

## Press Release

### TALKE opens its first representative office in China

**TALKE Logistic Services advances its customer-focused strategy with this latest opening. In the future, customers in China will be able to fully utilise the complete range of services of TALKE chemical logistics.**

Huerth, September 12<sup>th</sup>, 2006. ALFRED TALKE GmbH & Co. KG headquartered in Huerth, Germany, opened its first representative office in China on September 1<sup>st</sup> 2006.

Kevin Loyens will head the new office located in Pudong, in the heart of the commercial district of Shanghai. He is currently finalising details on market entry into China in conjunction with the TALKE Logistic Solutions business unit.

The objective in setting up a TALKE representative office in China is to form a seamless bridge between the fast-paced stream of polymer production in the Middle East and the fast growing markets in Asia. TALKE is placing an increased focus on the Chinese market which is currently experiencing rapid growth.

Alfred Talke, Managing Shareholder of the TALKE Group, foresees the continuation of current activities in the Middle East with the opening of TALKE's first Asian office and a consequent implementation of the global strategy of the family-run business: "We anticipate great potential for supply chain concepts between the Middle East, Asia and Europe. Many of our European business partners have already established production locations in China, or are actively seeking to do so, and it has always been our plan to open up this new market jointly.

Kevin Loyens brings several years of experience working within the logistics industry in Shanghai to the TALKE Group. He studied Sinology and international marketing at Leuven and Hasselt Universities in Belgium, and is highly proficient in Dutch, English, Chinese and French.

TALKE Logistic Services, with its headquarters in Huerth near Cologne, is a Full Service Logistic Provider offering liquid and dry bulk transportation as well as value-added services such as warehousing, packaging, handling and specialist technical services such as tank cleaning and vehicle repairs.

The Logistic Solutions business unit concentrates TALKE's expertise in planning, construction and operation of logistics facilities through a team of international specialists who work with the customers to develop recommendations that boost efficiency and find suitable answers to logistical challenges.

The strategy is to be the preferred logistics service provider for the chemical and petrochemical industry by offering fully customised solutions.

The TALKE Group has over 800 employees in 17 locations across Europe, the Middle East and Asia.

Photo material taken from: [www.talke.com](http://www.talke.com)

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