

One of Scotland's largest hydraulics businesses gets larger

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Gordon Telfer, managing director, Norson Power

Following the management buy-out of Norson Power from Norson Group in May 2007, Norson Power has experienced rapid growth.

The Aberdeen-based business, which is one of the most recognised names in hydraulics, has seen turnover rise from £7 million in 2006 to almost £10 million and staff numbers increase from 44 to 62.

Among the new starts are a sales manager and senior applications engineer who will focus on developing a new stream of business in the rapidly-growing subsea oil and gas sector. Norson aims to take its hydraulics experience into the manufacture of subsea control systems.

The hose and fittings business alone has grown to £2 million from a standing start 18 months ago. Stock in store has more than doubled since 2006

Norson Power is a major distributor of world-renowned Parker Hannifin products and launched the first Parker Store in Aberdeen last year. The company was ranked number three in Parker's Certified Fluid Connectors European distribution league.

The sales and distribution of hose and fittings has now been brought alongside the sales and distribution of hydraulic products to provide an integrated service which Norson believes is driving the rapid growth.

The company has also invested in 5,000 square feet of additional office space in their premises at Altens to accommodate the new staff and allow for future growth.

Gordon Telfer, managing director of Norson Power, said: "These exceptional results underline our confidence in the sector which led us to drive

the MBO and subsequently staff up for growth. The majority of our growth has been driven by our ability and capacity to deliver the simplest fluid connector to the most complex hydraulic system to meet the increasing global demand, particularly in oil and gas markets.

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Norson Power focuses on the design and construction of hydraulic systems, system and component maintenance and the supply of hydraulic parts. Its highly skilled workforce operates in the North Sea, the Caspian and West Africa as well as outwith the oil and gas industry in sectors such as defence, utilities and transport. ■