

# Rothwells

Engineering | Pipeline | Tools | Fixings | PPE | Ironmongery

## Rothwells

Helping engineers and  
manufacturers source  
quality supplies.

# Our product ranges

Below is just a snapshot of what we offer. To truly appreciate our extensive product range, contact us to book a warehouse tour!

## General tools & supplies

We stock power tools, hand tools, screws, nuts, bolts, fasteners, fixings, security products, hardware, wood preservatives, adhesives, aerosols, paints, and even smoke alarms.

## Maintenance & cleaning

Maintenance oils and sprays, spill kits, absorbent granules, soakaway mats, cleaning rags, bleach, disinfectants, and cleaning equipment – right down to loo roll!

## PPE & workwear

'Head to toe' PPE, respiratory and hearing protection, everyday workwear, hi-vis. Gloves; nitrile, latex, vinyl, riggers, waterproof, thermal, chemical and cut resistant.

## Health & safety

Lockout Tagout; padlocks, tags, full kits and wall boards, handrail, handrail brackets, fixings, safety barriers, prescription Bolle safety glasses and specialist PPE.

## Cutting tools & specialist tooling

Carbide tooling and inserts for milling, drilling and turning. Milling bodies, reamers, taps, dies, drills, Rotabroach cutters and mag drills. Repairs and regrinds available.

## Oils & lubricants

Lubricants, coolants, machine oils, and food-safe NSF registered products, to protect tools from temperature extremes, rust, and general wear and tear.



### **BOC gas**

We are a BOC gas agent. This means you can collect industrial BOC gases via our Nelson and Rochdale depots if you have a direct BOC account.

### **Pipe, fittings & valves**

ABS, uPVC, steel, galvanised and stainless steel tube and fittings, ball valves, gate valves, float valves, non-return valves, flanges, gaskets.

### **Abrasives**

PCD (polycrystalline diamond), ceramic, zirconated and aluminium oxide discs and belts. Cutting, grinding, sanding, slitting discs. Deburring tools and blades.

### **Welding supplies**

MIG and TIG machines, inverters, MIG wire, nozzles, regulators, flashback arrestors, hoses, torches, burners, helmets, gloves, rods, electrodes and consumables.

## **...and key industries**

### **Woodworking**

We work with leading manufacturers to supply bespoke-sized sanding belts and sanding discs. Advice and guidance for dust extraction and work-holding solutions.

### **Metalworking**

Bandsaws and blades made to order. Site visits with 'on the board' demonstrations of new materials and methods available, in partnership with brand leaders.

### **Food industry**

We've decades of experience supplying the food industry with detectable mob caps, beard snoods, ear and respiratory protection, and food-grade oils and lubricants.

### **Facilities management**

Rothwells helps you source everything you need under one roof, from simple padlocks and security equipment to safety barriers and traffic management.



# Useful services

We want to help you get the most out of what you choose to invest in. There are four main areas in which we're already helping some customers be more cost effective.

## **Staying ahead of price hikes: ordering up front**

Buy in bulk to ensure fixed supplier prices and avoid shortages on your everyday essentials.

## **Stemming admin costs: monthly invoicing**

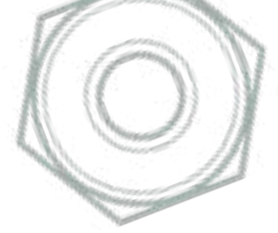
Make it quicker, easier and cheaper to complete purchase orders, no matter your team size.

## **Re-thinking everyday processes: process improvement**

A fresh perspective on how whole processes can be more time- and cost-effective, from our experts.

## **Preparing in advance: consignment stock**

Stock your favourite products on your own site, free of charge, always accessible when needed.



# Ordering up front

Ordering up front is useful for combatting the current material shortages and fluctuations in supplier pricing. If you know roughly how much product you'll need over a given period of time, or simply want to reap the rewards of bulk discount, up-front ordering offers an element of stability in unpredictable times.

## The process:

1. We agree the product and the quantity you need
2. We find you the best price, which is fixed for the agreed volume of product
3. You may take the full quantity of product any time within the agreed timeframe
4. Agreements may be renewed back to back, so you always get the best price

The quantity agreed must be taken in full by the end of your term.



## Fixed prices

Demand far exceeds supply in many supply areas right now; driving prices up. Ordering up front allows you to purchase items in bulk and take advantage of that same buying price for up to a year, paid for in monthly instalments.



## Save shelf space

Don't have room to store a bulk buy? We'll hold your product in our warehouse and you can take as much as you need each month. Meaning you still benefit from fixed prices even when shelf space is limited.



## Schedule deliveries

Make the process even more seamless. We'll help you work out usage timeframes and schedule regular deliveries of your stored items so you don't run out of what you need when it matters most - like on evenings or weekends!



## A single PO

Raise a single PO for the full volume of product, at the start of your term, and receive monthly invoices to reconcile and pay. If you choose to take your items over a 12-month period, you cut down potentially hundreds of POs to just one.

# Process improvement

As the saying goes: if you keep doing the same thing, you'll keep getting the same results. We want to help you change for the better - whether it concerns cost, time, waste or sustainability.

Process improvement is where we save you money on individual products while also enhancing the efficiency and performance of the process itself.

"I knew there was potential to get more out of what we buy and what we produce, but you don't see the obvious when it's a method you've used for 20 years."

**Brian Dawson**  
Flexitallic (UK) Ltd



## Quality products

Minimise process interruptions and get more out of your products. Cheap is not always cost-effective when increased tool changes, waste and cycle times are the result. Rothwells finds the most appropriate products which strike the perfect balance of price and quality, to offer true value for money.



## Cut costs

We're experienced in finding the best prices and have long-standing relationships with manufacturers which allow us a competitive edge. Plus, prolonging tool lifetimes, accelerating process times and improving finish quality all contribute to an even bigger overall cost saving.



## Real-life expertise

Our in-house consultancy combined with our manufacturer reps offers you a sounding board like no other. Know what you want? Great, let's work towards that. Or use us to troubleshoot what's not working and find a solution. Trial innovative products and be supported by people who really know their stuff.



## Boost performance

Shorter cycle times, tools that last and provide an excellent finish, less tool waste and fewer interruptions to workflow, all come together to bolster your business' performance and make your process more profitable. And a more profitable business is a more competitive one when it comes to selling the end product.

Whether you're new to process improvement or have already taken advantage of this fantastic offering, here are some service examples you may not know about yet...

### **Tool repairs and regrinds**

We focus on quality tools that can be repaired or reground for a fraction of the price of a new tool, prolonging the life and performance of each product - better for the earth and your budget.

### **Machine servicing and repairs**

Yearly car servicing is commonplace so why do we neglect our equipment? We've partnered with local engineers to keep your machinery at peak performance, reducing the need for replacement kit.

### **The right oil for the job**

Using the right fluids for each of your processes is imperative to prolonging tool life and machinery performance. Miller's Oils representatives are on hand to guide you to the most effective products.

### **Consolidate supply lines**

We assist in consolidating your product groups to a single, reliable supplier to achieve uniform standards of quality, protection and style, along with increased power to negotiate on price.

### **Spend less on hearing protection**

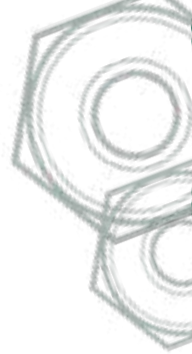
The more effective the noise reduction, the more expensive the product. Our noise surveys tell you the exact exposure in your workplace areas, so you can stop wasting budget on 'over protection'.

### **Free fit-test training**

If you supply staff with fitted face masks then fit testing is a legal requirement. Moldex provides free, comprehensive fit-test training for your team (a service other suppliers often charge hundreds for).



# Monthly invoicing



According to research from invoicing software provider Hiveage, the average cost of raising a purchase order (PO) is anything from £50 to £1000. When your business repeats this process multiple times over a month or week, it can make a serious dent, in the long term.

The most effective way to reduce these admin costs is to switch to monthly invoicing, where you receive just one invoice summarising your purchases at the end of each month.



## Save on hidden costs

The purchasing process often requires multiple people to approve and raise the PO, and check and reconcile the invoice before creating a payment. Accounting for salary/hourly rates of staff plus usual business overheads, it's not difficult to see how your business is incurring a minimum £50 admin cost, per purchase.



## Hassle-free purchasing

Reducing 5, 10, 20+ invoices down to just one prevents your team from endlessly running through repeats of your purchasing process. This eliminates interruptions across the month, leaving you with a more efficient buying journey and more time to spend on that which makes you profitable.



## Control project spend

Many of our customers choose to have separate monthly invoices; one for each project and one for general business spend. This significantly reduces the overall invoicing number to single digits and allows you to track specific project spend quickly and easily. We set up monthly invoicing to suit your needs.



## A scalable buying solution

If you work alone, this process means you can dedicate a single slot of time to deal with the financials each month. If you're a larger team, you limit interruptions and the need to sign off POs to just once a month. No matter your business size, monthly invoicing saves you valuable time, money and resources.

"We deal with Rothwells because of the convenience and expertise they provide. If we're looking for a product, we'll just ask them to find it for us."

**Mike Boyle**  
MD of Micris Limited



# Consignment stock

When you don't want to commit to placing a large order up front, but at the same time you don't want to run out of the essentials, there's consignment stock. It's as easy as:

1. We agree stock levels and place the product on your premises, free of charge
2. We take a monthly inventory of used items and replenish stock
3. You receive a monthly invoice for items used

"Switching to Rothwells and getting them to hold the stock for us has made a huge difference. It allows us to be more competitive for our own customers."

**Chris Naylor**  
E4 Structures Ltd



## Always ready

There's no need to wait for deliveries, from us or the manufacturers, when you have all you need on site. With items checked each month, we make sure you've always got a healthy stock of your most-used tools available.



## Save valuable time

'Nipping out' for crucial items can rack up hours of valuable time over the month. Consignment stock lets you skip the ordering, collecting and delivering processes, resulting in less disruptions so you can speed up work flow.



## Cost-effective buying

Taking what you need, as and when you need it, means no wasted product or budget. Plus, you avoid having to pay a premium for urgent deliveries of the essentials and getting jobs done faster can also reduce labour costs.



## Reduce admin

Items used across the month are rolled into a single monthly invoice, making it easy to monitor monthly usage and, of course, limiting the purchase admin involved with processing a PO.

# Customer Story



## Rothwells Goes The Extra Mile for Micris



**Micris Limited**

**Industry:** Manufacturing

**Website:** [www.micris.co.uk](http://www.micris.co.uk)

### Key Results:

- ✓ Convenient, expert customer service
- ✓ Technical advice for process improvement
- ✓ A bespoke solution for more efficient shipments

Starting out by building a single radome in the 1990s from a provided 'composite recipe', Micris is now a leading designer, manufacturer, and supplier of bespoke radomes, as well as other glass-reinforced plastic (GRP) composite structures.

Radomes protect radar and sat-comms equipment from the elements without impeding system performance.

### Excellent expertise

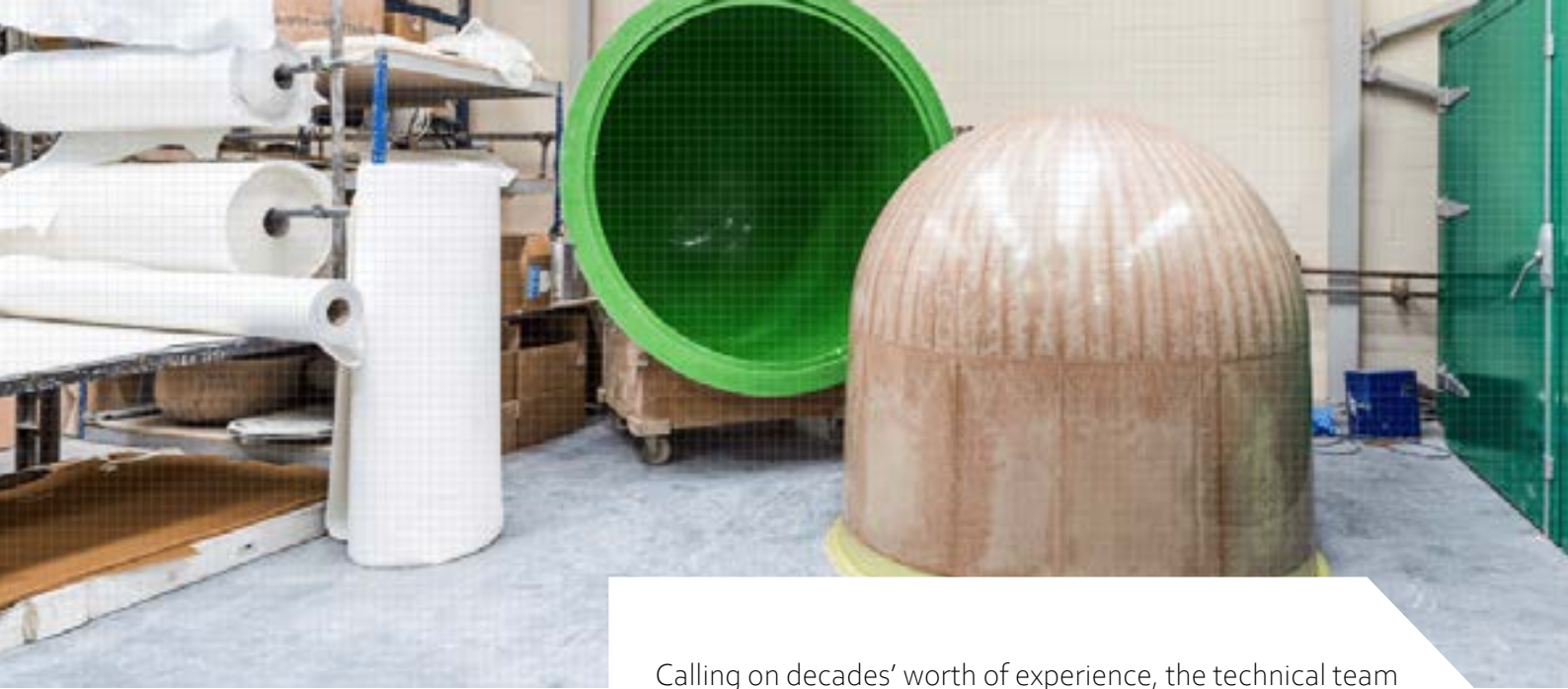
Rothwells' service is what started the long-term partnership between businesses. Micris adopted Rothwells as its primary supplier in 2013, after the service from a previous supplier began to tail off. Managing Director Mike Boyle, like many business owners, says receiving a reliable and personal service is a top priority:

"To us, customer service is number one. We deal with Rothwells because of the convenience and expertise they provide. And if we say we're looking for a product, we'll just ask them to find it for us."

A prime example of which happened in 2020. With each radome requiring 500-600 holes, all drilled by hand, Micris were hoping to find a solution to a recurring problem.

"We were using an A100 Dormer Jobber drill to cut the holes in our radomes, but it would often chip the outer gel coat which then had to be filled and polished.

"We asked Rothwells if there was something more designed for composites and they quickly came back with a solution. Now we use a specially designed GTN drill from Guhring. It produces a clean finish with no chips – it saves us hours."



Calling on decades' worth of experience, the technical team at Rothwells continues to work alongside Micris with a special focus on process improvement.

"We deal with Rothwells because of the convenience and expertise they provide."

**Mike Boyle**  
Managing Director

## A global mission

Rothwells also supports Micris with an essential part of preparing each order. As well as the structure itself, each radome is shipped with an assembly kit that is specific to its size (which can be anywhere between 1m and 6m in diameter). Rothwells ensures this stage is as slick as possible.

"We used to order the parts and put these kits together ourselves. But with hundreds of bits to pack, it became a time-consuming part of the process. Not to mention the long list of items we'd have on every invoice!"

Today, Micris simply orders the number and type of kits required and Rothwells assembles all the components needed in house, delivered as easy grab-and-go bags.

Mike said: "As well as speeding up our invoicing, it means the Micris team can just pick up a kit to accompany each shipment, without the hassle."

Exporting to a vast array of locations – from England to Antarctica, Alaska to the Netherlands – radomes find themselves in remote corners of the world where transport in and out is often challenging.

Mike says it's this factor that makes even the smallest of details mission critical.

"If the customer needs 500 bolts to complete the assembly and only receives 450 it can quickly turn into a critical scenario, especially if the next possible delivery is days or weeks away. We feel like Rothwells understands that."

Micris also benefits from consolidated invoicing, receiving just one invoice at the end of the month for all kits ordered.