



**Josef Zumstein** *Head of Sales & Marketing*  
**Hans Lang** *Head of Product Marketing*

## Dear Customers and Business Partners,

Our activities this past year were increasingly shaped by globalization. From marketing to sales, from products and services to purchasing and production, Komax stepped up its global networking with the world around it. Then only with a strong local presence we can offer worldwide high quality support to our customers. We now assure this support with over 30 representative offices and 16 of our own companies. We are pleased to introduce our two new organizations in Asia to you on the next page.

Also in this NewWave we present to you a variety of innovations in our product range as well as applications that have been successfully implemented. Komax has always invested substantial amounts in developing new products and technologies in order to provide you with practical and flexible solutions. It filled us with joy to see our efforts rewarded with an international prize. For over forty years, the "International Institute for Promotion and Prestige (IIPP)" singles out enterprises, associations or individuals for recognition of special accomplishments. The jury selected Komax as its winner of this year's award for "Extraordinary Performance in Development and Technologies." We will do everything in our power to continue living up to this award in the future.

A step in this direction will be the Productronica 2003, to take place in Munich from November 11 to 14. Check out our new product innovations for yourself; we look forward to seeing you personally at our stand!



(left to right) Prof. Denis Breton, IIPP Member, Gisèle Rutman, IIPP President, Leo Steiner, Komax CEO; presenting the "Mérite au Développement des Technologies" award.

The IIPP is a politically independent organization based in Geneva. It is active in over 65 countries. Passed winners of the IIPP include companies like Rhodia (Brazil), Microsoft (United States), Dominion Textile (Canada), Danfoss (Denmark) and Alstom (France).