



Our Customers Power the Future

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LAPP INSULATORS ANNOUNCES STRATEGIC JOINT VENTURE WITH CHINESE MANUFACTURER

LeRoy, NY (March 21, 2007) – Lapp Insulators, LLC has announced a joint venture partnership with Dalian Insulator Co., Ltd., a leading manufacturer located in the People’s Republic of China. The partnership is a key step in Lapp’s strategic vision to be a global leader in the high voltage insulator industry.

The joint venture agreement establishes a new company, Dalian Lapp Insulator Co., Ltd., which will manufacture porcelain substation insulators for applications ranging from 145 kV to 765 kV. Yan Zhiling, currently the Deputy General Manager for Dalian Insulator Co., Ltd., has been named to the position of General Manager for the new company.

“Having developed the original designs for substation insulators, Lapp has long been a technology leader in this category,” said John Hurshman, President, Lapp Insulators, LLC. “Combined with Dalian’s outstanding reputation for high quality and their strong distribution channels within China, we are very confident that our new venture will be a success.”

Hurshman said the joint venture will be housed in a new 40,000 square foot facility that has been constructed adjacent to Dalian’s existing facilities. At capacity, the factory will have a total output of 3,000 tons or approximately USD\$10 million, he said.

The agreement is important for Lapp because “we now have a foothold in the Chinese insulator market, which is the world’s largest and fastest-growing,” said Matt Bailey, Vice President, Marketing & Sales. “Furthermore, our OEM customers have production facilities on multiple continents, and we must do the same in order to be true partners.”



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Lapp Insulators, LLC, headquartered in LeRoy, New York, is a leading supplier of high voltage insulators for the global electric utility industry with manufacturing facilities in LeRoy, Sandersville, GA and Wunsiedel, Germany. Recently named one of Rochester's Top 100 fastest growing companies, Lapp's core businesses include ceramic and composite insulators for applications ranging from 15 kV to 765 kV.

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