

THE NEIMAN GROUP



"The crucial goal was not only to conceive, patent, manufacture and promote the antitheft lock, but also to create need for it, and to satisfy this need with the high quality of our production."

Abram Neiman



Abram Neiman, founder of the Company, was born in 1893.

His brilliant engineering talents led him early in life to an avid interest in motorcycle construction.

He demonstrated his mechanical genius in a wide range of technological inventions for the automobile and motorcycle industry. By 1940, his contributions included:

- a lightweight motorcycle frame made of duraluminium

- a telescopic fork for motorcycle frames

- a specialized shock absorption and suspension system for automobiles and motorcycles

- a innovative automotive body made of reinforced plastic

- a vehicle that runs on either three or four wheels, later manufactured by Company in West Germany

- a revolutionary free turning lock tumbler.

The theft of his own automobile prompted Abram Neiman to invent and develop a steering wheel ignition lock for his personal use. His invention captured the attention of a motorcycle manufacturing firm, which used the Neiman lock for a number of its models. In 1931 Abram Neiman began to manufacture steering wheel locks in a factory which he established in Cologne. Mercedes Benz was the first automobile manufacturer to use his ingenious lock as original equipment.

In 1940, several years after having returned to France, Mr Neiman founded "Société d'Exploitation des Brevets Neiman", the point of departure for the present Neiman Group. In addition to his ingenuity as an inventor and technician, Mr Neiman proved himself an accomplished businessman. He dedicated his talent and his life to the development and world wide expansion of the Neiman Group. During his life he was awarded 202 patents, primarily for devices for automobile security. Of these patents, 69 were taken out in France, 41 in Germany, 18 in England, 5 in the United States, and the rest in twelve other countries.

Abram Neiman died in July, 1967. Since his death, the founder's wife, Mrs E. Neiman, has assumed direction of the Neiman Group. Assisted by an able management team, Mrs Neiman has perpetuated the dynamism and reputation which Abram Neiman established for the Group.

The Neiman Group was founded in 1930 in Cologne by Abram Neiman, inventor of the theft proof steering wheel ignition lock.

The Neiman Group is most aptly described by three distinctive characteristics: dedication to the automotive industry, development of an international manufacturing and distribution organization, and devotion to technological advances which allow efficient, high quality production.



From the start, the Neiman Group has maintained close relationships with the automobile industry, first in Germany, later in France, and then rapidly throughout the major industrial countries of the world. The advanced technology and the high quality of Neiman products, coupled with the Group's rigid adherence to on time delivery, have made the Neiman name widely accepted by the general public and specialists in the automobile industry throughout the world.



Rooted in the prestigious German school of precision engineering, the Neiman Group has expanded both as a result of internal growth and also through acquisitions in the field of automobile safety, which is an ever-expanding area. The Neiman Group is composed of independent companies, which are leaders on their respective markets, thanks to their technological leadership which is maintained through a constant, high level research and development effort.

In addition to the Neiman lock-manufacturing companies located in the major industrialised countries, the Group includes Klaxon Company and its subsidiaries Frankani and Mixo, leaders in the European markets for horns and lamp assemblies; P.J. - Macas, manufacturer of locking petrol tank caps and Windshield wipers, whose products have massively penetrated the European, Middle-Eastern and South African markets; and L.A.S. Ricouard company, a leader in the European furniture lock industry.

The Group's main plants and installations are located in France, Germany, Spain, the United Kingdom, Argentina, Brasil and, more recently, in the U.S.A. These installations are generally totally integrated plants, accounting for 50 to 80% of the value-added portion of the products which they manufacture.



The decentralised research and development facilities and sales departments give each company an over-riding advantage in the automobile industry: flexibility, the ability to react, to undertake and to initiate in a minimum amount of time and at all levels within the organisation.

The Group employs more than 5000 people, in over 20 plants. Turnover is in excess of \$ 100 million. Strong growth, financed from the Group's own cash flow, permits the Group to seize the most attractive opportunities in each of its markets.

WEST GERMANY

The Northern European markets are supplied from Neiman's plant located in Wuppertal, in the heart of the Ruhr industrial area. The plant was the first in the Neiman Group.

Employing over 550 persons, it combines the most sophisticated products and production techniques.

It supplies the majority automobile manufacturers in Germany and Sweden, as well as for the majority of motorcycles manufacturers.

The factory is wholly integrated, from foundry-works to final assembly, and enjoys the distinction in the Neiman Group of having developed revolutionary production techniques, such as the machines for automatic assembly of pin-locks, designed by Neiman engineers in consultation with the Group's sub-contractors in the field. Their performance and technological lead renders them quite unique in the world.

In addition to the manufacturing facility, the Neiman Group also operates two marketing companies at Wuppertal in West Germany. Deutsche Klaxon gives the Group's French manufacturing companies, Klaxon and Frankani, leading positions as suppliers to the major German automobile manufacturers, Volkswagen, Ford and Opel. Paul Journée distributes windshield wiper blades and lockable gasoline tank caps throughout Germany.



Neiman Security Products LTD.

GREAT BRITAIN

The Neiman Group has two manufacturing subsidiaries in England. The first is Neiman Security Products LTD which directly manufactured Neiman devices.

Its very modern factory, located at Blyth near Newcastle, was built in 1970.

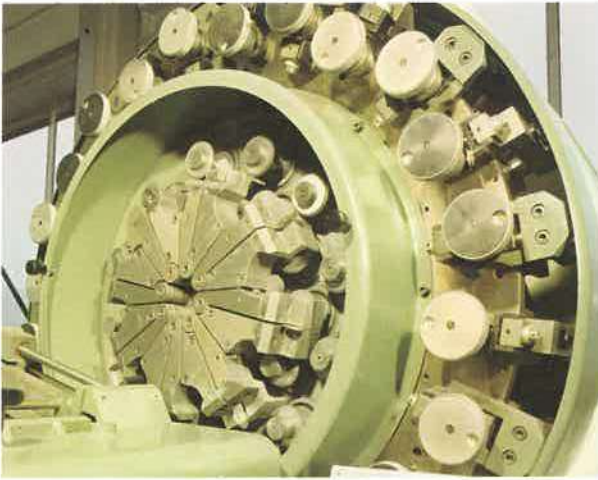
It employs over 100 persons.

The facility includes an integrated foundry and is fully equipped with highly automated machines, thereby ensuring a high level of productivity.

The second company in England is Klamix Ltd, a subsidiary of Klaxon located in Redditch.

This recently formed assembly company should allow the Group to increase substantially its share of the British market for horns, relays

and flasher units, above the 30% share of the original equipment market which it already holds in Britain.



SPAIN

The Clausor Company, in which the Neiman Group has a 40% holding; manufactures under license from Neiman, steering wheel and other locks for automobiles and industrial uses.

Clausor employs over 700 people in a manufacturing facility located near Barcelona.

Recently the firm has acquired 10 acres of land on which major future expansion is planned.

The very high quality of the products which Clausor manufactures, reflects the very high level



which Spanish industry has attained, and which places it on an entirely equal footing with the very best manufacturing countries in Northern Europe.

For example, Clausor supplies locks to Volvo, which recognises that Clausor's production is equal to the very best in the world automobile industry.

Specializing in foundry works and surface treatment of metal, Clausor manufactures not only steering wheel locks and locks for automobiles and furniture, but also automobile door handles and decorative accessories in chrome-plated zamak.

The Company controls a major share of the Spanish market and also exports a large part of its production to other European countries.

Clausor plans to manufacture Klaxon-Mixo-Frankani products in Spain in the near future.

