

## **Pauwels and DuPont NOMEX® sign global license agreement.**

**Pauwels, the Belgium-based manufacturer of electrical power transformers, has entered a global collaborative marketing alliance with DuPont.**

*Geneva, November 11, 2000:* DuPont and Pauwels announced today that the two companies have entered into a brand licensing agreement covering the use of Nomex® thermal technology in the latest generation of mobile hybrid-transformer substation units, manufactured by Pauwels Contracting. This is the first ever branding agreement signed by a transformer manufacturer.

The new marketing alliance marks the commercial fruition of a technical collaboration between the two companies that has been underway for some time. Under the new agreement, all Pauwels Contracting mobile hybrid-transformer substations will carry both the DuPont Nomex® and Pauwels brand names.

Pauwels Contracting have already sold a number of mobile hybrid-transformers incorporating Nomex® brand paper and pressboard, including units to Canada, U.S.A., Vietnam, Spain and the Dominican Republic. “The demand for mobile substations is growing worldwide and Pauwels Contracting is determined to maintain its leadership in this market,” says Reiner Kaivers, CEO of the Pauwels Group. “The Pauwels with Nomex® brand label displayed on our mobile hybrid-transformer substations will serve to underline our pioneering spirit not only in technology development but also in marketing.”

The compact dimensions, low weight and ease of transportation of Pauwels Contracting mobile hybrid-transformer substations make them ideal for use in emergency, back-up and top-up power supply. They are the flexible answer in cases of power failure, during maintenance shutdowns and any situations where temporary power is required. Designed for safety and low maintenance they can be safely positioned in close proximity to the power demand.

“Due to the need for transportability and maneuverability, mobile substations have to be both compact and light,” continued Reiner Kaivers. “The inclusion of high temperature Nomex® brand insulation results in a family of mobile transformers with the best power/weight/size ratio currently available on the market.”

For the same power output Pauwels transformers insulated with Nomex® exhibit weight savings up to 30% compared with conventional designs using only cellulose-based insulation. Conversely, for the same weight a Pauwels hybrid-transformer can offer up to 40% hike in power capacity.

“Used as a hybrid in conjunction with cellulose, Nomex® insulation provides a substantial improvement in transformer output with no volumetric or weight penalty,” said DuPont’s Jean-Claude Duart. “Because the transformer is the biggest and heaviest element in a mobile substation, this gives Pauwels Contracting the option of either reducing its weight and dimensions or increasing its power rating for a given size.”

. . .

DuPont is a science company, delivering science-based solutions that make a difference in people's lives in food and nutrition; health care; apparel; home and construction; electronics; and transportation. Founded in 1802, the company operates in 65 countries, has 92,000 employees and invests worldwide \$1,65 billion annually in Research & Development programs.

KEVLAR®, NOMEX® and TEFLON® brand fibres are produced by DuPont Engineering Fibres. These products continue to open up new perspectives in applications ranging from household goods to space vehicles. Also from DuPont are well-known brands such as LYCRA®, CORDURA®, TYVEK®, ANTRON® and TACTEL®.

. . .

Pauwels International is a holding company with a consolidated annual turnover of some US \$300 million. The group has a worldwide network of sales agents and customers in more than 135 countries. Pauwels is one of the world’s leading manufacturers of three-phase

transformers, offering a full range of products including oil-filled distribution transformers, cast resin and power transformers, auto-transformers and HVDC station transformers. With its international headquarters in Belgium, Pauwels currently operates six manufacturing plants, with more than 2,000 employees worldwide. These plants produce 28,000 transformers each year, which combined represent a total output of more than 30,000 MVA. Pauwels International has delivered more than 500,000 transformers throughout the world.

ENDS

**Note to the Editor:**

NOMEX<sup>®</sup>, KEVLAR<sup>®</sup>, TEFLON<sup>®</sup>, LYCRA<sup>®</sup>, CORDURA<sup>®</sup>, TYVEK<sup>®</sup>, ANTRON<sup>®</sup> and TACTEL<sup>®</sup> are DuPont registered trademarks.

**DuPont kindly asks you to:**

- Use the symbol ® (or 'R' between parentheses) when mentioning a registered trademark belonging to DuPont.
- Mention DuPont as the legitimate owner of the quoted registered trademark at least once in each text, preferably at its first citation.
- Only use any graphic images (photographs, negatives, transparencies, illustrations, etc.) granted by DuPont in connection with the appropriate editorial material. Such images must NOT be used to illustrate material relating to products and/or services supplied by companies other than DuPont.

**For further information please contact:**

**Alan Kennedy**

or

**Gioia Brentini**

**DuPont Engineering Fibres Press Office**

**Marketing Communications**

**The Stables  
Hazel Grove  
Lancaster LA5 9RW  
Lancashire  
England**

**Tel: ++44 1524 782832**

**Fax: ++44 1524 782831**

**Email: [CapitolPR@Compuserve.com](mailto:CapitolPR@Compuserve.com)**

**DuPont Engineering Fibres  
PO Box 50  
CH-1218 Le Grand-Saconnex  
Geneva  
Switzerland**

**Tel: ++41 22 717 5577**

**Fax: ++41 22 717 6021**

**E-Mail:**

**[gioia.brentini@che.dupont.com](mailto:gioia.brentini@che.dupont.com)**

To avoid delays through incorrect handling, reader enquiries resulting from publication of the foregoing information should show the reference EFS.... and be sent to one of the above addresses.

**Francis Kin  
Sales & Marketing Manager  
Pauwels Contracting NV  
Antwerpsesteenweg 167  
B-2800 Mechelen  
Belgium**

or

**Mario Desmit  
Advertising & Communication Manager  
Pauwels International NV  
Antwerpsesteenweg 167  
B-2800 Mechelen  
Belgium**

**Tel: ++32 15 283 456**

**Fax: ++32 15 283 491**

**Email: [francis.kin@pauwels.com](mailto:francis.kin@pauwels.com)**

**Tel: ++32 15 283 512**

**Fax: ++32 15 283 392**

**Email: [mario.desmit@pauwels.com](mailto:mario.desmit@pauwels.com)**