

# Spanish pump-manufacturer visit proves a success

**South Africa's Vesconite reflects on a recent trip to Spain**

A recent trip to the Spanish pump manufacturers by bushings and wear material supplier Vesconite has resulted in several large orders of bushing material.

This is according to Vesconite technical sales representative Phillip de Villiers, who is spearheading the company's European pumps business.

"This month we received orders for considerable sums," he notes.

"One company ordered stock material of extra-large bushings that it will machine into wear rings for its own use, while another ordered bushing material to machine into bushings for its original-equipment-manufacturer pumps."

De Villiers, together with European branch head Matthew Davey and company Chairperson Dr. Jean-Patrick Leger, visited four large Spanish pump companies in late March 2018.

These companies were located throughout Spain, so the visit involved travel from Valencia, in the south of the country, through to Bilbao, in the north of the country.

"The Spanish pump industry is sizeable and the companies we visited serve both the local Spanish market and the global market," De Villiers comments.

"The companies appreciated our input and our assistance with technical enquiries. They were also impressed that our CEO visited and was able to provide additional insight into our bushings and how they would prolong the life of pumps."

The Spanish companies were enthusiastic about the use of the low-friction self-lubricating polymer Vesconite Hilube in various pumps, and spoke passionately about



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their production of vertical turbine pumps for Spanish desalination plants, among other projects.

De Villiers is excited about the results from the March Spanish visit, which builds on a previous successful visit to Spanish pump manufacturers in July 2017.

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