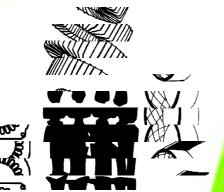
CWIEME 2004

The World's largest Coil Winding, Insulation and Electrical Manufacturing Exhibition & Conference

Messe Berlin, Berlin, Germany 15 - 16 - 17 June 2004 Sponsored by Coil Winding International & Electrical Insulation Magazine



BE THERE -Your customers Will!!!





Coil Winding, Insulation & Electrical Manufacturing Exhibitions

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Coil Winding, Insulation & Electrical Manufacturing 2004 International Exhibition & Conference



"Be There - Your Customers Will"

IS YOUR COMPANY INVOLVED with Electromagnetic Coils, Transformers and Electric Motors? - Then read on:

It should be the goal of every company to increase its' sales. Trade shows have always been the number one method of marketing products. Specialized, dedicated exhibitions have always been more effective than multi product trade fairs.

The greatest number of oil winding, insulation & lectrical manufacturing ompanies and products under one oof, at the biggest, dedicated vent in the world

"The show was great, even nore visitors than last year. Length of show (three days) is optimal." US Steel Kosice - Slovak Republic - 2003

The European Union is the argest single market place in the vorld. The electrical nanufacturing industry in Europe s now larger than the North American and Japanese electrical nanufacturing industries combined.

"We feel that it was worthwhile attending the exhibition" Vector Fields Ltd - UK - 2003

• CWIEME 2003 had 3068 erifiable delegates who kept the xhibition halls filled every day.

• "..... for Wiltan Magnetic Components this was a good first xhibition, and we look forward to eeing you next year" Wiltan Magnetic - UK - 2003 Specialized, dedicated exhibitions have been proven, year after year, to be the most cost effective method of reaching the greatest number of the right kind of prospective buyers, in the shortest possible time.

CWIEME 2004 - The fastest growing coil winding trade show in the world. In just eight years this exhibition has become the largest exhibition of its type in the world with a greater number of participating companies than the Hanover Fair coil winding pavilion, the Productronica coil winding section and the UK coil winding show - *combined*!!!!

Visitors to CWIEME 2003 came from 101 different countries, making this event the most International of *all* coil winding events worldwide.

Who were the visitors?

64.21%	were manufacturers,
19.09%	were distributors,
1.87%	were in marketing and PR
14.83%	were various other categories.

What did the visitors come to see?

Adhesives & Sealants	25.27%
Armatures/Rotors/Motor Housings	20.60%
Bobbins & Coil Formers	28.18%
Burn-off Ovens	6.36%
Carbon Brushes/Brush Holders	14.03%
Coil Winding Machines-Motor	33.03%
Coil Winding Machines-Toroidal	24.24%
Coil Winding Machines-Transformer	27.39%
Cut-Out sensors-Motor & Transformer	16.33%
Coils & Transformers - Finished	
Product	38.00%





Commutators	12.72%
Impregnation/Encapsulation Equip.	21.81%
Insulation Materials	48.51%
Laminations - Motor/Transformer	23.93%
Magnet Wire	22.81%
Magnetic Cores	25.15%
Magnetizing Equipment	13.87%
Magnets	21.36%
Motor Balancing Machines	17.78%
Needle & Wire Guides	9.69%
Rewinding Equip-Motor & Transformer	15.48%
Software-Coil/Transformer & Motor	21.36%
Soldering Equipment	15.09%
Taping Machines	9.39%
Testers-Motor & Transformer	30.60%
Welding Equip-Coil/Motor/Transformer	18.12%

Exhibitors get free publicity in Coil Winding Magazine - Distributed o 103,500 readers per year.

International Conference

CWIEME 2004 will be supported by **INDUCTICA 2004**, a technical Conference fo inductive and electromagnetic components, systems and devices, including manufacturing and processing. The Conference will run concurrent to the Exhibition.

• "CWIEME 2003 has finished in our opinion very successfully -, and we would like to take the apportunity to thank you very much or the good organization and andling"

Diel GmbH - Germany - 2003

Berlin has the largest oncentration of manufacturing ompanies** in Europe. By this lefinition it is the most important enue in Europe.

• "We are very pleased with the uality, organization and the entire order of the event. Congratulations. Ve look forward to participate in the Coil Winding 2004"

Synflex Elektro Int'l GmbH - Germany - 2003

38% of delegates came to see *inished Coils and Transformers.*

• "Hannover was a disaster for ts, but CWIEME 2003 Berlin was the vest exhibition ever"

Phenix Technologies- USA - 2003

No hidden costs.

• "Visitor Quality at CWIEME is retter than that of visitors to the Hannover Fair."

BR Technologies - Germany - 2003

No unions to make move in and nove out difficult and time consuming.

The Industrial Heart of Continental Europe:

Germany, the number one location choice because it is the foremost European country in terms of manufacturing. Germany is the third largest economy in the world. Germany i the dominant economy in Europe, generating nearly 30% of the total Gross Domestic Product of the European Union.*

Berlin is considered one of the most friendly and approachable exhibition cities. The Messe Berlin main catchment areas include the new federal states and neighboring Eastern Euro pean countries. Poland, Hungary, the Czech Republic and the Slovak Republic are targe



markets for this event. Berlin is the larges concentration of manufacturing companies** in Europe. By this definition i is the most important venue in Europe.

Berlin is easily accessed with ninety minute flight times from France, Italy, Holland, the UK, Spain, Belgium, Eastern Europe Scandinavia, and the Balkans. As the capita of Germany, Berlin is the gateway between East and West, and with the completion o the single EC market, Berlin serves to em phasize its status as the doorway to the central and eastern markets.

Messe Berlin, one of the most accessible trade show venues in Europe. Trains planes, and automobiles, each as easy a the next to reach the exhibition with the least amount of aggravation. Train station within two hundred yards of the exhibition hall, unlimited parking literally outside o the exhibition hall entrance, and three air ports within twenty minutes drive times. • Catalogs distributed free to all visitors.

• "Very surprised at large number of visitors so early. Lots of very good ontacts - very promising for future vusiness."

Bennett Internacioal S.L. - Spain - 2003

- Free VIP mailing services.
- Siltek SpA- Italy -2003

Free publicity stickers

• "Really great show, which lefinitely exceed our already high xpectations in visitor quality and numbers. It for sure has become the nain event for the industry in Europe."

F.W. Scheiing - Germany - 2003

Free parking for visitors iterally outside of the exhibition vall.

We were very pleased, even urprised, at the quality and quantity of visitors to the exhibition. WIEME was a good experience all ound."

LH Industries - USA - 2003

o Track Record of the Organizers:

Over thirty years of successful exhibition organization - including the very first coil winding exhibitions in the UK and in the USA. These exhibitions were organized when other trade show organizers could not see the potential of specialized coil winding exhibitions. From these exhibitions the ICWA and EMCWA were founded.

CWIEME 2004 Berlin - Proof positive that a thirty year track record of successful exhibition and conference organizing can make the difference between a waste of time, and an outstanding return on investment.

Coil Winding International & Electrical Insulation Magazine:

The exhibition will be supported by the world's leading, and only International magazine devoted entirely to the coil winding, insulation and electrical manufacturing industries.



Coil Winding International & Electrical Insulation Magazine can draw upon over twenty five years of International leadership and participation in over two decades of coil winding events worldwide.

Coil Winding International & Electrical Insulation Magazine has agreed to allow us full access and unlimited use of their mailing lists which are by far the most comprehensive in the world for the coil winding industry. Internet Web Page http://www.coilwinding.co.uk/

(* Eurostat 1996) (** Based on Berlin ICC/Messe Research)

Call, Fax or e-mail today to reserve space

Fax: ++44-1202-736018, e-mail: cwiemeuk@coilwindingexpo.com

Yes - I will be exhibiting - I requ	ire square meters	3
Yes - I will be attending the IND	UCTICA 2004 Conferenc	e, send details
First Name:		
Job Title:		
Company:		
Street/PO Box:		
City:	. State:	. Zip/Post Code:
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Tel:		
E-Mail address:		
Products:		

Exhibitors and Represented Companies at CWIEME Berlin 2003

M DEUTSCHLAND GMBH **	Germany
M ELECTRICAL TAPES **	France
\CE ELECTRONICS CO	South Korea
CP-ADVANCED CORES PRODS	
IDDEX A/G	Switzerland
ADDITIVE GMBH ** ADELS CONTACT GMBH	Germany Germany
ADVANCE POWER ELECTRONIC	-
ADVANCED MACHINE & TOOL	Switzerland
ADWEL INTERNATIONAL LTD	UK
LET TOLMIN DOO **	Slovenia
VEV LTD	UK
AFA SNC	Italy
FAR DI BASSETTI MAURIZIO	Italy
VICHI STEEL CORP **	Japan
LBESIANO VERNICI SRL	Italy
ALCAST SRL ** ALL-ELECTRONIC GMBH	Italy Germany
ALLIANCE WINDING EQUIPMENT	
LTA INDUSTRIES	Italy
LTANA A/G **	Germany
MS ANLAGEN GMBH	Germany
NGLO AMERICAN VULCANIZED	FIBRE **UK
NSOFT GMBH	Germany
ARELEC MAGNETIC SA **	France
ARRAS MAXEI	France
ATLAS MAGNETICS MFG LTD	Hong Kong
TOP S/A	Italy Canada
TS WICKEL & MONTAGETECHNIK	
UMANN GMBH	Germany
XIS SPA	Italy
3AKELITE KUNSTSTOFFE A/G **	Germany
3AKER INSTRUMENT GMBH	Germany
3AKKER MAGNETICS B/V	Holland
3ALANCE SYSTEMS SRL	Italy
SELTON TECHNOLOGIES INC	USA
SENNETT INTERNATIONAL S/L SERKENHOFF GMBH	Spain
SERVENHOLL GWPH	Germany Japan
300CKMANN GMBH	Germany
30URGEOIS S/A	France
3R TECHNOLOGIES GMBH	Germany
3RAUN GMBH **	
SKAUN GINDH	Germany
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EPOXYLITE LTD ** ERICH GRAU GMBH	UK Germany
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ETAMO NV EURO-LAMINATIONS LTD **	Belgium UK
EUROPEAN ELECTRICAL LAMINA	
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FAVIER TPL	France
FD SIMS **	UK
FEDERAL MOGUL SYSTEMS ** FGB ENGINEERING SRL	France
FORMERS LTD	ltaly UK
FORNAX A/S	Denmark
	Switzerland
FRANCK MAGNETE GMBH ** FREUDENBERG K/G **	Germany Germany
FROITZHEIM & RUDERT GMBH	Germany
FUSHUN HUAGUANG MACHINE & EL	-
FVZ SNC	Italy
GARNET SAS ** GARWARE POLYESTER LTD	ltaly India
GATEX GMBH **	Germany
	Switzerland
GLASTIC LTD	UK
GS AUTOMATION ** GUARDIAN RESIN CORP **	Switzerland USA
GUITTI MACHINE SRL	Italy
HAULER & HERMANN GMBH **	Germany
HEDRICH VAKUUMANLAGEN	Germany
HELLENIC CABLES S/A HINZMANN GMBH	Greece
HIVOPRECI **	Germany France
H-OLD SRL	Italy
HOLLEY GROUP	China
HUBER & SUHNER A/G HUBERS GMBH	Switzerland
HUNAN AEROSPACE MAGNET	Germany China
IMC MESSYSTEME GMBH	Germany
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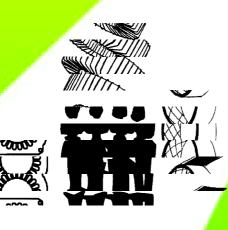
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