



Draka

Draka Comteq | Cable Solutions - EMEA

MC LINE



From Copenhagen to Cologne: "Hjertelig velkommen, Jan Juul!"

The new Director Multimedia Sales comes from Denmark: Jan Juul was active there for nine years as Area Sales Manager and Sales Unit Manager for Draka Comteq. Now the 46-year-old, together with his family, is living in Cologne, and says he is looking forward to the major challenges which lie in front of him and to good and successful cooperation with the Draka Comteq customers.

"With me you can expect an evolution rather than a revolution", emphasizes Jan Juul. "Together with our customers, we have managed to develop into one of the largest companies in our business. We will consolidate this position through further innovative steps, a flexible and dynamic approach as well as by a close and trusting cooperation. In this connection, we will contribute on several levels to developments in our industry."

Jan Juul brings plenty of sales experience to Germany: After studying export technology he spent thirteen years working in international sales for different companies and has worked not only in several Euro-



pean countries, but also in the Middle East.

He enjoys his leisure time together with his family. He likes to go hunting and in order to keep fit is frequently to be seen riding his racing bike. Jan Juul, welcome to Germany or as they say in Denmark: hjertelig velkommen.

Editorial

Dear readers,
Nothing is as constant as change. This also applies to the management of Draka Comteq's Cologne office. For our long-standing managing director Bernd Schwertheim as of 1st July, the work-free part of his semi-retirement started. He has handed over the reins to Jan Juul, who has been working in Cologne as a director of Multimedia Sales since 1st April. You can read more about Jan Juul on this page.

The soccer World Cup 2006 is now a thing of the past. What remains are the winners of our football tip competition (page 2) and more than 68,000 metres of studio cable in Frankfurt (page 3).

In autumn, there will once again be many opportunities to get to know Draka Comteq "personally". You will find our trade fair dates on page 4 - and further topical information when leafing through this issue of MC-Line.

I hope you enjoy reading it
Stephan von Naguschewski





Market and Industry

Draka Comteq gets the green light

On 1st July 2006, the final stage of "ElektroG" came into effect. The law which governs the marketing, return and environmentally-compatible disposal of electrical and electronic equipment serves the implementation in Germany of the two EC directives RoHS and WEEE.

Two directives, one law and a great deal of uncertainty in the industry. For our customers, on principle, the question is: are cables from Draka Comteq classified as electrical and electronic equipment in the sense of ElektroG or the RoHS and WEEE directives?

To cut a long story short: all cable solutions from Draka Comteq are not "equipment" in the sense of the directives and can thus be sold and used without hesitation. This conclusion is also reached by an independent expert who confirms the result with a certificate.

The Draka Comteq documentation provides further information on this theme, explains the background and shows the full wording of the certificate. The leaflet can be obtained free of charge from Stephan von Naguschewski.

Simply send an e-mail to: stephan.von.naguschewski@draka.com



Football tip champion found



Lucky winners:

Roman Bürkle (RBnet) with Area Sales Manager Guido Schürgers (Draka Comteq), Sandra Solimando, (Sonepar Nord-Ost) with Area Sales Manager Matthias Jurak and Dietmar Brüning-Temmen (Yello Informationstechnik) with Area Sales Manageress Urania Kraus.

Roman Bürkle wins soccer World Cup tip competition

What a party! For four weeks Germany was full of euphoria, party atmosphere, hospitality, black-red-and-gold flags, sunny weather and great soccer. During the World Cup, from 9th June to 9th July, 32 national teams fought for the title, which as you all know by now was won by Italy.

181 participants took part in the World Cup tip competition organized by Draka Comteq, with Roman Bürkle of RBnet emerging as the winner with 99 points after 64 games. And he did so with a lead of five points ahead of second-placed Sandra Solimando of Sonepar Nord-Ost. Second place was hotly contested, as Dietmar Brüning-Temmen of Yello Informationstechnik GmbH had an identical number of points.

Here lots were drawn on 26th July at 14.00 hours, before 2nd place went to Sandra Solimando.

This was not the only place decided by the drawing of lots, because in the following places there were several entrants with identical numbers of points (the results from 1st to 75th are published on the Internet: www.drakact.com/tipp > prizes.

We would like to say a big "thank-you" to all the participants! For all those who failed to win one of the 75 prizes, you are sure to have a chance in the future in a new tip competition to demonstrate your knowledge - and win one of the attractive prizes.

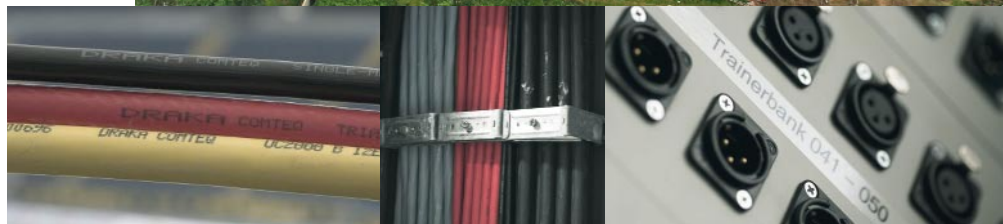
Commerzbank-Arena, Frankfurt am Main: Cable for the soccer world championship

Soccer, American football and other sporting attractions, concerts and major events: the Commerzbank-Arena in Frankfurt am Main offers an ideal setting for events that set the adrenaline flowing. They also included the fascinating games of the World Cup this summer. This major event was not the least of the reasons why the stadium was completely redesigned and rebuilt. An excitingly designed building with a "Colosseum look" has been created with seating for 55,000 enthusiastic spectators.

In addition, the permanent cabling for the TV broadcasts was commissioned. A total of 192 connection points at six locations had to be connected with a central TV compound. The wiring not only had to satisfy the latest technical standards, but also the strict specifications of the Host Broadcast Services commissioned with providing the TV signals. The time frame: just three months.

Requirements fulfilled

Elektro Ehinger GmbH, an old-established Frankfurt company with 150 employees, which has specialized in electrical, lighting, safety and network technologies (www.elektroehinger.de), was awarded the contract. Unusual that a skilled trade company should be awarded the job of installing the TV cables in preference to well-known industrial companies. "Our price was simply the most favourable", explains managing director Konrad Lichtefeld. "But trust also played a part from the very beginning - no doubt be-



cause of our high quality standards and good references. The fact that we offered cables by Draka Comteq probably also had a positive effect." No wonder: careful tests have proven that the cables from Draka Comteq fulfil the strict specifications of the organizers.

"We were also certain that Draka Comteq not only manufactures first-class cable at a reasonable price, but also that we could rely on its delivery within the tight time schedule", adds Konrad Lichtefeld. The confidence was not to be betrayed. Draka Comteq delivered the first consignment only three weeks after receipt of the order: 80 drums with around 44 km of cables in five different types. "For the progress of the project it was really good that Draka Comteq took account of our individual wishes and supplied exact cut-to-length fitting lengths - and not, as is customary, standard lengths", emphasized

Michael Gehring, project manager at Elektro Ehinger. The rest of the order was delivered only two weeks later.

Punctual, reliable and safe

The cabling project was completed on 31st March 2006, in other words, only ten weeks after the order was placed. And during the World Cup, the cable solution proved to be reliable and safe, as many millions of television viewers from around the world will be pleased to confirm.

You can request a copy of the field report with further technical details by e-mail here: koeln.marketing@drakact.com.



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Intern

A finger on the pulse of the industry

Only recently Draka Comteq became a member of ANGA, the Association of Private Cable Network Operators. The largest organization representing the interests of companies in the German broadband cable industry aims at improving the competition conditions. Furthermore, the association is also the organizer of ANGA Cable, the leading trade fair for cable and satellite technology.

With its membership of ANGA, Draka Comteq will permanently have a finger on the pulse of the industry and thus have earlier and better awareness of the market's requirements and what characteristics will be essential for the CATV cables of the future. As a result, Draka Comteq will be able to supply the operators of network levels 3 and 4 with the technology which corresponds to the state-of-the-art development which they need for the successful operation of their networks.



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Draka Comteq Germany GmbH & Co. KG,
Piccoloministraße 2, D-51063 Köln,
Phone: +49(0)221.677 0, Fax: +49(0)221.677 3890,
www.drakact.com

Responsible: Stephan von Naguschewski,
Draka Comteq

Editorial staff: Andreas W. Quiring, INNOVA

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Autumn trade fairs

Draka Comteq on show



Whether IBC, Belektro or Satis, whether in Amsterdam, Berlin or Paris: Draka Comteq will be appearing at three trade fairs before the end of this year and will thus come a good deal closer to its customers. One or the other customer is sure to notice that Exponet's name is missing on this list. That is because, on the one hand, this fair is currently meeting with little acceptance from its regular exhibitors. And, on the other, that at the beginning of July the organizer transferred the IT infrastructure fair from Cologne to Nuremberg already

for this year, where it will take place on a date directly between the Electronica and the SPS. Also in the interest of its customers, Draka Comteq does not accept this major and unfavourable change at such short notice.

Instead a new IT infrastructure trade fair, Net Solutions EXPO, will be held next year in Cologne from 25th - 27th September 2007, where Draka Comteq will participate as an exhibitor.

Draka Comteq's autumn trade fair dates:

8th - 12th September, Amsterdam

IBC, Trade Fair for Studio Technology
Hall 9, Stand 528

18th - 20th October, Berlin

Belektro, Trade Fair for Electrical
Engineering,
Electronics and Lighting
Hall 4.2, Stand 116

7th - 9th November, Paris

Satis, Trade Fair for Studio Technology
Stand location yet to be decided

Special service for planners

Data sheets, tender texts, certificates, link measurements, gross price lists ... Everything you need for the planning of structured cabling concepts has now been assembled by Draka Comteq in the new planning folder for the product groups copper and fibre optic data cable, industrial cable and the home cabling system Basynet. The tender texts are to be found in the file formats .doc, .txt, .pdf and .gaeb on the CD-ROM version 1/2006. Anyone who is really in a hurry

will also find the information on the homepage www.drakact.de. Simply click on the "planning tools" button and download the latest planning documents.

