

MIURA CO.,LTD.

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Start of sales alliance with Fuji Trading
Reinforcement of sales of ballast water management system HK in
Europe and the Middle East

MIURA CO.,LTD. (Head Office: Matsuyama, Ehime Prefecture, President: Yuji Takahashi, hereinafter Miura), Japan's leading manufacturer of small once-through boilers, has concluded an agreement with Fuji Trading Co., Ltd. (hereinafter Fuji Trading) on sales alliance for Miura's ballast water management system HK.

The aims of this agreement are for both parties to smoothly promote sales activities for the ballast water management system in Europe and the Middle East and also to prepare for the demand expected to occur in the future when the "International Convention for the Control and Management of Ships' Ballast Water and Sediments" comes into effect.

Miura opened a representative office in Rotterdam (the Netherlands) in October 2012 and performed an investigation of the marine transportation market in the European region. A new company was then established in Amsterdam (the Netherlands) in November 2014 in order to begin the marketing of Miura products and the provision of after-sales service to shipowners in Europe, who account for 40% of the total globally. The sales of Miura products were then started.

Fuji Trading is an industry pioneer offering a rapid supply of parts and equipment to vessels around the world. It has a marine supplies business and also a machinery business. Fuji Trading currently handles parts and after-sales service support for Miura marine products such as auxiliary boilers, incinerators, and fresh water generators in a wide area that including Europe and the Middle East in addition to Japan. We will promote sales and after-sales service for Miura's ballast water management system in Europe and the Middle East through the highly trusted network of Fuji Trading. Through this sales alliance, we will promote an expansion of the sales of the Miura's ballast water management system HK for newly constructed vessels and in the market for vessels already in service.

Both companies will respond to the wishes of the customers for safe operation and will provide total support.

■ About Fuji Trading Co., Ltd.

Representative: Masaharu Ono

Address: 3-9-3, Shinyamashita, Naka-ku, Yokohama, Kanagawa

Established: May 1953

Capital: 100 million yen (as of March 2015)

Number of employees: 210 in Japan, 827 in total including overseas business offices and group companies (as of March 2015)

▼ Enquiries

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