



New system saves the day

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Established in 2005, NT Steel Services has years of experience in the steel stockholding industry. Formed by a son and father partnership, Nigel and Tom Swanson, Nigel's background is in steel stockholding and Tom's is in construction and engineering. Based in Wallsend, Tyne and Wear, the company provides steel and steel services to clients throughout the region.

Since 2005, NT Steels has achieved significant growth in a period described by the owners as 'a game of two halves' with the industry having a number of strong years followed by the current economic downturn. NT Steels reports continuous growth even during these difficult times, servicing and supplying a loyal customers base with deliveries from its wide range of merchant bar and structural steel available Monday to Saturday or on the same day if required.

NT Steels needed to find a new IT application that would provide a platform for managing and developing sales as well as costs and profitability and found the solution through Sheffield-based PCI Systems of Sheffield and its PCI Prof.IT system – designed specifically to handle stock lengths, cut lengths, processing, optimisation, traceability, certification and the other issues encountered by metal stockholders and processors. Prof.IT is a full Windows-based application and is able to offer integrated email and faxing, windows printing, document management, shortcuts and hyperlinks.

Managing director Nigel Swanson commented: "I was delighted to find a package that provided a company of our size with the benefits normally associated with much larger operations."

PCI Systems

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