



Press Release

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WESTERMANS REFURBISHED WELDING EQUIPMENT SUPPLY CONTINUES TO GROW
WORLDWIDE

The benefits associated with the supply of refurbished welding equipment from Westermans International Ltd. have now become well-established on a global scale. The Leicestershire-based organisation, which sources, renovates and supplies a vast range of welding and associated units, has built on its extensive UK and European sales by making the service available to a truly international market. The company highlights a key customer in China by way of example –

“We have developed an excellent working relationship with the Shenyang Welding Equipment Company in Shenyang which sells and leases a long list of new and refurbished pipe engineering tools and machinery to industries ranging from semi-conductor manufacturing to the pharmaceutical sector,” says Claire Spillane, Company Secretary at Westermans International. “Their ability to meet their customers’ requirements – both to order and via Shenyang Welding Equipment’s own stockholding – has allowed us to provide specific purpose-designed equipment that delivers in terms of both performance and cost.”

Orbital welding equipment, which typically provides tube-to-tube fusion welding, is highlighted by Westermans as one of the main types of unit supplied. Providing high quality results, Westermans can supply systems to accommodate tube welding needs to match diverse dimensions and materials, all at a fraction of the cost of comparable new equipment. The result is savings which Shenyang Welding Equipment can then pass on to its own customers, thus enhancing its competitiveness.

“AMI units have proven to be particularly popular in the Asian market and have become a key element of our supply service to Shenyang Welding Equipment,” continues Claire Spillane. “In all cases, we were able to react very quickly to the company’s ordering needs – and, of course, those of its markets – which itself can often be as important as the savings in cost that can be achieved.”

With the benefit of Shenyang Welding Equipment’s extensive, specialist experience, it is an ideal combination of reliable, cost-effective supply and proven equipment from the UK, and installation and support capability in China.

“Westermans are not only able to provide highly cost effective machines but also a professional service and advice from which we have benefited from the beginning of our relationship,” comments Link Lee at Shenyang Welding Equipment Company. “The supply of two units, for example, for use in a project in Xian with a supply requirement of just 20 days, was fully met by Westermans – half the time required for a new unit to have been made available directly by the manufacturer. In every case, the equipment has performed reliably and to a high standard, and we are delighted to have been able to work with Westermans and to develop a supply partnership where both companies share common values for performance and delivery,” he concludes.

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Issued on behalf of –

Westermans International Ltd.

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