

# LOCAL NEWS



## BMG GETS BEE 6

Bearing Man Group (BMG), a subsidiary of Invicta Holdings, has recently achieved its Level 6 BEE certification and is committed to obtaining level 7 accreditation this year.

“The fact that BMG is now BEE-accredited at this level has attracted additional international supply sources of engineering components to the group,” says Charles Walters, BMG’s CEO. “This level of accreditation, enhanced by the ready availability of quality branded products from an extensive branch network locally, makes it more attractive for customers to buy from us. Level 7 BEE certification represents full compliance, while at level 6 customers can claim 50% of their BEE spend and 60% at level 5 accreditation.

“The R116-million BEE shareholding deal with aloeCap Limited and the Humulani Investments Share Incentive Trust, which was a crucial milestone in BMG’s journey towards successful black participation in our business, has unlocked new opportunities that stimulate future growth of business.

“A recent development for BMG - as a result of the company’s national footprint and BEE accreditation - was the establishment of a new filtration division. Pall Corporation, global filtration specialists, has appointed BMG as exclusive distributors of its range of industrial filtration and separation systems in Africa.

“This new filtration division extends BMG’s portfolio of bearings, seals, power transmission components, electric and geared motors, as well as belting, fasteners and fluid power. Pall Corporation, which has been active in this country since the 1970’s, needed a financially sound black economic empowered distribution partner, with an established network in Africa. This distributor agreement, which is now in place, is a positive step for both companies.”

For further information, contact Veronique Bezuidenhout (Marketing Manager, BMG) on (031) 576 6221 or email, [veroniqueb@bmgworld.net](mailto:veroniqueb@bmgworld.net).

## FRANKLIN GROUP STREAMLINES OPERATIONS

Further to the acquisition of pump manufacturer, Denorco, by Franklin Electric South Africa (Pty) Limited (FESA), FESA has announced developments within the two organisations that will further streamline the businesses.

Denorco was sold as a going concern to FESA in May 2007 and, as of 1st January 2009, future trading will be concluded under the FESA name.

The Franklin Group of companies in SA has made organisational changes that will improve the Group’s current service levels to the mutual benefit of all stakeholders, internal and external.

*Dawood Farred*, previously Managing Director of FESA will assume the position of Managing Director – Commercial. Farred will take full responsibility for the effective and efficient running of all commercial activities throughout the organisation including both the Randburg and Edenvale sites, until operations in SA have been consolidated.



“We are confident that Farred will bring a new dimension of inspired leadership to the business, with the ultimate objective of adding value and to form strategic business alliances with our customers,” says Peter Maske, president of Franklin Electric Europa.

Attie Jonker, previously Managing Director of Denorco, will assume the position of Managing Director - Operations, taking full responsibility for the operational and engineering activities throughout the organisation and for the company in the Botswana territory.

Eugene van Wyk will assume the position of Financial Director, taking full responsibility for all financial activities within the restructured business. Finance in Sebenza, Randburg and Botswana will report directly to van Wyk.

During the latter part of 2009, Franklin Electric Randburg will be relocating to the Franklin Electric Sebenza site in Edenvale. The Sebenza site and all branches are in the process of being rebranded under the Franklin Electric name. All locations and contact details will remain unchanged.

## SIGN AFRICA 2009 FIGHTS ADVERSITY WITH OPPORTUNITY

Practical Publishing is preparing for another bumper year with the launch of Sign Africa 2009. Providing an ideal platform for the sign, design, graphics and marketing arenas, the industry leading shows will return to Port Elizabeth, Durban and Cape Town, peaking in September with the internationally acclaimed Sign Africa Johannesburg and Africa In-store events.

In the wake of 2008's economic crisis, many companies are making the error of cutting back on their marketing budgets but now is the time to make your presence known and meet the shifting needs of consumers. The forecasts are gloomy but the opportunities abound for companies who are willing to adjust their objectives, take some initiative and invest in a way forward rather than a step back.

Sustaining profitability in Africa is further assisted with the upcoming 2010 World Cup Soccer event. The demand for marketing initiatives covering every aspect of the signage industry is going to increase exponentially, with a host of pre- and post-world cup events requiring exposure.

Sign Africa's quality line-up of industry suppliers and manufacturers creates the ultimate networking environment for sign makers, digital printers, screenprinters, architects, advertising agencies, marketing companies, franchise companies, government corporates, the media and entrepreneurs. The show promises a world-class display of the most advanced industry developments and trends, new product launches, live demonstrations, on-site training and a technology conference headlined by international speakers and local industry authorities.

### 25 – 26 March:

Sign Africa Durban

### 20 – 21 May:

Sign Africa Cape Town

### 2 – 4 September:

Sign Africa Johannesburg  
& The Africa In-Store show

Sign Africa is proudly sponsored by Avery Graphics and Roland. Contact the organisers, Practical Publishing (+27 11) 615 5727 [dyelan@practicalpublishing.co.za](mailto:dyelan@practicalpublishing.co.za) or visit [www.signafrica.com](http://www.signafrica.com)

## NEW TECHNIDYNE AGENT FOR SOUTH AFRICA

Technidyne Corporation has engaged the services of Poly-Test Instruments in South Africa, effective immediately.

Poly-Test Instruments is now the only recognized and authorized Sales Agent and Service Provider for Technidyne instruments in South Africa.

Poly-Test Instruments represents International manufacturers of production equipment, materials testing, and analytical instruments. The company's emphasis is on cost-effective quality in the manufacturing environment.

In addition to supplying instrumentation and systems, Poly-Test Instruments also provides Project Management and a consultancy service backed by a fully equipped laboratory.



## Finally, ASA that's the right size.



ASA sizing is now a cost-effective option for smaller machines using Buckman's Bubond® 650/ASA sizing technology. There's no expensive equipment to install, and the new Bubond 650 emulsifier replaces wet end starch for improved programme performance delivering significant ROI. Buckman's new ASA emulsification technology delivers consistent sizing, on-machine cure, improved runnability, reduced steam usage, and lower cost equipment. Check with your Buckman representative today for more details.

## Buckman

Commitment makes the best chemistry.

*Buckman will excel in providing measurable, cost-effective improvements in output and quality for our customers by delivering customer-specific services and products, and the creative application of knowledge.*

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