

Spencer® Newsmakers

SPENCER OPENS NEW BEIJING OFFICE TO STRENGTHEN RESPONSE TO CUSTOMERS IN CHINA

[The Spencer Turbine Company](#) has expanded its global presence with the opening of a new office in Beijing, China. The Spencer Blower Trading (Beijing) Co., Ltd. provides local market expertise as part of the Windsor, Connecticut-based company's strategy for a stronger, more efficient response to customers in the expanding China market. Spencer is a leader in designing and manufacturing air and gas-handling equipment for wide-ranging energy and environmental solutions across industries and applications worldwide.

Spencer's employees in its Beijing office provide local expertise to respond to sales inquiries as well as provide support for service in China. Members of the Beijing office have been trained at Spencer's world headquarters in Windsor, and also worked closely with headquarters-based staff to participate in the 2011 China Petroleum & Petrochemical Technology & Equipment Exhibition (CIPPE) in Beijing, and the 2011 IFAT international trade fair for environmental markets in Shanghai. Spencer exhibited blowers and gas boosters for applications within the chemical and petrochemical, and water and wastewater treatment markets.

The Beijing office positions Spencer to work locally to assess changing marketing requirements and cultural issues in tune with the region's business requirements. The new office expands the presence Spencer previously established through its local network of independent, Spencer-trained manufacturers' representatives in China.

Spencer also has partnerships with local China companies to provide equipment start-up, maintenance and field service support for installations in China. This group of highly skilled service personnel is Spencer factory-trained and is available to support blower or vacuum equipment service requirements. In addition, Spencer's network of component suppliers in China has first-hand knowledge of the company's various machine parts.

Spencer employees and representatives in China will continue to work closely with the company's Windsor-based sales and engineering groups. They will provide blower and vacuum equipment solutions for key applications within the environmental and water and wastewater treatment markets.

To contact Spencer's Beijing office directly, call +86 10 59636880, email china@spencer-air.com or visit their website at www.spencerturbine.cn.

"As China continues to modernize its cities, it needs to expand its environmental systems, wastewater treatment plants and other facilities where our products play an important role," said Spencer President and CEO, Michael D. Walther. "We are pleased to expand our presence in China, and we look forward to the opportunity to respond to our customers more efficiently."

Spencer Blower Trading (Beijing) Co., Ltd.
Room 706, Marco Polo Office Tower
No. 80 Anli Rd.
Chaoyang Dist., Beijing, P.R. China, 100101
Tel/Fax +86 10 59636880
email: china@spencer-air.com
website: www.spencerturbine.cn

About The Spencer Turbine Company

Since Ira Spencer invented his first air handling products in 1892, The Spencer Turbine Company has specialized in bringing a unique Engineering Edge to the most extreme air and gas handling challenges. Today, Spencer is a recognized global leader in designing, engineering and manufacturing highly [specialized blowers, gas boosters](#), and [central vacuum systems](#), that meet rigorous, long-life specifications for the world's most critical industrial, municipal and commercial applications. Headquartered in Windsor, Connecticut, USA, Spencer markets and services its custom air and gas-handling equipment worldwide. For more information, visit www.spencerturbine.com.

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The Spencer Turbine Company

600 Day Hill Road, Windsor, CT 06095-4706 ♦ 800-232-4321 ♦ 860-688-8361 ♦ Fax 860-688-0098 ♦ www.spencerturbine.com

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