

INSIDE THIS ISSUE

Nexans Wins Subsea Contract..... 2
 Fushi Copperweld May Go Private 3
 CommScope - Carlyle Get Anti-Trust Relief 4
 Interwire 2011 in Atlanta..... 5
 Superior Essex Acquires Piremag..... 5
 Champlain Cable Purchases Berkshire 6
 Petar Erdeljan 1940 - 2010..... 6
 Sales & Income Table..... 7
 Coleman Cable Raises Prices 7
 WCMA Luncheon Speaker..... 8

**Courtship of Draka Continues...
Prysmian & Xinmao Raise Bids**

Prysmian SpA, Milan, Italy, announced its intentions to make a public offer for **Draka Holding N.V.**, of Amsterdam, to create a global leading player in the energy and telecom cable industry. Prysmian's offer is for €17.20 per ordinary share consisting of €8.60 in cash per Draka ordinary share, plus 0.6595 in newly issued Prysmian ordinary shares for each Draka ordinary share. The offer, which follows the recent rejected courtship of Draka by **Nexans**, has an implied value of €840 million for 100% of Draka's issued and outstanding ordinary shares, with a total cash consideration of €420 million and a €1.3 billion enterprise value. This offer was initially supported by the Board of Directors of both companies, with the Draka Board of Management and Supervisory Board recommending the offer to Draka shareholders.

However, shortly after receiving the Prysmian offer, the Board of Management and Supervisory Board of Draka Holding confirmed the receipt of a press release in which **Tianjin Xinmao S&T Investment Corp. Ltd.** of China announced its intention to make a public offer to acquire all outstanding shares in the capital of Draka for a proposed price of €20.50 in cash per ordinary Draka share.

After a review of the Xinmao release by Draka's Board of Management and Supervisory Board, Draka's CEO, **Frank Dorjee**, said, "The combination with Prysmian is the best fit for our point of view."

Prysmian CEO, **Valerio Battista**, also added, "To launch an offer is not enough obviously as a press release. For the time being, Xinmao's bid is not an offer." www.prysmian.com / www.draka.com ■

Belden Acquires Communications Products Business of Thomas & Betts

Thomas & Betts Corporation, Memphis, TN, USA, has completed the divestiture of its nonstrategic communications products business to **Belden Inc.**, St. Louis, MO, USA, for US\$78 million in cash. The communications products involved in the transaction includes coaxial cable drop connectors, pole line hardware and telecom enclosures sold under the Snap-N-Seal®, LRC®, Diamond® and Kold-N-Klose® brand names. The sale included, among other assets, two manufacturing facilities, the above mentioned trade names and associated intellectual properties.

The business, which was a part of Thomas & Betts' global electrical segment, generated approximately US\$45 million in sales and approximately US\$0.09 earnings per diluted share for the first nine months of 2010.

Belden indicated that the acquisition will further strengthen its position as an end-to-end solutions provider within the broadband/CATV, security and audio/visual markets. Belden President and CEO, **John Stroup**, said, "We intend to invest in the business to leverage its proven strengths and expand our combined presence in core markets within North America as well as other geographies where we already have commercial infrastructure in place." www.belden.com / www.tnb.com ■

WIRE & CABLE STOCK INDEXES			
		% CHANGE since last issue	% CHANGE YTD 2010
OVERVIEW 37	1903	+0.9	+10.0
OVERVIEW Electrical	1195	+1.7	+3.5
OVERVIEW Communications	559	+4.1	+9.0
OVERVIEW Steel	489	-0.8	+30.1

•All data are from prices listed on the market on November 22, 2010.



Niehoff Endex North America
A subsidiary of NIEHOFF Gruppe

Your Worldwide Partner for Non Ferrous Wire Processing Equipment

Tel.: (856) 467-4884 Fax: (856) 467-0584
 Sales@Niehoff-USA.com www.Niehoff-USA.com
 1 Mallard Court, Swedesboro, NJ 08085 USA

November 29, 2010

Notebook

Nexans Wins €10 million Subsea Umbilical Contract

Nexans, Paris, France, has been awarded a €10 million contract by **FMC Technologies** to design, engineer and manufacture a static subsea control and chemical injection umbilical for the Marulk gas field on the Norwegian Continental Shelf (NCS). FMC Technologies is carrying out the subsea development of the Marulk field on behalf of the **Marulk Project Group**. The field is located in the Norwegian Sea about 30 km southwest of the Norne FPSO (Floating Production Storage and Offloading) vessel at a water depth of 365 m.

The Nexans control and chemical injection umbilical will extend from the existing Alve template, a distance of 13.5 km. Nexans will design, engineer, procure, manufacture, supply, test and load-out a custom made static umbilical that integrates steel tubes for fluids and 1.5 kV power cables.

The project will be carried out at Nexans' specialized umbilical facility, which is located in Halden, Norway, with delivery scheduled for Spring 2011.

With energy as the basis of its development, Nexans offers an extensive range of cables and cabling systems. The group is a global player in the infrastructure, industry, building and local area network markets.

www.nexans.com

T & T MARKETING

Sales and Distribution
Wire & Cable Industry



Over 20 years of Experience Serving
the W&C Industry in North America

PVC • PE • TPV • TPE • TPU • Nylon
Filling Gels • Fluoropolymers • LSNH
Masterbatches • Specialized Compounds

www.TTMARKETINGINC.com
800-608-1577

LEONI maintains growth in Q3; Full year forecast raised again

LEONI AG, Nürnberg, Germany, again outperformed expectations in the third quarter of 2010. The company is confident that it will exceed its full-year forecast as raised in July 2010.

LEONI's Wiring Systems Division increased its sales by 33% year-on-year in the first nine months of 2010, to €1163.3 million versus last year's €876.2 million, and EBIT improved to a profit of €48.4 million from a loss of €48.7 million in the previous

LEONI

year. In addition to strong demand for cable harnesses and wiring systems from the automotive industry, business with multinational commercial vehicle manufacturers has also revived. LEONI said it sees major opportunity in business involving electromechanical components, in the electromobility sector and in the BRIC countries. The company is planning to begin series production for an electric vehicle and to significantly expand its capacity to produce wiring systems in Russia and China in the fourth quarter of 2010. Production will also start before the end of this year in India, where LEONI has until now been active with a development and customer service office.

In LEONI's Wire & Cable Solutions Division, external sales in the first three quarters of 2010 rose by 42% versus the same period in 2009, to €963.1 million versus last year's €677.6 million, while EBIT came to a profit of €47.7 million versus the previous year's loss of €20.1 million. All of the division's business units and regions made gains and outperformed their respective markets. Given the sustained, strong demand, capacity to produce cables and cable systems will be stepped up worldwide. Already completed, for example, is the expansion of

LEONI's Mexican facility's capacity to produce automotive cables. Also underway is the enlargement of capacity for railway and solar cables as well as for irradiation crosslinking in Switzerland. Before the end of 2010, LEONI will also start to expand its plant to produce solar flat wires and special passenger car cables in Germany as well as its capacity in China to make internal wiring for household appliances.

www.leoni.com

Draka Communications Americas opens warehouse; Receives ISO/IEC accreditation

Draka Communications Americas, Claremont, NC, USA, has opened a Los Angeles, CA, USA-based warehouse improving the company's ability to quickly deliver world class products coast-to-coast in the USA.

"It is all about service, and the opening of this new west coast warehouse demonstrates Draka's commitment to meet the short delivery schedule requested by our customers," said Greg Williams, Director of Marketing at Draka Communications Americas. "This warehouse will serve new and existing customers in the west coast region where the need for one to two day fiber cable delivery is critical."

Draka's new fiber cable warehouse is central to the Los Angeles area, off Interstate 5 at exit 128, at 2900 S. Vail Avenue, Commerce, CA, 90040, USA.

Additionally, Draka Communications Americas' Claremont product evaluation test facility has received *ISO/IEC 17025:2005* accreditation.

Draka Communications Americas now extends its ability to provide world-class cable products with a world-class product evaluation facility to demonstrate product performance. With this ac-



Notebook

Fushi Copperweld May Go Private

Fushi Copperweld, Inc., Dalian, China, announced that its Board of Directors has received a proposal letter from its Chairman and CEO, **Li Fu**, and **Abax Global Capital (Hong Kong) Limited**, on behalf of funds managed by it and its affiliates for Fu and Abax. The letter proposes the acquisition of all outstanding shares of common stock of Fushi not currently owned by Fu and his affiliates in a going private transaction for US\$11.50 per share in cash, subject to certain conditions. Fu and his affiliates own approximately 29.2% of Fushi's Common Stock.

According to the letter, Fu and Abax will form an acquisition vehicle for the purpose of completing the acquisition and plan to finance the acquisition with a combination of  debt and equity capital. The proposal letter states that the equity portion of the financing would be provided by Fu, Abax and related sources. The proposal letter also states that Fu and Abax are currently in discussion to engage a financial advisor to the acquisition vehicle that will be formed by Fu and Abax.

Fushi's Board of Directors has formed a special committee of independent directors to consider the proposal.

www.fushicopperweld.com



You need it—We have it!
802.773.9111
www.carris.com
sales@carris.net

creditation, Draka Communications Americas may conduct internal testing as well as third party testing in conjunction with an independent testing laboratory.

Draka uses the requirements stated in the *ISO/IEC 17025:2005* standard in order to maintain its quality management, administrative and technical operation systems to a high level of integrity.

Draka, headquartered in Amsterdam, has 9400 employees in countries worldwide, and a presence in 31 countries in Europe, North and South America, Asia and Australia. Draka's activities are divided into three groups: Energy & Infrastructure, Industry & Specialty and Communications.

Draka Communications with four business units, Telecom Solutions, Multimedia Specials, Optical Fiber and Cable Solutions, is a global leader in the development, production and sales of fibers, cables and advanced network solutions.

www.draka.com

LS Cable to establish R&D center in China; Develops eco-friendly distribution cable

CEO/Chairman, Christopher Koo, of LS Cable, announced on November 4, 2010, that Korea-based LS Cable would enter into a memorandum of understanding (MOU) with the Investment Office of Wuhan, Hubei Province, China, for establishment of a local R&D Center. The MOU states that the Investment Office of Wuhan and LS Cable will fully cooperate with each other to establish a local R&D Center designed to develop products customized to the Chinese market for the purpose of reinforcing product competitiveness.

Wuhan is the capital of Hubei Province, the greatest beneficiary of the so-called "China's Rising Strategy in Central Region of China"

which began in 2006. Hongqi Electric, which was acquired by LS Cable, is located in Wuhan.

"This MOU is an important turning point in LS Cable's business strategy for the Chinese market," said VP Cho Joon-Hyeong in charge of LS Cable R&D. "LS Hongqi Electric is planning to strive to increase sales by developing customized cable products as well as contributing to the economic growth of Wuhan."

Also, LS Cable has become the first company in Korea and the second in the world to successfully develop a 22.9 K distribution cable using environment-friendly noncrosslink polypropylene as the insulator after two years' of research.

According to LS Cable, distribution cables cross-link polyethylene in the manufacturing process to use it as an insulating material. In this process, methane, the representative greenhouse gas, is generated. However, the noncrosslink cable, developed by LS Cable, adopted noncrosslink polypropylene as the insulator, thereby preventing the emission of greenhouse gases.

LS Cable said that the greatest advantage of this product is that since the insulator does not go through the cross-linking process, which is chemical deformation, the insulator can be recycled after the useful life of the cable ends.

www.lscable.com

IEWC announces new US Division President

The Board of Directors of IEWC, New Berlin, WI, USA, has elected Kyle Spader to the position of US Division President, effective January 1, 2011.

Spader joined IEWC in 2000 after having served as a Manager with the accounting firm Deloitte in Milwaukee, WI, USA. At IEWC, he

November 29, 2010

Notebook

CommScope – Carlyle Get Anti-Trust Green Light

Global leader in infrastructure solutions for communications networks, **CommScope, Inc.**, Hickory, NC, USA, has been informed that the **Federal Trade Commission** and the **Antitrust Division** of the **U.S. Department of Justice** have granted early termination of the waiting period under the *Hart-Scott-Rodino Antitrust Improvements Act of 1976*, as amended, in connection with the previously announced definitive merger agreement

between **CommScope** and global alternative asset manager, **The Carlyle Group**.

Under terms of the merger agreement announced October 27, 2010, funds affiliated with The Carlyle Group will acquire all outstanding shares of CommScope common stock for US\$31.50 per share in cash. The transaction remains subject to antitrust clearance in certain foreign jurisdictions and approval of CommScope stockholders as well as other customary closing conditions. The transaction is expected to close in the first quarter of 2011.

The Carlyle Group is a global alternative asset manager with US\$90.9 billion of assets under management committed to 66 funds focusing on aerospace, defense, automotive, energy and power, industrial, infrastructure and telecommunications.

www.commscope.com

Send us your **flexible products**,



we'll show you **flexible solutions**.

www.REELEX.com

began in the role of Controller and eventually became Chief Financial Officer (CFO). In both of these roles, he has been involved in many aspects of IEWC's business including acquisitions, greenfields, systems and process improvement. Spader has also served on IEWC's Board of Directors for the last seven years.

Spader will retain his current responsibilities as CFO in addition to his newly appointed role of US Division President.

Filling this US Division President role will allow Corporate President and CEO, David Nestingen, to focus on the company's broader global initiatives, while Spader provides leadership to maintain the current momentum of the US Division.

IEWC is a global supplier company that provides wire, cable and wire management products to OEMs and sub-assemblers.

www.iewc.com

Prysmian's major role at **GRIDS 2010; To supply cables for power generation project**

Prysmian, Milan, Italy played a major role at the recent **GRIDS 2010** two-day conference and exhibition organized by the **European Wind Energy Association (EWEA)**.

GRIDS 2010 explored key financial, technical, policy and regulatory issues that will shape the development of a grid that meets Europe's



energy, consumer and climate needs. At the exhibition, Prysmian had a stand within the "Friends of the Super Grid" pavilion, and was a major sponsor of the event. Prysmian is one of the founding members of "Friends of the Super Grid" which is aimed at progressing policy towards the construction of a pan-European Offshore Supergrid by combining companies in sectors that will deliver high-voltage direct current (HVDC) infrastructures and related technolo-

gies, together with companies that will develop, install, own and operate that infrastructure.

At **GRIDS 2010**, Prysmian had a major presence within the conference sessions program. Within a session dedicated to "Social Acceptance and Planning", Marcello Del Brenna, CEO of Prysmian Powerlink and official representative of Europacable (the European Confederation of National Associations of Manufacturers of Insulated Wires and Cables), spoke about "Partial undergrounding of extra high voltage power transmission lines as a facilitator to bring renewable power to consumers in Europe".

Additionally, Prysmian has been selected together with International Telecom by the Fundy Ocean Research Centre for Energy (FORCE) as a partner in an innovative project aimed at exploring the potential of tidal power generation. Prysmian will design and supply the submarine composite cables for the connection of four tidal current turbines in the Bay of Fundy (Nova Scotia, Canada). For the project, Prysmian will provide approximately 11 km of three-core EPR (Ethylene Propylene Rubber) insulated 34.5 kV composite submarine cables for the connection of tidal current turbines.

www.prysmian.com

Kevin Watkins to Sales Rep at Allied Wire & Cable

Allied Wire and Cable, Colleagueville, PA, USA, has added Sales Rep Kevin Watkins to its team. The newest addition to the Allied Wire and Cable family, Watkins has worked as an Electrician for BSI, Inc., an Estimator/Project Manager for Anton Electric Co. and as an Inside Construction Sales Rep at Rumsey Electric Co.

Allied Wire & Cable is a family owned and operated wire and cable distributor and value added



Interwire 2011 Taking Shape for Its Return to Atlanta

The **Wire Association International, Inc. (WAI)**, located in Guilford, CT, USA, reported that it has sold more than 95% of the allotted 103,000 ft² of exhibit space for *Interwire 2011*, which will return to the **Georgia World Congress Center**, Atlanta, GA, USA, where the flagship trade event originated 30 years ago. The WAI Convention will run from May 2 to 5, 2011, with the exhibition taking place from May 3 to 5, 2011.

In a show of support for the WAI, the **Ameri-**

can Wire Producers Association (AWPA) will again align its *Supply Chain Symposium*, to be held on May 2 and 3, 2011, with a WAI event at *Interwire 2011*.

Support for *Interwire's* technical program is also notable with more than 30 scheduled paper presentations over three days. WAI's technical program content will be divided into three new theme days: Metals & Materials; Manufacturing Best Practices; and Green Initiatives. www.wirenet.org

manufacturer. Allied offers customization services including cut and strip, printing, dyeing, striping, twisting and more.

www.awcwire.com

Carlisle Companies declares regular quarterly dividend

The Board of Directors of Carlisle Companies Incorporated, Charlotte, NC, USA, has declared a regular quarterly dividend of US\$0.17 per share, payable on December 1, 2010, to shareholders of record at the close of business on November 15, 2010.

Carlisle is a diversified global manufacturing company serving the construction materials, commercial roofing, specialty tire and wheel, power transmission, heavy-duty brake and friction, food service, aerospace and test and measurement industries.

www.carlisle.com

AMSC prices its common stock offering

American Superconductor Corporation (AMSC), Devens, MA, USA, recently announced that its public offering of 4.6 million shares of its common stock was priced at US\$35.50 per share. AMSC has



granted the underwriters a 30-day option to purchase up to an additional 690,000 shares of common stock to cover over-allotments, if any. Morgan Stanley & Co. Incorporated, Deutsche Bank Securities Inc.

and Jefferies & Company, Inc. acted as lead book-running managers for the offering. Pacific Crest Securities LLC served as co-manager.

AMSC expects to receive net proceeds from the offering of approximately US\$155.1 million or around US\$178.4 million if the underwriters exercise their over-allotment option in full, after deducting the underwriting discounts, commissions and estimated offering expenses.

The shares were issued pursuant to a prospectus supplement filed as part of a shelf registration statement filed with the Securities and Exchange Commission (SEC).

www.amsc.com

Sumitomo Electric Industries to expand saw wire business

Sumitomo Electric Industries, Ltd. (SEI) of Japan is expanding its saw wire business with the establishment of a wholly-owned subsidiary in Taiwan, with the proposed company name, Taiwan Sumiden Steel Wire Co. Ltd.

SEI said that the demand for brass-plated, high-strength, high-carbon steel saw wires used for the precision slicing of silicon and crystal ingots into thin wafers is rapidly increasing due to the rising popularity of solar cells.

Currently, SEI produces saw wires in Japan and China. These wires are then marketed and sold in Japan and overseas markets. Because the Taiwanese saw wire market is expected to substantially

Notebook

Superior Essex Acquires Piremag Corp.

Atlanta, GA, USA-based **Superior Essex Inc.** announced that its **Essex Group Inc. (EGI)** subsidiary has acquired the assets of **Piremag Corp.**, the exclusive distributor for **PPE Fios Esmaltados (PPE)** formerly known as **Pirelli** in North America, Central America and the Caribbean.

According to release, over the course of Piremag's 26-year history of distributing PPE magnet wire, it has established a wide base of long-standing customer relationships.

As part of the acquisition of Piremag, EGI has signed a long-term distributor agreement with PPE to sell magnet wire in North America, Central America and the Caribbean. EGI will market PPE magnet wire through its **Essex Brownell** subsidiary. Essex Brownell is a North American distributor of magnet wire, insulation, motors and related products used in the manufacture and repair of electrical transformers, motors and equipment. Its customers base is served



through a network of 20 branch locations in the USA, Canada and Mexico.

By acquiring Piremag, Essex Brownell will extend its product line to Piremag customers as well as allow the firm to offer PPE magnet wire to its current customer base.

www.superioressex.com



Drawing Lines for Nonferrous/Ferrous • Annealers • Insulating/Jacketing Lines • Sheathing Lines • Payoffs/Take-Ups • Spoolers • Coilers • Bunchers • More



T: +1 301 223 8584
F: +1 301 223 8542
Web: www.sampinc.com
E-Mail: info@sampinc.com

November 29, 2010

Notebook

Champlain Cable Acquires Berkshire Electric Cable

Champlain Cable Corporation, an **AIAC Company**, has purchased the assets of **Berkshire Electric Cable Company**. The acquisition complements Champlain's product line and channel of distribution. **Richard A. A. Hall**, Champlain President, said, "We are very pleased to have Berkshire's experienced workforce and lineage of quality irradiated products expand our capacity, capabilities and product mix."



Champlain continues to show its commitment to remain a USA manufacturer as also evidenced with its recent opening of a new facility in El Paso, TX, USA.

www.champcable.com

Japan Copper Cable Shipments Drop for First Time in 10 Months

According to *Bloomberg Businessweek*, copper wire and cable shipments in Japan declined 3.9% in October 2010 from a year earlier, declining for the first time in 10 months, as the export-led economy slowed. According to the **Japanese Electric Wire and Cable Makers' Association**, shipments, including exports and domestic business, dropped to 59,200 metric tons last month, from 61,614 tons a year earlier. Shipments to the auto industry slumped 13.3% from a year earlier, after a government subsidy program ended at the end of September 2010.

www.gauder.com **GAUDER GROUP** [WIRE 2010 - 10E38]

LEADER IN WIRE & CABLE MACHINERY
POURTIER / SETIC - Rotating Machines
BOW TECHNOLOGY - Customized Bows
GAUDER - Resale Equipment in Stock

grow in the near future, SEI has decided to establish a Taiwan-based subsidiary to manufacture and sell saw wires directly into the Taiwanese market. This new company will be the first saw wire producer with a manufacturing plant in Taiwan.

The new company will make saw wires using steel wire feed stock imported from Japan; then final wire manufacture will occur in the new Taiwan-based production facility. SEI said with this entry into Taiwan, the new company will work to expand sales to local customers as the only Taiwan-based manufacturer of saw wires and take a leadership role in the dynamic Taiwanese market.

To ensure the supply of steel wire feed stock for the new company, Sumitomo Electric Tohigi Co., Ltd. will also invest in more capacity.

global-sei.com

Coleman Cable unveils red, white and blue outdoor extension cords

New red, white and blue contractor-grade outdoor extension cords from Coleman Cable Inc. (CCI), Waukegan, IL, USA, feature a high-visibility red cord with two extruded white stripes and a blue stenciled stripe with the text, "made in the USA by CCI **** Proud to be American."



The red, white and blue extension Cords are UL and cUL listed as well as OSHA and NEC compliant. They feature a lighted female end, which lets you know when there is power, a molded water resistant connector that makes them suitable for outdoor use and reinforced blades for added durability. These striped extension cords are a 12/3 SJTW construction and available in both 50' and 100' lengths.

"These rugged red, white and blue extension cords are dedicated to the American contractor and reflect our support for the

Petar Erdeljan (1940 - 2010)

Petar Erdeljan, Area Sales Manager of **Roteq Machinery** passed away on September 21, 2010 in Victoria Hospital, in London, Ontario Canada. Petar was born in Kikinda, Yugoslavia, and he attained his higher education at **Leicester School of Technology and Commerce** in the UK, **The Academy of Commerce** in Belgrade, Yugoslavia and the **University of Subotica Yugoslavia**. In 1968, on completion of his military duties in Yugoslavia, Petar started work with **Wogau Engineering** in London, UK—an agency that represented companies that sold equipment to the Soviet Union and Eastern Block companies. His linguistic talents led him to represent and then be employed by **General Engineering (Radcliffe) Co. Ltd.** group of companies that included



Petar Erdeljan

Trafalgar Engineering with responsibilities for the Eastern Block Countries. In 1989, he re-located to Canada and continued his wire and cable career in the position of Area Sales Manager with **Ceeco Machinery** of Concord, Ontario, Canada, a position he held until early 2010. In March of 2010 Petar joined **Roteq Machinery** of Concord, Ontario as Area Sales Manager. Petar's wire and cable involvement totaled about 30 years, of which most was conducting business in Eastern Europe and the Far East. Petar will be remembered as a highly respected professional with an easy charm that will be sadly missed by his many customers, colleagues and friends. Petar is survived by his son **Dr. Petar Erdeljan** and daughter-in-law, **Dr. Meivys Erdeljan** and his brother **Lazar**. Petar was a member of the **Wire Association International**.

Wounded Warrior Project," said Warren Schade, Vice President of Contractor/Industrial at CCI. "These cords are proudly made in the USA by an American company."

www.colemancable.com

Commission
COMMISSION BROKERS, INC.
Specializing in Equipment for the Wire & Cable Industry.
• Appraisers • Commission Brokers
• Individual Pieces or Entire Plants
+1.401.943.3777: phone
+1.401.943.3670: fax
e-mail: MARTY137@AOL.COM

Sales & Net Income Table

Company	Sales	%Δ	Net Income	%Δ
American Superconductor	102	+36	10	+132
Fushi Copperweld, Inc.	67	+40	13	+72
General Cable	1201	+1.2	18	-58
International Wire Group	175	+52	4.8	+71
LEONI AG*	720	+36	21	+641
Nortech Systems Incorporated	26	+39	0.127	+115

Latest Quarterly Sales & Net Income is shown in US\$ millions, except where noted...

* Quarterly Sales in Euros.

% Δ is relative to 2009 quarterly data.

Notebook

Coleman Cable Raises Prices

Greg MacDonald, VP Electrical Distribution for **Coleman Cable Inc.**, Waukegan, IL, USA, said that due to the rise in costs of copper and other raw materials, the company has been forced to increase its prices. Effective November 10, 2010, the company raised its prices by 5% to 8%.



www.colemancable.com

Bezeq, Alcatel-Lucent Collaborate to Roll Out New Submarine Cable

According to *Networking News*, **Alcatel-Lucent** and **Bezeq International**, Israel's Internet and international telecoms provider, have collaborated to roll out a new high-speed submarine cable system linking Tel Aviv, Israel to Italy, and then to Europe via land route.

The company said that the new system spans 2297 km and is fully owned by an Israeli operator. It will also strengthen the hub role of the area.

Bezeq International stated that the Israeli telecom market is highly dynamic with one of the highest household broadband and mobile penetration rates that is leading to network convergence as more technologically diverse services are becoming available.

Sterlite Technologies launches OPGW solutions

Sterlite Technologies Limited, located in Pune, India, has launched its new OPGW (Optical Ground Wire) solution, which is a one-stop window for application engineering, hardware supply and installation. The solution is a comprehensive suite of OPGW cables and related accessories. The scope of services also includes route survey, application engineering, live line/new line installation and commissioning, supply of active equipment and integration support.



Sterlite's OPGW cables have been certified by SABS (South African Bureau of Standards) and the OPGW solution is available to power transmission utilities, large UMPPs (Ultra Mega Power Plants) and telecom service providers planning to merge existing power line infrastructure for their long haul/access communication networks.

www.sterlitetechnologies.com

Alcan Cable qualifies for Green Supplier Network

Alcan Cable, Atlanta, GA, USA, a business of Rio Tinto Alcan, has successfully completed the Green Suppliers Network audit at its Williamsport, PA, USA plant using clean and green principles to reduce the environmental impact of its cable manufacturing process. The project was compatible with Rio Tinto Alcan's sustainability goals and existing company initiatives.

The Alcan Cable Williamsport team started the project in February 2009 and achieved Green Supplier Status in October of 2010. The Williamsport team reported 94.7% material efficiency and 1.7% average waste, with a desire for further improvements in the future.



The Pennsylvania Technical Assistance Program (PennTAP) at Penn State University acted as certified auditor and coach for the project. The project was also coordinated with the Green Supplier Network Pollution Prevention Division.

Working in collaboration with the U.S. Department of Commerce (DoC), the U.S. Environmental Protection Agency (EPA) established the Green Suppliers Network to help small and medium-sized manufacturers stay competitive and profitable while reducing their impact on the environment.

www.cable.alcan.com

WANTED TO PURCHASE – KINREI BUNCHERS AND CABLERS

Kinrei of America wishes to purchase used Kinrei Bunchers and Cablers in good condition. We will quickly provide a quotation on any of our equipment and feel we can offer the best pricing in the industry.

Please feel free to contact Mitch Jacobsen at mjacobsen@kinreiusa.com or 973-494-6143.

KINREI OF AMERICA Wire Machine Sales, Parts & Service



High-Tech Cable & Optical Fiber Manufacturing Systems:

Power & Automotive, Telephone, LAN, Mini-Coax, RF & Microwave, Preform of Soot & MCVD, Fiber, Fiber UV Coating, Fiber Optic Cable, Forming & Welding

www.rosendahl-austria.com

www.nextrom.com

Author Eric Janszen to Speak at WCMA Holiday Luncheon

The **WCMA (Wire & Cable Manufacturers Alliance, Inc.)**, East Haddam, CT, USA, will welcome economic analyst and author, **Eric Janszen**, as the speaker for its Annual Meeting and Holiday luncheon on December 9, 2010, in Windsor Locks, CT, USA.



His topic will be, "The Role of U.S. Manufacturing in Rebuilding America's Producing Economy." In his recent best selling book, *The Postcatastrophe Economy*, Janszen covers the current economic iceberg and explains how all of us can steer clear. Today's great recession is just the beginning, Janszen says, and if we remain on the current course, an even bigger catastrophe is imminent. Janszen successfully predicted the last two busts well before they happened.

Janszen says we need to change our fundamental approach, and manufacturing can, and should, have a role.

www.WCMAinc.org

59th IWCS/IICIT Conference™ a Success

John Barteld, CEO/Director of **IWCS, Inc.** and **Dale Reed**, President of **IICIT, Inc.** report that nearly 1100 delegates were in attendance in Providence, RI, USA, at the 59th *IWCS/IICIT Conference™*, where 105 technical papers were presented, 125 exhibits were on display, eight Professional Development Courses were conducted and lots of fun was enjoyed as well.

Barteld said, "We saw the return of 'Monday Night Football' including a great party hosted by our friends at **Cable Components Group**, assisted by **Gem Gravure**. We were provoked by a plenary program that challenged our thinking about the future, and gave us a clear view of our present."



The 60th *Conference* is scheduled for November 2011 in Charlotte, NC, USA. Make your plans to attend, but first consider submitting an abstract for a technical paper. The Call for Papers will be out early in 2011.

www.iwcs.org / www.iicit.org

NENA Open House a Success

Representatives from 21 manufacturers attended a recent open house at the Swedesboro, NJ, USA plant of **Niehoff Endex North America (NENA)**, where the equipment supplier highlighted its technology and capabilities. Key company executives were on-hand including those from the German parent company, to talk to the nearly 50 attendees.



The event included presentations by NENA staff and outside companies as well as some information tables from industry suppliers. Presenters included **Philip Radbourne** of **Integer Research**, **Klaus Eichelmann** of **DLB Draht und Litzen GmbH**, **Bernd Lohmueller** of **Niehoff Gruppe**, **Stefan Nixdorf** of **Bühler-Würz Kaltwalztechnik GmbH** and **Rolf Wurmbach** of NENA.

NENA demonstrated its BMV16 braider; DSI632 double-twist twinner with double-backtwist payoff; model D631 double-twist buncher with multiwire payoff; and a MMH50 multiwire (eight-wire) line for 38-44 AWG wire.

www.Niehoff-USA.com

EVENTS

December 19, 2010:

WCMA 2010 Annual Meeting and Holiday Luncheon
Windsor Locks, CT, USA
www.WCMAinc.org

March 2 - 4, 2011:

WHMA 2011 Annual Wire Harness Conference
San Diego, CA, USA
www.whma.org

March 15 - 17, 2011:

Cables 2011, Cologne, Germany
www.amiplastics.com

April 7 - 9, 2011:

Expo Cable Wire 2011, Turkey
www.kablofuari.com
www.expochanneltv.com

May 2 - 5, 2011:

Interwire 2011, Atlanta, GA, USA
www.wirenet.org

May 4 - 5, 2011:

POLYMERS IN CABLES 2011
Miami, FL, USA
www.amiplastics-na.com

May 18 - 19, 2011:

National Electrical Wire Processing Technology Expo
Milwaukee, WI, USA
www.electricalwireshow.com

May 23 - 26, 2011:

wire Russia 2011
Moscow, Russia
www.messe-duesseldorf.de
www.mdna.com

June 19 - 23, 2011:

JICABLE '11
Versailles, France
www.jicable.org

September 13 - 15, 2011:

wire Southeast ASIA 2011
Bangkok, Thailand
www.wire-southeastasia.com
www.mdna.com

November 6 - 9, 2011:

60th IWCS Conference™ organized by the International Wire & Cable Symposium, Inc. (IWCS, Inc.)
Charlotte, NC, USA
www.iwcs.org

March 26 - 30, 2012:

wire 2012
Düsseldorf, Germany
www.wire.de
www.mdna.com

Zumbach
Measurement & Control
Instruments for Ferrous,
Nonferrous & Fiber Wire/Cable

Supplier of ODAC, UMAC, PROFILEMASTER, ODEX, XRAY gauges & systems

Zumbach Electronics Corporation
Tel: +1.914.241.7080 • Fax: +1.914.241.7096
sales@zumbach.com • www.zumbach.com

The NATION'S LARGEST Dedicated Wire Processing Event
MAY 18 & 19, 2011
ELECTRICAL WIRE PROCESSING TECHNOLOGY EXPO
Frontier Airlines Center • Milwaukee
800-367-5520 • www.electricalwireshow.com

Mar
WH
Wire
San
www
May
wire
Mos
www
www
Sept
wire
Ban
www
www
Nove
60th
orga
& C
Char
www

Subscribe @ www.wiretech.com/overview.asp