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## OPS TO DISTRIBUTE MHI MARINE ENGINES

Perth-based Oceania Power & Solutions (OPS) has been appointed as distributor for Mitsubishi Heavy Industries (MHI) marine engines in Australia.

"We are excited to appoint and welcome our latest distributor, OPS to represent Mitsubishi marine engines in the Australia market," said Mitsubishi's Dai Murayama. "We are confident their customer oriented approach will win over many admirers of our engines."

OPS was formed by Filter Discounters, a Perth-based filter and engine parts business, together with two Singaporean partners: Soon Aik Group and Sam Chua.

Filter Discounters director Nick Flavel said the appointment was the result of the company's relationship with Soon Aik Group which had in turn introduced it to 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," Flavel said.

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 SE 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 tells us there will be strong demand for the engine here as well," Chua said.

The MHI marine engine

line-up spans 13 models, with outputs ranging from the 250 to 1600kW.

"The engines will be well-suited to fishing vessels, workboats and passenger ferry boats and we will be actively pursuing the repower and new-build markets," Chua commented.

"We recognised that the Australian market place is highly sophisticated and demanding and the backup 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."

OPS will offer MHI engines with gearboxes from Hitachi-Nico, or another product of the customer's choosing. Also on offer from OPS are gensets and auxiliary equipment like water and oil treatment as well as related components.



MHI's S6B3-MPTK model produces 368kW (500hp).



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## Farewell to Tobruk

RFA *Tobruk* (above) has been decommissioned in Sydney, ending more than 34 years of service for the ship which provided humanitarian aid and disaster relief as well as

an amphibious heavy-lift capability to the Australian Defence Force.

Commissioned in April 1981, *Tobruk* was designed for combined Navy and Army amphibious

operations. The ship is a multipurpose troop and heavy-vehicle carrier and includes facilities for bow and stern loading, beaching, a drive-through capacity and inter-deck

transfers via ramps. *Tobruk* provided service and contributed to operations in Somalia, East Timor and the Solomon Islands, and conducted extensive work both in Australia and around the South West Pacific. This included supporting numerous humanitarian aid and disaster missions in the Pacific and Philippines and undertaking active service in Africa as part of Operation SOLACE, as well as operations in East Timor and the Middle East.

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