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BIG BEAR SUPPLIES



NEWSLETTER



WHOLESALE & DISTRIBUTORS OF MARINE FASTENERS IN PRE-PACKS

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www.bigbearsupplies.com

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WHAT IS IN STAINLESS STEEL AND WHY DOES IT NOT CORRODE?



Stainless steel, or Inox steel, is an alloy of iron, a mixture of several metals and other elements, which combine to give it special properties. The other main constituent is chromium which has a high affinity for oxygen from the air and forms a very stable oxide film on the surface of the steel. This film is then resistant to further chemical change, and protects the steel from rusting.

There are quite a few grades of stainless steel developed for various purposes and they can be divided into four major groups; Martensitic, Ferritic, Austenitic and Duplex.

For leisure marine use we are mainly concerned with Austenitic steels and principally Grade A2 (304) or Grade A4 (316). This group contains Chromium in the range 17 - 25% and Nickel in the range 8 - 20%, with various other trace elements including carbon added to achieve the desired properties.

There are international standards which define the composition and performance of these grades, but there are many many "nearly" commercial grades which do not

quite meet the strict standards, in widespread use and offering lower performance. Often, but not always, these come from Far East or East European sources.

A2 is lower cost than A4 but has less corrosion resistance whereas A4 has a very high corrosion resistance in sea water obtained by the addition of 2 - 3% Molybdenum and is the recommended grade for all seawater applications where available. A2 will eventually rust at sea, though not nearly as fast as mild steel! A2 is generally fine for fresh water use though can develop rust stains over time. A4 grade is normally non magnetic, A2 is usually weakly magnetic. Overall A4 316 will always be the preferred material for use at sea.

A2 (SAE 304) Stainless Steel

Standards: BS EN 10088-3,
ASTM A276, DIN 17006 -
X10 CrNiS 18 9

Composition:

Chromium 18 - 20%
Nickel - 8-10.5%
Manganese 2%
Silicon 1%
Carbon 0.08%

Corrosion Resistance

Good in freshwater, but will corrode in seawater.

A4 (SAE 316) Stainless Steel

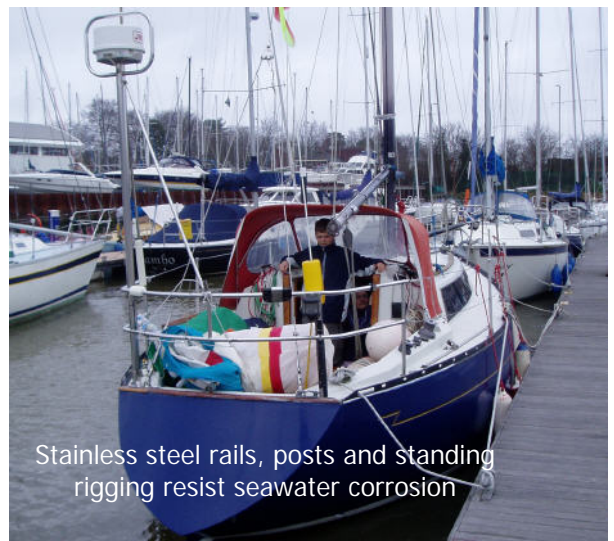
Standards: BS EN 10088-3,
ASTM A276, DIN 17006 -
X5 CrNiMo 17 13 3

Composition:

Chromium - 18%
Nickel 12%
Manganese 2%
Molybdenum 2- 3%
Silicon 1%
Carbon 0.08%

Corrosion Resistance

Good in seawater, but may eventually show some pitting after prolonged immersion.



Stainless steel rails, posts and standing rigging resist seawater corrosion

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BIG BEAR LINES

Available in our Marine
Pre-Packs

- ü SS A4 Machine Screws
- ü SS A4-70 Hex Bolts
- ü SS A4 Self Tapping Screws in Pozi & Slot
- ü Marine Light Bulbs 12v & 24v
- ü SS A2 Woodscrews
- ü SS A2 Coach bolts
- ü Brass Woodscrews
- ü Brass Machine Screws
- ü Copper Nails & Tacks
- ü Brass Panel Pins
- ü Fastgrip Nails
- ü Monel Metal Rivets
- ü Electrical Connectors
- ü Posi-Lock Low Voltage Connectors
- ü Fuses
- ü Cable ties
- ü Super Spot Fasteners
- ü A2 SS Security Screws
- ü Nickel Plated Press Studs
- ü Stainless Steel Press Studs
- ü Stainless Steel Turnbuckles
- ü Stuffing Box packing - DURAMAX
- ü ZlideOn Zip fasteners

NEW PRODUCTS FOR 2013

fastfender



fastfender is the new easy to use clip for quickly attaching and instantly adjusting fenders while avoiding the use of knots. Lost fenders will be history and even the most inexperienced crew member will get your fenders in place and adjusted to the right height in seconds. For full details ask for Big Bear's product brochure.

NEW 2013 CATALOGUE

Just released and now available free on request Lots of new lines and some special new products, with additional great new products to be added during the year. We have also expanded our range of SS fasteners.

Clever Cleat



New, fast, easy to use and reliable way to secure dock lines Spring clamping system securely clamps lines with the push and quick release of a button. Full details from Big Bear.

STAINLESS STEEL (304) PRICES

For your information we provide updates on the global price of stainless steel, as it affects so many products used in the marine industry. Over this year the price has softened after several years of higher prices.

DATE	PRICE /Tonne (US\$)
Oct 10	3693
Jan 11	3749
Mar 11	4187
Jun 11	3954
Sept 11	3742
Jan 12	3222
Mar 12	3451
Jun 12	3050
Oct 12	2938

Source: meps



THE BIG BEAR BENEFITS

- n 100% + mark-up
- n Secure, functional packs not affected by light, or temperature.

- n Customers can inspect parts in our easily re-closable packs.
- n Now over 1,000 lines.
- n No minimum order.

- n Carriage free 150+ packs
- n Free loan of Display Stands & Spinners
- n DIN/BS Specifications

BIG BEAR SALES TIPS

The fifth in our new series of basic sales tips which may help you to increase your sales. Most are obvious, but we feel it is often valuable to go back to basics and what may be natural to you is not necessarily how your staff may react - so if nothing else give them this newsletter to read. In this fifth Big Bear Sales Tip we look at marketing.

5. Marketing

All businesses require marketing, it is not sufficient to open a store and wait for people passing by to wander in. That will get you some trade but not enough to let you prosper. Customers need to be attracted to visit and the store needs to be a pleasant and welcoming place to walk into. But to get best value from your marketing spend it needs to be targeted. From choosing the right publication in which to advertise, to direct mail to eMarketing. Each medium requires careful consideration looking at the match to target customers and then measurement of the results. This can be very difficult with traditional forms of print advertising but is much easier with eMarketing techniques where you can track users of your website and build profiles of your customers and then target them with offers to encourage them to buy. Our associate company Chiltern Websites can offer you some initial free consultancy on all forms of eMarketing.



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