



OCEANIA POWER
& SOLUTIONS

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Press Release

Oceania Power & Solution Appointed Distributor for Mitsubishi Heavy Industries Marine Engines

Perth-based Oceania Power & Solutions (OPS) is pleased to announce its appointment as distributor for Mitsubishi Heavy Industries (MHI) marine engines in Australia.

OPS was formed recently by local company Filter Discounters together with two Singaporean partners – Soon Aik Group and Mr Sam Chua.

Filter Discounters is a Perth based filter and engine parts business which has had a long-standing relationship with Soon Aik Group – a privately owned Singaporean group specialising in automotive and industrial products. Mr Chua has previously worked for more than 13 years in a marine engine distribution business that included MHI marine engines in SE Asia.

Filter Discounters director Nick Flavel said the appointment of OPS as distributor for MHI in Australia was the result of the company's relationship with Soon Aik Group which had in turn introduced it to Mr Chua who has a strong track record in the sale of MHI's marine engines.

"OPS brings together two businesses which have a very strong background in parts together with Mr Chua who has strong knowledge of the MHI marine engine range and experience with the product in the Asian region" said Mr Flavel.

OPS identified the opportunity to work with MHI in Australia earlier this year with an engine range that until now had been unrepresented in Australia.

"The MHI marine engine range is very strong in the Japanese and south east Asian markets and is regarded as one of the premier mechanical engine packages. There is a high premium placed on the Japanese heritage of the engine in Asian markets and our early feedback from the Australian market tells us there will be strong demand for the engine here as well" said Mr Chua.



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“We recognised that the Australian market place is highly sophisticated and demanding and the back-up sales and service support is extremely important. We have two partners in the business in Filter Discounters and Soon Aik who understand the parts business and can support our MHI engine customers from their bases in Perth and Brisbane. We are also building our engineering team and working with experienced service partners to support all MHI engines in service”.

“We are very excited to appoint and welcome our latest distributor, Oceania Power & Solutions to represent Mitsubishi marine engines in the Australia market. We are confident that their customer oriented approach will win over many admirers of our engines” said Mr Dai Murayama, General Manager of Mitsubishi Heavy Industries Engine System Asia.

OPS will offer MHI marine engines packaged with gearboxes from another Japanese company, Hitachi-Nico, or another recognised product of the customer’s choosing.

“The engines will be particularly well suited to fishing vessels, work boats and passenger ferry boats and we will be actively pursuing the re-power and new build markets”.

Besides propulsion system, OPS also offers marine generating sets from 30kva to 345kva range and auxiliary equipment like water treatment and oil treatment units as well as related components.

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