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Sheffield Company beating the credit crunch by working smarter and bagging over £320,000

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Sheffield based firm, Steel City Bearings Ltd reveal how they managed to cut their annual wage bill by over £55,000. General Manager, Ian Ducker says “As a result, we are better equipped to beat the current recession than our competition”.

The company was founded in 1995 and now employs 12 people and has an annual turnover of £2M. The company stocks over 29,000 types of ball bearings and transmission products from different

manufacturers and has well over 300,000 items in stock at any one time. “When you carry a lot of stock, speed and efficiency is key in handling large numbers of telephone enquiries”. He continues, “if you provide your customers with good service, you know they will come back again and again. We can do this because Dr Bob Kapur of 1T Solutions Ltd designed a system that was just what we needed. Without it, we would have had to employ another 2 - 3 staff and still we would not have been able to deliver our current level of service”.

“Savings in the wage bill alone means the company is better off by between £56,000 and £67,000 every year. Because we invested early in 2001, the company has already reaped significant benefits”.

Ian, who is 30 years old estimates that over the last eight years the company has made savings of between £320,000 and £380,000. “The benefits don’t stop here.” he says, as Steel City Bearings will continue to improve efficiency.

In today’s economic climate, companies cannot survive by just working harder. They have to work smarter. It is imperative that businesses take full advantage of the latest technology and implement a system that is right for them. “Dr Kapur and 1T Solutions continue to look after our system, meeting our needs as we move forward.” says Ian. “We know how important it is to have the right computer system that truly works for you. Our experience has shown that properly implemented information technology can deliver massive benefits and provide the edge that every business needs to beat the credit crunch”.

You can find more details on Steel City Bearings Ltd at <http://www.steelcitybearings.com>



Ian Ducker – General Manager, Steel City Bearings Ltd