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Kanger closing in on flooring supply deal

SHENZHEN: China's bamboo flooring maker Kanger International Bhd is near to sealing a deal by the end of the year with a mid-sized Malaysian developer to offer bamboo flooring for the latter's landed property project, said executive director Amita Chong.

Kanger plans to launch its sales office in Kuala Lumpur by end-2015 to expand its business and allow it to meet local developers to sell its products, he said.

"About five to six years ago, Chinese bamboo flooring makers had attempted to break into the Malaysian market but their products didn't cater to the country's humid climate.

"Kanger changed that with our partnership with the Forest Research Institute of Malaysia and product designs that are suitable for the local climate," Chong told reporters at the launch of Kanger's new corporate office in a technology park here.

The company has had an ongoing research and development joint venture with FRIM since 2010.

Kanger's major Malaysian shareholders include Datuk Seri Syed Razlan Putra Jamalullail, who is the younger brother of the Raja of Perlis Tuanku Syed Sirajuddin Putra Jamalullail. Both hold a 3.2% stake each.

Kanger managing director Leng Xingmin said it is in talks with the Perlis and Perak state governments to acquire a big parcel of land to grow bamboo.

Expected to be at least 4,000ha, the land could be in separate sites. Kanger hopes to finalise the deal by early next year. The bamboo plantation is to ensure that the company will have ample supply before it can establish a manufacturing plant in Malaysia.

The plant will complement its two existing Chinese plants in Yan-shan and Ganzhou. — *Bernama*