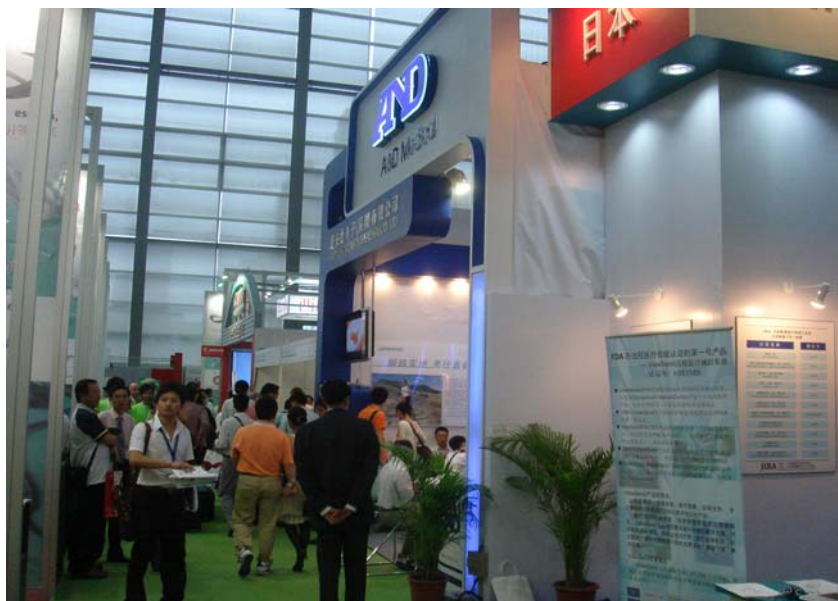


## A&D China declares itself ready at CMEF Spring 2008

Reported by Mr. Iimura, International Division

The China Medical Equipment Fair (CMEF) Spring 2008 was held at the Shenzhen Convention and Exposition Center in Shenzhen, China, from April 18 to April 21. Over 2000 exhibitors participated in the fair and there were more than 50,000 visitors from all over the world in attendance. Each year, this biannual exhibition grows larger and more and more people come to visit our booth. These visitors are a solid indication that the A&D brand is becoming more familiar to the Chinese people. A&D China participated in the exhibition and they were very pleased with the level of attention they received. A&D left CMEF with a lot of confidence and we cannot help but recognize the potential of the Chinese market.



This year Mr. Ozawa, the sales department manager of A&D China, scheduled a local dealers meeting at one of our factories located close to Shenzhen City on the first day of

the exhibition. Almost 50 people from all over China attended the meeting and some of them gave presentations on their own success stories and other activities. Sharing this information and being able to listen to each other's stories was very helpful and important for the local dealers in attendance at the meeting.

At one point we took a break from the meeting to take the local dealers on a tour of the factory in Shenzhen. They paid close attention to many different aspects of the factory, however they looked particularly interested in the work being performed on the production line. By the time the tour concluded, they were all very impressed with the quality of our products.



After the meeting we hosted a “Welcome Dinner Party” for the local dealers. The party ended on a high note when Mr. Yasaka, the general manager of the factory, presented awards to those dealers whose efforts contributed to an increase in sales. I believe that the conversations and the general interaction that occurred throughout the day among all of the attendees created new relationships that strengthened the A&D family.

A&D is ready and you can anticipate our great success in China!