

VS Report

Your Great Partner Vossloh-Schwabe & Aromat



We are pleased to announce the merger of Aromat Lighting Division with Vossloh-Schwabe Inc.

Based on our goal to continuously enhance benefits and services to our customers, MEW HQ took the decision to merge the two Matsushita Lighting Component Operations in the U.S. effective July 1st, 2005 to one stronger company under the VS brand.

The combined team of VS & Aromat will be in the position to offer you the complete range of high performance VS components including:

- **Electronic HID Ballasts & Lampholders**
- **Electronic FL/CFL Ballasts & Lampholders**
- **Halogen LV-Transformers & Lampholders**
- **LED Modules and Converters**
- **Edison Lampholders & a variety of accessories**

This products offering together with the motivation, experience and technical know how of the united Aromat & VS personnel makes Vossloh-Schwabe Inc. a very attractive "one-stop shop".

Backed by the management and R&D of MEW, VS will work to become your preferred partner for all of your lighting component needs.

As we work to consolidate our operations, you will continue to interface with your existing VS or AROMAT contacts, whom you have known and worked with for years.



All of us are looking forward to working with you on your future lighting endeavors.

Lighting Division
Aromat Corp.

Vossloh-Schwabe
Inc., Pittsburgh

merger on
July 1, 2005



About Our Divisions

Aromat – Technology Leadership

Founded in 1974, Aromat Corporation is a wholly owned subsidiary of Matsushita Electric Works, Ltd. (MEW). With headquarters in New Providence, NJ, Aromat's manufacturing facilities are located in Osaka, Japan and Mexicali, Mexico.

Known for its precision relay components and automation controls equipment, Aromat also has a line of quality lighting components, which will now be marketed under the VS brand trademark.

Vossloh-Schwabe

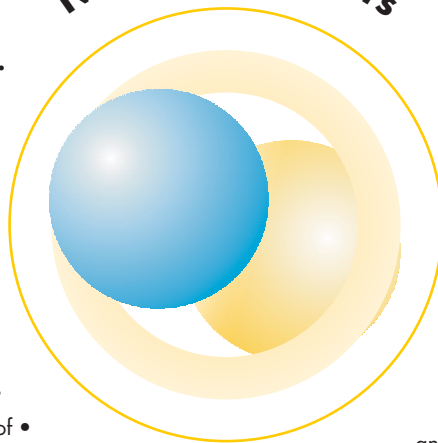
Vossloh-Schwabe is one of the world's leading manufacturers of electromagnetic and electronic components for lighting applications. For many years Vossloh-Schwabe has been distinguished by its extensive, high quality and innovative product range for various fields of application: electronic and electromagnetic ballasts, transformers, ignitors, capacitors, lampholders and accessories for luminaries, LEDs and LED devices, automatic wiring and testing systems.

Since 1st of August, 2002 the Vossloh-Schwabe Group has been part of Matsushita Electric Works Group (MEW). Within the MEW Group Vossloh-Schwabe as a self-contained trademark is responsible for the global extension of unit "components for lighting applications".

Two great Partners

AROMAT, Corp. Lighting and Construction

- Founded in 1974
- Customer first
- Advanced technology
- Dedicated OEM supplier
- Introduction of electronic HID ballasts
- Introduction of electronic FL ballasts
- Introduction of multivoltage ballasts



Vossloh-Schwabe, Inc.

- Founded in 1987
- Customer first
- Advanced technology
- Dedicated OEM supplier
- Introduction of CFL sockets
- Introduction of twist&lock and integrated rotor sockets

- Two trend-setting technology leaders
- 48 years of combined experience and contacts within the US lighting market
 - Two fully-owned members of the Matsushita Group
 - Two companies that put customer satisfaction first
- Two great partners dedicated to providing superlative service

Matsushita Electric Works – Lighting Innovation

Matsushita Electric Works, Aromat's and VS's parent company, and the recognized global leader in lighting products, is a part of Matsushita Group, manufacturers of a wide array of consumer electronics products and appliances sold worldwide under such brands as Panasonic. Founded in 1918, MEW manufactures a diverse group of products including:

- Lighting products and equipment
- Electronic and plastic materials
- Electrical construction materials and systems
- Building construction materials

The commitment to research and development is evident in MEW's

2005

Aromat brand merger with Vossloh-Schwabe

1978

Developed and introduced electronic fluorescent ballasts

1994

Introduced electronic HID ballasts in the US market

1977

Developed and introduced electronic regulators

1987

Developed and introduced electronic metal halide ballasts

1971

Developed emergency lighting products and equipment

1986

Developed and introduced low voltage lighting systems

1951

Developed and introduced magnetic ballasts

2005

2005

Aromat brand merger with Vossloh-Schwabe

1993

Introduction of twist&lock sockets

2003

Introduction of electronic CFL/FL ballasts

1989

Introduction of CFL sockets

2000

Introduction of thermoplastic Edison base sockets

1987

Foundation

1998

Introduction of twist&lock and integrated rotor sockets

wide-ranging and diverse R&D organization which consists of the Central Research Laboratory and sixteen specialized labs in Japan; five research labs in Europe and two research labs in the USA including a new Lighting Laboratory in the Boston, MA area. Major R&D activities in lighting products design cover all aspects of circuit design, materials research, electronic systems evaluation, CAE research, components development and total system research.

Since the founding of the company, research and development have played a major role in maintaining MEW's leadership positions in the markets in which it operates.

Indeed the development and manufacturing of lighting products at the cutting edge have become an MEW trademark. In fact, MEW has manufactured more metal halide electronic ballasts than any other company in the world!

Time bar

Sampling of some of the major introductions accomplished in the recent past



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Layout
beckerwerbung
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New Product Catalog and Ad Campaign

The merger is also being marked by a brand-new product catalog of Aromat's extensive range of HID electronic ballasts.



VS
A New Lighting Experience

Arora
Vossloh

ADDING VALUE

When Vossloh-Schwabe Inc. and Aromat's Lighting Division join forces in July 2005*, we do so to add value for our customers. Orchestrating winning performance, our new entity provides a broad portfolio, enhanced customer service and the Matsushita Group's global technological expertise.

This way, we provide real one-stop shopping of all of your high-performance lighting system components. With an uncompromising commitment to excellence and under one brand: Vossloh-Schwabe.

Vossloh-Schwabe: A New Lighting Experience

*As of July 1, 2005, Matsushita Electric Works' North American lighting components operations Vossloh-Schwabe Inc. and the Lighting Division of Aromat Inc. merged under the Vossloh-Schwabe brand.

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Advertisement Campaign
1st step of three to four advertisements of the merger

As a parallel measure, a three- to four-step advertisement campaign will run in the American trade journals "Architectural Lighting", "Residential Lighting" and "LD+A".

