

# Sullair Australia and Hitachi Construction Machinery (Australia) announce collaboration in the Northern Territory and Western Australia

25 August, 2020



NT and WA customers will now be able to access Sullair Australia's portable air compressors and on ground technical support through a partnership with Hitachi Construction Machinery (Australia) Pty Ltd (HCA).

Sullair portable compressed air products and servicing are now available for purchase and servicing in the Northern Territory and in Western Australia through partnership with Hitachi Construction Machinery through their Darwin branch. Mr Tony Pilbrow, General Manager, Western Region of HCA, comments "It's a great turnkey solution to meet our HCA and Sullair customers' needs, and we're proud to be able to bring this collaboration to the NT".

NT and WA customers will now be supported locally, and will have access to on-ground support and service for their compressors. Sullair customers in the NT will benefit from access to HCA's 24/7 call centre support and increased responsiveness from both service engineers and sales staff. Mr Paul McClintock, Northern Territory Branch Manager of HCA in Darwin explains that "customers will have shorter wait times when fulfilling orders or service requests because the support is all close to home".

Both Sullair Australia and Hitachi Construction Machinery are well-established businesses that have been working in Australia for over 50 years. Mr Gareth Spencer, WA/NT/SA Regional Sales Manager at Sullair Australia, mentions that that both companies have looked forward to this for some time, and that "Sullair hasn't had the opportunity to have a presence in the NT until now, but this solution can finally allow customers to buy local and be supported locally too". Mr Spencer adds that "Sullair portable compressors are engineered to withstand harsh conditions, which makes them highly suitable for work in the Northern Territory".

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**Sullair Australia**, a Hitachi Group Company, is a global leader in oil-free and oil-injected air compressors and related products that delivers robust, reliable, and energy efficient compressed air solutions for commercial and industrial purposes. Sullair comprises Champion, ShopTek, Hitachi, and Sullair product brands and has over 40 years of experience in the Australian market. Sullair works with some of Australia's most prominent brands across manufacturing, mining, food & beverage, medicine, engineering, and utilities.



**Hitachi Construction Machinery (Australia) Pty Ltd (HCA)** is a subsidiary of Hitachi Construction Machinery Co., Ltd. (Japan) established in 1949, and a leading global manufacturer of Hitachi branded mining and construction equipment. HCA is a part of the global and diversified Hitachi Group, one of the world's largest companies and a leading researcher and manufacturer of new technologies across a diverse range of industries.

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