

WELCOME to the **MAY 2004** issue of Cgate's International Newsletter

Our newsletters aim to keep you up-to-date on new developments in our business with China and the opportunities that may be there for you.

SHOWBIZ ISSUE

- Sign UK, Birmingham, UK
- ISA - Orlando, Florida, USA
- Reklama - Poznan, Poland

NEW PRODUCTS FROM CGATE

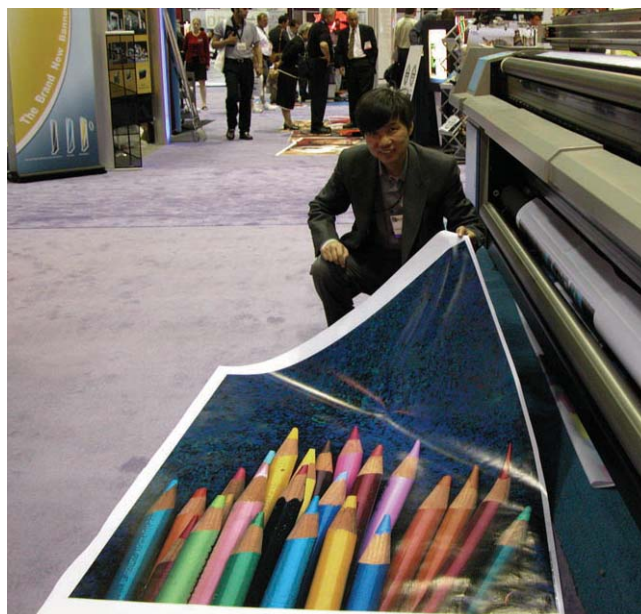
- Applications for Free Form PVC and Composite Aluminum Panels

SINCE SIGN UK 2003, Cgate has established distributorships for media for large format printers, within most European countries as well as in the USA. Most distributors are receiving regular shipments and the demand is growing.

Media suppliers have been aware for some time of the huge domestic market in China for large format media. This very cost conscious industry has attracted many distributors in the West who have been feeling the keen competition in the market as the wide format industry expands.

Many distributors have tried to deal directly with manufacturers in China and have found this to be something of a minefield. Without a local representative it is difficult to monitor quality and as the Chinese market demands up-front payment, problems with shipments are often impossible to resolve.

For these reasons companies have approached Cgate. Our head office in Shanghai with local staff specialises in qualifying manufacturers, quality control and the logistics of shipping.



ISA ORLANDO, FLORIDA

This year the International Signage Association held its annual show in Orlando Florida. Cgate shared a stand with business partners Teckwin, one of the largest Chinese manufacturers of wide format solvent printers, and Matan Digital Printers, developers and manufacturers of thermal printers.

Cgate media was used on the 1.8m, and 2.5m TeckJet printers on the stand and the high quality images were in much demand by visitors to the show.



Cgate frontlit solvent media at ISA, Florida.

EURO-REKLAMA, POZNAN, POLAND



Poland's annual trade fair for advertising goods and services had a significant number of products sourced in China and Korea, including digital printers and media.

The emerging economies of Eastern Europe have been busy catching up with the European

markets and are now gearing up for full participation in the European Union.

Cgate's distributor in Poland had two prominent stands in the show, where they demonstrated their range of large format digital printers and Cgate solvent and dye/pigment media.

NEW PRODUCTS FROM CGATE

FREE FOAM PVC

Free Foam PVC is of known more widely by end-users as foam-board and already has wide usage in the signage business.

A lightweight product that can be easily cut, drilled and fixed to a variety of surfaces, make it ideal for Point of Purchase posters to which the graphics are usually applied by a lamination process.

Some of the many applications for FFPVC include signs, posters, presentations, advertising billboards, screen printing, false ceilings interior walls, shelving, shutters, photography, frames and mounting and many more.

There are many benefits to this versatile material including:

- Extensive colour range
- Lightweight
- High resistance to many chemical properties
- Shock resistant
- Good mechanical properties
- Easily cut with conventional tools
- Vacuum formable
- Accommodates most fixing systems
- Printable.

Flat bed digital printing machines have opened new possibilities for FFPVC and Cgate has experienced a growing demand.

Cgate FFPVC which, like all Cgate products, is manufactured in China, is one of the best performing materials in the industry, particularly for printing on flat bed printers.

COMPOSITE ALUMINUM PANELS

This is a versatile lightweight but rigid and durable aluminum composite material is made of two strong sheets of aluminum bonded to a thermoplastic core. One of the key advantages is the ease of fabrication. This weather-resistant material is ideal for a wide range of signage applications including:

- General signage including interior and exterior, wall-mounted, post and panel, store fronts, lighted signs, cabinets, billboards.
- Exhibit and display including exhibit stands, POP displays, free-standing displays, kiosks, stage sets.
- Large format flat bed digital printing
- Photo mounting
- Screen-printing
- Road signage

The extreme flatness of Composite Aluminum Panels make it easy to produce durable signs. The lightweight but rigid panels can be cut with a hand, table, or power saw, router or shear. They can be die-cut and curved as well as punched and drilled.

Cgate's high quality, competitively priced panels are now being used for road signs. The strong, lightweight panels are more cost effective than the solid aluminum sheets currently being used.

There is also increasing demand for composite aluminum panels for special advertising campaigns.

Cgate Composite Aluminum Panels are available in 2mm, 3mm and 4mm thickness and in 1.22x2.44m sheet sizes. Choose from a variety of colours including special brushed metallic finish.

CGATE DISTRIBUTION CHANNELS

Cgate now has distributors in these countries:

Cyprus

France

Greece

Ireland

Israel

Italy

Germany

Poland

Scandinavia

Spain

Switzerland

Turkey

United Kingdom

United States

Remember:

At Cgate we are always interested to hear from you whether you are interested in our current range of products or in other business opportunities.

For information on any of our products or to become a distributor, please contact us now for details:

Email: info@cgate-enterprise.com

GATE specialises 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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