

Press Release

J.D. NEUHAUS Group signs a long term service partnership with Sparrows Group for the Middle East Market

Date: 11.08.2020

J.D Neuhaus Group has signed a long-term exclusive Original Equipment Manufacturer (OEM) partnership agreement with Sparrows Group for the Middle East Market.

The German family owned manufacturer has approved Sparrows as the service provider for its hoist equipment, including for new hoists, service projects and spare parts. Established 275 years ago, JDN is the largest provider of air hoists to the offshore oil and gas industry. Its products are currently used in over 70 different sectors with 80% of its hydraulic and pneumatic hoists and crane systems exported to and 90 countries worldwide.

Sparrows expertise in lifting equipment and local presence in the Middle East will extend JDN's presence into the region. As well as servicing the region's offshore oil and gas sector, the two companies will target its onshore industries including automotive, pharmaceutical, food and mining.

All JDN product enquiries in the Middle East will be handled by Sparrows with equipment repair and servicing carried out from its workshop facilities in Saudi Arabia, Abu Dhabi and Qatar. Eighteen of the company's technicians in the region will receive full JDN hoist equipment training by the end of October.

Wilfried Neuhaus-Galladé, Managing Director of J.D. Neuhaus Group said: "This partnership is an important milestone for bringing our solutions closer to our customers in the Region. Sparrows Group are a 1st Class Global Service provider to many industries and we are excited about the future and working with them in the Middle East."

Steve Walker, Managing Director of J.D. Neuhaus UK and also the responsible person for the region adds "Sparrows already has an excellent reputation for customer services in the energy industry and we know that many of our customers trust them. These existing relationships combined with their local footprint enables us to expand into the region. Our experience in different sectors supports Sparrows' diversification strategy and we look forward to working together as we grow both businesses."

Stewart Mitchell, chief executive officer of Sparrows said: "JDN is one of the most well-respected and longest standing family run businesses in the world and we are very pleased to be chosen as their sole OEM services provider in the Middle East for their hoist equipment. Until now, many companies have

been unable to source JDN's OEM parts in-country. Our partnership provides customers with easy access to the equipment they need and the full assurance that they are working with an approved supplier to help extend the lifecycle of their hoists.

www.jdngroup.com

Ends:

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With over 200 employees across the group, J D Neuhaus GmbH & Co. manufactures pneumatically and hydraulically-operated hoists and crane systems up to 115 tonne capacity from its state-of-the-art facility in Witten, Germany. This globally unique specialisation means that J.D. Neuhaus has set the quality standard for the market, a move that has seen the company become the established global leader in its technology field with customers in more than 90 countries worldwide.

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