

# New mounted and unmounted bearings and housings from KML

Bearings International, part of the Hudaco Group and a well-known supplier of bearings and power transmission products in Southern Africa, has new products on offer, including mounted and unmounted bearings and housings from KML. As well as these, BI has recently obtained dealerships for various products for bulk materials handling and cement applications, such as KÖBO's high-quality, reasonably priced product range. Lastly, BI offers the ROCOL RTD lubricant for reaming, tapping and drilling operations.

passenger and commercial vehicle sectors.

"There is even a product range dedicated to the electric motor industry," adds business unit head, Ross Trevelyan. These bearings are manufactured specifically and carry the 'Electric Motor Quality' (EMQ) suffix.

According to Trevelyan, KML has proved highly successful in the industrial, OEM, and agricultural markets as a second-tier brand that does not sacrifice quality, while offering significant cost benefits. "We have managed to negotiate better pricing in line with the current economic climate on agriculture-specific and mounted ball bearing units, and are happy to have passed these discounts onto the market," Trevelyan highlights.

With 35 years' experience in the bearings industry, KML has an in-house research-and-development department. Milestones to date include the first in the industry to introduce a dedicated cleanroom for the manufacture, cleaning, and packaging of EMQ bearings. With a presence in over 50 countries, end users can rest assured that replacements are readily available globally.

Latest developments include the development of an improved version of a harrow disc hub

bearing unit for the agricultural market. "We are now finalising the design to ensure an exact fit to the current discs available on the market so that we can offer a simple drop-in solution," Trevelyan explains.

BI has a dedicated engineering department that can offer customers and end users assistance in terms of failure analysis and recommended improvements where necessary, from product selection and recommendations to design improvements.

## Products for bulk materials and cement

Also distributed exclusively by BI are engineered and standard chains, sprockets and ancillary products such as outboard rollers, scrapers, and carrier pans used in conjunction with chains from leading manufacturer KÖBO.

Target industries are bulk materials handling, steel, pulp and paper, wood, automotive, escalators, food and beverage, and water treatment. "With international supply to global OEMs, as well as industry-specific support companies, BI is well-positioned to support the local market with KÖBO's high-quality, reasonably-priced product range," product manager Gavin Kirsten comments.

KÖBO's focus on replacement chains and sprockets for the OEM sector in particular means that end users are assured of fit-for-purpose, cost-effective

replacement options. As the sole manufacturer and distributor of its product range, KÖBO is able to keep tight control over end quality and consistency. This is because its extensive chain-design knowledge is backed-up by 120 years of in-house manufacturing experience.

A particular growth opportunity locally is the cement industry, specifically in terms of hot-pan conveyor chain, anti-bend back chain, apron feeder and reclaim chain, and bucket elevator chain. "With the high-quality requirements of the cement industry, particularly in Europe and the Americas, KÖBO has been a leading supplier to major OEMs for many years," Kirsten highlights. The cement industry locally represents "a large independent segment" that BI is targeting and offering value solutions with products such as KÖBO's.

BI offers full local aftermarket and technical support, in conjunction with assistance from the KÖBO engineering and design team in Germany. Customised chain-maintenance is also offered as a value-added service for specific customer requirements.

This encompasses preventative and general maintenance, repair, on-site repair and machine modifications, scheduled shutdowns, alterations, adjustments and modifications, machine set-up and final assembly, dismantling, transport and reassembly, set-up assistance, emergency repairs, and spare parts.

## Lubricant for reaming, tapping and drilling

Yet another product distributed locally by BI, called ROCOL RTD, is a hand-applied

A KÖBO baking oven chain: BI is well-positioned to support the local market with KÖBO's high-quality, reasonably-priced product range.



lubricant for reaming, tapping and drilling operations. Available in both liquid and spray formulations, the range contains technically-advanced extreme-pressure additives that reduce friction at the cutting edge.

"This means that ROCOL RTD extends tool life as well as promoting a superior surface finish, resulting in cost-savings and improved quality," says BI product manager, Richard Lundgren.

The liquid formulation not only doubles tool life, but also is suitable for all metals, including aluminium. Benefits include reduced wear and tap breakages, increased rates of metal removal, reduced scrap, and greater dimensional accuracy and repeatability. It is available in 400 g, as well as five litre and 20 litre containers.

The spray formulation is a 400 ml aerosol-applied metal-cutting lubricant

suitable for all metals, including hardened steels and titanium in even the most severe cutting operations.

Ideal for applications where accessibility is an issue, it is a must-have product for all machine shops, tool rooms and maintenance departments. "ROCOL RTD has been the market leader for over 60 years. However severe the reaming, tapping or drilling application, this is the ideal product," Lundgren concludes.

"It is part of our strategy to be a total solutions partner for our customers in stocking some of the best products and brands from around the world, and ROCOL RTD definitely falls into this category," says BI business unit head: product and engineering, Ross Trevelyan.

BI, part of the Hudaco Group, has consolidated its position as a leading distributor of bearings and power transmission products in Southern Africa by launching a new brand identity at the end of last year. "Our aim is to become a proactive company providing excellent service to our customers to ensure we are the preferred supplier," claims BI CEO Burtie Roberts. □

BI's business unit head for product and engineering, Ross Trevelyan.

**K**ML Bearings, distributed locally by leading supplier Bearings International (BI), offers a range of mounted and unmounted bearings and bearing housings. In addition, it also has automotive-specific products for the



KML's mounted and unmounted bearings and housings have proved highly successful in the industrial, OEM, and agricultural markets as a second-tier brand that does not sacrifice quality, while offering significant cost benefits.

## New premises for SEW EURODRIVE in Port Elizabeth

SEW EURODRIVE South Africa's Port Elizabeth branch has relocated to Unit 4, Aldo Business Park, Old Cape Road in Greenbushes, reflecting both the growth of the branch and the importance of the Eastern Cape region, according to branch manager, Francois Sieberhangen.

Although Port Elizabeth is the smallest SEW EURODRIVE branch nationally, it is showing very promising growth. "We look after some of the largest accounts nationally, and are a major contributor of servo drive technology, AC drives, and decentralised drives," says Sieberhangen. The branch services the entire Eastern Cape region, with customers in the automotive, food and beverage, tyre and rubber, wood and timber, and fishing industries, in addition to OEMs and resellers.

The Port Elizabeth branch was established initially as a service and repair branch, with minimal assembly taking place. "We have grown tremendously since then, to the point where we outgrew our previous facility completely. In order to keep up with market requirements, we needed larger premises," Sieberhangen explains. The new 800 m<sup>2</sup> building is significantly larger than the original 300 m<sup>2</sup> premises.

"We managed the entire move internally with great success.

Various tasks were assigned to, and managed by, different employees. Timing was of the essence, as we could only move various components of our sales and operation once critical aspects were in place at our new premises, such as alarm systems, electrical work, compressed air, network, and telephone facilities. We managed the entire move in a couple of days, with little to no disruption to our customers," Sieberhangen says.

"The new premises allow us to implement internal SEW EURODRIVE requirements. Furthermore, it provides space to employ additional staff. The addition of a mechatronics engineer allows us to improve our technical support and field service to our customers. An additional administrator removes some administrative duties from the sales staff team, who can now focus on processing customer enquiries more efficiently," Sieberhangen concludes. □

