



CW I E M E 2004 **Exhibitor Handbook**

Coil Winding, Insulation & Electrical Manufacturing Exhibition

Halls 1.2 and 2.2
Messe Berlin
Germany

June 15 - 16 - 17, 2004

International Exhibition and Conference

GENERAL INFORMATION

Location: Halls 1.2 and 2.2
Messe Berlin
Messedamm 22
D - 14055 Berlin, Germany

Exhibition dates: June 15, 16, 17, - 2004

Exhibition Hours:

Tuesday	June 15th	9.00 A.M. - 5.00 P.M.
Wednesday	June 16th	9.00 A.M. - 5.00 P.M.
Thursday	June 17th	9.00 A.M. - 3.00 P.M.

Receipt of Freight: At Messe Berlin starting Sunday, June 13th at 8.00 A.M.
continuing through until Monday, June 14th at 2.00 P.M.

Set-up of Exhibits: Sunday, June 13th starting at 8.00 A.M. until 6.00 P.M.
Monday, June 14th starting at 8.00 A.M. until 6.00 P.M.
All crates, pallets and packing materials must be removed by 4.00pm.

Removal of Exhibits: Starting no earlier than Thursday June 17th at 3.00 P.M.
All exhibits must be removed by Friday June 18th at 5.00 P.M.

Exhibition Office: Located in the Registration Hall

Press Office: Located in the Registration Hall

Exhibition Management:

Coil Winding, Insulation & Electrical Manufacturing Exhibitions Ltd

UK Office:

PO Box 936
Alder Hills, Poole
Dorset BH12 4YA England

Tel: +44 (0) 1202 380661
Fax: +44 (0) 1202 736018

e-mail:
cwiemeuk@coilwindingexpo.com

USA Office:

28W117 Countryview Drive
Naperville, IL 60564
USA

Tel: +1 630 355-0955
Fax: +1630 355-0956

e-mail:
cwiemeusa@coilwindingexpo.com

Thank you for choosing to exhibit at the CWIEME 2004 Exhibition and Conference. It is our objective that as exhibitors you should gain the maximum benefit from participation in the Conference and Exhibition. We urge you to take full advantage of the unique sales and marketing opportunities which lie ahead. It is our intention that the ordering/booking of services as well as the build-up and break-down of exhibits proceed smoothly. If you have any questions that are not covered in the following pages please do not hesitate to contact us.

To avoid last minute problems and, in many cases, unnecessary expenses, we suggest that you follow closely the advice and keep to the Deadlines. Put the Deadline Dates in your diary now.

We encourage you to use this manual to plan your exhibition carefully and ultimately enhance the success of your display efforts.

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CONTACTS

Graham McNeill - USA Office Conference Organisation, Stand Assignment & General Enquiries

(Office Hours 09.00hrs - 17.00hrs, -6 hours GMT)

Tel.: +1 630 355 0955

Fax: +1 630 355 0956

e-mail: gmcneill@coilwindingexpo.com



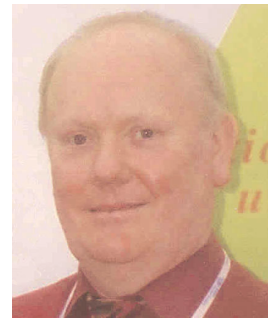
Tim House - UK Office Stand Sales & Marketing

(Office Hours 09.00hrs - 17.00hrs, GMT)

Tel.: +44 (0)1202 380661ext. 21

Fax: +44 (0)1202 736018

e-mail: thouse@coilwindingexpo.com



Wiebke - UK Office General Enquiries - German Speaking

(Office Hours 10.00hrs - 15.00hrs, GMT)

Tel.: +44 (0)1202 380661ext. 23

Fax: +44 (0)1202 736018

e-mail: wcarvell@coilwindingexpo.com



Joanne - UK Office Accounts

Tel.: +44 (0)1202 380661ext. 20

Fax: +44 (0)1202 736018

e-mail: joanne@coilwindingexpo.com



ACTION LIST & DEADLINE DATES

- Note: If you require confirmation of receipt when sending orders by e-mail request a “read-receipt” by selecting the appropriate option when sending, as we are unable to confirm receipt of individual orders -

Pre-Exhibition Marketing Services

ITEM	SEND TO	PAGE	DEADLINE	CHECKLIST
Free Visitor Passes	Fax +44 1202 736018 cwiemeuk@coilwindingexpo.com	23	Now	<input type="checkbox"/>
Free Personalized Customer Invitations	Fax +44 1202 736018 cwiemeuk@coilwindingexpo.com	20	11 April 2004	<input type="checkbox"/>
Direct Purchase Entrance Passes	Fax +44 1202 736018 cwiemeuk@coilwindingexpo.com	24	Now	<input type="checkbox"/>
Free Publicity Stickers	Fax +44 1202 736018 cwiemeuk@coilwindingexpo.com	25	Now	<input type="checkbox"/>

Official Exhibition Catalogue Forms

ITEM	SEND TO	PAGE	DEADLINE	CHECKLIST
Free Catalogue Entry	BY E-MAIL ONLY TO: cwiemeusa@coilwindingexpo.com	28	11 April 2004	<input type="checkbox"/>
Free Product Directory Listing	Fax +44 1202 736018 cwiemeuk@coilwindingexpo.com	29/30	Now	<input type="checkbox"/>
Catalogue Advertising	coilwind@bournemouth-net.co.uk Tel.: +44 1202 743906 Fax +44 1202 736018	34	Now	<input type="checkbox"/>

Exhibition Stand Forms

ITEM	SEND TO	PAGE	DEADLINE	CHECKLIST
Exhibitor Staff Badges	Fax +44 1202 736018 cwiemeuk@coilwindingexpo.com	26	31 May 2004	<input type="checkbox"/>
Company Name Fascia Sign	BY E-MAIL ONLY TO: cwiemeusa@coilwindingexpo.com	27	Now	<input type="checkbox"/>

CONTRACTORS, STAND SERVICES, & CONTACTS

A separate "Messe Exhibition Services Manual" will be mailed to all contracted exhibitors from Messe Berlin. This Manual will contain information and forms from the following service contractors. The Manual will be in the English language unless requested in the German language. (All German exhibitors will automatically receive a German edition manual)

MB Capital Service GmbH

Messedamm 22
D-14055 Berlin
Telefon: (030) 306720-52 Telefax: (030) 306720-59
e-mail: lehmann@mb-capital-services.de

Electrical Installation
Environmental Guidelines
Equipment safety law
Compressed air
Furniture
Presentation Elements
Flower Decoration
Stand Cleaning
Stand Security Cover
Stand Floor Covering
Photography

MB Capital Service GmbH

Messedamm 22
D-14055 Berlin
Telefon: (030) 303814-65 Telefax: (030) 3038-1460
e-mail: info@mb-capital-services.de

Waste Disposal

U. Rieck & Söhne Fair - Logistics

Osdorfer Ring 5 - 11
14979 Großbeeren
Tel: +49 (0) 30 302 31 71
Fax: +49 (0) 30 301 67 15
Contact: Herr Michael Zander
e-mail: mzander@b.riECK-logistik.de

Crate Storage
Freight Forwarding
Lorry Unloading/Loading
Moving Equipment

MB Capital Service GmbH

Messedamm 22
D-14055 Berlin
Telefon: (030) 306720-52 Telefax: (030) 306720-59
e-mail: info@mb-capital-services.de

Telephones
Fax Machines
Internet Access

Berlin Tourist Information

Postfach 770313
D-13003 Berlin
Tel: +49 (30) 53010593 Fax: +49 (30) 53790038
Website: <http://www.btm.de/english/index.html>

Hotel Assistance
Restaurants
Entertainment

- Information on this site can be viewed in
German, English, French, Italian, Spanish
and Mandarin . -

MB Capital Services GmbH, Hostessenservice Staff Placement
Thüringer Allee 12/12A
D-14052
Berlin
hostessen@mb-capital-services-de
Tel: +49 (30) 30696923

Capital Catering GmbH Food & Drinks
Messedamm 22
D-14055 Berlin
Before the Show: Tel: +49 (30) 30 38 -29 01 e-mail: mueller-selig@capital-catering.de
During the Show: Tel: +49 (30) 30 38 -29 93 e-mail: mueller-selig@capital-catering.de

Hauptzollamt Berlin (Main Office)
Tel: +49 (30) 6900901 Customs
Exhibition Grounds Hall 16 (upper Floor)
Tel: +49 (30) 308204-36 Fax: +49 (30) 30308204-37

Federal Finance Office (Bundesamt fuer Finanzen) VAT Refunds
Friedhofstrasse 1
53225 Bonn

Bank Service: Cash Dispenser
Berliner Bank
Lobby 19, Lobby 9a/b/c (EC Card, Visa card, Eurocard)
Berliner Sparkasse: cash dispenser
ICC Berlin, entrance foyer

CWIEME 2004 / Show Management Forms

CWIEME USA	Show Catalogue Entry	28W117
Countryview Drive	Nameboard/Facia Stand Sign	
Naperville, IL 60564	Registered Company Name Sign	
Tel: 630 355-0955	Exhibitor/Stand Questions	
Fax: 630 355-0956	Shell Scheme	
e-mail: cwiemeusa@coilwindingexpo.com		

Coil Winding International & Electrical Insulation Magazine
P.O. Box 936 Advertising
Alder Hills, Poole, Press Releases
BH12 4YA Dorset, UK
Tel: +44 (0) 1202 743906 Fax: +44 (0) 1202 736018
e-mail: coilwind@bournemouth-net.co.uk

CWIEME UK Publicity
PO Box 936 Exhibitor Badges
Alder Hills, Poole, BH12 4YA Marketing Services
Dorset, UK
Tel: +44 (0) 1202 380661 Fax: +44 (0) 1202 736018
e-mail: cwiemeuk@coilwindingexpo.com

GENERAL STAND INFORMATION

(To be used in conjunction with the Messe Exhibition Service Manual, which is available in either English or German and will be mailed to all contracted exhibitors.)

Canvassing Prohibition

The exhibitor may distribute leaflets and carrier bags etc. only from his own stand. This may not be carried out in the aisles or in the areas at the entrance to the exhibition. Canvassing of visitors may only be carried out on the contracted exhibitor's stand. Canvassing by non-exhibitors is expressly forbidden and we request that exhibitors notify the organizers so that offenders may be removed from the exhibition site.

Catering Information

Snacks, coffee, tea and alcoholic drinks will be on sale at the restaurants within the exhibition halls. It is not permissible to bring any food or drink into the exhibition from outside of the complex. This particularly applies to stand catering. Foods and drinks for use on the exhibition stands must be ordered through Messe und Funkturm - Gastronomie GmbH, Management: Kempinski Congress GmbH, Messedamm 22, D-14055 Berlin Tel: (030) 3038 2901/02, Fax: (030) 3038 1998/3915

Compressed Air

Order your compressed air requirements from the Messe Exhibition Service Manual. Please enclose a sketch showing where the fittings should be installed. If your stand design is complex, you should ensure that your contractor discusses your requirements with the Messe. Compressed air will be turned on one hour before the opening of the show until immediately after closing. Requests for changes that arise during build-up should be channeled through MB Capital Service GmbH.

NB: Compressed air installations on the stand must only be carried out by the Official Contractor to the exhibition. The compressed air installation on your stand must be according to the current edition of the Rules and Regulations laid down by the Local Authority and the venue.

Crate, Pallets and Box Storage

Inflammable materials, particularly paper and packaging materials may not be stored in the hall. Please have your contractors remove packing materials after delivery of exhibits. All skids, crates and packing materials must be removed from the exhibition floor by 4:00pm on Monday June 14th.

Deliveries – Freight and Small Package

Small packages may be delivered to U. Rieck & Sohne K/G and they will be delivered during build-up. Packages should be clearly marked as follows:

NAME

EXHIBITING COMPANY NAME

STAND NUMBER

Coil Winding / Insulation / Electrical Manufacturing Exhibition 2004

HALL NUMBER "xx"

U. Rieck & Söhne Fair - Logistics

Osdorfer Ring 5 - 11

14979 Großbeeren

GERMANY

The Organiser will not accept financial liability for such items.

Dilapidation

The Messe require any damage to the venue walls, pillars, carpet, stands or any part of the premises to be made good at the exhibitor's expense.

Electricity – Light and Power Connections

Available power connections consist of AC 220 volt, 50 cycles single phase as well as AC 3 x 380 volt, neutral conductor and earthed conductor. Total voltage of all appliances (including lamps, motors, equipment) should be indicated, to permit calculations to establish the correct dimensions for supply leads. Main connections will be installed by Messe Berlin authorized contractors and a charge will be made.

Electrical Requirements – Shell Scheme

One Spotlight is provided for every 4 sq mtrs. where the shell scheme option has been purchased. The voltage is 220 and the power loading is up to 1.5k Watts. Please order your additional power requirements using the form in the Messe Exhibition Service Manual. Please enclose a sketch showing where the extra fittings should be installed. Stand power will be turned on one hour before the opening of the show until immediately after closing. Requests for changes that arise during build-up should be channeled through MB Capital Service GmbH.

NB: Lighting and other electrical installations on the stand must only be carried out by the official Electrical Contractor to the exhibition. The electrical installation on your stand must be according to the current edition of the Rules and Regulations laid down by the Local Authority and the venue.

Equipment Demonstrations and Noise Level

The use of microphones and audio equipment is permitted, but the volume must not be such as to cause any annoyance to other exhibitors. Noise should not exceed a level of 75 dBA on the boundaries of the stand. The Organisers reserve the right to prohibit their use if, in the Organiser's opinion, any annoyance is being caused. The Organiser's decision is final. Every effort should be made to avoid excessive noise. Germany has very strict environmental protection laws. In particular, noisy activities such as hammering, driving fork lift trucks, sawing etc. should be avoided on Sunday and after 6.00 P.M. on working days.

Exhibition Catalogues

Each visitor and exhibitor will receive an official catalogue free of charge. Exhibitors are each given a free entry in the Exhibition Catalogue. **Data can only be accepted by E-mail.** Please take special note of the deadlines.

Exhibition Hall Cleaning

The aisles will be cleaned daily before the show opens. Where exhibitors have purchased the shell scheme package, stand floors will be cleaned prior to the opening day. **THIS WILL NOT INCLUDE PACKING MATERIALS, PALLETS, ETC.** Our staff do not clean displays or furniture.

Exhibition Hours

The exhibition will be open to visitors on:

Tue	June 15th	9.00 A.M. - 5.00 P.M.
Wed	June 16th	9.00 A.M. - 5.00 P.M.
Thur	June 17th	9.00 A.M. - 3.00 P.M.

Exhibitor Registered Name Sign

German law requires that the registered name and address of each exhibitor is shown on the stand. The full address of the exhibitor (and if applicable, the branch office responsible for the participation) must be clearly displayed in adequately sized letters on all stands. (Company name, full address, including city, street, and building number).

Exhibitor / Contractor Passes

Exhibitor name badges, issued by the Organiser, will also act as a pass. They must be requested in advance from our UK Office. On the final day, contractors and exhibitor's removal staff will not be allowed into the exhibition until the close of the show.

Fascia - Company Name Board – Shell Scheme

These are provided free of charge to each exhibitor ordering Shell Scheme. Order as per instructions on Page 26 of Exhibition Manual. Custom name signs with company logo are available. Contact MB Capital Service GmbH direct.

Fixing Display Materials to Stand / Booth Walls – Shell Scheme

Stand walls are finished in white board. Display materials and exhibits up to the weight of 1KG may be fixed using hook and loop Velcro dots. Nothing may be fixed to the stand with screws, nails or glue. Special tape can be obtained from MB Capital Service GmbH.

Freight Forwarding

The officially appointed freight forwarding agent is
U. Rieck & Sohne Fair - Logistics, Osdorfer Ring 5 - 11, 14979 Großbeeren, Germany.
Tel: +49 (0) 3030 23171, Fax: +49 (0) 3030 16715. e-mail: mzander@b.riECK-logistik.de.
Contact Herr Michael Zander.

This company will accept your freight deliveries, bring them to your stand, remove and store packing cases, etc. , return said cases/pallets to the exhibition after the show closes, and make arrangements to have your exhibit/display shipped backed to your company.

Floor

The hall has a wood and concrete floor that will be covered with carpet. Shell scheme stands are also carpeted. (Free build stands are not supplied with carpet.)

Flowers

Flowers and plants are available. Order forms are in the Messe Exhibition Service Manual.

PLEASE NOTE: Plastic flowers/plants are **not** allowed to be displayed due to fire regulations!

Furniture

Exhibitors may provide their own furniture. We suggest that you rent furniture from a specialist company. The advantages are that the furniture is delivered, clean and ready to use to your stand. Furniture order forms are in the Messe Exhibition Service Manual.

Empty rented cabinets and display counters as soon as possible after the exhibition ends on the last day. These items are usually removed from the exhibition hall very quickly following the close of the exhibition.

Garbage Disposal

Germany has strict environmental laws that directly affect you. To comply with these laws you need to order refuse disposal before, during and after the event.

In the Messe Berlin Handbook you will find the following forms which **MUST** be completed:

- 1) Declaration of Waste Disposal
- 2) Waste Disposal - Construction & Dismantling
- 3) Waste Disposal - Duration of the Event

YOU WILL SEE THAT YOU CAN ORDER SUITABLE WASTE DISPOSAL CONTAINERS AND SACKS FOR A VARIETY OF WASTE ON THESE FORMS - the prices of these include collection/disposal. For the collection/disposal of waste during the exhibition the filled sacks should be sealed and placed in front of the stand.

NOTE - cleaners will only empty waste paper baskets.

If using contractors insist that your contractor clears his refuse (in accordance with the German laws on the environment) before leaving.

Stands must be left clean and tidy - exhibitors will be charged for any cleaning which has to be carried out by Messe Berlin after the event. Waste left on stands will be charged EUR 115 per cubic metre by Messe Berlin.

IT IS THE RESPONSIBILITY OF EXHIBITORS TO DISPOSE OF ALL PACKING MATERIALS AND OTHER GARBAGE PRIOR TO AND AFTER THE EXHIBITION. EXHIBITORS WILL BE INVOICED FOR ANY GARBAGE NOT DISPOSED OF.

Hotel Accommodation

For details on where to obtain hotel information please see the handbook.

Insurance

While we take every precaution to protect your property during the exhibition, we are not responsible for any loss or damage. We strongly advise that you insure your property against loss, though this is entirely optional. You should include rented equipment and furniture, for which you are liable. You are also responsible for any legal liability in respect of injury or damage to property belonging to third parties. You may further wish to protect your expenditures against Abandonment and Cancellation or Curtailment of the event due to circumstances beyond our control.

Large And Heavy Exhibits

Please supply details of any such exhibits which will have a floor loading greater than 1000kg/square metre. The Messe must authorise such exhibits.

Maintenance – After Hours Working on your Stand

Exhibitors who wish to carry out maintenance work on their stand after the exhibition closes must inform the Organisers by 4.00 P.M. on the same day. This is to enable arrangements for power, lighting and security to be made.

Moving of Large Exhibits

Local Authority regulations say that any exhibit that may be a hazard to visitors must be approved in advance. If your exhibit, or part of it, includes any matter that is moving, heat producing or consists of several items placed on top of each other which in any way could be construed as a hazard, we need to know about it to apply for such permission. We need to have full details by 1st April. Such exhibits will not be permitted if permission has not been granted.

Photographic Services

You can take photographs of only your own stand or you may employ a photographer to do so on your behalf. Order form in the Messe Exhibition Service Manual.

Polystyrene

Due to fire risks, polythene and polystyrene items are NOT permitted. This specifically applies to plastic artificial flowers. The only exception is where a complete coating of plaster of paris 5mm thick is applied.

Press Office

The Press Office is located in the Registration Hall. Press releases and photographs for distribution to journalists visiting the show should be delivered there by 09.00 on Tuesday 15th June.

Dismantling Of Exhibits (Breakdown)

The exhibition ends at 3.00 P.M. You must not dismantle your stand until this time. No exhibits will be allowed out of the hall until 3.00 P.M. Exhibitors will not be allowed to take fittings, equipment etc. out of the building before breakdown without authorization in writing from the organisers.

Please do not leave valuable property unattended during the breakdown of the exhibition:

Thursday June 17th 3.00 P.M. - 10.00 P.M.

Friday June 18th 8.00 A.M. - 5.00 P.M.

You can bring your vehicle to the service doors at the sides of the building. There will a deposit required to enter the service area. (See maps section)

ALL EXHIBITS AND DISPLAYS MUST BE REMOVED BY FRIDAY JUNE 18TH, AT 5.00 P.M.

ANY EXHIBITS LEFT IN THE HALL WILL BE REMOVED AT EXHIBITOR'S EXPENSE OR BE CHARGED BY MESSE BERLIN FOR STORAGE.

YOU WILL BE CHARGED FOR DISPOSAL OF ANY REFUSE OF ANY KIND LEFT IN OR ON YOUR STAND/AREA.

Security

Uniformed security staff control entry to the building. Please ensure that all exhibition personnel wear their badges at all times.

Security Of Your Property

Breakdown starts at 3.00 P.M. on Thursday. The first hour is always extremely hectic. Please keep a careful watch on your property at this time. Thefts (and legitimate mistakes) can very easily occur. The Messe offers personnel to provide stand security cover and for receptions and other events. Order form in the Messe Exhibition Service Manual.

Please also ensure that you have taken out adequate insurance cover.

Construction Of Exhibits (Build Up)

Sunday June 13th 8.00 A.M. - 6.00 P.M.

Monday June 14th 8.00 A.M. - 6.00 P.M.

All crates, pallets and packing materials must be removed by 4.00pm. Please note that items too large or heavy to be easily carried may not be brought into the hall during public open hours.

ANY EXHIBITS DELIVERED BEFORE THE SET UP TIME WILL CHARGED AN EARLY ENTRANCE FEE BY THE MESSE BERLIN

Smoking & Naked Lights

Smoking is only permitted in specially marked areas. Special application must be made if flame or naked lights are to be used for cooking, heating or other operating purposes.

Stand Cleaning

Shell scheme stands will be cleaned daily. Exhibitors who have not purchased the shell scheme option should make their own cleaning arrangements. Order form in the Messe Exhibition Service Manual covers all cleaning services, including daily cleaning of exhibits, vacuuming and cleaning prior to the event.

Stand Construction Heights

There is a ceiling height restriction of 9 meters in the main area of the halls and a restriction of 8.5 meters for stands located in areas with hall support pillars. However, if any items exceed the height of the standard walls (2.5 meters) agreement must be sought from the neighboring stand and plans of the stand must be submitted to our USA office in advance for authorisation. If applicable, exhibitors MUST send two sets of constructional plans to our USA Office. The plans must arrive by 1st April so we can get approval from the venue and local authority. This does not apply to lightweight displays within the shell scheme. Stands may not be closed on any side that faces areas accessible to the

public. The stands and mode of presentation of the exhibits must be of a kind that has a direct appeal to the potential customer.

Stand Dimensions – Shell Scheme

The shell has an anodised aluminium frame with white infill panels. Shell scheme stands are provided with the following:-

Floor Space

White stand wall elements

White fascia board with company name and stand number with standard black lettering.

Floor covering - carpeting.

Lighting elements - 1 spotlight per four square meters.

Stand height = 2500mm

The usable width between opposite walls is about 40mm less than the published stand width. i.e. a 3 SqM stand has about 2.96 SqM of usable space. The frame protrudes slightly from the face of the panel. Where a stand is at the end of a row, the end side will be built without a wall and with a fascia board overhead.

Stand Modifications – Shell Scheme

You may wish to alter the design of your stand from that provided. Extra panels, lockable closets, doors, shelves etc. can be ordered from in the Messe Exhibition Service Manual.

Presentation Elements (Display Cases, Etc.)

Presentation elements are items such as display cases, counters and furniture other than tables and chairs. These items are available from info@mb-capital-services.de and match the shell scheme construction.

Suspended Constructions

Approval must be obtained for all constructions suspended from the ceilings of the Halls, or from ceiling constructions, which must comply with DIN 1142. Any such work is the responsibility of Langhammer & Vogt, Gewerbegebiet Rosengarten, D-14641 Wansdorf, Phone: 30385786 Fax: 3029216 – Exhibition Grounds: Phone – 030/3015595, Fax – 030/3029216. No outside persons are permitted access to any sections of the false ceiling.

Stand Staff / Translators

Temporary staff, Hostess and Translation service are available. Order form in the Messe Exhibition Service Manual

Telephones / Telecommunications

Telephones, Fax machines and internet lines will be installed and connected by Capital Services. who will also collect call charges and installation costs directly from the exhibitor. Order form in the Messe Exhibition Service Manual.

Troubleshooting

If an exhibitor has a problem during any phase of the Exhibition that cannot be satisfactorily resolved by the appropriate service contractor, the exhibitor should come to the Organizer's Office for assistance.

Vehicle Access

See Details on page 36-38 in Exhibitor Handbook.

Business Centre

Exhibitors and visitors have access to the Messe Berlin Business Centre which offers all the latest office equipment. Exhibitors/visitors can photocopy, print, save files on floppy disk, CD or USB-Flash Drive, make telephone calls, fax, send e-mails and process documents. The Centre also has analog, ISDN and LAN Internet access, and exhibitors/visitors are able to plug in their own laptops. A German and English secretarial service is also available. The Business Centre is located in Hall 7 near the South Entrance. The Centre is opens two days prior to the exhibition and is open for the duration. The opening hours are 08.00 hrs - 18.00 hrs.

NOTE: There is a charge for all services, payable at the Centre.

Display Systems



www.disc-ltd.com
**Exhibition Stands, Graphics
& Display Product Specialists**

DISC-LTD are a high quality supplier of a vast range of exhibition and display systems including pop-up stands, banners, large format panels and brochure holders. DISC-LTD have a friendly and experienced team ready to help with all your exhibition needs.

Please see the full product range at www.disc-ltd.com and let them make your next show a great success!

Please note that this is an advertisement

Marketing Information

CWIEME 2004 will be a great success if you take the time to read the Handbook and implement the information. Take advantage of the unique opportunities we offer our exhibitors. As an exhibitor at Coil Winding, Insulation & Electrical Manufacturing Exhibition 2004 one of your major objectives should be to meet as many of your current and potential customers as possible. You should already have identified many prime targets for future business and should therefore use the CWIEME Exhibition to convert them. Our job as organisers is to deliver to you additional potential clients who represent 'new blood' for your business. We aim to assist you by removing the headaches and most of the cost!

An exhibition is not just a day break from the office and normal routine. It is an opportunity to expand and develop your business. You will be able to meet existing and potential customers. CWIEME will be doing its utmost to bring the potential buyers to the exhibition, it is up to you to make the best possible use of this situation. You could simply turn up and wait for the buyers to come to you. You should be pro-active. You can achieve so much with a little effort! Your job as an exhibitor is to inform, interest and entice prospects to your stand. Let them know what you plan on exhibiting, where to find you and why they should visit your stand. According to industry research, 76% of exhibition attendees come with a fixed agenda and a coordinated pre-show plan can increase the number of quality visitors by up to a third. If they are unaware of your participation it's a gamble whether or not they even find your stand. 91% of attendees to trade shows rated exhibitions as their number one source of purchasing information. Visitors want to learn, study and evaluate companies in order to facilitate buying. They view exhibits as an important resource for getting immediate answers to their questions.

PRE - REGISTRATION FOR VISITORS

Our pre-exhibition registration service, when completed by your customers, allows **Free** entry into the exhibition hall without waiting in line. There are two methods of pre-registration for your customers and prospective customers: Ticket mailings, and personalized letters. All complimentary visitor invitation tickets (available in several languages) will have a registration section. See page 18.

TELEPHONE FOLLOW UP

Approximately ten days before the exhibition, you should telephone your customers to reinforce your invitation and arrange to see them at the event.

The aims of the telephone follow up should be:

1. To make an appointment at the show at a time that suits the client.
2. To present a professional image and to further focus their minds on your company.
3. To ensure that you can plan for your key sales people to be available at a pre-arranged time.
4. Confirmation of numbers attending

TO QUALIFY FOR THE FREE EXHIBITION ADMISSION ALL Visitors MUST PRE-REGISTER BY THE DEADLINE SHOWN ON THE REGISTRATION FORM. The RSVP address is the UK Office of Coil Winding, Insulation & Electrical Manufacturing Exhibition 2004.

Please forward any replies that are sent to you to UK office on
fax number +44 (0)1202 736018 for processing.

MARKETING AIDS

PUBLICITY STICKERS

Free Publicity Stickers for applying to all envelopes, letters and order forms. See page 25 for order form.

ADVERTISING

Advertise in the Official Show Catalogue - a unique opportunity to reach 34,500 potential additional customers by advertising in Coil Winding International & Electrical Insulation Magazine. See page 34 for details.

PRESS RELEASES

Free Press Releases will appear in Coil Winding International & Electrical Insulation Magazine Buyer's Guide edition, due to be published in April. Free publicity for those exhibitors that act quickly. Contact CWI & EI Magazine direct at coilwind@bournemouth-net.co.uk - **act now!**

EXHIBITION CATALOGUE ENTRY

Free Catalogue Entry providing exposure for your company during and after the event. Catalogues are free to all registered visitors. See page 28 for order form.

Publication of additional text and company logos is also available - contact our UK office for further details and a quote.

PRODUCT LISTINGS

Free listings of your product will appear in the CWIEME Catalogue. Catalogues are free to all registered visitors. See page 29-30 for details and order form.

Should any of the products you are planning to exhibit not be listed on the order form, please add a note with the requested additional products to the form and we will do our best to accommodate your request.

ENTERTAINMENT

Entertain your customers and prospective customers at the exhibition. Immediately following the close of the exhibition halls on the first two days a very limited number of companies will be allowed use of the halls for entertainment purposes. Costs will be minimal depending upon your plans. Charges will be limited to additional security and cleaning services. Please call the organizers to discuss your plans and needs.

FOLLOW UP AFTER THE SHOW

Perhaps the most vital part of successful exhibiting is the follow-up. It is claimed that only 1/3 of exhibition leads are ever pursued. This occurs because planning never takes follow-ups into account. Selling comes to an abrupt stop when the final visitor leaves the stand. The next day, salesmen are back to 'real life', they have a backlog of routine work, weeks go by and leads which were warm at the exhibition grow cold and eventually they are thrown away. The solution is to plan ahead. Work out what you are going to do with your new contacts.

PROMOTIONAL OPPORTUNITIES

MAKE YOUR PRESENCE KNOWN! Advertising Opportunities for Exhibitors on a “first come, first served” basis.

Would you like to put your company in the spotlight at CWIEME 2004? We are pleased to be able to offer you the following advertising opportunities, giving you the chance to promote your company throughout the entire exhibition.

ENTRANCE PASSES: Your company logo can be printed on all pre-registered visitor entrance passes. Please note that this offer is limited to one company. The cost for having your logo displayed by all pre-registered visitors is EURO 975.

BADGE LANYARDS: We are offering one company the opportunity to supply 5,000 lanyards. Lanyards are distributed to ALL exhibitors and visitors. The cost for the distribution of these lanyards is EURO 1,800

CARRIER BAGS: Carrier bags containing the exhibition catalogue will be issued to ALL visitors and exhibitors. One company will be able to supply these bags with their name, logo and/ or advertisement displayed. Printed bags must be supplied by the exhibitor. A charge of only EURO 1980 will be made for the distribution of the bags. We would require any interested exhibitors to supply 3,500 bags.

ADVERTISING BOARDS: These boards will be displayed in the Conference Area of CWIEME 2004. Boards should be printed on Light Weight Art Board with dimensions no larger than 1m wide x 2m high. The cost per full colour board is EURO 175.

CHAMPAGNE/COFFEE AREA: For the first time there will be space available for visitors/exhibitors to have a cup of coffee/glass of champagne in the morning, whilst waiting for the exhibition to open. We are offering an opportunity to sponsor such a coffee/champagne area and making your presence known to all exhibitors and visitors. The successful sponsor is to provide the refreshments and personnel. In turn the sponsor will be able to place their banners and/or advertising boards in the refreshment area. The cost for sponsoring this event for the three days of the exhibition is EURO 1980.

**To take advantage of these exciting
opportunities contact us at:**

cwiemeuk@coilwindingexpo.com

Tel.: +44 (0)1202 380661

Fax: +44 (0)1202 736018

Free Visitor Passes

(General Mailing Lists)

- Order now -

Invitations tickets will be sent to you from March onwards for mailing to your customers

Filling the aisles with good quality visitors is the most important aspect of organizing a successful exhibition.

Exhibitors must however, do their part to make their participation a success.

By sending invitation tickets to your entire mailing list you will increase your opportunity to: -

- Re-unite with past customers
- Re-affirm relationships with present customers
- Meet future customers
- Increase your sales and make more profit

We will provide, free of charge, invitation tickets for your entire mailing list. Your guests and visitors can take advantage of "pre-registering" for the exhibition. Thereby **eliminating** the EURO 30.00 **admission fee** and the **waiting in-line** to register at the exhibition.

To help make this easy with minimal time and effort we have three options available.

OPTION 1:

The organizers will supply, free of charge, unlimited invitation tickets in English, French, German, Italian, Chinese (simplified), Chinese (Traditional), Japanese, Korean and Russian language for exhibitors to send to their mailing list at their expense while stocks last. Please note you should send these out no later than 1st May 2004, to enable your customers to register. **To order** e-mail cwiemeuk@coilwindingexpo.com with quantity of tickets and language requirement or fax the order form on page xx

OPTION 2:

Exhibitors supply the organizers with mailing labels. Invitation tickets will be mailed at the Organizer's expense. **To order** send your mailing labels (country information **must** be shown in address field) to: Coil Winding, Insulation & Electrical Manufacturing Exhibitions, PO Box 936, Alder Hills, Poole, Dorset BH12 4YA England

OPTION 3:

Exhibitors supply the designated Bonded Mailing House in the UK with their mailing labels. Mailing House costs and postage will be paid for by the organizers. **To order** send your mailing labels (country information **must** be shown in address field) to: Coastal Mailing Ltd, Att: Phil Symes - Berlin CWIEME 2004 Mailing, Unit B, Lion Works, Wallisdown Road, Poole, Dorset BH12 5AD England

- Confidentiality and Security Information for Exhibitor Mailing Lists and Customer Lists:

We understand that mailing lists are a valuable asset to a company, and that a few companies are reluctant to let them be used by a third party. This method eliminates the problem. Send your mailing list to the designated bonded mailing house in the UK - see Order Information for address. We will pay for postage and the mailing house handling costs. We do not see or have access to your mailing lists.

Personalized Customer Invitations

(for Preferred/Best Customers)

- Order Now -

A personalized letter of invitation to the exhibitor's stand should be composed and prepared by the exhibitor for inclusion with the invitation tickets.

Your Customers will benefit from:

1. Personalised invitation to visit your stand sent on your behalf if you supply the letters.
2. Free, 3 day pass to the exhibition. A EURO 30.00 value.
3. No waiting in line to register at the Exhibition.

To help make this easy with minimal time and effort we have the following options available:

OPTION 1:

Exhibitors supply the organizers with personalized letter of invitation (country information **must** be shown in address field), formatted for insertion into DL envelopes (see sample letter for details- page 20). Invitation Tickets and personalised letters will be mailed at the Organizer's expense.

To order send your invitation letters (**must** include country in the address field) to:

Coil Winding, Insulation & Electrical Manufacturing Exhibitions, PO Box 936, Alder Hills, Poole, Dorset BH12 4YA England

OPTION 2:

Exhibitors supply the designated Bonded Mailing House in the UK with their personalized letters of invitation (country information **must** be shown in address field), formatted for insertion into DL envelopes (for further details see sample letter on page 20). Mailing House costs and postage will be paid for by the organizers.

To order send your formatted letters to: Coastal Mailing Ltd, Att: Phil Symes - Berlin CWIEME 2004 Mailing, Unit B, Lion Works, Wallisdown Road, Poole, Dorset BH12 5AD England

- Confidentiality and Security Information for Exhibitor Mailing Lists and Customer Lists:

We understand that mailing lists are a valuable asset to a company, and that a few companies are reluctant to let them be used by a third party. This method eliminates the problem. Send your mailing list to the designated bonded mailing house in the UK - see Order Information for address. We will pay for postage and the mailing house handling costs. We do not see or have access to your mailing lists.

PLEASE NOTE: Country of destination must always appear on all address labels/letters, regardless of which option you choose, or they cannot be mailed for you.

EXAMPLE LETTER

for personalized customer invitation

Country **must** be shown in the address field. Without this information your letters cannot be sent.



This is an important part of your invitation letter, explaining to your customers how to obtain their free exhibition entry pass - do not leave it out.



	Your Address Your Company Your Town Your Country
	XXth Month, 2004
Mr Sample Chief Sample Sample Company Ltd Sample Street, Sample Town Sample Post (ZIP) Code Sample Country	
Dear Mr Sample,	
Ref: <u>CWIEME 2004 BERLIN</u>	
This is your personal invitation to attend the Berlin Coil Winding, Insulation & Electrical Manufacturing Exhibition, which is taking place on the 15th - 16th - 17th June 2004 at Halls 1.2 & 2.2 at Messe Berlin, Berlin, Germany.	
We invite you to our stand no. XXX in Hall YYY to see our latest products.	
For you to be registered and to receive the three day admission badge, please complete and return the enclosed Advanced Registration Form to fax ++44 1202 736018 before the deadline shown on the form. This will ensure that your admission badge is being mailed directly to you, thus saving your time by avoiding queuing and also saving you the EURO 30.00 entrance fee.	
We look forward to meeting you as our guest.	
Yours sincerely,	
Mr . A. N. Other	

Format the letters for insertion in a DL window envelope. Address field must be 80mm wide by 28mm deep. Positioned 50mm from the top of the page and 25mm from the left side of the page. Country **MUST** be on the address - with contact name, job title, full address, including country and post code). Carefully package your letters and send them to our UK Office.

PLEASE NOTE:

Country of destination must always appear on all address labels or letters of invitation, regardless of which option you choose, or they cannot be mailed for you.

TO QUALIFY FOR THE FREE EXHIBITION ADMISSION ALL Visitors MUST PRE-REGISTER prior to the deadline shown on the Advanced Registration Form. The RSVP address is the UK Office of Coil Winding, Insulation & Electrical Manufacturing Exhibition 2004. Please forward any replies that are sent to you to our UK Office, fax number +44 (0)1202 736018 for processing.

Help your customers to pre-register for their FREE three day entrance pass:

*** NO QUEUING**

*** NO CHARGE**

*** NO FUSS ***

A **FREE** three day entrance pass will be mailed to each pre-registered visitor upon receipt of their pre-registration prior to the deadline. Pre-registration also entitles the visitor to a free copy of the Coil Winding International & Electrical Insulation Magazine Annual Buyers' Guide, which will be mailed after the Show.

**Coil Winding, Insulation
&**

**Electrical Manufacturing
Exhibition 2005**

International Conference and Exhibition

**Messe Berlin, Germany
June 14 - 15 - 16, 2005**

ORDER FORM

for Invitation Tickets for CWIEME 2004 Berlin

- ORDER NOW: Complete and fax this form to:
CWIEME UK, Fax No. +44 (0)1202 736018

FREE Invitation Tickets

Enabling your customers to pre-register for their FREE three day entrance passes, are available in English, German, Italian, French, Chinese (Simplified), Chinese (Traditional), Japanese, Korean and Russian language while stocks last. Please complete the below form, stating the number of tickets per language required.

=====

COMPANY NAME: _____

CONTACT NAME: _____

TEL.: _____

FAX: _____

E-MAIL: _____

STAND NO: _____

HALL NO: _____

English Tickets: _____

German Tickets: _____

French Tickets: _____

Italian Tickets: _____

Chinese (Simplified) Tickets: _____

Chinese (Traditional) Tickets: _____

Japanese Tickets: _____

Korean Tickets: _____

Russian Tickets: _____

**!! INVITATION TICKETS & PUBLICITY STICKERS ARE
AVAILABLE FREE OF CHARGE !!**

Direct Purchase Entrance Passes

Exhibitors have requested that they wish to have an option which would enable their customers to avoid pre-registering, or waiting in line to register at the exhibition.

Exhibitors can now purchase entrance tickets to the exhibition in advance for distribution to their customers.

Your customers will **NOT** be required to register in advance **or** at the exhibition.

PRICES:

EURO 12.50 each for the first 100 tickets ordered

EURO 7.50 each for 101 to 250 tickets ordered

EURO 5.00 each for each ticket over 250

ORDER INFORMATION:

Send your cheque made out to Coil Winding International or your credit card details together with your order stating quantity of tickets required to -

Coil Winding, Insulation & Electrical Manufacturing Exhibitions
PO Box 936, Alder Hills, Poole, Dorset, BH12 4YA, England

Fax (Credit Card Orders Only): +44 (0)1202 736018

PLEASE NOTE THAT NO REFUNDS CAN BE GIVEN FOR TICKETS
NOT USED DURING THE EXHIBITION

=====

COMPANY NAME: _____

CONTACT NAME: _____

TEL.: _____

FAX: _____

E-MAIL: _____

STAND NO: _____ **HALL NO:** _____

Number of Passes Ordered: _____ **Total Amount Due: Euro** _____

Cheque enclosed

I wish to pay by Visa/MasterCard/AmEx Card; please charge to my account.

My card number is (13 or 16 digits):

_____ Expiry Date: ____ / ____

Security Code (last three digits of number on reverse of card):

Name on card

Signature

ORDER FORM

for Publicity Stickers for CWIEME 2004 Berlin

- **ORDER NOW:** Complete and fax this form to:
CWIEME UK, Fax No. +44 (0)1202 736018

FREE - Publicity Stickers: Apply to envelopes, letters and any other correspondence that you might send to your customers. Unlimited quantities available in multiples of 500 (while stocks last).



REMEMBER - To make Berlin 2004 a great success order your Publicity Stickers and affix them to your company newsletter mailings, invoice/statement mailings and general correspondence.

COMPANY NAME: _____

CONTACT NAME: _____

TEL.: _____

FAX: _____

E-MAIL: _____

STAND NO: _____ HALL NO: _____

PUBLICITY STICKERS
(AVAILABLE IN MULTIPLES OF 500): _____

**!! INVITATION TICKETS & PUBLICITY STICKERS
ARE AVAILABLE FREE OF CHARGE !!**

Exhibitor Staff Badges

Deadline 31st May, 2004

Stand Badge Allocation: 1 badge per 3 sq mtrs of stand space

Exhibitor badges, if ordered prior to June 1st, are **free** of charge. Badges ordered after June 1st will be charged at EURO 15.00. Badges requested during the exhibition will also be charged at EURO 15.00 and will only be issued upon receipt of a business card and credit card details.

Badge information must include:

Full name	ANDY OTHER
Job Title	MANAGING DIRECTOR
Company Name	SAMPLE GMBH

PLEASE KEEP COMPANY NAMES AND JOB TITLES SHORT, AS ONLY A CERTAIN AMOUNT OF INFORMATION CAN BE PRINTED ON THE BADGE. Information must be typed, using CAPITAL LETTERS. Thank you.

**E-mail names of your exhibition staff, stating stand number and size,
to: cwiemeuk@coilwindingexpo.com**

Send information no later than May 30th, 2004. Badge orders received after this date will be charged at EUR 15.00 per badge. This charge will also apply to badges ordered during the exhibition.

Collect your badges at the Exhibition Reception during build-up on Monday 14th June 2004. Designate one person from your company to be responsible for the collection and distribution of all of your ordered badges.

NOTE:

Exhibitor Passes can only be collected if all payments due to Coil Winding International Ltd. have been received into our bank account.

Please ensure that exhibition staff wear their badges at all times. Entry without a badge will not be permitted regardless of reason.

Company Name Facia Sign

(Shell Scheme only)

Deadline April 30th, 2004

Facia lettering will be in black, height 100cm, maximum 25 letters.

Information must be typed as in the example using upper and lower case letters.

Example:

Sample GmbH

Stand 123

Please include your Contact Name, Company Name, Address, Telephone & Fax Numbers and, e-mail address.

Send information via e-mail only to cwiemeusa@coilwindingexpo.com

Custom signs and logos are available - please contact MB Capital Services Direct.

Exhibition Catalogue Entry

Free Company Name & Address Listing

Deadline April 11th, 2004

- * Information can be published in English and German if copy is submitted in both languages.
- * Supply information for all companies that you will be representing at the Exhibition.

Please see below for examples of a **standard** listing in the catalogue (50 words maximum per language) which is free of charge, and listings with **additional text, photos and logos**. Additional text can be incorporated at a charge of EUR 28.00 per cm. The charge for logos and photos depends on the size of these items - Please contact us for details and a quote.

=====

Example of STANDARD ENTRY

F.W. Scheiing KG **Hall 1.1 - Stand 628**
Elektro-Technik, Beratgerstr. 32,
D- 44149 Dortmund
Germany
Tel: ++49 (0)231/179069,
Fax: ++49 (0)231/172361
e-mail: scheiing@t-online.de Internet:
<http://www.scheiing.com>

Automatic coil winding machines, tools, and materials for manufacturing and repair of electrical motors and transformers. Distributors in all major industrial countries - please ask for details. Certified according to DIN EN ISO 9002.

Automatische Wickelmaschinen, Werkzeuge und Materialien für den elektrotechnischen Bedarf in der Herstellung und Reparatur von Elektromotoren und Transformatoren. Vertretungen in allen Industrieländern - fragen Sie bitte bei uns an. Zertifiziert nach DIN EN ISO 9002.

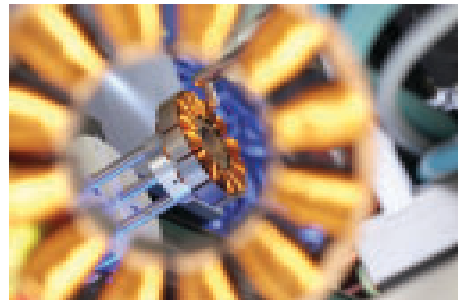
Example WITH LOGO AND PHOTO:



ATS Wickel und Montagetechnik **Hall 21B - Stand 501**

Grosszelgstrasse 21
CH 5436 Würenlos, Switzerland
Tel: ++41564368585
Fax: ++41564368538
e-mail: sales@ats-schweiz.ch
Internet: www.atsautomation.com

Solutions for the production of electrical motors, armatures, stators, electronic motors, servo motors, Stators for outside - and inside running motors. Stand alone machines or production lines. Solutions for manufacturing components and complete motor assembly. Certified according to DIN ISO 9001/2000



Komplettlösungen zur Herstellung von Elektromotoren, Servomotoren, Ankerfertigung (AC/DC), Statorfertigung, Elektronikmotoren, Statoren für Innen- und Aussenläufer. Lieferung von Einzelmaschinen, bis zu kompletten Fertigungslinien. Lösungen für Komponentenfertigung und Motorenendmontage. Zertifiziert ISO 9001/2000.

=====

Send your **STANDARD** Catalogue Entry via e-mail only to:
cwiemeusa@coilwindingexpo.com

For Catalogue Entries WITH ADDITIONAL TEXT, LOGO and PHOTOGRAPHS
contact Coil Winding International Magazine, Tel.: +44 (0)1202 743906,
Fax: +44 (0)1202 736018, e-mail: cwiemeuk@coilwindingexpo.com

PRODUCT DIRECTORY LISTING

for the 2004 Show Catalogue

LET YOUR COMPANY LISTING STAND OUT!

We are now able to offer the printing of your company logo with your stand number in the Product Directory Listings Form. The logo will provide instant recognition for your (potential) customers and make your listing stand out from the other companies.

For a quote please contact Coil Winding International Magazine direct, either by telephone on +44 (0) 1202 743906, Fax: +44 (0) 1202 736018 or e-mail: coilwind@bournemouth-net.co.uk

Please see below for examples of product listings in the Show Catalogue:

Example of a **Standard** listing

19841

Stand No: 1009: 105: 108: 109/208: 211:
305A/404A: 401/500: 421: 504: 508: 511: 604:
619: 900: 918:

INSULATION MATERIALS

FAX/EMAIL this number for further information

19843

Stand No: 1002: 1004: 1009: 100A:
1011A: 105: 108: 109/208: 1101/1200: 1106:
1109/1208: 1113: 113/212: 205/304: 303: 401/
500: 402: 421: 504: 507: 508: 508A: 511: 513:
601: 604: 619: 621: 706: 724: 801: 806: 809/
912: 814A: 817/920: 818: 900: 901: 909: 918:

INSULATION MATERIALS-RUBBERISED

FAX/EMAIL this number for further information

19844

Example of a listing **with company logo**

19841

Stand No: 1009: 105: 108: 109/208: 211:
305A/404A: 401/500: 421: 504: 508: 511: 604:
619: 900: 918:

INSULATION MATERIALS

FAX/EMAIL this number for further information

19843

Stand No: 1002: 1004: 1009: 100A: 1011A:



105: 108: 109/208: 1101/1200: 1106: 1109/1208:
1113: 113/212: 205/304: 303: 401/500: 402: 421:
504: 507: 508: 508A: 511: 513: 601: 604: 619:
621: 706: 724: 801: 806: 809/912: 814A: 817/920:
818: 900: 901: 909: 918:

INSULATION MATERIALS-RUBBERISED

FAX/EMAIL this number for further information

19844

FREE PRODUCT DIRECTORY LISTINGS FORM

for listings in the 2004 Show Catalogue

To be returned by 11th April 2004

Please supply the information that you want to appear in the Official Exhibition Catalogue.

Please photocopy this form and use one form for each company that you represent.



We would like a **STANDARD** Listing



YES, we want our company to stand out - please contact us with further information

COMPANY NAME: _____ HALL & STAND NO.: _____

Contact Name: _____ E-

mail: _____

Please return this form to: Coil Winding, Insulation & Electrical Manufacturing Exhibitions Ltd.
PO Box 936, Alder Hills, Poole, Dorset BH12 4YA, England

Fax: +44 (0)1202 736018

- | | | |
|---|---|---|
| <input type="checkbox"/> ABRASIVES-BLASTING | <input type="checkbox"/> BOOKS-TRANSFORMER MANUFACTURE & DESIGN | <input type="checkbox"/> COATINGS-CONFORMAL |
| <input type="checkbox"/> ADHESIVES & SEALANTS | <input type="checkbox"/> BOXES & CASES | <input type="checkbox"/> COATINGS-UV CURABLE |
| <input type="checkbox"/> ADHESIVES-TWO COMPONENT EPOXY | <input type="checkbox"/> BOXES & CASES-PLASTIC | <input type="checkbox"/> COIL ASSEMBLY SYSTEMS |
| <input type="checkbox"/> ALIGNMENT EQUIPMENT-LASER COUPLING | <input type="checkbox"/> BOXES-POTTING | <input type="checkbox"/> COIL BONDING MACHINES |
| <input type="checkbox"/> ALIGNMENT EQUIPMENT-LASER CUTTING | <input type="checkbox"/> BRAIDING MACHINES-HARNESS | <input type="checkbox"/> COIL BONDING MACHINES-STATOR |
| <input type="checkbox"/> ALTERNATOR STATOR MANUFACTURING LINES | <input type="checkbox"/> BRAIDING MACHINES-TEXTILE | <input type="checkbox"/> COIL CUT-OFF MACHINES |
| <input type="checkbox"/> ALTERNATORS | <input type="checkbox"/> BRAIDING MACHINES-WIRE | <input type="checkbox"/> COIL FINISHING MACHINES |
| <input type="checkbox"/> APG PROCESS | <input type="checkbox"/> BRAKES-ELECTROMAGNETIC | <input type="checkbox"/> COIL FORMERS-DESIGN |
| <input type="checkbox"/> ARMATURE MANUFACTURING LINES | <input type="checkbox"/> BRAZING MACHINES | <input type="checkbox"/> COIL SPREADERS |
| <input type="checkbox"/> ARMATURE SHAFT CENTRE LOCATING GAUGE | <input type="checkbox"/> BRAZING MACHINES-ROBOTIC | <input type="checkbox"/> COIL TRAYS |
| <input type="checkbox"/> ARMATURE SHAFT STRAIGHTENING PRESS | <input type="checkbox"/> BRIDGES | <input type="checkbox"/> COIL WINDING MACHINES-AIR WINDING |
| <input type="checkbox"/> ARMATURE SHAFTS | <input type="checkbox"/> BRUSH HOLDERS | <input type="checkbox"/> COIL WINDING MACHINES-ARBOR |
| <input type="checkbox"/> ARMATURES | <input type="checkbox"/> BRUSH SPRINGS | <input type="checkbox"/> COIL WINDING MACHINES-ARMATURE |
| <input type="checkbox"/> ASSEMBLY & WELDING SYSTEMS | <input type="checkbox"/> CABLES-VARIOUS | <input type="checkbox"/> COIL WINDING MACHINES-AUTOMATIC |
| <input type="checkbox"/> ASSEMBLY & WELDING SYSTEMS-CUSTOM DESIGN | <input type="checkbox"/> CANS-SCREENING | <input type="checkbox"/> COIL WINDING MACHINES-BOBBIN |
| <input type="checkbox"/> ASSEMBLY LINES | <input type="checkbox"/> CAPACITORS | <input type="checkbox"/> COIL WINDING MACHINES-CAPACITOR |
| <input type="checkbox"/> ASSOCIATIONS-TRADE | <input type="checkbox"/> CAPACITORS-MOTOR & INDUCTION | <input type="checkbox"/> COIL WINDING MACHINES-CHOKE |
| <input type="checkbox"/> AUTOMATION | <input type="checkbox"/> CARBIDE BURS | <input type="checkbox"/> COIL WINDING MACHINES-CUSTOM BUILT |
| <input type="checkbox"/> BALANCING COMPOUNDS | <input type="checkbox"/> CARBON BRUSHES | <input type="checkbox"/> COIL WINDING MACHINES-DEGAUSS |
| <input type="checkbox"/> BALANCING INSTRUMENTS | <input type="checkbox"/> CARBON BRUSHES-ALTERNATOR | <input type="checkbox"/> COIL WINDING MACHINES-DELAY LINE |
| <input type="checkbox"/> BALANCING MACHINES-MOTOR | <input type="checkbox"/> CARBON BRUSHES-COMMUTATOR | <input type="checkbox"/> COIL WINDING MACHINES-FLAT STRIP |
| <input type="checkbox"/> BALLASTS | <input type="checkbox"/> CATALYSTS | <input type="checkbox"/> COIL WINDING MACHINES-FLY |
| <input type="checkbox"/> BAR SEPARATORS | <input type="checkbox"/> CELL & WEDGE INSERTERS | <input type="checkbox"/> COIL WINDING MACHINES-FOIL |
| <input type="checkbox"/> BEADS-FERRITE CHIP | <input type="checkbox"/> CIRCUIT BREAKERS-THERMAL CUT-OFFS | <input type="checkbox"/> COIL WINDING MACHINES-HAND |
| <input type="checkbox"/> BEARING HEATERS | <input type="checkbox"/> CLEANING EQUIPMENT-PARTS | <input type="checkbox"/> COIL WINDING MACHINES-HEAVY DUTY |
| <input type="checkbox"/> BEARING TESTERS | <input type="checkbox"/> CLUTCHES-ELECTROMAGNETIC | <input type="checkbox"/> COIL WINDING MACHINES-HV MOTOR |
| <input type="checkbox"/> BEARINGS | <input type="checkbox"/> COATING EQUIPMENT-SPRAY & DIP | <input type="checkbox"/> COIL WINDING MACHINES-IN SLOT |
| <input type="checkbox"/> BLASTING EQUIPMENT | <input type="checkbox"/> COATING MACHINES | <input type="checkbox"/> COIL WINDING MACHINES-IN SLOT-AUTOMATIC |
| <input type="checkbox"/> BOARD ASSEMBLIES-TRANSFORMER TERMINAL | <input type="checkbox"/> COATING MACHINES-ARMATURE EPOXY | <input type="checkbox"/> COIL WINDING MACHINES-LATTICE |
| <input type="checkbox"/> BOARDS-TERMINATION | <input type="checkbox"/> COATING MACHINES-ELECTROSTATIC POWDER | <input type="checkbox"/> COIL WINDING MACHINES-LAYER |
| <input type="checkbox"/> BOBBIN STRIPPER | <input type="checkbox"/> COATING MACHINES-STATOR EPOXY | <input type="checkbox"/> COIL WINDING MACHINES-MINI CHIP |
| <input type="checkbox"/> BOBBINS & COIL FORMERS | <input type="checkbox"/> COATING SYSTEMS-ARMATURE EPOXY | <input type="checkbox"/> COIL-SMD/SMT |
| <input type="checkbox"/> BOBBINS-SURFACE MOUNT | <input type="checkbox"/> COATING SYSTEMS-CONFORMAL | <input type="checkbox"/> COIL WINDING MACHINES-MULTI-PRECISION |
| <input type="checkbox"/> BOBBINS-VDE | <input type="checkbox"/> COATING SYSTEMS-EPOXY | <input type="checkbox"/> COIL WINDING MACHINES-MULTI-SPINDLE |
| <input type="checkbox"/> BOOKS-COIL WINDING MANUFACTURE/DESIGN | <input type="checkbox"/> COATING SYSTEMS-RESIN/CHEMICAL CURE | <input type="checkbox"/> COIL WINDING MACHINES-PAPER INTERLEAVING |
| <input type="checkbox"/> BOOKS-MOTOR MANUFACTURE & DESIGN | <input type="checkbox"/> COATING SYSTEMS-STATOR EPOXY | <input type="checkbox"/> COIL WINDING MACHINES-PAPER INTERLEAVING |
| <input type="checkbox"/> BOOKS-MOTOR REPAIR | <input type="checkbox"/> COATING-CORE (PARYLENE) | <input type="checkbox"/> COIL WINDING MACHINES-POWER TRANSFORMER |
| | <input type="checkbox"/> COATING-PARYLENE | <input type="checkbox"/> COIL WINDING MACHINES-REBUILT |
| | <input type="checkbox"/> COATING-VACUUM DEPOSITION | |

<input type="checkbox"/> COIL WINDING MACHINES-RELAY	<input type="checkbox"/> CONTROLS-MACHINE	<input type="checkbox"/> FUSING
<input type="checkbox"/> COIL WINDING MACHINES-RESISTOR	<input type="checkbox"/> CONTROLS-MOTOR SPEED	<input type="checkbox"/> FLUX & SOLDER STATIONS
<input type="checkbox"/> COIL WINDING MACHINES-ROTOR	<input type="checkbox"/> CONVERTERS	<input type="checkbox"/> FOIL-MAGNETIC
<input type="checkbox"/> COIL WINDING MACHINES-SECONDHAND	<input type="checkbox"/> CONVERTERS-DC TO DC	<input type="checkbox"/> FORCE GAUGES
<input type="checkbox"/> COIL WINDING MACHINES-SEQUENTIAL	<input type="checkbox"/> CONVERTERS-FREQUENCY-RESISTANT 3 PHASE	<input type="checkbox"/> FUSES-THERMAL
<input type="checkbox"/> COIL WINDING MACHINES-SPECIAL PURPOSE	<input type="checkbox"/> CONVERTERS-PHASE	<input type="checkbox"/> GENERATORS
<input type="checkbox"/> COIL WINDING MACHINES-SPIRAL	<input type="checkbox"/> CORES-'C'	<input type="checkbox"/> GRINDERS
<input type="checkbox"/> COIL WINDING MACHINES-STATOR	<input type="checkbox"/> CORES-'D'	<input type="checkbox"/> HALL GENERATORS
<input type="checkbox"/> COIL WINDING MACHINES-TOROIDAL	<input type="checkbox"/> CORES-'E'	<input type="checkbox"/> HALL PROBES
<input type="checkbox"/> COIL WINDING MACHINES-TOROIDAL HOOK	<input type="checkbox"/> CORES-'EP'	<input type="checkbox"/> HEADERS & MOUNTS-COMPONENT/TOROIDAL
<input type="checkbox"/> COIL WINDING MACHINES-TOROIDAL REBUILT	<input type="checkbox"/> CORES-'F'	<input type="checkbox"/> HEADERS-DELAY LINE
<input type="checkbox"/> COIL WINDING MACHINES-TOROIDAL USED	<input type="checkbox"/> CORES-'R'	<input type="checkbox"/> HEAT GUNS
<input type="checkbox"/> COIL WINDING MACHINES-TRANSFORMER	<input type="checkbox"/> CORES-ALLOY POWDER	<input type="checkbox"/> HIGH-PRECISION COMPONENTS
<input type="checkbox"/> COIL WINDING MACHINES-TV YOKE	<input type="checkbox"/> CORES-BLOCK	<input type="checkbox"/> HOT STAKING MACHINES
<input type="checkbox"/> COIL WINDING MACHINES-WAVE	<input type="checkbox"/> CORES-COBALT/IRON	<input type="checkbox"/> HOUSINGS-ELECTRIC MOTOR
<input type="checkbox"/> COIL WINDING SERVICES	<input type="checkbox"/> CORES-CUT	<input type="checkbox"/> IMPREGNATION MACHINES
<input type="checkbox"/> COILS-ACTUATOR	<input type="checkbox"/> CORES-DRUM SHAPE	<input type="checkbox"/> IMPREGNATION MACHINES-HEATLESS CURE
<input type="checkbox"/> COILS-ANTENNA	<input type="checkbox"/> CORES-EMI SUPPRESSOR	<input type="checkbox"/> IMPREGNATION MACHINES-TRICKLE
<input type="checkbox"/> COILS-ARMATURE	<input type="checkbox"/> CORES-END-CAPPED	<input type="checkbox"/> IMPREGNATION PLANT-CURRENT UV
<input type="checkbox"/> COILS-CHOKE	<input type="checkbox"/> CORES-EPOXY COATED	<input type="checkbox"/> IMPREGNATION PLANT-VACUUM
<input type="checkbox"/> COILS-CUSTOM BUILT	<input type="checkbox"/> CORES-FERRITE	<input type="checkbox"/> IMPREGNATION PLANT-VACUUM PRESSURE
<input type="checkbox"/> COILS-DEGAUSSING	<input type="checkbox"/> CORES-IRON POWDER	<input type="checkbox"/> IMPREGNATION PLANT-WITH UV RESINS
<input type="checkbox"/> COILS-DELAY LINES CTV	<input type="checkbox"/> CORES-LIGHTING TECHNOLOGY	<input type="checkbox"/> IMPREGNATION PLANTS-HOT
<input type="checkbox"/> COILS-ENCAPSULATED	<input type="checkbox"/> CORES-MAGNETIC	<input type="checkbox"/> IMPREGNATION SERVICES
<input type="checkbox"/> COILS-FIXED INDUCTOR	<input type="checkbox"/> CORES-MANGANESE/ZINC	<input type="checkbox"/> INDEXING MACHINES
<input type="checkbox"/> COILS-HIGH VOLTAGE	<input type="checkbox"/> CORES-MPP	<input type="checkbox"/> INDUCTION HEATING EQUIPMENT
<input type="checkbox"/> COILS-IGNITION	<input type="checkbox"/> CORES-NICKEL/IRON	<input type="checkbox"/> INSERTION MACHINERY-SHADE BAND FORM
<input type="checkbox"/> COILS-INDUCTOR TOROIDAL	<input type="checkbox"/> CORES-NICKEL/MANGANESE	<input type="checkbox"/> INSERTION MACHINES-TERMINAL
<input type="checkbox"/> COILS-LIGHTING TECHNOLOGY	<input type="checkbox"/> CORES-NICKEL/ZINC	<input type="checkbox"/> INSERTION MACHINES-TRANSFORMER PIN
<input type="checkbox"/> COILS-MINIATURE	<input type="checkbox"/> CORES-POLYWRAPPED	<input type="checkbox"/> INSERTION TOOLING-COIL WINDING
<input type="checkbox"/> COILS-PLANAR-PRECISION WOUND	<input type="checkbox"/> CORES-POT	<input type="checkbox"/> INSPECTION EQUIPMENT
<input type="checkbox"/> COILS-POWER-SMD	<input type="checkbox"/> CORES-R	<input type="checkbox"/> INSULATING MACHINES
<input type="checkbox"/> COILS-RELAY TRIP	<input type="checkbox"/> CORES-RECTANGLE	<input type="checkbox"/> INSULATING MACHINES-MOTOR IRON
<input type="checkbox"/> COILS-RF/IF	<input type="checkbox"/> CORES-RM SQUARE	<input type="checkbox"/> INSULATING MACHINES-STATOR SLOT
<input type="checkbox"/> COILS-SELF SUPPORTED	<input type="checkbox"/> CORES-ROD SHAPE	<input type="checkbox"/> INSULATION FELTS-EPOXY RESIN COATED
<input type="checkbox"/> COILS-SENSOR	<input type="checkbox"/> CORES-SILICON/IRON	<input type="checkbox"/> INSULATION FELTS-POLYESTER RESIN COATED
<input type="checkbox"/> COILS-SHUNT TRIP	<input type="checkbox"/> CORES-SPECIALIST	<input type="checkbox"/> INSULATION MATERIALS
<input type="checkbox"/> COILS-SMD CHIP	<input type="checkbox"/> CORES-STRIP WOUND	<input type="checkbox"/> INSULATION MATERIALS-RUBBERISED
<input type="checkbox"/> COILS-SUPPRESSION	<input type="checkbox"/> CORES-SUPPORT	<input type="checkbox"/> INSULATION MATERIALS-RUBBERISED CORK GASKET
<input type="checkbox"/> COILS-TOROIDAL	<input type="checkbox"/> CORES-TOROIDAL	<input type="checkbox"/> INSULATION SYSTEMS
<input type="checkbox"/> COILS-TRANSPONDER	<input type="checkbox"/> CORES-TRANSFORMER	<input type="checkbox"/> INSULATION TUBING-EXTRUDED
<input type="checkbox"/> COILS-VARIOUS	<input type="checkbox"/> CORES-WELDING IMPEDER	<input type="checkbox"/> INSULATION TUBING-HEAT SHRINK
<input type="checkbox"/> COILS-VOICE	<input type="checkbox"/> CORES-WOUND	<input type="checkbox"/> INSULATION TUBING-WOUND PAPER
<input type="checkbox"/> COMMUTATOR AUTOMATIC SLOTTERS	<input type="checkbox"/> COUNTERS	<input type="checkbox"/> INSULATION-ARMATURE SHAFT TUBING
<input type="checkbox"/> COMMUTATOR BANDING RINGS	<input type="checkbox"/> COUPLINGS	<input type="checkbox"/> INSULATION-FILM POLYIMIDE
<input type="checkbox"/> COMMUTATOR HAND TOOLS	<input type="checkbox"/> COWLS-FORCED VENTILATION COOLING	<input type="checkbox"/> INSULATION-HIGH TEMPERATURE
<input type="checkbox"/> COMMUTATOR LATHES	<input type="checkbox"/> DEGASSING/MIXING PLANT	<input type="checkbox"/> INSULATION-HIGH VOLTAGE
<input type="checkbox"/> COMMUTATOR PLACERS	<input type="checkbox"/> DEMAGNETIZERS-PERMANENT MAGNET	<input type="checkbox"/> INSULATION-INDUSTRIAL
<input type="checkbox"/> COMMUTATOR QUALITY CONTROL SYSTEMS	<input type="checkbox"/> DEREELEERS	<input type="checkbox"/> INSULATION-MOULDING POWDERS
<input type="checkbox"/> COMMUTATOR RINGS-GLASS EPOXY	<input type="checkbox"/> DESIGN & DEVELOPMENT SERVICES	<input type="checkbox"/> INSULATION-PAPER
<input type="checkbox"/> COMMUTATOR SLOT DE-BURRING TOOLS	<input type="checkbox"/> DESIGN-WOUND COMPONENTS	<input type="checkbox"/> INSULATION-PHASE (H)
<input type="checkbox"/> COMMUTATOR SLOTTING SAWS	<input type="checkbox"/> DIES & DIE CUTS FOR INSULATION PARTS	<input type="checkbox"/> INSULATION-PRESSBOARD
<input type="checkbox"/> COMMUTATOR STONES	<input type="checkbox"/> DISPENSERS-LIQUID	<input type="checkbox"/> INSULATION-SLEEVING
<input type="checkbox"/> COMMUTATOR TREATING CHEMICALS	<input type="checkbox"/> DISPENSERS-ROBOTIC	<input type="checkbox"/> INSULATION-SLOT
<input type="checkbox"/> COMMUTATOR TURNING TOOLS-DIAMOND	<input type="checkbox"/> DISPENSERS-ROTARY TABLES	<input type="checkbox"/> INSULATION-TRACTION MOTOR
<input type="checkbox"/> COMMUTATOR UNDERCUTTERS	<input type="checkbox"/> DISPENSERS-TWO COMPONENT MIXING	<input type="checkbox"/> INSULATION-TUBULAR
<input type="checkbox"/> COMMUTATOR UNDERCUTTING SAWS	<input type="checkbox"/> DRIVES-MOTORS	<input type="checkbox"/> INSULATORS
<input type="checkbox"/> COMMUTATORS	<input type="checkbox"/> DRYING EQUIPMENT-TRANSFORMER	<input type="checkbox"/> INTERLEAVING MATERIALS
<input type="checkbox"/> CONFERENCE PAPERS-COIL WINDING	<input type="checkbox"/> DRYING PLANT-VACUUM	<input type="checkbox"/> INVERTERS
<input type="checkbox"/> CONNECTORS	<input type="checkbox"/> DUROPLASTS	<input type="checkbox"/> LABORATORIES-COMPONENT TESTING
<input type="checkbox"/> CONSULTANTS-MOTOR DESIGN	<input type="checkbox"/> DYNAMIC BALANCING	<input type="checkbox"/> LAMINATES
<input type="checkbox"/> CONSULTANTS-MOTOR MANUFACTURING	<input type="checkbox"/> DYNAMOMETERS	<input type="checkbox"/> LAMINATES-COPPER/POLYESTER
<input type="checkbox"/> CONSULTANTS-PRODUCT SAFETY COMPLIANCE	<input type="checkbox"/> EARTHING STRAPS-BRAIDED	<input type="checkbox"/> LAMINATES-PAPER/PLASTIC
<input type="checkbox"/> CONSULTANTS-STATOR TESTING	<input type="checkbox"/> ENCAPSULATION CUPS	<input type="checkbox"/> LAMINATING MACHINES
<input type="checkbox"/> CONSULTANTS-WOUND COMPONENT DESIGN	<input type="checkbox"/> ENCAPSULATION MACHINES	<input type="checkbox"/> LAMINATION STACK DISPENSERS
<input type="checkbox"/> CONTACTS-CARBON & COPPER	<input type="checkbox"/> ENCAPSULATION PLANT	<input type="checkbox"/> LAMINATIONS
	<input type="checkbox"/> ENCAPSULATION PLANT-VACUUM	<input type="checkbox"/> LAMINATIONS-CHOKE
	<input type="checkbox"/> ENCAPSULATION SERVICES	<input type="checkbox"/> LAMINATIONS-MOTOR
	<input type="checkbox"/> ENCLOSURES-METAL	<input type="checkbox"/> LAMINATIONS-NICKEL ALLOY
	<input type="checkbox"/> ENCODERS	
	<input type="checkbox"/> FERRITE GRINDERS-LAB MODEL	
	<input type="checkbox"/> FERRITES-THERMAL	
	<input type="checkbox"/> FILTERS	
	<input type="checkbox"/> FILTERS-SMD	
	<input type="checkbox"/> FLAME GENERATORS	
	<input type="checkbox"/> FLAME GENERATORS-MAGNET WIRE	

- [] LAMINATIONS-ROTOR
- [] LAMINATIONS-STATOR
- [] LAMINATIONS-TRANSFORMER
- [] LASERCUTTING
- [] LEAD CUTTING & FORMING MACHINES
- [] LEAD FRAMES
- [] MAGNET CHARGING MACHINES
- [] MAGNETIC ASSEMBLIES/SUB ASSEMBLIES
- [] MAGNETIC POLE DETECTORS
- [] MAGNETIZERS-PERMANENT MAGNET
- [] MAGNETS
- [] MAGNETS-ALNICO
- [] MAGNETS-CERAMIC
- [] MAGNETS-COPPER/NICKEL/IRON
- [] MAGNETS-CUSTOM
- [] MAGNETS-FERRITE
- [] MAGNETS-NEODYMIUM/IRON/BORON
- [] MAGNETS-PERMANENT
- [] MAGNETS-SAMARIUM/COBALT
- [] METERING VALVES
- [] METERS-CAPACITANCE
- [] METERS-ENERGY
- [] METERS-FLUX
- [] METERS-GAUSS
- [] METERS-INDUCTANCE
- [] METERS-MULTI DIGITAL
- [] METERS-OHM
- [] METERS-OSCILLOSCOPES
- [] METERS-PERMANENT MAGNET CALIBRATION
- [] METERS-PERMANENT MAGNET MEASURING
- [] METERS-PHASE ANGLE
- [] METERS-POWER
- [] METERS-SINGLE PHASE AC POWER ANALYSER
- [] METERS-TAN DELTA
- [] METERS-THREE PHASE AC POWER ANALYSER
- [] METERS-TRANSFORMER RATIO
- [] METERS-VARIOUS
- [] MOTOR ASSEMBLY LINES
- [] MOTOR HOUSINGS/COMPONENTS-DIECAST
- [] MOTOR MANUFACTURING-CUSTOM
- [] MOTOR PARTS & ACCESSORIES
- [] MOTOR SURVEILLANCE SYSTEMS
- [] MOTORS-DC BRUSHLESS
- [] MOTORS-SWITCHED RELUCTANCE & BRUSHLESS
- [] MOTORS-VARIOUS
- [] MOULDING-COMPRESSION
- [] MOULDING-INJECTION
- [] MOULDING-INJECTION-TRANSFORMER END CAPS
- [] MOULDING-TRANSFER
- [] MOULDS-THERMOPLASTIC PARTS FOR MOTORS
- [] OIL PURIFICATION PLANT-TRANSFORMER
- [] OIL REGENERATION PLANT-TRANSFORMER
- [] OIL TANKS-CORRUGATED TRANSFORMER
- [] OIL TREATMENT PLANT-TRANSFORMER
- [] OILS-TRANSFORMER
- [] OVENS
- [] OVENS-BURN OUT
- [] OVENS-CURING
- [] OVENS-DRYING
- [] OVENS-HOT AIR CONVEYORISED/LINEAR/ NON LINEAR
- [] OVENS-UV CURING
- [] OVENS-VACUUM
- [] PIN STRAIGHTENING MACHINES-TRANSFORMER
- [] PIN-WIRE
- [] PINS-WIRE INSERTING
- [] POLYESTER-THREADS FOR WINDING
- [] POLYMERS-THERMOPLASTIC ENGINEERING
- [] POTENTIOMETERS-VARIOUS TYPES
- [] POTTING COMPOUNDS
- [] POWDERS-COATING
- [] POWDERS-ENCAPSULATION
- [] POWDERS-POTTING
- [] POWER SUPPLIES-DC
- [] POWER SUPPLIES-PROGRAMMABLE
- [] POWER SUPPLIES-VARIOUS TYPES
- [] PRESS WORK-PRECISION
- [] PRESSES-COIL
- [] PRICING SERVICE-REWIND
- [] PRINTED CIRCUIT BOARD ASSEMBLY MACHINES
- [] PRODUCT SAFETY APPROVALS EXPEDITING
- [] PRODUCT SAFETY COMPLIANCE
- [] PUBLICATIONS-INTERNATIONAL PRODUCT SAFETY
- [] PULLERS-COIL
- [] RECTIFIERS
- [] REEL SUPPLY & TAKE-UP UNITS
- [] RELAYS
- [] RESIN CASTING PLANT-VACUUM
- [] RESIN HANDGUNS
- [] RESIN MIX/METER MACHINES
- [] RESIN PUMPS
- [] RESIN-PRECISION SYRINGE DISPENSERS
- [] RESIN-UV CURE DISPENSERS
- [] RESIN-VISCOSITY CONTROL EQUIPMENT
- [] RESINS-CASTING
- [] RESINS-ENCAPSULATION
- [] RESINS-EPOXY
- [] RESINS-IMPREGNATION
- [] RESINS-NYLON
- [] RESINS-POLYBUTADIENE
- [] RESINS-POLYESTER
- [] RESINS-POLYURETHANE
- [] RESINS-POTTING
- [] RESINS-SILICONE
- [] RESINS-TRICKLE
- [] RESISTORS
- [] REWINDING SERVICE-MOTORS
- [] REWINDING SERVICE-TRANSFORMERS
- [] ROTORS
- [] ROTORS-DIECAST
- [] SEMINARS-PRODUCT SAFETY
- [] SENSORS-CURRENT
- [] SENSORS-MOTOR/TRANSFORMER
- [] SHAPING MACHINES-COIL/ TRANSFORMER
- [] SHIELDING-MU METAL
- [] SHIELDS-MAGNETIC
- [] SHIELDS-TRANSFORMER EMI/RFI
- [] SKEINING-LEAD REINFORCEMENT
- [] SLEEVES-PRINTED IDENTIFICATION
- [] SLIP RINGS & ASSEMBLIES
- [] SLOT WEDGES
- [] SOFTWARE-COMPUTERAIDED ENGINEERING
- [] SOFTWARE-EM DESIGN & ANALYSIS
- [] SOFTWARE-INDUCTOR DESIGN
- [] SOFTWARE-MAGNETIC DESIGN & ANALYSIS
- [] SOFTWARE-MOTOR DESIGN & ANALYSIS
- [] SOFTWARE-MOTOR REPAIR SHOP
- [] SOFTWARE-TOROIDAL TRANSFORMER DESIGN
- [] SOFTWARE-TRANSFORMER DESIGN
- [] SOFTWARE-VARIOUS
- [] SOLDER
- [] SOLDER BATHS-ULTRASONIC
- [] SOLDER FLUXES & THINNERS
- [] SOLDER PASTE
- [] SOLDER POTS
- [] SOLDERING & BRAZING MACHINES-FULLY AUTOMATIC
- [] SOLDERING & BRAZING MACHINES-MANUAL
- [] SOLDERING & BRAZING MACHINES-SEMI AUTOMATIC
- [] SOLDERING & TINNING EQUIPMENT
- [] SOLDERING IRONS-LIGHT/HEAVY DUTY/ HIGH WATTAGE
- [] SOLDERING IRONS-ULTRASONIC
- [] SOLDERING MACHINES-HIGH TEMPERATURE
- [] SOLDERING MACHINES-ROBOTIC
- [] SOLDERING MACHINES-SELECTIVE AREA
- [] SOLENOIDS
- [] SOLVENTS-ELECTRONIC
- [] SPARE PARTS-COIL WINDING & INSERTION
- [] SPARE PARTS-STATOR COIL INSERTERS
- [] SPARE PARTS-STATOR CUFF INSERTERS
- [] SPRINGS
- [] STAMPINGS-METAL
- [] STARTERS-SLIP RING MOTOR
- [] STATOR CELL & WEDGE INSERTERS
- [] STATOR CLEATING MACHINES
- [] STATOR COIL FORMING MACHINES
- [] STATOR COIL INSERTION MACHINES
- [] STATOR CUFF INSERTERS
- [] STATOR LACING & KNOTTING MACHINES
- [] STATOR MANUFACTURING LINES
- [] STATOR SLOT CLEANING MACHINES
- [] STATOR STACKING MACHINES
- [] STATOR STACKS-PUNCHED IN STACKING TOOL
- [] STATOR WINDING
- [] STATORS
- [] STATORS-CLEATED
- [] STATORS-WELDED
- [] STROBOSCOPES
- [] SUCTION SYSTEMS
- [] SURGE ARRESTORS
- [] SURGE GENERATORS
- [] SWITCHES-CENTRIFUGALLY ACTUATED
- [] SWITCHES-CURRENT SENSITIVE
- [] SWITCHES-SINGLE PHASE MOTOR STARTING
- [] SWITCHES-THERMAL
- [] TACHOMETERS
- [] TAG INSERTION MACHINES
- [] TAPE DISPENSERS
- [] TAPE DISPENSERS-ELECTRIC
- [] TAPE FABRICATION
- [] TAPES-ADHESIVE
- [] TAPES-ADHESIVE PRESSURE SENSITIVE
- [] TAPES-ALUMINIUM FOIL
- [] TAPES-CLOTH WOVEN
- [] TAPES-COPPER FOIL
- [] TAPES-COTTON
- [] TAPES-CUSTOM DESIGNED
- [] TAPES-DIECUT SHAPES
- [] TAPES-ELECTRICAL
- [] TAPES-FILM
- [] TAPES-HEAT SHRINKABLE
- [] TAPES-HEATER
- [] TAPES-HIGH TEMPERATURE BANDING
- [] TAPES-LACING
- [] TAPES-LAMINATED
- [] TAPES-MASKING
- [] TAPES-MICA
- [] TAPES-NICKEL
- [] TAPES-NON WOVEN
- [] TAPES-POLYESTER
- [] TAPES-POLYIMIDE FILM
- [] TAPES-RESISTANCE
- [] TAPES-SCREEN PRINTING

<input type="checkbox"/>	TAPES-SELF BONDING	<input type="checkbox"/>	THERMOPLASTS	<input type="checkbox"/>	WIRE-AL WINDING
<input type="checkbox"/>	TAPES-SILICONE RUBBER SELF BONDING	<input type="checkbox"/>	THERMOSTATS	<input type="checkbox"/>	WIRE-ANODIZED ALUMINIUM MAGNET
<input type="checkbox"/>	TAPES-SLIT/FEATHERED-MINI WIDTH 5MM	<input type="checkbox"/>	TOOLING-ALUMINIUM DIE CASTING	<input type="checkbox"/>	WIRE-BARE & INSULATED
<input type="checkbox"/>	TAPES-TRAVERSE WOUND	<input type="checkbox"/>	TOOLING-PROGRESSION	<input type="checkbox"/>	WIRE-BIFILAR
<input type="checkbox"/>	TAPES-VINYL	<input type="checkbox"/>	TOOLMAKING-INJECTION MOULDING	<input type="checkbox"/>	WIRE-BOBBIN PIN WIRE
<input type="checkbox"/>	TAPES-WOVEN	<input type="checkbox"/>	TOOLS & DIES	<input type="checkbox"/>	WIRE-BRAIDED, COVERED & BARS
<input type="checkbox"/>	TAPES-WOVEN-FIBRE GLASS	<input type="checkbox"/>	TOOLS-ELECTRONIC PLIERS ETC	<input type="checkbox"/>	WIRE-CU FOIL
<input type="checkbox"/>	TAPING MACHINES	<input type="checkbox"/>	TOROID RETAINERS	<input type="checkbox"/>	WIRE-CU FOIL INSULATED
<input type="checkbox"/>	TAPING MACHINES-CORE	<input type="checkbox"/>	TOROIDAL CLAMPS	<input type="checkbox"/>	WIRE-CU STRIP
<input type="checkbox"/>	TAPING MACHINES-DEGAUSS	<input type="checkbox"/>	TOROIDAL MOUNTS	<input type="checkbox"/>	WIRE-CU TINNED
<input type="checkbox"/>	TERMINAL BLOCK STRIPS	<input type="checkbox"/>	TOROIDAL SHUTTLE DRIVE PULLEYS	<input type="checkbox"/>	WIRE-CU WELDING
<input type="checkbox"/>	TERMINALS & TERMINATIONS	<input type="checkbox"/>	TOROIDAL SHUTTLES	<input type="checkbox"/>	WIRE-ENAMELED & TEXTILED COVERED
<input type="checkbox"/>	TERMINATING MACHINES	<input type="checkbox"/>	TOROIDAL SLIDES	<input type="checkbox"/>	WIRE-ENAMELED ROUND & RECTANGULAR
<input type="checkbox"/>	TEST JIGS	<input type="checkbox"/>	TRANSDUCERS	<input type="checkbox"/>	WIRE-GLASS FIBRE INSULATED
<input type="checkbox"/>	TESTER STATIONS-COMPUTER AIDED	<input type="checkbox"/>	TRANSFER UNITS & AUTOMATIC LINES	<input type="checkbox"/>	WIRE-GOLD PLATED
<input type="checkbox"/>	TESTERS-ARMATURE	<input type="checkbox"/>	TRANSFORMER CLAMPS	<input type="checkbox"/>	WIRE-HF/LITZ
<input type="checkbox"/>	TESTERS-CAPACITANCE & TAN DELTA	<input type="checkbox"/>	TRANSFORMER END FRAMES	<input type="checkbox"/>	WIRE-HIGH TEMPERATURE INSULATED
<input type="checkbox"/>	TESTERS-CAPACITOR	<input type="checkbox"/>	TRANSFORMER EQUIPMENT-POWER	<input type="checkbox"/>	WIRE-INSULATED WINDING
<input type="checkbox"/>	TESTERS-COIL	<input type="checkbox"/>	TRANSFORMER HOUSINGS, CASES, TANKS	<input type="checkbox"/>	WIRE-IRRADIATED CABLES
<input type="checkbox"/>	TESTERS-COIL PARTIAL DISCHARGE	<input type="checkbox"/>	TRANSFORMER SHROUDS	<input type="checkbox"/>	WIRE-LEAD
<input type="checkbox"/>	TESTERS-COIL TURNS COUNTER	<input type="checkbox"/>	TRANSFORMER WASHERS (NEOPRENE)	<input type="checkbox"/>	WIRE-MAGNET
<input type="checkbox"/>	TESTERS-COIL VOLTAGE DISTRIBUTION	<input type="checkbox"/>	TRANSFORMER WEDGES-GRP	<input type="checkbox"/>	WIRE-MINIATURE INSULATED
<input type="checkbox"/>	TESTERS-COMMUTATOR	<input type="checkbox"/>	TRANSFORMER WEDGES-WOOD	<input type="checkbox"/>	WIRE-NICKEL
<input type="checkbox"/>	TESTERS-COMPLETE MOTOR	<input type="checkbox"/>	TRANSFORMER-PARTS & ACCESSORIES	<input type="checkbox"/>	WIRE-NICKEL/IRON
<input type="checkbox"/>	TESTERS-COMPLETE MOTOR-FULL LOAD	<input type="checkbox"/>	TRANSFORMERS-AIR CORE	<input type="checkbox"/>	WIRE-OCTAGONAL
<input type="checkbox"/>	TESTERS-COMPLETE MOTOR-NO LOAD	<input type="checkbox"/>	TRANSFORMERS-CAST RESIN	<input type="checkbox"/>	WIRE-RECTANGULAR
<input type="checkbox"/>	TESTERS-COMPONENT	<input type="checkbox"/>	TRANSFORMERS-CURRENT	<input type="checkbox"/>	WIRE-RESISTANCE
<input type="checkbox"/>	TESTERS-CONDUCTANCE	<input type="checkbox"/>	TRANSFORMERS-DISCHARGE FREE	<input type="checkbox"/>	WIRE-RIBBON MAGNET
<input type="checkbox"/>	TESTERS-CORE LOSS	<input type="checkbox"/>	TRANSFORMERS-DRY TYPE	<input type="checkbox"/>	WIRE-SELF BONDING
<input type="checkbox"/>	TESTERS-CORONA DISCHARGE	<input type="checkbox"/>	TRANSFORMERS-HIGH VOLTAGE	<input type="checkbox"/>	WIRE-SERRATED
<input type="checkbox"/>	TESTERS-DIE CAST ROTOR	<input type="checkbox"/>	TRANSFORMERS-INSTRUMENT	<input type="checkbox"/>	WIRE-SMD
<input type="checkbox"/>	TESTERS-DIELECTRIC	<input type="checkbox"/>	TRANSFORMERS-MINIATURE	<input type="checkbox"/>	WIRE-SOLDERABLE, SERRATED
<input type="checkbox"/>	TESTERS-ELECTRICAL STEEL SHEET	<input type="checkbox"/>	TRANSFORMERS-POWER	<input type="checkbox"/>	WIRE-SPECIAL
<input type="checkbox"/>	TESTERS-ELECTRICAL STRIP STEEL	<input type="checkbox"/>	TRANSFORMERS-R CORE	<input type="checkbox"/>	WIRE-SQUARE
<input type="checkbox"/>	TESTERS-ENAMELED WIRE	<input type="checkbox"/>	TRANSFORMERS-RF/IF	<input type="checkbox"/>	WIRE-STAINLESS STEEL
<input type="checkbox"/>	TESTERS-HARMONIC/DISTORTION	<input type="checkbox"/>	TRANSFORMERS-SPECIAL	<input type="checkbox"/>	WIRE-TEXTILE COVERED
<input type="checkbox"/>	TESTERS-HARMONICS/FLICKER	<input type="checkbox"/>	TRANSFORMERS-TELECOMMUNICATIONS	<input type="checkbox"/>	WIRE-THERMOSETTING ENAMELED
<input type="checkbox"/>	TESTERS-HERMETIC ELECTRIC MOTORS	<input type="checkbox"/>	TRANSFORMERS-TOROIDAL	<input type="checkbox"/>	WIRE-TIN PLATED
<input type="checkbox"/>	TESTERS-HIPOT	<input type="checkbox"/>	TRANSFORMERS-TV LINE	<input type="checkbox"/>	WIRE-TIN/LEAD PLATED
<input type="checkbox"/>	TESTERS-IMPULSE WINDING	<input type="checkbox"/>	TRANSFORMERS-VARIOUS TYPES	<input type="checkbox"/>	WIRE-VARIOUS
<input type="checkbox"/>	TESTERS-INSULATION	<input type="checkbox"/>	ULTRASONIC BONDING MACHINES		
<input type="checkbox"/>	TESTERS-LAMINATION INSULATION	<input type="checkbox"/>	VACUUM EQUIPMENT		
<input type="checkbox"/>	TESTERS-LEAKAGE	<input type="checkbox"/>	VARISTORS		
<input type="checkbox"/>	TESTERS-MAGNET WIRE	<input type="checkbox"/>	VARNISH REMOVAL		
<input type="checkbox"/>	TESTERS-MAGNET WIRE DUCTILITY/FORMABILITY	<input type="checkbox"/>	VARNISH-ELECTRICAL INSULATING		
<input type="checkbox"/>	TESTERS-PHASE DIRECTION	<input type="checkbox"/>	VARNISH-IMPREGNATION		
<input type="checkbox"/>	TESTERS-POWER LOSS	<input type="checkbox"/>	VARNISH-MAGNET WIRE ENAMEL		
<input type="checkbox"/>	TESTERS-RELAY	<input type="checkbox"/>	VIBRATION MONITORS		
<input type="checkbox"/>	TESTERS-RESISTANCE	<input type="checkbox"/>	WASHING EQUIPMENT		
<input type="checkbox"/>	TESTERS-RESISTANCE MULTIPLE	<input type="checkbox"/>	WAX POTS		
<input type="checkbox"/>	TESTERS-RESISTANCE TEMP COMP	<input type="checkbox"/>	WAXING		
<input type="checkbox"/>	TESTERS-ROTOR	<input type="checkbox"/>	WELDING EQUIPMENT-COLD PRESSURE		
<input type="checkbox"/>	TESTERS-ROTOR TEMPERATURE	<input type="checkbox"/>	WELDING EQUIPMENT-COMMUTATOR		
<input type="checkbox"/>	TESTERS-SHORTED TURNS	<input type="checkbox"/>	WELDING EQUIPMENT-LAMINATION		
<input type="checkbox"/>	TESTERS-SQUIRREL CAGE ROTOR	<input type="checkbox"/>	WELDING EQUIPMENT-LASER MOTOR		
<input type="checkbox"/>	TESTERS-STATOR	<input type="checkbox"/>	WELDING EQUIPMENT-LASER TRANSFORMER		
<input type="checkbox"/>	TESTERS-SURGE	<input type="checkbox"/>	WELDING EQUIPMENT-SHADE BAND		
<input type="checkbox"/>	TESTERS-TRANSFORMER	<input type="checkbox"/>	WELDING EQUIPMENT-STATOR		
<input type="checkbox"/>	TESTERS-TRANSFORMER CORE	<input type="checkbox"/>	WELDING EQUIPMENT-TRANSFORMER		
<input type="checkbox"/>	TESTERS-TRANSFORMER TURNS	<input type="checkbox"/>	WELDING EQUIPMENT-ULTRASONIC		
<input type="checkbox"/>	TESTERS-VIBRATION	<input type="checkbox"/>	WELDING EQUIPMENT-WIRE		
<input type="checkbox"/>	TESTERS-VOLTAGE	<input type="checkbox"/>	WINDING PINS-ELECTRIC MOTORS		
<input type="checkbox"/>	TESTERS-WEDGE TIGHTNESS	<input type="checkbox"/>	WIRE & TUBE CUTTERS		
<input type="checkbox"/>	TESTING SERVICES-INSULATION	<input type="checkbox"/>	WIRE CUTTING/STRIPPING MCS-TINNING STATION		
<input type="checkbox"/>	TESTING SERVICES-PARTIAL DISCHARGE	<input type="checkbox"/>	WIRE END PREPARATION		
<input type="checkbox"/>	TESTING SERVICES-STATOR	<input type="checkbox"/>	WIRE GUIDES-COIL WINDING		
<input type="checkbox"/>	TESTING SERVICES-VOLTAGE ENDURANCE	<input type="checkbox"/>	WIRE SPOOLS-SECONDHAND		
<input type="checkbox"/>	TESTING SERVICES-WIRE	<input type="checkbox"/>	WIRE STRIPPING & TWISTING MACHINES		
<input type="checkbox"/>	TESTING-CABLE	<input type="checkbox"/>	WIRE STRIPPING TOOLS		
<input type="checkbox"/>	TESTING-CASEHARDENING	<input type="checkbox"/>	WIRE TENSION DEVICES-HEADS ETC		
<input type="checkbox"/>	THERMAL & SOUND PROOFING	<input type="checkbox"/>	WIRE TENSION METERS		
<input type="checkbox"/>	THERMAL BONDING MACHINES	<input type="checkbox"/>	WIRE-AL STRIP		
<input type="checkbox"/>	THERMISTORS				

AUSSTELLUNGSKATALOG

EXHIBITION CATALOGUE

The **Spring/Summer edition of Coil Winding International & Electrical Insulation Magazine** is used as the official Berlin Show Catalogue. Not only is the catalogue given "FREE" to all attending delegates it is also distributed after the close of the exhibition to 34,500 readers on Coil Winding International & Electrical Insulation Magazine's mailing list. Please see overleaf for our rate card.

Benefits to you:

- 1/ Delegates from over **100** different countries registered for Berlin CWIEME 2003.
- 2/ Extra copies distributed after close of Berlin 2004 Exhibition to **34,500** readers taken from Coil Winding International & Electrical Insulation Magazine's total list of 103,500 in 145 different Countries. We actually have a mailing list in excess of 145,500 but we only mail certain non-English speaking countries such as Vietnam, Korea, China etc on an occasional basis.
- 3/ Berlin CWIEME, is now the **World's largest** and the **most important and largest Coil Winding/Insulation Show**. *In just seven years this exhibition has a greater number of participating companies than the Hannover Fair coil winding pavilion and the Productronica coil winding section - combined. Visitors to CWIEME 2003 came from over 100 different countries, making this the most International of all the coil winding events in the world. You don't believe us. Check out the facts and figures for yourself. By advertising in the Berlin Show Catalogue you now have access to this audience.*
- 4/ The European Electrical Industry is almost as **large as the North American and Japanese Industries** combined.
- 5/ **Europe** is the **largest Export Market** for US electronic component manufacturers.
- 6/ **Europe** is the **largest Export Market** for Asian electronic component manufacturers
- 7/ **Germany** is the dominant economy in Europe, generating nearly **30%** of the total Gross Domestic Product of the European Union
- 8/ **Germany** is the **3rd largest economy** in the world (following USA & Japan). The UK is the 4th, France is the 5th and Italy is the 6th largest economies in the World.
- 9/ **Save money** per page. We were already the most cost effective magazine in the Industry in terms of cost per 1000 copies mailed but now, because we print and mail from the Far East, we have reduced the cost of advertising even more.

CONTACT US NOW:

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Coil Winding International & Electrical Insulation MAGAZINE

Register
Now!

Fax: +44 1202-736018



Volume 27 Issue 2 - Berlin CWIEME Show Catalogue

**4,500 copies distributed during CWIEME 2004
+ 34,500 mailed after exhibition
= 39000 copies of Berlin 2004 Catalogue**

Position/Size	Colour	Mono*
Front Cover 200mm x 165mm	2277/insert	N/A
Inside Front Cover 273mm x 185mm	2893/insert	N/A
Inside Back Cover 273mm x 185mm	2893/insert	N/A
Back Cover 273mm x 185mm	3161/insert	N/A
Center Page Spread 273mm x 400mm 305mm x 425mm bleed	3923/insert	N/A
Double Page Spread 273mm x 400mm 305mm x 425mm bleed	3566/insert	3446/insert
Full Page 273mm x 185mm 305mm x 214mm bleed	2630/insert	2516/insert
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1/2 Page (Solus) 200mm x 121mm	1643/insert	1529/insert
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CWIEME '2004 Berlin

**Exhibition
Catalogue**

Ausstellungskatalog

**Exhibition
Catalogue**

PERSONAL TRANSPORTATION AND HOTEL INFORMATION

- Berlin at a glance -

Berlin is an exciting travel destination at any time of the year. It is the most visited city in Germany. The very best information about Berlin, accommodations, travel and general information can be found at:

www.btm.de/english/index.html

- Information on this site can be viewed in German, English, French, Italian, Spanish and Mandarin language. -

There is a hotel reservation service at this site. The closest area to the Messe Berlin is the "West City" area that includes Charlottenburg, Wilmersdorf, Tiergarten and Schöneberg.

The Messe Berlin - Berlin fairgrounds

Fast local transport connections surround the fairgrounds. Because there are separate routes for automobile, bus and train traffic - as well as three different entrances to the fairgrounds themselves - all arrivals are swift, comfortable and stress free. Traffic jams are minimized by separating vehicles carrying visitors to the fair from normal daily neighborhood traffic. There are plenty of parking spaces as well as bus stops and taxi stands near each entrance.

The Messe Berlin can be reached extremely easily by plane, public transport: S-Bahn (city trains), U-Bahn (underground trains), train and bus, as well as by car.

For directions to the Messegelaende Berlin please visit **www.guest-events.com** (*English Version*) or **www.guest-events.de** (*German Version*). For detailed information select "Travel Information" ("Reiseservice"), followed by "How to get there" ("So finden Sie uns"). Under the "Travel Information" ("Reiseservice") option you can also find a travel and hotel service, as well as general Berlin information.

For additional hotel reservation services you can also contact

Berlin Service, Postfach 770313, D-13003 Berlin,
Telefon: +49 (0)30 53010593 Fax: +49 (0)30 53790038
e-mail: information@btm.de

The South Entrance (Messe Sued) is the closest to Halls 1 and 2. It can be reached by S-Bahn (city trains), U-Bahn (underground) trains, regional trains and bus services. In addition there is a central bus station (Busbahnhof), which is located on the Masurenallee, across the road from the broadcasting tower (Funkturn) near halls 16 and 17, serving domestic and international bus lines.

By Plane: Germany's capital city can be reached directly, and conveniently, via national and international air routes. Berlin has three commercial airports: Berlin-Tegel (TXL), Berlin-Schonefeld (SXL), and Berlin-Tempelhof (THF). All three airports are connected with the city center and the Messe Berlin (Berlin Fairgrounds) by trains and buses at standard public fares. Tegel, the main airport is only 15 minutes via the autobahn. Schonefeld Airport has a direct 35 minute S-Bahn Train link the Fairgrounds
By Bus: Berlin is served by 23-30 bus lines with a number of destinations in Germany and the rest of Europe. Arrivals and departures: Zentraler Omnibus Bahnhof - ZOB - (Central Bus Station) near the Funkturn (Broadcasting Tower)

By Train: Berlin can be reached by train from all directions. The principal train stations are Berlin Zoologischer Garten, Berlin-Friedrichstrasse and Berlin Hauptbahnhof.

By Car: The Messe Berlin is at the intersection of Autobahns 115 and 100. It is very well signposted - take either the Messedamm - Nord or Messedamm-Süd exits. Look for signs to the ICC also. Parking is excellent and available close to the Exhibition halls. Halls 1.2 and 2.2 are on the South side of the Fairgrounds on Jaffeestrasse.

The landmarks to look for are the very tall Funkturm Radio Tower and Deutschland Hall.

Vehicle Entrances to the Messe Berlin Exhibition Grounds

Gate 25 - Vehicle unloading for Halls 1.2 and 2.2:

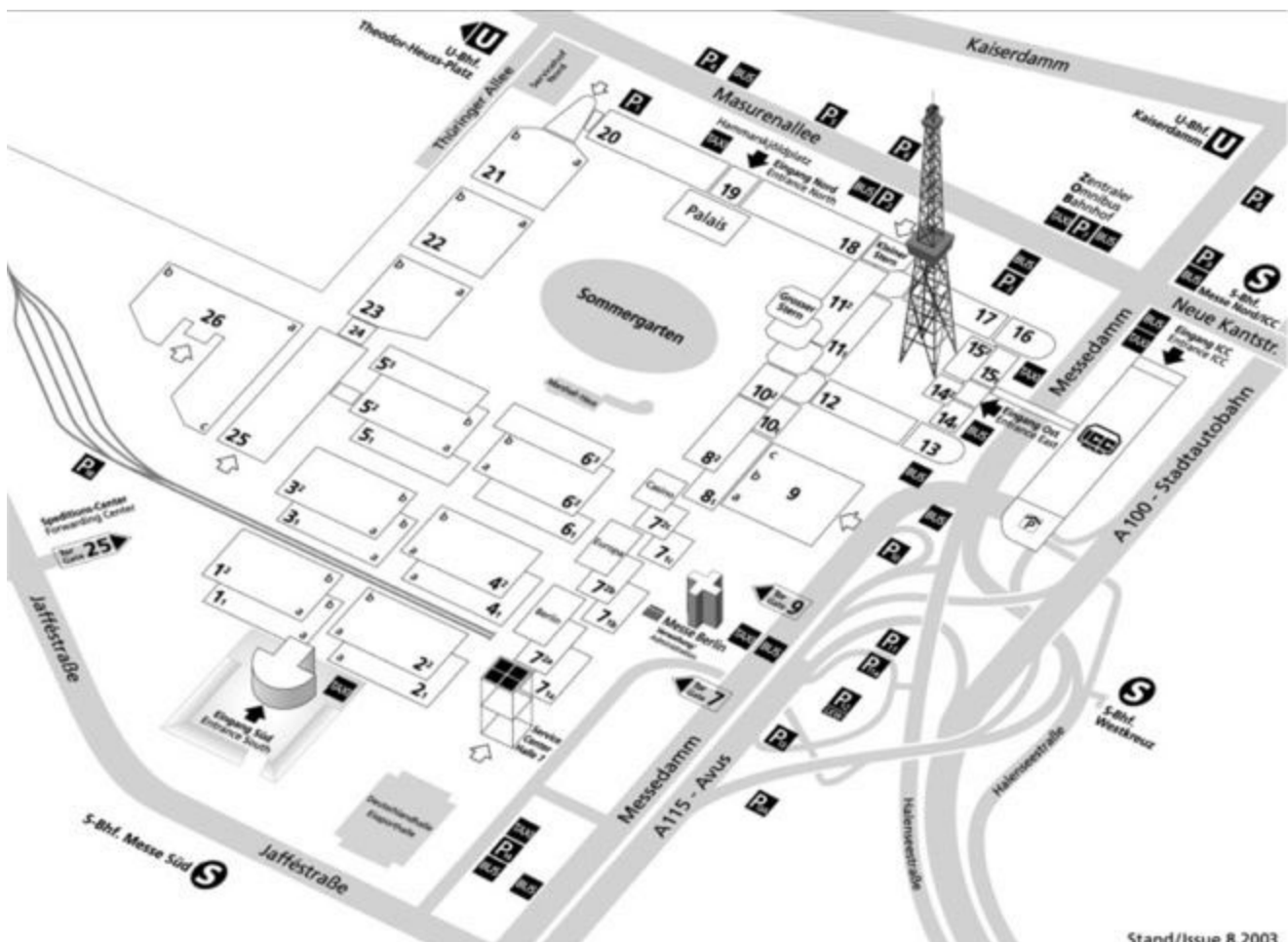
The main, heavy freight entrance for trucks, lorries and cars is on Jaffeestrasse / Harbigstrasse - GATE 25. The Messe Berlin (Berlin Fairgrounds) is easily accessed from the Stadtautobahn. Look for the Funkturm (Radio Tower). Drivers will need bills of lading showing either Halls 1.2 or 2.2 and CWIEME 2004 for access to the grounds.

Refundable Deposit System:

A refundable deposit is required by all drivers and all vehicles entering the exhibition grounds. The deposit will be payable from the first day of construction onwards. This is to guarantee you will remove your vehicles after unloading. While the event itself is taking place vehicles will be permitted one hour before the start and one hour after the close of the event.

Commercial Vehicle Parking outside of the Grounds:

Free public parking for commercial vehicles is available at the AVUS Nordkurve (northern end of the AVUS Freeway)



OVERVIEW



PARKING

General exhibitor and visitor parking is available in the areas shown above. Use the “Deutschland Hall” entrance. Parking for exhibitors is also available directly outside of the exhibition halls as shown in the photograph below. Parking is by permit only that allows the holders repeated access to the exhibition grounds. A limited number of parking vouchers are available directly from Messe Berlin.



Advanced Construction Period

The organizers in cooperation with Messe Berlin have made arrangements for exhibitors to enter the fairgrounds in advance of the normal construction period of the exhibition. This will allow exhibitors to arrange early delivery of machines and also allow a longer build up period for exhibitors with very large, or complicated stands. The “Advanced Construction Period” form can be requested direct from Messe Berlin and can also be used if you wish to leave equipment at Messe Berlin beyond the dismantling period as per the Stand Space Contract. By using this option you are entering into an agreement with Messe Berlin.

The same applies to an extension of the dismantling period should you require extra days. The form to request from Messe Berlin is “Prolonged Dismantling Period”, and again you will be entering into an agreement with Messe Berlin.

The contact details are:

Messe Berlin GmbH

Fax: +49 (0)30 3038 2090

Tel.: +44 (0)30 3038 2188

or e-mail: guest-events@messe-berlin.de

Exhibitor Parking Form for Cars and small Vans.

Exhibitors can purchase a parking permit (EUR 12.0 per day) for cars and very small vans that will allow exhibitors to park immediately outside of the exhibition halls. A photograph showing an example of the exhibitor parking is shown on page 38. Free parking for cars is available in the regular parking lots is also shown on page 38. NOTE: Free parking for Commercial Vans and Lorries is available at the AVUS Nordkurve (northern end of the AVUS Freeway)

Exhibitor Parking (Sitings) Form for Containers/Vehicles, Containers and Commercial Vehicles/Trailers.

Exhibitors can purchase a parking permit for Containers/Vehicles, Containers and Commercial Vehicles/Trailers within the exhibition grounds. The period is good for the duration of the event plus the construction and dismantling period. To order please refer to the Services Folder being sent to your direct from MB Capital Services in Berlin, which contains the relevant forms.

NOTE: Free parking for Commercial Vans and Lorries is available at the AVUS Nordkurve (northern end of the AVUS Freeway)

Deposit Regulation for access during the construction and dismantling period.

All vehicles will be subject to paying a refundable parking deposit during the construction and dismantling period. The deposit will ensure that unloaded vehicles will not be left close to the exhibition entrances thereby preventing other exhibitors from unloading or loading their vehicles.

Can't find what you looking for?

Don't waste any more time - Call - Fax - E-Mail either Graham McNeill or Wiebke Carvell for the answer. We are here to help in any way we can. Please do not hesitate to contact us, regardless how large or small the problem or question is.

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