



**NEWS
RELEASE**
Issued jointly by
**Unicla International
Hong Kong
and
Euroscan Europe**



19 May 2010

New alliance to target northern Europe

Two leading brands in the refrigeration and mobile air conditioning industries, Unicla and Euroscan, have formed a distribution alliance aimed specifically at greater market penetration in northern Europe.

The alliance will help Unicla International rekindle historic relationships with the transport and heavy equipment users across Europe.

Euroscan is the leading provider of business solutions in the temperature controlled transport industry. Their refrigeration monitoring system is used by major European transporters as well as key suppliers within the food and pharmaceutical industries. The company is also gaining ground as a market leader in the Middle East, USA and Asia Pacific including Australia.

Unicla, which designs and manufactures high performance air conditioning compressors for the transport, heavy mining equipment and defense industries, has reached agreement for Euroscan to distribute product to the independent aftermarket in Europe.

The marketing relationship will debut at the IAA (Internationale Automobil-Ausstellung), the largest automotive trade fair in the world for commercial vehicles in Hanover in late September, by which time Euroscan will be equipped with a range of Unicla compressors.

The marketing relationship has been made possible through a rare customer synergy. Unicla International's Director of Global Marketing and Technical Support, Mr Mark Mitchell said that Euroscan and Unicla had traditionally served the same customer base in Europe for some years.

Unicla supplies many transport companies with compressors for the smaller direct drive refrigeration units, truck air conditioning and a varied range of mining and heavy equipment applications.

"Since the move of our main plant from Japan to China, we have been aware of the need to re-ignite our customer communications in northern Europe. Euroscan is strategically placed, covering Germany, Holland, France and the Scandinavian countries, with complimentary products, making them a perfect solution for us," said Mr Mitchell.

CEO of Euroscan, Mr Ron Quaedvlieg said, "This marketing relationship is a natural fit for us. All of our customers can expect to see a bright new Euroscan look at the IAA show in September.

"It will incorporate a new range of Unicla compressors, focusing on transport refrigeration,

trucks and tractors and other heavy equipment. Once we get this established, the second phase will be bus and coach air conditioning system supplies,” said Mr Quaedvlieg.

“There’s no doubt that the task of fully servicing the market in Europe for Unicla, particularly the north has become more difficult within our restructured company,” said Mr Mitchell.

“Many customers want to source heavy items such as our compressors, locally, rather than waiting to have them shipped from the factory. Unicla used to ship from our factory over long distances, but the market has become used to more immediate service. Having a ready supply of stock in Holland and Germany in the hands of a professional team like Euroscan, solves that issue for us.”

ENDS

For further information, please contact:



Hong Kong

Contact: Peter Yee – Managing Director (Hong Kong)

Unit 1209-1210, 12F, Manhattan Centre
8 Kwai Cheong Rd, Kwai Chung, N.T.,
Hong Kong
Phone (852) 2401 0903
Fax (852) 2401 2509
pyee@unicla.hk
www.unicla.hk

Australia

**Contact: Mark Mitchell,
Director Global Marketing –
Technical Support (Australia)**

Unit 1/121 Olympic Circuit
SOUTHPORT QUEENSLAND
4215
AUSTRALIA
Phone +61 7 5571 1986
Fax +61 7 5528 6487
Mobile 0409 392 319
mmitchell@unicla.hk
www.unicla.hk



Netherlands

Contact: Ron Quaedvlieg CEO

Euroscan
Frederikstraat 5
6433 GK Hoensbroek
Netherlands
Phone:+31-45-5285763
Fax:+31-45-5285764
R.Quaedvlieg@euroscangroup.com