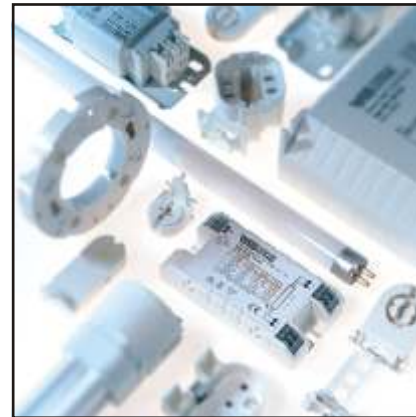




A New Lighting Experience



Vossloh-Schwabe Matsushita
Electric Works GmbH



a Matsushita Electric Works Company



Vossloh-Schwabe, Lüdenscheid



Matsushita Electric Works, Osaka

■ two great partners

In 2002, Matsushita Electric Works acquired Vossloh-Schwabe,

one of the world's leading manufacturers of lighting components.

Vossloh-Schwabe Matsushita Electric Works GmbH, which is located in Lüdenscheid, Germany, is the management holding company for Vossloh-Schwabe's global activities.

Vossloh-Schwabe engineers and develops, manufactures and markets a huge variety of lighting components for international lighting OEMs.

With 85 years of experience in international business, VS is today one of the world's leading suppliers of lighting components. Furthermore, the company is an innovation and logistics partner for a widespread customer base worldwide. Around 1,500 motivated employees in 20 countries are engaged in fulfilling customer needs by designing, manufacturing and marketing lighting components for the future.

Visions, innovations, decades worth of experience, responsible ecological policies and a global presence all go to make VS a reliable partner.

Vossloh-Schwabe's product range consists of magnetic and electronic ballasts, magnetic and electronic transformers, component systems for HID lamps, lampholders, lighting control devices and LED technology for all kinds of application.

As a supplier of standard components based on IEC and ANSI standards, VS not only has the corporate culture, but also the capability to design customised solutions.



Setsuo Mizusawa
Chairman of the Board



Holger Hoffmann
Marketing/Sales
Human Resources



Klaus Breisch
Production
Logistics



Mototsugu Sato
Finance/Controlling
Legal/IT



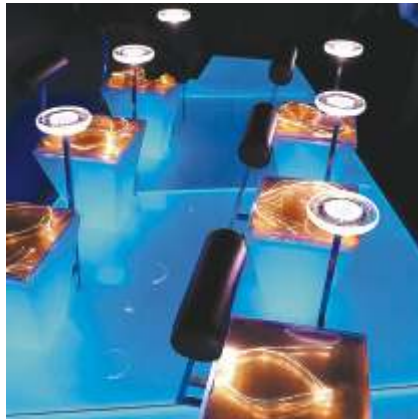
Akio Okude
Technical Planning
Quality Management

■ customer-oriented management

VS-MEW is characterised by its open mind for customer needs and its corporate focus on further enhancing customer benefits. In a world of fast and open communication, knowledge and information become the driving force behind any business.

VS-MEW believes in keeping both its communication technologies and employees permanently up to date. VS-MEW's Human Resource Development Department is therefore responsible for providing our staff and partners with continuous technical training and information with regard to the changes in our corporate environment.

To facilitate this process, tailor-made information and training programmes, called SBE (Strategic Business Environment) and MDP (Management Development Programme), have been developed and introduced throughout the VS world. This gives our workforce and customers a copious tool box with which to master the daily challenges of the continuously developing world of lighting.



■ lighting systems

VS component systems deliver the highest quality and performance standard in all customer applications. Backed by our management, manufacturing, quality and marketing policy, "VS inside" is a reliable safety and quality guarantee for the end user of all kinds of lighting product.

Components for
Incandescent Lamps
Electronic Transformers
Electromagnetic Transformers
Lampholders for Low-voltage
Halogen Lamps
Lampholders for Mains Voltage
Halogen Lamps
Edison Lampholders
Dimmers
Accessories

Components for
Fluorescent Lamps
Electronic Ballasts
Electromagnetic Ballasts
Lampholders for Fluorescent Lamps
and Compact Fluorescent Lamps
Starter Holders
Terminal Blocks
Capacitors
Accessories





Components for
Discharge Lamps
Control Gear Units
Electronic and Electromagnetic Ballasts
Ignitors
Power Switches
Start-up Switches
Discharge Units
Capacitors
Lampholders
Accessories



Components for
LED Applications
Built-in PCB Lighting Modules
Lighting featuring LED Assembly
Lighting Modules
Colour Control Modules
Electronic Converters
LED Connecting Technology
– Coupling Adaptors, Leads,
Push Connectors, Mounting and
Connecting Cables





■ lighting innovations

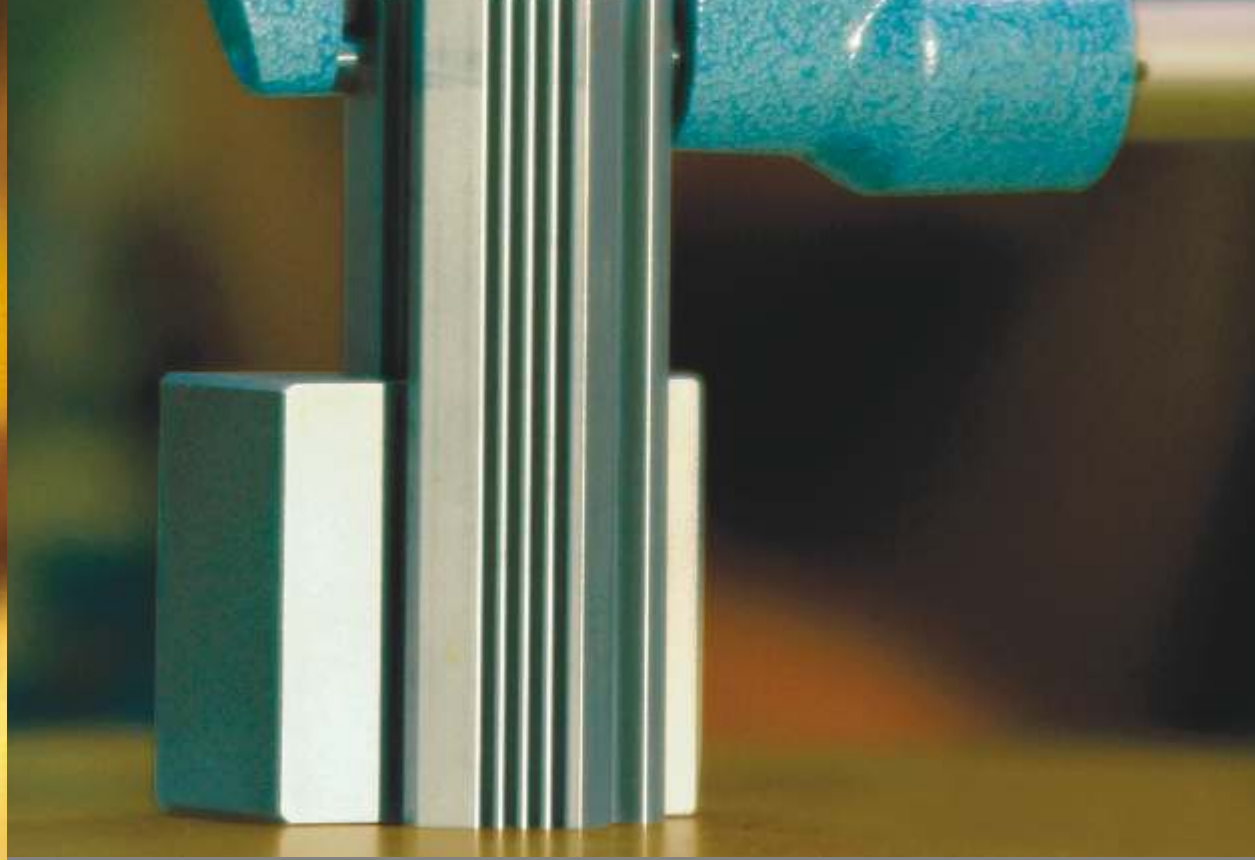
Vossloh-Schwabe technologies and the company's great variety of products offer individual solutions for each luminaire design.

Just two years after the successful integration of VS into the global Matsushita Group, VS would like to acquaint you with the company's extended capacities and competencies.

VS is pleased to present futurepointing products from the fields of LEDs, electronics and automation technology. Continuous and intensive communication with the customers has put VS in a position – like no other manufacturer – to provide innovative, intelligent and market-oriented solutions for all lighting systems.

VS aims at providing our customers with complete component systems that not only meet all technological and standard-related requirements, but also satisfy the need for miniaturisation. And in all of this, VS always seeks to increase the efficiency of its products.





■ quality

VS operates a central quality management system that is uniformly implemented at all its sites worldwide. All of Vossloh-Schwabe's production plants as well as its major sales offices are certified according to ISO 9001.

All quality-relevant processes are permanently monitored and controlled using a defined code number system. Products are checked for conformity with Vossloh-Schwabe's high quality standard during the entire manufacturing process.

Furthermore, our employees receive regular internal and external training to ensure we can maintain our exacting quality standards.



■ vision

VS is one of the world's leading manufacturers of lighting components.

We take pride in being a learning organisation that is dedicated to contributing to the welfare of our customers, employees and shareholders.

■ mission

As a learning organisation we not only actively adapt to changes in our environment, but also strive to anticipate or even set new trends. Flexibility and innovative spirit are therefore two key attributes of our employees.

We contribute to the success of our customers by offering products and services that give them a competitive edge in their respective business environment.



We look after the welfare of our staff by ensuring a safe working environment and offering competitive remuneration packages. In a similar vein, we foster our employees' personal development and encourage them to further improve their respective skills and capabilities.

With regard to our shareholders, we apply strategies to promote the continuous and profitable growth of our business. Lastly, we generate a rate of return for our shareholders that is commensurate with their investment in our organisation.




■ manufacturing

Vossloh-Schwabe's unwavering tradition of putting "QUALITY FIRST" over the past 85 years has earned the company a reputation for excellence and a high degree of brand-name recognition.

Our manufacturing policy for Europe focuses on the latest automation technologies so as to provide our customers with top-quality products at the right time and

for a fair price. Thanks to our ongoing employee training and education programmes, the label "Made by VS" stands for both the highest quality and reliability, regardless of which international VS site manufactured the product.



The fact that Vossloh-Schwabe's product range is almost exclusively manufactured in-house constitutes a clear bonus for customers and also recently prompted VS to offer an extended, five-year warranty on VS component systems. All VS manufacturing plants place great importance on ensuring health and safety at work as well as compliance with all international environmental standards.



■ discovering market needs

Communicating with our customers forms the essence of our daily work. Our direct mailing system keeps customers informed about technical innovations, new or updated standards and legislation as well as new lighting technology and the respective VS component systems.

Moreover, we also regularly share inside information about VS's management policies with our customers. This is because we believe that precise information provides a solid foundation

upon which to face the joint challenges of the future.

VS's website has been online at www.vossloh-schwabe.com since the year 2000. Customers who choose to register as users can even access further information like copies of approvals and drawings, etc. VS is involved in all international committees for standards and lighting technologies, which together constitute an additional forum for gaining and exchanging knowledge about the

lighting component market. Our cooperation with leading lamp manufacturers provides the necessary input for future lighting developments and the resulting customer needs.



■ strategy for competitiveness

To VS, competitiveness is a combination of providing our customers with advanced, reliable technology as well as global services at a fair price.

As an additional benefit for our international customer base, VS and the Matsushita Group organise dedicated

customer training seminars that serve the purpose of sharing technical and marketing information.

VS places great emphasis on future lighting technologies like T5, CFL, HID and LED systems, but equally invests into traditional component segments like

magnetic devices and lampholders. This aims at maintaining VS's status as a leading and innovative partner for international lighting OEMs.



■ ALF: Automation for Luminaire Fabrication

The revolutionary introduction of automatic wiring and testing systems for the production of fluorescent luminaires was based on Vossloh-Schwabe's policy of "enhancing customer benefits".

Since 1994, the ALF system has gone to improve the manufacturing processes and market position of an increasing number of lighting OEMs. ALF is available in two versions: ALF Smart and ALF Compact, the latter of which even features its own integrated testing module.

The positive feedback and repeat orders that VS has received from customers are a clear indication that VS innovations provide a valuable contribution to our customers' competitiveness.

Find out about the new ALF Smart system and see how both systems – ALF Compact and ALF Smart – can automate your production, too.

"Welcome to the Future"



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