

NEWS

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Logan Teleflex establishes Joint Venture with specialist Chinese logistics company - KSEC

The agreement opens up new opportunities for BHS sales in China and Asia Pacific

Logan Teleflex, the world leading manufacturer and integrator of innovative baggage handling systems (BHS), has announced that it has established a significant Joint Venture with Kuming Ship Building Equipment Company (KSEC). The Joint Venture will enable airports throughout China and Asia Pacific to benefit from access to Logan Teleflex products and integration skills via a local supplier. The Joint Venture organisation will be called Kunming Logan KSEC Airport Logistics Company Ltd (Logan KSEC) and will be a 50:50 joint ownership agreement.

KSEC is a very well established and respected company based in Kunming, Yunnan Province, in south west China. The company offers high-quality manufacturing and technical capability and is staffed by highly-skilled people. KSEC recognised the BHS market in China as a natural extension to their current logistics activities. KSEC and Logan identified that a combination of products, integration skills, logistics and quality manufacturing would create a formidable, locally based provider of BHS systems to the Chinese market. This led to discussions between the parties, culminating in the Joint Venture agreement being completed by July 2008.

“KSEC is a well-known, large automated logistics business that has excellent capabilities, both in terms of production and technical skills. KSEC is undoubtedly a very good match for us. Logan Teleflex brings application, integration, control system, design and knowledge to the Joint Venture. KSEC will provide local design and engineering along with quality manufacturing to provide consistent product at competitive prices to the Chinese market. We are excited about this development as Logan KSEC firmly establishes the opportunity to bring our technology and know-how to China and further afield into the rest of Asia Pacific,” said Dave Reynolds, Sales Director, Logan Teleflex.

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Logan Teleflex has been active in China for many years. The opportunity to form a joint venture with a quality local company demonstrates the commitment to the market. Logan has already supplied major BHS systems to Chinese Airports, having recently provided its innovative Tilt Tray Sorters to Wuhan Tianhe Airport's new terminal.

Combining the JV's strengths from a local base also allows Logan Teleflex to pursue opportunities throughout Asia, supported by Logan KSEC. Together with Logan Teleflex's manufacturing and assembly facility in Hull, UK. It now puts the company in a much stronger position to provide a worldwide supply capability that is second to none.



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