



ThyssenKrupp Steelcom and BSP International Foundation Joint Sales Calls

ThyssenKrupp Steelcom and BSP recently conducted a joint sales call in Auckland, Christchurch (NZ) and Brisbane and Perth (AU).

BSP is one of the world's premier manufacturers of hydraulic hammer and compaction equipment. BSP hydraulic piling hammers provide an economical solution for the installation of all types of steel or concrete piles either land or marine environments. Jimmy (Jim) Poll, BSP's Special Projects Director, travelled all the way from UK to join Andy Fenn, NZ Sales Manager in the Auckland and Christchurch leg of the tour. Here they met with six of NZ's finest engineering companies and constructors. Overall feedback was very good. Now, the clients have a better understanding of the principle behind BSP's hydraulic hammer and its technical advantages.



Jim was then joined in Brisbane by Stephen Harmer, GM and Byung-Yong (BY) Jang, Technical Sales Manager, where they met with Brisbane's most diversified contracting, engineering and services provider.

The last leg of the NZ/AU tour was Perth WA. Alissa Warren, WA Business Dev. and BY joined Jim to meet up with the WA clients.

All TKSteelcom clients spoke highly and regarded Jim as a very knowledgeable and credible man. They were all very gracious and thankful of Jim's visit, and everyone took his expertise on board. This visit, not only enabled TK Steelcom and BSP to build a stronger, more personal relationship with our clients, but also clarified some issues they had previously with BSP equipments, in particular the RIC (Rapid Impact Compactor).

One client is even more convinced now he confirmed he has 2 specific projects. Based on this meeting, he will now move ahead with the purchase of a suitably used base unit and hope to place the order for the RIC12000 within the next couple of months! Now that's what we call effective sales calling.

Should you have any questions on any BSP equipment, or require assistance in your next piling project, please contact us on 02 9954 9166.

Come and meet our team at the ACE EXPO 09!

The first major event to be held in 2009, ACE prides itself in being one of Australia's largest trade the earthmoving, civil contracting and quarry industries.



Held every 2 years, it also attracts visitors from the demolition, farming, forestry, mining, road construction, hire & rental and government sectors **The 2009 Expo will be held at Sandown Racecourse (Melbourne VIC) from 26th - 28th February 2009.**

ThyssenKrupp Steelcom will be on a stand H14. Look for the blue TK flags and our ever friendly sales staff ©

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Steelnews

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