

Date: 20 February, 2015

FISHER OFFSHORE EXPANDS PARTNERSHIP WITH INGERSOLL RAND IN MALAYSIA

A north-east energy industry specialist has extended its relationship with one of the world's leading suppliers of industrial equipment following a recent successful expansion into Asia.

Fisher Offshore is already the UK's largest provider of Ingersoll Rand winches, hoists and air powered tools and will now be the sole distributor for its material handling product line in Malaysia.

The company, which was a finalist in the company of the year category at the recent Subsea UK Awards, will administer the new product line from its operations centre and workshop in Labuan and its offices in Singapore after it established a permanent presence within the region last year.

With a range of equipment and personnel already mobilised throughout the world, Fisher's expansion into Asia is designed to support rapid response to client requirements in the region.

Jack Davidson, managing director of Fisher Offshore, is delighted to enhance the company's offering, something that he believes will compliment Fisher's existing activities in Asia.

He said: "Fisher Offshore has had a successful working relationship with Ingersoll Rand for a number of years and we're delighted to extend this further by becoming its sole distributor in Malaysia.

"We made the decision to establish a permanent presence within Asia last year having been active in the region previously and throughout the last six months, we've been putting in place the foundations for future growth within the region. This extension of our partnership with Ingersoll Rand is set to be another key component of our overseas activity.

"Fisher's strength lies in being able to combine our specialist services, products, personnel and skills into a package of which our clients, both in the UK and in the Far East, can benefit from. Our ambitious growth strategy very much underpins our focus on continuing to provide reliable integrated solutions to the energy industry."

Kevin Lever, sales manager at Ingersoll Rand, said: "This is a great development by Fisher Offshore and is in line with our strategy to expand our market coverage in areas where we have no or little representation. We are very much looking forward to working with the company in Malaysia."

Part of James Fisher and Sons plc, Fisher Offshore offers fully integrated engineered solutions to the offshore, subsea and marine industries alongside a comprehensive range of equipment for rental and sale, including but not limited to: winches and hoists, marine cranes and deck machinery, subsea hydraulic tooling, breathing air compressors, handling systems, deck equipment, offshore pumps and powered umbilical reels.

The company also provides precision engineering and fabrication services and is an authorised distributor, training provider and service centre for Ingersoll Rand equipment. For further information, visit www.fisheroffshore.com

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