



**CEMBRE**

since 1969

COMPANY PROFILE



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This presentation of the CEMBRE Group has been prepared to draw the attention of those who are yet to get to know our company and to act as a reminder to those who have visited us and are already familiar with our capabilities.

CEMBRE was founded in March of 1969 and has been involved in the manufacture of electrical connectors and their accessories ever since.

The Founder

*Carlo Rosan*



## A COMPLETE RANGE FOR ELECTRICAL CONDUCTION

Industrial marking



Tools



Special tools  
for the railway industry



Electrical connectors  
and cable glands







# APPLICATIONS AND PRODUCTS

The electrical conductor is the focus around which CEMBRE products revolve, having been designed as components of a structured system of solutions for cutting, stripping, crimping, attaching, connecting and identifying conductors.

CEMBRE products are implemented principally in following markets:

- industry
- railway
- power & utilities

There are five product families:

- electrical connectors and accessories for cables
- hydraulic, mechanical and pneumatic tools for their installation
- cable glands and accessories
- products for the railway industry (rail contacts, drills, mitre saws, impact drivers)
- products for industrial marking (thermal transfer printers and consumables)

## INDUSTRY



## RAILWAY



## POWER & UTILITIES







# Connectors

CEMBRE manufactures a comprehensive range of terminals, pre-insulated end ferrules, single-pole terminal blocks with indirect clamping, which are used in civil and industrial systems for power distribution.

Special connectors for dedicated applications are also available.

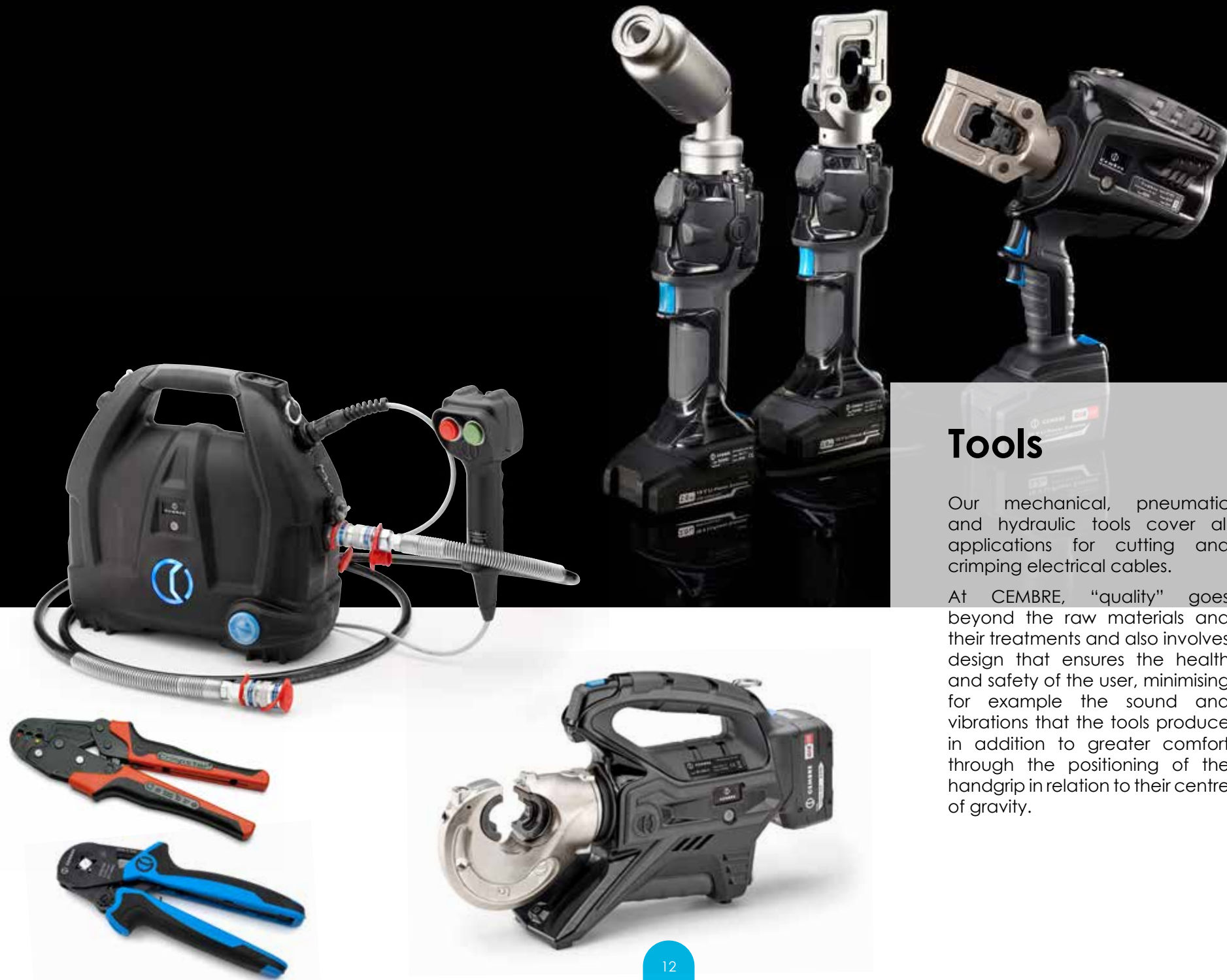




## CONNECTORS AND TERMINALS

CEMBRE manufactures a wide range of connectors to suit a variety of applications:

- for bare or pre-insulated control panels and systems, suitable for use on low voltage cables for sections between 0.25 mm<sup>2</sup> and 1,200 mm<sup>2</sup>
- for medium voltage cables
- for shunts and earthing networks
- for bare overhead lines in copper, aluminium, aldreyl and steel-reinforced aluminium
- special connectors, with shapes and sizes adapted to specific applications.



## Tools

Our mechanical, pneumatic and hydraulic tools cover all applications for cutting and crimping electrical cables.

At CEMBRE, "quality" goes beyond the raw materials and their treatments and also involves design that ensures the health and safety of the user, minimising for example the sound and vibrations that the tools produce in addition to greater comfort through the positioning of the handgrip in relation to their centre of gravity.



## BATTERY-POWERED HYDRAULIC TOOLS

CEMBRE has successfully developed a range of portable, battery-powered hydraulic tools for both crimping and cutting, making it possible to work easily in confined spaces and without the need for power sources.

They are equipped with OLED displays which make it possible to view various parameters including the force exerted, the charge level and the number of work cycles carried out.

All are equipped with high-capacity Li-Ion batteries.



## HYDRAULIC TOOLS

These are based on the “hydraulic jack” principle whereby oil is pressurised in order to push a piston with force; they are available as hand-operated tools or as press heads for use with a pump; they operate at a maximum pressure of 700 bar (equal to 691 atmospheres) and, despite their compact size, are capable of generating considerable force.

The hand-operated tools consist of an integrated pumping body with a toolhead for either crimping or cutting, including built-in safety valves; some have two piston speeds, with automatic switching from high to low speed when the die sets come into contact with the connector being crimped.

This range of hydraulic tools includes models capable of delivering maximum forces of 45-60-80-100-130 kN.





The hydraulic press heads, which are connected to the pumps via a flexible hose, are powered by a maximum pressure of 700 bar and have different dimensions and shapes to suit various requirements and to crimp connectors of sections up to 1,200 mm<sup>2</sup>.

The maximum forces generated vary between 45-60-80-130-230-450-520-600-1,000 kN.

The pumps that use hydraulic press heads can be operated either by foot pedal, compressed air, or an electric motor powered by battery or mains. All are equipped with a maximum pressure safety valve.



## MECHANICAL TOOLS

Low cost and used in various fields, such as control panels and electrical systems, for the installation of connectors suited to conductors with sections of up to 120mm<sup>2</sup>.

They are generally made with appropriately treated special steel and require minimal maintenance. The most practical tools are equipped with a mechanical ratchet to control the crimping; they may have one or more fixed or adjustable apertures.



## PNEUMATIC TOOLS

Operated using compressed air, these tools are generally suited to installing small-section connectors for large-scale jobs and are characterised by the speed of their cycle times.



## Marking

Choosing CEMBRE means working with an expert partner capable of providing consultancy, practical know-how and experience, in addition to quality products.

CEMBRE manufactures thermal transfer printers that use both sheet and roll-based consumables in order to cover all industrial marking needs.

In Italy, CEMBRE manufactures MG4, a thermal transfer printer that can be powered by a battery, meaning that it is portable and can be used close to the electrical panel.





## Cable glands

The CEMBRE catalogue offers an extensive range of cable glands and accessories manufactured using materials such as plastic, brass and stainless steel.







The range includes:

- Polyamide PA6.6 cable glands and accessories
- Nickel-plated brass cable glands and accessories
- ATEX cable glands for use in explosive hazardous areas
- Stainless Steel cable glands and accessories
- seals, couplings and fittings for pipes





## Special machinery for the railway industry

The railway industry is one of the major users of CEMBRE products.

Our company provides innovative products for the maintenance of rails and crossties, most notably having developed a range of particularly innovative and sustainable battery-powered machines.







CEMBRE offers specific product lines for the railway industry, such as:

- electrical contacts for rail connections and tools for their installation
- terminals, connectors and special tools
- drilling machines for rails and track equipment
- drilling machines for wooden sleepers
- automatic saws for cutting rails
- impact drills for the maintenance and installation of tracks and railway structures
- machines for the installation and removal of elastic rail fasteners for track refurbishment and adjustment works

# CEMBRE GROUP

CEMBRE is always there for its clients!

In addition to the headquarters in **Italy**, the group is made up of 5 overseas subsidiaries: **United Kingdom, France, Spain** and **Germany**, to cover the principal markets of western Europe from a commercial and service standpoint. The subsidiary in Edison oversees the **American market**.

An expert team of employees is also responsible for exports to all other foreign markets.

123 people "on the road" belong to the commercial department, who are complemented by an extensive network of agents, distributors and importers to ensure proximity to the client **in every part of the world**.





### CEMBRE S.p.A. - Brescia, Italy



CEMBRE S.p.A. is the Group's historical headquarters. Created in 1969, it is still the technical, manufacturing, logistical and administrative hub to which all of the subsidiaries refer.

### CEMBRE Ltd. - Birmingham, United Kingdom



Founded in December 1986, CEMBRE Ltd. has experienced years of continual growth and today it is a CEMBRE Group manufacturing unit. The head office, laboratories and factory are all situated in Cudworth, close to Birmingham, whilst an active sales force is available to customers throughout the UK.

### CEMBRE S.a.r.l. - Paris, France



Since 1998, CEMBRE S.a.r.l. has continued to develop its presence in the French market. The main offices, warehouse and laboratories are located in Morangis, in the Paris area, whilst CEMBRE retailers are available to customers in Lyon, Orleans and Toulouse.

### CEMBRE España S.L.U. - Madrid, Spain



CEMBRE España S.L.U., began trading in 1994 and rapidly reached a successful position in the national market for electric connectors and the respective tools. Madrid is home to the main office and warehouse, but CEMBRE retailers are also available in Barcelona and Valencia

### CEMBRE GmbH - Munich, Germany



CEMBRE GmbH in Munich was founded in 1997 in order to provide German customers with immediate assistance and a full range of products. The sales force covers the whole of Germany.

Nel 2021 IKUMA GmbH & Co. KG, which is located in the Stuttgart area, merged with the CEMBRE Group

### CEMBRE Inc. - Edison, United States



CEMBRE Inc. has its headquarters in New Jersey and was founded in March 1999, providing a complete range of products adapted to the American market. It is responsible for technical advice, sales, maintenance and the distribution of spare parts, while customers are also provided with sales and support services by CEMBRE representatives present in different regions of the United States. In 2018 CEMBRE opened a new office in Chicago to better serve such an important area.



# OVER 50 YEARS OF HISTORY

1969

March • CEMBRE is founded in Brescia (an acronym of Costruzioni elettro-meccaniche bresciane; Brescia electromechanical engineering), in order to manufacture electrical connectors and tools for their installation. The production of splices, full-tension connectors and copper terminals begins.



1971-1975

Production begins on: pre-insulated terminals and medium voltage connectors; the first manual mechanical tool, the model TN1; in addition to the first hydraulic head, the model ECW-H.



1977

Production begins at the new site in Via Serenissima.



1979-1984

Production begins on: aluminium terminals and connectors; the first manually operated hydraulic tool, the model HT100-U; in addition to the model HP3 manual mechanical tool and bimetallic terminals.



1986

Foundation of CEMBRE Ltd. in Coleshill, Birmingham, United Kingdom.



1988

Foundation of CEMBRE S.a.r.l. in Bagneaux, Paris, France. Production of the AR60 electrical rail contact begins.



1992

Certification of CEMBRE S.p.A.'s Quality System in accordance with ISO 9001 for the design, production and marketing of electrical connectors and tools and after-sales service.

1994

Foundation of CEMBRE España SL. in Madrid, Spain. Production of the LD-1P rail drilling machine begins.

1997

Foundation of CEMBRE GmbH in Munich, Germany. CEMBRE on the stock exchange: IPO and listing on the online market of the Borsa Italiana (Italian Stock Exchange).



## 1998

Production begins on the first battery-powered hydraulic tool, the B50.

The first automated warehouse at the Brescia headquarters put into service.

## 1999

Purchase of OELMA s.r.l., a company involved in the manufacturing and marketing of cable glands and electrical products in general.

Foundation of CEMBRE Inc. in Edison, New Jersey, United States.

CEMBRE's AR 60 rail contacts are installed along the entire length of the Channel Tunnel and in both the English and French terminals.

## 2001

CEMBRE enters the STAR segment of the MTA Market of Borsa Italiana.

## 2002

Acquisition of General Marking, for the production of markers and products for the marking of cables and other electrical components.

Production begins on the MARKINGENIUS thermal transfer printer and consumables for marking and a portable, electro-hydraulic pump, the B70M-P24.

## 2004-2007

Production begins on: the PCM-2P system for the installation and removal of elastic rail fasteners; the NR-11P impact driver; in addition to B15D and B54 battery-powered tools.

## 2008

Go-live of the new ERP SAP at CEMBRE S.p.A. and certification of CEMBRE S.p.A.'s Environmental Management System in accordance with ISO 14001:2004.

## 2009

Qingzang Railway, "The CEMBRE NR-11P driver is easy and practical to use; it works at an altitude of 5,000m and gives excellent results" - Chinese Railways Body.



## 2011

Purchase of 13,500m<sup>2</sup> of warehouse and office space adjacent to the Brescia headquarters.

## 2012

Certification of the Management System for the Health and Safety of Workers at CEMBRE S.p.A. and the Italian Regional Offices in accordance with OHSAS 18001:2007.

CEMBRE GmbH is awarded Deutsche Bahn's award for "2012 Supplier of the Year", in the special category for "the development of connectors suitable for use on new generation cables".

The new automated warehouse is put into service.

## 2013

Launch of the automatic RDS-14P rail saw and the MARKINGENIUS MG3 thermal transfer printer.

## 2014

Production begins on a new generation of 18.0V battery-powered tools.



## 2016

Production begins on the battery-powered, electric ECODRILL LD-16B and the portable, electro-hydraulic B68M-P18 pump.

## 2017

Production begins on a new generation of "Bilinear" tools, the B500ND and B540ND.



## 2018

**IKUMA** GmbH & Co. KG (Weinstadt, Stuttgart) becomes part of the CEMBRE Group.

## 2019

CEMBRE celebrates its 50th anniversary.

## 2020

Restyling of the logo and brand identity.

## 2021

Agreement signed for the extension of the manufacturing area by a further 15,000m<sup>2</sup>.

## 2022

Launch of the new battery-powered, MG4 thermal transfer printer.



## CEMBRE ON THE STOCK EXCHANGE SINCE 1997

Since December 1997, CEMBRE has been listed on the Borsa Italiana.

This was an extremely important step in the history of the Company which, under the leadership of a highly motivated management team, has opened its capital to the market and investors in Italy and abroad through the issue of 5 million new shares valued at € 3.01 each.

This is a significant decision that, due to its new financial resources, has enabled CEMBRE to increase its rate of growth.

By enhancing its production capacity and its sales network in Italy and beyond, CEMBRE is able to seize the opportunities of a developing market and consolidate and strengthen its position as a leading Italian producer of electrical connectors and the respective installation tools, and one of the largest in Europe,





217

active patents and applications filed

822

average annual number of employees across the world

more than 2,750 t

Copper / year for the CEMBRE Group's production in Italy and England

more than 17,800

finished products sold each year

5.2 million

average number of connectors sold by the CEMBRE Group each working day

21,400

products ready for delivery

8.4%

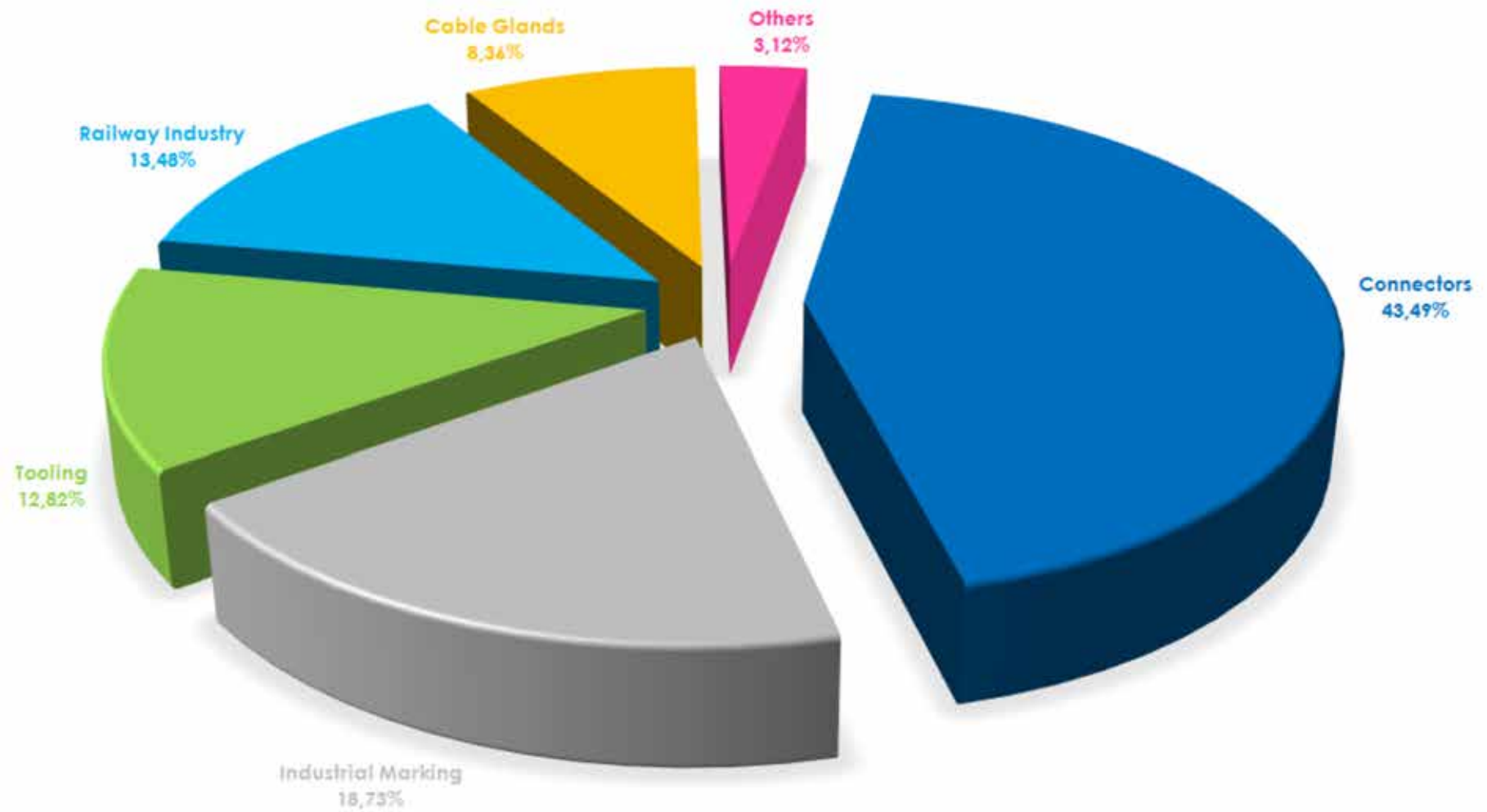
average annual rate of turnover growth (CAGR) between 2017 and 2022

\*correct as of 31/12/2022



## CEMBRE IN NUMBERS

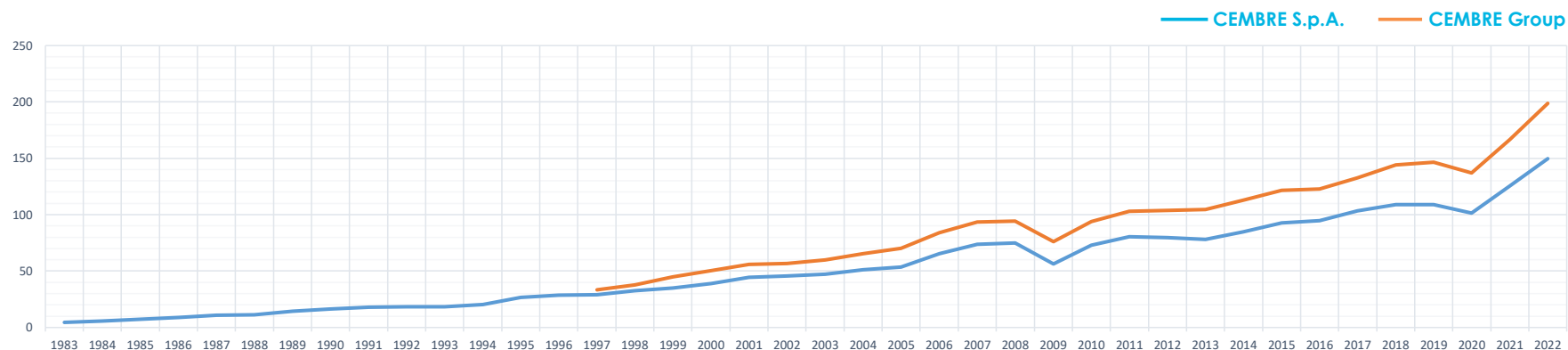
The turnover is made up of various products ranges which can be summarised as follows:



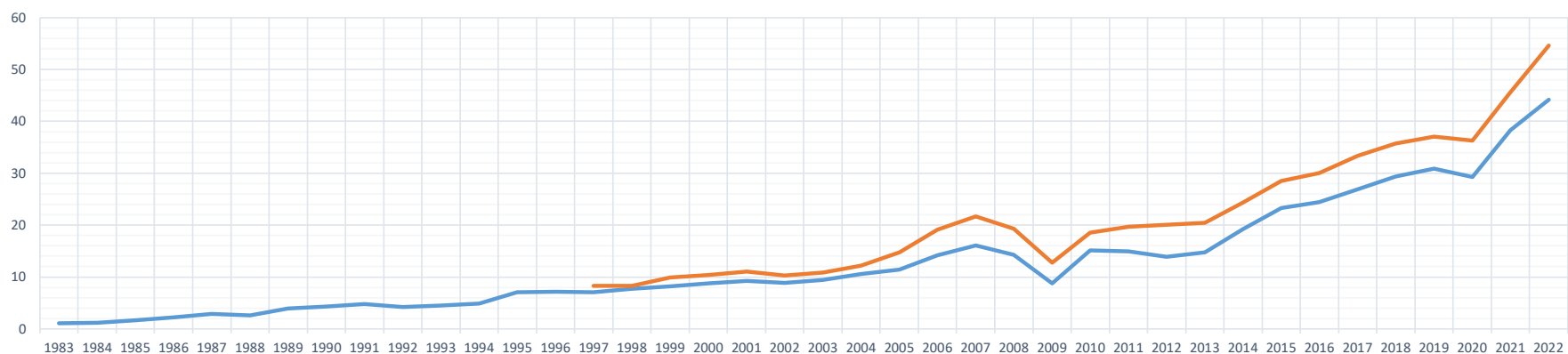
breakdown of 2022 turnover



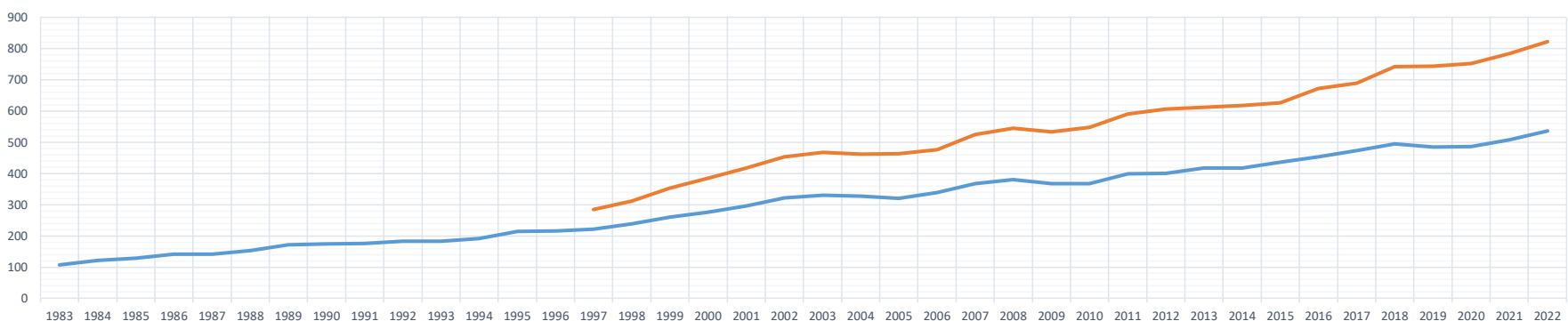
## TURNOVER million €



## EBITDA million €



## STAFF (number)



	CEMBRE S.p.A.																CEMBRE Group																							
€ million	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
TURNOVER	4,6	5,8	7,1	8,8	10,9	11,4	14,4	16,4	18	18,5	18,4	20,5	26,7	28,7	33,5	37,8	45	50,4	56	56,9	59,9	65,3	70	83,9	93,4	94,3	76	93,9	103	103,9	104,5	112,9	121,4	122,6	132,6	144,1	146,3	137,1	166,8	198,8
EXPORT TURNOVER	1,5	1,7	2,2	2,1	2,3	2,9	3,7	4,4	5,8	5,9	6,2	7,2	9,3	9,4	14,7	17,3	20,8	24	27,9	29,4	30,1	34	38,8	46,8	54,1	53,2	45,2	52,5	58,2	62,8	65,3	68,8	72,8	73,6	77,1	85,1	87,8	81,2	96,4	114,4
% of turnover	32	28	30	23	20	24	25,7	26,8	32	32	33,7	34,8	35	32,7	44	45,6	46,2	47,7	49,8	51,7	50,3	52,1	55,4	55,8	58	56,4	59,5	55,9	56,5	60,5	62,5	60,9	60,0	60,0	60,0	59,0	60,0	59,2	57,8	57,6
EBITDA	1,0	1,2	1,7	2,2	2,9	2,6	4,0	4,3	4,8	4,3	4,5	4,9	7,1	7,1	8,3	8,3	9,9	10,4	11,0	10,3	10,9	12,2	14,7	19,1	21,7	19,3	12,7	18,6	19,7	20,1	20,4	24,4	28,5	30,0	33,4	35,7	37,1	36,3	45,6	54,6
STAFF (No.)	107	122	128	141	142	153	172	174	176	183	183	192	214	216	285	312	353	384	417	453	468	462	463	476	525	545	533	548	591	606	612	618	626	672	689	743	744	753	784	822

Listing on the stock exchange ↑

# CERTIFICATIONS: QUALITY, ENVIRONMENT, SAFETY

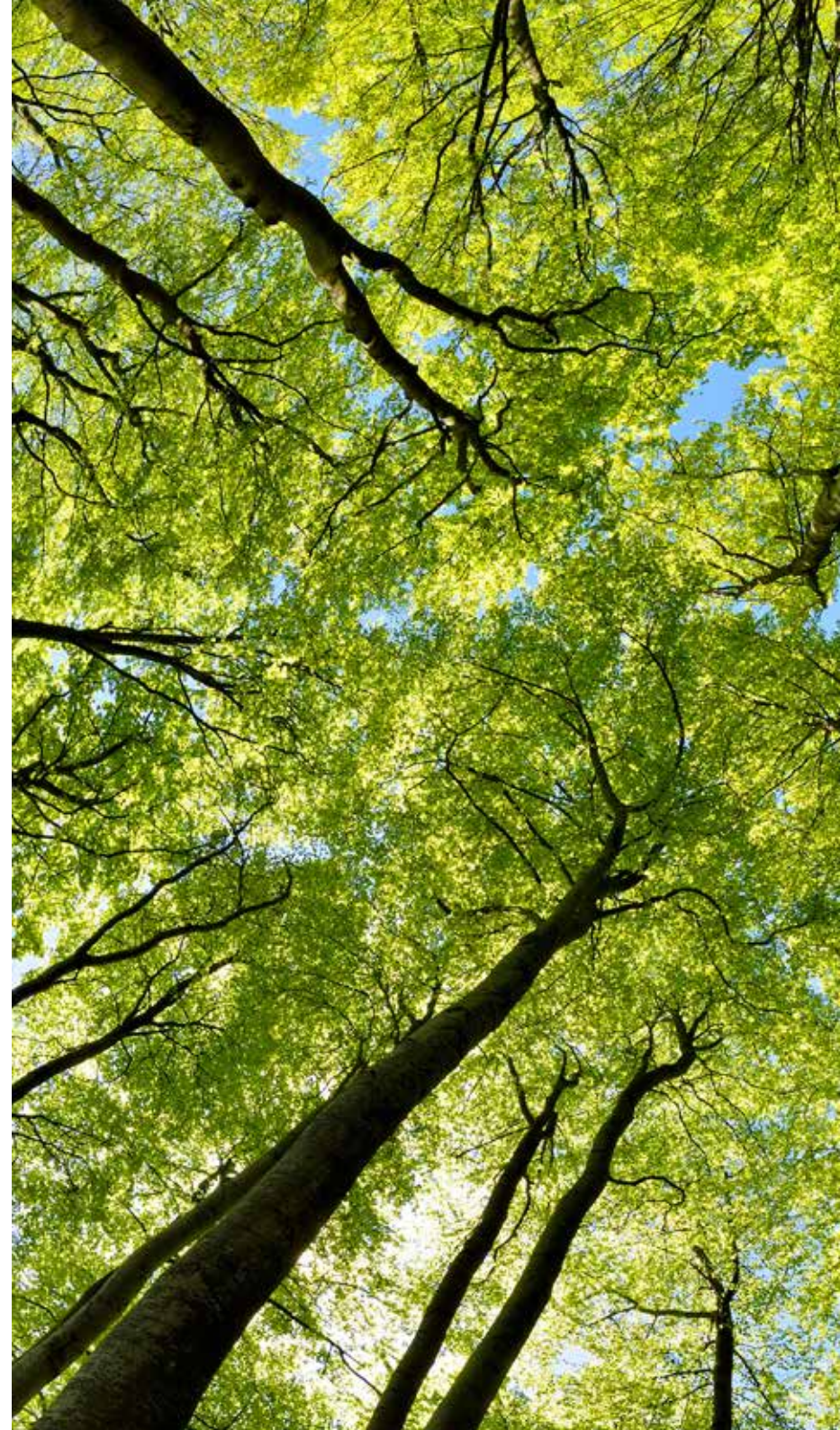
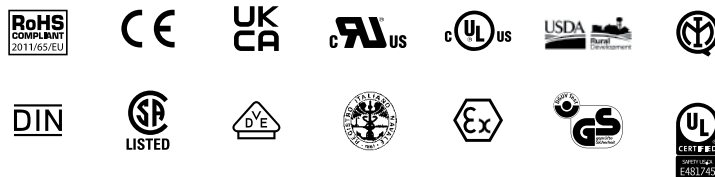
## BUSINESS MANAGEMENT SYSTEM STANDARD



Quality, in the sense of a constant pursuit of customer satisfaction, is a philosophy that CEMBRE has adopted since its foundation, at a time when the very concept of quality and the certification of systems to ensure it were unfamiliar to many.

We thought, then as today, that quality is a strategic choice to be rigorously impose day after day and that you must constantly pursue and improve.

## PRODUCT CERTIFICATIONS AND MARKS





# SUSTAINABILITY

**Quality, environment and safety** are the cornerstones of a company philosophy that places particular emphasis on the key issues of sustainability.

CEMBRE has implemented many sustainable development initiatives.

The health and well-being of workers, dignity of work, clean energy and environmental awareness, support for people in difficulty: these are just some of the objectives on which CEMBRE is focusing for its part.

25,205

Total number of annual hours of training provided to employees

25%

Female representation

200 KWp

Power delivered by the solar power system installed at the facility in Italy

In 2022, CEMBRE decided to extend the existing solar power system with a view to reaching about 1,550 KWp  
(A total of 2 GWh self-consumption)

97%

Employees with a permanent employment contract

79%

Refuse recycled or reused

correct as of 31/12/2022



## CEMBRE S.P.A.

At its Brescia headquarters, CEMBRE's offices, plant, laboratories and services take up a total of 60,000m<sup>2</sup> of space on a site covering over 121,000m<sup>2</sup>.

The intelligent use of the available space and rational organisation have created a comfortable, safe and efficient working environment.







Automated warehouse  
Shipping

Extrusion  
Packaging  
Production of marking consumables  
Production of MG4 printer labels

Presses for plastic moulding

Machines for the railway industry  
Tool assembly

Pre-insulation and terminals

Surface treatments

Technical office

Numerical control machines

Quick presses  
Adjustments  
Prototypes  
Laboratory  
Quality control  
Incoming goods

Cutting machines  
Presses  
Furnaces

Reception  
Auditorium  
Showroom  
Offices



## CEMBRE LTD.

CEMBRE Ltd the CEMBRE Group's second European manufacturing unit; founded in 1986, CEMBRE Ltd has grown steadily, reaching a position of importance.

It began trading with a small warehouse in the nearby industrial area of Coleshill, subsequently moving to the current premises in Curdworth: 10,400 m<sup>2</sup> of land owned, of which 7,350 m<sup>2</sup> is currently built on.

117 people currently work at this site\*.

CEMBRE Ltd is located on the industrial outskirts to the east of Birmingham, the UK's second largest city and the heart of the Midlands, known for its steel and car industries, which is highly industrialised and therefore offers highly qualified and readily available allied industries, complementing our production work.

\*correct as of 09/2022







It is dedicated primarily to the UK market, capable of responding to the country's specific needs through its manufacturing capability; however, its flexibility also enables it to provide support to the other companies in the group.



## TECHNOLOGY AND INNOVATION

The engineers at CEMBRE design both electrical connectors and installation tools, as well as the equipment and machinery for their production. Their primary objective is to make electrical connectors and equipment of the highest level of reliability, practicality and safety at the lowest cost possible.

Their work involves the use of two- and three-dimensional CAD programmes and finite element calculation systems.

Coordination between the technical office and production is optimised through the use of CAD-CAM systems. The products are inspected in a fully equipped testing room.



Since 2008, significant investments and targeted projects have led CEMBRE to equip all branches of the SAP Enterprise Resource Planning (ERP) product, unanimously recognized as a world leader.

It has been integrated with Business Intelligence, Customer Relationship Management and Manufacturing Forecasting tools.

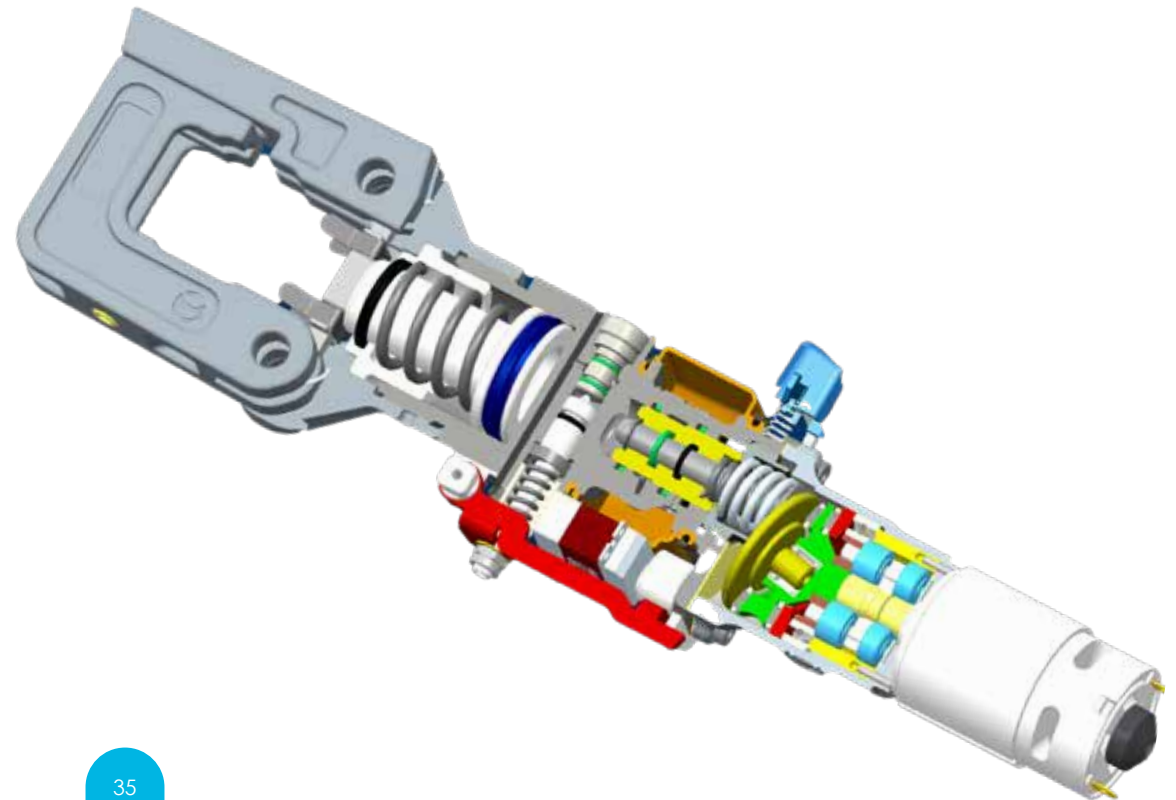
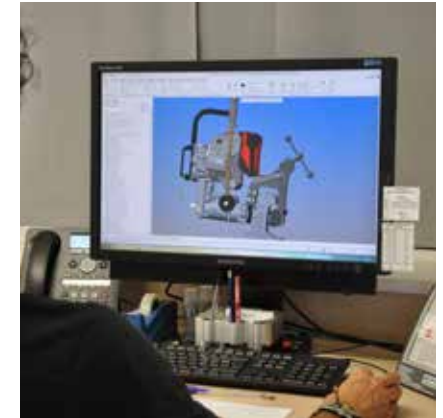
The high level of data integration and accessibility, coupled with a rigorous and effective structure of business processes, is both an achieved objective and a starting point for the continuous improvement of the Group's information systems.







Technical office



## BEYOND RAW MATERIALS



CEMBRE has always placed great importance on inspection, research and control, leading to significant investments in its laboratories and prototype department.

CEMBRE is equipped with:

- equipment for ascertaining the physical state of metals (analysis of the crystalline structure);
- saline test chamber to assess the behaviour of the materials over time in aggressive climatic and environmental conditions;
- instruments to check the thickness of tin plating, nickel plating, cadmium plating, zinc plating, and silver plating of connectors;
- computer-aided optical system for checking the exact shape and size of the products;
- equipment for short-circuit tests;
- computer-controlled thermal cycle test benches for testing the ageing phenomena of connections by simulating extreme operating conditions; data relating to thermal resistance and connection temperatures are acquired and processed automatically;
- apparatus for measuring the dielectric strength of the insulating materials;
- equipment for safety testing to UL 486A;
- Infrared thermal camera for real-time monitoring of thermal cycling tests.
- test bench for accelerated testing of resistance to sunlight;
- test benches for mechanical tension tests on components for underground use or for overhead lines;
- test benches for mechanical fatigue tests;
- test bench for pressure tests;
- test bench for checking flammability of materials.

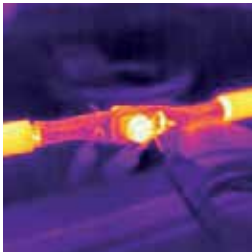




Electrical connectors are only produced using electrolytic copper with a minimum purity of 99.95% and aluminium with a purity greater than 99.5%.

Copper connectors undergo an annealing process in order to optimise the structural characteristics of the metal.

sections of crimped connectors

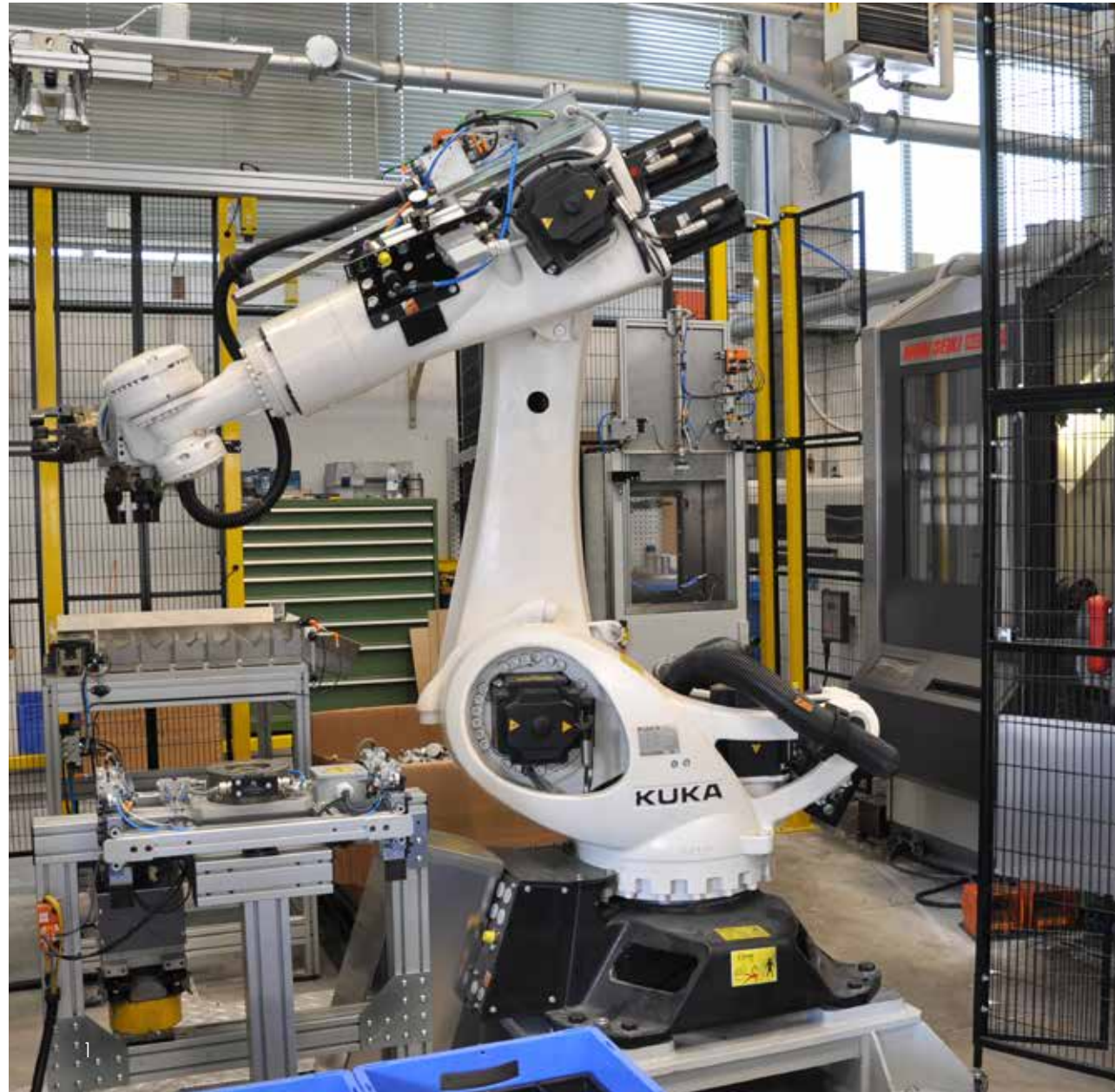


## MANUFACTURING

For the production of tools for the installation of connectors and the cutting of conductors, CEMBRE makes use of cutting machines, lathes, numerical control stations and electrical discharge machines which ensure a high standard of accuracy and productivity.

For the production of the various types of connectors, automatic presses powered by smart systems are used to guarantee a highly reliable product.

CEMBRE also designs and builds its own equipment, including the specific machines used to produce connectors and tools; this enables the production of the highest quality products at a competitive price.





1. NCM work centres
2. Injection moulding presses
3. Brass cable gland components
4. Semi-finished steel products

2



3



4









Numerical control  
machine department



Fully digital label  
production with laser  
finishing and cutting  
machine







Numerical control  
machine department





1. Connector components
2. Soldering detail

1



2





3. Pre-insulated terminal assembly department
4. Pre-insulated terminals
5. Terminal block assembly department
6. Galvanising department

3



4



5



6



1. Tool assembly area organised using lean management
2. View of the tool assembly department

1



2







3



4

- 3. Vertical component storage unit
- 4. Cross-tie drill
- 5. Hydraulic tools
- 6. Impact drivers



5



6



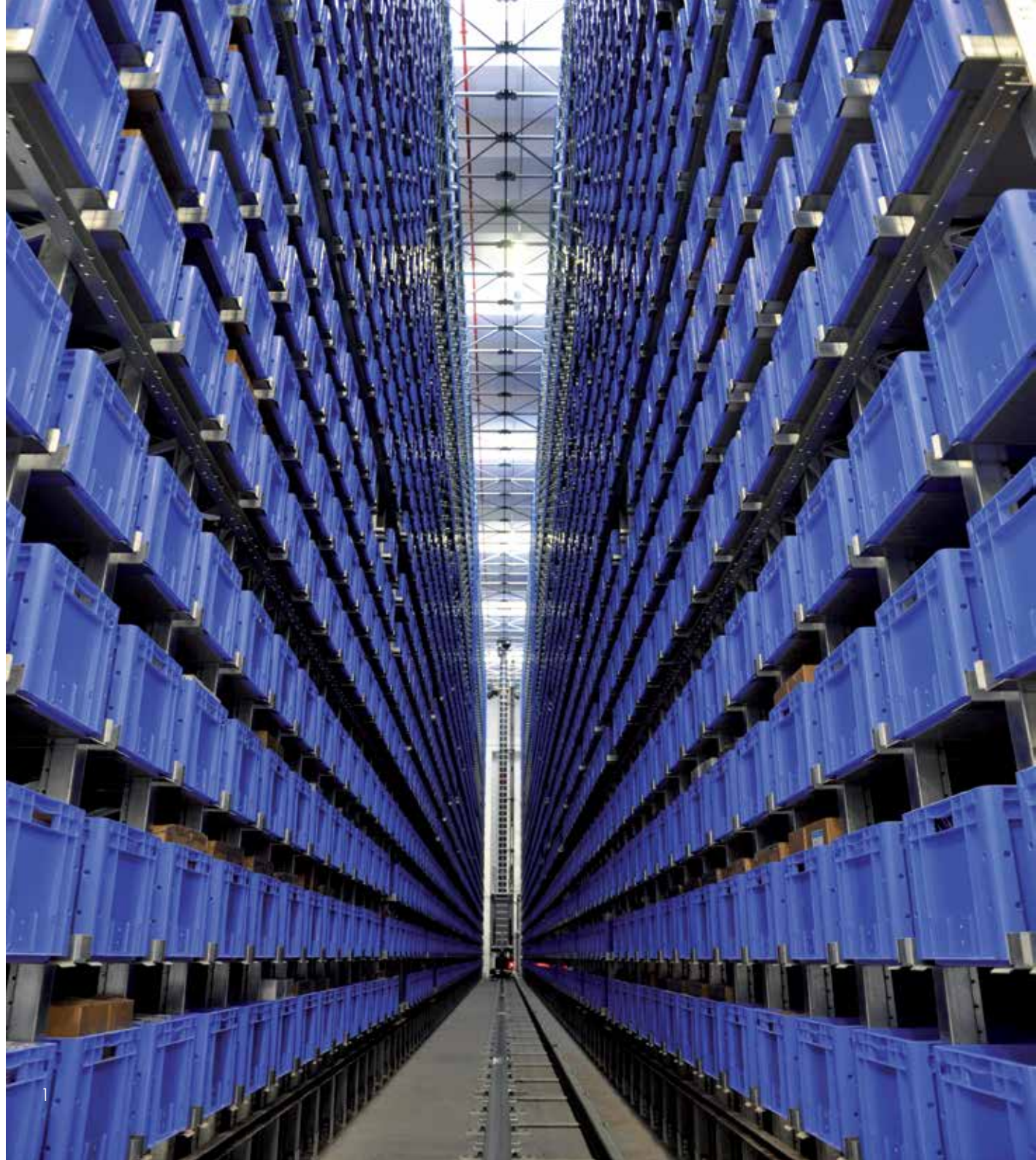
## ADVANCED LOGISTICS

In order to ensure a fast and efficient delivery service to its customers, CEMBRE keeps a wide range of the most frequently used products in its warehouse, managing stock movement through its own "Data Processing Centre".

- The new automatic warehouse (which has increased operational efficiency and reduced customer response times) comprises shelves 16 metres in height divided into 28 levels, with a total capacity of 60,000 crates.
- Product retrieval is carried out by 6 double deep stacking cranes moving at a speed of 5 m/s.
- The handling capacity of the system is more than 10,000 order lines per working day.
- Considering the order lines delivered, shipping errors in 2021 were in the order of 200 parts per million.

Automatic packaging machines quickly and accurately pack the various types of connectors into bags; these are then placed in modular sized boxes which allow a logical layout on the shelves and ensures items are easy to locate.

The shipping department, which is adjacent to the warehouse, organises the grouping of materials and packages them in the most suitable way for the delivery method required by the customer.







2

CEMBRE is a special partner of the Customs Office in its capacity as an "Operatore Economico Autorizzato AEOF" (Authorised Economic Operator – Full), the most comprehensive level of authorisation awarded by the Agency in terms of Customs/ Security Simplification.

Customs controls and procedures are simplified as a result of this status, while maintaining the highest level of security with the aim of protecting the entire international supply chain.



1. Interior of the automated warehouse
2. Overall view of the warehouse
3. Packaging department
4. Parts of the automatic packaging process



3



4








**CEMBRE**

**Making the right connections**





**Each day in the world  
over 5.2 million\* electrical  
connections are made  
using our connectors.**

\*correct as of 09/2022





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