

Display Monitor

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Touch Goes International

A new entrant to the touchscreen market has been established by three of the industry's best known figures. The new venture is to be known as Touch International and is being positioned as a "world-wide supplier of high quality touchscreen components and touch enabled displays". The company's founders are Michael Woolstrum, Gary Barrett and Robert Senior who between them have more than 40 years of experience in the industry. The trio have set a goal of getting a more than 10% share of the touchscreen market.

"Touch International can be characterised as a flexible supplier, one that provides faster delivery, more attentive service, lower prices and greater application expertise than the current dominant players in the touchscreen market", said Michael

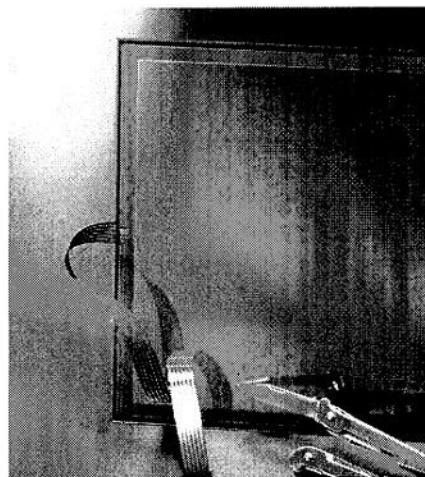
Woolstrum, CEO in a prepared statement. "We are confident that our business model enables us to offer customers extraordinary value and greater return on their investment and we have the collective experience resources, and resolve to compete successfully on a global scale".

Touch International is to acquire the component business of TouchSystems including applications engineering, sales and marketing operations and its customer base. In addition, Touch International says it has already developed product for and is currently in contract discussions with several "lead-

ing" suppliers of point of sale (POS) terminals, self service kiosks, tablet PCs and personal digital assistants (PDAs).

The company says that the global demand for touch-enabled displays is expected to be worth \$4 billion in 2004 whilst current market supply is estimated to be less than one third to one half of projected demand.

Touch International, which will be privately owned, says it has secured partnerships with



leading LCD manufacturers and touchscreen component assemblers including eTurboTouch. Its product line will be launched at CeBIT.

Woolstrum was president and CEO of TouchSystems, director of world-wide resistive sales for MicroTouch (now 3M Touch Systems) and founder of the MicroTouch Specialty Products Division. Barrett, who

is CTO, was previously with Touch Technology, Carroll Touch (now part of Elo TouchSystems), Gunze Corporation and The Graphics Technology Company. Barrett holds five key patents related to analogue resistive and capacitive touch sensing technology. Robert Senior, MD of the company's Europe, Middle East and Africa operations, was MD and VP for MicroTouch with responsibility for Europe and established the company's entry into the Asia Pacific region. Rick Ward is appointed as VP of sales and was most recently VP of sales for TouchSystems.

Cont. P3

Company News

Touch Goes International (cont from P1)

Touch International has established headquarters operations in Texas and Germany and has 19 sales and support offices across four continents.

We spoke very briefly to Bob Senior who explained that the company would be able to reveal more details of its product line and additional key personnel that will be appointed at the launch at CeBIT. The current main players in the touch market are Elo TouchSystems and 3M TouchSystems.

Actebis To Exit PC Business

The Actebis group issued a statement last week confirming its plans for its Peacock and

Giga

It is reported that Gigabyte has acquired Elsa's current PC business. The company is reportedly a Taiwanese company. Gigabyte earned \$5m in back-end revenue from the entire amount. Elsa is not active at the moment. The reports are accurate. Comments from

Guille

Guillemot's fiscal 2001 a