

# SCOTT TECHNOLOGY LIMITED 2011 HALF YEAR REPORT

For the six months ended 28 February 2011



# directors' report

# FINANCIAL COMMENTARY

The Group's unaudited result for the six months ended 28 February 2011 was a net profit before tax of \$2.2 million, compared to an unaudited net profit before tax of \$1.4 million for the six months ended 28 February 2010. Group revenue for the six months was \$21.8 million, compared to Group revenue of \$20.3 million for the six months ended 28 February 2010. A pleasing aspect of the first six months' result is the strong positive cashflow from operations of \$1.6 million.

## REVIEW OF OPERATIONS

The Group's diversification across a range of industries has enabled us to deliver a strong result. This strong result has been achieved whilst dealing with variable global economic conditions and a high New Zealand dollar exchange rate.

Demand for our products and solutions has fluctuated across different geographical markets and over time, as have the world's economic conditions.

Scott Technology has experienced a strong increase in demand, particularly from North America, for appliance production lines and from both New Zealand and Australia for our meat processing solutions. Standard products for mining, including reference materials, have mirrored the global increase in demand and prices for commodities. With increasing demand from customers to reduce their own costs, coupled with their need to increase productivity and quality, the Group is seeing renewed interest in automated solutions that address their requirements.

Scott Technology was affected by the earthquakes that occurred in Christchurch during the first half of the financial year. We were very fortunate that our staff are safe and well and that our Christchurch manufacturing facilities sustained only minor damage. We

resumed operations to near full capacity within several weeks. We are aware of friends, colleagues and businesses in and around Christchurch that were not so fortunate and our thoughts are with them.

The Group's forward work is at record levels as we head into the second half of the financial year. With increasing pressure on a broad range of costs our focus is firmly on successfully completing this work with maximum efficiency.

The Group is actively looking at ways to expand capacity to take full advantage of the many opportunities being presented.

## HTS-110 LIMITED

On 31 March 2011 we announced the acquisition of a majority shareholding in HTS-110 Limited, a designer and manufacturer of powerful electromagnets and other associated technology which utilise High Temperature Superconductors (HTS).

The acquisition is for a 50.65% shareholding in HTS-110 Limited for a total consideration of approximately \$4.4 million. Under the terms of the sale Industrial Research Limited (IRL) and American Superconductor Corporation have diluted their shareholdings and Endeavour Capital has sold its stake, as have several minority shareholders. IRL will continue to support the development of HTS-110 Limited's products through its long running superconductor research programme.

HTS-110 Limited is based at IRL's Wellington facility, employing approximately twenty staff. More than 90% of its commercial revenues are from international sales of systems that range in price from \$100,000 to \$1 million.

HTS technology is an emerging technology that enables the transmission of electricity without resistance or the loss of energy. HTS enables the manufacture of lighter, smaller and more efficient machines than can be achieved with existing copper wire technology.

HTS-110 Limited's magnets are used to analyse a wide variety of materials. Applications range from cutting edge nanotechnology to ultra high capacity hard drives, from accelerated drug development to increased yield in bio-fuel plants and from smaller magnetic resonance imaging (MRI) systems to more efficient electrical power systems.

The acquisition of a majority shareholding in HTS-110 Limited provides further diversification (product and industry) to the Scott Group's activities, while still being underpinned by the Group's core strengths of excellence and innovation in engineering design and manufacture.

## PROPOSED RIGHTS ISSUE

The acquisition will be initially debt funded, with the debt being repaid following the completion of a proposed rights issue.

The terms of the rights issue are still to be concluded, but it is expected to be completed by the end of this financial year. Rights are expected to be tradeable on the NZX with the strike price being at a discount to the head share price. A prospectus is currently being prepared.

Any share capital raised in excess of the acquisition price of HTS-110 Limited will be applied towards repayment of earlier borrowings for the acquisition of the Rocklabs and Malcolm Smith Reference Materials businesses.



C-frame forming stations.



## DIVIDEND

The Directors have approved an interim dividend of 2.0 cents per share, an increase of 0.75 cents on the 1.25 cents per share interim dividend in 2010, payable on 19 April 2011. This recognises the strong underlying performance of the Company and the strength of the Company's balance sheet, coupled with strong cashflows and forward work position.

The Company continues to see growth opportunities across a range of activities and will progress these where they add value to the business.

A Lauren.

S J McLauchlan
CHAIRMAN

Cha Hophis

C C Hopkins

**MANAGING DIRECTOR** 



TOP: Steel frame flooring machine, designed and manufactured in partnership with FrameCAD.

**BOTTOM:** Prototype foreguarter processing system.

# income statement

# FOR THE SIX MONTHS ENDED 28 FEBRUARY 2011

	6 mths 28 Feb 11 (Unaudited) \$'000s	6 mths 28 Feb 10 (Unaudited) \$'000s	12 mths 31 Aug 10 (Audited) \$'000s
Revenue	21,775	20,299	46,589
Other income	504	8	32
Raw materials & consumables used	(10,691)	(9,646)	(22,215)
Employee benefits expense	(7,266)	(6,361)	(14,185)
Depreciation	(509)	(466)	(958)
Finance costs	(232)	(202)	(414)
Other expenses	(1,418)	(2,227)	(3,309)
NET SURPLUS BEFORE TAXATION	2,163	1,405	5,540
Taxation expense - operating activities	(601)	(432)	(1,650)
Taxation expense - deferred tax adjustments on buildings	-	-	(1,098)
Taxation expense	(601)	(432)	(2,748)
NET SURPLUS FOR THE PERIOD	1,562	973	2,792
Net surplus/(deficit) attributable to:			
Members of the parent entity	1.589	980	2,667
Minority interest	[27]	(7)	125
	1,562	973	2,792
Net surplus/(deficit) per share from continuing operations:			
Basic (cents per share)	5.0	3.4	8.5
Diluted (cents per share)	5.0	3.4	8.5
Net tangible assets per ordinary share:			
Basic (cents per share)	45.7	46.9	47.3
Diluted (cents per share)	45.7	46.9	47.3



# statement of comprehensive income FOR THE SIX MONTHS ENDED 28 FEBRUARY 2011

	6 mths 28 Feb 11 (Unaudited) \$'000s	6 mths 28 Feb 10 (Unaudited) \$'000s	12 mths 31 Aug 10 (Audited) \$'000s
Net surplus for the period attributable to:			
- Members of the parent entity	1,589	980	2,667
- Minority interest	(27)	(7)	125
Movement in cashflow hedge reserve	46	-	62
Translation of foreign operations - exchange			
differences	(85)	-	-
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	1,523	973	2,854

# statement of changes in equity FOR THE SIX MONTHS ENDED 28 FEBRUARY 2011

	6 mths 28 Feb 11 (Unaudited) \$'000s	6 mths 28 Feb 10 (Unaudited) \$'000s	12 mths 31 Aug 10 (Audited) \$'000s
Equity at beginning of the period	21,411	19,238	19,238
Total comprehensive income	1,523	973	2,854
Dividends paid	(976)	(245)	(681)
EQUITY AT END OF THE PERIOD	21,958	19,966	21,411

Progressive build of a door end forming line destined for Turkey.



	6 mths 28 Feb 11 (Unaudited) \$'000s	6 mths 28 Feb 10 (Unaudited) \$'000s	12 mths 31 Aug 10 (Audited) \$'000s
CURRENT ASSETS			
Cash and cash equivalents	199	-	-
Trade debtors	9,930	6,741	6,555
Other financial assets	1,296	1,389	2,857
Sundry debtors and prepayments	962	507	325
Inventories	3,330	3,134	3,487
Contract work in progress	-	495	2,554
Receivable from joint ventures	2,053	2,262	1,738
	17,770	14,528	17,516
NON CURRENT ASSETS			
Property, plant and equipment	10,375	10,266	10,409
Investment in joint ventures	234	57	192
Other financial assets	19	1,763	77
Goodwill	7,515	6,607	6,607
Deferred tax asset	-	248	
Receivable from joint ventures	1,040	-	1,777
	19,183	18,941	19,062
TOTAL ASSETS	36,953	33,469	36,578
CURRENT LIABILITIES			
Net overdraft	-	579	325
Trade creditors and accruals	3,911	3,863	4,571
Other financial liabilities	2,570	1,336	2,638
Employee entitlements	2,036	1,031	1,755
Provision for warranty	350	350	350
Bank loans - current portion	1,093	624	646
Contract work in progress	546	-	-
Taxation payable	720	238	899
	11,226	8,021	11,184
NON CURRENT LIABILITIES			
Other financial liabilities	-	1,641	30
Employee entitlements	224	255	241
Bank loans - non current portion	3,516	3,586	3,206
Deferred tax liability	29	-	506
OWNERS EQUITY	3,769	5,482	3,983
Share capital	11,781	11,781	11,781
Retained earnings	10,196	8,332	9,583
Cashflow hedge reserve	108	-	62
Minority interest	(42)	(147)	(15)
Foreign currency translation reserve	(85)	-	-
· ·	21,958	19,966	21,411
TOTAL LIABILITIES & OWNERS EQUITY	36,953	33,469	36,578

		6 mths	6 mths	12 mths
		28 Feb 11	28 Feb 10	31 Aug 10
	Notes	(Unaudited) \$'000s	(Unaudited) \$'000s	(Audited) S'000s
CASH FLOWS FROM OPERATING ACTIVITIES		7 0000	<b>¥</b> 0000	<b>V</b> 0000
Cash was provided from/(applied to):				
Receipts from operations		24,308	19,020	44,525
Interest received		4	4	14
Net GST paid		(46)	(83)	(2)
Payments to suppliers and employees		(21,135)	(17,154)	(38,781)
Interest paid		(245)	(203)	(413)
Research and development tax credits received		-	-	60
Taxation refunded/(paid)		(1,251)	62	(899)
Net cash inflow/(outflow) from	0	1 (05	4 / / /	, 50,
operating activities	2	1,635	1,646	4,504
CASH FLOWS FROM INVESTING ACTIVITIES				
Cash was provided from/(applied to):				
Purchase of property, plant and equipment		[432]	(371)	(1,006)
Sale of property, plant and equipment		54	-	50
Purchase of business		(965)	_	_
Advance from/(advance to) joint ventures		422	50	(1,203)
Repayment of advance to Employee Share				
Purchase Scheme		28	25	53
Net cash inflow/(outflow) from		(222)	(00.4)	(0.40()
investing activities		(893)	(296)	(2,106)
CASH FLOWS FROM FINANCING ACTIVITIES				
Cash was provided from/(applied to):				
Proceeds from borrowings		1,350	_	_
Repayment of borrowings		(592)	(3,219)	(3,577)
Dividends paid		(976)	(245)	(681)
Net cash inflow/(outflow) from		(110)	(2.0)	(00.7
financing activities		(218)	(3,464)	(4,258)
Net increase/(decrease) in cash held		524	(2,114)	(1,860)
Add cash and cash equivalents at beginning of		4		
the period		(325)	1,535	1,535
Balance at end of the period		199	(579)	(325)
Comprised of				
Comprised of:		17/5	201	EQ./
Cash and bank balances		1,765	321	534
Bank overdraft and short term money market borrowings		(1,566)	(900)	(859)
Cash and cash equivalents/(net overdraft)		199	(579)	(325)

FOR THE SIX MONTHS ENDED 28 FEBRUARY 2011

#### 1. FINANCIAL STATEMENTS

3. CONTINGENT LIABILITIES

Guarantee of joint venture's banking facilities

#### Statement of Compliance

The unaudited interim financial statements have been prepared in accordance with Generally Accepted Accounting Practice in New Zealand ("NZ GAAP"). They comply with New Zealand equivalents to International Financial Reporting Standard 34 ("NZ IAS-34") "Interim Financial Reporting" and other applicable financial reporting standards as appropriate for profit orientated entities. Compliance with NZ IAS-34 ensures compliance with International Accounting Standard 34 "Interim Financial Reporting".

These financial statements have been prepared using the same accounting policies as the previously published annual financial statements as at 31 August 2010. These interim financial statements should be read in conjunction with the policies disclosed in the annual financial statements.

2. NOTES TO THE CASHFLOW STATEMENT			
	6 mths 28 Feb 11 (Unaudited) \$'000s	6 mths 28 Feb 10 (Unaudited) \$'000s	12 mths 31 Aug 10 (Audited) \$'000s
Net surplus for the period	1,562	973	2,792
Adjustments for non-cash items:			
Depreciation	509	466	958
Net gain on sale of property, plant & equipment	(45)	-	(50)
Deferred tax	(477)	163	917
Share of net loss/(surplus) of joint ventures	(42)	46	(89)
Movement in exchange translation reserve	(85)	-	-
Add/(less) movement in working capital:			
Trade debtors	(3,375)	86	272
Other financial assets - derivatives	1,551	(319)	(155)
Sundry debtors and prepayments	(637)	(288)	(106)
Inventories	157	866	513
Contract work in progress	3,100	(988)	(3,047)
Taxation payable	(179)	331	992
Trade creditors and accruals	(660)	407	1,115
Other financial liabilities - derivatives	(13)	(70)	(291)
Employee entitlements	264	(27)	683
Purchase of business	5	-	_
Net cash inflow from operating activities	1,635	1,646	4,504

Under certain debtor financing arrangements entered into by the Group, cashflows are receipted directly by the third party financier to the arrangement. Consequently the Balance Sheet movement related to financial assets and financial liabilities excludes the movements as a result of these non cash transactions.

#### 6 mths 6 mths 12 mths 28 Feb 11 28 Feb 10 31 Aug 10 (Unaudited) (Unaudited) (Audited) \$'000s \$'000s \$'000s Payment guarantees 558 182 635 75 75 Stock exchange bond 75 Maximum contract penalty clause exposure 1,334 1,866 1,061

750

750

FOR THE SIX MONTHS ENDED 28 FEBRUARY 2011

### 3. CONTINGENT LIABILITIES (cont.)

Payment guarantees and the standby letter of credit have been provided to customers in respect of advance payments received by the Group for contract work in progress.

Scott Technology Limited has a payment bond to the value of \$75,000 in place with ANZ National Bank Limited in favour of the New Zealand Stock Exchange.

The Group has exposure to penalty clauses on its projects. These clauses relate to delivery criteria and are becoming increasingly common in international contractual agreements. There is a clearly defined sequence of events that needs to occur before penalty clauses are imposed.

#### 4. CAPITAL COMMITMENTS

There were no capital commitments as at 28 February 2011 (28 February 2010: \$Nil).

## 5. INVESTMENTS ACCOUNTED FOR USING THE EQUITY METHOD

		Ownership Interest		c	arrying Valu	ie	
Name of Entity	Country of Incorporation	28 Feb 11 %	28 Feb 10 %	31 Aug 10 %	28 Feb 11 \$'000s	28 Feb 10 \$'000s	31 Aug 10 \$'000s
Joint Venture Robotic Technologies Limited (i)	New Zealand	50	50	50	189	8	66
Scott Technology Euro Limited (ii)	Ireland	50	50	50	45	49	126
NS Innovations Pty Limited (iii)	Australia	50	50	50	-	-	-

- (i) Scott Technology Limited's joint venture with Silver Fern Farms Limited, Robotic Technologies Limited (RTL), was formed in October 2003 and has a balance date of 31 August. RTL's principal activity is the marketing and development of (primarily lamb) meat processing equipment and the management of the intellectual property associated with these developments. Scott Technology Limited's share of RTL's net profit was \$123,000 for the six months ended 28 February 2011 (six months ended 28 February 2010: loss of \$45,000).
- (ii) Scott Technology Euro Limited is Scott Technology Limited's European sales agency and is a joint venture between Scott Technology Limited and Industrial Process Solution of Italy. Scott Technology Euro Limited was formed in 2008 and has a balance date of 31 August. Scott Technology Limited's share of Scott Technology Euro Limited's net deficit was \$81,000 for the six months ended 28 February 2011, (six months ended 28 February 2010: net deficit of \$1,000).
- (iii) NS Innovations Pty Limited (NSIL) is a joint venture between Scott Technology Limited and Northern Co-Operative Meat Company Limited of Australia. NSIL was formed in August 2010 and has a balance date of 31 August. NSIL's principal activity is the marketing and development of (primarily beef) meat processing equipment and the management of the intellectual property associated with these developments. Scott Technology Limited's share of NSIL's net surplus was \$Nil for the six months ended 28 February 2011 (six months ended 28 February 2010: \$Nil).

FOR THE SIX MONTHS ENDED 28 FEBRUARY 2011

#### 6. SEGMENT INFORMATION

#### 6.1 Products & Services from which Reportable Segments Derive Their Revenues

The Group's reportable segments under NZ IFRS-8 are as follows:

Standard production equipment

Automated production systems (designed and manufactured to order)

Information regarding the Group's reporting segments is presented below. Amounts reported for the prior periods have been restated to conform to the requirements of NZ IFRS-8.

## 6.2 Segment Revenues & Results

The following is an analysis of the Group's revenue and results by reportable segment. Design and manufacturing activities for all segments are undertaken at all of the Group's manufacturing sites (Dunedin, Christchurch and Auckland), with projects being allocated to manufacturing sites based on available resources, rather than by segment. The Group does not allocate certain resources and central administration costs by segment for internal reporting purposes. For the purposes of NZ IFRS-8 allocations are based on a combination of revenue contribution by segment, gross margin and senior management's contribution to the segment. These allocations may not result in a meaningful and comparable measure of profitability by segment.

6 Months Ended 28 February 2011	Standard Equipment \$'000s	Automated Equipment \$'000s	Unallocated \$'000s	Total \$'000s
Revenue	9,714	12,061	-	21,775
Segment profit	2,651	926	-	3,577
Depreciation	(69)	(342)	(98)	(509)
Share of profits of joint ventures	=	-	42	42
Interest revenue	-	-	4	4
Government grants	=	-	500	500
Central administration costs	=	-	(1,219)	(1,219)
Finance costs	(136)	-	(96)	(232)
Net profit before taxation	2,446	584	(867)	2,163
Taxation expense	(680)	(162)	241	(601)
Net profit after taxation	1,766	422	(626)	1,562

6 Months Ended 28 February 2010	Standard Equipment \$'000s	Automated Equipment \$'000s	Unallocated \$'000s	Total \$'000s
Revenue	6,073	14,226	-	20,299
Segment profit	710	1,852	-	2,562
Depreciation	(43)	(352)	(71)	(466)
Share of losses of joint ventures	-	-	(46)	(46)
Interest revenue	-	-	8	8
Central administration costs	-	-	(451)	(451)
Finance costs	(130)	-	(72)	(202)
Net profit before taxation	537	1,500	(632)	1,405
Taxation expense	(165)	(461)	194	(432)
Net profit after taxation	372	1,039	(438)	973

FOR THE SIX MONTHS ENDED 28 FEBRUARY 2011

### **6. SEGMENT INFORMATION** (cont.)

Year Ended 31 August 2010	Standard Equipment \$'000s	Automated Equipment \$'000s	Unallocated \$'000s	Total \$'000s
Revenue	15,789	30,800	-	46,589
Segment profit	2,979	5,131	-	8,110
Depreciation	(92)	(723)	(143)	(958)
Share of profits of joint ventures	-	-	89	89
Interest revenue	-	-	14	14
Central administration costs	-	-	(1,301)	(1,301)
Finance costs	(267)	-	(147)	(414)
Net profit before taxation	2,620	4,408	(1,488)	5,540
Taxation expense	(780)	(1,313)	(655)	(2,748)
Net profit after taxation	1,840	3,095	(2,143)	2,792

Revenue reported above represents revenue generated from external customers. Inter-segment sales were \$Nil for the six months ended 28 February 2011 (2010: \$Nil).

The accounting policies of the reportable segments are the same as the Group's accounting policies described in Note 1. Segment profit represents the profit earned by each segment without allocation of central administration costs, share of profits of joint ventures, investment revenue and finance costs.

### 7. ACQUISITION OF BUSINESS

#### 7.1 Business Acquired & Cost of Acquisition

On 17 November 2010 the Company acquired the business of Malcolm Smith Reference Materials, a manufacturer of pulverised rock with known gold content (reference materials) which are used as quality control aids to monitor the analytical process, and who were a supplier to the Rocklabs business. The cost of acquisition was \$965,000 and was paid in cash.

## 7.2 Analysis of Assets and Liabilities Acquired

Financial information in respect of the net assets acquired on acquisition of the business of Malcolm Smith Reference Materials is set out below:

	Book Value \$'000s	Fair Value Adjustment \$'000s	Fair Value Acquisition \$'000s
Current Assets			
Sundry debtors and prepayments	17	-	17
Non-current Assets			
Property, plant and equipment	52	-	52
Current Liabilities			
Employee entitlements	(12)	-	(12)
	57	-	57
Goodwill on acquisition	-	908	908
Cost of acquisition	57	908	965

FOR THE SIX MONTHS ENDED 28 FEBRUARY 2011

#### 7. ACQUISITION OF BUSINESS (cont.)

## 7.3 Goodwill Arising on Acquisition

Goodwill arose on the acquisition of the business of Malcolm Smith Reference Materials. Some of the goodwill effectively included amounts in relation to the benefit of expected synergies, revenue growth and future market development of the business. These benefits are not able to be separated out from the balance of the goodwill as the future economic benefits arising from them cannot be reliably measured and they do not meet the definition of identifiable intangible assets.

#### 8. SUBSEQUENT EVENTS

On 24 March 2011 the Board of Directors approved an interim dividend of two cents per share with full imputation credits attached to be paid for the 2011 year.

On 31 March 2011 the Company purchased a 50.65% shareholding in HTS-110 Limited, a designer and manufacturer of powerful electromagnets and other associated technology. The total consideration is \$4.4 million which will be initially debt funded, with the debt being repaid following the completion of a proposed rights issue.

The terms of the rights issue are still to be concluded, but it is expected to be completed by the end of this financial year. Rights are expected to be tradeable on the NZX with the strike price being at a discount to the head share price.

Any share capital raised in excess of the acquisition price of HTS-110 Limited will be applied towards repayment of earlier borrowings for the acquisition of the Rocklabs and Malcolm Smith Reference Materials businesses.

# directory

## SCOTT TECHNOLOGY LIMITED DIRECTORS

Stuart J McLauchlan Chairman & Independent Director

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