

# INDUSTRY AFFAIRS

Bolt and Engineering Distributors Group a double winner at the annual Fluke Comtest Award Ceremony



From left: Jannie Dirks - Comtest Sales Director, Francesco Pagin - Fluke Sales Manager for the African Region, Mike Giltrow - CEO Bolt & Engineering Distributors Group, Barend Niemand - Comtest CEO and Fayez al Nobani, Fluke Sales Director for the Middle East and Africa region.

The Bolt and Engineering Distributors (B.E.D.) Group has been recognised for its excellent performance with two awards by test and measurement specialist, Comtest.

Comtest provides test and measurement, communications, process control, equipment, solutions, and specialised systems from world-leading manufacturer Fluke to the southern African market.

The B.E.D. Group was the proud recipient of the Comtest Best Industrial Wholesaler 2022 Award; while their Middelburg branch won the Comtest Extra Mile Award.

Group CEO and co-founder Mike Giltrow attended this prestigious Comtest awards event by invitation, together with B.E.D.'s Marcel Pretorius, Area Sales Manager Tshwane; and Stephan van der Walt, Area Sales Manager Middelburg.

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 South African industry and across southern and central Africa.

B.E.D. Group CEO and co-founder Mike Giltrow explains: "The annual Comtest awards acknowledge their partners' sales and service delivery, which in turn enable their customers' success. Winning these two Comtest distributor awards is an exciting and proud achievement for Bolt and Engineering!"

It is really satisfying to have had our team's hard work and dedication recognised by a prestigious global supplier such as Comtest. We would also like to acknowledge the amazing team at Comtest for their ongoing support and assisting us in getting this award."

Comtest is committed to service excellence, and promises to offer smooth implementation of systems with high levels of maintenance and support - while keeping customers' test, measurement, communication, process and calibration equipment at consistently high levels of operation and accuracy.

"The B.E.D. Group has been customer service-based from inception, and it remains our primary focus," notes Giltrow. "We proudly celebrated our 39th anniversary in November 2022, and are looking forward to commemorating our 40th this November.

We take our '100 / 0' operational ethos very seriously, meaning our entire team pledges to always give 100 percent of our best efforts - with zero tolerance for excuses. In 2023, we have also launched our '#CGB', which stands for 'continuously getting better'. This dovetails perfectly with 100/0, as both approaches ultimately speak to the overall aim of continuous improvement. We are therefore very pleased to be in partnership with Comtest - it is a true fit of like-minded companies, and we accept these awards with gratitude and appreciation.

It has been very pleasing to work together with our supplier Comtest to achieve these good results, and assist in meeting our customers' challenges. We look forward to achieving even better results as we continue working with them in 2023," concludes Giltrow. **wn**