

**U.S. ANCHOR** A BRIGHTON-BEST INTERNATIONAL COMPANY

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## STRONG CUSTOMER SATISFACTION THROUGH TESTING, APPROVALS & COMMITMENT

by Jim Hahn, U.S. Anchor Product Manager

Since 1985, the U.S. Anchor product line, from Brighton-Best International, has consistently supplied distributors and end users with high-quality Lite, Medium and Heavy-Duty anchoring systems.

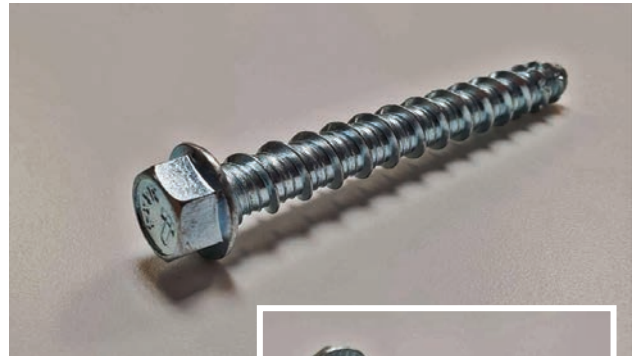
As the anchoring business has matured over time, new products have been added to the U.S. Anchor line up to meet the demands required on jobsites and industrial facilities. This growth is due to a commitment to invest in product testing to meet and exceed strict industry standards. These new products deliver better performance and improved ease of installation.

In today's pandemic environment there has been more pressure for manufacturers to meet the growing demand of the marketplace. These demands are mostly centered upon supply chain issues. Distributors and users are seeking high fill rates that aid in their planning process. BBI has consistently delivered high fill rates of U.S. Anchor products from 21 regional warehouses.

### Product Testing & Approvals

Product approvals have become a requirement in today's construction environment. These approvals emanate from industry code committees via consensus agreements. The primary code committees A.S.T.M. and I.C.I. establish new testing criteria for third party testing laboratory protocols. Once established, the main evaluation and approval agencies adopt the testing protocols as part of their overall certification process. Examples include ICC-ES and Miami Dade County.

Manufacturers today strive to design and engineer anchoring products to meet or exceed the established criteria conducted by the third party testing laboratories. Once the results of the testing is evaluated for compliance, they are published to the industry. Distributors can sell and market these approved anchoring products with



confidence resting on quality assurance from independent evaluation oversight. To better serve U.S. Anchor customers,

BBI has made significant financial investments in these important areas.

### Product Line Profiles

#### HEAVY DUTY ANCHORS

The two main areas of anchor industry development and expansion are centered upon the heavier duty wedge and concrete screw product lines. These anchoring designs are typically specified when pull-out, shear and edge & spacing criteria is paramount.

The Ultrawedge+, our flagship wedge anchor, has been manufactured at the same factory since 1996, while the Taping HD is highly engineered, with strict inspection, bi-annually through independent auditors.

As a result of code committee oversight and analysis, changes to testing criteria has mandated improved anchor design and performance. The main change in the past 15 years has been 'cracked concrete'. This has had a profound effect on anchor design and ability to perform under critical field conditions.

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Seismic events from the past contributed to an important role in these new testing mandates. The addition of cracked concrete approvals has contributed to better performing anchoring products fueling the growth of the U.S. Anchor product lines, particularly in the heavy duty range of products.

### LITE & MEDIUM DUTY ANCHORS

The comprehensive U.S. Anchor lite & medium anchor selections include the following anchor types for multiple substrates and applications.

- ▣ **Tapking SD** – Standard & Trim Head concrete
- ▣ **Drop-In** – Sleeve anchors (ASTM-E488) independently tested
- ▣ **Legacy Anchors** – Single/Double Expansion, Lead and Machine Screw
- ▣ **Conical Plastic/Nylon Drive/Mungo/Toggle Bolts**
- ▣ **Drywall – EZ/Wall Driller/Hollow Wall**

Generic bulk wedge and concrete screws, are also available. All U.S. Anchor packaging includes pertinent data to identify the parts, lot numbers and dimensions for ease of use and traceability.

### Inventory Commitment & Customer Service

Brighton-Best International prides itself on a strong inventory commitment to support its 3,000+ customers. Strict adherence to sourcing and on hand stocking levels has contributed to high fill rates and high customer satisfaction.



The significant investment in product testing and approvals has increased and improved our reputation at the engineering and end user levels, with the development of the Ultrawedge+ Wedge Anchor and the Tapking HD Heavy Duty larger diameter concrete screw contributing to increased recognition nationally.

U.S. Anchor inventory emanates from 21 regional Brighton-Best International warehouses, backed by 150 inside and 20 outside sales professionals, and a web ordering system that allows you to check availability and pricing for any inventory item 24/7 with just a few short keystrokes!

In addition to investing in product testing and approvals, Brighton-Best International has not only built a marketplace where customers want to come to transact but also an in-house warehouse management system that can track an order from sales order entry to picking, packing & shipping. With the warehouse management system, BBI is able to know real-time inventory positions at all of its warehouse locations.

Quotations, purchase orders, open order inquiries, and component certification reviews can all be accessed quickly and easily on-line at [www.brightonbest.com](http://www.brightonbest.com).

For more information on all U.S. Anchor product lines please visit: [www.brightonbest.com/us\\_anchor](http://www.brightonbest.com/us_anchor). 