

## Gate Machinery International – Testimonial

Our initial introduction to Gate Machinery International was at the Mach2005 Exhibition NEC Birmingham. At the time our Engineering Department was researching possible suppliers of machine shop equipment suitable for our new premises at Boscombe in Bournemouth.

Our chief concern centred upon finding a supplier of machine tools of good quality with capacities in keeping with a training environment as opposed to full production machinery. It was evident from the range of equipment on show at the exhibition that training equipment was in limited supply and certainly not available from well-known manufacturers and suppliers. Gates, however, had a number of machines which appeared to fill the bill and so tentative enquiries were made as to their range and to the possibility of supply of not just basic trainer machines but also more sophisticated CNC equipment. During the run up to occupation of the new Boscombe Training Centre Gate Machinery, and in particular, their Manager Alain Fidelia made every effort to assist and advise to ensure we were able to purchase, what we still consider, suitable machines for our training requirements.

Having selected machinery to equip our new centre, Gates organised supply to suit a very narrow window of opportunity to install and commission the machines between teaching sessions. This was accomplished with speed and efficiency to an almost turn-key situation.

Our second concern was to source machinery of suitable quality at reasonable cost. Imported equipment of poor quality is often difficult to differentiate because of clever presentation and keen pricing. We were anxious to avoid purchasing low cost equipment that would not prove reliable with less than sympathetic use by learners. Our Gate machines have been in service for around five years and, apart from the inevitable wear and tear, have proven to be rugged and dependable. We have had the benefit of good after sales service, spares support and the reassurance that in the unlikely event of a fault which our staff cannot rectify, Gates can offer advice and technician support.

We have built up a good working relationship with Gate Machinery and would, no doubt, look favourably upon purchase of equipment from them in the future.

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