



KLINGE CORPORATION

PRESS RELEASE – Allan Klinge selected as key panelist at ExporTech Seminar to speak about Klinge Corporation’s experience in exporting successfully

December 6, 2016, Newark, Delaware

Mr. Allan Klinge, Klinge Corporation President was selected as a panelist at ExporTech™ to discuss the following. ExporTech™ is an export assistance program offered by the NIST Manufacturing Extension Partnership and the U.S. Export Assistance Centers of the U.S. Department of Commerce. The program provides companies with guidance on entering or expanding in global markets. The event was held on December 6, 2016.

Founded as a spin-off of York International in 1984, Klinge Corporation is the leading provider of specialized transport refrigeration, freezing and power generation equipment. Klinge exports roughly 85% of its product with the majority going to Europe and Asia/Pacific. In addition, Klinge Corporation’s equipment are used on all seven continents.

During the presentation, Mr. Klinge, spoke about the following:

1. Klinge’s Export Markets – Mr. Klinge discussed leading the market by constantly investing in R&D to stay ahead of potential competitors.
2. Klinge’s Export Models – Mr. Klinge outlined strategies for export to commercial and government/military customers and how they differ.
3. Common Pitfalls and Strategies to Tackle Them – Mr. Klinge emphasized the importance of “in-country”/expert support for product success.

Mr. Klinge stressed that the company’s success in import has resulted from its ability to understand US export requirements, understand target country import regulations, and to establish good logistics partnerships.

About Klinge Corporation



KLINGE CORPORATION

Klinge Corporation is the leading provider of specialized transport refrigeration and power generation equipment. Founded as a spin-off of the Transport Refrigeration Equipment department of York International, Klinge has been producing refrigeration equipment at its manufacturing facilities and headquarters in York, Pennsylvania, USA since 1984.

The company's customized designs offer commercial and military customers robust alternatives to standard, mass-produced refrigerated containers which often cannot meet the requirements of harsh environments or stringent testing.

Klinge Corporation offers Dual Refrigerated Containers, Offshore Explosion-Proof Refrigerated Containers, Refrigerated Tank Containers, Blast Freezers, Ultra-Low Temperature Units, Quick Thaw Units, Integral and External Generator Sets, and Collapsible Food Storage Bins.

The company designs and manufactures the following:

- **Ultra-Low Temperature (-60°C) Freezer Containers** – for pharmaceuticals, ice cores, tuna, etc
- **Dual Refrigeration System Refrigerated Containers** (with 100% emergency backup capabilities) – for chemicals, pharmaceuticals, and dangerous goods.
- **Offshore Refrigerated Containers** – for Hazardous Zones such as oil rigs, oil tankers, and chemical plants
- **Explosion-Proof Refrigerated Containers** – for Petrochemical, Self-Reactive and Like Products
- **Tank Refrigeration & Heating Units** – for ISO Containers, Road Trailers and Stationary Applications
- **Military Refrigeration and Air Conditioning Applications** – built to military standards
- **Transport Air Conditioning Units** – built to withstand extreme high temperatures & sandstorms
- **Pre-Coolers** – used for fruit and vegetables in the field allowing for longer shelf life
- **Transport Generator Sets** – built to withstand extreme high temperatures & sandstorms

For more information, please email Klinge Corporation's Vice President at allanklinge@klingecorp.com or visit www.klingecorp.com.