



Berntel General Manager Neil Champion.

## BI champions Berntel pneumatic and hydraulic solutions

Hudaco Group company Berntel is expanding its footprint by offering its extensive range of pneumatic products through the Bearings International (BI) branch network. This, in turn, expands BI's value proposition to its own customer base by offering a wider range of complete solutions for different market segments.

**A**cquired in 2014 as a complementary company to pneumatic and hydraulic automation solutions provider Ernest Lowe, Berntel expands the Hudaco Group's industrial offering in pneumatic, hydraulic, vacuum, process and automation solutions. It also manufactures its own pneumatic cylinders, and designs, builds, and commissions control systems, including PLC programming.

In addition, Berntel represents a range of well-known brands, including JELPC, JORC Industrial (condensate drain management), VMECA (water-free units), Belef (actuation), Ober (air tools, air motors, and automation), Piab (vacuum technology), and

BOGE (compressors and dryers).

Target markets are food and beverage, automotive, general industry, sugar, pulp and paper, OEMs, machine builders, and agriculture.

"A dedicated Berntel team supports BI, allowing Berntel to begin growing its customer base countrywide," says GM Neil Champion, who has been growing Berntel product sales through the Ernest Lowe branch network in the past five years.

Involved in the pneumatics industry since 2001, Champion oversaw the KwaZulu-Natal branch before being appointed sales director prior to Berntel's acquisition by the Hudaco Group.

Champion reveals that in 2020, Berntel will introduce its latest Ober agency, an Italian designer and manufacturer of portable pneumatic tools, motors, automated machinery, and systems for drilling, tapping, threading and screwing, including power screwdrivers with electronic torque control. Another new agency is BOGE, a German producer of reliable compressors that has been operating for over 110 years. The Piab agency has also extended Berntel's offering into smart vacuum solutions.

"Our value proposition lies in our capability to offer complete solutions," Champion



The JELPC range of pneumatic control components from Berntel.

stresses. These range from the efficient generation of clean, dry compressed air to condensate drain management, pneumatic, vacuum, process, and industrial components, and designing and programming control systems with PLC integration.

Being part of the broader Hudaco Group allows BI to leverage synergies across a broad range of companies, meaning it can offer a complete product basket through its extensive branch network countrywide.

"BI is a house of world-class leading brands, and we are working closely with our suppliers and the larger Hudaco Group to penetrate new market segments and grow through innovative marketing initiatives," BI offer marketing manager, Victor Strobel concludes. □



Berntel supplies BOGE dryers and compressors.

## Pneumatic training rigs installed for Coca-Cola bottler

The first on-site Bosch Rexroth pneumatic training rigs have been installed in Africa. The rigs were supplied to Nairobi Bottlers



One of the two Bosch Rexroth pneumatic training rigs that were commissioned at Nairobi Bottlers, during a demonstration.

Ltd, the base for Coca-Cola Beverages Africa Kenya, by Bosch Rexroth Kenya, in collaboration with Bosch Rexroth South Africa's Training Department.

The pneumatic rigs were manufactured and supplied by Bosch Rexroth Germany and assembled at the local Bosch Rexroth plant in Nairobi prior to installation and commissioning at Nairobi Bottlers in August 2019.

The training rigs are now a permanent installation at Nairobi Bottlers and are used to conduct pneumatic training for Coca-Cola Beverages Africa Kenya employees. The first such training was a three-module training course for Coca-Cola East Africa's technical personnel covering the Theory

of Pneumatics; Pneumatic Components; and 'Designing On/Off Manual Pneumatic Systems to Achieve Given Functions'.

"The training proved highly valuable in improving the trainees' understanding of how pneumatic components work and how to integrate them to make a functional system," explains Thomas Mbugua, Sales Manager, Bosch Rexroth Kenya. All successful candidates were issued with the Bosch Rexroth Certification for Pneumatic Training.

Bosch Rexroth Kenya is in the process of registering this pneumatic course with the Engineer's Board of Kenya, which will accord successful trainees with nationally recognised CPD points. □