to offer the most efficient solution for the job, with the goal of reducing process times, improving efficiency and ultimately, saving customers time & money.



## / Inside the Van

With a variety of air tool brands on-board from Dynabrade, AirCat Industrial and Universal Tools.

The van is kitted with all the required equipment for demonstrations. Along with HSE dust extraction options and advice.



# Abrasive Consumables

## Stay sharp, stay true, get the right abrasive for you!

At SAIC we offer customers a wide array of abrasive consumables including SAIC brands Nitro & Turbo alongside this we are able to provide expertise and knowledge to ensure the correct pairing with tools are being made for each job. This helps customers manage and reduce the overall time it takes to do particular tasks.

## Nitro & Turbo

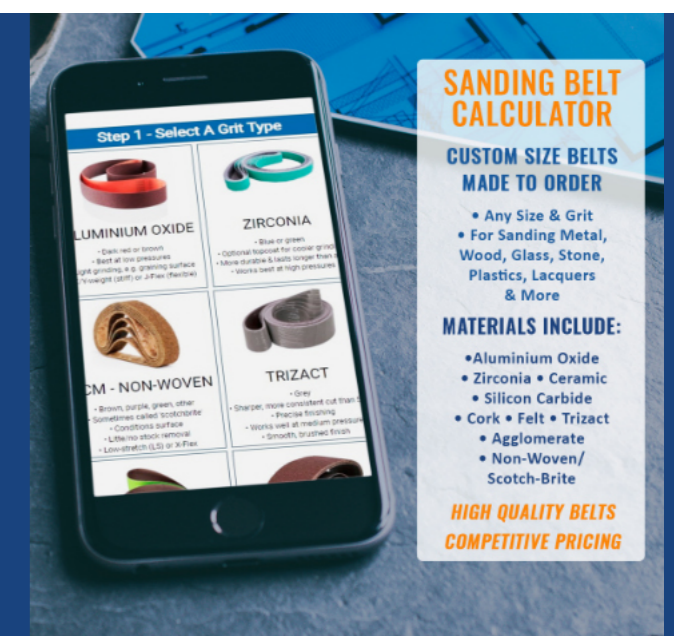
Our Nitro & Turbo range means we can offer our customers high quality items for affordable prices on a popular range of products.



## / Belt Calculator

Our online belt calculator allows you to input your desired material along with the exact measurements.

You can also use the filter (optional) to find materials recommended for the specific substrates/surfaces which you are working on. Receive an instant quote.



# Tool Sales

## Efficiency comes at no cost.

As a supplier of a vast range of power tool brands we are able to offer a wide range of choices and options to best suit our customers requirements.

We will take into consideration multiple factors to provide the best advice possible, such as;

- Vibration levels
- Noise levels
- HSE Requirements
- Our customers overall expectations

SAIC are stockists of several brands such as AirCat, Universal Tools, Chicago Pneumatic, Fein, Mirka and Dynabrade.



**DynaShop.co.uk**  
FOR all THINGS **DYNABRADE**

DynaShop.co.uk is our dedicated website for Dynabrade tooling as specialist suppliers of the Dynabrade equipment.

Here we also have the parts breakdown for every Dynabrade tool in our Parts Manuals section, which is easily search able by the five digit model number. As well as the entire range of Dynabrade spare parts available online to buy.

# Tooling Finance



Dynabrade Spirit Sander - 59009

2 Year Finance From	3 Year Finance From	5 Year Finance From
<b>£11.16</b>	<b>£8.06</b>	<b>£5.25</b>
Per Month	Per Month	Per Month
+VAT	+VAT	+VAT



Dynabrade DynaFile 2 - 40320

2 Year Finance From	3 Year Finance From	5 Year Finance From
<b>£26.94</b>	<b>£19.47</b>	<b>£12.67</b>
Per Month	Per Month	Per Month
+VAT	+VAT	+VAT



Dynabrade Die Grinder - 46000

2 Year Finance From	3 Year Finance From	5 Year Finance From
<b>£26.45</b>	<b>£19.12</b>	<b>£12.44</b>
Per Month	Per Month	Per Month
+VAT	+VAT	+VAT

## Purchasing Made Easy!

Offering customers simple finance plans to help them achieve the tools required for their

## Why Choose Finance?

- **Get approval in minutes**  
Have your finance decision in a matter of minutes
- **The smart & affordable way to improve business**  
Spread the cost over fixed monthly payments
- **No large upfront payments**  
Save your cash for other things
- **Fully tax deductible**  
Claim back up to 45% of the total amount you spend!
- **Ensure you have the best machine for the job**  
Don't restrict your tooling needs due to budget
- **Fast turn around**  
Have your brand new tools in hand with quick delivery.



Prices shown are subject to a minimum order spend of £1000.

Tools are to be annually serviced with SAIC.

# Tool Servicing

## Extend the life of your tools.

We offer a popular tool repair service to get both electric & pneumatic machines back up and running at their optimal performance. Tools are stripped down & the parts inspected by manufacturer authorised engineers, after which a quotation is issued, and work is carried out on authorisation from the customer.

Once repaired the RPM speed and vibration levels are recorded, with the results recorded in our database where we maintain an inventory list and history chart per customer. Preventative maintenance advice is also provided to maximise tool life moving forward.



## / Staff Safety

- Note any reported faults
- Visual inspection for wear or damage of parts, inclusive of connectors pads and accessories
- Strip clean and inspect all parts
- Create job card and issue quotation
- Upon receipt of authorisation, replace all worn or damaged parts
- Once tool has been repaired the unit is tested, the RPM speed and vibration details are checked and recorded (test certificates can be supplied for a fee)
- Record all results in our database, forming an inventory list and history chart per customer
- Dispatch goods via FEDex
- For products that are beyond economical repair a quote for a new tool is provided

# Reserve & Consignment

## Never run out!

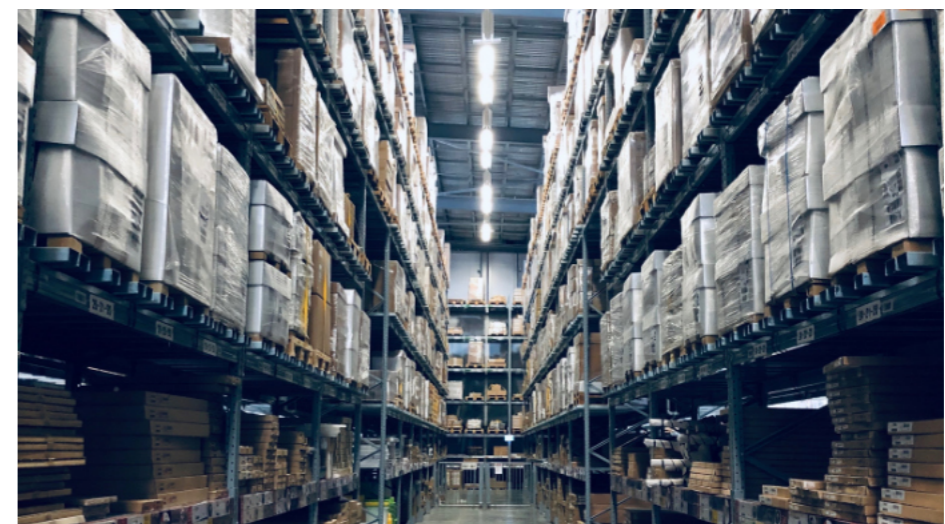
**We offer both reserve and consignment stock options to our customers where next or same day stock availability is an absolute necessity.**

### Reserve

- Stock is held on our shelf under special product codes.
- These are then “reserved” for the sole use of the designated customer to order as and when needed.
- With next-day delivery the goods can be received within 24 hours of ordering.
- This eliminates the need to wait for the usual manufacturing lead times.

### Consignment

- Products are held at the customer’s site for immediate access as and when needed.
- Running out of stock will become a thing of the past, with extra stock being available from our unit if this is used in conjunction with reserve stock.
- Customers will only pay for the items which are used during that particular month.
- Only one invoice will be received, at the end of each month.
- This will be based on a monthly stock check in person by our technical sales manager, who will liaise directly with the customer to handle any queries, demonstrate new products, or help in any other way that is required.
- All relevant products will then be re-stocked subsequently to this visit, ready to start the new month.
- Consignment customers will benefit from the best pricing which we have to offer, based on month-to-month usage rather than single box pricing.



# Hand Arm Vibration

## What is HAVS?

Hand – Arm Vibration Syndrome (HAVS) is a condition related to the consistent use of tools or equipment that operate with a level of vibration. The condition commonly shows as “white finger” or carpal tunnel syndrome. Nerve damage and restricted blood flow to the hands and fingers can occur and these are some of the issues that cause the condition HAVS.

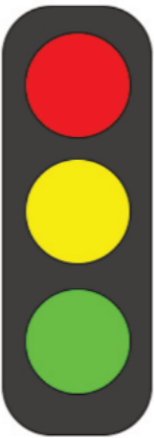
To reduce the effects and minimize the damage that can be caused regulations are in place to help you manage the time you are using those tools.

## Vibration Magnitude:

The rate of vibration a tool gives is measured in meters per second, multiple tests are taken and an average of at least 3 tests will determine the vibration magnitude.

Suppliers must provide this information with their equipment.

## EXPOSURE POINT TRAFFIC LIGHT SYSTEM



- STOP USING THE TOOL
- ELV has been reached
  - 400 points exceeded
  - You must stop using tools
- LOOK AT THE RISKS
- EAV has been reached
  - Between 100-399 points
  - Take action to reduce risks moving forward
- BE AWARE OF THE RISKS
- Less than 100 points reached
  - ELV not reached
  - EAV not reached

## EAV – 100 exposure points per day.

Exposure Action Value (EAV) is the daily amount of vibration exposure, which is considered acceptable in the short term, during which you are required to take action to reduce the risks moving forward.

## ELV – 400 exposure points per day.

Exposure Limit Value (ELV) is the maximum amount of vibration you may be exposed to on a single day and must not be exceeded. Once the maximum limit is reached you must stop using all tools and equipment with any level of vibration.

# Dust Extraction



## Be HSE compliant.

## Why is dust extraction important?

Dust extraction systems are an essential part of COSHH (Control of Substances Hazardous to Health) failing to comply with legal regulations and the proper assessments can have costly impacts on your business.

Finding a solution can help the following;

## / Staff Safety

Dust can cause some serious health problems when inhaled. This could mean illnesses such as asthma, respiratory issues, and even various cancers. These can be due to wood dust.

As well as inhalation risks, metal based dust in the air can cause potential risks of explosions and / or fires.

## / Finishing Processes

Many finishing processes are impacted by the atmosphere, if there is airborne dust and debris the outcome of your work may be affected. Keeping air clean will help reduce problems with painting / spraying or coating your work.

## / Costs

With legal implications and guidelines, failing to comply can result in fines. With excessive dust, jobs may require to be redone or started again, meaning further costs on materials and labor.

## Types of extraction units

There are several types of dust extraction systems. At SAIC we offer ranges from AirBench including their downdraught benches, which draws dust, mist and fumes downward into the bench’s internal extraction unit and filters. As well as the Downdraught range, VertEx are cross-draught systems, allowing the extractor to pull dust and debris from a wide area. We also provide portable extraction units from Dynabrade. The Raptor Vac systems allow the unit to be easily moved where required. This can be beneficial for smaller spaces while still adhering to the new and exacting standards of EU Working Dust Regulations.



### HAVS Calculator

#### Vibration Magnitude

Enter here the reading by the manufacturer of your tool, or if applicable your own reading.

#### Exposure Points / Hour

Based on an 8 hour working day.

#### Time To Reach EAV

Hours

Minutes

#### Time To Reach ELV

Hours

Your vibration exposure level is GREEN. This means you are within safe levels and can use your tool for a full 8 hour working day, however you should still be aware of the risks.

