

Stadler signs up with DKSH in Australia and New Zealand

DKSH and Stadler signed an exclusive distribution agreement for Stadler recycling machinery in September 2010.

DKSH Australia Pty Ltd

Date: November 1, 2010

Recovering materials from waste is not just a green business; it is also a very profitable one. DKSH's proven success in marketing, selling and servicing products around recycling and resource recovery equipments and technologies in Australia has resulted in another promising agreement with a well-known recycling machinery maker. In September 2010, DKSH and Stadler have signed an exclusive distribution agreement for Stadler's high-tech recycling machinery in Australia and New Zealand.

Willi Stadler, President of Stadler Engineering in Germany says: "We consider Australasia a high potential market for recycling technology. In Spring 2010, I personally went to Australia and talked to various waste management companies and recycling specialists to get a general idea of the market. My trip confirmed our positive assessment. There are opportunities to be found in the improvement of existing sorting plants as well as in deliveries to turnkey recycling plants. Especially our ballistic separators, of which 500 are already successfully in use world-wide, seem almost predestined for the Australian market.

We are delighted to have found in DKSH Australia a sales and services partner with many years of experience and an excellent after-sales service. "

Eric Paulsen, Business Manager for Environmental Technology Solutions from DKSH Australia says: "The increasing need for resources and general pressure to reduce the amount of waste going to landfill lead to a rising demand for a well experienced engineering company of good reputation that can offer turnkey sorting solutions. DKSH Australia has long been looking for a suitable partner that can offer this expertise. Our extensive research resulted in a large number of recommendations that pointed towards the well established Stadler Engineering. We are very pleased to represent this highly reputable company, and are now able to complement our machinery and equipment solutions with the turnkey process and engineering know-how from Stadler. For the Australasian market, Stadler's experience with mixed household waste recycling plants in particular, offers a proof of concept that is not available anywhere else.

Furthermore, Stadler's ballistic separators usually are in the heart of any sorting plant, offering a trouble free separation of flat from cubic material. This technology offers numerous advantages over conventionally used disc screens and trommels. We are looking forward to a great cooperation with Stadler Engineering. "

About STADLER Anlagenbau GmbH, Germany

Innovation is the driving force for success. We are a high-tech supplier of complete sorting and treatment plants for the waste management industry with established structures and more than 150 qualified employees - with sound know-how and an excellent cost-benefit ratio.

Each STADLER sorting plant is a prototype, planned individually by our STADLER engineers with the proper components according to the client's requirements. STADLER technology stands behind optimal functionality and separation capacity.

We plan and produce tailor-made plant concepts for you as well as single aggregates:

- Ballistic Separators, Trommel screens
- Industrial waste and refuse derived fuel processing
- Sorting of lightweight packaging materials and polymers, plastic bottles
- Sorting plants for co-mingled material
- Sorting of household waste
- Sorting of paper and cardboard

When it comes to service we like to give a little more than our best!

About DKSH Australia's Business Unit Technology

Business Unit Technology is a leading supplier of industrial services and technologies, providing systems, independent or integrated equipment and products. Specialists in recycling and resource recovery, electrical equipment, scientific research, laboratory equipment, industrial air compressors, plastics processing and packaging. DKSH can offer the full value chain, from sourcing, marketing and sales, custom manufacturing, warehousing, distribution and logistics to quality insurance, after-sales services, and project management.

For further information please contact:

DKSH Australia Pty Ltd

Eric Paulsen

Environmental Technology Solutions Technology – Business Manager

14-17 Dansu Court

Hallam VIC 3803

Australia

Phone +61 3 9554 6666

Fax +61 3 9554 6677

Eric.Paulsen@dksh.com, www.dksh.com.au