



20 May 2022

RE: Counterfeit Bearings

Dear Valued Customer

As you would have seen recently on social media and in the press, there are unscrupulous traders and resellers of products that are either fake - or illicit products sourced through the grey market from dealers in The East.

Recently, there was also a considerable discovery of 1000's of counterfeit bearings in Johannesburg.

BMG, as the leading bearings supplier on the continent, wish to reassure our customers about the quality of products procured from BMG. In many cases, BMG is the exclusive or preferred distributors of world class engineering products and services and the company has full support from the OEM manufacturers and Principle brand owners.

We source only genuine product through approved channels and we rely heavily on our partnerships with these brands to bring you the Quality Components, Technical expertise and Exceptional customer service you are accustomed to.

As approved distributors of NSK branded products in the African markets, we can assure you that all products procured through our branch network and AME empowered distributors, are 100% genuine and sourced through approved channels.

Accordingly, we are working together with OEM manufacturers like NSK to protect both the brand, the market and indeed, our customers.

As a proud member of the World Bearings Association (WBA), in conjunction with bearing manufacturers globally, an app was developed, which enables the identification of counterfeit product by simply scanning the QR codes on packaging - the link for this is www.stopfakebearings.com

When sourcing product from non-authorised suppliers, and in the absence of these four key considerations, you need to question the legitimacy of the product;

- Price - how does the price point compare to the market? As the saying goes, if it's too good to true, it probably is. This could also indicate reconditioned or faulty components.
- Packaging - does the packaging carry the correct logo, markings, branding, stickers, holograms, bar coding and manufacturer codes/dates? These can only be verified by the manufacturer.



- Etchings - does the product have the correct part number etched onto it? And are the markings consistent with those from that particular manufacturer's font/style, way of marking, factory details and dates of manufacture?
- Quality - how does the machining appear? I.e.: cage material, grinding marks, quality of finishing, etc.

What do you do if you suspect fake bearings?

- Contact BMG and report your findings. We will liaise with the overseas bearings manufacturers and they will in turn work with legal teams and law enforcement - as was the case this past weekend. Please provide the following where possible;
 - Copies of invoices showing price and where purchased
 - A sample of the purchased product - we will test for validity
 - Photographs of the product and packaging, showing the part number, brand and any markings
 - Our practice is not to engage with the suspected trader, as evidence could be compromised

BMG will always participate and work with law enforcement - as we've done so in the past on four separate occasions in collaboration multiple world leading bearings brands.

If in doubt, please reach out to your BMG representative.

Kind Regards

A handwritten signature in dark ink, appearing to read 'RB', enclosed within a large, horizontal oval loop.

Robin Briggs

Managing Director

BMG