

BUSINESS AND TRAINING

Bolt and Engineering celebrates 40th year of trading

Written by Michael Blow

As the Bolt and Engineering Distributors (B.E.D.) Group commemorates its 40th year of trading in November 2023, Managing Director Jan Viljoen makes his mark within this highly respected business.

Since joining the company in 1988, Viljoen has played an integral part in the company's history to date, leveraging his vast industry experience, versatility and commitment to B.E.D.'s ethos of 'It's our business to know your business' and 'the perfect fit fast'.

The B.E.D. Group supplies a comprehensive range of locally produced and imported fasteners, as well as quality tools, welding and cutting equipment and consumables, bearings, personal and protective equipment (PPE), industrial paints and thinners, oils and lubricants, and lifting products to the South African industry and across southern and central Africa.

"I learnt early on in my career never to rely on only one key customer or indeed market segment – so we have diversified, expanding our offering over the past 40 years from mining into the agricultural sector (and many others) to ensure that we are able to cater to more than one core industry in the region's wider economy."

Viljoen says that in line with this, B.E.D. has introduced several innovations to service the broader mining industry and related industries, of which they are very proud as service has always been a key driver of their success.

In addition, working closely with co-founder and B.E.D. Group CEO Mike Giltrow, Viljoen has also helped drive innovation regarding product offerings too – such as bearings, personal protective equipment (PPE), paints and thinners, with an unwavering dedication to service as a key differentiator from competitors, with great success.

Today, the company has grown into a network that includes nine branches countrywide, as well as an Exports Division and two cutting and welding centres in Gauteng and the Western Cape.

Viljoen explains: "After concluding successful negotiations, my family business was acquired by B.E.D. – becoming the company's first acquisition in 1988, and later



Left to right - R: Mike Giltrow, CEO and Jan Viljoen Managing Director at Bolt and Engineering.

renamed as the Klerksdorp branch of Bolt and Engineering Distributors.

Group Co-Founder and CEO Mike Giltrow comments: "This milestone 1988 acquisition fortunately allowed us to retain Jan's services as the Operations Manager, and

he brought with him a wealth of acquired knowledge of the region and its potential opportunities. Thanks to his contacts and experience, the Group was able to establish operations and a solid footprint in this key mining region." *CLA