

NEWS



Sabco chooses Hydratight for major contract

Hydratight Saudi Arabia has secured a new five-year contract to provide the bulk of on-site machining and bolting services to Sabco Services Ltd, the service arm of the Saudi Basic Industries Company, and its affiliates throughout the region.

Hydratight had been Sabco's largest & preferred controlled bolting & OSM provider for four years and strongly contested its position to retain and extend this major contract. This included key presentations to key SSL management - many of whom were new to Sabco and not fully aware of Hydratight's existing track record.

"We pointed out how much the company has grown in the region in the last couple of years and how much we have invested here, to prove our commitment," explained senior sales engineer Mr Ganesan Sriram.

"We focused particularly on our OSM capability, which frankly is second to none. Sabco recognised our expertise and the jobs we were already doing: that is what won us the new term."

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