

CHINA INDIA DIE AND MOULD

CONFERENCE

December 5 and 6, 2007

During EuroMold World Fair, Exhibition Centre Frankfurt/Main, Germany

Topics The Chinese/Indian Market for Dies and Moulds
Quality and Performance of Local Tool Builders
Sourcing of Tools - Benchmark China, India
Supplier Selection, Qualification and Quality Management
Chinese and Indian Manufacturers of Dies and Moulds present themselves
Individual Meetings with Chinese and Indian Manufacturers of Dies and Moulds

Speakers from BSH Bosch Siemens Electrical Appliances, Georg Fischer Automotive, Grammer, Kostal, Lucas-TVS, Volkswagen Group China

CHINA INDIA DIE AND MOULD CONFERENCE December 5 and 6, 2007

Dies and Moulds from China and India

Manufacturers from almost all industries are currently evaluating the purchase of tools from China and India, or have even established supplier relations there – for local or global applications. This is also true for European die and mould manufacturers who face massive cost pressure and relocate part of their production, not only to follow their customers but also to serve new customers in the target markets.

Chances and Challenges

Cost savings from 40% to 70% are possible, but the process of finding the right supplier is intense and the necessary input very high.

Transparency

Which dies or moulds are suitable to be sourced from China or India, and what cost savings are realistic? How can a good cooperation with local tool builders be established, and what kind of input is necessary? What are the relevant facts to be kept in mind when establishing your own die and mould production?

Due to the frequent lack of transparency, there is a strong interest in market information on the Chinese and Indian die and mould industry, in individual reports from companies already sourcing from or manufacturing in China or India, as well as in contacts to local tool building companies.

Participants

200-250 participants are expected. In addition, 50-70 Chinese and Indian die and mould manufacturers will participate.

Automotive OEMs and suppliers, as well as the industries of electronics, medical technologies, home appliances and consumer goods. Die and mould manufacturers, manufacturers of machine tools, suppliers and service providers of the die and mould industry.

Board members, management as well as leading personnel of the following departments:

- Purchasing
- R&D/Engineering
- Sales
- Logistics
- Tool Building

FOCUS CHINA

December 5, 2007

Moderation: Dirk Meyer, Managing Partner, Forum China

starting 9:15

Reception

9:50

Welcome

10:00

The Development of the Chinese Die and Mould Industry – Challenges of a Cooperation with International Customers

Li Yuhua, Vice General Secretary, China Die & Mould Industry Association

PANEL I

Benchmark China

10:30

Performance of Chinese Die and Mould Manufacturers – Chances for European Manufacturers

Experiences in plastic injection moulding

Rüdiger W. Kümmerle, VEM Tooling

11:00

The Global Sourcing Strategy of BSH Bosch Siemens Electrical Appliance

Experiences in aluminium die casting, injection moulding, stamping

Yi Xiusong, Corporate Purchasing China/Asia Tool Management,

BSH Bosch Siemens Electrical Appliances

11:30

Make or buy – Establishing a Die and Mould Production in China

Experiences in plastic injection moulding

Peter Roth, Director Purchasing, Kostal Group

Roger P. Kühnel, Technical Procurement Officer, Kostal Group

12:00

Panel Discussion with the speakers of Panel I and

Björn Prosch, Commodity Manager Purchasing Metal, VW Group China

12:30

Lunch

13:30

Availability of Tool Steel – Qualities and Price Level

Peter Dümpelmann, Division Manager Sales and Customer Services

Machined Products, Deutsche Edelstahlwerke

13:50

European Quality at Chinese Costs? – Strategy of a German Tool Builder with production in China, Malaysia and Germany

Thomas Fries, General Manager Tooling, Balda AG

Jens Heeper, Head of Toolshop, Balda Werkzeug- und Vorrichtungsbau

PANEL II

Sourcing of Dies and Moulds from China

Supplier Selection, Qualification, Quality Management, Organisational Requirements and Comparison of Cost

14:10

Experiences in plastic injection moulding, die casting, stamping, bending

Daniel Schimmer, Commodity Manager Mechatronics, Grammer AG

14:30

Experiences in sheet metal forming

Jörg Nitzschner, Manager Purchasing and Coordination Dies,

ThyssenKrupp Drauz Nothelfer

14:50

Experiences in aluminium die cast

TBC, Georg Fischer Automotive

PANEL III

Chinese Manufacturers of Dies and Moulds present themselves

15:10

Company Presentations

10 to 15 Chinese Manufacturers of Dies and Moulds from diverse areas will introduce their companies in brief presentations.

16:30

Individual Meetings with Chinese Companies

Beyond the companies presenting under Panel III, we expect 30 to 40 Chinese tool manufacturers looking for contacts among the event participants.

18:00

End of Conference

FOCUS INDIA

December 6, 2007

Moderation: Friederike Suess, Managing Partner, Forum Indien

starting 9:15

Reception

9:50

Welcome

10:00

Actual Situation and Perspectives of the Indian Die and Mould Industry

Surendra Kalyanpur, President, Tool and Gauge Manufacturers Association of India

Performance of the Indian Die and Mould Manufacturers from the Viewpoint of a Prominent Indian Automotive Supplier

10:30

Experiences in aluminium die casting, plastic injection moulding

N. Ravichandran, President Operations, Lucas-TVS

11:00

Experiences in plastic injection moulding

Shashank Karnik, Vice President Technology (Interiors),

TATA AutoComp Systems

11:30

Qualification Level of Indian Tool Makers – Issues to be Kept in Mind when Cooperating with Indian Tool Suppliers

Hermann Weiler, Managing Director,

GDW Werkzeugmaschinen Herzogenaurach

12:00

Lunch

PANEL I

Sourcing of Dies and Moulds from India

Supplier Selection, Qualification, Quality Management, Organisational Requirements and Comparison of Cost

13:00

Experiences in plastic injection moulding

Arun Kumar Dashora, Vice President Component Division Consumer Durables, Videocon Group

13:30

Experiences in sheet metal forming

Rajiv Kapoor, Managing Director, Rasandik Engineering Industries India

14:00

Experiences in high-grade steel casting, sheet metal forming and forging

Thomas Eschner, Managing Director, Klaus Union

14:30

Coffee Break

PANEL II

Indian Manufacturers of Dies and Moulds Present Themselves

15:00

Company Presentations

10 to 15 Indian Manufacturers of dies and moulds from diverse areas will introduce their companies in short presentations.

16:30

Individual Meetings with Indian Companies

Beyond the companies presenting under Panel II, we expect 20 to 30 Indian tool manufacturers looking for contacts among the event participants.

18:00

End of Conference

Simultaneous Translation

Day One: German/English/Chinese

Day Two: German/English

CHINA INDIA DIE AND MOULD CONFERENCE

Conditions of Participation

Participation fee including conference material, lunch, refreshments and admission to Exhibition EuroMold for two days 1.280,00 EUR.
for only one day 780,00 EUR.
Fee plus VAT (19%) payable after receipt of invoice. Written cancellation is possible without payment up to 30 days prior to the event. Up to 14 days prior to the event, a cancellation fee of 150 EUR plus VAT will be charged. In case of later cancellation, the complete participation fee will be charged. A substitute for the participant can be named any time. Program is subject to change by the organiser.

Event location

Exhibition Centre Frankfurt/Germany, Hall 4.0, Room EUROPA
Information on event location and hotels will be provided after registration.

Registration

Fax +49. 221. 31091 62 or online at
www.forum-china.de/de/termine/ciws.php
www.forum-indien.de/de/termine/ciws.php

- Yes, I will participate under the above mentioned conditions at both days
- Yes, I will participate under the above mentioned conditions only at the China day
- Yes, I will participate under the above mentioned conditions only at the India day
- I am interested in exhibition and sponsoring possibilities
- Please send additional brochures. Number: _____
- I cannot participate. Please send event material for 280,00 EUR plus VAT

Last Name, First Name	
Company Name	
Department	
Position/Function	
Street	
Postal Code, City, Country	
Phone, Fax	
Email	

How have you learnt
about this event?

Invoice Address	(Only if different from above address)
Company Name	
Department	
Street	
Postal Code, City, Country	

Please register at

www.forum-china.de/de/termine/ciws.php
www.forum-indien.de/de/termine/ciws.php
or via fax +49. 221. 31091 62

CHINA INDIA
DIE AND MOULD
CONFERENCE
December 5 and 6, 2007

Organiser Forum China, Forum Indien, Maria-Hilf-Straße 15, D-50677 Köln

Contact Forum China Claudia Barth
Telephone +49. 221. 3109220
Email claudia.barth@forum-china.de

Contact Forum Indien Friederike Suess
Telephone +49. 221. 3103108
Email friederike.suess@forum-indien.de

Event Location Exhibition Centre Frankfurt, Hall 4.0, Room EUROPA
www.messefrankfurt.com

In Cooperation	  <p>Chinese Die and Mould Industry Association</p>  <p>Tool and Gauge Manufacturers Association of India</p>
With Support of	<p>BEITEN BURKHARDT RECHTSANWALTSGESELLSCHAFT MBH</p> <p>DEUTSCHE EDELSTAHLWERKE Providing special steel solutions</p>   <p>VEM Tooling (Shenzhen) Co., LTD. 维克多精密工业(深圳)有限公司</p>
Media Partner	<p>AUTOMOBIL PRODUKTION</p> <p>Produktion Die Wirtschaftszeitung für die deutsche Industrie</p>