

North America 2015 9th - 11th of Nov

AUTOMOTIVE LIGHTWEIGHT

PROCUREMENT SYMPOSIUM

Cobo Center, Detroit, USA



SYMPOSIUM FOCUS

- Aluminum
- Carbon Fibre
- Composites
- High Strength Steel
- Magnesium

The 3rd Automotive Lightweight Procurement Symposium to be focused on automotive lightweighting, supply / process chain and procurement management, will take place in Detroit from the 9th – 11th of Nov 2015. The symposium is held in the days leading up to the "ALUMINUM USA" exhibition taking place at the Cobo Center, Detroit, Michigan (Walking distance to symposium venue)

ATTENDING COMPANIES:



ORGANIZING PARTNERS & SPONSORS



AluMag®
 Europe 2016 27th - 29th of Nov
 AUTOMOTIVE LIGHTWEIGHT
PROCUREMENT SYMPOSIUM
 Hilton Hotel in Duesseldorf, Germany

AluMag®
 Asia 2016 6th - 8th of July
 AUTOMOTIVE LIGHTWEIGHT
PROCUREMENT SYMPOSIUM
 Jumeirah Himalayas Hotel in Shanghai, China

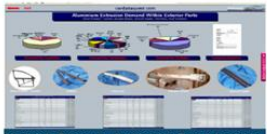
AluMag® offers the four following services - worldwide:



Market Research

- Aluminium Extrusion Customer Database
- Foundry & Tool Maker Database
- Automotive Application, Material & Process Analyses
- Various Industrial Application Research & Analyses

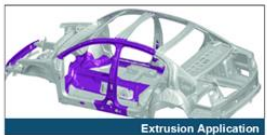
AluMag as your provider of automotive research and forecasting studies, offers you and your business, the market intelligence you need to realize the best strategic decisions



Material - Process - Application Trend Analysis

Large variety of market access, local & global:

- business database with 6,970+ companies and 18.700+ contacts
- 150+ satisfied customers worldwide
- Arranged 20+ roadshows/events since 2008



Extrusion Application

Your Benefits:

- Learn about your [potential] clients and competitors
- Obtain an inside view of the market
- Identify opportunities and threats
- Minimize risk and optimize profits
- Position your company successfully
- Based on data off the shelf, secondary re-research and interviews, AluMag generates validated researches



Market Development

- Analysis & Development of Market Opportunities
- Accelerate Market Penetration
- Manage New Product Launches
- Establish a Sales Force Sales on Demand

AluMag guides and supports your organization globally through the different market development phases until we have successfully launched, implemented or executed your project.



Map of activity - SAMPLES

Manage and integrate each aspect of your organization by initiating, planning, controlling, executing and closing out a new project. AluMag offers liaison management services as an addition to our customer's staff by bringing in the resources that define us.



JATCO Head Quarters Meeting in Japan

Your Benefits

- Analysis and development of Markets
- Realize opportunities
- Accelerate market penetration
- Establish a sales force
- Provide warehousing and distribution services
- Manage new product launches
- Sales on demand



Roadshows / Events

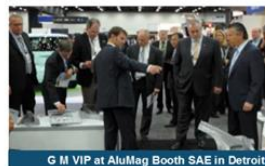
- Organization of Technical & Commercial Roadshows
- Oversea Commercial & Technical Events
- Host In-House Events & Presentation
- Common Technology Booth at Leading Exhibitions

AluMag roadshows, tech-meetings and symposia are the first class events used by exhibitors and guest as a unique benchmark platform.



Daimler Sindelfingen as Roadshow Location

The AluMag think tank events are bringing in decision makers and executives in EUROPE, ASIA and NAFTA.



G M VIP at AluMag Booth SAE in Detroit

Upcoming Events:

- 2015 Nov: Automotive Light-weight Procurement Symposium in Detroit, USA
- 2016 April Common tech- booth at the SAE World Congress in Detroit, USA
- 2016 Jul: Automotive Light-weight Procurement Symposium in Shanghai, China
- 2016 Nov: Automotive Light-weight Procurement Symposium in Duesseldorf, Germany.



Strategic Localization

- Warehousing & Distribution Service
- Supplier & Tie-up Localization
- Identification & Trade-off of new Technology
- Foreign Market Business Cases and whose Realization

AluMag has the global expertise to search, identify, evaluate and validate potential strategic business opportunities for expansions and partnerships that will assist your business growth plans regionally and globally



On-Site Greenfield Planning Meeting

Services for:

- Search, develop and present potential acquisition candidates for regional and global business expansions
- Localization of new manufacturing / service sites for business expansions
- Identification of new technology supplier development related to products, processes and materials
- Search, develop and present potential business partners / suppliers to support regional and/or global supply programs
- Evaluate potential competitor profiles for new or existing business in non-presence geographies
- Evaluate new emerging technologies and processes for business expansions

Are you:

- looking for specific data, information and outlook about product, material, customer, supplier, technologies, ...
- want to discuss your project, increase sales, access new markets, ...
- interested to participate in one of our roadshows / events or organize your customized showcase ...
- looking to localize, expand into new markets, countries, tie-up targets, ...

please contact your AluMag Team to receive a quote or proposal

CONTACTS & PROJECT TEAM



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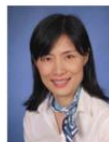
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N. America Automotive Lightweight Procurement Symposium 2015 9th – 11th Nov

Cobo Center One Washington Blvd. Detroit, Michigan, 48226 USA



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AluMag[®]

Europe ■ India ■ Americas ■ Asia
THE MARKET DEVELOPER

Company Speechs by:

Ford Research and Innovation Center

Carbon War Room and Meritor Headquarters

Striko Westofen America

Kurtz

Bharat Forge Aluminiumtechnik

C.P.C. USA

BOCAR Group

Ford Motor Company

Automotive Insight

EJOT Fastening Systems LP USA

UACJ Corp.

Lightweight Innovations for Tomorrow

Aluminum Blanking Company

Agenda

Agenda: (Is Continuously Being Updated)

Monday The 9th Of November – Cobo Center, Detroit

05:30pm - 07:30pm



Pre-registration and Welcome

Reception

Tuesday The 10th Of November – Cobo Center, Detroit

08:30am – 09:15am



Registration

Morning Coffee / Tea

09:15am – 09:30am



Welcome:

Mr. Jost GAERTNER - Managing Partner At AluMag Automotive GmbH

09:30am – 10:25am



Opening Keynote: Mr. Craig RENNEKER - Chief Engineer, New A/T Programs & Component – Transmission & Driveline Engineering At Ford Research & Innovation Center

Lightweight Transmission & Driveline Components: Practical Challenges

10:25am – 11:00am

Break for Refreshments/Coffee/Tea, Snacks, Networking, Tech Exhibition

11:00am – 11:45am



Paper 1: Mr Mike ROETH – Executive Director At North American Council for Freight Efficiency (NACFE) & Operations Leader – Carbon War Room



Paper 1: Mr. Karl MAYER – Director Product Line Management At Meritor

Lightweighting Heavy Duty Class 8 Tractors and Trailers

11:45am – 01:45pm

Break for Lunch, Refreshments, Networking, Tech Exhibition

01:45pm – 02:25pm



Paper 2: Mr Ryan BROWN – Director Of Sales At StrikoWestofen America

Analysis Of Cost Drivers When Buying Lightweight Solutions / Materials & The Elimination Of These

02:30pm – 03:10pm



Paper 3: Mr. Lothar HARTMANN – Managing Director Foundry Machines & Trimming Presses At Kurtz GmbH

Chassis & Suspension Weight Reduction By LPDC Aluminum With Hollow Cross Sections



Mr. Kevin CROY - NAFTA Sales Manager Foundry Machines & Trimming Presses At Kurtz GmbH

03:15pm – 03:45pm



Paper 4: Mr. Jörg MANTWILL – Director Sales At Bharat Forge Aluminiumtechnik GmbH & Co. KG

HCM And Aluminum Forging – Partnership To Birth Chassis Parts' Safety

03:45pm – 04:15pm

Break for Refreshments/Coffee/Tea, Snacks, Networking, Tech Exhibition

04:15pm – 04:55pm



Paper 5: Mr. Gary F. RUFF - President and Chief Executive Officer, Ruff and Associates, LLC 8/12 - Present

Advanced Counter Pressure Casting Process for Light-Weighting of Auto and Truck Chassis and Suspension Components

05:00pm – 05:55pm



Closing Keynote: Mr. Gilberto SALDIVAR – New Projects Group Manager At Bocar Group

Key Factors To Achieve Mechanical Properties In Lightweight Structural Parts

05:55pm – 06:00pm



Summary:

Mr. Roberto BOEKER – Managing Partner At AluMag Automotive LLC

Agenda

06:00pm - 08:00pm



Dinner Speech:

Mr. Richard KLEIN -
Responsibility Strategic Planning -
Business Development & German
Business At BOCAR

Wednesday The 11th Of Nov – Cobo Center, Detroit

08:15am – 08:55am



Mr. Ali JAMMOUL – Global Director
Body Exterior And Safety Engineering
At Ford

Body Lightweighting

09:00am – 09:40am



Paper 1: Dr. Gerald COLE – President
At Light Weight Strategies LLC

**Light Weighting the Automotive
Industry - The Road to 2025 CAFÉ**

09:45am – 10:25am



Paper 2: Mr. Laurence CLAUS -
President At NMI Training & Consulting
Inc. & Technical Consultant To EJOT
Fastening Systems LP USA

**EJOT Fastening Solutions Enable
Lightweight Body-in-white Assembly**

10:25am – 11:00am

Break for Refreshments/Coffee/
Tea, Snacks, Networking, Tech
Exhibition

11:00am – 11:40am



Paper 3: Dr. Akio NIIKURA - General
Manager R&D Division At UACJ Corp.

**UACJ's Global Strategy And
Approach To The Automotive
Aluminum Market**

11:45am – 12:05pm



Paper 4:
Mr. Lawrence E. BROWN – Executive
Director At Lightweight Innovations For
Tomorrow

**Lightweight Innovations For
Tomorrow!!!!**

12:10pm – 12:40pm



Closing Keynote:
Ms. Laura ANDERSON – CEO At
Aluminum Blanking Company

**The Story Behind Aluminum's
Sourcing Evolution: A North
America Perspective**

12:40pm – 12:45pm



Summary:

Mr. Jost GAERTNER, Managing
Partner At AluMag Automotive
GmbH

12:45 pm – 01:30pm



Reception Speech With Snacks &
Finger Food

Mr. Michael KOEHLER - Industry Vice
President At Reed Exhibitions USA

01:30pm – 05:30pm



Individual Or Guided Visit At The
2015 "Aluminum USA" Exhibition

EXHIBITOR

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Tel.: +1 248 3384422
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www.cpcmachines.ilindenmachines.com



EXHIBITOR

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<http://www.ejot-usa.com>

The EJOT logo consists of the letters "EJOT" in a bold, red, sans-serif font. A registered trademark symbol (®) is located to the upper right of the letter "T".

Kurtz GmbH
GER 97892 Kreuzwertheim
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<http://www.kurtzrsa.de>

The kurtz ersa logo features a stylized blue icon on the left, composed of two overlapping shapes that resemble a checkmark or a downward-pointing arrow. To the right of the icon, the words "kurtz ersa" are written in a blue, lowercase, sans-serif font.

StrikoWestofen GmbH
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www.strikowestofen.com

The StrikoWestofen Group logo features the words "StrikoWestofen" in a large, bold, black, sans-serif font. A small red circle is positioned to the upper right of the letter "n". Below this, the word "Group" is written in a smaller, black, sans-serif font.

**BHARAT FORGE
ALUMINIUMTECHNIK**



Mr. Jörg MANTWILL
Director Sales

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Tel.: +49 37322 474 747
www.bharatforge.com

TITLE

HCM And Aluminum Forging – Partnership To Birth Chassis Parts' Safety

ABSTRACT

Car manufacturers are looking for ways to constantly improve their environmental impact and trying to reduce their carbon footprint. Aluminum is more and more becoming their favorite material due to its significant lighter weight and following advantages for fuel efficiency.

Beside the car body parts, the development activities are focused on powertrain and chassis parts. Bharat Forge Aluminiumtechnik (BFAT), manufacturer of control arms and knuckles, is able to realize significant weight reductions by combining aluminum with function optimized design layout and forging technology. Furthermore, the company has closed its loop of material recycling and the product's global footprint is reduced by 40% - an ideal constellation to master the current challenges.

HCM and Aluminum forging partnership to birth chassis parts' safety

Automotive Lightweight Procurement
Symposium 2015
9th - 11th of Nov 2015 in Detroit

Paper 4
Mr. Joerg Mantwill - Director Sales
j.mantwill@bf-at.de



CONTENT COMPANY TECHNOLOGY PROSPECTS

COMPANY

- ➔ Key facts Bharat Forge
- ➔ Business unit Bharat Forge Aluminiumtechnik GmbH

TECHNOLOGY

- ➔ Product focus
- ➔ Al Casting vs. Aluminium Forging
- ➔ HCM – Base for chassis parts' safety

PROSPECTS

- ➔ BFAT – Al chassis specialist worldwide
- ➔ BFAT – Full service partner for OEM
- ➔ BFAT – Synonym for material and design improvement

CONTENT COMPANY TECHNOLOGY PROSPECTS

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CONTENT COMPANY TECHNOLOGY PROSPECTS

KALYANI GROUP

AUTOMOTIVE AXLE
KALAYANI STEELS
BF UTILITIES
KALAYANI LEMERZ
KALAYANI THERMAL SYSTEMS
BHARAT FORGE LTD
HIKAL LIMETED
KALAYANI GLOBAL
SYNISE TECHNOLOGIES
KALAYANI INFOTECH
EPI CENTER TECHNOLOGIES
KALAYANI CARPENTER SPECIAL STEEL

BHARAT FORGE CDP
(GERMANY)

BHARAT FORGE
ALUMINIUMTECHNIK
(GERMANY)

BHARAT FORGE KILSTA
(SWEDEN)

BHARAT FORGE GROUP

→ Forging Plants

→ Plants & Clients

● Headquarter

Group turnover 2013:
approx. 2.5 Bill. USD

Employees worldwide:
approx. 10,000

Business areas

- Automotive components and systems
- Steel production

- Special chemistry
- Renewable energies and infrastructure



GLOBAL LOCATIONS FOR LOCAL CONTENT SUPPLIES

(MULTI NATIONAL EXPERIENCE)



1 BHARAT FORGE LTD.
(PUNE, INDIA)

3 BHARAT FORGE CDP
(ENNEPETAL, GERMANY)

5 BHARAT FORGE AMERICA
(DETROIT, USA)

2 BHARAT FORGE
ALUMINIUMTECHNIK
(BRAND-ERBISDORF,
GERMANY)

4 BHARAT FORGE KIL STA
(KARLSKOEGA, SWEDEN)

6 BHARAT FORGE
ALUMINIUMTECHNIK US
FUTURE ALUMINIUM FORGING PLANT

BHARAT FORGE IS SPECIALIZED IN



BHARAT FORGE ALUMINIUMTECHNIK (BFAT) - GERMANY



- Turnover: 44 Mio. EUR (2014)
- Material consumption: 12,000 t (Aluminium)
- Employees: 280
- Key products: control arms, knuckles
- Forging capacity: 3,5 Mio parts p.a.
- Parts weight: 2 - 7kg

COMPANY

- ➔ Key facts Bharat Forge
- ➔ Business unit Bharat Forge Aluminiumtechnik GmbH

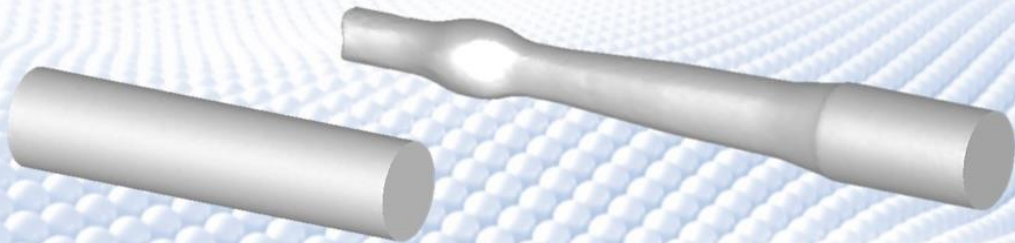
TECHNOLOGY

- ➔ Product focus
- ➔ Al Casting vs. Aluminium Forging
- ➔ HCM – Base for chassis parts' safety

PROSPECTS

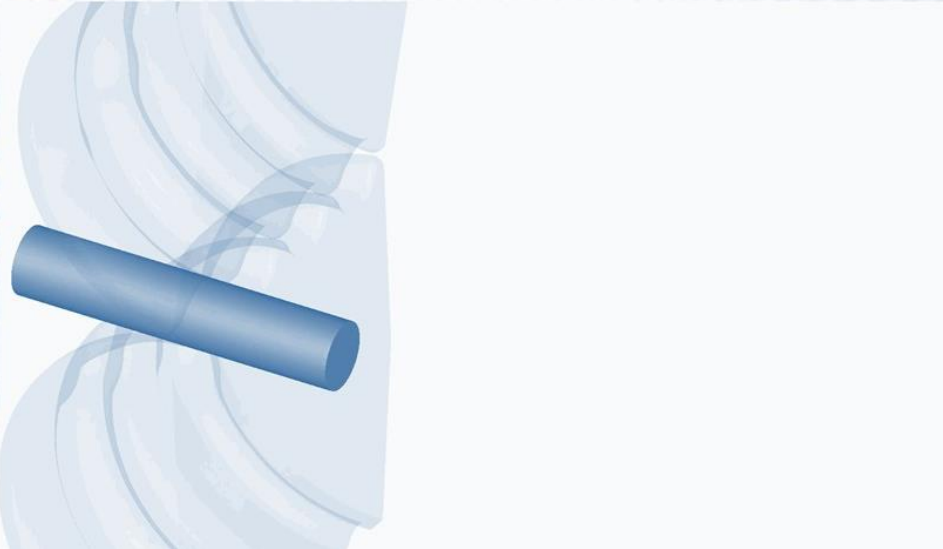
- ➔ BFAT – Al chassis specialist worldwide
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ROLLING

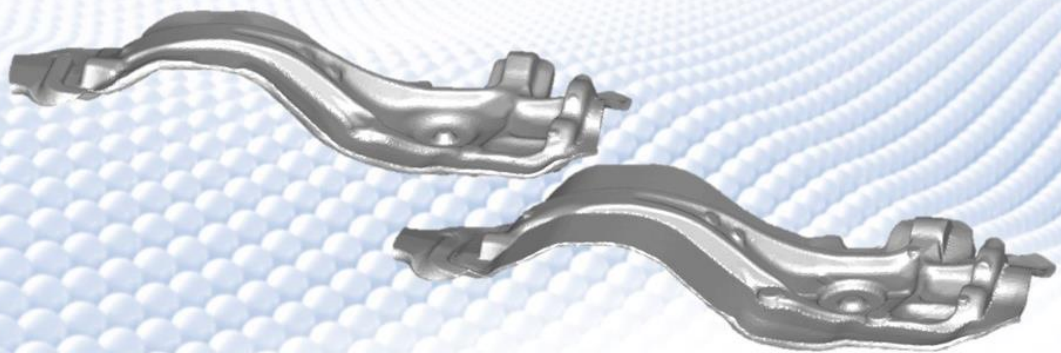


- Rolling (fully automated)
- Chamfering of material bars
 - Heating in continuous furnace
 - Rolling in 4 passes
 - Transfer to main press

ROLLING



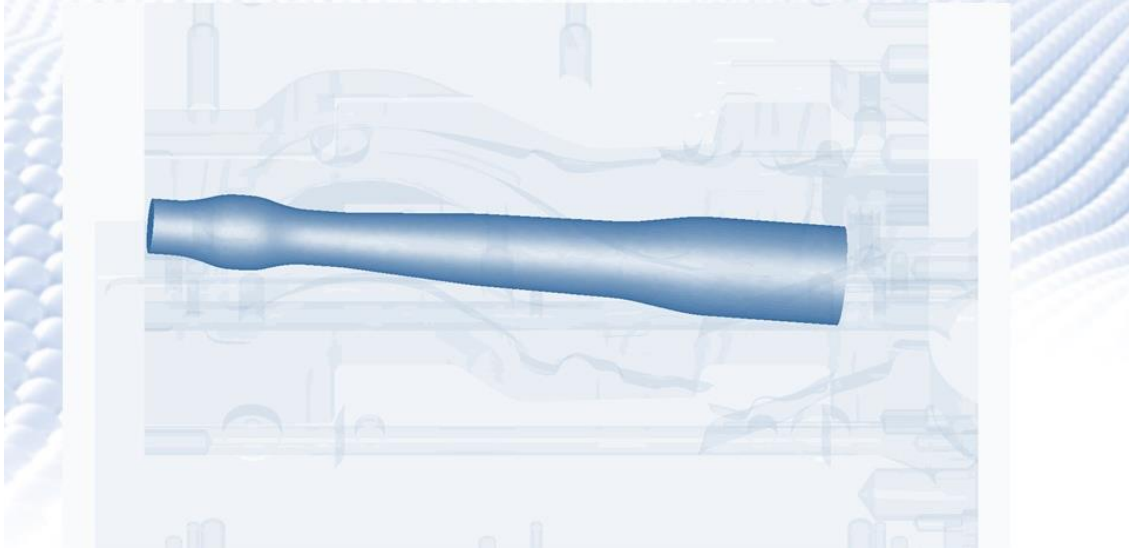
FORGING



- Forging process contains pre-forming and finish forging
- Repeatable, fully-automatic chained process
- Hot trimming

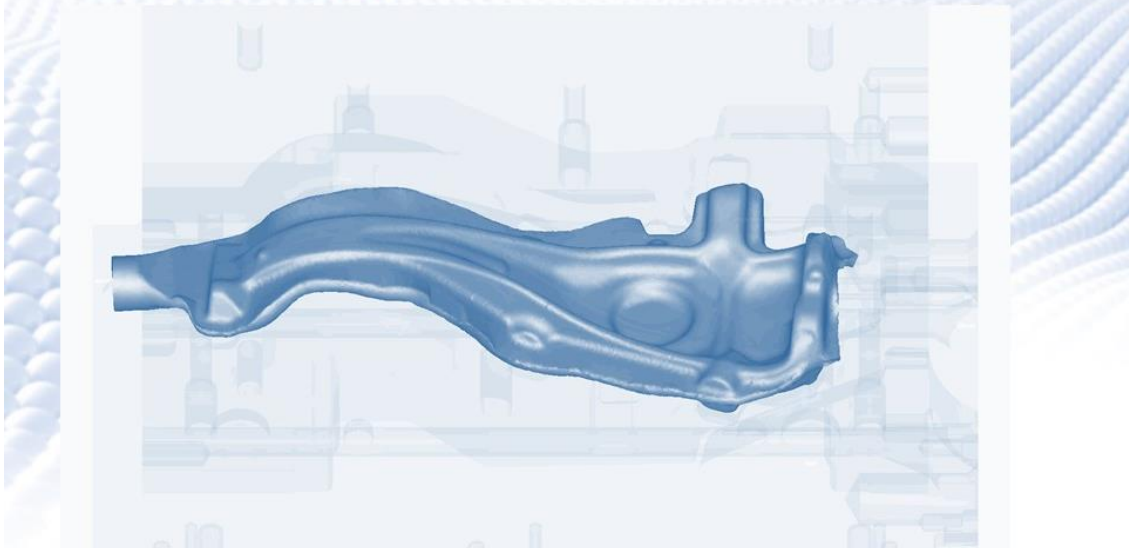
CONTENT COMPANY TECHNOLOGY PROSPECTS

FORGING (PRE FORGING)

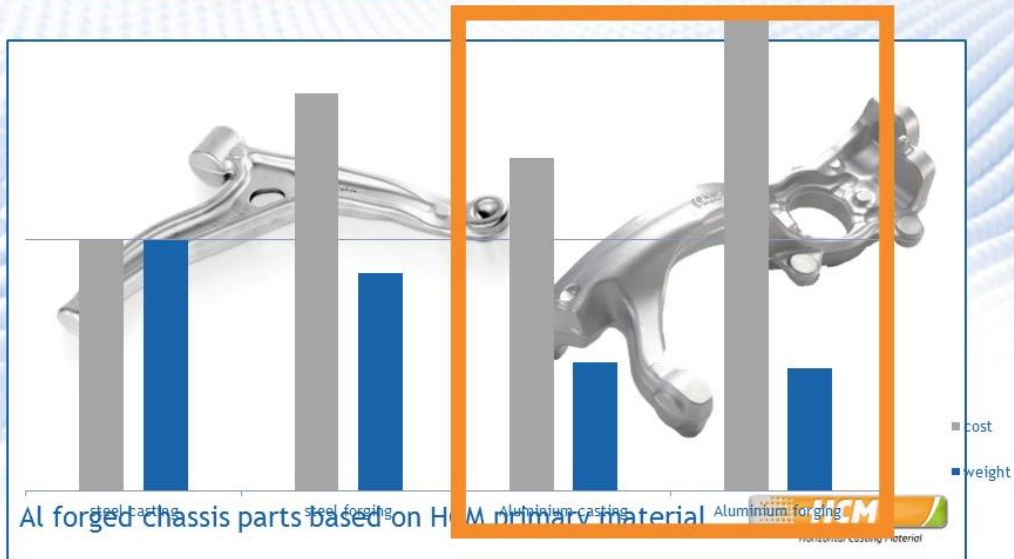


CONTENT COMPANY TECHNOLOGY PROSPECTS

FORGING (FINISH FORGING)

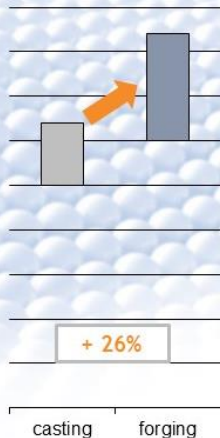


STEEL TECHNOLOGIES VS. ALUMINIUM TECHNOLOGIES

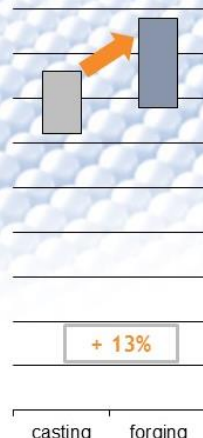


ALUMINIUM CASTING VS. FORGING - CHARACTERISTICS

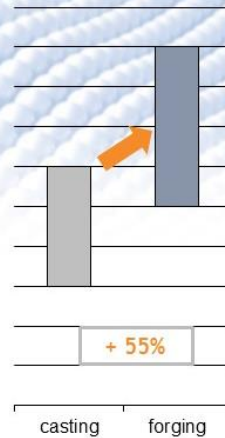
yield strength
RP0,2 [MPa]



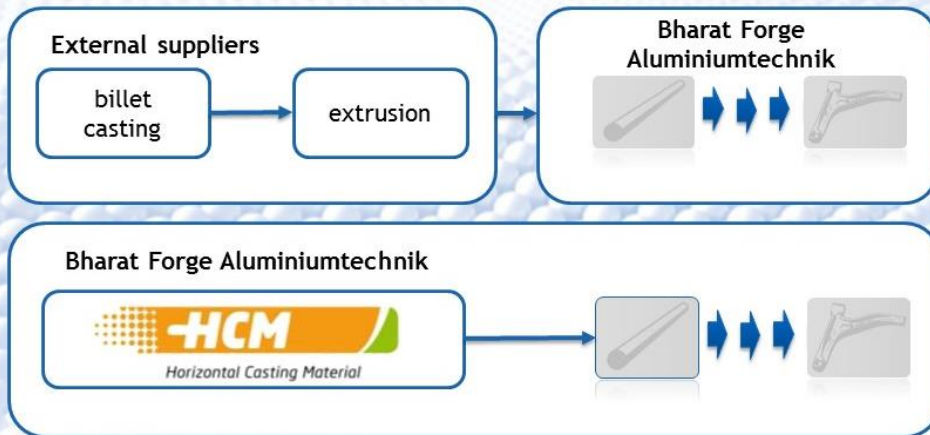
ultimate tensile strength
Rm [Mpa]



ultimate elongation
A5 [%]



COMPARISON EXTRUSION VS. HCM AS PRIMARY PROCESS FOR FORGING



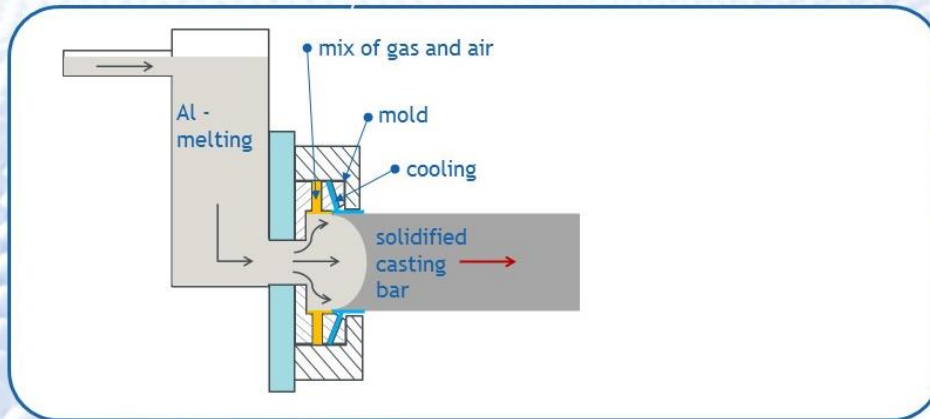
- Independence from external extrusion suppliers
- Closed material loop - more economical - environmentally friendly

OUR INNOVATION – HCM (HORIZONTAL CASTING MATERIAL)



already used for: Volkswagen Group, Maserati, GM, Daimler

TECHNICAL BACKGROUND OF HCM



- ➔ Continuous casting process - very efficient
- ➔ Very smooth surface - no additional peeling effort



PRECIPITATION IN EXTRUDED AND HCM - PRIMARY MATERIAL

Extruded material

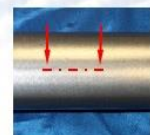


lengthwise cut; polished

HCM material



lengthwise cut; polished



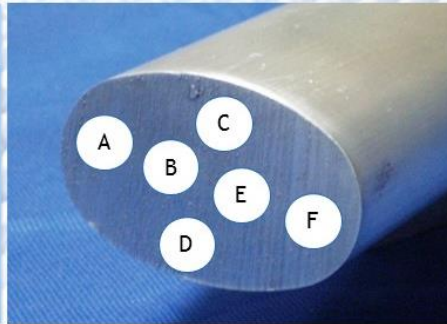
lengthwise cut

- ➔ Precipitation equally distributed
- ➔ Not directionally



MECHANICAL CHARACTERISTICS OF HCM- MATERIAL AFTER T6 PROCESS

sample area	direction	Rp0,2 [MPa]	Rm [MPa]	A5 [%]
A	length	331,1	393,8	15,2
B		339,9	393,5	14,6
C		328,3	391,9	13,6
D		331,1	393,7	15,6
E		339,8	393,1	14,2
F		332,3	395,3	16,5
A - F	crosswise	328,7	390,7	13,8



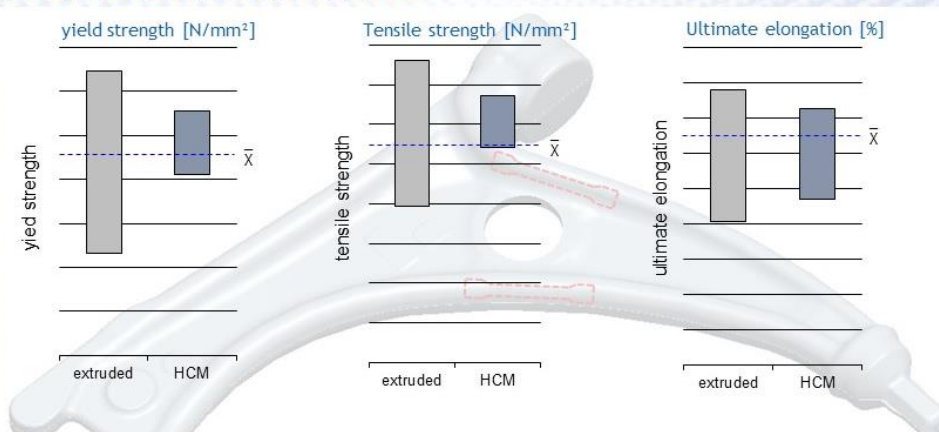
tensile according to DIN EN ISO 6892-1
sample form according to DIN 50125 – B5x25

Sample position in the HCM material

- High mechanical characteristics already in heat-treated cast state
- No directional dependence



MECHANICAL CHARACTERISTICS - FORGED CONTROL ARM LINKED TO RAW MATERIAL PROCESS

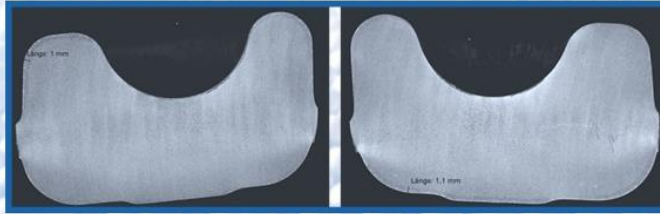


analysis of longterm series production (appr. 2.000 parts)
Comparison of forged parts based on extruded and HCM - raw material

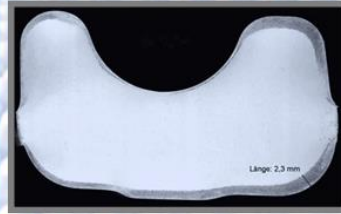


STRUCTURE ANALYSIS AT FORGED PART

Forged profil based on HCM primary material



Forged profil (extruded primary mat.)



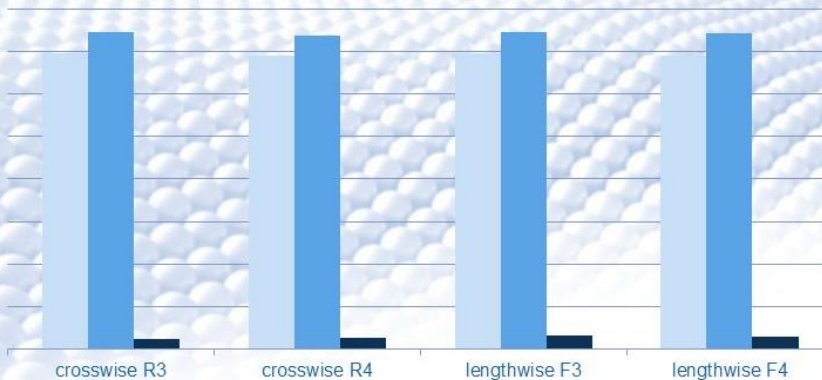
HCM - effects a very small marginalized layer of recrystallisation (appr. 1mm)

- ➔ Safety buffer for long life fatigue strength
- ➔ Perfect material characteristics to enable assembling of bearings (rolling)



MATERIAL CHARACTERISTICS – LINKED TO SAMPLE POSITION

■ yield stress Rp0,2 [MPa] ■ ultimate tensile strength Rm [MPa] ■ ultimate elongation A [%]

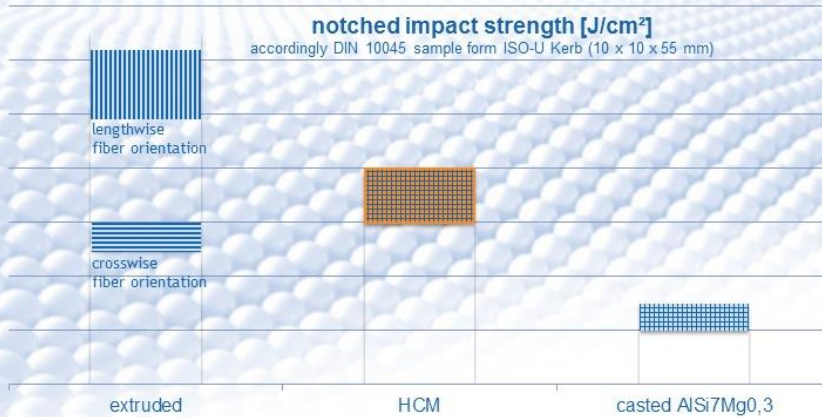


- ➔ Using HCM - there are no important effects for the material characteristics linked to the sample position
- ➔ very safe designing process fulfilling the request of function



CONTENT COMPANY TECHNOLOGY PROSPECTS

MATERIAL CHARACTERISTICS – OVERLOADING EFFECT LINKED TO FIBER ORIENTATION

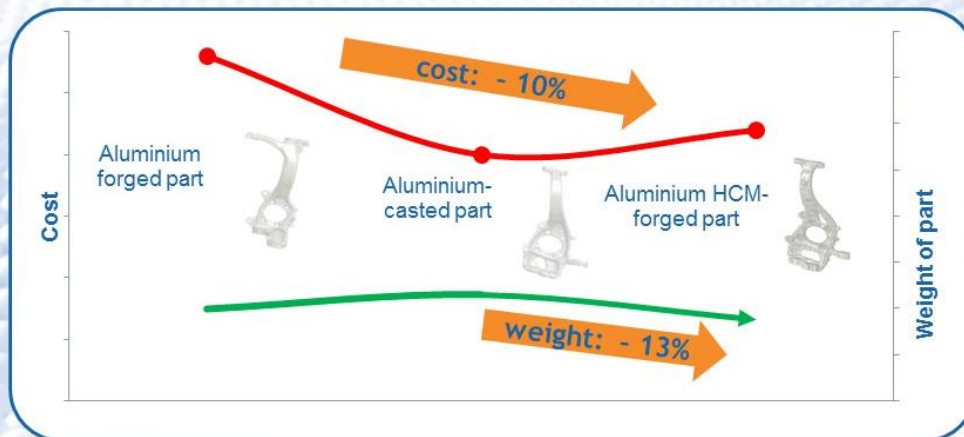


→ HCM enables independent from fiber orientation a uniform performance on a respectable level in case of overloading



CONTENT COMPANY TECHNOLOGY PROSPECTS

WEIGHT AND COMMERCIAL EFFECT OF HCM AND FORGING



→ HCM - forged chassis part will not replace all the other solutions but will add a well performing and cost efficient solution to solve our challenges



COMPANY

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TECHNOLOGY

- ➔ Product focus
- ➔ Al Casting vs. Aluminium Forging
- ➔ HCM – Base for chassis parts' safety

PROSPECTS

- ➔ BFAT – Al chassis specialist worldwide
- ➔ BFAT – Full service partner for OEM
- ➔ BFAT – Synonym for material and design improvement

BHARAT FORGE – FULL SERVICE FOR LIGHT WEIGHT CHASSIS

Customers' needs

- COx reduction
- NOx reduction
- Driving pleasure
- Safety
- Economical cars



... lead to

OEM needs regarding chassis

- Weight reduction
- Premium performance
- Safety reserve
- Reliable parts
- Competitive suppliers



... are challenging us as

Your partner with

- Light weight design
- Optimized material properties
- Reliable production processes
- Efficient production technology

THANK YOU FOR YOUR ATTENTION !

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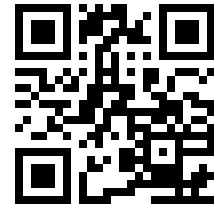
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PROCUREMENT SYMPOSIUM

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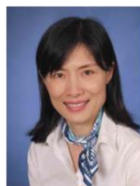
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