

-CIS

|       |     |
|-------|-----|
| 가     | 3   |
| ..... | 7   |
| ..... | 18  |
| ..... | 24  |
| ..... | 33  |
| ..... | 45  |
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| ..... | 74  |
| ..... | 87  |
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\* Acrobat Reader

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| 가 |                                    |                         |                                |
|---|------------------------------------|-------------------------|--------------------------------|
|   | Tandberg Data                      | ,                       | , PCB,                         |
|   | Electrocompaniet                   | Amplifier               | CD Transport,                  |
|   | Kverneland                         |                         |                                |
|   | Evercom                            | PC, ,                   | PC ,                           |
|   | Acte Denmark                       |                         | LCD , LCD ,<br>RF Component    |
|   | Jørgensen                          | ,                       |                                |
|   | Siemens                            |                         |                                |
|   | Vossloh-Schwabe                    |                         | -                              |
|   | Deutsche Leasing                   |                         | -                              |
|   | EVS Braodcasting<br>Equipment      |                         | HK ,                           |
|   | PICANOL                            |                         | ,                              |
|   | Punch International                |                         | , ,                            |
|   | Ericsson<br>Radio Systems          |                         | RF component                   |
|   | Ericsson<br>Microelectronics       | Microelectronics system | Bluetooth ,<br>RF component    |
|   | Siemens/Cerberus                   | ,                       | PCB,                           |
|   | Belimo holdings                    | Motorized control valve | PCB Assembled Functional group |
|   | Xerox Europe                       |                         | Resistor, diode                |
|   | Connaught<br>Electronics           | management ,            | PCB, IC                        |
|   | Bitech Engineering                 | ,                       | , oven ring,                   |
|   | RS components                      |                         |                                |
|   | Anglia                             |                         |                                |
|   | Sterling<br>Components             |                         |                                |
|   | Egston                             |                         | Ferrite cores                  |
|   | Ventrex<br>Automotive              | ( )                     |                                |
|   | STEYR<br>POWERTRAIN                |                         |                                |
|   | FARBENFABRIK                       |                         |                                |
|   | Electrolux Zanussi                 | 가                       | ,                              |
|   | Alpha Synergy                      |                         | Tool maker                     |
|   | Frabosk                            |                         |                                |
|   | Pirelli                            | ,                       | ,                              |
|   | Cachapuz                           |                         | Load cells indicator           |
|   | Criterium-sistemas<br>Informaticos | PC                      |                                |
|   | Solbi                              | PC                      | PC                             |

| 가 |                         |                          |                                   |
|---|-------------------------|--------------------------|-----------------------------------|
|   | HPI                     | Hydraulic pump and motor | Press die casting, machining      |
|   | Usines de Rosieres      | 가                        | , Vitroceramic glass              |
|   | Tyco Electronics France | , connector              | Passive connector                 |
|   | Reynaud Rexo            | ,                        | 100% polyester fiber              |
|   | C.Q.E.                  | Quartz components        | , assembly                        |
|   | Mannesmann Rexroth      | Hydraulic components     | Precision mechanics               |
|   | FMC Europe              | ,                        | , forging                         |
|   | SIREM                   | , ,                      | Cable glands, ball bearings       |
|   | Pellenc                 | ,                        | Harness wiring, plastic injection |
|   | Orbis                   | ,                        | RF and Telecom Systems            |
|   | TURUK TV                | 가 TV, interactive TV     | TV tubes                          |

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**1. Tandberg Data** <sup>ASA</sup>

**2. Electrocompaniet** <sup>AS</sup>

**3. Kverneland** <sup>ASA</sup>

**4. Evercom** <sup>AS</sup>

---

3rd Fl. St.Olavsgate 28 0166 Oslo, Norway  
: (47) 23 32 76 50/3  
: (47) 22 11 02 70

**1.**

- - SLR, DLT 100GB
- : Kjelsaasveien 161, N-0411 Oslo
- Tel : (47) 22 18 90 90
- Fax : (47) 22 18 95 50
- : [www.tandberg.com](http://www.tandberg.com)
- : 586
- - 1933
  - 1979 Quater Inch Cartridge
  - 1980 20MB, 1987 1GB
  - 1990 LCD Projector
  - 1996

- 
- 
- : **Mr. Trond Stokke**
    - \* Tel : (47) 22 18 90 90
    - \* Fax : (47) 22 18 95 50
    - \* E-mail : [trond.stokke@tandberg.com](mailto:trond.stokke@tandberg.com)
-

2.

0  
- 가  
- 가  
0  
- , PCB,  
- LCD Projector  
0  
:  
0 : Sweden, Malaysia,  
0  
- 60%  
- NOK 10 ( 1 1 )  
NOK 3 ( 3 3 )  
.

### 3. 對韓

**1.**

- : Amplifier CD  
Player Loudspeaker, Cable, PAsystem
- : POBox 92, Solheimveien 36, N-1473 Skaarer
- Tel : (47) 67 91 17 50
- Fax : (47) 67 91 17 60
- : [www.electrocompaniet.no](http://www.electrocompaniet.no)
- : 25
- - 1970 가 4 가
  - 1972 EC , Transient Inter Modulation
  - 1985
  - 1994 Floating Transformer Technology(FTT)
  - 2000 35 Amp

- 
- : **Mr. Erik Abrahamsen**
    - \* Tel : (47) 67 91 17 50
    - \* Fax : (47) 67 91 17 60
    - \* E-mail : [erik@electrocompaniet.no](mailto:erik@electrocompaniet.no)
- 

**2.**

- 0
- Philips .
  - 가 가
  -

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0 : CD transports, Transformers, potometers,  
transistors, power supplies, diods

0 :

0 : Netherlands, France, Taiwan, Sri-Lanka, Germany

0  
- 30% ,

NOK 3

NOK 1

- , 가  
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### 3. 對韓

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**1.**

- : , ,
- : N-4355 Kverneland
- Tel : (47) 51 42 94 00
- Fax : (47) 51 42 94 01
- : <http://www.kverneland.com>
- : 3,800
- - 1879 Stavanger
  - 1983
  - 1990
  - 2000 Gregoire S.A

- 
- : Mr. Geir Olufsen
    - \* Tel : (47) 51 42 94 00
    - \* Fax : (47) 51 42 94 01
    - \* Email : [Geir.olufsen@kverneland.com](mailto:Geir.olufsen@kverneland.com)
- 

**2.**

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가 가

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(ISO9000)

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**1.**

- : PC, Notebook Server
- : Risloekkveien 2, N-0580 Oslo
- Tel : (47) 21 50 30 00
- Fax : (47) 21 50 30 01
- : <http://www.evercom.no>
- : 70
- - 1988 PC
  - 1994 PC
  - 1997 Network Technical AB ,
  - 1998 Tech Computer Evercom ASA
  - PC Evercom AS

- 
- : **Mr.Joachim Jacobsen**
    - \*Tel : (47) 21 50 30 00
    - \* Fax : (47) 21 50 30 01
    - \* E-mail : [joachim.jacobsen@evercom.no](mailto:joachim.jacobsen@evercom.no)
- 

**2.**

0

- 가
- PC .
-

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- 가 .

0

- PC

- Monitor, LCD Monitor,

0

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- (Intel), (Acer, Asus ), , 가

0

- 40% ,  
NOK 3 ( 3 3 ) .

### 3. 對韓

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- 가 .

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- , , PC S/W .

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- PC 가

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#### 4.

- Networks Telecom (2001.10.16-18)

\*

- Lyd & Bilde (Audio & Visual) (2001.10. 10)

\*

(SAS Plaza Hotel )

- Agro-teknike ( 3 )

\* 2000

2003

---

**1. ACTE Denmark A/S**

**2. Jørgensen & Co.**

---

Holbergsgade 14 DK-1057, Copenhagen K Denmark  
: (45) 3312-6658/8039  
: (45) 3332-6654

---

## ACTE Denmark A/S

### 1.

- : ( )
- : Telefonvej 8, DK-2860 Søborg, Denmark
- : (45) 39 57 71 00
- : (45) 39 57 72 02
- : <http://www.actenc.com>
- : 60 ( 가 25 )
- : 1977

Bergman & Beving Group

---

**Mr. Mogens Nielsen**(Director of Sales)

---

\* Tel : (45) 35 86 33 00  
\* Fax : (45) 35 86 99 05  
\* Mobile Phone : (45) 40 14 85 00  
\* Email : [m.nielsen@acte.dk](mailto:m.nielsen@acte.dk)

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### 2.

0 : 가 .

( : Bang & Olufsen )  
37% .

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0 25  
가  
A/S .

0 , Field Application Engineer가 80% , Field  
Sales Engineer가 20% Sales Engineer

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0 : , , 가  
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### 3.

0 : .

- 0 :
- : LCD Monitors, printers, LCD Pannels, CRT Monitors(9-10inches),  
Scanners
  - : RF Components(high frequency), Telecommunication components,  
Memory chips, Power components

0 가 : ACTE  
가  
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가  
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0 가 :  
( EU CE ,  
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 - ACTE ,  
 ACTE A/S .  
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 가 .  
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#### 4.

- : HI 2001 ; 24th Exhibition for Industry Automation , Electronic & Robot Technology
- : , 24
- , , ,
- : 2001.9.11-15
- : Messe Center Herning ( )
- : 1
- : Messe Center Herning
- 가 : 877
- : 5 5

**1.**

- : Jøergensen & Co.
- :
- : Praestemacksvej 8, DK-4000 Roskilde
- : (45) 4575 6322
- : (45) 4575 6140
- : [www.h-jorgensen.dk](http://www.h-jorgensen.dk)
- : 13
- : **Mr. Henrik Hashund(Project Manager)**

**2.**

- 0 :  
가  
.
- 0 : Electronic components(connectors, displays, coils )
- 0 :  
, , 가  
.
- 0 : ( ),
- 0 : DKK25 (   
US\$3.1 )

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### 3. 對韓

0 : 가 ,가 ,

0 : Electronic components (Thermostats, connectors )

0 가 :

- EU , 가 , ,

0 가

- : EU CE

MARK ,

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1

가 .

### 4.

- : HI 2001 ; 24th Exhibition for Industry Automation , Electronic & Robot Technology

- : , 24

, , ,

- : 2001.9.11-15

- : Messe Center Herning ( )

- : 1

- : Messe Center Herning

- 가 : 877

- : 5 5

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**1. Siemens** <sup>AG</sup>

**2. Vossloh-Schwabe** <sup>GmbH</sup>

**3. Deutsche Leasing** <sup>AG</sup>

---

Mainzer Landstr. 27-31, 60329 Frankfurt/M. Federal Republic of Germany  
: (49-69) 2429920  
: (49-69) 25-3589

## 1.

- :
- : Wittelsbacher Platz, 80312 Munchen, Germany
- Tel : 49-89-2340
- Fax : 49-89-2344242
- : www.siemens.de
- ( ) : 416,000
- ('99, ) : Euro 600 ( 540 )
- : Siemens , , 가 ,  
가

- : 26,000
- ('99) : Euro 90 ( 84 6 )
- : , , ISDN

9% Siemens

.

## 2.

가.  
o 가 , 가

2000. 8

OEM

Flextronics

.

---

. : Flextronics Intl. Ltd.( )  
o ('99) : 57  
o : 11 Ubi Road 1 #07-01/02, Meiban Industrial Building,  
Singapore 408723(Tel : 65-844-3366)  
o : , , , OEM  
o : 27

. ( )  
o  
3,300 .

### 3. 對

o  
가 가  
 , 가  
o  
 , 가 .

### 4.

가. CeBIT( /IT/ )  
o : Hannover  
o : 2001. 3. 22-28, 2002. 3. 13 - 20, 2003. 3. 12-19  
o : Deutsche Messe AG  
- : Messsegelaende, 30521 Hannover, Germany  
- Tel : 49-511-890, Fax: 49-511-8932626  
- : <http://www.messe.de>  
- E-mail : [info@messe.de](mailto:info@messe.de)

---

**. SYSTEMS( IT/ / )**

**o** : , Muenchen

**o** : 2001. 10. 15-19, 2002. 10. 14-18

**o** : Messe Muenchen GmbH

- : Messegelaende, 81823 Muenchen, Germany

- Tel : 49-89-94911388, Fax: 49-89-94911389

- : <http://www.messe-muenchen.de>

- E-mail : [poellmann@messe-muenchen.de](mailto:poellmann@messe-muenchen.de)

**1.**

- o :
- o : Vosslohstrasse 4, 58791 Werdohl, Germany
- o Tel : 49-2392-520
- o Fax : 49-2392-52384
- o : www.vossloh-schwabe.com
- o : 1,500
- o ('99) : Euro 175 ( 164 )
- o : Vossloh ,  
(transformer), (ignitor),  
, 30%, 15%  
.

**2.**

가.

- o '99  
가 .

- o 2001. 2. 17

Danzas GmbH  
, , 가 .

. : Danzas Group( )  
 o ('99): 710 ( 667 )  
 o : 38,000  
 o : , ,  
 o : , , 800  
 o : Danzas GmbH  
 - : Kennedydamm 15, 40476 Duesseldorf, Germany  
 - Tel : 49-211-16920, Fax : 49-211-1692188

. ( )  
 o ,  
 2000 - 2500 DM( 1100 - 1363  
 ) .

### 3. 對

가.

o 가

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o , DIN EN ISO 12798

- DIN EN ISO 9001(Certificate for Quality Management)
- DIN EN ISO 14001(Certificate for Environmental Management)
- DIN EN ISO 12798(Certificate for Dangerous Goods Management)

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#### 4.

##### 가. EUROCARGO/LogiMat(                    /                    /                    ,                    )

- o                    :                    Stuttgart, Duesseldorf
- o                    : 2001. 2. 6-8, 2002.6
- o                    : EUROEXPO Messe-Kongress GmbH
  - : Joseph-Dollinger-Bogen 5, 80807 Muenchen, Germany
  - Tel : 49-89-32391-253, Fax: 49-89-32391-416
  - : <http://www.euroexpo.de>
  - E-mail : [eurocargo@euroexpo.de](mailto:eurocargo@euroexpo.de)

##### . Transport Logistik (                    /                    ,                    )

- o                    :                    , Muenchen
- o                    : 2001. 5. 15-19
- o                    : Messe Muenchen GmbH
  - : Messegelaende, 81823 Muenchen, Germany
  - Tel : 49-89-94911388, Fax : 49-89-94911389
  - : <http://www.messe-muenchen.de>
  - E-mail: [fehrenbach@messe-muenchen.de](mailto:fehrenbach@messe-muenchen.de)

**1.**

- o :
- o : Froelingstrasse 15-31, 61352 Bad Homburg, Germany
- o Tel : 49-6172-8800
- o Fax : 49-6172-21332
- o : www.deutsche-leasing.de
- o : 768
- o ('99) : Euro 14 ( 13 1600 )
- o : Deutsche Leasing

10

**2.**

가.

o

IT CSC .

. : Computer Science Corp.( )

- o ('99) : 93
- o : 2100 East Grand Avenue, El Segundo, California 90245, USA
- o : e-business, IT ,
- o : 75 800 /60,000
- o ( ) : 1 2

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### 3. 對韓

o IT e-business

o Web IT Solution

,  
가 가 .

### 4.

가. CeBIT ( /IT/ )

o : , Hannover

o : 2001. 3. 22-28, 2002. 3. 13-20, 2003. 3. 12-19

o : Deutsche Messe AG

- : Messegelaende, 30521 Hannover, Germany
- Tel : 49-511-890, Fax : 49-511-8932626
- : <http://www.messe.de>
- E-mail : [info@messe.de](mailto:info@messe.de)

. SYSTEMS( IT/ / )

o : , Muenchen

o : 2001. 10. 15-19, 2002. 10. 14-18

o : Messe Muenchen GmbH

- : Messegelaende, 81823 Muenchen, Germany
- Tel : 49-89-94911388, Fax: 49-89-94911389
- : <http://www.messe-muenchen.de>
- E-mail : [poellmann@messe-muenchen.de](mailto:poellmann@messe-muenchen.de)

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**1. EVS BROADCAST EQUIPMENT**

**2. PICANOL**

**3. Punch International**

---

World Trade Center ,Bd.Du Roi Albert 30-bte 14,1000, Brussels, Belgium  
: (32-2) 203-2142  
: (32-2) 203-0751

## EVS BROADCAST EQUIPMENT

- : TV, , ,
- : RUE BOIS SAINT-JEAN 18, 4102 LIEGE-OUGREE, BELGIUM
- Tel : 32-4-361 7000
- Fax : 32-4-361 7071
- : http://www.evs-broadcast.com
- : 150
- (2000) : 3,770 Euro ( 3,544 )
- 
- 1994
- 1995 : Live Slow Motion ( slow motion ) , BBC London, Canal+( ),
- 1996 : MPEG2-DVB SERVERS( )  
TV ( , ), , ,  
MPEG2-DVB SERVERS
- 가
- 1998 : EVS 가  
Live Slow Motion
- 1999 : 6

NETIA

---

· 2000 : EMC, SONY, DIGITAL

EVS가 MPEG2-DVB  
2000 2000( )

· 12 60

.

---

MR. PHILIPPE MONSEUR (Hardware DEP.)

---

\* E-mail: [p.monsuer@evs-broadcast.com](mailto:p.monsuer@evs-broadcast.com)

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( : US\$ )

|         | 1998 | 1999 |
|---------|------|------|
|         | 44.3 | 47.0 |
|         | 15.3 | 12.4 |
|         | 15.5 | 17.9 |
| 가 ( / ) | 22.1 | 20.6 |
|         | 97.2 | 97.9 |

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### 3. 對

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가 가 .

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. 對 : LCD display, SIMM , Power supplies

. 가

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0 VDE/UL/CSA

CE

4. :

**1.**

- :
- : Polenlaan, 3-7, 8900 IEPER, BELGIUM
- Tel : 32-57-22 21 11
- Fax : 32-57-22 20 01
- : <http://www.picanol.be>
- : 1,600
- - 1928
  - 1993 : OMNI ( ISO 9001 )
  - 1994 : GTX rapeir
  - 1997 : DELTA X
  - 1998 : GUNN Webmachinefabrik
  - 1999 : ITMA Filament GAMMA-FF
  - 2000 : OMNI PLUS
- (2000) : 746 Euro( 701 )

---

**MR. KOEN LAGAE**

---

\* E-mail: [klg@picanol.be](mailto:klg@picanol.be)

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**2.**

- 가. :
- , Purchasing outsourcing .

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가 가 .

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- : ISO 9000

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PICANOL 가

A/S

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가 HS CODE 8446

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( : , US\$ )

|    | 1998 |        | 1999 |        | 2000.1-11 |        |
|----|------|--------|------|--------|-----------|--------|
|    |      |        |      |        |           |        |
| EU | 763  | 24,506 | 510  | 17,570 | 1,164     | 15,412 |
| -  | 121  | 1,931  | 60   | 1,082  | 130       | 2,020  |
| -  | 319  | 15,588 | 374  | 12,994 | 172       | 10,078 |
| -  | 165  | 5,655  | 49   | 2,456  | 49        | 1,921  |
|    | 131  | 786    | 25   | 774    | 6         | 243    |
|    | 14   | 678    | 37   | 157    | 41        | 547    |
|    | 977  | 28,413 | 597  | 19,373 | 1,238     | 16,836 |

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### 3. 對韓

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### 4.

0 가  
ITMA 가 .

1.

- - , 가  
SKD, CKD, (system-supply)  
· : / , ,  
· , ,
- : Jacques Paryssteen 6, 9940, Evergem, BELGIUM
- Tel : 32-9-257 63 11
- Fax : 32-9-257 63 20
- : <http://www.punchinternational.com>
- : , , , , 가 , , 7  
11 1,800
- (2000) : 1 1 ( 1 3 )
  - Business Unit Consumer Electronics : 5,680 ( 5,330 )
  - Business Unit Professional Electronics : 32.6 ( 3,060 )
  - Business Unit Display Technologies : 20.8 ( 1,950 )
- - 1982 :  
\*  
20
  - 1991 : R&D (Punch Engineering),  
PCB
  - 1993 : SONY screen display  
(Punch Precision Bridgend), SONY TV

- 
- 1994 :  
· 1998 : 가 Punch Products . Pnasonic  
United Electronics, Namestovo
  - 1999 :  
(PUNCH DONGHWA CORPORATION)

---

MR. Luc VANDENBROECKE

---

\* E-mail: l.vandenbroeke@punchinternational.com  
( , )

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2.

가.

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, , , , ,

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가

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, , (metal stamping tools  
plastic injection moulds),

- 가 '99

2

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o Paper Handling System

-

Buro-und Datentechnik

.

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o Corona Counter Tube

- Philips Display Components  
Counter Tube .

Corona

o Computer to Plate

- Agfa .

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o , , 가 ,

o 가 .

### 3. 對

가.

o 2000. 1. 10 ( ) 60:40

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o , /가

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o DIN , .

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4.

0 , ,  
TV, , (B2B),  
.  
0 OEM 가 .

---

**1. Ericsson Radio Systems AB**

**2. Ericsson Microelectronics AB**

---

Tegnergatan 34. 104 30 Stockholm, Sweden  
: (46-8) 30-80-90  
: (46-8) 30-61-90

---

## Ericsson Radio Systems AB

1.

- : Mr. Kurt Hellstrom ( )
- :
- : Torshamnsgatan 23, SE-164 80 Stockholm, Sweden
- : +46-8-757 00 00
- : +46-8-752 80 56
- ( ): [www.ericsson.com](http://www.ericsson.com)
- : 13,000

---

Mr. Patrik Knutsson / Director (Electronic Manufacturing Services)

---

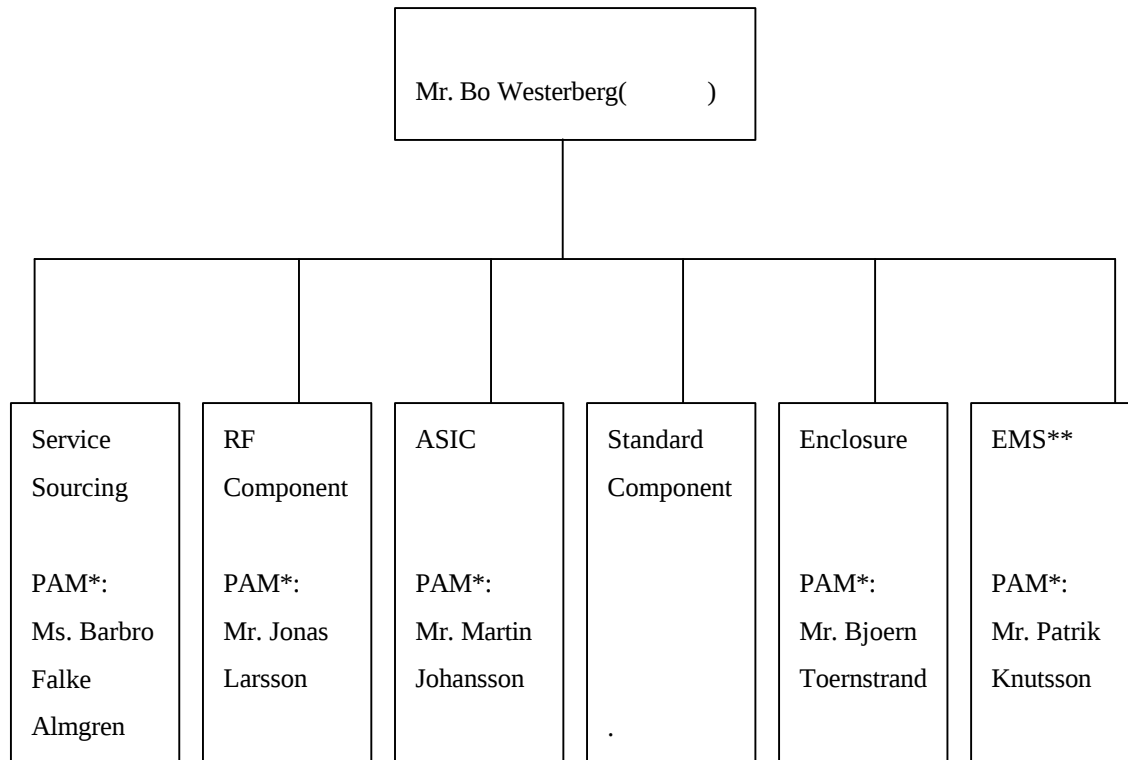
\* : patrick.knutsson@etx.ericsson.se

---

2.

가.

- 
- .
- Electronics, Solectron, SCI Elcoteq 4  
94%
- 4 60-70%  
가 .



\*PAM(Product Area Manager):

\*\* EMS(Electronic Manufacturing Services)

Standard Component Unit 3 ,

. :  
6 , Electronic  
Manufacturing Services .

1)  
가  
, 가  
( 2  
) 가 .

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2) 가  
PAM Team ,  
. PAM(Product Area Manager) Team  
, Business Unit Business Unit Product  
Unit ,  
.

3) PAM Team Observations  
List .

4) Observations List PAL(Preferred Supplier List)  
가 .

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2000

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-  
. , PSL  
Selectron 16 가  
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● : 가 ,  
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|                           |                              |                  |
|                           |                              |                  |
|                           | PSL(Preferred Supplier List) | Obervations List |
|                           |                              | Out Phase List   |
|                           | 4                            | .                |
| (Alliance Category)       | - Flextronics                |                  |
|                           | -Solectron                   |                  |
|                           | - SCI                        |                  |
|                           | - Elcoteq                    |                  |
| (Strategy Category)       |                              | .                |
| (Sub-Contractor Category) |                              | 15 .             |
| Total                     | 7                            | 15               |

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- PSL 4 ,

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- 
- '97 SEK 1 ( US\$ 13 , '97  
: 1US\$=7.64SEK) , 2001  
SEK 60-75 ( US\$ 6-7.5 )
- 
- PSL(Preferred Supplier List) 4  
가 '99 80% ,  
2001 94% .

### 3.

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  - 가
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  - (PAM)가 .

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- 가 .
  - , PAM , PAM .
  - 4 , .

- Flextronics : <http://www.flextronics.com>
- Solectron: <http://www.solectron.com>
- SCI : <http://www.sci.com>
- Elcoteq : <http://www.elcoteq.com>

#### 4.

##### 가. Connect 2001 ( : ComputerWorld Expo)

- : 2001.4.23-25
- 1
- : Stockholm International Fairs
- : Miller Freeman IT Scandinavia
- : [www.connectexpo.com](http://www.connectexpo.com)
- : 8,000 m2
- 가 : 300
- : 35,000

---

## **. Networks Telecom**

: 2001.9.24-26  
: 1  
: Stockholm International Fairs  
: Miller Freeman IT Scandinavia  
: [www.networkstelecom.com](http://www.networkstelecom.com)  
: 12,000m2  
: 250  
: 25,000

## Ericsson Microelectronics AB

### 1.

- : Ericsson Microelectronics AB
- : Mr. Bo Andersson
- : Discreted semiconductors, IC(Integrated Circuits), value added sub-assemblies Microelectronics( ) devices
- : Torshamnsgatan 23, SE-164 80 Stockholm, Sweden
- : +46-8-757 50 00
- : +46-8-752 60 34
- : [www.ericsson.se/microe/](http://www.ericsson.se/microe/)
- : 2,008
- :
- 1942, Ericsson Microelectronics AB 가 Rifa  
2 Swedish radio industry  
resistor capacitors .
- 1947, LM Ericsson .
- 1975, IC(Integrated circuits)
- 1978, advanced telephone speech circuits for telephones
- 1982, advanced optoelectronic products for fiberoptic applications
- 1983, SLICs(Subscriber Line Interface Circuits) .
- 1988, Ericsson Components AB .
- 1996, joint venture China-Ericsson Simtec Electronics  
Company Ltd. .
- RF DC/DC .
- 2000.2 , Ericsson Microelectronics AB .
- (1999 ): SEK 45 ( US\$ 5 )

6 Divisions

6 Specific Business Operations

60% , 40%

OEM

6 가

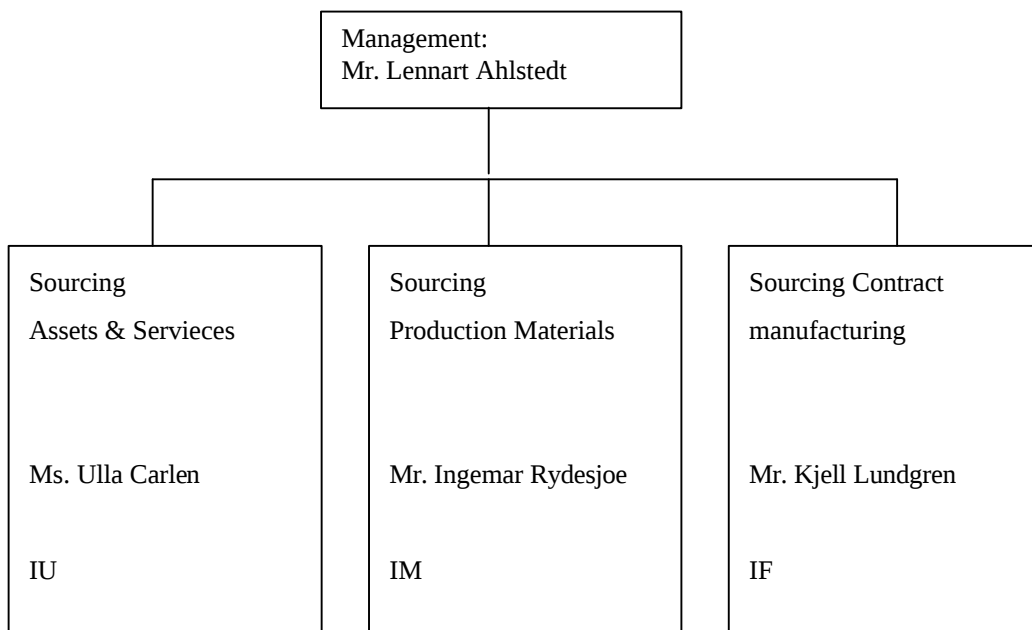
Bluetooth products(Wireless products)

- Mr. Kjell Lundgren (manager Contract Manufacturing)  
 \* e-mail: [kjell.lundgren@mic.ericsson.se](mailto:kjell.lundgren@mic.ericsson.se),

2.

가.

- 가 ,



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· : 3

- 6 .

- Bluetooth products
- Networking: integratde circuits for IP and ATM
- RF: integratde circuits, power transistors and modules for wireless applications
- Fiberoptics: Optoelectronic components for transport networks
- Power: DC/DC board-mounted power modules
- Baseband: integrated circuits for wireless applications

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1)

2)

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3)

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Amkor 가

가

-

ISO 14000 가

-

ISO 9000

가

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- - ,
  - 
  - Wafer foundry : UMC TSMC  
5 가 .  
. UMC : [www.umc.com](http://www.umc.com)  
. TSMC : [www.tsmc.com](http://www.tsmc.com)
  - : Amkor/ OSE  
4 .
  - 
  - '98 US\$  
200 , '99 US\$ 250 , 2000 US\$ 350 , IF  
(Sourcing Contract manufacturing) '98 US\$  
125 , '99 US\$ 150 , 2000 US\$200 .
  - IF (Sourcing Contract manufacturing) 2000 85-90%  
가 .

### 3. 對韓

- 0
- ,
- 
- Amkor 가 ,
- 
- 2000 가 .

---

4.

: **Electronics/Electronics Production**

: 2002.1.15-18

: 3 1

: Stockholm International Fairs

: Stockholm International fairs

: Electronic Components Suppliers, Electronic Product Suppliers Suppliers of  
Measurement & Test Equipment

: [www.stofair.se/elektronik-ep](http://www.stofair.se/elektronik-ep)

: 23,500 m2

가 : 450

: 15,000

: Electronic components, measurement & testing, Design & Development  
Tools; Optonics, Data components, Power supply, work place equipment  
production equipment & materials for processing of cables, components,  
circuit boards, sub-contract production etc.

---

**1. Siemens Building Technologies <sup>AG</sup> (Division Cerberus)**

**2. Belimo Holding <sup>AG</sup>**

**3. Rotronic <sup>AG</sup>**

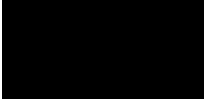
---

Claridenstrasse 36, CH-8002 Zuerich, Switzerland

: (41-1) 202-1232

: (41-1) 202-4318

---



# Siemens Building Technologies<sup>AG</sup> / Division Cerberus

1.

- Cerberus AG, 98 Siemens  
Siemens Building Technologies AG/Division Cerberus
- :
  - Fire/Explosion Protections
  - Intrusion Protection
  - Access Control
  - Video Surveillance
  - Danger Management
- : Industriestr. 22, CH-8604 Volketswil, Switzerland
- Tel : +41-1-922-6111
- Fax : +41-1-922-6450
- : <http://www.cerberus.ch>
- : 34,000
- - Cerberus 1941, ,  
/가 /
  - '98 Siemens (Cerberus Division), '99  
US\$902
  - , , ,
  - , 2000 7 12 2  
US\$1,730 M&A

---

Mr. A. Guentensperger (Purchasing Manager)

---

\* Tel : +41-1-947-7476

\* Fax : +41-1-947-7460

\* E-mail : [armin.guentensperger@cerberus.ch](mailto:armin.guentensperger@cerberus.ch)

---

< Cerberus / >  
( : US\$ )

|   | 1998 | 1999 | 2000 |
|---|------|------|------|
|   | 586  | 637  | 711  |
|   | 96   | 113  | 151  |
| / | 25   | 30   | 40   |
|   | 707  | 780  | 902  |

\* : www.cerberus.ch

## 2.

가.

0 PCB ,  
가  
가 .

0 Siemens , Siemens  
.

0 ,  
.

- : Siemens Building Technologies Ltd. (Regional Head Office)
- : Unit 2301, 23. Floor Hong Kong Telecom Tower Taikoo  
Place, 979 Kings Road Quarry Bay, Hong Kong
- Tel : 00852-29175800, Fax : 00852-27420873

.

- PCB, doublelayer and multylayer
- electronic components like diods, transistors, capacitors etc.
- electromechanical parts(switches)
- transformers

- 
- sensors, IR and temperature
  - small metall boxes for electronics
  - plastic cases for detectors

.

0 가 . Spec 가 ,

0 Cerberus ,

0 가 가 , Cerberus  
(SEV : Schweizerischer Elektrotech-  
nischer Verein) SEV .

0 .

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0 A PCB ,

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### 3. 對韓

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0 7가 가

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0 Building Security System 가  
가

0 가 .

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0 :

CE ,

7가  
SEV .

0  
- 가 가  
, 가 (Reliability)  
(Technical Know-How) ,  
가 .

- Cerberus 가 ,  
Mr.Guentensperger 가  
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- 가 ,  
가 .

- Cerberus 가 ,  
가 .

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#### 4.

Essen .

가.

- : The Safety and Security Show
- : Sicherheit
- : 2001. 11. 13 - 16
- : Messe Zuerich
- :
- : 9,512 S/M
- 가 : 260
- : 1
- : Reed Messen (Schweiz) AG
- : Bruggacherstrasse 26, CH-8117 Faellanden, Switzerland
- Tel : +41-1-806-3399 / Fax : +41-1-806-3343
- : <http://www.sicherheit01.ch>
- E-mail : [info@sicherheit01.ch](mailto:info@sicherheit01.ch)

.

- : Internationale Sicherheits-Fachmesse mit Kongress
- : Security
- : 2002. 10. 8 - 11
- : Messe Essen GmbH
- :
- : 27,633 S/M
- 가 : 853
- : 3 5
- : Messe Essen GmbH
- : Messehaus Ost Norbertstrasse 45131 Essen, Germany
- Tel : +49-201-7244-229 / Fax : +49-201-7244-435
- : <http://security-messe.de>
- E-mail : [unter@messe-essen.de](mailto:unter@messe-essen.de)

**1.**

- : Motorized Control Valve
  - General Damper Actuators
  - Actuators Fire and Smoke Dampers
  - Variable Air Volume Control
  - Valves and Actuators with Rotary Movement
  - Valves and Actuators with Lifting Movement
- : 500
- - 1975 Heating/Air-Conditioning/Water Flow Motorized Control Valve
  - 
  - '99 US\$ 74
- - : Guyer-Zellerstr. 6, CH-8620 Wetzikon, Switzerland
  - Tel : +41-1-933-1111
  - Fax : +41-1-933-1268
  - : <http://www.belimo.ch>

---

**Mr. E. Haegni**(Purchasing manager)

---

\* Tel : +41-1-933-1720  
\* Fax : +41-1-933-1268  
\* E-mail : [info@belimo.ch](mailto:info@belimo.ch)

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## 2.

가.

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PCB

Case,

Plastic Box, Metal Box

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US\$ 43

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Belimo 가

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Belimo

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## 3. 對韓

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o PCB Assembled Functional Group

- Belimo PCB 가 가

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- Belimo PCB US\$650 .

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Communication 가

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4.

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- : International Trade Exhibition for Home Technology
  - : HILSA
  - : 2004 4
  - : Messe Zuerich
  - : 4
  - : 19,730 S/M
  - 가 : 363
  - : 3 3
  - : Messe Zuerich
  - : Postfach, CH-8050 Zuerich, Switzerland
  - Tel : +41-1-316-5000
  - Fax : +41-1-316-5050
  - : <http://messe-zuerich.com>
  - E-mail : [messe-zuerich@messe-zuerich.com](mailto:messe-zuerich@messe-zuerich.com)
- .
- : Fair for Component & Assemblies in Elec.
  - : Electronica
  - : 2002. 11. 12 - 15
  - : Messe Muenchen
  - :
  - : 88,822 S/M
  - 가 : 2,836

- 
- : 8 4
  - : Messe Muenchen GmbH
  - : Messsegelaende 81823 Muenchen, Germany
  - Tel : +49-89-949-20332
  - Fax : +49-89-949-20339
  - : <http://www.electronica.de>
  - E-mail : [mundhenk@messe-muenchen.de](mailto:mundhenk@messe-muenchen.de)

- , ,
- : Trade Fair Sanitation-Heating Air Conditioning
- : ISH
- : 2003. 3. 25 - 29
- : Messe Frankfurt GmbH
- :
- : 160,644 S/M
- 가 : 2,267
- : 23
- : Messe Frankfurt GmbH
- : Ludwig-Erhard-Anlage 1, 60327 Frankfurt/Main, Germany
- Tel : +49-69-7575-0
- Fax : +49-69-7575-6433
- : <http://www.ish-frankfurt.de>

## 1.

- : / /

· PC System and Networking :

PC, , , ,

· Computer Accessories :

, , , ,

· Hygrometry and temperature Measurement

, /

· Mobile Phone : , ,

- : Grindelstrasse 6 - CH-8303 Bassersdorf, Switzerland

- Tel : +41-1-838-1111

- Fax : +41-1-836-4424

- : www.rotronic.ch

- : 254

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· 1965 Rotronic /

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US\$ 71

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, Toshiba

· , , ,

· , '99

KOTRA

가 2000. 10

|   |                                  |
|---|----------------------------------|
| - | : <b>Mr. T Maurer</b> ( )        |
|   | <b>Ms. F. Neuhauser</b> (PC )    |
|   | * Tel : +41-1-838-1111           |
|   | * Fax : +41-1-836-4424           |
|   | * E-mail : neuhauser@rotronic.ch |

2.

0

- , OEM

- , .

- US\$ 23 .

0

- Electric cables for computers
- Electric cables for handy phones
- Plugs and adapters
- Network cables
- Switchboxes
- Computer cases in metal

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- Rotronic  
Sample Test

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SEV(Swiss Electrotechnical Association)

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Computex

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Internet Expo, Orbit .

#### 가.

- : Taipei Intl Computer Show
- : Computex Taipei 2001
- : 2001. 6. 4 - 8
- : Taipei World Trade Center Exhibition Hall
- :
- : 45,000 S/M
- 가 : 1,030
- : 7 4
- : CETRA Exhibition Department
- : 4-8 F1, CETRA Tower, 333 Keelung Rd., Sec 1, Taipei, Taiwan
- Tel : +886-2-27251111
- Fax : +886-2-27251959
- : [www.taipeitradeshows.cetra.org.tw/computex/](http://www.taipeitradeshows.cetra.org.tw/computex/)
- E-mail : [computex@cetra.org.tw](mailto:computex@cetra.org.tw)

·

- : Professional Trade Fair for business on the Internet
- : iEX (Internet Expo)
- : 2002. 2. 6 - 8
- : Messe Zuerich
- :
- : 9,500 S/M
- 가 : 405
- : 3 6
- : Exhibit AG
- : Bruggacherstrasse 26, CH-8117 Faellanden, Switzerland

- 
- Tel : +41-1-806-3380
  - Fax : +41-1-806-3343
  - : [www.iex.ch](http://www.iex.ch)
  - E-mail : [info@iex.ch](mailto:info@iex.ch)

- - : International Technology for the new e-conomy
  - : Orbit/Comdex Europe 2001
  - : 2001. 9. 25 - 28
  - : Messe Basel
  - :
  - : 49,826 S/M
  - 가 : 853
  - : 10
  - : Messe Basel
- : Messeplatz 1, Postfach, CH-4021 Basel
- Tel : +41-61-686-2020
- Fax : +41-61-686-2189
- : [www.messebasel.ch/orbit](http://www.messebasel.ch/orbit)
- E-Mail : [orbit@messebasel.ch](mailto:orbit@messebasel.ch)

---

**1. Xerox Europe<sup>Ltd.</sup>**

**2. Connaught Electronics<sup>Ltd.</sup>**

**3. Bitech Engineering**

---

Korean Embassy.15 Clyde Road, ballsbridge, Dubin 4 Ireland  
: (353-1) 667-4410/4414  
: (353-1)667-4420

**1.**

- : , Xerox 가
- : Xerox Technology Park, Dundalk, Co. Louth, Ireland.
- : 353-42-9387000
- : 353-42-9387020
- : <http://www.xerox.com>
- : 900
- :
  - Xerox 1999 ,
  - .
  - 900 2003 2,100
  - .

---

- **Mr. Mike Nolan**(Global Purchasing ), **Ms. Fiona Price**(Purchasing Department )

- \* : 353-42-9387000
- \* : 353-42-9387020
- \* : [mikenolan@irl.xerox.com](mailto:mikenolan@irl.xerox.com)(Mr. Mike Nolan)
- [fionaprice@irl.xerox.com](mailto:fionaprice@irl.xerox.com)(Ms. Fiona Price)

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**2.**

가.

30-40% ,

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quality report

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. : Resistor, Capacitor, Coil, Diode, Fuse

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specification .

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70%, 10%, ,  
15%, 5% ,  
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US\$100 .

### 3. 對韓

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Base 가

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,

, Resistor, Capacitor,

Coil, Diode, Fuse

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**1.**

- : Connaught Electronics Ltd
- : , management systems, Radio telemetry products
- : Dunmore Road, Tuam, Co. Galway, Ireland.
- : 353-93-25128
- : 353-93-25133
- : [www.cel-europe.com](http://www.cel-europe.com)
- : 170
- :US\$ 30
- 
- 1982 Radio Frequency applications  
 , Remote access Security  
 . vehicle security systems, fleet management  
 systems, radio telemetry products

---

**Mr. Donal Murphy(Purchasing Manager)**

---

\* : 353-93-25128  
\* : 353-93-25133  
\* : [muphydonal@cel.ie](mailto:muphydonal@cel.ie)

---

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2.

가.

3-6

Strategic Alliances

6-12

100%

: PCB, IC, Resistor, Capacitor, Inductor

PCB

, IC, Resistor, Capacitor, Inductor

가

가

가 specification

가 , . , .

가 , QS 9000 .

가 가 가 .

가 , , , , IC

Passive component Distributor

Philips, Morata Infineon Siemens, 가

가 US\$18 ,

US\$20 .

가.

가

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．對韓

Passive component

．가

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Base 가

4.

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Inductor

PCB, IC, Resistor, Capacitor,

### 1.

- : Electric fires, gas fires, electric and gas cookers, immersion heaters, quartz heaters, coldwatchers, towel rails, kettles, snackmasters, gas boilers
- : Barn Road, Dunleer, Co. Louth, Ireland.
- : 353-41-6851309
- : 353-41-6851400
- : [www.glendimplex.com](http://www.glendimplex.com)
- : 550
- : US\$48
- 
- 1978 Fires(  
) , , Cooker ,  
가 가 .
- Mr. Stephen Fullerton CEO .

- 
- Mr. Declan Dowd(Senior Buyer)
  - Mr. Gary Bolger(Purchasing Department )
  - \* : 353-41-6851309
  - \* : 353-41-6851400
  - \* E-mail : [declan.dowd@bitechengineering.ie](mailto:declan.dowd@bitechengineering.ie)(Mr. Declan Dowd)
  - [gary.bolger@bitechengineering.ie](mailto:gary.bolger@bitechengineering.ie)(Mr. Gary Bolger)
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IRCA US\$36 ,  
Cableform Limited US\$84 . GE  
Lighting 1 US\$30 .

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( : IEP)

|          |           |         |         |
|----------|-----------|---------|---------|
| Product  | 2000      | 1999    | 1998    |
| Elements | 1,000,000 | 930,000 | 880,000 |
| Bulbs    | 250,000   | 220,000 | 200,000 |

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**1. RS Components**

**2. Anglia**

**3. Sterling Components**

---

5th Floor, 39 St. James Street, London SW1A 1JD, United Kingdom  
: (44-20) 7491-8057  
: (44-20) 7491-7913

1.

- : , Distributor
- : RS Components  
Birchington Rd. Weldon Corby NN17 9RS
- Tel : +44 (0) 1536 201 234
- Fax: +44 (0) 1536 405 678
- URL: [www.rswww.com](http://www.rswww.com)

\* : Electrocomponents plc.  
International Management Centre  
5000 Oxford Business Park South, Oxford OX4 2BH  
Tel : +44 (0) 1865 204 000  
Fax : +44 (0) 1865 207 400  
URL: [www.electrocomponents.com](http://www.electrocomponents.com)

- : 4, 302 (1999 ; )  
2000 (2001 Corby )
- : 1937 (Radiospares)
- : £415 ( US\$ 630 ; 2000 )

---

**Mr. A. Bird** (Far East Buying Dep' t)

---

\* E-mail: [a.bird@rscomponents.com](mailto:a.bird@rscomponents.com)  
( , )

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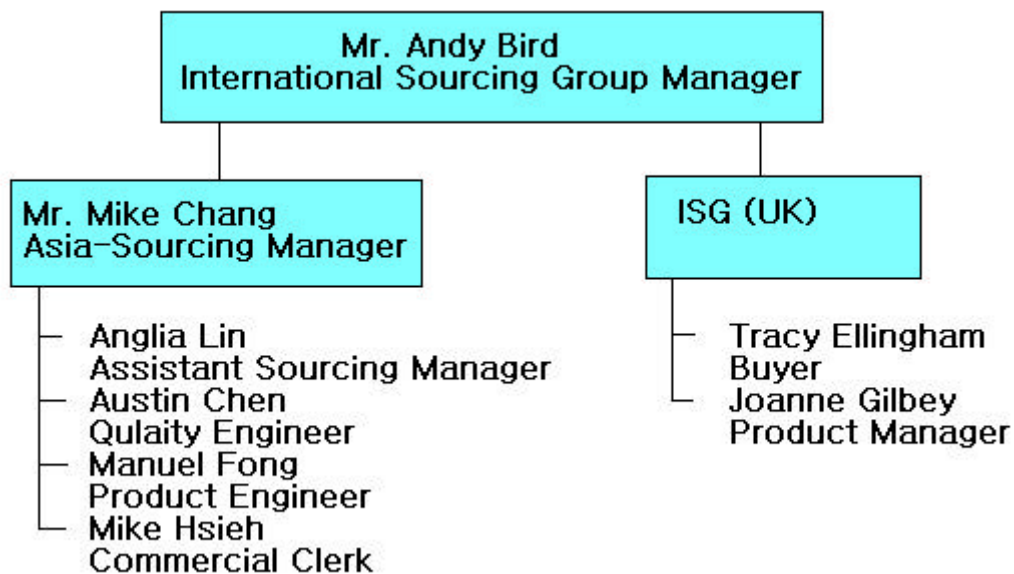
---

2.

1)

RS Components

International Sourcing Group



- International Sourcing Group

Tel: 44 (0) 1536 405 958

Fax: 44 (0) 1536 405 775

2) **Outsourcing**

o

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가

3 ( )

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- 4, 5 20~25%  
 , 1999  
 , 가  
 Outsourcing 가 Outsourcing

o Outsourcing ,

- Cables, Connector, Tools & Consumables / Electrical & Automation /  
 Electronic Components & Power Conversion / Information Technology /  
 Test & Measurement, mechanical / Health & Safety 6  
 125,000 가

- ,  
 3M Group,

o Outsourcing

- (ISG) 200 6  
 ,

- , RS Components Product Testing Department  
 .

- Far Eastern Buying Department ( :  
 Mr. A. Bird, ) 가  
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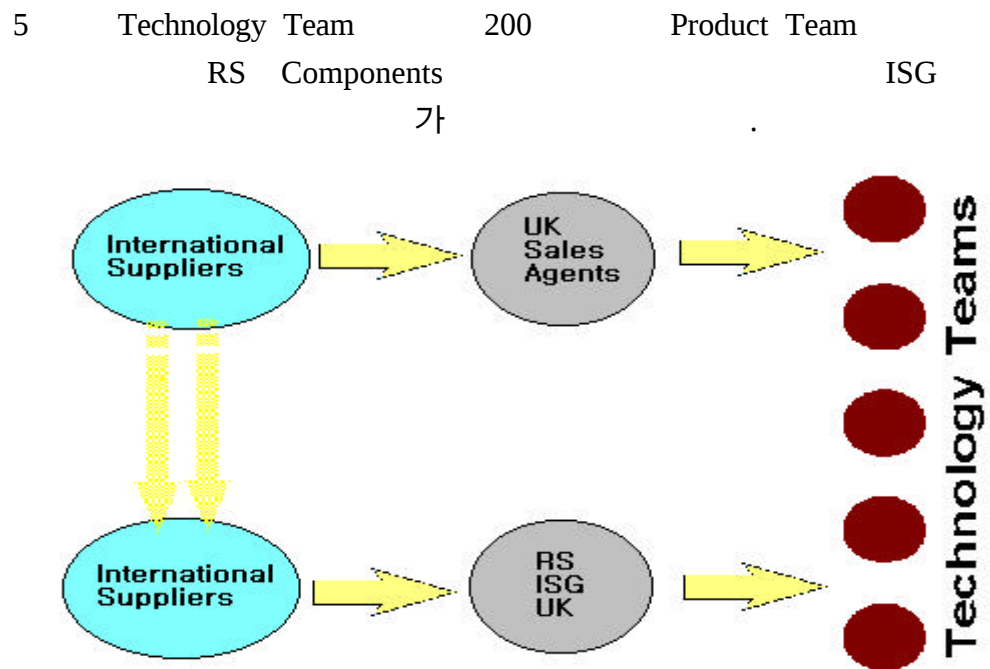
### Far Eastern Buying Department

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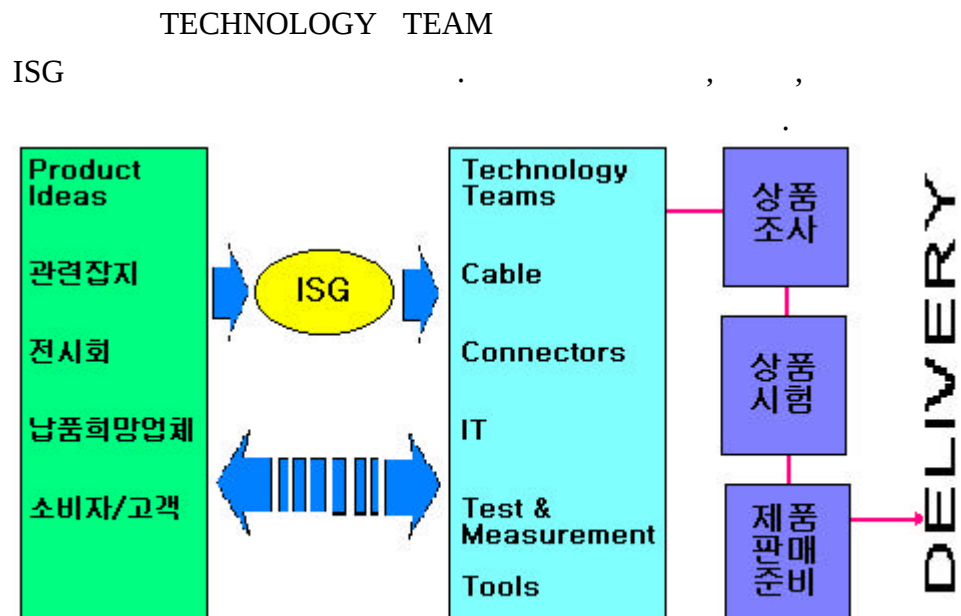
RS Components Ltd.  
 10/F, No.3, Minsheng Road  
 Section 1 Panchiao  
 Taipei, Taiwan  
 Tel: (+886)-2-2957 9902  
 Fax: (+886)-2-2959 9844  
 e-mail: [mike.chang@rs-components.com](mailto:mike.chang@rs-components.com) ( )

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o 對韓 Outsourcing

- .
- .
- 'Next-day delivery' .
- 가 .

## 1.

- : Distributor
- : Sandall Road, Wisbech Cambridgeshire PE13 2PS
- Tel : +44 (0) 1945 474 747
- Fax : +44 (0) 1945 474 849
- URL : <http://www.angliac.co.uk>
- : 180
- : 1972
- : £28 (US\$ 42.4 ; 2000 )

---

**Mr. John Nash** (Technical Engineer: Import)

---

- E-mail: [jn@angliac.co.uk](mailto:jn@angliac.co.uk)  
( , )
  - : Batteries, Cables, Capacitors(condensor), Connectors, Fans, Frequency,  
Fuses, Inductors, Optoelectronics, Relays, Resistors, Semi-conductors, Sensors, Transformers,  
Switches
- 

## 2. Outsourcing

### o Outsourcing

- 1996 ~ 2000 68% , 2001  
Outsourcing .
- . OKO  
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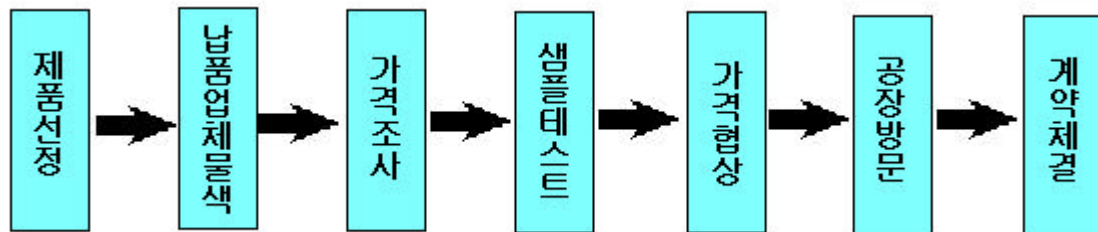
|                    |                                                                                                     |     |
|--------------------|-----------------------------------------------------------------------------------------------------|-----|
| AAVID Thermalloy   | Semiconductors, Heatsink compound,<br>Mounting hardware                                             |     |
| Arcotronics        | Suppressors, Capacitors, Plastic films                                                              |     |
| Bergquist          | Thermal interface materials                                                                         |     |
| Bourns             | Trimmers, Potentiometers, Resistors,<br>Panel controls, Dials, Encoders,<br>Fuses, Inductors        |     |
| Bussmann           | Fuses                                                                                               |     |
| CEL                | Cable ties and accessories,<br>Connectors, Hardware, Solder                                         |     |
| Diptronics         | Switches                                                                                            |     |
| ESI                | Sensors                                                                                             |     |
| Fujitsu            | Relays, PCB/Plug-in                                                                                 |     |
| General            | Diodes, Transistors                                                                                 |     |
| Semiconductor      |                                                                                                     |     |
| GP                 | Batteries and accessories                                                                           |     |
| Hudson             | Quartz                                                                                              |     |
| INALWAYS           | Connectors                                                                                          |     |
| Iskra              | Semiconductors, Suppressors                                                                         |     |
| Lumberg            | Connectors                                                                                          | 가   |
| Panasonic          | Capacitor, Inductor, Suppressors,<br>Sensors                                                        | ( ) |
| Murata             | Capacitors, Inductors, Resistors,<br>Resonators, Sensors, Sounders,<br>Suppressors                  | ( ) |
| Renota             | Batteries and accessories                                                                           |     |
| Shindengen         | Diodes                                                                                              | ( ) |
| STmicroelectronics | Semiconductors, Diodes, Regulators,<br>Thyristors, Transistors, l.c.'s, Memory,<br>Microcontrollers |     |
| Syfer              | Capacitors                                                                                          |     |
| Taicom             | Batteries and accessories, Cables and<br>Accessories, Connectors                                    |     |
| Tamura             | Fuses                                                                                               | ( ) |
| Toshiba            | Optoelectronics, Semiconductors                                                                     |     |
| UK Pan overseas    | Suppressors                                                                                         |     |
| Vishany            | Optoelectronics, Semiconductors                                                                     |     |
| Yuasa              | Batteries and accessories                                                                           |     |

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o Outsourcing

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가 .
- , ISO 9000, BSI, CE  
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Import Mr. John Nash  
, Website,

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가 가  
· ( 80%가 가,  
60%가 가  
)

o 가

Discount 가 가  
가 가 .

o

Chairman Anglia Mr. Bill Ingram  
· .

o

partnership  
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### 3. 對韓 Outsourcing

o Passive(Capacitor, Inductor, Resister )  
, Relay .

o

- Relays : K1, K4, K6, 47W
  - Polarized coil: relay  
Polarized coil
- .

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0 , , relay  
 , 가 가 Relay  
 , 가  
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## Sterling Components

### 1.

- : Distributor
- : 48 Argyll Ave., Slough, Berkshire SL1 4HA
- Tel : +44 (0) 1753 779000
- Fax : +44 (0) 1753 692291
- URL : <http://www.sterling-comp.co.uk/>
- : 1984
- : £15m (US\$ 22.7 ; 2000 )

---

**Mr. C. Forth** (Sales & Marketing Manager)

---

- E-mail: [chris\\_forth@sterling-comp.co.uk](mailto:chris_forth@sterling-comp.co.uk)  
( , )
- 

### 2. Outsourcing

o Outsourcing

- 가 ,  
Outsourcing 가 ,  
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|--------------------|-----------------------------------------------------------------------------------------------------|---------|
| ABC                | Ferrite Cores                                                                                       |         |
| ACT                | Crystals                                                                                            |         |
| APEM               | Switches                                                                                            |         |
| AVX                | Capacitors, Surface Mount Capacitors,<br>Ferrite Cores                                              |         |
| Chungpak/Vinnic    | Batteries                                                                                           |         |
| Citizen            | Crystals                                                                                            |         |
| Corcom             | Filters                                                                                             |         |
| Dongbu             | Powder Cores                                                                                        |         |
| Ferronics          | Ferrite Cores, EMC/RFI Suppression                                                                  |         |
| Fujitsu/Takamisawa | Relays                                                                                              | (     ) |
| Full               | Data Comms                                                                                          |         |
| Goguen             | Ferrites                                                                                            |         |
| Hartmann           | Connectors, Switches                                                                                |         |
| Iskra              | Metallised Film Capacitors                                                                          |         |
| knitter-switch     | Switches                                                                                            |         |
| Mahan              | Iron Powder Cores                                                                                   |         |
| MMG-Neosid         | Ferrite Cores, EMC/RFI Suppression                                                                  |         |
| Myrra              | PCB Encapsulated Transformers                                                                       |         |
| Nippon Chem-Con    | Capacitors, Surface Mount Capacitors                                                                |         |
| OEG                | Power Relays                                                                                        |         |
| Potter & Brumfield | Power Relays                                                                                        |         |
| Renota             | Lithium Batteries                                                                                   |         |
| Saft               | Lithium Batteries                                                                                   |         |
| Samsung            | Capacitors, Resistors, Surface<br>Mount Capacitors, Surface Mount<br>Resistors, EMC/RFI Suppression |         |
| Schrack            | Relays                                                                                              |         |
| Siemens            | Relays, Connectors                                                                                  |         |
| Siward             | Crystals                                                                                            |         |
| SON System         | Networking                                                                                          |         |
| Sterling           | Resistors, Surface Mount Resistors,<br>Battery Chargers, Power Cords                                |         |
| Sun LED            | LEDs                                                                                                | (     ) |
| Sunon              | Fans                                                                                                |         |
| Taiyo              | Capacitors, Ferrites                                                                                | (     ) |
| Varta              | Mempac Batteries                                                                                    |         |
| Wima               | Metallised Film Capacitors                                                                          |         |
| Yuasa              | Batteries                                                                                           |         |

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o Outsourcing

- Sales & Marketing Director Mr. C. Forth 가 ,  
가  
5

- . 가  
ISO 9000

### 3. Outsourcing

o , , Powdercore, Capacitors,  
Resistors, Surface Mount Capacitors, Surface Mount Resistors, EMC/RFI  
Suppression .

o ,  
capacitor Relay .  
- Mr. C. Forth Mr. Terry Braden(Managing Director)

(Mr. Terry Braden E-mail : terry\_braden@sterling-comp.co.uk)

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- ② 가 : 가 가
- ③ :
- ④ . : Next day - delivery 가 가 .
- ⑤ : , 가 .

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### **(1) NEPCON - Electronics Exhibition**

: NEC Birmingham  
: 3 - 5 April 2001  
:  
: Reed Exhibition Companies Ltd.  
: 26 The Quadrant, Richmond, Surrey, TW9 1DL  
Tel: (+44) 20 8910 7910  
Fax: (+44) 20 8910 7877  
URL: [www.nepcon.co.uk](http://www.nepcon.co.uk)  
: Claire Jeffreys (Sales Manager)  
E-mail: [claire.jeffreys@reedexpo.co.uk](mailto:claire.jeffreys@reedexpo.co.uk)  
: £200/£250 per m sq.  
: 가  
11

### **(2) ECIF - Electronic Components Industries Fair**

: ExCel, London  
: 19 - 20 September 2001  
: (1995 )  
: St George's Exhibitions Ltd.  
: The Hub, 12 Rose and Crown Walk, Saffron Walden, Essex  
CB10 1JH  
Tel: (+44) 1799 528 292  
Fax: (+44) 1799 528 268  
URL: [www.ecif.co.uk](http://www.ecif.co.uk)  
: Mr. Adrian Sell/ Ms. Sonya Unsworth  
E-mail: [mail@ecif.co.uk](mailto:mail@ecif.co.uk)  
: £250/£265 per m sq.

### **(3)Power Electronics**

: ExCel, London  
: 13 - 15 March 2001  
: Tech Media International

---

: Kildonan, St. Mary's Road, Wrotham, Kent TN15 7AP  
Tel: (+44) 1732 886 495  
Fax: (+44) 1732 886 495  
URL: [www.power-expo.com](http://www.power-expo.com)  
: Mr. Ian Akinson  
E-mail: [iatkinsontmi@aol.com](mailto:iatkinsontmi@aol.com)  
: £180/£195 per m sq.

**(4) Electrotechnical Trade Fair**

: ExCel, London  
: 20 - 22 March 2001  
: 2  
: MG Business Media Ltd  
: DMG World Media (UK) limited, Queensway House, 2 Queensway,  
Redhill, Surrey RH1 1QS  
Tel: (+44) 1737 768 611  
Fax: (+44) 1737 855 474  
URL: [www.etf2001.com](http://www.etf2001.com)  
: Mr. Bradley Maule-ffinch  
E-mail: [bmaule-ffinch@uk.dmgworldmedia.com](mailto:bmaule-ffinch@uk.dmgworldmedia.com)  
: £199/£245 per m sq.

---

**1. EGSTON** GmbH

**2. VENTREX Automotive** GmbH

**3. STEYR POWERTRAIN** AG & Co KG

**4. FARBENFABRIK Errichtungs- und Betriebs-** GmbH

---

Mariahilferstrasse 77-79/1/3 (Generali Center, 3rd Fl.), A-1060 Vienna, Austria  
: (43-1)586-3876  
: (43-1)586-3979

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## 2. IT

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( 가 ) 63%가  
가 ,  
40% .

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60%

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가 CSC Austria

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6 Euro( 5 6 ) .

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IT

Siemens Business Service ,

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IT

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가 가

가

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## 1.

- : ( )
- : Inductive Components, ,
- ,
- : Grafenberger Strasse 37, A-3730 Eggenburg, Austria
- Tel : 0043-2984-2226-0
- Fax : 0043-2984-2226-61
- E-mail : info@egston.com
- : http://www.egston.com
- : 1990
- : 720
- (2000) : Euro 3,600 ( US \$3,312 )
- : Mr. W. Wunder
- : Mr. H.J. Siegmund ( )

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SIEMENS, EPCOS

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### 3.

- , Ferrite core
- 가
- 80 Ferrite cores
- Ferrite cores
  - Rogowski coils
  - Magnetic coils
  - Ring cores
  - Throuh-Hole mounted components

**1.**

- : ( )  
· : Valve, Valve,  
Water Valve-system
- : Johann Sebastian Bach Gasse 1, A-8011 Graz, Austria
- Tel : 0043-316-4676-0
- Fax : 0043-316-4676-89
- E-mail : ventrex@ventrex.com
- : <http://www.ventrex.com>
- : 1949
- : 80
- : Euro 1,300 ( US\$ 1,196 )
- : Mr. Ch. Planegger
- : Mr. A. Patsch( )

**2.**

0

50 Valve Valve  
Valve가 Valve Daimler-Chrysler , VW(  
) (Volkswagen, Audi, Seat, Skoda), BMW, Porsche, Volvo,  
Scania ALOA, BBS, Michelin, Gloria, Bahr,  
Continental, Mayers Lemmerz, Aeroquip, Ronal

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15% Euro 200 ( US\$ 184 )

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- Valve compartment
- Valve-Cap
- Valve for automobile
- Air or Water Valve-system

**1.**

- : ( )
- : Liebenauer Hauptstrasse 317, A-8041 Graz, Austria
- Tel : 0043-316-404-5793
- Fax : 0043-316-404-2144
- E-mail : michaelagaisch@sft.steyr.com
- : <http://www.sft.steyr.com>
- : 1999
- : 1000
- : Mr. B. Weihs( )
- : Mr. B. Weihs

**2.**

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MAGNA Automotive Group  
. Magna Automotive Group

가 ( ) .

. SMART  
BMW

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, MAGNA Automotive Group

Full Set

System Partnership

System Partnership

'Supply Chain Management'

(Just-in-time)

System Partnership

가

System Partnership

가

MAGNA Automotive Group

Mr.

Weih

가

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20

### 3.

- Aluminium housings standard parts
- Bearings(needle, tapered roller, ball)
- Bearing seals
- Differential bevel gears
- Cast iron housings
- "simple" shafts and output flanges
- Hypoid gear sets
- Clutch plates(friction-steel plates)
- Electric/electronic equipment
- Hydraulic equipment
- Chain drive

- 
- Mechanical shift elements
  - Helical gears and "complex" shafts(e.g. hollow shafts, splined)
  - Aluminium-magnesium die-casting
  - Forging parts

**1.**

- : ( )
- : ,
- : Lowenzahnweg 1, A-4021 Linz, Austria
- Tel : 0043-732-385 644
- Fax : 0043 732 385 406
- E-mail : farbenfabrik@xpoint.at
- : www.farbenfabrik.at
- : 1989
- : 12
- : Mr. B. Reisinger
- : Mr. B. Reisinger

**2.**

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(automatic color mixing machine)

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(automatic color mixing machine)

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VIET( )가

○ Vienna Internationale Messe fuer Elektrotechnik und Automation

( : VIET)

- :

- : 2001. 10. 9 - 12

- : Messgaelaende Wien

- : Wiener Messen & Congress GmbH

\* : Messestrasse Tor 1

\* Tel : + 43 1 72 7200

\* Fax : + 42 1 727 20443

\* : <http://www.messe.at>

\* E-mail : [info@messe.at](mailto:info@messe.at)

---

**1. Electrolux Zanussi** S.p.A.

**2. Alpha Synergy** S.R.L.

**3. Frabosk** S.p.A.

**4. Pirelli** S.p.A.

---

Corso Matteotti 1, Milan 20121, Milano Italy  
: (39-02) 795147, 795813, 796384  
: (39-02) 798235

**1.**

- : household appliances
- : Corso Lino Zanussi 30, 33080 Porcia (Pordenone), Italy
- Tel : 39 0434 3941 / 39 0434 3951
- Fax : 39 0434 395894 / 39 0434 394063 ( )
- : <http://www.electrolux.com>
- : 8,170
- : Dr. Michael Treschow / President
- - Electrolux Zanussi 가 ,  
22 .
  - Rex, Zanussi, Electrolux, Zoppas 가  
, Rex 65  
, 3 가 Rex .
  - Electrolux , , ,  
, 가 , , 150  
가 140 .

- 
- **Ing. Raffaella Porracini / purchasing manager**  
\* E-mail : [raffaella.porracini@notes.electrolux.it](mailto:raffaella.porracini@notes.electrolux.it)
  - **Ing. Paolo Mondo / mechanical operation department ( )**  
\* : via Foresto Est 31025 , 31025 Santa Lucia di Piave (Treviso), Italy  
\* Tel : 39 0438 4561 / 39 0438 458930 ( )  
\* Fax : 39 0438 458670  
\* E-mail: [paolo.mondo@notes.electrolux.it](mailto:paolo.mondo@notes.electrolux.it)
  - **Mr. Andrea Scaramelli / electric components purchaser**  
\* E-mail : [andrea.scaramelli@electrolux.it](mailto:andrea.scaramelli@electrolux.it)  
\* Tel : 39 0434 394570
-

---

## 2.

o Electrolux Zanussi S.p.A. , 가  
가 , , (stamped parts and press-  
worked parts : brackets, frames, hob frames)  
, (front panels, panels)  
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o Electrolux

가 가 ,  
가 가 ,  
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o Electrolux Just-in-Time ,  
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## 3. 對韓

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#### 4.

o Intel International Electrotechnical, Electronics Lighting Safety and Security

- : 2001 17
- : 2001. 5. 17-23
- :
- :
- : 200,000 S/M
- : Associazione Intel  
(Tel : 39 02 3264282 / Fax : 39 02 3264212)
- : 1,878
- : 115,000
- : , ,
- : <http://www.intelshow.com>

**1.**

- : turning machine, machining centre, CNC
- : via Giuseppe di Vittorio, 20017 Mazzo di Rho, Italy
- Tel : 39 02 93901277
- Fax : 39 02 93903857
- E-mail : [info@alphasynergy.com](mailto:info@alphasynergy.com)
- : <http://www.alphasynergy.com>
- : 15
- 
- 1987 ,
- .
- , 2,000
- .

---

**Mr. Costanzo Trivellato / general manager**

---

- \* : via Giuseppe di Vittorio, 20017 Mazzo di Rho, Italy
  - \* : + 39 02 93901277
  - \* : + 39 02 93903857
  - \* E-mail: [info@alphasynergy.com](mailto:info@alphasynergy.com)
- 

**2.**

o Alpha Synergy S.R.L.

, Tool maker(  
)

(<http://www.alphasynergy.com/catalogo/toolmaker1000.php>

)



### 3. 對韓

o Alpha Synergy S.R.L.

o

o

- Tool maker

<Tool Maker >

|            |                                       |                       |                      |                                  |                                                |
|------------|---------------------------------------|-----------------------|----------------------|----------------------------------|------------------------------------------------|
| Axes       | Stroke cross Axis X                   | 670mm                 | Work area            | Key groove central for alignment | 1,600x950 (1,300x900)                          |
|            | Stroke cross Axis Y                   | 970mm (670mm)         |                      | 7 T slot                         | 20 H8 mm                                       |
|            | Stroke cross axis Z                   | 300mm                 |                      | Maximum work load                | 600 kg                                         |
|            | Distance toolspindle nose/table       | 15-315mm              | Machine weight       | -                                | 2,800/2,500                                    |
|            | Distance flange/table                 | 160-460mm             | Electrical Supply    | -                                | 380 V / 50 Hz                                  |
| Dimensions | Length(Y)                             | 2,000mm (1,700mm)     | Servo Motors         | -                                | AC Brushless                                   |
|            | Width(X)                              | 2,000mm               | Numerical Control    |                                  | Fagor 8050-M, Heldenhain 410/426B, Selca 3045P |
|            | Height max (Z)                        | Height max (Z)        | Pulse code generator |                                  | -                                              |
| Work Table | Work area                             | 1,600x950 (1,300x950) |                      |                                  |                                                |
|            | Holes for fixture of pieces           | M 12X25               |                      |                                  |                                                |
|            | Fixture hole centre distance          | 125x125mm             |                      |                                  |                                                |
|            | Key groove longitudinal for alignment | 20 H8 nn              |                      |                                  |                                                |

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#### 4.

##### o BI-MU

- : 2002. 10. 3-8( 23 )
- :
- :
- : 101,875 S/M
- : EFIM-ENTE Fiere Italiane Macchine
- 가 : 2,602 ( 가 : 38 )
- : 150,000
- : , , , ,
- : <http://www.bimu-sfortec.com>

**1.**

- :
  - pots and pans, cutlery, vase, kitchenware products, glasses
- : via Massimo D Azeglio, 61, 25067 Lumezzane (Brescia), Italy
- Tel : 39 030 8250 611
- Fax : 39 030 8250 680( ) / 8920 702
- E-mail : rauguscik@frabosk.it
- : <http://www.frabosk.it>
- : 100
- : 1930

---

**Mr. Enrico Auguscik** / purchasing department

---

\* : via Massimo D Azeglio, 61, 25067 Lumezzane (Brescia), Italy  
\* : +39 030 8250604  
\* : +39 030 8250680

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**2.**

o Frabosk

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### 3. 對

- o Frabosk ,  
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- o  
- Frabosk ,  
 ‘ 가 ’ , ‘ Hong Kong Home Concepts’ 가  
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**Frabosk 社** ,

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\* 가 ( )  
\* Tel: (02) 3471-6570 / Fax: (02) 3472-6540  
\* Hong Kong Home Concepts ( )  
\* Tel: +85 2 2787 0388 / Fax: +85 2 2787 6828 / Mr. Farmer

---

### 4.

o Internatonal Exhibition of Tableware, Household and Gift items, Silverware, goldsmith's items, Watches

- : 가 , 1964  
66 67 .
- : 2001. 2. 2-5 / 9. 7-10
- :
- : 2 ( / )
- : 220,000 S/M( 141,000 S/M)
- : Fiera Milano Int'l S.p.A.
- 가 : 3,519 ( 가 : 49 693 )
- : 86,000 ( 15,000 )
- : , , , ,

**1.**

- : Pirelli Pneumatici Pirelli Cavi & Sistemi
- : viale Sarca 222, 20126 Milano, Italy
- Tel : 39 02 64421
- Fax : 39 02 64422670
- : <http://www.pirelli.com>
- ( : <http://www.it.pirelli.com>)
- : 750
- 
- Pirelli 1872 , .
- Pirelli Pneumatici , Pirelli Cavi & Sistemi S.p.A.
- , 1998 49%, 51%
- Pirelli Pneumatici , , , , , , , , , , 23 21,000 , 120 가 .
- Pirelli Cavi & Sistemi 14 가 49 14,000 가 .

**\* Pirelli Pneumatici S.p.A.**

- :
- : viale Fulvio Testi 250, 20126 Milano, Italy
- Tel : 39 02 64421
- Fax : 39 0264423330
- : 4,700

---

\* Pirelli Cavi & Sistemi S.p.A.

- : ,
- : Viale Sarca 222, 20126 Milano, Italy
- Tel : 39 02 64421
- Fax : 39 02 64425402
- : 2,443
- 

(Pirelli Cables & Systems Hong Kong representative office)  
: 3203 Great Eagle Centre 23, Harbour Road Wanchai,  
Hong Kong  
Tel : 85 22311 1554  
Fax : 85 22366 1227

---

**Ing. Michele Miari Fulci / Public Relations**

---

\* Tel : 39 02 64422136  
\* Fax : 39 02 64423278  
\* E-mail : [michele.miarifulcis@pirelli.com](mailto:michele.miarifulcis@pirelli.com)

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o Pirelli

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### 3.

#### o Autopromotec

- : 2001. 5. 23-27( 19 )
- :
- :
- : 86,600 S/M
- : Promotec(Tel : 39 051 733000 / Fax : 39 051 731886)
- 가 : 843
- : 82,437 ( : 100 12,437 )
- : , , .
- : <http://www.autopromotec.it>

---

**1. CACHAPUZ, <sup>LDA</sup>**

**2. CRITERIUM-SISTEMAS INFORMATICOS, <sup>S.A.</sup>**

**3. SOLBI-SOCIEDADE LUSO BRITANICA DE  
INFORMATICA, <sup>LDA</sup>**

---

Av. Eng. Duarte Pacheco (Amoreiras) Torre2, 8 Andar, Sala 4,  
1070-102 Lisboa, Portugal  
: (351-21)387-0028/8848  
: (351-21)383-0814

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PC  
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**1.**

- :  
(ELECTRONIC WEIGHING EQUIPMENT)
- : FERREIROS-APARTADO 2012, 4701-952 BRAGA PORTUGAL
- : 351-253-614-000 : 351-253-614-030
- : [www.cachapuz.com](http://www.cachapuz.com)
- : 1971
- : 65
- : US\$ 10
- : ENG. RUI RODRIGUES([cachapuz@mail.telepac.pt](mailto:cachapuz@mail.telepac.pt) )

**2.**

o

- LOAD CELLS INDICATOR

1

- , .

o

: LOAD CELLS INDICATOR

o

- 1 ,

- .

---

0 :  
( US\$ )

### 3. 對韓

0 : ,  
가 가 가 .

0 : LOAD CELLS INDICATOR

0 가 : CE .

0  
- : CE  
- :  
.

### 4.

- : ENDIEL ( . )
- : 2001 12  
CONVENTION .
- : 4.3-4.7(2001 )
- : EXPONOR ( )
- : ( )
- : 14,000S/M ( )
- : EXPONOR
- 가 : 500
- : 25,000

---

## CRITERIUM-SISTEMAS INFORMATICOS, S.A.

### 1.

- : PC PC , , /
- : AV. TORRE DE BELEM, 17, 1400-342 LISBOA PORTUGAL
- : 351-21-303-4700 : 351-21-303-4799
- : www.criterium.pt
- : 1990
- : 110
- : US\$ 28
- : MR. RAUL FERNANDES  
(raul.fernandes@criterium.pt)

### 2.

- o
- A/S
  - .  
( : SHINE) ,  
가
  - 가 .
- o :  
( PC  
)

---

0

- 가 .
- 가 .
- .

0

- : (OEM)
- : PANASONIC
- CD-ROM : LG
- : (OEM)

0

- 1 PC , 45% .
- , .

### 3. 對韓

0 : LG CD-ROM , .

0 : , DVD , CD ,

0 : A/S 가 .

0 : CE

---

0

- PC COMPAQ(26%), HP(10%), FUJITSU-SIEMENS(10%) 54%가

, DVD , CD

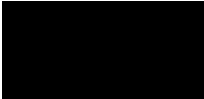
(TFT-LCD 가 17 가 , )  
가 .

- PC  
가 .

#### 4.

- : EXPOTELECOM( )
- : 2001.11.21-11.25
- : FIL ( )
- :
- : 9,756 S/M
- : EXPOLIDER,LDA (EMAIL : mnovais@expolide.pt)
- 가 : 93 ( 85, 8 )
- : 35,000

---



## SOLBI-SOCIEDADE LUSO BRITANICA DE INFORMATICA, LDA

### 1.

- : PC ( )
- PC 2 (10%) CITYDESK
- : RUA CASAL DO CANAS, 14, 2795-660 CARNAXIDE, PORTUGAL
- Tel : 351-21-424-9558
- Fax : 351-21-424-9500
- : www.solbi.pt
- : 1983
- : 200
- (2000) : US\$ 100
- : MR. NUNO BARRADAS  
(E-mail : nuno.barradas@solbi.pt)  
MR. LUIS CURRO  
(E-mail : luis.curro@solbi.pt)

### 2.

가.

- o PC ( , )
- . EU 가 PC
- . : PC  
( )

---

·  
o PC 가 .

·  
o : ( )  
o : (OEM)

### 3. 對韓

o : 가 .

o : DVD ,

o 가 : PC 가 .

### 4.

가. : CE

·  
o  
- PC COMPAQ (26%), HP (10%), FUJITSU SIEMENS  
(10%) 54%가  
- , DVD , CD-ROM  
- 17 , (TFT-  
LCD 가 가 )  
가 .

---

o

- PC

가

-

.

5.

o EXPOTELECOM( )

- :

,

- : 2001. 11. 21 - 11. 25

- : FIL( )

- :

- : 9,756 S/M

- : EXPOLIDER,LDA(E-mail : mnovais@expolide.pt)

- 가 : 93 ( 85 , 8 )

- : 35,000

- 
- 1. HPI** (Hydroperfect-International)
  - 2. Usines de Rosieres**
  - 3. Tyco Electronics France**
  - 4. Reynaud Rexo**
  - 5. C.Q.E.** (Composants Quartz et Electronique)
  - 6. Mannesmann Rexroth** <sup>S.A.</sup>
  - 7. FMC Europe** <sup>S.A.</sup>
  - 8. SIREM**
  - 9. Pellenc** <sup>S.A.</sup>

1.

- : Hydraulic pump and motor
- : 26 rue Condorcet ZI, 94430 Chennevieres sur Marne, France
- : (33-1) 4962 2800
- : (33-1) 4576 6840
- :
- : 300
- : 1966

|              |                     |
|--------------|---------------------|
| Mrs. De Suza |                     |
| *            | : (33-1) 4962 2871  |
| *            | : (33-1) 4962 2820  |
| *            | : mdesuza@hpi.tm.fr |

2.

- o
- 1 .
- o
- Press Die Casting ,
  - Machining
  - Flange
  - Rings
  - Weather Strips

---

### 3.

o  
- .  
- , 가 .  
o :  
o 가  
- ISO , 35,000,000 ( US  
\$5,000,000) 가 .  
o 가  
- CE .  
o  
- 가 ( )  
Follow Up .

### 4.

- EQUIPAUTO ([www.euipauto.tm.fr](http://www.euipauto.tm.fr))  
Fax : (33-1) 4909 6003  
: 2

- MIDEST ([www.midest.com](http://www.midest.com))  
: 11  
가 (2000) : 2,262  
(2000) : 45,286  
: 33,000 m<sup>2</sup>

---

## Usines de Rosieres

### 1.

- : ( 가 )
- : 30, rue Yves Lasselle, 18400 Lunery, France
- : (33-2) 4855 7800
- : (33-2) 4868 0175
- : .
- : 450
- : 1877

---

Mr. Gerard Dumoulin ( )

---

- \* : (33-2) 4855 7960
  - \* : (33-2) 4823 0570
  - \* : [dumoulin-gerard@dumoulin.fr](mailto:dumoulin-gerard@dumoulin.fr)
- 

### 2.

o

- .

o

- Electronic Components
- Induction Cook Plates
- Vitroceramic Glasses

o

:

o

:

가 .

---

### 3.

- 가 가 .
- ( , )
  - .
  - 가 가 .
- - Electronic Components
  - Induction Cook Plates
  - Vitroceramic Glasses
- 가 : CE
- - 가
  - ( ) ,

Follow Up .

### 4.

- : Confortec
- : 1992
- : 2
- : Paris-Nord Villepinte
- : ( )
- : 90,000 s/m
- : Miller Freeman
- 가 : 700
- : 33,015

## 1.

- : Tyco Electronics France
- : Electric and Electronic Connector
- : 29, Chaussee Jules Cesar, 95300 Pontoise, France
- : (33-1) 3420 8888
- : (33-1) 3420 8600
- : <http://www.tycoelectronics.com>
- : 800
- : 1961

---

Mr. J-Pierre Tremolet

---

- \* : (33-1) 3420 8291
  - \* : (33-1) 3420 8623
  - \* : [jtremolet@tycoelectronics.com](mailto:jtremolet@tycoelectronics.com)
- 

## 2.

0

- ,  
.

0

- Passive Components

0

- , 10 .

---

### 3.

o ( , )

- , .

o  
- Passive Connector

o 가  
- CE , .

o 가  
- ( ) ,  
Follow Up .

### 4.

o : Intertronic(<http://www.intertronic.com>)

**1.**

- : Reynaud Rexo
- : ( , )
- : ZI des Trois Ponts, Rue de l'Ondaine,  
42500 Le Chambon Feugerolles, France
- : (33-4) 7740 3530
- : (33-4) 7740 3535
- :
- : 47
- : 1921

---

**Mr. Arnold**

---

- \* : (33-4) 7740 3530
  - \* : (33-4) 7740 3535
  - \* E-mail : reynaud.rexo@wanadoo.fr
- 

**2.**

- o  
- .
- o  
- 100% Polyester fiber (Georgette, Mousseline, Boiled off, Crepe, ...)
- o  
- 가 .

---

○ : , .

### 3.

○ ( , )  
- , 가  
가 .

○  
- 100% Polyester fiber (Georgette, Mousseline, Boiled off, Crepe, ...)

○ 가  
- 가  
- .  
(CE , ISO , )

○  
- 가  
( ) , 가  
Follow Up .

### 4.

- : Texworld
- : 3 , 10
- : CNIT-Paris La Defense
- : 2
- :
- 가 : 332
- : 14,114
- Homepage : <http://www.texworld.net>

**1.**

- : Quartz components, oscillators, crystal resonators, filters
- : ZI 2, rue Robert Keller, 10150 Pont Ste Marie, France
- : (33-3) 2576 4500
- : (33-3) 2580 3457
- : <http://www.temex.fr>
- : 150
- : 1986

---

**Mr. Auterlot Jules**

- 
- \* : (33-3) 2576 4530
  - \* : (33-3) 2580 6190
  - \* : [jules.auterlot@temex.fr](mailto:jules.auterlot@temex.fr)
- 

**2.**

o :

.

o

- Electronic components
- Mechanical components
- Surface mounting assembly
- Electronic assembly

o 가

- , .

---

3.

o ( , ) :

.

o :

o 가

- ISO 9001 and/or ISO 9002 , 100

.

4.

o : Intertronic (<http://www.intertronic.com> )

**1.**

- : , ,  
(Hydraulic components, hydraulic equipments)
- : 91, Boulevard Irene Joliot Curie, 69200 Venissieux, France
- : (33-4) 7878 5252
- : (33-4) 7878 5226
- : <http://www.mannesmann-rexroth.fr>
- : 470
- : 1973

---

**Mrs. Helene Coron Fenouillet**

---

- \* : (33-4) 7878 5233
  - \* : (33-4) 7878 5237
  - \* : [helene.coron-fenouillet@mannesmann-rexroth.fr](mailto:helene.coron-fenouillet@mannesmann-rexroth.fr)
- 

**2.**

- o : .
- o
- All products related to precision mechanic, to be delivered at the blank part or micron part, such as cuttings, gears, turned parts .
- o
- ,
  -

- 
- - o : , , , ,

### 3.

- o ( , )
- .
- o :
- o 가
- ISO 9002
- 
- o
- 가
- ( )
- , 가
- Follow Up .

### 4.

- o : MIDEEST
- o : 11
- o :
- o : 33,000 s/m
- o 가 : 2,262
- o : 45,286
- o Homepage : <http://www.midest.com>

**1.**

- : ,
- : Route des Clerimois 89100 Sens, France
- : (33-3) 8695 8740
- : (33-3) 8695 1916
- : <http://www.fmc.com>
- : 245
- : 1961

---

**Mr. Yves Blanchard**

---

- \* : (33-3) 8695 8813
  - \* : (33-3) 8664 6514
  - \* : [yves\\_blanchard@fmc.com](mailto:yves_blanchard@fmc.com)
- 

**2.**

- o
- Ball Valves and Butterfly valves
  - Forging
  - Casting-carbon steel, stainless steel, aluminium
  - Hydraulic cylinders
  - Welded parts

o

- , .

- 
- o 가 , , .
  - , , , , , .

### 3.

- o ( , ) 가
- 가
- .
- , 가
- .

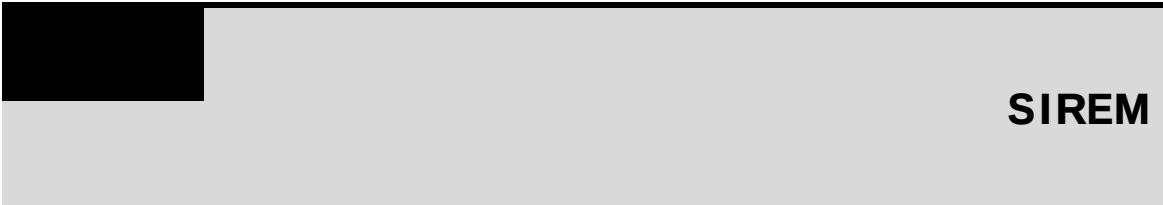
- o :

- o 가
- ISO CE 가 .

- o 가
- ( ) , 가
- Follow Up .

### 5.

- o : MIDEST
- o : 11
- o :
- o : 33,000 s/m
- o 가 : 2,262
- o : 45,286
- o Homepage : <http://www.midest.com>



1.

- : , ,
- : Lieu-Dit Le Pillon 01700 St Maurice de Beynost, France
- : (33-4) 7855 8300
- : (33-4) 7855 8319
- :
- : 130
- : 1989

---

|  |                   |
|--|-------------------|
|  | Mr. Gilles Coquet |
|--|-------------------|

---

|   |                                                                      |
|---|----------------------------------------------------------------------|
| * | : (33-4) 7855 8311                                                   |
| * | : (33-4) 7855 8318                                                   |
| * | : <a href="mailto:gilles.coquet@sirem.fr">gilles.coquet@sirem.fr</a> |

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2.

- o
- Cable glands
  - Thermic protector
  - Ball bearings

- o
- .

- o
- .

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### 3.

- o ( , )
    - .
  - o :
    - Cable glands
    - Thermic protector
    - Ball bearings
  - o 가 ( )
    - , 가
- Follow Up .

### 5.

- o : MIDEST
- o : 11
- o :
- o : 33,000 s/m
- o 가 : 2,262
- o : 45,286
- o Homepage : <http://www.midest.com>

**1.**

- o : Pellenc S.A.
- o : ,
- o : Route de Cavaillon 84120 Pertuis, France
- o : (33-4) 9009 4700
- o : (33-4) 9009 6409
- o : <http://www.pellenc.com>
- o : 170
- o : 1974

---

**Mr. Pierre Morhet**

---

- \* : (33-4) 9009 4700
  - \* : (33-4) 9009 6409
  - \* : [achat@pellenc.com](mailto:achat@pellenc.com)
- 

**2.**

- o  
- , 가  
.
- o
  - Harness wiring
  - Plastic injection
  - Electronic cards
  - Light metal for electric motors

---

### 3.

- o ( , )
  - .
  - , 가 가
- o :
- o 가 :
- o : light metal for electric motors  
( :60mm) 가  
1,000 ~ 2,000 / 가  
가 .
- o
- .
- o
- 가  
( )  
, , 가  
Follow Up .

### 4.

- o : Electronica
- o : 11
- o : New Munich Trade Fair Center
- o :
- o Homepage : <http://www.electronica.de>

---

**1. ORBIS<sup>oy</sup>**

**2. Turuk TV**

---

Kauppiaankatu 3 B 11, Fin-00160 Helsinki, Finland  
: (358-9) 638122  
: (358-9) 638611

## 1.

- : , , ,  
- Pulnix, Advantest, Canon, CCS Inc., Seikoh Giken, Sony and Toray Optical fibre Inc.
- : Mr. Markku Linna-Aro
- : Vanha Kaarelantie 9, 01610 VANTAA, Finland
- Tel : 358 9 478 830
- Fax : 358 9 4788 3545
- E-mail : info@orbis.fi
- : http://www.orbis.fi
- : 1949
- : 400
- 220 , ,
- 
- : (automatic visual test system for production of mobilphone, PCB and other electronic products)
- \*

1

- 가
- 
- 1949 ,
- 1970
- 1993
- 1995 Global operation
- 
- 가 (family company)

- : FIM 560 million (2000 , US\$ 95 )
  - 60% , 40%
  - Nokia ,
  - Nokia .
- - : US\$ 25-40 ( 30-40% )
  - 가 : , , 가
  - : US\$ 50 ( 50% )
  - 가 :
- - : Vantaa (Finland)
  - : Salo, Oulu, (Finland), Orbis Eesti O
  - Vision Control AB(Sweden), Orbis International Technologies Inc. (U.S.)
  - : Oulu, Helsinki( ), Saue( ), Texas( )
  - : Oy Huber+Suhner Orbis Ltd.(Helsinki), Aviservice Oy(Vantaa), Hong Kong, ( )
  - 2000 4 ,
- - : Nokia( ), Ericsson( ), Agilent( HP )
  - : Elcotek, Solelectron, SCI, Flextronix, Eimo, Perlos ( )

---

- : **Mr. Jarmo Justen(senior vice president),**  
**Ms. Suvi pekkinen(global business assistant)**  
 \* : Vanha Kaarelantie 9, Vantaa(P.O.Box 15, FIN-00421 Helsinki), Finland  
 \* Tel : 358-9-478-830( ), 358-9-4788-3326/3762( )  
 \* Fax : 358-9-4788-3395/3565  
 \* E-mail : jarmo.justen@orbis.fi, [suvi.pekkinen@orbis.fi](mailto:suvi.pekkinen@orbis.fi)  
 \* :

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- **Ms. Korsti Hytonen** : RF component  
 korsti.hytonen@orbis.fi ( +358-9-4788-3475)  
 - **Mr. Marko Salmela** : Instruments  
 marko.salmela@orbis.fi ( +358-40-582-3010)

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- Instruments(

RF-based) :

Rohde & Schwarz

- RF components (connectors, adapters, active RF components) :

Huber & Suhner

Narda

- Vision boards for machine vision use : Cognex

- LCD camera for machine vision use : SAI( ), Sony( ), Pulnix( )

- EMC(electro magnetic ceiling) area component :

- : Coaxial cable

---

### 3. 對韓

가. ,  
가 ,

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o  
·  
o  
·  
o  
·

#### · 對韓

- o RF and Telecom Systems : measuring, testing and quality control systems on a turnkey basis for research and development and industrial production in the fields of telecommunication technology, data transmission, data collection and interference measurements
- o Machine Visions : lens inspector, UI-inspector, paste inspector, robot guidance, automated optical inspection system, cameras
- o Customer cables : coaxial, corrugated and fibre optic custom cables
- o Instruments : spectrum analyzers, mobile phone measurement sets, signal generators, network analyzers, base station measurement sets, RF amplifiers, EMC receivers, EMC systems, audio analyzers
- o Components
  - electronic industry: RF components, microwave components, active components, fibre optic components, custom cables, connectors
  - Wireless communications: cabling products for transmission channels, antennas, power dividers, repeaters, filters
  - Measurement and testing: test needles and pads, measurement cables, attenuators, instrument leads and probes, adapters, fibre optic measurement equipment
  - Fixed networks: fibre optic terminations, cables, connectors, tools and measurement equipment, custom cables

- 
- Security and control: coaxial and fibre optic products, terminations, custom cables
  - RF components: oscillators, crystals, frequency synthesisers, mixers, demodulators and modulators, power dividers, phase comparators, phase indicators, phase shifters, hybrids, frequency doublers, frequency multipliers, fixed attenuators, transformers, filters, DC blocks, monolithic amplifiers, attenuators, terminations, couplers, directional couplers, antenna amplifiers, duplexors, power transistors
  - RF connectors : QUICK-FIT; BNC, BNO, BNT, N, TNC, and C; SMA, SMB, SMC, PC3.5, K QLA, and 1.0/2.3; MCX, MMCX and MMBX; SHV, MHV, 4.1/9.5 and 7/16
  - o installation tools : Coaxial components: antennas, power dividers, attenuators, terminations
  - o Fibre optic products : terminations, power meter pairs, power meter, light sources, attenuators, connectors, adapters, cables, patch panels, fibre extenders, fibre scanner
  - o Measurement and testing : test needles and fixtures, probes and cables
  - o Custom cables : flexible RF cables, jumper cables, semi-grid cables, fibre optic cables
  - o Radio Communication : radio and television broadcast transmitters (DVB, DAB), various data communications systems in the HF and VHF/UHF frequency ranges, radio direction finders, antennas, military communication
  - o Customer Support Services(CSS)

· 가  
o  
o R&D  
o

·  
o  
- , CE  
- Passive component 가 .

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0

-

·

testing( )

PCB

가

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,

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-

· RF, machine vision

가

가

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US\$ 50

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US\$ 10

가

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·

R&D

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가

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가

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#### 4.

o ELKOM

-

: 1980

-

: 2001. 3. 13 - 3. 16

-

: Helsinki Fair Center

-

: 12,123 s/m

-

: Helsinki Fair Corporation

-

: 가 (382 ),

(22,237 )

**1.**

- : , , ,
- : Mr. Kimmo Korvensyrja
- : P.O. Box 13, FIN-20321 TURUK, Finland
- Tel : +358 2-33300
- Fax : +358 2 3330400
- E-mail : palaute@turkutv.com
- : <http://www.turuktv.com>
- : 1996
- : 600
- : TV
- 25 TV
- Interactive TV
- : Akai, Salora, Finlux, Luxor, Guestlink
- 
- 1996 Semitech TV
- 2000 6 Otrum Electronics ASA
- Turku TV
- : EUR 1 2 ( US\$ 1 1 )
- 300,000 TV
- : (50%), (25%), (10%), (15%)
- 
- : US\$ 60
- 가 : , ,
- : US\$ 100 (1999), 50% display
- 가 : , , , ,

- 
- - : ( Otrum Electronics ASA 가 100%
    - : Turuk
    - R&D : Turuk
    - : , , ,
    - : Parts Consumer Electronics Sweden Ab( A/S ),
  - - Slogan
    - : Focus on interactivity, digital technology and content in our products
  - - interactive TV
    - interactive TV TV
  - - TV ( , , , , )
    - system TV interactive TV
    - , ,
    - inteactive TV interactive communication system
    - Guestlink , ,
- 

---

#### **Passive Component**

**Ms. Riita Ojuva**

- : P.O. Box 13, FIN-20321 TURUK, Finland
- Tel : +358 2-33300
- Fax : +358 2 3330400
- E-mail : [rita.ojuva@turkutv.com](mailto:rita.ojuva@turkutv.com)

---

#### **Active Component**

**Ms. Kirsi Tiihonen**

- : P.O. Box 13, FIN-20321 TURUK, Finland
  - Tel : +358 2-33300
  - Fax : +358 2 3330400
  - E-mail : [kirsi.tiihonen@turkutv.com](mailto:kirsi.tiihonen@turkutv.com)
-

---

**Mechanical Component****Mr. Alpo Arvonen**

- : P.O. Box 13, FIN-20321 TURUk, Finland  
- Tel : +358 2-33300  
- Fax : +358 2 3330400  
- E-mail : [alpo.arvonen@turkutv.com](mailto:alpo.arvonen@turkutv.com)

---

**Strategic Component****Mr. Henri Hanninen**

- : P.O. Box 13, FIN-20321 TURUk, Finland  
- Tel : +358 2-33300  
- Fax : +358 2 3330400  
- E-mail : [henri.hanninen@turkutv.com](mailto:henri.hanninen@turkutv.com)

---

2.

가.

o , .  
o Mechanical components  
100%  
o .  
o TV ,  
o 2001 가  
o TV 가  
가 , 2001  
o 가  
(%) .  
o L/C 가 (D/A, D/P  
.

- - TV tubes
  - Channel selectors
  - Semiconductors
  - Capacitors
  - Resistors
  - Integrated circuits
  - Transistors
  - Diodes
  - Inductive components
  - Connectors
  - Etc

•

o ( )가 .(

가, )

o , , 가

•

o

o 가

o . , passive

o components spec 가 ,

가 ,

•

### 3. 對韓

가.

o 4 . 가

---

가 , TV

가 .

· ( , )

o TV

·

o

· 對 : Passive interactive TV

· 가

o TV 가

mechanical

Passive 가

·

o ,

·

#### 4.

가.

o TV NTSC

PAL/SECOM PAL

o Interactive TV NTSC PAL 가 가 .

o TV CE

safe data sheet

CE (technical data)가 .

o TV 가 30

·

·

o

·

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○

가 .

○

가

US\$가

EURO

US\$

EURO

.(

가

)

○

가

L/C

가 가

.

○

30

TV

가

가

.

○

○

,

.

## 5.

○ ELKOM

- : 1980

- : 2001. 3. 13 - 3. 16

- : Helsinki Fair Center

- :

- : 12,123 s/m

- : Helsinki Fair Corporation

- : 가 (382 ), (22,237 )

○

가

:

(Electronica Menchen),

(Cebit Hannover),

IFA