

Immediate Release

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TeamMate sets up new Asia hub

Specialist technical furniture manufacturer TeamMate has opened a new office, showroom, and factory in Penang, West Malaysia.

The new facility is set to become a strategic hub for TeamMate's business in south Asia and the Middle East, as well as delivering improved lead times and reduced shipping costs to these areas, and to their Australian hub.

David Botting, TeamMate's managing director, explains, "We have developed our Penang office and factory to take advantage of the strong economic growth in Malaysia. The factory will share similar machinery to our UK and European hub in Fife, meaning, for example, that CAD drawings can be shared between the centres."

"However, the products coming out of Penang will use different materials. We have to take account of climatic differences in the areas Penang is serving. For instance, humidity is much higher in the Asian markets. The steel will go through different processes to ensure it can withstand higher moisture content in the air."

The new factory already has a huge success under its belt. TeamMate products have been central to the development of Newcastle University's Edu City in Johor Bahru.

This campus will provide undergraduate degrees in Medicine and Biomedical Sciences, with study programmes identical to those offered in the UK. It means students can gain a reputable UK degree at a much reduced cost. TeamMate lecterns are being provided from the Penang plant in time for the opening later this year.

According to Botting, the company is also in negotiation with many private universities and large corporate organisations within the region, with the new Malaysia facility now part of TeamMate's global growth and expansion strategy.

About TeamMate

TeamMate is designed in the UK by Performance Enclosures Ltd. A privately owned company, specialising in the design and manufacture of TeamMate "state of the art" contemporary technical furniture solutions - ergonomically designed mobile rack systems, and lecterns to the conferencing, corporate presentation, and higher education markets. Designs have evolved from understanding customer's aspirations, seeking to capture the purpose and function of it's products, and with every product meticulously assembled to a tried and tested process, are more than capable of sustaining any high demand assignment. TeamMate is available worldwide through authorised distributors, reseller and integration partners across AV, IT and video conferencing market sectors.

For more information please contact :

Jeremy Stewart

Tel: +44 (0)1491 825 739

E-mail: jstewart@teammate.co.uk

Web: www.teammateworld.com

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