

The tools of the trade

Orbital Fasteners' latest catalogue includes a product range that gives its customers the choice from more than 300 manufacturers and 26,000 products

UK distributor of fixings, fasteners, tools and power tools, Orbital Fasteners has more than 35 years' experience in products, application know-how and customer service. Offering next-day delivery of a vast product range available off the shelf, the company has excellent customer service, is ISO9001 accredited and is trusted by many companies in the rail industry.

Orbital Fasteners employs around 50 people and is based in Rickmansworth, Hertfordshire, giving it easy access to central London and the M25, M1, M4 and M40 motorways.

Delivery is free via Orbital Fasteners' FORS (Fleet Operator Recognition Scheme)-accredited van fleet in a delivery area that includes central London and much of the Home Counties for orders over £20.00 plus VAT. The company offers national next-day delivery free of charge for orders in excess of £50 plus VAT.



Orbital Fasteners' trade counter

£10 million of stock

Orbital Fasteners' product range continues to grow. The company has 50,000 sq. ft of storage holding stock with a value of up to £1.8 million in its Watford warehouses. This is backed up by a further £10 million of stock from its primary supply partner, which can be delivered to Orbital Fasteners by 6.00am. An arrangement that means Orbital Fasteners can offer a next-day delivery service for more than 30,000 products.

Every day, Orbital Fasteners typically sends more than ten same-day deliveries by courier for customers working on London Underground projects throughout the night.

Rail industry customer profiles

Orbital Fasteners' customers within the rail industry range from factory-based companies that manufacture devices used in signalling, to site-based main contractors and subcontractors. Orbital Fasteners even supplies products to miniature railway societies.



Rail project profiles

Over the years Orbital Fasteners has become a preferred supplier of many goods for major rail projects, such as the Channel Tunnel, Docklands Light Railway and the East London Line Project, as well as numerous London Underground projects and the East Coast and Great Western Main Line electrification schemes.

Credit account facilities

Account facilities are immediately available to companies with a minimum of three years' trading, subject to an Experian credit appraisal. A credit application form takes a few minutes to complete and can be found on the right-hand side of Orbital Fasteners' website home page. The company also accepts credit and payment cards.

Unique selling point

Orbital Fasteners issues its own priced catalogue that is packed with products and a wealth of technical information. The publication is available in unlimited quantities, which helps to simplify purchasing between site-based personnel and purchasing departments.

Sales office

Orbital Fasteners' sales office is staffed by a team of 12 people, some of whom have backgrounds in industry. As a result, the company has a detailed understanding of the products that it sells and can offer technical advice – and even alternative solutions – to each company's particular requirements. Quotations can be issued almost immediately, whether in store, over the phone or by email. Currently, Orbital Fasteners' processes



around 800 orders every day, delivering goods with 100 per cent dedication to its ethos of unmatched service.

Website

Around 25 per cent of Orbital Fasteners' sales orders now come through its website. The purchasing facility is available to all customers with or without an account once a secure link is established with their credit account. Please contact Orbital Fasteners' sales office to activate a link.

Charity support

On the last Wednesday in each month, Orbital Fasteners' donates two per cent of its day's turnover to Cancer Research UK, which typically exceeds £1,000, a contribution well supported by the company's customers. Orbital Fasteners wishes all Rail Professional readers a prosperous 2016 and looks forward to being of service in the near future.

Contact the sales office at Orbital Fasteners
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