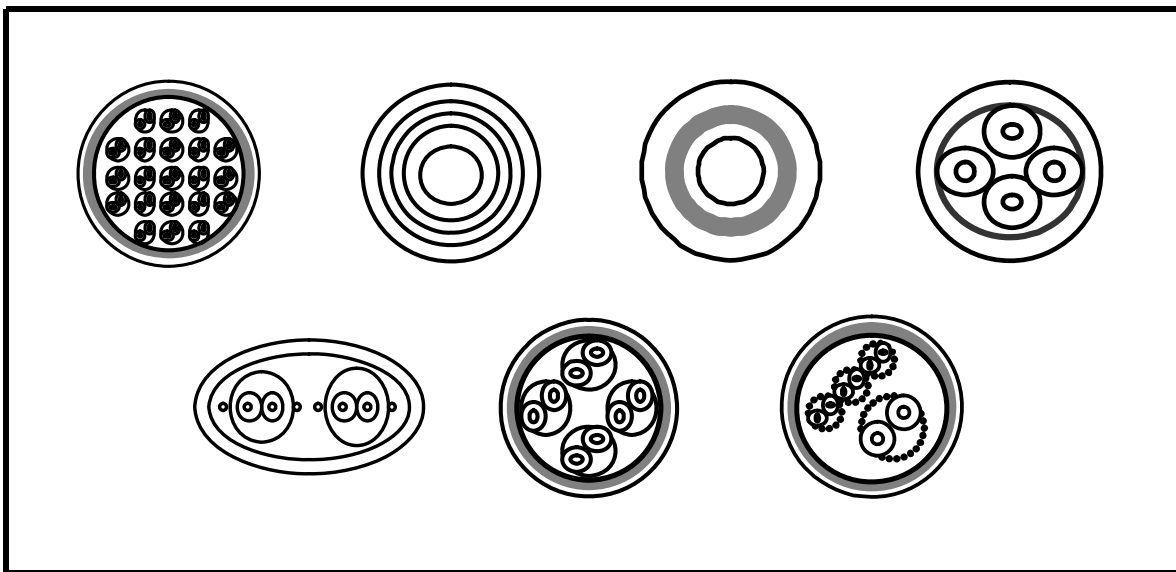


Low Voltage Wires and Cables: New Applications for Thermoplastics

Chapter 3 of 3: Profiles, Product Line Summary, and Polymer Materials offered by Global Wire and Cable Manufacturers



February 2010

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ANALYSIS OUTLINE: Chapter 3

Chapter Title

- 3-1 Introduction
- 3-2 Overview
- 3-3 Profiles of Low Voltage Wire and Cable Manufacturers
 - A. Product Line Summary
 - B. Profiles (N. America)
 - C. Profiles (China)
 - D. Profiles (Europe)
 - E. Profiles (Miscellaneous Other Regions)
 - F. Role of Japanese Cable Suppliers

ANALYSIS OBJECTIVES

Chapter 3 of this analysis identifies global wire/cable producers and:

- their wire/cable product lines
- the major market sectors they serve
- materials offered for insulation and sheathing
- their captive compounding capability

DATA SUMMARY EXAMPLES

DATA INCLUDED IN WIRE/CABLE MANUFACTURER PROFILES

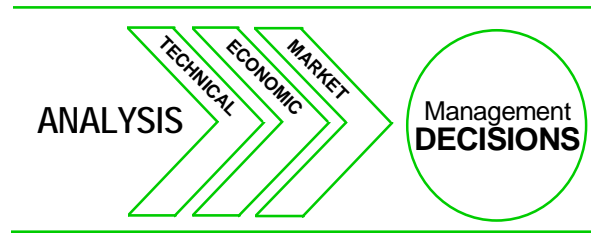
- Company Name
- Address
- Telephone
- Website
- Company Information
- No. of Employees
- Certifications
- Est. Wire/Cable Sales, \$MM
- Low Voltage Wire/Cable Product Types
- Market Sectors Served
- Materials Used
- REA Comments

LOW VOLTAGE WIRE/CABLE PRODUCERS' PRODUCT LINES AND SECTORS SERVED (N. AMERICA)

| Producer | Location | Exh. # | Low Voltage Wire/Cable Sector or Type | | | | | | | | | | | | | | | | | | | |
|------------------------------------|--------------------|--------|---------------------------------------|-----------|-------------------|--------------------|-----------------------------|----------------------------|---------------|------------------|-----------|---------------------------------|----------------------|------|------|------------|---------|-----------------|-------------|-----------|----------|-------------|
| | | | Data Comm/Data Trans | Tele-comm | High Flex Control | Control Cable/Cord | Electric/Elec-tronic Distr. | Power Cables/AC Power Cord | DC Power Cord | Minia-ture Cable | AWM Cable | High Temp. Resist. Hookup Cable | Halo-free Flex Cords | Auto | Aero | Coax/Triax | Hook-up | Com-puter Cable | Fiber Optic | A/V Cable | An-tenna | Instru-ment |
| Aetna Insulated Wire, Inc. | Virginia Beach, VA | 3-3B-1 | X | X | | | X | X | | | | | | | | | | | | | X | |
| AFL Telecom-munications (Fujikura) | Duncan, SC | 3-3B-2 | X | X | | | | | | | | | | | | X | | | X | X | | |
| AmerCable, Inc. | Houston, TX | 3-3B-3 | X | X | | | | X | | | | | | X | | | | | | | | |

WIRE/CABLE PRODUCERS AND MATERIAL TYPES IN ALL REGIONS

| WIRE/CABLE PRODUCER | EXH. # | MATERIAL(S) USED | | | | | |
|-------------------------|--------|------------------|-----------|---------------|--------|----------|------|
| | | TPE | TPU, COPE | FLUOROPOLYMER | RUBBER | SILICONE | XLPE |
| NORTH AMERICA | | | | | | | |
| Belden Wire & Cable Co. | 3-3B-6 | | | | X | | X |
| BRIM Electronics, Inc. | 3-3B-7 | X | | | X | | X |
| C&M Corp. | 3-3B-8 | X | X | | X | | X |



Low Voltage Wires and Cables: New Applications for Thermoplastics

Chapter 3: Profiles, Product Line Summary, and Polymer Materials offered by Global Wire and Cable Manufacturers

Robert Eller Associates LLC (REA) is pleased to present for your consideration this prospectus for a global mini database for low voltage wires and cables.

European regulations for RoHS and WEEE are impacting material choices for wire/cable in other global regions. Technologies for replacing PVC with halogen free, flame retardant (HFFR) compounds are moving beyond the first generation candidates. In addition, low smoke, halogen free (LSHF) compounds and cable constructions are also being commercialized, driven by fire safety pressures. The REA study is comprised of three chapters (each offered separately or in combination). Chapter 1 examines the constructions, applications, and regulatory/specification requirements used in the first generation of HFFR and LSHF compounds in the low voltage thermoplastic wire and cable market (including PVC). The Chapter 3 analysis profiles low voltage wire/cable manufacturers in each of the global regions and lists their product lines and material offerings (see profile contents on previous page). The producers' product lines, sectors served, as well as material offerings are summarized in databases for each region. The analysis will be helpful in establishing specific targets for those compounders, wire and cable producers, additive suppliers, and OEMs seeking to understand intermaterials competition and selecting amongst the wire and cable constructions.

REA QUALIFICATIONS

REA is a strategic, technology, and market consulting resource specializing in providing decision-quality analysis in support of management decision-making, investment, manufacturing technology, and acquisition support in the global plastics and rubber sectors.

REA associates have carried out pioneering technical, economic, and market multiclient and single-client studies in most major plastic and rubber sectors. We have completed multiclient analyses of automotive interior soft trim, new generation nonwovens in auto applications, and thermoplastic elastomers in N. America, Europe and China.

Recent strategy, market, technology, and acquisition analyses have included:

- Analysis of long-glass fiber reinforced PP compound markets and technologies
- Characterization of halogen free, flame retardant (HFFR) market structure in China
- Identifying technologies for HFFR wire and cable
- Several characterizations of the engineering thermoplastic compound market in China
- Analysis of TPE opportunities in building/construction glazing seals
- Growth prospects for TPEs in consumer and medical markets
- Numerous product positioning studies for new TPEs
- Analyses for several major acquisitions and mergers in the global plastics industry
- Automotive PP resins and compounds in the U.S., Europe and Asia
- Compounding strategy for TPE and resin suppliers
- Compounding, fabrication cost analyses, and supply chain management

WHO SHOULD SUBSCRIBE

This Chapter 3 analysis profiles low voltage wire/cable manufacturers in each of the global regions and lists their product lines and material offerings (see profile contents on previous page). The producers' product lines, sectors served, as well as material offerings are summarized in databases for each region. It is intended to support management decisions and formulation of strategy for the participants listed below seeking or defending a position in the global low voltage wire and cable sectors:

- Incumbent polymer suppliers (resins, elastomers) targeting the low voltage wire and cable sectors
- Compounders
- Challenger resin and elastomer suppliers
- Additive suppliers
- Surface coating and adhesives suppliers
- OEM manufacturers using low voltage wire and cable

HOW TO SUBSCRIBE

An order form outlining costs, terms, and conditions for purchasing Chapter 1, Chapter 3, or a combination of both is enclosed with this prospectus. To subscribe, fill out the form, indicate your chapter selection, and return it to REA with the subscription payment and the email coordinates for the recipient.



Robert Eller Associates LLC

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Chapter 1: A Global Mini Database of Constructions

Chapter 3: Profiles and Product Line Summary of Global Wire/Cable Manufacturers

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