

STAMFORD®



Marine

Case History

Offshore Oil & Gas Vessel,
FS Aquarius

Where:

Peterhead, Scotland

Specified:

1 x **STAMFORD®** PM7 alternator

Purpose:

Replacement marine certified alternator required immediately due to the failure of a non-**STAMFORD®** machine onboard the FS Aquarius.

Quick response helps Fletcher Shipping stay competitive

When offshore supply experts Fletcher Shipping Ltd suffered unexpected downtime with their vessel, they turned to the **STAMFORD®** brand to get sailing again.



The FS Aquarius in action



Inside the engine room with a new **STAMFORD®** PM7

Working in one of the world's most challenging marine environments, Fletcher Shipping provides flexible services to the offshore supply sector. Led by a management team with vast experience, Fletcher Shipping focus their service on quick response times to effectively meet the needs of customers.

Their primary ship, the FS Aquarius, is a highly manoeuvrable and technically advanced offshore supply vessel. Specifically designed to support oil and gas exploration and production, the FS Aquarius is consistently on a busy schedule making trips from Scotland to the North Sea every two to three days. The power runs for approximately 550 hours each month; the cargo pumping systems are electrically driven and the main transverse thrusters are too.

So when the FS Aquarius suffered an unanticipated alternator failure, a rapid service response was needed to minimise the unexpected downtime. The lead-time of three weeks quoted for a non-**STAMFORD®** replacement would have sidelined the vessel for a prolonged period, bringing all projects to a costly halt. Concerned about the effect it would have on their business, finding a better solution was a necessity for Fletcher Shipping.

Having experienced such problems before and understandably keen to avoid the situation again, they took the decision to invest in an industry leading **STAMFORD®** alternator, safe in the knowledge that it would provide great value and reliability over the lifetime of the product. A phone call to **NEWAGE® | STAMFORD® | AvK®** followed.

*Going on word of mouth recommendations, we chose **STAMFORD®** in the hope it could deliver for us. We were aware that **STAMFORD®** alternators run for years, but more importantly, the way they responded to our urgent needs was outstanding.*

NEWAGE® | STAMFORD® | AvK® quickly understood what the key priority for Fletcher Shipping was: responsiveness. The commercial and applications teams got into action to find a solution that meant the vessel could get back into action as quickly as possible.

A marine certified **STAMFORD®** PM7, with an electrical generating capacity of 2,155 kVA, was delivered and installed within three days, ensuring the ship was fully operational and back serving its customers in the North Sea. Working with the customer in this way, **NEWAGE® | STAMFORD® | AvK®** helped to minimise lost revenue and disruption for its new customer.

For more information on the full range of

NEWAGE® | STAMFORD® | AvK®

products and services visit:

www.stamford-avk.com



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