

WELCOME to this, the first of Cgate's International Newsletters.

We will be producing regular newsletters in order to keep you informed about developments in the company's products, people, and partner relationships.

WHAT'S NEW?

- **CGATE OPENS EUROPEAN OFFICE**
- **LAUNCH OF CGATE RANGE OF MEDIA - how to beat the media price war**
- **CGATE ANNOUNCES A NEW VENTURE "CGATE TECHNOLOGY"**
- **SPECIAL OFFER ON SUBSTRATES**

CGATE SETS UP EUROPEAN OFFICE

In February 2003 we opened our first branch office in Europe. Cgate has always understood the importance of effective, efficient and simple channels of communication. Local businesses appreciate that they can always contact a Cgate representative in their own time zone.

Cgate's European office is based in London.

Cgate head office is in Shanghai.

LAUNCH OF CGATE RANGE OF MEDIA

The successful business relationship between Cgate and Teckwin, Chinese manufacturer of large format digital presses has led to the establishing of a range of Cgate media for large format digital printers and presses.

In April Cgate visited Sign UK at NEC Birmingham and met with media distributors from all over Europe.

The first containers of Cgate have been shipped and customers have expressed their satisfaction with the fantastic value for money.

As a result of this success, we decided to participate in Viscom at Dusseldorf Messe in September. We joined one of our German distributors and other business partners on their stand. The many potential distributors that we

met with confirmed that the timing is perfect for the of launch the high quality and low cost Cgate brand materials.

Large format digital printing is a huge growth industry with new and more versatile devices being developed all the time. The technology that has made the process of large format digital printing increasingly more simple, encourages more frequent printing and more creative applications.

Cgate can help distributors offer lower cost banner material without compromising quality. They can deal directly with our European office and leave it to us to take care of the complex logistics of trading with China.

From our customers:

Mr R. Reznik from **R.R. Graphics** says :

"Before we began working with Cgate, we imported media directly from Chinese manufacturers. Although the prices were low, we experienced many problems, both with the shipment contents and quality of the packing.

Orders placed through Cgate are guaranteed to be fulfilled correctly. Cgate staff, both in Europe and in China, supervise the shipment from start to finish. Now we can focus on our core business - supplying media to the signage trade.

Our margins have actually increased as there is hardly any wastage."

CGATE ANNOUNCES A NEW VENTURE: “CGATE TECHNOLOGIES”

Cgate's original business has been helping Western companies to establish representative offices, set up and manage their distribution channels and market their products in China. The success of this business led to providing a further service - to help manufacturers move all or part of their manufacturing to China.

We have been particularly active in the Digital Printing and Graphic Arts industries but also have a substantial portfolio of clients in the telecommunications and computer networking fields.

In September 2003 we set up a new venture: Cgate Technologies.

Cgate-Technologies specializes in the Information Technology (IT) industry, and was formed by Cgate Enterprise Ltd. and a group of IT professionals in Greater China. Our IT experience includes computer hardware, enterprise's software, and network security & equipment.

SPECIAL OFFER

During October and November 2003 Cgate is presenting a promotional offer on a selection of media.

Don't miss out.

Contact us now for details:

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GATE specializes in establishing distribution channels and manufacturing facilities in China Korea and Taiwan and in bringing Chinese products to the West in the most efficient and cost effective way.

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