

PRESS RELEASE

PRISM JOINS FORCES WITH TAIT GROUP IN SCOTLAND

Prism, the UK's most successful manufacturer of quality enclosures for the data installation, broadcast and internet administration industries, has strengthened its presence in Scotland with a strategic partnership with the Tait Group.

The agreement, which sees the Glasgow-based group stock and supply Prism products through its Tait Components brand, also incorporates the new Tait Networks division, which will distribute cabling infrastructure products.

Director Michael Tait said :“ The agreement with Prism represents a major opportunity for both Tait Networks and Prism to become the number one player in the Scottish market”

Leyton Breed, Prism's Sales Director, commented:“This type of relationship sums up what we at Prism mean when we talk of the principle of growth through partnership. We share the vision and values of the Tait group, and together we will be stronger.

“Working with such a well established partner will enable us to build our market share in Scotland, and to develop a more flexible supply route to our existing customers, such as the British Airport Authority, which uses Prism FI data cabinets in Aberdeen, Edinburgh, Glasgow and Prestwick.“

Prism, which made its name in the data cabinet market, has diversified rapidly. It provides bespoke solutions through its Meridian Technologies brand, delivers data centre projects through Prism Power, and focuses on power management issues through its icab solutions brand.

Tait, too, has four main divisions. In addition to the Networks and Components, it supplies audio visual equipment through its Tait AV brand, and alarm, CCTV and fire protection equipment through Callander Security Ltd.



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Michael Tait
Director