IBA INDUSTRIAL IS ENTERING
A NEW ERA OF CHANGES

2008 was again an exciting year for IBA. We have made a large step forward by introducing two key solutions: eXelis®, our solution for X-ray facilities, a perfect fit for replacing traditional Gamma Sterilization centers, and Easy-e-Beam™, our new self-shielded solution for cable insulation crosslinking.

Next to these developments, IBA Industrial has worked hard on developing new applications in material curing and surface decontamination. We also see positive signs from the food industry that E-beam and X-ray are strong alternatives to current food treatment based on chemicals or hot water.

Seeing all this potential, we had to strengthen our organization. Our team in Long Island, under the leadership of Rick Gallaway, is more crucial than ever. We are currently deploying a strong production team in Long Island to support the market demand for the Dynamitron®.

Due to the increasing market complexity and the enlarged scope of our technology and solutions, we have decided to move to a co-leadership model. I have asked Serge Lamisse to help us thrust IBA forward into the next decade: I will concentrate my professional day-to-day activities on the technical and project related matters while Serge will lead the business from a commercial and strategic point of view.

We are more than ever actively listening to our customers and prospects in order to provide the best solution so as to support you in your activities. Our role in this industry is to make our customers more competitive thanks to E-beam and X-ray technology.

Sincerely,

Jean-Louis Bol
Chief Technology Officer
The NEW IBA Integrated Wire & Cable Solution

Easy-e-Beam™ is IBA’s solution for crosslinking cable wire insulation and cable jacketing. It provides higher quality products to meet today’s highest performance requirements. The revolution with Easy-e-Beam™ is its self shielded design, allowing customers to install it almost anywhere in the factory just like any other equipment. The included shielding removes the necessity for customers to build massive concrete walls.

Easy-e-Beam™ crosslinking of wire insulation and cable jacketing can be achieved at 1,000 meters per minute. Wires up to 30 mm² can be crosslinked with the Easy-e-Beam™ system.

For more information visit www.iba-cables.com or send an email to: industrial.eu@iba-group.com

The New PLC Control System

IBA has finalized the design of a new Dynamitron® Control System based on Siemens Simatic PLC S7. The first three of these PLC Dynamitron® will be installed in 2009. This control system is available for newly purchased Dynamitron® and also available to upgrade existing Dynamitron® installations. The PLC based control system offers the following features:

► Increase debugging:
  • I/O visualization on the HMI
  • First interlocks
► Automatic conditioning
► Alarm by email or SMS
► Remote support
► Increase trending – reporting capabilities
► Multi interface (screens) for control system
► Increase the integration in your process with the profibus or profinet communication

Should you require additional information on the new Dynamitron® PLC Control System please send an e-mail to: industrial.eu@iba-group.com
Shorter Delivery Times for Spare Parts

You purchase new equipment only once every few years but you need SPARE PARTS on a regular basis.

Since 2005, IBA challenged itself by monitoring a Key Performance Indicator « DFR » (Demand Fill Rate) which measures the percentage of parts available in IBA's stock upon customer order.

In 2005, the DFR was about 35%, in 2008 the same DFR reached 83% for an initial target of 75%.

Since 2006, IBA works with SKF as logistic partner for all spare parts worldwide.

IBA and SKF won the 2008 Logistics Project of the year award in Belgium.

You receive spare parts from three global hubs allowing shorter delivery time:

Belgium-Europe / New-Jersey-Americas / Singapore-Asia

“Rush” mode is also available for immediate delivery (less than 24 hours).

Follow the Sun!

You have access to three order desks allowing you to order parts in your time zone but also outside your working hours using another desk.

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Hints and Tricks

IBA always recommends you to have a range of spare parts on site to reduce downtime to a minimum. Frederic's Team can build and manage a specific «RSPL» (Recommended Spare Parts List) for your equipment.

THE Alternative to Cobalt

eXelis® is IBA's solution for X-ray treatment centers. When you consider supply, transportation, security, disposal and economics, cobalt’s future is becoming more and more uncertain and customers are looking for alternatives. eXelis® is powered by the highly reliable high energy Rhodotron® and offers the following advantages over cobalt:

- **Capital Cost**: for the cost of a 3.5MCi gamma facility, eXelis® sterilizes as much medical devices as a 4.5MCi gamma facility.
- **Full Pallet Processing**: thanks to the superior properties of X-rays, medical devices can be treated on pallets. Experience less product handling, less product damage, improved product tracking and lower operating labor with full pallet processing.
- **Excellent DUR**: thanks to the fact that X-rays can be directionally focused, eXelis® offers excellent D.U.R.: from 1.3 to 1.5 when treating typical medical devices on pallets.
- **Operating Cost Reduction**: eXelis® is powered by electricity; customers only pay for the power consumed while processing product. Cobalt decay makes cobalt centers economically optimal only when operated 24 hours per day.

For more information visit www.iba-sterilization.com or send an email to: industrial.eu@iba-group.com
New Faces at IBA Industrial

**Serge Lamisse**
Serge has close to 20 years of experience in sales and marketing of capital equipment and medical devices as well as in global operation management, including 10 years with IBA. Serge joined IBA Industrial as BU President in 2008.

**Gordon Ashfield**
Gordon has 25 years of global sales and marketing experience in the radiation processing industry. He joined IBA in September 2008 and is responsible for sales and marketing of IBA Industrial products in the Americas.

**Philippe Dethier**
Philippe is not a new comer to IBA's Rhodotron® Customers. He was Key Account Manager since late 2005. Today Philippe is taking over the position of Marketing and Product Management within IBA Industrial.

**Renaud Perreaux**
Renaud is the new Customer Service Sales Manager for IBA Industrial. After spending four years in the Customer Services Department of an aircraft engine company, he spent two years in IBA as Key Account Manager for Particle Therapy Customers.

Come and Meet Us Around the World!

- June 2009 - MDM East - NY - US
- Nov. 2009 - X-ray Seminar - Raleigh & Scottsdale - US
- February 2010 - MD&M West - Anaheim - US
- March 2010 - X-ray Seminar - Europe
- April 2010 - Wire & Cable - Dusseldorf - Germany
- June 2010 - MDM East - NY - US