

# Compressors

Sperre  
opens  
sales and service  
office in China



欢迎来到中国斯贝利公司

# Buy genuine spare parts from Sperre China



Arnstein Kvernevik,  
Aftersales Manager,  
Sperre Industri AS.

Sperre has supplied products to the Chinese shipbuilding industry since 1986. At the beginning we worked with Marinequip in Hong Kong as our agent. But as our products became more and more popular, we saw the need for an agent with a stronger focus on Sperre, so we helped Mr Fan Yu Tsang to open his agency in Hong Kong: Wilson Vik Limited.

As the activity at Chinese shipyards increased dramatically through the years, Mr Tsang decided to relocate his office to Shanghai in 1997.

Now Sperre needs its own representation in China.

We supply our equipment to more than 40 shipyards all over China. We need a full-time presence so that we can provide top-quality service to our customers.

We manufacture all our products in Norway, so the time difference is also a factor.

Mr Tsang, who has served as our agent for the past 20 years, is running our main office in Shanghai, and he has hand-picked a highly skilled team for our new sister company: Sperre China.

We welcome our new colleagues and wish them every success in the future.

## Welcome to our new sales and service office in Shanghai

Sperre China has been operational since March this year, with our agent through 20 years, Mr Fan Yu Tsang, as General Manager.

To serve the many shipyards in the area, 5 people work at the Shanghai office, and one person serves the northern regions from an office in Dalian.

During this year we also plan to offer a full stock of spare parts in Shanghai, making our popular...

### ...spare part kits available from Sperre China

- All products manufactured in Norway
- Installation instructions enclosed
- Already customs-cleared
- Payment in local currency



**Mr Tsang, Fan-Yu (F.Y.)**

General Manager  
(Diploma, Marine Engineer, Diploma in International Trade)

Sailing for 8 years, 20 years' experience with SPERRE products for China.



**Ms Lu, Jin-Qian (Jasmine)**

Finance Manager (CPA)

10 years' experience in finance and accounting with overseas enterprise.



**Mr Zhao, Li-Zhong (George)**

Sales and Service Engineer  
(3rd Engineer)

7 years' sailing experience.



**Mr Gou, Jian Jun (Gordon)**

Service and Sales Engineer  
(2nd Engineer)

7 years' sailing experience.



**Mr Zhao, Qin-Hui (John)**

Sales Executive located in Dalian  
(Diploma in Foreign Trade)

7 years' experience in shipyard purchasing.



**Ms Sun, Na (Nana)**

Secretary

5 years' office experience.  
Responsible for handling drawings and certificates.

## Sperre is a major supplier to the Chinese shipbuilding industry

Sperre has become one of the main suppliers of starting air compressors to Chinese shipyards. Ship owners from all over the world prefer Sperre compressors.

With our new office in Shanghai we are able to offer even better follow-up and assistance to our important customers.



Sperre China: Eldar Bjørge, Chairman of the Board and Fan Yu Tsang, General Manager, inspect the Sperre shipment at New Century Shipyard (NCS).

# Compressors

## Meet us at Marintech China in Shanghai

27-30 November 2007

Stand no. 1E31

(Norwegian Pavilion)

Our sales team will be pleased to help you with any queries.

See our maintenance kits with installation instructions.

Drop your business card at our booth to enter our lucky draw. **You might win a Norwegian souvenir.**



*Sperre's stand at Marintech China 2005.*

The Sperre concept –  
Direct customer contact

# GO DIRECT

Updated spare part kit catalogue at  
**[www.sperre.com/kit](http://www.sperre.com/kit)**

Find your compressor type and download your kit catalogue.

**Genuine Sperre spare parts at these addresses only:**

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www.sperre.com

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