

BLM GROUP SA assure local support
with its own staff.

The **Rainbow** Nation



GROUP SA people:

Ian Hutchinson	Service Engineer
Cesare Caccia	Managing Director
Alan J Turton	Sales Manager
Kerry Palmer	Book Keeping/Secretary
Tiziano Zanardo	Service Engineer

Eight years ago, BLM GROUP took the opportunity to set up a subsidiary company in the emerging market of South Africa. At the time, it seemed a risk but now the establishment of BLM GROUP South Africa has turned out to be the key of success.

The first aim was to make BLM GROUP and its products better known in an area where previously our coverage had been fairly marginal. From the beginning, we sought to establish relations based on the credibility of BLM GROUP as a leading global player in tube processing machinery, and on the confidence customers feel when they can deal with the manufacturer directly. With fully trained, product dedicated engineers, ensuring the highest standard of after-sales service and customer satisfaction – even when 10.000 km away from Europe, surrounded by the whole African continent.

Two strategic locations in the territory

As the leading specialist in machines and systems for tube processing, BLM GROUP SA is now enjoying a reputation of reliability and significance, which is unique in the South-African market. This is a direct result of the continuous total-support offered to customers by an experienced staff, comprised of five South-Africans, two being service engineers and offices in Johannesburg and Port Elizabeth. The Port Elizabeth office was established in 2004 so we could be on the doorstep of our customers in this heartland of manufacturing, thereby ensuring the best response time and service support.

Nowadays BLM GROUP SA is considered a first class partner with unrivalled state-of-the-art technology, offering innovative manufactur-

BLM GROUP SA PTY LTD

Unit 12 Meadowdale Park,
Dick Kemp Street,
Edenvale 1609
P.O.Box Postnet Suite 129
Private Bag X4 - Bedfordview 2008
Tel. : +27 (011) 454 0037
Fax.: +27 (011) 454 2753
Email: blmsa@iafrica.com



ing solutions as well as a skilled and timely after sale service.

Customer's satisfaction

The South-African tube processing market fully embodies the spirit of the "Rainbow Nation" with a unique variety of companies, ranging from family-owned furniture companies to multi-national manufacturers of automotive components. BLM GROUP SA has developed its own character and skills to be a flexible and considerate partner, able to offer a service to meet the different demands of such a diverse market.

BLM GROUP SA is unique in its capability to offer both stand-alone solutions and totally integrated production cells. The after-sale service is completed by a show room equipped with machines for "live" demos and by a spares warehouse. The future actions of BLM GROUP SA will be based on its complete competence and on our ability to transfer the know-how and the technological solutions that BLM GROUP amasses from its worldwide presence and deep experience, together with extreme attention to the customer-partnership. The aim is always the same: customer's satisfaction.