

Dresden February 27th, 2004

Introducing a new venture from Kiedon International GmbH

The Spare Parts Department .com

Kiedon International GmbH is pleased to announce it's latest business innovation, to be launched under the banner - **The Spare Parts Department .com**. Our intention is to create an integrated supply service for a variety of spare parts, components, modular units, materials etc. Principal customers will be semiconductor, data storage and related hi-technology companies in Europe, but if successful we will look to expand the business model. The proposed timing for the project launch is Q1, 2004. The business framework can be summarized under the following categories:

Process equipment spare parts

The basis of the project is to build a parts product portfolio which gives access to an array of system replacement spares from a variety of suppliers. These might include spare parts for standard and custom process equipment/applications, or parts from alternative suppliers with additional performance capabilities, features or benefits, as well as spare parts for application-specific uses. Such parts may include, but are not limited to, quality resold spare parts, process chamber shielding, wafer chucks, system replacement parts, filters, components, etc.

Components, modular units and materials

We are also seeking to include in our supply portfolio a range of modular units, sub-systems and consumable materials, such as; power supply units, handlers, vacuum or fluid subsystems, electrical sub-systems, controllers, quartz or ceramic components, consumables such as passive materials (e.g. pvd materials), semiconductor substrates, etc.

Inventory and supply chain management

The founders have many years' experience in materials supply chain management. We can offer comprehensive support to OEM suppliers who need to establish, or develop an effective material supply chain to key customers here in Europe. We can operate on your behalf, supply to customer-owned stocks, or manage supplier-owned on-site consignments. In conjunction with our logistics partners, we can establish central warehousing fed from your production units, and replenish customer usage on a daily basis. Our model includes: optimized import and distribution channels, on-time delivery strategies to production-critical environments, and on-site consignment stock control thus allowing vendors to optimize cost-of-ownership while providing an effective customer support program.

Surplus inventory

In developing [The Spare Parts Department .com](http://www.TheSparePartsDepartment.com), we will be offering interested customers opportunity space for the resale of excess inventories, i.e. parts and components surplus to their current requirements.

Site advertising

The website of [The Spare Parts Department .com](http://www.TheSparePartsDepartment.com) will be the main promotional vehicle for the project, and it is our intention to promote the site widely to maximise it's visibility to end users. In order that partner companies may focus promotional activity towards themselves and their products we shall include advertising space providing a variety of creative opportunities. Full details, including acceptance policy and specifications, are available on the SPD website.

Special note: during the inauguration period, we will provide such space on a special promotional basis. For project partners who commit to three months' copy (May 1st to July 31st), we will provide the space free of charge until April 30th, 2004. This is a particularly advantageous time as it covers the important Semicon Europa season.

About Kiedon International

Kiedon International GmbH, is a business solutions developer, located in Dresden, Germany. Our mission is to deliver innovative business solutions to clients and end user customers. We specialize in, but are not limited to, hi-technology products or products requiring delivery logistics for production critical applications. The founders have many years' experience working in the semiconductor and related industries. [The Spare Parts Department.com](http://www.TheSparePartsDepartment.com), is to be established as a division of Kiedon International GmbH.

The next step

We are looking for project partners who wish to sell or promote their products through [The Spare Parts Department .com](http://www.TheSparePartsDepartment.com). While we are happy to discuss exclusive representation, this is not a requirement at this time. Indeed, we are willing to work on models which range from full and exclusive product management, through to an extension or support of an existing sales and marketing arrangement.

There has never been a better time for US companies to consider extending their promotional activities to develop European market presence ? The indications are that 2004 will bring an improved business environment over recent times. Coupled with the current Euro/Dollar exchange rate, it makes for an ideal backdrop for US companies to improve market share.

We hope our new project is of interest to you, and look forward to discussing our plans further. If you require more immediate information, please do not hesitate to call or email us. You can also visit '[The Spare Parts Department.com](http://www.TheSparePartsDepartment.com)' web site, then click-on 'Contacts' and then the link to register your interest as a potential supplier and a representative will contact you.

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