Imtech Marine and Furuno extend exclusive contracts

June 28, 2013

Imtech Marine and Furuno signed a three-year extension of most of their exclusive contracts to mark the 50th anniversary of their strategic partnership.

Both companies also agreed to explore ways of extending their cooperation to new opportunities worldwide.

Over the years, thousands of vessels have used Furuno equipment that has been sold, maintained and serviced by Imtech Marine.

Imtech Marine, headquartered in Rotterdam, exclusively represents Furuno in the Netherlands, Belgium, Portugal, South Africa, Egypt, United Arab Emirates (UAE), Curacao, Trinidad & Tobago, Hong Kong and in a number of allocated shipyards in China. Most agreements have now been extended until 2017.

Imtech Marine already services parts of West and East Africa for Japan-based Furuno, further cooperation is being explored in Africa.

Imtech Marine offers a range of Furuno’s navigation and communications portfolio. Additionally, Furuno has developed, in cooperation with and on behalf of Imtech Marine, the RHRS-2014 OEM river radar for the inland shipping market.

Eric van den Adel, managing director of Imtech Marine, said: “Furuno is a vital part of our portfolio. We not only sell, install and commission the equipment, we also consult and advise and we service the equipment around the globe.”

Muneyuki Koike, managing director of Furuno Electric Co., said: “Our products and solutions together with a powerful sales force and a fully capable service team of Imtech Marine have been working in tandem on a number of projects worldwide, and we have succeeded in achieving customer satisfaction from the industry together.

“Looking back what we have contributed to the industry, it is our natural selection of the course that the amicable working relations between the two companies should continue and be further extended in the future.”