

SUPPLY CHAIN NEWS

AURY AFRICA, a screening and vibrating equipment solutions supplier, continues to gain market share by diversifying its product offering through its official sub-Saharan African distributorship agreement with internationally-recognised industrial ceramic tile lining and ceramic lined equipment manufacturer CUMI Industrial Ceramics. Aury Africa managing director Mark Houchin says although the CUMI brand is world-renowned, it is still relatively new to the local market.

“CUMI ceramic tile linings are specified as standard consumables on a number of sites worldwide, owing to the proven high-quality, durability and cost-effectiveness of the entire range.”

Houchin reveals that since becoming an official CUMI distributor more than a year ago, Aury Africa has already made significant strides in the South African coal mining sector in particular.

BANDING & ID SOLUTIONS

AFRICA has developed a strategy that aims to strengthen ties with its up-and-coming distributors and help grow their businesses, by offering product training and application demonstrations. Business manager Rosa Remendos notes the strategy will also allow the company to grow its position as a primary supplier to businesses.

“We bring in demo stock and go through the whole product range with them. We will also be visiting their end-users and demonstrating the benefits of using Banding & ID Solutions products. This allows us to pick up new areas of application for our products, resulting in a broader supply for both parties.”

MULTI ALLOYS, a supplier of nickel alloys, duplex and high-alloy stainless steel, as well as titanium, has strategically extended its portfolio and enters the welding consumables market with a new range of products. Through a partnership secured with The Lincoln Electric Company in late

2015, the Midrand-based company is now focused on stocking a range of consumables that are compatible with its core products – namely the duplex and super duplex, and 904L grades of stainless steel, as well as selected items in the company's nickel alloy range.

Multi Alloys owner Ken Perel emphasises that the decision to offer a more comprehensive range of core products stems from the need of customers for welding consumables that would support the company's products.

NORTH SAFETY HAS MERGED

WITH BUDGIE SHEARER, which was officially finalised in November 2015 to give the companies an opportunity to achieve joint measurable growth during tough economic times. Budgie Shearer, based in eMalahleni, Mpumalanga, was established in 1989 and has built a strong reputation by developing long-lasting relationships with its suppliers and associating itself with top brand names and products. Through this merger, North Safety is able to complement its personal protective equipment range with cleaning and engineering products.

The Budgie Shearer line of products includes Reinol hand cleaners and industrial chemicals, Spanjaard industrial lubricants and sprays, lifting machinery and repairs, lifting tackle and slings, Megaroller conveyor idlers and scrapers, Allied screen and filter products, Petrozorb oil absorbents and oil spill kits, industrial valves and slurry pumps, and specialised bolts and nuts.

DOWSON & DOBSON

INDUSTRIAL, a supplier of industrial products and aftersales service solutions, was successfully acquired in April 2015 by the Actum Group, comprising Actum Electronics, Altico Static Control, Connecta and Peter Jones Electronic Equipment. Actum Group director Kevin Klaff says adding Dowson & Dobson to the company's rapidly-expanding portfolio is the next logical step in

its growth plan. “This acquisition holds the potential to create excellent benefits for all parties involved.”

He adds that the 110-year-old Dowson & Dobson brand is well-respected in the market as a leading supplier of quality professional tooling equipment, pneumatics and industrial equipment and solutions. “Actum is a dynamic organisation constantly looking for new ideas to improve its culture, product offering and customer experience. This new venture with a well-established and trusted business creates a unique new opportunity for enhancing growth.”

FILTER FOCUS

, a wear control specialist, manufactures products that have gained wide acceptance among power plants, steel mills, refineries, mines and other industrial facilities with rotating equipment.

As the ingress of water into lube oil for critical rotating equipment can cause massive damage in the long run, the company's Vacuum Dehydrator and Oil Purification System is designed to assist in reducing operating costs by improving machine reliability, safety, performance and production.

Filter Focus COO Craig FitzGerald explains that the Vacuum Dehydrator and Oil Purification System is highly effective at removing dissolved, free and emulsified water, entrained gas, and particulate contamination for heavy and light gear oils of any grouping.

“Using a Vacuum Dehydrator, overall water content can be reduced to levels below the water solubility point in the oil.”

By raising the oil temperature to approximately 50°C and passing it through a vacuum chamber, FitzGerald notes that water turns to steam. “Even water that is tightly held in an emulsion is removed, along with the free and dissolved water. Our systems are equipped with high efficiency filter elements, which remove particulate contamination and entrained gases to ultra-low levels.”