

Suppliers Convention

The international subcontracting forum at HANNOVER MESSE 2012



NEW TECHNOLOGY FIRST
23.- 27. April 2012 · Hannover · Germany



Don't miss this exciting multidisciplinary lecture and discussion forum Expert talks and panel discussions daily from 10 a.m. to 5 p.m., Hall 4/E50

The subcontracting industry is under pressure to supply products with greater functionality, reduce CO₂ emissions and compete in increasingly globalized markets. Subcontractors are taking on ever-increasing levels of complexity and responsibility as they diversify their expertise base to accommodate growing manufacturer expectations. These issues will be discussed at the Suppliers Convention, a quality, professional discussion platform for direct dialogue between experts from both sides of the subcontractor-manufacturer partnership. Each day will be dedicated to a different industry-specific theme. Be a part of this important event, which in 2011 attracted more than 850 industry professionals interested in learning about the latest innovations and technological developments.



“The Suppliers Convention is a key forum where all the latest trends and developments in the subcontracting and user industries are presented and discussed.”

Dr. Theodor L. Tutmann, Spokesman
for the German Subcontracting Industry Association (ArGeZ)

Daily program

Monday	23 April 2012	China as a major industrial nation
Tuesday	24 April 2012	Automotive sector as a technology driver/Casting technology
Wednesday	25 April 2012	Forging technology: product and process innovation/ System suppliers
Thursday	26 April 2012	Subcontracting trends in mechanical and plant engineering
Friday	27 April 2012	Joining and fastening technologies/Lightweight construction

Ideal partners

The Suppliers Convention will again be co-organized by the German Subcontracting Industry Association (ArGeZ), which represents around 10,000 industrial suppliers throughout Germany. The association provides a forum for ongoing dialogue between suppliers and their user industries.

Working with the experts

Closely allied with the SME-dominated subcontracting industry, *Industrieanzeiger* (published by Konradin Verlag) is the ideal partner for the Suppliers Convention. The Convention's quality program and thematic coverage owe much to the trade journal's wide-ranging subcontracting industry expertise.

Expert platform for subcontractors

→ Monday: China as a major industrial nation

In recent decades, China has evolved from a low-cost production location into a strategically important market for European manufacturers. Chinese subcontractors, on the other hand, have successively strengthened their own international market position by acquiring solid European companies. How are these developments affecting our own domestic markets? What should companies interested in developing the Chinese market and investing in China be aware of?

→ Tuesday: Automotive sector as a technology driver/foundry technology

Faced with regulatory pressure to reduce fuel consumption and CO₂ emissions, automotive manufacturers and their suppliers are increasingly turning to new lightweight materials and construction techniques. For instance, innovations in the foundry industry are opening the way for the energy-efficient production of intelligent components with added functionality and increasingly complex geometries. The growing use of high-strength steels and fiber-reinforced plastics is also contributing to weight savings and improved safety performance. How are these developments impacting the machines and processes we use in our factories? How can energy efficiency and cost saving measures be built in?

→ Wednesday: Forging technology – product and process innovation/System suppliers

The forging sector is facing some major challenges. The trend towards lightweight construction, in particular, necessitates key changes in structural design and production to accommodate new materials and processing technologies. At the same time, to stay competitive, companies need to cut costs by boosting their energy efficiency and reducing their raw material inputs. These trends plus the need to supply perfectly integrated solutions to their customers are increasingly prompting subcontractors to band together with OEM's as system partners in network-like alliances. How should companies in the sector respond to these developments? How can these optimized production processes be delivered within the constraints of energy- and cost efficiency?

→ Thursday: Subcontracting trends in mechanical and plant engineering

While innovation and new production technologies come at a cost, they are also the key to securing a stable position in today's highly competitive global markets. Energy efficiency measures and highly flexible, integrated manufacturing processes, such as those used in the hybrid technology sector, can help companies cut their costs and maintain their technological edge. How can subcontractors capitalize on these developments? What impact will they have on their production processes and workforces? What has been the experience of companies who have already gone down this track?

→ Friday: Joining and fastening technologies/lightweight construction

High-performance joining and fastening technologies are integral to industrial production. The new materials, reduced material thicknesses and multi-material structures that are increasingly used in lightweight construction are driving innovation in joining and fastening technology. Adhesive bonding technology, in particular, is growing in importance in key industries, such as the aviation and automotive sectors, and increasingly also in the renewables and mechanical engineering sectors. What do manufacturers need to consider when selecting and using adhesive bonding technologies? What is the future role of these technologies in lightweight construction processes that use multiple materials?

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