Mexico 2020, March 9th - 11th

Supply Chain Automotive Lightweight Symposium [SCALS]

Supplier, Engineering and Procurement Challenges — CALL FOR PAPERS

Hotel Presidente Intercontinental Puebla, Puebla, Mexico

Symposium focus:

- Mexican's todays and future position as automotive hub
- Make or buy.
- New materials.
- Manufacturing challenges.
- Best cost country sourcing.
- Challenges of Globalization.
- Impact of last minute changes.

The 5th Supply Chain Automotive Lightweight Symposium and 1st in Mexico [SCALSMEX] will be focused on automotive OEMs, suppliers, engineering and procurement challenges. It will take place in Puebla, March 9th – 11th 2020.

12+ executive speakers from leading OEMs and suppliers are invited to present their company`s supply chain automotive lightweight technology requirements and market targets.

FORMER SPEAKERS FROM:

BAOSTEEL, Nemak, Ford, Webasto, GM, BOCAR GROUP, DGS Druckguss-Systeme, MAGNA, KOBELCO, Geely, JSC AUTOMOTIVE, StrikoWestofen Group, Grunewald, Audi, kurtz ersa, voestalpine, ADITYA BIRLA NOVELIS, 广东鸿图科技股份有限公司 GUANGDONG HONGTU TECHNOLOGY(HOLDINGS)CO.,LTD., Mercedes-Benz, MITSUBISHI RAYON, 安泰科 Antaike, F.tech, RHEINFELDEN Solutions thru Innovation, RIFTEC HAI-Gruppe, ThyssenKrupp, sapa:, berylls STRATEGY ADVISORS, Citius Capital Real Estate Services in Mexico

ORGANIZING PARTNER

CLAUZ
Clúster Automotriz Zona Centro

CALL FOR PAPERS | **SPONSORSHIP OPPORTUNITIES** | **BOOK EXHIBITION BOOTH**

Mexico Supply Chain Automotive Lightweight Symposium [SCALSMEX]
March 9, 10 and 11, 2020 in Puebla, Mexico.
Supplier Engineering and Procurement Challenges.

The 1st Supply Chain Automotive Lightweight Symposium in Mexico [SCALSMEX] which will be focused on automotive Supplier, Engineering and Procurement Challenges, from the 9th – 11th of March 2020 in Puebla, Mexico.

As its first in Mexico, at the Supply Chain Automotive Lightweight Symposium [**SCALSMEX**] you will have the opportunity to listen and interchange with executive speakers and delegates from the automotive, aluminum, magnesium, steel & composite industry. Automotive Supplier, Engineering and Procurement Challenges will be the main theme as well as localization, best buy country and make or buy are some of the topics to be presented. OEMs will express their needs & expectations from the supplier and technology as well as light weighting side while Tiers will showcase their leading weight reduction solutions, joining technologies, material and process hybrid components.

Who Should Attend:

The event is designed for executives who are part of the automotive engineering and procurement supply chain as well as technical sales managers seeking an understanding of the synergy of cost- / weight reduction programs.

Fast Facts:

- Expected number of participants – 125+
- Number of executive speakers – 12+
- Presentation [30 min to 45 min] language – English or Spanish.
- Includes a lightweight technology exhibition.
- Features three days of networking including two receptions.

1st Automotive International Procurement Symposium in Mexico.

AluMag® Asia Automotive Lightweight Procurement Symposium Shanghai 2015 with the key speaker Mr. James LIU, Managing Director of Novelis China and Vice President, Automotive for Novelis Asia, presented Novelis overall approaches to supporting high-volume aluminum production for automotive light weighting, including solutions for forming and high-speed joining, tailored solutions for material maximization, alloys for strength and crash energy, closed-loop recycling and adhesive bonding technology innovation [Text & Pics source Novelis]

Call For Papers

We are looking for papers about the process and supply chain including quality assurance, light weighting and procurement e.g.:

- Needs and ways of light weighting in BIW and/or transmission and/or chassis/suspension.
- Will the market see different BIW and/or chassis/suspension materials in the various power train concepts like conventional, EV and hybrid.
- Scenarios of the total curb light weighting in 2025.
- Metal purchasing including risk management.
- Analysis of cost drivers when buying lightweight solutions / materials and the elimination of these.
- Process and material cost analysis – Decision making for optimal multi material applications.
- Make or buy of lightweight components.
- Best cost country sourcing.
- Cost case studies / feasibilities about high strength steel vs. aluminum vs. magnesium vs. Composites.
- Impact on EV / electrification market
- Increasing price pressure through OEM platform, module and globalization strategy.
- Successful strategic supplier – selection – qualification – development/buildup.
- Cost reduction through the use of functional- / structural light weighting, new materials, advanced processes.
- Challenges – Globalization of a middle sized lightweight technology leading supplier.
- Global quality improvement in accompany with Light weighting [and cost reduction].
- We welcome other topic suggestion you would like to present at the AluMag® Symposium.

Please send AluMag® your paper abstract and speaker information until end of November 2019 to ensure your position as a speaker at the **SCALSMEX**. The abstract and paper documents to be presented must be written in English.

As a speaker at the **SCALSMEX**, you will be invited to stay at Presidente Intercontinental Puebla, Puebla, Mexico during the course of the event. Your cost will be refunded in compliance with your company`s travel expense policy.

Mexico Supply Chain Automotive Lightweight Symposium [SCALSMEX]
March 9, 10 and 11, 2020 in Puebla, Mexico.
Supplier Engineering and Procurement Challenges.

Agenda

[Is continuously being updated]

Monday, March 9th **Presidente Intercontinental Puebla.**

17:30 - 20:30 **Pre-registration and Welcome Reception.**
Networking reception in Exhibition Area.

Tuesday, March 10th **Palafox , Mendoza and Ciudad Puebla Conference Rooms at the Presidente Intercontinental, Puebla.**

08:00 - 08:30 **SCALSMEX Registration / Networking / Exhibition**
Morning Coffee & Tea

08:30 - 08:45 **Welcome / Information / Organizer Introduction**

Mr. Roberto BOEKER, Managing Partner

08:45 - 09:30 **Keynote about AUDI Procurement Strategy**

Keynote speaker - Topic and name t.b.d.

09:30 - 10:15 **OEM keynote procurement challenges & opportunities**

Needs t.b.c. Topic and name t.b.d.

10:15 - 11:00 **SCALSMEX Coffee break / Networking / Exhibition**

Call for Coffee break sponsor

11:00 - 11:45 **Impact of logistics in the supply chain**

Call for paper [please note page 3 for further topics information]

11:45 - 12:30 **Engineering changes and cost reduction programs with its impact on series production**
Needs t.b.c. Topic and name t.b.d.]

12:30 - 13:30 **SCALSMEX Lunch / Networking / Exhibition**

Call for lunch sponsor

Mexico Supply Chain Automotive Lightweight Symposium [SCALSMEX]
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Agenda

[Is continuously being updated]

Tuesday, March 10th **Palafox , Mendoza and Ciudad Puebla Conference Rooms at the Presidente Intercontinental, Puebla.**

13:30 - 14:15	**Coexistence and competition of plastics - composites vs. AHSS/UHSS/TRB vs. aluminum vs magnesium** Call for paper [please note page 3 for further topics information]	
14:15 - 15:00	**Advanced materials - processes providing light weighting as well as cost reduction** Call for paper [please note page 3 for further topics information]	
15:00 - 15:45	**Strategic localization in MEXICO vs. USMCA** Call for paper [please note page 3 for further topics information]	
15:45 - 16:15	**SCALSMEX Coffee break / Networking / Exhibition** Call for Coffee break sponsor	
16:15 - 17:00	**NEMAK opportunities and challenges of globalization** Needs t.b.c. Topic and name t.b.d.	Nemak Innovative Lightweighting
17:00 - 17:45	**NEUMAN PWG RAUFOSS opportunities and challenges of localization in MEX** Needs t.b.c. Topic and name t.b.d.	NEUMAN ALUMINIUM PWG RAUFOSS
17:45 - 18:30	**How CLAUZ does support native MEX and non MEX companies under the todays economy and political situation** Needs t.b.c. Topic and name t.b.d.	CLAUZ Clúster Automotriz Zona Centro
18:30 - 20:30	**CLAUZ Network reception / Exhibition** Needs t.b.c.	CLAUZ Clúster Automotriz Zona Centro

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Agenda

[Is continuously being updated]

Tuesday, March 11th **Palafox , Mendoza and Ciudad Puebla Conference Rooms at the Presidente Intercontinental, Puebla.**

08:00 - 08:30	**SCALSMEX Networking / Exhibition** **Morning Coffee & Tea**	
08:30 - 09:15	**BMW plant ramp-up, the impact of last minute changes and the required support respective performance by suppliers** Needs t.b.c. Topic and name t.b.d.	
09:15 - 10:00	**Tier commercial challenges & opportunities** Call for paper [please note page 3 for further topics information]	
10:00 - 10:30	**SCALSMEX Coffee break / Networking / Exhibition** Call for Coffee break sponsor	
10:30 - 11:15	**BEV OEM Light weighting strategy today and future with its realization** Call for paper [please note page 3 for further topics information]	
11:15 - 12:00	**VOLKSWAGEN localized light weighting processes in Mexico** Needs t.b.c. Topic and name t.b.d.	
12:00 - 12:45	**SCALSMEX Lunch / Networking / Exhibition** Call for lunch sponsor	
12:45 - 13:30 **13:30 - 16:30** **16:45 - 17:30**	**Transportation to VOLKSWAGEN / AUDI plant site** **Welcome and plant tour** **Transportation back to hotel**	
17:30 - 18:30	**Podium Discussion / Q&A / Summary** Needs t.b.c.	
18:30 - 19:30	**Last network with sandwiches and drinks**	

Mexico Supply Chain Automotive Lightweight Symposium [SCALSMEX]
March 9, 10 and 11, 2020 in Puebla, Mexico.
Supplier Engineering and Procurement Challenges.

Become a SCALSMEX Sponsor:
AluMag® 1st Supply Chain Automotive Lightweight Symposium in Mexico is the ideal event to market your products directly to executive procurement delegates from leading OEMs and Tier I and II suppliers.

SCALSMEX Event Main Sponsor
Sponsor will be mentioned and recognized throughout symposium.
80 sft / 8 sqm banner with company logo & name in the auditorium
10 sft / 1 sqm banner with company logo & name in the auditorium.
Exhibitor
Online banner on the SCALSMEX website.
Special recognition in handout
Plant tour sponsor
Keynote Speaker
Your investment: 16,000 USD
[Please note that your banner location will be handled on a first come, first serve basis]

SCALSMEX Hall Sponsor Banner Package I:
80 sft / 8 sqm banner with company logo & name in the auditorium
Online banner on the Mexico Automotive Lightweight Procurement Symposium website.
Your investment: 2,900 USD
[Please note that your banner location will be handled on a first come, first serve basis]

SCALSMEX Hall Sponsor Banner Package II:
10 sft / 1 sqm banner with company logo & name in the auditorium.
Online banner on the Mexico Automotive Lightweight Procurement Symposium website.
Your investment: 900 USD
[Please note that your banner location will be handled on a first come, first serve basis].

SCALSMEX Handout Sponsor:
Company logo / name on *your* note pad distributed to the delegate.
Company logo / name on *your* pen distributed to the delegates.
Company logo / name on *your* paper abstract booklet distributed to the delegates.
Company logo / name on *your* USB stick distributed to the delegates.
[USB Stick can be loaded with sponsor video, presentations, symposium papers….].
Your investment costs: 4,500 USD

Reception Sponsor Package I:
Make a speech at a symposium reception party
Your investment: 1,500 USD

Booking:

Please contact Mr. Roberto BOEKER / Mr. Alejandro MEJIA from AluMag® or Mr. Jaime GONZALEZ from CLAUZ

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Become an Exhibitor:

SCALSMEX is the ideal event to exhibit your products. Since it is designed for procurement professionals you are guaranteed a perfect target audience. Book your booth today to get up close with procurement professionals from leading OEMs and Tier I and II suppliers from all over the world.

Bring your own Booth System:

As an exhibitor you must bring your own booth system to the symposium. AluMag® will only serve each exhibitor with the following:

129sft / 12sqm	carpet [size have been adapted to the availably space]
2 high	chairs
1	high table
1	long sample table
1	chair
1	power connection

Advantages as an Exhibitor:

Company logo on the AluMag® Symposium webpage
Named as a **SCALSMEX** partner in the flyer and paper handout
To show cast your materials, processes, globalization, expertise, …
Three days of networking

Price:

Your investment: 5,500 USD

Booths already booked by:

_____

Booking:

Please contact Mr. Roberto BOEKER / Mr. Alejandro MEJIA from AluMag® or Mr. Jaime GONZALEZ from CLAUZ

SAE WCX 2019 – Lightweighting – Materials – Efficiency Pavilion

This was the 9th consecutive year AluMag® participated at the SAE World Congress; April 9 till 11, 2019 in Detroit, MI and promoted some of leading technology companies in the Light Weighting – Emission Reduction – Car Comfort Technology – Manufacturing sector. Organized by AluMag®, this group showed how the companies are working on edge technology.

The Technology Companies that participated / exhibited where:

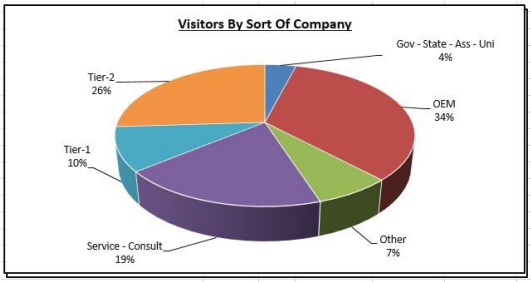
AMT Die Casting Inc – www.amtdiecasting.com , as a high pressure die casting company specializing in demanding applications. State-of-the-art technology combined with strong know how makes AMT the "go-to" supplier for challenging parts. Heat-treated, weldable, leak tight and thin walls are some of the characteristics we can achieve with the use of our proprietary A+ high-vacuum process.

Grupo Aluminio de Occidente S.A.de C.V. – www.gaoaluminio.com , as a certified Mexican extrusion and fabrication company which opened its doors in 1989. With the launch of GAO's new state of the art extrusion and fabrication facility they are now focused on the automotive and electronic sectors; providing precision and tight tolerance extrusions

Kipp GmbH & Co KG – www.kipp-ccs.com . Storage space and operating systems for car boots and components designed to enhance driving comfort in convertibles are among the best known developments accomplished by the motivated team based in Sulz am Neckar. The manufacturing processes they offer are Tooling, Prototyping, Processing, Finishing, Milling, Turning, Diecasting [zinc, aluminum, magnesium], Injection molding [thermoplastics and thermosets], Metal- and non-ferrous metalworking, Surface finishing and Assembly.

RHEINFELDEN ALLOYS GmbH & Co. KG – www.rheinfleden-alloys.eu as specialist in developing, customizing, producing and selling hi-tech aluminum casting alloys. 75% of the aluminum casting alloys made, are supplied into the automotive industry. Throughout the European premium car makers the alloys Silafont™-36, Castaman™-35 [both AlSi10MnMg], Magsimal™-59 [AlMg5Si2Mn] and the high strength Magsimal™-plus [AlMg6Si2Mn], Castasil™-37 [AlSi9MnMoZr] and the brand new Castaduct™-42 can be found. For the demands of electrical power modules with high thermal conductivity the Castasil™-21 [AlSi9Sr] was launched recently.

NIKKEI MC ALUMINUM AMERICA, INC – www.nmaluminum.net , as a secondary aluminum smelter located in Columbus, Indiana. Since their establishment in 1989, they have been producing a variety of casting alloy mainly used in the automotive industry. Their products, delivered in ingot or molten shape, will transform into components such as wheels, body structural parts, transmission parts, engine parts etc… at customers' end.
They are part of Nikkei MC Aluminum group, now operating total 10 plants in Japan, US, China, Thailand, India and Mexico.



Sort Of Company	Share	Visits
Gov - State - Ass - Uni	4,00%	4
OEM	34,00%	34
Other	7,00%	7
Service - Consult	19,00%	19
Tier-1	10,00%	10
Tier-2	26,00%	26
Total number of visitors	100,00%	100

Explanation: Sort of Company and Organication:
(1) Gov - State - Ass - Uni = Government & State & Assosiation & University.
(2) Service - Consult = Service & Consulting & Engineering & Production Equipment.

Asia Automotive Lightweight Supply-Chain Symposium 2016.

The 4th Automotive Lightweight Supply-Chain Symposium to be focused on automotive light weighting, supply / process chain and procurement management, will be kicked off on the 11th of July 2016 in the days leading up to the DIECATING CHINA EXHIBITIONS in Shanghai, China.

Keynote speaker Mr. Stefan Heil, Executive Director Vehicle Manufacturing Engineering at SAIC/GM, focused on *how the all new Cadillac CT6 is manufactured and how challenges were mastered designing the car*. BMW procurement executive Mr. Zangerle was another key speaker that year, focused on *strategic localization of casting suppliers*. Mr. Yao`s presentation focused on Engineering Manager at Shiloh Industries Asia, was *multi-material & multi-process solutions*. Mr Gunther Heim, Deputy Vice President R&D at Webasto Shanghai talked about *light weight solutions in modern roof design*, while Mr. Uwe Muschalik, General Manager R&D at SMS Group GmbH presented their *new 3D aluminium & magnesium extrusion manufacturing technology*. "*Development of the Aluminium Car Body in the Automotive Industry & Potential Future Trends"* was the title of JLR Chief Engineer Dr. Mark White`s speech. "*Lightweight New Development of Baosteel Automotive Sheet"* was the title of Mr. Ping BAO`s presentation. Mr. Bao is Chief Engineer & Director of Auto Steel Sheet Technical Services at Baosteel Group Corporation. Mr. Bo Liu, Office Director & Senior Technical Expert at Chongqing Changan Automotive Co. Ltd, put some light on *the use of aluminum and magnesium applications in Changan cars*.

Different from other Chinese Lightweighting conferences, the AluMag® Symposium focuses on supplier development, process and supply chain, procurement with intensive discussions with more international attendees under a much closer but also a warm atmosphere. Attendees will enter a tight network of lightweight supply-chain executives from all of the world. Around 77 % of the attendees are managers or executives.

The symposium is accompanied by a small lightweight technology exhibition and three receptions will be held during the three day event to offer a perfect setup to interchange with the domestic as well as international executive speakers.

Who Attended:
The event was designed for procurement executives who were part of the lightweight supply chain and engineering as well as technical sales managers seeking an understanding of the synergy of cost- / weight reduction programs.

References – 2016 Shanghai Symposium

"I really enjoyed the conference & the variety & content of the presentations"

Dr. Mark WHITE – Chief Engineer Advanced Body JLR Product Development – Jaguar Land Rover Engineering Centre Whitley

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"I like to thank you for a very well organized Symposium"

Mr Gunther HEIM – Deputy Vice President R&D – Webasto Shanghai

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"The event was really good and many thanks for this"

Mr Yanjun Long - Engineering Center Manager - Faist Precision Technology Suzhou Co Ltd

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"Thank you very much very helpful opportunity to know the Automotive light weight sterategies"

Good points : Very good location to visit

Mexico 2020, March 9th -11th

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Supply Chain Automotive Lightweight Symposium [SCALS]

Supplier, Engineering and Procurement Challenges

Hotel Presidente Intercontinental Puebla, Puebla, Mexico

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Delegates Registration – Automotive Lightweight Procurement Symposium

Select Symposium:

SCALSMEX, March 2020.

Delegate Rates:

1,349 USD Early Bird Registration	**Sep 1st 2019 - Dec 31st 2019**
1,480 USD Semi Early Registration	**Jan 1st 2020 - Feb 3th 2020**
1,681 USD Standard Registration	**Feb 4th 2020 - Mar 6th 2020**

Bring Your Team & Receive Up To 20% Discount.

- 3 Delegates: 10% OFF
- 4 Delegates: 15% OFF
- 5+Delegates: 20% OFF

OEM Delegates:

Early Bird Registration	**Sep 1st**	**2019 - Dec 31st 2019 - 675 USD**
Semi Early Registration	**Jan 1st**	**2020 - Feb 3th 2020 - 740 USD**
Standard Registration	**Feb 4th**	**2020 - Mar 6th 2020 - 841 USD**

Your Contact Details:

Title | Number of Delegates/Attendees

Other title

Job function & title

First name[s]

Given name[s]

Company name | Zip / post code

Street / building | City

Country

Email | Phone

Question / Notice:

Registration		**Select one.**
• Symposium Event Main Sponsor	16,000 USD	☐
• Symposium Hall Sponsor Banner Package I	2,500 USD	☐
• Symposium Hall Sponsor Banner Package II	900 USD	☐
• Symposium Handout Sponsor	4,500 USD	☐
• Reception Sponsor	1,500 USD	☐
• Exhibitor	5,500 USD	☐

Please Note:

- The delegate / attendee registration fee includes free meals & beverages according to the symposium program & three reception parties. Hotel and transportation costs to / from the symposium are not included.
- A confirmation and your invoice will be sent by e-mail.

Online Booking

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Terms and Conditions

1.1 Payments & cancellation

A registration is binding and can only be partly refunded. Cancellations must be received in writing. By cancellations received up to 30 days before beginning of the event, AluMag® Automotive GmbH / AluMag® Automotive LLC [In the following AluMag®] will refund 70% of the ticket price. There will be a 30% refund for cancellations received up to 15 days before the event. AluMag® regrets that no refund would be made for cancellations received less than 14 days prior to the conference. Full payment must be made within 30 days of invoice date, or before the conference [whichever date is earlier]. Discounts agreed at time of booking will only be applicable if timely payment is made. If late payment is made the full ticket price will apply.

1.2 Changes to conference content & dates

The organizers reserve the right to alter content and program timing including the cancellation or substitution of speakers without notice before the conference. In the unlikely event of the conference being cancelled or curtailed due to any reason beyond the control of AluMag®, AluMag® will not be held liable for refunds, damages and/or additional expenses which may be incurred by delegates.

1.3 Theft, loss or injury

AluMag® will not be held liable for the loss or theft of any personal belongings whilst at the conference. AluMag® will also not be liable for any injury or illness suffered by a delegate during or travelling to/from the conference. We advise delegates to arrange appropriate travel, health and other necessary insurance cover when attending the conference.

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All conference content including, presentation material, audio and video recordings could be published by AluMag® or passed on to a 3rd party without permission from AluMag®. Access to conference material online is for personal use.

1.5 Antitrust statement

As a participant in any AluMag® events, it is necessary to be extremely mindful of the constraints of antitrust laws. There shall be no discussions of agreements or concerted actions that may restrain competition. This prohibition includes the exchange of information concerning individual prices, rates, coverages, market practices, claims settlement practices, or any other competitive aspect of an individual company's operation. Each participant is obligated to speak up immediately for the purpose of preventing any discussion falling outside these bounds.