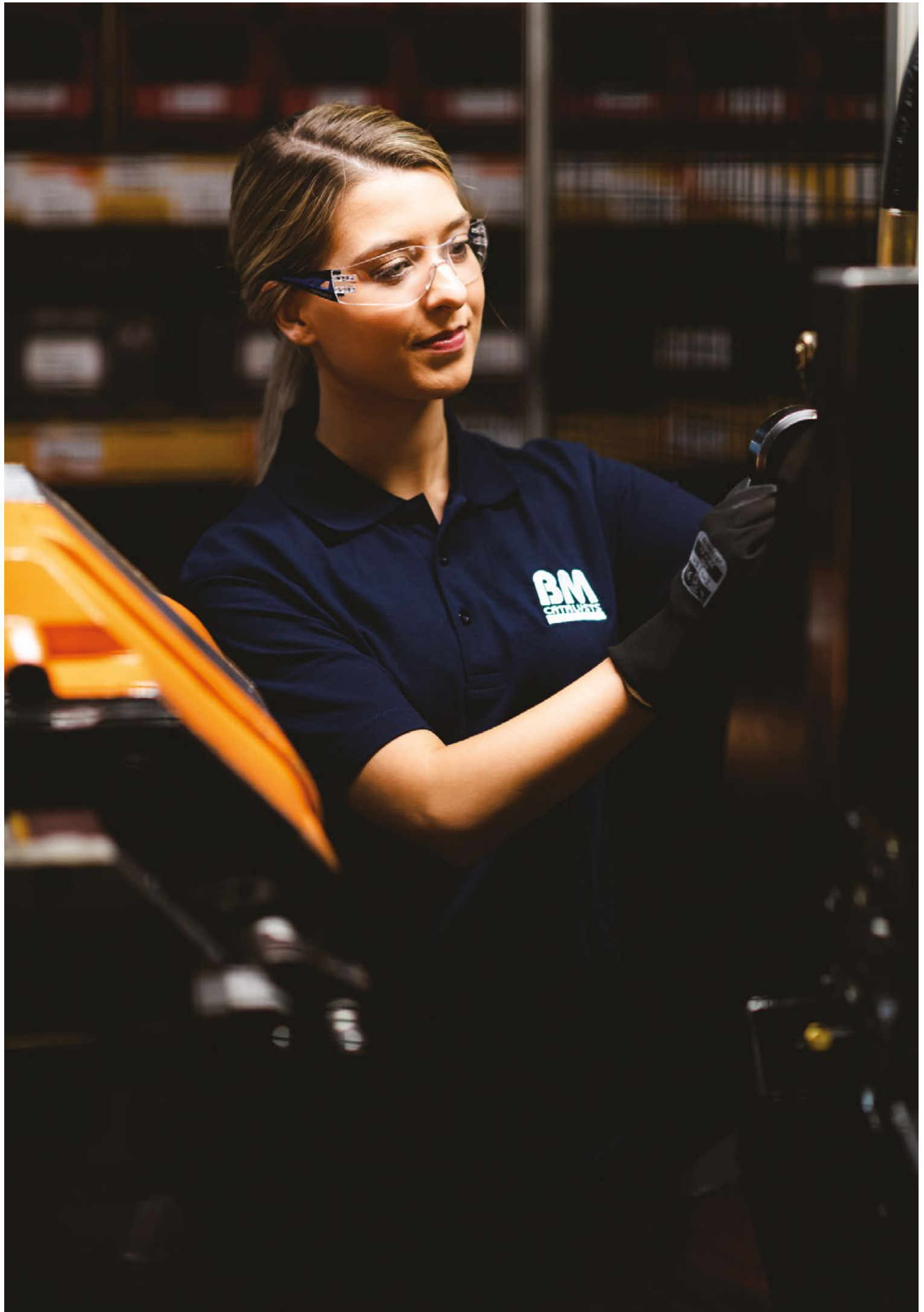


# THOSE WHO VALUE GROWTH, VALUE BM.

Europe's leading manufacturer of aftermarket  
Catalytic Converters, DPFs and Front Pipes

EXCEEDING EXPECTATIONS







## EXCEEDING EXPECTATIONS IN EVERYTHING WE DO

As Europe's largest independent manufacturer of catalytic converters, diesel particulate filters (DPFs) and front pipes for the aftermarket, you would expect us to deliver a wide range of quality focussed parts that are easy to order. What you may not expect is a company that has an ethos of continual investment and improvement to deliver the best possible working partnerships.

When you work with us, you will find that our approach is focussed on exceeding the aftermarket's expectations on quality. However, we also believe in working in partnership, helping you to increase your profits, offer a wider range and reduce your stock holdings so that you can ensure your customers have the very best choice available.

By aligning our business to suit your needs, we can offer bespoke solutions that are specific to your customers. We know that details matter so we invest in quality with our own world-class manufacturing processes.

We lead the way in providing practical and fitting support as well as cataloguing assistance, so can help you every step of the way.

BM Catalysts bring precision engineering and partner-first service to your business. Everything we do is dedicated to exceeding your expectations.



## WORKING WITH US

We value and build long-term relationships, treating our customers and suppliers as partners. We have a dedicated account management team and can offer you products of the highest quality at the right price. What really sets us apart though, is that we can help you to reduce your stock holdings and improve your choice; ultimately increasing your profits.

With our high stock levels, you can be assured that you can get the parts you need quickly and efficiently and, on the rare occasions when items are not in stock, we build to order for our customers on the same day. On average, we can reduce your stock holdings by up to 30%, whilst actually improving your car parc coverage.

Not only do we achieve a better range for our partners, but we also provide better access to support. European partners now have the opportunity to trade with our BMC EU company, facilitating the smoothest possible trading.

“We really value our relationship with BM. From technical advice, to seeing how they can help improve our sales – nothing is too much trouble”

**Chris Jones**

Product Manager for a UK partner





LARGEST RANGE IN EUROPE  
COVERING OVER 90% OF THE CAR  
PARC AND DEVELOPING UP TO  
300 NEW PARTS EACH YEAR

## RANGE

We understand that simply manufacturing the best product available is not enough. That is why we can deliver even more for you.

- Industry-leading stock availability with up to 60,000 parts kept in stock at all times
- More than 28 million vehicles in the UK and 200 million vehicles in Europe can currently benefit from our aftermarket products
- As well as our standard range, we also offer premium products in the form of silicon carbide (SiC) DPFs
- A recently introduced range of selective catalyst reduction (SCR) units

We have purposely developed our range so that our distributors can carry the widest range of stock, without the need for large stock holdings. Our stock levels mean we can dispatch 99.9% of the orders on the same day they are received.

## SUPPORT

We lead the way in providing world-class support, so can help you every step of the way.

As a leading manufacturer, we like to go above and beyond and we continue our service to you even after you receive your parts. We understand the culture of the markets that you work in and our unique product support line is available throughout all European business hours and in multiple languages.

Our dedicated export department will work with you and our trusted logistics partners to establish the most appropriate delivery method, so that orders are shipped quickly and cost efficiently.

A MULTI-LINGUAL  
SALES AND  
SUPPORT TEAM IS  
ON CALL WHEN  
YOU NEED THEM



## WORLD-CLASS MANUFACTURING

What sets us apart from other manufacturers is that we use manufacturing equipment and processes that are truly world-class. We continually invest in innovation to ensure we maintain this level of manufacturing. This is so our range of products all exceed your expectations.

Our three hi-tech manufacturing facilities, and additional warehousing site, covers a total of 173,000 square feet. From here, we bring innovative product developments and precision engineering to the aftermarket.

As well as using the best materials possible, we use advanced techniques to ensure everything from sub-components to finished products are designed to the highest possible quality and fit.

Through extensive materials sourcing programmes and having complete control over processes, we guarantee the best performing, long-lasting components available to the aftermarket.

## IN THE DETAILS

Everything we do is focussed on exceeding quality standards as well as delivering value. We understand it's the small details that matter. That is why we invest in our manufacturing processes, giving our partners complete peace of mind. For instance:

- Our Lambda sensor ports are 14% thicker than other suppliers. We manufacture this ourselves to reduce the defect rate during the welding process
- We use CNC Milling to refine our processes and manufacture in-house. This technology allows quick and easy production of large batches of flanges as well as guaranteeing accurate repeatability





## SUPPLY CHAIN

We work with you to deliver the right parts when you need them. We know that just manufacturing the best product available is not enough. That is why we partner with the quickest and most reliable logistics partners in the world, to ensure our partners can receive what they want, when they want.

Our unique pin stamping allows us to have greater control of the materials and supply chain. We can see where the components came from, who worked on the part, and what time it was completed. This gives us control on quality, lowers defect rates, and ensures our partners get the best products possible on time.

## PROCESSES

As a leading manufacturer, you would expect us to have refined manufacturing processes to deliver efficiencies. What you may not know is that our parts are developed using precision technology, such as laser mapping, to ensure an accurate fit to the vehicle.

- We use automated welders to ensure a high quality finish to our components
- Our range of homologated products are tested in accordance to Regulation 103R to ensure total confidence in their performance
- We manufacture most of our parts from 409 grade stainless steel due to its strength and resistance to corrosion
- Our 1D tube benders create extremely tight bends in our pipe work, essential for the manufacture of tubular manifolders

To refine our world-class manufacturing processes and where complexity demands, our parts are hand-assembled in the final stage of production.

## CONTINUOUS INVESTMENT IN LATEST MANUFACTURING TECHNOLOGY AND PROCESSES

## INNOVATION

Getting to market quickly is something we excel at. We know how important it is to have an extensive range as well as good availability and high-quality products. It's difficult to find a supplier that can do all of this all of the time but we can deliver this for you.

Our extensive product development programme enables us to identify future parts to develop, so we can stay one step ahead of market demand.

- Our Product Development Team release up to 300 new parts every year to remain ahead of competition
- We continuously invest in the latest hi-tech machinery to ensure we can remain at the forefront of development and new technologies

Our proven approach quickly identifies parts that match both current and future market demand. We meticulously develop our components to the highest standard, ensuring the fit and performance is precise before releasing them into the market.



## PERFORMANCE & COMPLIANCE

What does the word 'quality' mean to you? Our aim is to provide you with products where the fit and performance is of the highest level.

All of our parts are rigorously checked and tested to exceed the highest quality and performance standards. All of our homologated catalysts and DPFs are tested in accordance with the latest regulations, guaranteeing total confidence in their performance. This also ensures compliance to all current European legislative requirements.

"In everything we do, we try and be the best that we can be. Whether it's offering the widest range, helping customers become more profitable or offering the best customer support, we try and go that extra mile to exceed customer expectations"

**Mark Blinston**

Commercial Director





Unique serial numbers enable  
full traceability, assisting with  
quality management



## EDUCATION & LEADERSHIP

We strive to offer world-class support to our partners all of the time by continually listening to what you want and need. Whilst our parts are easy to fit, we understand that sometimes a little help is required. That is why we offer you world-class guidance, from fitting kits and product support, to online videos.

We have dedicated product development analysts who constantly monitor the vehicle figures in global markets along with automotive design, technology and construction to ensure the research and development department is well ahead of the game.

As well as the quality of our products, we are dedicated to providing exceptional customer service. Our Senior Management Team created the company whilst working in garages, so understand exactly what our customers need. Exceeding your expectations is at the heart of everything we do.

“Our ethos is to re-invest back into the business to continually develop and improve our manufacturing processes, ensuring we exceed our customer expectations on quality”

**Toby Massey**

Managing Director







**EXCEEDING EXPECTATIONS**



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