

## Tamco sees up to 40pc sales rise with new UPS products

By RUPINDER SINGH

ELECTRICAL power systems and solutions company Tamco Systems (M) Sdn Bhd expects to boost its sales turnover by 30 to 40 per cent within a year when it takes its newly-launched power protection solutions to China and within the Association of South-East Asian Nations (Asean) region.

Chief executive officer Ng Kok Meng said Tamco Systems will introduce its uninterruptible power protection system (UPS) products, under the banner Tamco Power, in China and Indonesia within a month.

He said the company aims to capitalise on China's need for power to satisfy the country's fast growth rate and improved economy of developing countries in the region to spur the company's growth.

"We are currently negotiating with qualified distributors to move our products in the region extensively," Ng said at a press conference after the official launch of Tamco Power by Energy, Water and Communications Minister Datuk Seri Dr Lim Keng Yaik in Kuala Lumpur yesterday.

Tamco Systems hopes to introduce its new products to multinational companies with data or call centres based in Malaysia, which will then replicate themselves to other parts of the region.

Cross-border expansion will eventually increase Tamco's exports to 30 to 40 per cent in the next two to three years from 10 per cent currently.

"Our UPS is designed to provide a total power protection solution tailored to overcome specific problems faced by Asian companies as opposed to their counterparts in Europe and America," said Ng, adding that Tamco Power offers customised solutions at a competitive cost.

With an annual turnover of some RM50 million, the company is also engaged in distributing transformers, low voltage electrical panels, cables, lightning protection and lighting systems.

Tamco Systems is a unit of Tamco Corp Holdings, an engineering division of Nylex (M) Bhd, which has manufacturing facilities in China, Indonesia and Australia.

Tamco Corp is expected to be listed on the Mesdaq Market of Bursa Malaysia Bhd in the next few months.