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BMG & NSK sign new distribution agreement for strengthened relationship



BMG and NSK have consolidated a long-standing partnership, with the recent signing of a new distribution agreement that enhances the original contract and is great for both companies (Their stakeholders and customers).

BMG was appointed by NSK, Japan, in 1991 as exclusive distributors in South Africa, for NSK's extensive range of bearings. Through the restructured agreement, all sales will now be channelled through NSK's South African operation.

"BMG's NSK range – one of our leading bearings brands – extends from precision miniature bearings used in machine tools and electronics applications, to giant size bearings used in steel and mining industries.

This portfolio encompasses miniature, ball, roller bearings, large bore and roll neck bearings, to name a few," says Keith van Wyk,

BMG's Distribution Director. "NSK has been at the forefront of bearing design and development for many decades and BMG is proud to represent this prestigious brand. Through the strengthened agreement, BMG and NSK South Africa are consolidating services and working strategically together on increasing awareness of the NSK brand and identifying opportunities for growth in key market sectors within Africa and also abroad.

"BMG will increase availability of stock out of NSK's European distribution centre in Tilburg, Netherlands, and values engineering and marketing support from the NSK team in the UK and Germany.

"Both companies have made a substantial investment in increased warehousing facilities for greater stock availability and improved lead times. Training facilities for staff and end user customers have also been upgraded."

BMG's R400-million investment to upgrade the existing Droste Park facilities into a leading edge distribution centre – BMG World – centralises functional and support operations onto one site. This enables BMG to continue to provide high levels of operating efficiencies and delivery service, in line with continued growth of the business.

BMG's bearing division – the cornerstone of the business – has restructured its management structure: Werner de Bruyn is business unit manager and Rouff Essop is operations manager.

BMG's extensive product portfolio encompasses bearings, seals, power transmission components, drives, motors and materials handling components. Also in the range are hydraulics and pneumatics, fasteners and tools, as well as valves, filtration and lubrication systems.

The company is committed to providing a 24 hour customer support for production efficiency and reliability centred maintenance through more than 148 BMG branches and a wide distribution network locally and into Africa. This is enhanced by advanced technical and design support across all functional disciplines.

For further information

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