



"It is extremely important to Zelex that we promote a safer working environment for all of our employees" says the Managing Director, David Emery.

**Hilti Online / Literature**  
Dave discussed how they used online and David informed him that the company reaserached heavily online but enjoys the experience of buying in the Hilti Centre. They are also regular users of Youtube, as they visit the site to see footage of demonstrations from other companies. In addition they enjoy receiving Hilti literature, from Dave and refer to it regularly as well as reading our Innovations Magazine!

Hilti Great Britain are now on Facebook and Twitter, so why not connect with us for all the latest news and updates from Hilti?! You can also check out the Hilti YouTube channel which features videos of our most innovative new products and much more.

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**Main Picture:**  
Zelex employees breaking out a reinforced concrete floor using the Hilti TE 3000-AVR

## Reliability, productivity and safety with Hilti tools and consumables!

**Hilti Account Manager, Dave Lambert has worked on building a good relationship with David Emery, Managing Director of Zelex UK Limited. The company required good quality innovative products, consumables and services to meet their customers needs. Dave was able to demonstrate that Hilti could offer the right products and services to ensure his company could meet these needs and work more productively, efficiently and safely.**

Zelex is a specialist in the field of Interior Stripout and demolition, relating specifically to the retail and commercial sector. They employ a team that includes experienced professionals that are trained to monitor, observe and analyse every aspect of a project to look for safer and better ways of working. They pride themselves in completing projects safely, on time and with the minimum impact on the environment.

**Productivity**  
Zelex were working at a large department store breaking up screed which was 75-100 mm deep. The tools they were using were not doing the job efficiently and they kept breaking down, which slowed the job down dramatically. Dave discussed the

application and recommended the Hilti TE 3000-AVR electric breaker, a lighter tool with lower vibration. He offered to lend them the tool, as he was confident that this would address the issues. They used it overnight and it proved so successful that they immediately placed an order. The TE 3000-AVR breaker, together with the services Hilti offer, proved invaluable to Zelex. Productivity increased dramatically as they were able to work longer with less fatigue. Thanks to Hilti's AVR (Active Vibration Reduction) innovation, coupled with power, they were able to complete a twelve hour job in nine hours or less, using one Hilti TE 3000-AVR breaker, instead of two competitor tools! The Hilti TE 3000-AVR was featured in the July

Construction News supplement where it proved to outperformed the equivalent competitor tools.

**Peace of mind**  
Using Hilti equipment is integral to everything Zelex do on a daily basis. They use Hilti breakers, diamond drilling tools, electric and petrol saws, sanders, grinders and consumables. The grinder with a 32 amp plug, quick release head and adjustable head position, is ideal for the work they undertake. Hilti polygon chisels are designed to ensure that they are less likely to get stuck in the material they are breaking. They stay sharp and last much longer than other chisels on the market, and Zelex have never had one snap!

"The Hilti Lifetime Service guarantee means that in the event that a tool needs repairing there are no costs and no hassle, giving us peace of mind!" said the MD, David Emery.

**Virtually dust-free**  
It is very important to Zelex, that whilst they conduct all of their business operations, their aim is to ensure a safe and healthy working environment for all of their employees. The Hilti products help them to fulfill this requirement. They use the wall saw and vacuum cleaner in live and open retail environments where it is imperative that dust is kept to a minimum. Zelex inform potential clients of the specialist Hilti equipment they use to reassure any future customers that their requirements will be fully met. They also invest in employing and training the right people to correctly use Hilti's market leading equipment in order to be as efficient and professional as possible.

- Accreditations for Zelex**
- Safe Contractor approved
  - CHAS (The Contractors Health & Safety Assessment Team)
  - Member of Construction Line
  - Member of the British Safety Council

Zelex tested the entire market of medium and large breakers and found that Hilti offers the best products in terms of performance, reliability, safety and service.

The TE 1000-AVR performing edge detail.

Creating openings virtually dust-free with the Hilti DCH 300 diamond cutter.