

## Asia 2015 6<sup>th</sup> - 8<sup>th</sup> of Jul

### AUTOMOTIVE LIGHTWEIGHT

# PROCUREMENT SYMPOSIUM

Jumeirah Himalayas Hotel in Shanghai, China



#### SYMPOSIUM FOCUS

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

## HIGHLIGHTS

### • INTERNATIONAL SPEAKERS

AUDI - MAGNA - DGS - GEELY - NOVELIS - JSC - VOESTALPINE, ...

### • LIGHTWEIGHT TECHNOLOGY EXHIBITION

DGS - StrikoWestofen - Kurtz - Novelis – Idra

### • SIMULTANEOUS INTERPRETING

Chinese - English / English - Chinese

#### ATTENDING COMPANIES



#### MEDIA & ORGANIZATION PARTNERS



Brings together the procurement and supply side of lightweight materials and their advanced processes in accompany with cost balance or reduction....

## 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

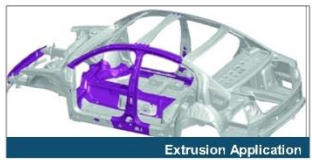
AluMag as your provider of automotive research and forecasting studies, offers you and your business, the market intelligence you need to realize the best strategic decisions



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-search 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

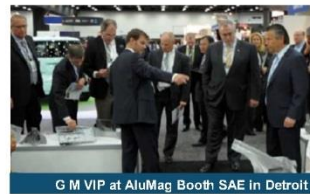
- Organization of Technical & Commercial Roadshows
- Oversea Commercial & Technical Events
- Host In-House Events & Presentation
- Common Technology Booth at Leading Exhibitions

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 Jul: Automotive Light-weight Procurement Symposium in Shanghai, China
- 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



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



Mr. Jost GÄRTNER  
Managing Partner  
AluMag® Automotive GmbH  
Kirchplatz 1a  
59706 Mendon  
GERMANY  
Tel.: +49 2373 929492  
j.gaertner@alumag.de  
German & English



Ms. Ying ZHOU  
Project Coordinator  
Japan & China  
AluMag® Automotive GmbH  
Kirchplatz 1a  
59706 Mendon  
GERMANY  
Call: +49 172 6415876  
y.zhou@alumag.de  
German & English & Chinese & Japanese



Mr. Roberto BOEKER  
Managing Partner  
AluMag® Automotive LLC  
42055 Michigan Avenue  
Canton, MI 48105  
USA  
Call: +1 248 962 5086  
r.boeker@alumag.de  
English & German & Spanish



Mr. Thomas KATZMARK  
New Business Development Manager  
AluMag® Automotive LLC  
20829 Sunnydale  
Farmington Hills, MI 48336  
USA  
Call: +1 313 410 0965  
t.katzmark@alumag.de  
English



Mr. Jesper LARSEN  
Manager Market Research  
AluMag® Scandinavia  
Byagorvænget 58  
8330 Beder  
DENMARK  
Call: +45 2573 8790  
jlarsen@alumag.de  
German & English & Danish



Ms. Jacqueline TEUBER  
Senior Roadshow Organizer  
AluMag® Automotive GmbH  
Kirchplatz 1a  
59706 Mendon  
GERMANY  
Tel.: +49 2373 929496  
j.teuber@alumag.de  
German & English



Mr. Ricardo SCHOER  
Senior Consultant  
AluMag® Automotive LLC  
Av. San Antonio 189-131  
Col. Napoles 03810  
MEXICO  
Call: +52 55 4002 0501  
r.schoer@alumag.de  
English & German & Spanish





**Asia Automotive Lightweight Procurement Symposium**  
**6th – 8th of July 2015**  
Jumeirah Himalayas Hotel in Shanghai, China.



**AluMag Automotive GmbH**  
**Jost Gaertner**  
**Managing Partner**  
**Tel.: +49 2373 929492**  
**Cell: +49 172 6000569**  
**[j.gaertner@alumag.de](mailto:j.gaertner@alumag.de)**  
**[www.alumag.de](http://www.alumag.de)**

**AluMag®**  
Europe ■ India ■ Americas ■ Asia  
**THE MARKET DEVELOPER**

## Company Speechs by:

<u>Audi AG</u>	<u>10</u>
<u>Magna Steyr Engineering AG &amp; Co KG</u>	<u>16</u>
<u>DGS Druckguss Systeme AG</u>	<u>42</u>
<u>Guangdong Hongtu Technology Co.,Ltd</u>	<u>58</u>
<u>Kurtz GmbH</u>	<u>68</u>
<u>Voestalpine AG</u>	<u>90</u>
<u>JSC Automotive Consulting Co. Ltd.</u>	<u>108</u>
<u>StrikoWestofen GmbH</u>	<u>124</u>
<u>Geely Automobile Research Institute</u>	<u>140</u>
<u>Novelis China</u>	<u>156</u>
<u>Sapa Technology Asia</u>	<u>174</u>
<u>Kobelco (China) Holding Co Ltd.</u>	<u>202</u>
<u>GASGOO Research Institute</u>	<u>224</u>
<u>AluMag Automotive GmbH</u>	<u>225</u>

# Agenda

## Agenda: (Is Continuously Being Updated)

### Monday The 6th Of July – Jumeirah Himalayas Hotel, Shanghai – 6th Floor

06:00pm - 10:00pm

Pre-registration and Welcome Reception

### Tuesday The 7th Of July – Jumeirah Himalayas Hotel, Shanghai – 6th Floor

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. Frank VENIER, Strategy and Innovation; Lightweight Design Centre at AUDI AG

**Lightweighting SUV - The New Audi Q7 In Multimaterial Car Body Design**

10:25am – 11:00am

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

11:00am – 12:00am

Paper 1 – Part 1:

Mr. Gerhard KRACHLER, Director Advanced Development & Product Strategy at MAGNA STEYR Engineering AG & Co.KG

Paper 1 – Part 2:

Mr. Christian JURICEK, Manager R&D Europe at COSMA MAGNA International

**Magna's Global Advanced Lightweight Competences**

12:00pm – 01:45pm

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

01:45pm – 02:25pm

Paper 2:

Mr. Andreas MUELLER, CEO at DGS Druckguss Systeme AG

**Localization And Industrialization Of Cast Aluminium Structural Applications**

02:30pm – 03:10pm

Paper 3:

Mr. Li WAN, Vice President at Guangdong Hongtu Technology (Holdings) Co Ltd

**Aluminum Alloy High Vacuum Die Casting Technology And It's Application On Automotive Structural Parts**

03:15pm – 03:45pm

Paper 4:

Mr. Lothar HARTMANN – Managing Director Foundry Machines & Trimming Presses at Kurtz GmbH

Mr. Michael BARTEL – Asia Sales Manager Foundry Machines & Trimming Presses – Kurtz GmbH

Low Pressure Casting

A traditional casting technology helping to step ahead for light weight solutions in engine block manufacturing

03:45pm – 04:15pm

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

04:15pm – 04:55pm

Paper 5:

Mr. Peter BERNSCHER, Member Of The Board & Director Automotive Body Parts at Voestalpine Metal Forming GmbH

**Lightweight Solutions In The Automotive Industry By Voestalpine**

05:00pm – 05:55pm

Closing Keynote:

Mr. Jochen SIEBERT, Managing Partner at JSC Automotive Consulting Co. Ltd.

**Outlook And Hurdles Of The Chinese Economy And Automotive Industry**

05:55pm – 06:00pm

Summary:

Ms. Ying ZHOU, Project Coordinator China – Japan at ALUMAG Automotive GmbH

06:00pm - 10:00pm

Reception Sponsored By StrikoWestofen

Dinner Speech – Part 1:

Mr. Rudolf RIEDEL – Group Managing Director at StrikoWestofen GmbH

Dinner Speech – Part 2:

Mr. Rainer ERDMANN – Managing Director Asia Operations at StrikoWestofen Thermal Equipment Co.Ltd

**Profits With Light Metal Castings Start In The Melt Shop**

# Agenda

## Agenda: (Is Continuously Being Updated)

### Wednesday The 8th Of July

08:15am – 08:55am

Opening Keynote:

Prof. Fei XIONG Chief Engineer & Director of Auto Lightweight Department at GEELY

#### **Automotive Lightweight Promoting The Application Of Aluminium**

09:00am – 09:40am

Paper 1:

Mr. James LIU, Managing Director and Vice President of Asia Auto at NOVELIS China

#### **High Volume Aluminum Solutions For Lightweighting**

09:45am – 10:25am

Paper 2:

Dr. Jin HOU – General Manager – Sapa Technology Asia

#### **High Performance Aluminium Alloys For Automotive Light-Weighting**

10:25am – 11:00am

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

11:00am – 11:40am

Paper 3:

Mr. Yoshikazu MUKAI, Executive Vice President & Technical Specialist at Kobelco Automotive Aluminium Rolled Products (China) Co.,Ltd – Shanghai Branch

#### **Kobe's R&D Activities For Automobile Lightweighting**

11:45am – 12:25pm

Closing Keynote:

Mr. Martin SHI, Chief Editor at GASGOO International And Senior Analyst at GASGOO Research Institute

#### **The Status And Development Trends Of China Automobile Lightweight**

12:30pm – 12:35pm

Summary:

Mr. Jost GAERTNER, Managing Partner at ALUMAG Automotive GmbH

12:45pm – 01:00pm

Walk To The SNIEC  
Shanghai New International Expo Centre

01:00pm – 01:40pm

Reception With  
Snacks & Finger Food at the SNIEC

01:40pm – 05:30pm

Individual Or Guided Visit At The 2015 "Aluminium China " And "China Diecasting" Exhibitions

---

Backup Speech

Mr. Jost GAERTNER, Managing Partner at AluMag Automotive GmbH

#### **Top 16 Global Ranking Of Aluminium And Magnesium Foundries By Revenue**

# EXHIBITOR

**DGS Druckguss Systeme AG**  
CHE 9015 St. Gallen-Winkeln  
Tel.: +41 71313 8888  
[www.dgs-druckguss.com](http://www.dgs-druckguss.com)



**IDRA CHINA Limited**  
200122 Pudong  
Tel.: +86 21 68751216  
[www.idrachina.com](http://www.idrachina.com)



**Kurtz GmbH**  
97892 Kreuzwertheim  
Tel.: +49 9342 807 0  
<http://www.kurtzrsa.de>



**Novelis China**  
CHN 201103 Shanghai  
Tel.: +86 21 60355121  
[www.novelis.com](http://www.novelis.com)



**StrikoWestofen GmbH**  
GER 51643 Gummersbach  
Tel.: +49 2261 709 10  
[www.strikowestofen.com](http://www.strikowestofen.com)





**Mr. Andreas Mueller**  
**CEO**

**DGS Druckguss Systeme AG**  
**CHE 9015 St. Gallen-Winkeln**  
**Tel.: +41 71313 8888**  
**[www.dgs-druckguss.com](http://www.dgs-druckguss.com)**

## **TITLE**

### **Localization And Industrialization Of Cast Aluminium Structural Applications**

## **ABSTRACT**

Automotive manufacturers and their suppliers must innovate in all areas of vehicle design, in order to maximize fuel efficiency to meet federal CO2 guidelines. To realize this goal, automakers started in the late 90ies to integrate aluminium cast parts not only in the hang on parts, but also in the body-inwhite car structure (BIW).

German OEMs, as innovation leaders on this sector, started with those BIW structures in the premium car segments, like the Audi A8. Meanwhile also cars in the field of middle sized class, like the new Daimler C-Class, have a wide range of different structural casted parts, which led to a weight reduction of around 100kg per car. Some European Companies, one of them is the DGS-Group, got specialised in this growing sector of structural castings over the last decade. To realise the necessary mechanical properties, new alloys, a new vacuum supported casting process and new heat treatment technology needed to be developed and industrialised. Due to largely increasing volumes and necessary price reductions, the processes needed to be redesigned, i.e. with highly automated deburring- and machining-processes.

Many Casting companies had to bear millions of EUROS, Swiss Francs, Dollars etc. for development and ramp up costs for this new technology over the last years. Anyhow, as one of the technology leaders in this segment, DGS needed to create a strategy to be one of the first companies producing such parts in China and to meet the demands of their customers. These demands have been i.e. to assure worldwide all the same specifications and quality as in Switzerland/Europe and being able to realise very quick ramp-up times in 4 continents nearly at the same time.

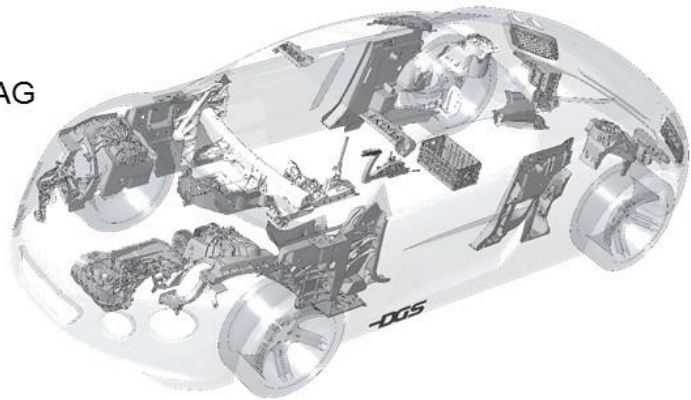
The key to success was the decision of our customer, to involve key suppliers very early in the product development process and to support all the suppliers during the final product and process development. All involved casting suppliers worldwide have been linked together in project development meetings, which assured same construction and process philosophies over all casting suppliers. For us as DGS this led to a global partnership, which helped both sides to assure same quality, fast ramp up times and quick know-how transfer over 3 continents. Another key factor for us as supplier was, to assure the same level of technology in China as in Switzerland and to assure, having all necessary people trained in time. The speech and the presentation will give a better insight in these processes, in the strategy and in the way of realisation of this challenging project.





## Localization And Industrialization Of Cast Aluminum Structural Applications

Dipl.- Ing. Andreas Müller  
CEO of DGS Druckguss Systeme AG



“Asia Automotive Lightweight Procurement Symposium”  
6th – 8th of July 2015, At the Jumeirah Himalayas Hotel in Shanghai, China



## Content

1. Overview DGS Group
2. Trends in automotive industry
  - a) Globalization
  - b) Platform strategy
  - c) Lightweight development
3. Customer's view: project Daimler C-Class BR205 with worldwide production sites
4. Strategy of DGS to meet customer demands

*Customer's view*

# DGS Druckguss Systeme AG



## Overview DGS-Group

### 3 Locations

- Switzerland, St. Gallen since 1950
- Czech, Liberec since 1999
- China, Nansha since 2007, new plant since 2013

### Products

- High pressure die casting parts in aluminum and magnesium
- 90% automotive, 10% commodity
- Structural parts, transmission- steering- and aggregate components

### Expertise

- System provider with material,- product-and process development
- Casting, heat treatment, machining, coating and assembly
- 48 die casting machines from 250to. to 3200to.

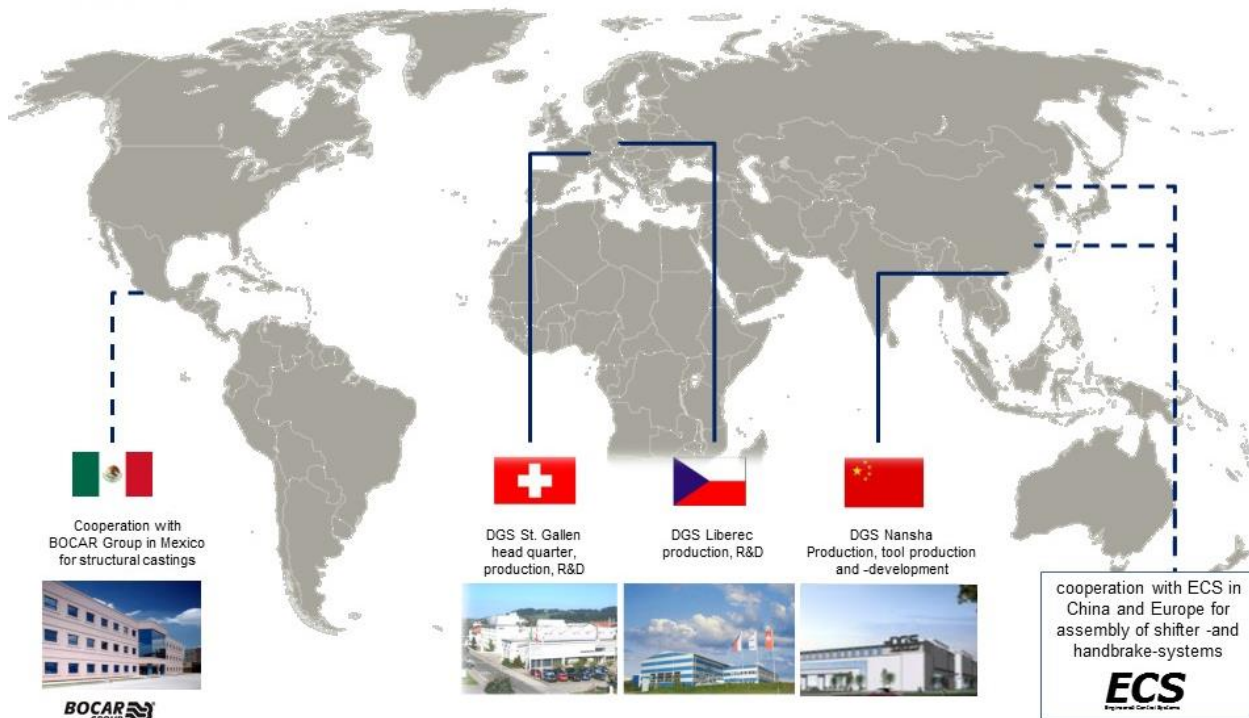
### Employees

- 900 employees (Switzerland 370, Czech Republic 320, China 210)
- Head Quarter and R&D in Switzerland
- Globally acting project teams

**Innovations and globalization are driver for our growth !**



## DGS Locations incl. Cooperation



# DGS Druckguss Systeme AG



## History



## DGS customers and products





## Trends in the automotive industry

### Globalisation

- German OEM's localize production in NAFTA and Asia
- Parallel ramp ups of new cars in all countries
- Suppliers have to follow their OEM-customers and have to globalize their production network



### platform strategies

- Number of platforms decrease by -30% down to 150 till 2020
- „Top Ten“ platforms double their volumes to 33 Mio. cars per year
- VW and Daimler Benz will have >95% of their car production on 3 platforms each !



### light-weight-construction

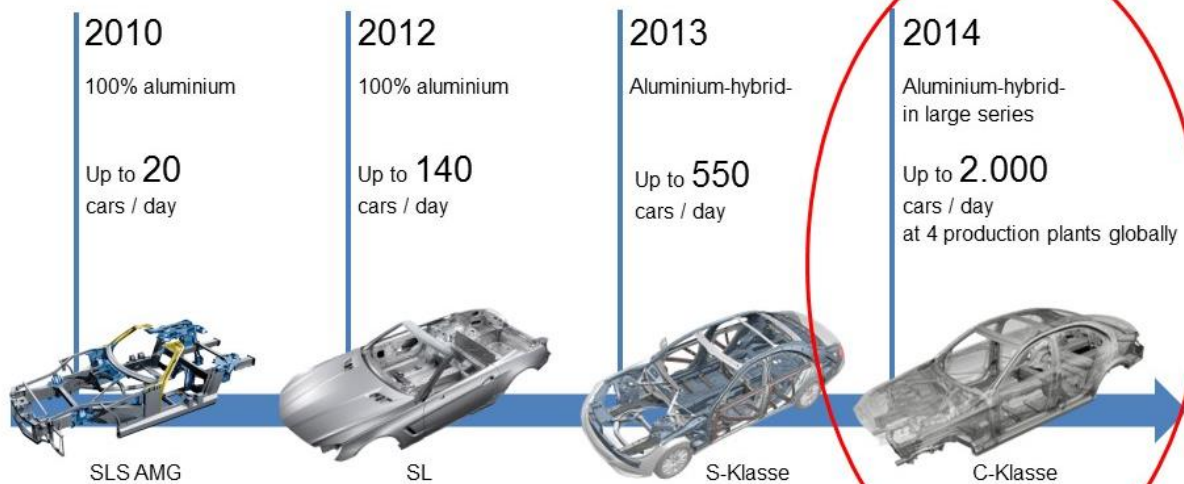
- new models get lighter (i.e. new VW Golf -100kg, new c-class -100kg, new Audi Q7 -300kg)
- usage of aluminum per car was 50kg in 1990, 140kg in 2010 and in 2020 we expect 160-180kg aluminum per car in average



## Daimler's C-class project



*Customer's view*



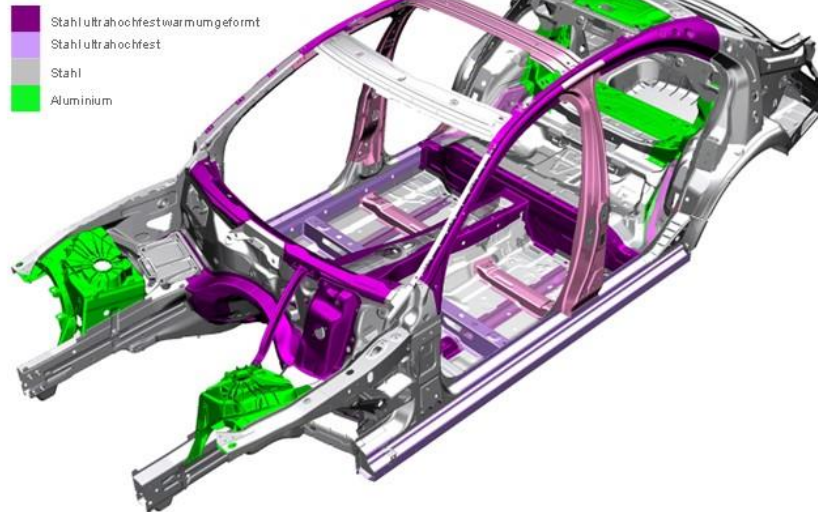
Source: Presentation at Aalen Symposium in May 2015 by Dr. M. Pfitzer



## Daimler's C-class project

### Umsetzung des Leichtbaukonzepts für die neue C-Klasse

*Customer's view*







Source: Presentation at Aalen Symposium in May 2015 by Dr. M. Pfitzer



## Structural parts in Mercedes' BR205 C-class

*Customer's view*

 <p><b>Konsole Federbeindom LI+RE</b> Gewicht ca. 3,1 kg Größe 450 x 420 x 330 mm<sup>3</sup> zentraler Anguss über 3-Platten-Werkzeug, Federbeinanlagefläche und Fahrwerkaufnahme integriert</p>	<p><b>Querträger über Hinterachse</b> Gewicht ca. 5,2 kg Größe 425 x 1140 x 125 mm<sup>3</sup> Hinterachsverschraubung und Fahrwerkaufnahme integriert</p> 
 <p><b>Aufnahme Stossdämpfer LI+RE</b> Gewicht ca. 2,5 kg Größe 530 x 295 x 410 mm<sup>3</sup> Anlagefläche für Stossdämpfer integriert, modellspezifische Bearbeitung</p>	<p><b>Längsträger LI+RE</b> Gewicht ca. 1,4 kg Größe 480 x 315 x 290 mm<sup>3</sup> Hinterachsverschraubung integriert</p> 

AISI10MnMg nach DBL4918.30 mit zweistufiger Wärmebehandlung, Allgemeintoleranz nach MBN36022

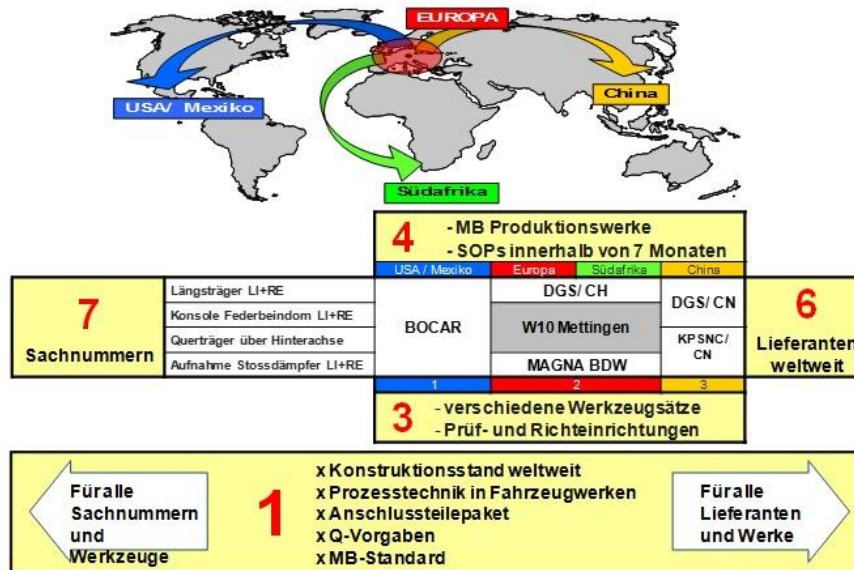
Source: Presentation at Aalen Symposium in May 2015 by Dr. M. Pfitzer



## Global setup

### Internationaler Produktionsverbund - Übersicht

*Customer's view*



Source: Presentation at Aalen Symposium in May 2015 by Dr. M. Pfitzer



## Challenges of global setup

*Customer's view*

- Structural parts in large series
- worldwide availability of structural parts
- supplier qualification – new suppliers and new locations without experience in structural castings
- 4 SOPs within 7 months
- 3 suppliers for each part in each car-production site of Daimler
- 3 car-production plants out of 4 without experience in structural castings
- Transport times for parts and tools
- Mutual understanding about norms, specifications and requirements
- Time-lag, language, cultural differences, different public holidays

Source: translated from Presentation at Aalen Symposium in May 2015 by Dr. M. Pfitzer



## Success factors for Daimler's global setup

*Customer's view*

- prototype-tool concept was taken over as series-concept for NAFTA production
  - mutual fixation of technical realization for each part together with lead supplier; realization by all further suppliers with same concept
  - trials for packaging and transport; worldwide common concept for packaging
  - up to now exchange of experiences concerning technology between casting companies in cooperation with Daimlers R&D; this assured fast development of high level of maturity in the processes
- ⇒ deep and trustful mutual teamwork in global project team between suppliers and Daimler

Source: translated from Presentation at Aalen Symposium in May 2015 by Dr. M. Pfitzer



## Key factors of DGS's strategy

1. Innovation in key product segments with mutual R&D projects together with our key customers
2. Early stage globalization
3. Cost optimization by automatisation, intelligent tool concepts, developing LCC-cost base
4. Clear focus on key products
5. All necessary processes incl. process development in-house; tool-development and -production in house
6. Intense training programs in Switzerland and China
7. Partnerships to ensure fast know-how transfer, having competence in all process steps and global setup



## DGS's in-House strategy



- all processes in-house
- lean factory setup
- high productivity
- short lead times and reaction times
- best practice engineering
- no interface problems
- low buffers



## DGS's approach to meet targets

1. 4-cavity tools on 3200t DCM in Europe for highest productivity
2. central project management incl. design of processes by respecting local requirements and frame conditions
3. new Greenfield site in China for optimised layout
4. central sampling of tools in Europe, also for partner Grupo Bocar in Mexico
5. open book philosophy with Daimler's foundry and with partner in project „Grupo Bocar“
6. Deepen and intensifying partnership with **GRUPO BOCAR** 
7. Own tool-shop in China to assure optimised know-how transfer to China





## DGS's technical competence for structural parts

1. Sophisticated Tool development with using state of the art simulation tools and realizing
  - a) extremely high vacuum
  - b) Multi-cavity tools
  - c) Special cooling areas capable for minimum spraying, i.e. by using 3D-printed inserts
2. Mutual alloy- and heat-treatment-process development together with customers lead to additional weight saving potential of 10% in compare to state of the art materials and processes



## Pictures from production in Switzerland



Die casting cell 3200t for 4-cavity production



## Pictures from production in Switzerland



Heat-treatment line



## Pictures from production in Switzerland



- 1) Heat-treatment
- 2) Robot grinding
- 3) Measuring, correcting
- 4) machining
- 5) Helicoil assembly

Heat treatment, grinding, measuring, machining and assembly process chain



## Pictures from production in Switzerland



Robot grinding



Measuring, correcting



machining, helicoil assembly



## DGS China at a glance

### Location

- Nansha/Guangzhou (Province Guangdong)
- approx. 10'000m<sup>2</sup> production space at new Greenfield plant in stage 1

### Alloys

- **Aluminum** 226-AlSi9Cu3 (Fe), AlSi10MgMnSr
- **Magnesium** AZ91, AMZ40

### Expertise

- high pressure die-casting incl. heat-treatment, machining and assembly
- 10 DCM (350t up to 1650t), partially in hybrid for Al and Mg
- Tool shop for tools up to 1600t die casting machines

### Employees

- 210 employees



# DGS Druckguss Systeme AG

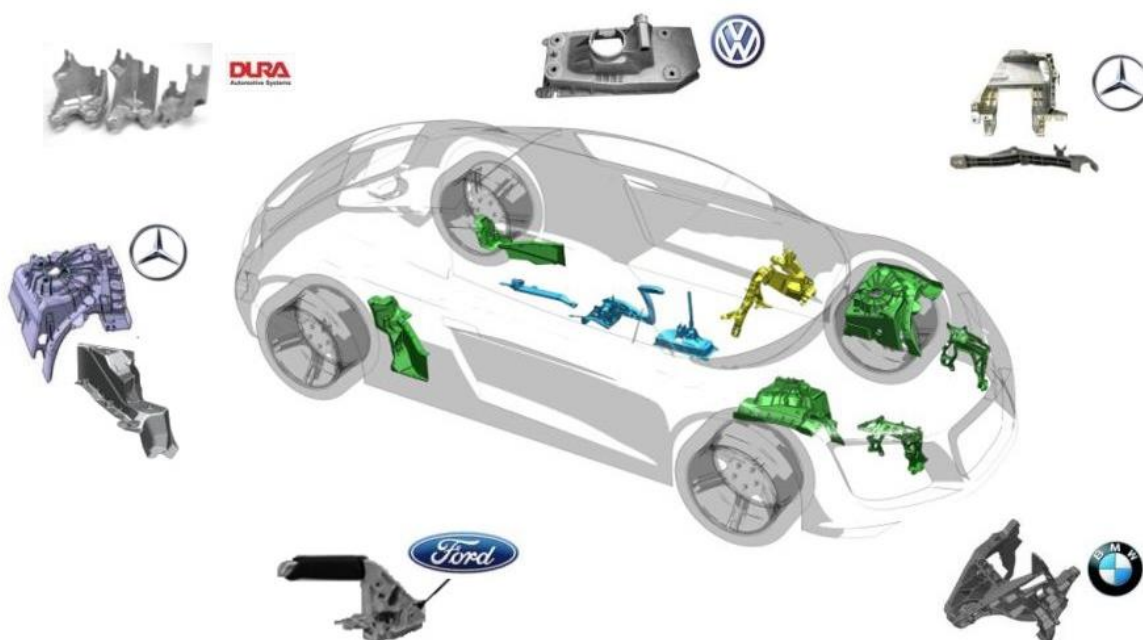


## Development of China plant

- 2012 • Start planning & construction
- 01/2013 • First machine installed
- 10/2013 • First shot structural part opening ceremony
- 07/2014 • Official SOP of Daimlers BR205 C-Class structural parts



## Products of DGS Nansha



# DGS Druckguss Systeme AG



## Pictures of DGS Nansha



## Pictures from DGS Nansha





## DGS Nansha: grinding, correction and machining



## DGS Nansha: tool shop





Feel free to contact us

**DGS Druckguss Systeme AG**  
Industriestrasse 10  
CH-9015 St. Gallen  
Tel. :+41(0)71 313 88 88  
Fax :+41(0)71 313 88 00

**DGS Druckguss Systeme s.r.o**  
Volgogardská 89  
CZ-460 10 Liberec 10  
Tel. :+420(0)48 242 97 10  
Fax :+420(0)48 515 10 64

[www.dgs-druckguss.com](http://www.dgs-druckguss.com)

**DGS China Co., Ltd.**  
Plot 1-17 B, Meide Road 2, Zhujiang Industrial Park, Nansha District  
CN-51462 Guangzhou  
Tel. : +86 (0)20 8498 2488  
Fax : +86 (0)20 8498 2428



Thank you !

# We Welcome You To Our Next Event

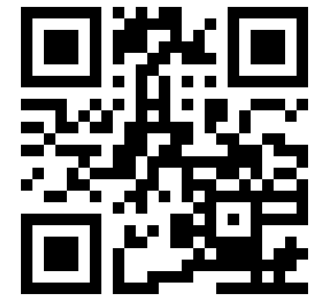
**AluMag®**  
**North America 2015** 9<sup>th</sup> - 11<sup>th</sup> of Nov  
AUTOMOTIVE LIGHTWEIGHT  
**PROCUREMENT SYMPOSIUM**  
Westin Hotel in Detroit, USA



**AluMag®**  
**AluMag SAE 2016** 12<sup>th</sup> - 14<sup>th</sup> April  
Light Weighting - Emission Reduction - Car Comfort  
Technology Center, Booth # 763 - Detroit - Cobo Center, MI USA



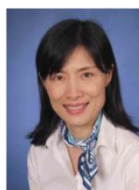
**AluMag®**  
**Europe 2016** 27<sup>th</sup> - 29<sup>th</sup> of Nov  
AUTOMOTIVE LIGHTWEIGHT  
**PROCUREMENT SYMPOSIUM**  
Hilton Hotel in Duesseldorf, Germany



## CONTACTS & PROJECT TEAM



**Mr. Jost GAERTNER**  
Managing Partner  
AluMag® Automotive GmbH  
Kirchplatz 1a  
58706 Menden  
GERMANY  
Tel.: +49 2373 929492  
j.gaertner@alumag.de  
German & English



**Ms. Ying ZHOU**  
Project Coordinator Japan & China  
AluMag® Automotive GmbH  
Kirchplatz 1a  
58706 Menden  
GERMANY  
Cell: +49 172 6415876  
y.zhou@alumag.de  
German & English & Chinese & Japanese



**Mr. Jesper Ove LARSEN**  
Manager Market Research  
AluMag® Scandinavia  
Byagervænget 69  
8330 Beder  
DENMARK  
Cell: +45 2573 8790  
j.larsen@alumag.de  
German & English & Danish



**Mr. Roberto BOEKER**  
Managing Partner  
AluMag® Automotive LLC  
42056 Michigan Avenue  
Canton, MI 48188  
USA  
Cell: +1 248 962 5086  
r.boeker@alumag.de  
English & German & Spanish



**AluMag®**  
Europe ■ India ■ Americas ■ Asia  
**THE MARKET DEVELOPER**



**Mr. Ricardo SCHOER**  
Senior Consultant  
AluMag® Automotive LLC  
Av. San Antonio 189-131  
Col. Napoles 03810  
MEXICO  
Cell: +52 55 4002 0501  
r.schoer@alumag.de  
English & German & Spanish



**Ms. Jacqueline TEUBER**  
Senior Roadshow Organizer  
AluMag® Automotive GmbH  
Kirchplatz 1a  
58706 Menden  
GERMANY  
Tel: +49 2373 929496  
j.teuber@alumag.de  
German & English



**Mr. Thomas KATCHMARK**  
New Business Development Manager  
AluMag® Automotive LLC  
20929 Sunnydale  
Farmington Hills, MI 48336  
USA  
Cell: +1 313 410 0865  
t.katchmark@alumag.de  
English