

Conquering the world

BM Management have been around a lot longer than most people think, and are in more locations than you would imagine. This success has however not come through chance, but is the result of almost 40 years in the printing industry.

MANAGING director, Brian Moore, started his association with Africa in 1967 when he invented the Marathon Plate in Leeds, UK, and the product was exported via Coates Bros to Southern Africa. 'In 1970 I left the UK, and formed a litho chemical company in Southern Africa. The original company was Photo Litho Products (PLP) in Salisbury Rhodesia, and it was the first lithographic plate producer in Africa.'

When it was decided to expand into Africa Moore initially joined forces with the 3M company, that withdrew due to the political climate at that time, and formed Photo Litho Durban (PLD). This was closely followed by the formation of Photo Litho Transvaal, now Photo Litho Technologies (PLT), with Nick Richards. 'These three companies could now adequately cover the Southern African region, and operations grew quickly thereby necessitating the formation of a manufacturing company in Johannesburg called B.M. Management'.

Here they produced the patented product two in one fountain solution which was a world first, and enabled a printer to use the presses with only one doser, with the other doser becoming obsolete. 'This idea caught on quickly, and the two in one solution is currently used extensively in South Africa, and is exported via a further company called B.M. Management Durban to Australia, New Zealand, UK, and Germany. This also resulted in a depot being used in Milton Keynes U.K. which is called B.M.M Print.'

With an established footprint in Southern Africa, Moore says that they are looking further afield to expand their markets into the European sphere. 'This could be especially lucrative if our currency is weak. We have noticed, since independence in 1994, that many overseas products are finding their way onto our market, and we can match the quality, and we are less expensive because of their strong currencies. When a lot of companies pulled out of South Africa the currency was as low as ZAR1.70 to the British Pound. Now they are returning with an exchange rate of about 13 to one.'



Going forward, Moore says that B.M. Management will continue to expand in order to leverage all the opportunities that arise. 'Three new plants in the last 13 years show our intentions. We are constantly being asked to manufacture overseas but, with the advantages that South Africa has to offer, we find it better to consolidate in Africa, and being on a port like Durban we can cheaply, and quickly put 20 tons of product into any given country. We have good loading facilities in Durban which we also use when we import products which we can unloaded directly into our Durban factory storage area.'

All these aspects gives one piece of mind when doing business with B.M. Management, and its related companies. With 30 years of intensive chemical research, and production experience, coupled to an extensive range of high quality lithographic chemicals, customers are in good hands. 'We are continually extending our range, and now supply consumables like sponges, spray powders, and have recently got together with Marott Graphics in the UK to supply MAN Roland approved PRESSGUARD. B.M Management has come a long way in Africa, and will endeavour to serve the markets for many more years to come.' x

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