New Chinese aftersales contract
with great potential

Hamworthy Pumps has entered into a major framework agreement with a Chinese offshore giant.

Hamworthy Pumps

catch the waves

Hamworthy Pumps has entered into its first aftersales framework agreement in the Greater China region. The clients is a very large offshore company.

The client has a wide range of Hamworthy pumps installed in its fleet of vessels and prefers buying original spares straight from the manufacturer. The framework agreement applies to cargo oil pumps, ballast pumps as well as spare parts.

The agreement also applies to other activities within the group business, such as production and construction.
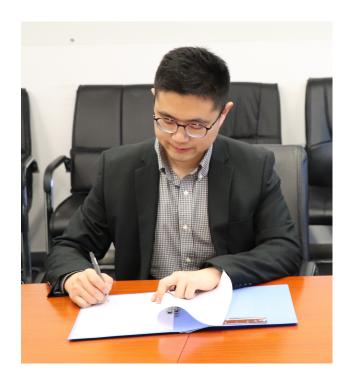
"With this agreement, the client has chosen Hamworthy Pumps as a partner, not only for aftersales but also for new builds for their group business. We've secured this contract because Hamworthy Pumps is a reliable partner, known for its genuine, high-quality spare parts, timely delivery and high level of service," says Regional Sales Manager, Peter Xu, Aftersales, Greater China Region at Hamworthy Pumps.

Three FPSO's have been included in the contract as a start, but the agreement is not limited to these specific vessels.

Setup is crucial
Hamworthy Pumps has extensive experience with this type of framework agreement. Recently, the company entered into a major seven-year contract with Babcock International Group. Service agreements at this level are only possible because Hamworthy Pumps' service department offers a wide range of repair and maintenance services, from rapid OEM spare part supply and immediate repairs to on-site training and monitoring.

Peter Xu also says that Hamworthy Pumps was selected due to an effective delivery channel, the pricing and delivery time of spares, product selection, technical information provision, technical clarification, on-site inspection, and major technical support.

Want to know more?
Read all about our service business:
https://www.hamworthy-pumps.com/services/

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