

Closer to customers in China



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Stepping up its presence in China, EPCOS has set up two new joint ventures with Chinese components manufacturers. The goal is to bring the company even closer to Chinese customers and provide even more comprehensive service locally.

A joint venture known as EPCOS (Xiamen) Co. Ltd. – or EPCOS (Xiamen) for short – has been set up with the Chinese conglomerate Xiamen Xindeco Co. Ltd. The new company is headquartered in Xiamen, a coastal city with 1.3 million inhabitants located 350 kilometers northeast of Hong Kong, and will manufacture aluminum electrolytic capacitors with screw terminals. These capacitors are used in applications requiring high currents, such as industrial drives and machine tools. Further applications include power supplies for IT and telecommunications, e.g. in computer centers or base stations for mobile networks.

Beijing Jones Co., Ltd., a pioneer in EMC components in China, is the partner in the second joint venture, EPCOS-Jones (Beijing) Co. Ltd. (EPCOS-Jones). The new company will manufacture EMC filters for telecom equipment, consumer and industrial electronics products, and computers and peripherals. EPCOS-Jones will be headquartered in Beijing's Economic and Technical Development Zone.

Thanks to this new joint venture, EPCOS can now offer its customers in China local research and development services in EMC as well. The range of services is also extended because customers will now have access to an EMC test lab in China. Stepping up its presence in China, EPCOS has set up two new joint ventures with Chinese components manufacturers. The goal is to bring the company even closer to Chinese customers and provide even more comprehensive service locally.



“Our new joint ventures in China will give our customers decisive cost and logistics benefits.”

MICHAEL POCSATKO

President and CEO EPCOS China Holding

EPCOS has been doing business in China for many years and now operates seven manufacturing facilities there including the two new joint ventures. Two plants in Wuxi produce SAW filters for mobile phones, multimedia and automotive electronics. EPCOS manufactures surge arresters and switching spark gaps in Xiaogan and inductive components in Hongqi. The EPCOS plant in Zhuhai makes a wide range of ceramic components as well as film capacitors for power factor correction.

Both the aluminum electrolytic capacitors made by EPCOS (Xiamen) and the EMC components made by EPCOS-Jones will be marketed exclusively via the EPCOS sales organization, which is headquartered in Hong Kong. EPCOS China has further sales offices in Beijing, Shanghai, Shenzhen, Wuxi, Xiaogan and Taipei, Taiwan.

