

# Pyrotec PackMark expands into Botswana

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Committed to its customers, and in line with its goals to expand into sub-Saharan Africa, Pyrotec PackMark, a Pyrotec brand, has confirmed the appointment of a distributor in Botswana.

Pyrotec has a national South African footprint with centres in the Western Cape, Gauteng, KwaZulu-Natal, the Eastern Cape and Mpumalanga, as well as a recently appointed distributor in Zimbabwe. Now, continuing with its strategic expansion plan, Pyrotec PackMark has appointed IK&N Trading as its sole distributor in Botswana.

IK&N Trading, owned by Victor Maunze, has a solid track record and a renowned reputation for service excellence in both the industrial and domestic electrical installation markets. "Our expertise, strong market position, and unmitigated focus on customer service is what provided Pyrotec PackMark with the confidence to appoint us as its sole distributor," says Maunze.

Pyrotec's Managing Director, Rowan Beattie, adds: "We are delighted to partner with IK&N Trading in Botswana. The company is not only highly regarded in the region but also shares our commitment to expertise and innovation, which is backed up by its longevity in the marketplace and its focus on providing service excellence."



*Sealing the deal for Pyrotec PackMark's Botswana distributor is Rowan Beattie, Pyrotec's Managing Director; Victor Maunze, IK&N's owner; Farai Zinyama, IK&N's sales and technical manager; and Brandon Pearce, Pyrotec PackMark's General Manager.*

Another deal clincher was that Farai Zinyama, IK&N's sales and technical manager, has sound coding experience and is well placed to look after Pyrotec PackMark's local customers.

Pyrotec PackMark's identification products include machinery (coding and labelling, variable numbering), software (CoLOS® networking software from Markem-Imaje, track and trace), accessories (barcode readers, mark and read verification, conveyers), and consumables (inks, additives, thermal transfer ribbons, spares). Based on a strong track record, Pyrotec PackMark has been the exclusive southern African distributor for the very latest hardware from international industry leaders such as Markem-Imaje, ALTech and Harland Machine Systems, as well as a selection of other brands.

In addition to selling and distributing all of Pyrotec PackMark's equipment, IK&N Trading provides technical support and its services extend to installations, training, maintenance and repairs, all supported by service level agreements and project management capabilities. Field support is provided by highly skilled technicians and a workshop fitted with tools and equipment to facilitate the independent repair and replacement of local customers' equipment.

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## Pyrotec



Pyrotec is a proudly South African company with its focus aimed firmly on the future. Its five brands - Pyrotec PackMark, Pyrotec PackMedia, Pyrotec PackLink, Pyrotec PackWorx and Pyrotec Finance - make this an industry-leading company that specialises in a comprehensive range of coding and labelling equipment, on-pack informational and promotional devices, merchandising solutions, development and manufacturing of automated systems for the packaging and manufacturing industry and making finance options available to customers. Pyrotec's software offering ensures product integrity, optimises coding activities, and helps secure centralised data management systems and label tracking systems.

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