POWER SOLUTION SHANGHAI (PSS, MASTERVOLT CHINA) AND MASTERVOLT WORK TOGETHER TO ESTABLISH UNIQUE TRAINING PROGRAM FOR THE CHINESE OEM MARKET AND DEVELOP PROFESSIONAL WORKING RELATIONSHIPS

Sunny Sun, Director of PSS, and Erik van Wilsum Commercial Manager (APAC & ME regions) for Mastervolt organized a 4 day professional product training and workshop for the Chinese OEM market and its dealer network. A large group of engineers and purchasers from different yards participated in this unique training for China.

The training consisted of an overview of the complete product portfolio and also technical training and practical interaction with the products. The presentations and workshops were conducted in the Chinese language, in order to enhance the understanding of all the benefits, the installation options and quality differences. This is something Mastervolt would not have been able to achieve without PSS as a local partner.

Sunny Sun commented; “Normally a training of this magnitude is not possible in China because of the simple fact that many OEM yards will not pay the participants if they do not work at the yard and participants would need to pay for the training costs themselves.” However, PSS and Mastervolt have worked together to organise these training sessions for the first time, as they have convinced OEM yards to understand the system approach of the Mastervolt product range and the need of optimizing service and after sales.

Mastervolt’s Erik van Wilsum said; “This training is the next step in the close cooperation between PSS and the OEM yards in China. OEM yards start to understand the need for quality power products from a worldwide supplier with a worldwide service network.”
The training sessions have focused on the central region of China, with more planned for the North and South regions.

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Notes for editors
Mastervolt is part of the Actuant Corporation, a US$ 1.5 billion diversified industrial company based in Menomonee Falls, Wisconsin, USA. Actuant is comprised of four main divisions, Industrial, Energy, Electrical and Engineered Solutions. The Electrical division where Mastervolt resides includes a number of marine-related electrical specialists, such as New Zealand-based BEP Marine, which manufactures DC switches and panels, and Marinco, the premier manufacturer of electrical and harsh environment solutions for a variety of worldwide markets. Actuant has active product development programs within its many industries including those for Marine OEM and harsh environment (industrial, medical, theatrical, etc) markets. Mastervolt, combined with Actuant, has strengthened the collective innovative capabilities and global distribution network to serve customers around the world.

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