

Bolt and Engineering Distributors delivers cutting-edge fabrication services to Klerkscale

By investing in a solutions-driven approach, through continuous, personal interactions and outstanding customer service, B.E.D. ensures long-standing and strong relationships, with notable achievements in operational efficiency.

Bolt and Engineering Distributors Group (B.E.D.), which supplies a vast product range to a wide variety of industry sectors, including agriculture, mining, materials handling, working at height and welding, believes its commitment to a solutions-driven approach has resulted in many robust service accomplishments over the years.

“In particular, B.E.D.’s consistent interaction with valued industrial weighing equipment manufacturer and supplier Klerkscale for more than 30 years has created a resilient relationship of mutual respect,” says B.E.D. Klerksdorp Sales Representative Pieter Joubert.

Founded in Klerksdorp in 1958 to meet the high demand for weighing machines, local manufacturer Klerkscale specialises in advanced technology for industrial weighing systems, such as those for on-road and off-road vehicles, axle-, rail- and container-weighbridges, and heavy-duty platforms.

“As a single source supplier, B.E.D. has been able to steadfastly provide Klerkscale with the day-to-day supply of fasteners for their weighbridges, tools and personal protective equipment (PPE), significant industry knowledge; as well as several welding and cutting equipment solutions that have enhanced the customer’s operational success and continuity,” explains Joubert.

Recently supplied products and solutions include technologically advanced, premium welding and cutting equipment to Klerkscale, such as high-quality Fronius TransSteel CO₂ welders for the company’s manufacturing facility in Klerksdorp; a plasma cutter with a 3×6 m plasma cutting table believed to be one of the largest in South Africa; as well as a Hypertherm XPR300 power source, screw compressor and software.

Thanks to their ability to provide excellent welding quality and higher welding speeds resulting in faster production and lower operating costs, Fronius TransSteel CO₂ welding equipment has become the standard for Klerkscale’s manufacturing processes.

“The plasma cutting solution, meanwhile, has enabled significant productivity

increases, as opposed to manual cutting with oxy-acetylene torches. This has resulted in reduced material waste, increased manufacturing efficiencies and improved project delivery times,” says Klerkscale director, Robert Stephenson.

B.E.D.’s Welding and Cutting Product Specialist Sean Christian also recently conducted a straight line welding demonstration at Klerkscale. In this demonstration, a Messer Portacut straight line cutter was specially converted for welding applications, yielding excellent preliminary results.

“This automatic cutter allows for enhanced manoeuvrability and economic and flexible cutting: in a straight line, for contours, strips and bevel cutting, while in converted form, the machine can produce continuous welds of up to 4.0 m in length,” Christian points out.

As cutting and welding are essential to fabrication and manufacturing across most industries that require the highest levels of efficiency and quality, B.E.D. strives to offer customers the perfect welding or cutting fit, through an impressive and comprehensive portfolio of world-class international and local suppliers: including Fronius, Messer, Hypertherm, Zenweld and Castolin Eutectic.

“Armed with this portfolio, full global support from our suppliers on all product solutions and complex applications, a solid track record and pool of experience built up over our 37 years of service to the market, as well as a dedicated welding support team with more than 75 years of experience in the welding and cutting industry, B.E.D. knows what ‘makes the cut,’” says Joubert.

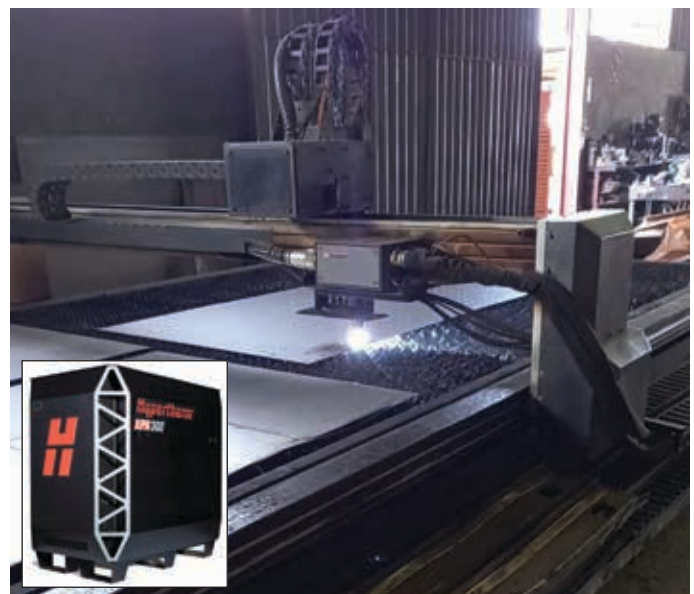
“Drawing on the strength of these skills and knowledge, we also facilitate knowledge transfer to our customers for enhanced productivity, financial benefits and, ultimately, peace of mind in terms of business longevity and growth,” he adds.

“Based on our personal relationship, we can trust that B.E.D. will always give us the attention and service when and where we need it. Moreover, reliability is ensured, as there is never a reason to think B.E.D. will not follow through. These efforts to provide great customer service experiences are what differentiates B.E.D. in the market,” adds Stephenson.

B.E.D. proactively invests in knowing its customers’ businesses, consistently taking 100% responsibility for ensuring it provides the right solution – whether it be product supply or training – to ensure the most efficient results. “By assessing and analysing our customers’ businesses, and focusing on any challenges or potential improvements, we can assess the important issues and come up with products and solutions – helping customers to ‘tip the scales’ in their favour, by strategically streamlining, adding to and improving production processes.

“We are extremely honoured to have been able to serve our valued long-term customer Klerkscale for the past three decades, and look forward to many more years of helping them to get the balance right,” Joubert concludes.

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Klerkscale’s manufacturing facility in Klerksdorp has recently installed a 3×6 m plasma cutting table with a Hypertherm XPR300 power source (inset), screw compressor and software.