



# 7<sup>th</sup> Global Foundry Sourcing Conference 2010

September 16<sup>th</sup>, 2010 Grand Regency Hotel, Qingdao, China

**Sponsors:** China Foundry Suppliers Union (CFSU) Suppliers China Co., Ltd. (SC)

**Co-sponsor:** National Technical Committee 54 on Foundry of Standardization Administration of China

**Organizer:** Suppliers China Co., Ltd. (SC)

**Supporting Media:** *FOUNDRY, China Foundry ( English Edition ), Special Casting & Nonferrous Alloys, Modern Cast Iron, China Foundry Machinery & Technology, Research Studies on Foundry Equipment, Foundry Trade Journal, Foundry-Planet, Casting Area, TMS, Ask-chemicals, Foundry Gate, MMR, ME-METALS, KCI, CFN.....*

**Conference Purpose** is to establish a communication and trading platform for global casting purchasers and Chinese casting suppliers.

**Seminar:** opportunities are provided for the suppliers to display samples. The purchasers make purchasing presentations and set tables for communication and negotiation with suppliers

**Attention:** **only open to the suppliers and purchasers registered in advance, while not being available for ordinary visitors.**

**Official Website:** <http://en.fsc86.com>

## Conference Review

The 6<sup>th</sup> Global foundry sourcing conference 2010 was held successfully at Rainbow Hotel from March 24<sup>th</sup> to 25<sup>th</sup>, 2010 (Hereinafter referred to FSC Conference) The 6<sup>th</sup> FSC Conference attracts 100 more delegates from worldwide countries. They are from America, Canada, Germany, UK, Spain, Switzerland, Denmark, Australia, Japan, India, Singapore etc, 25 world's Top 500 industries attend this conference. They are ABB, Siemens, Fiat, Magna, Crane, Alstom, Metso, Danieli, JTKET, Electrolux, Linde Forklift, Wartsila, Gamesa, Dresser, Blackwood from Australia and so on. They made purchasing professional purchasing presentations for their Casting sourcing strategies in China, specific purchasing lists, purchasing requirements and qualities required to enter their supply chain for suppliers.

More than 160 casting suppliers from the enterprises of self-owned foundry plants participate in 6<sup>th</sup> FSC Conference which have already passed one or more International and environmental protection system certificate. All of them have strong manufacturing and research abilities. Such as one of the largest railway casting manufacturers in the world of Tian Rui Group, the European Manufacturing Enterprise of Auto Castings with the Longest History of Infun Cast Co., Ltd, the famous auto castings manufacturing enterprises of Shanghai Sandman, the precision casting leader in China of Dongying Giayoung Precision Metal Co., Ltd. and the well-known valves castings supplier of Shandong Jianhua Valve Making Co., Ltd. The above enterprises made professional productions presentations and attracted more purchasers' attentions. Besides, 24 casting enterprises showed their casting samples to attract purchasers to visit and negotiate. They are Bosch Brakes ( Dalian ), Shanghai HEBA, Wuxi Huanyu, Guizhou Anji Nonferrous, Valmate Industrial, Fujian Xinwei.

## Conference Characteristics

- **Specialty:** Focusing on castings;
- **Internationalism:** The buyers are mainly from North America, West Europe, Japan, Korea, as

well as domestic manufacturers requiring large procurement etc. Most of the suppliers have their own factories in China mainland.

- **Targeted service:** At the request of buyers, SC will invite appropriate suppliers or assigned suppliers, and assist buyers forming business partnerships with suppliers before the conference;
- **Reliability:** All the information on suppliers and buyers will be strictly examined by SC;
- **Feasibility of trade agreements:** Purchase discussion, purchase explanation and the products promotion conference will help facilitate an understanding between buyers and suppliers, the goal of the trade agreement will then be realized;
- **Interactivity:** SC will assist you in operating casting transaction with the aim of creating a purchasing platform both online and offline. Apart from having collected over 2800 Chinese casting suppliers' information on their scope of business, orientation of products, standard authentication, casting technology, manufacturing capacity and annual output, etc., our online platform –[www.Foundry-Suppliers.Com](http://www.Foundry-Suppliers.Com) also contains all the detailed information regarding purchasing blueprint/drawing papers, manufacturing requirements and contact information of transnational casting purchasers to promote online trading for both the suppliers and purchasers.

### As suppliers

- ❖ Having over 20 employees in your company with ISO/QS/TS certificate or QC/QA process, understanding products' drawings and requirements in English;
- ❖ Good quality products and guarantee delivery times;
- ❖ Having World's Top 500 customers or having plans for expanding international markets;
- ❖ Seeking more customers to avoid the risks of too centralized customers;
- ❖ Deciding to make further progress and expand business.
- ❖ Seeking for new business partners and replacing the old customers who were unable to meet your requirements on the basis of a better business.....

### At the FSC, you will find:

- Professional foundry sourcing buyers from Europe, North America and Japan, etc.
- Possibility of talking with several purchasers face-to-face at the same time.
- Professional casting purchasers more efficiently than in traditional shows.
- Opportunities to contact with overseas purchasers directly.
- A professional e-commerce exchange platform for global foundry at [www.foundry-suppliers.com](http://www.foundry-suppliers.com)

### As suppliers, you can:

**Register for free membership:** Casting suppliers can register for free membership on the website of China Foundry Suppliers Union -- [www.foundry-suppliers.com](http://www.foundry-suppliers.com) and post your company introduction and trade leads which will be listed in the China Foundry Suppliers Database free of charge;

**Register for full membership:** Full membership can browse the details of buyers in Global Casting Buyers Database including drawings, annual purchasing value, and contact information, etc. Full membership fees: \$ 600 per year.

**Participate in the conference:** negotiate with overseas purchasers

Fees: Domestic Participants: \$ 300 per standard seat \$ 450 for each VIP seat

Equipment Manufacturer: \$ 450 per standard seat

(Including a full set of conference materials, a conference lunch and full membership service for two months)

**Participate in the exhibition:** SC will set products booth for suppliers and recommend suitable purchasers 60 days before the conference opening. Fees: \$ 800 per booth for castings suppliers; (Including one standard seat, a complete set of conference materials, the conference lunch and full membership service for three months)

**Products promotion:** SC will release related information on overseas and domestic media, be responsible for recommending purchasers 60 days prior to the conference beginning, providing further communications and 365-day tracking services;

Charge: \$ 2,000 per 25 minutes, including a two-person VIP seat, a booth, the complete set of conference materials, a conference lunch and full membership service for half a year.

**Supporting Approach:** Playing the company promotion PowerPoint before conference beginning or during the conference rest time.

### **Scope of Participating in FSC Conference for Suppliers' products:**

**Castings:** grey iron, nodular iron, malleable cast iron, vermicular cast iron, alloy cast iron, alloy steel, carbon steel, magnesium alloy, aluminum alloy, zinc alloy, copper alloy, etc. aeronautics, computer, communication, electronics, household appliance, etc. automobile, internal-combustion engine, ship machinery, construction machinery, heavy machinery, textile machinery, agriculture machinery, railway machinery, machine tools, general machinery, etc. valve, pipes and fittings, manhole covers, pump, heating and plumbing, hardware, etc. garden chairs, art casting, etc.

### **Related casting equipment**

die-casting equipment, casting machinery, apparatus, materials, processing control, detection simulation software etc.

### **Participating Process**

Complete and seal the application form → Send via email or fax to SC → Confirmation will be given by SC within 48 hours → Send fees to SC's designated account → Submit related information to SC → Form business partners before the conference → SC will send a detailed procedures and an introduction letter to you 30 days prior to the conference beginning → The introduction letter will advise on check in times → Attend the meeting

### **Contact Suppliers China Co., Ltd. (SC)**



Address: 3-1-801 Metro Paradise, NO.8, Huangtai Road, Qingdao, China

Tel: +86-532-8380 5316

Fax: +86-532-8380 5156

E-mail: [info@fsc86.com](mailto:info@fsc86.com)

Website: <http://en.fsc86.com>

<http://www.foundry-suppliers.com>

## Suppliers Application Form

The following company applies to participate in “7th Global Foundry Sourcing Conference 2010” and agrees to follow the organizer’s arrangements. (Please seal and return the form by email or fax to the sponsor).

Company Name	Chinese				
	English				
Company Add.					
Linkman		Position		Mobile	
Tel		Fax		E-mail	
Legal Person		Website			
Established		Registered Capital		Curr	
Enterprise Nature	<input type="checkbox"/> domestic enterprise <input type="checkbox"/> Sino-foreign joint ventures enterprise <input type="checkbox"/> foreign enterprise <input type="checkbox"/> others			Enterprise Type	<input type="checkbox"/> manufacturing <input type="checkbox"/> trading <input type="checkbox"/> both
Business Type	<input type="checkbox"/> export <input type="checkbox"/> for the domestic market <input type="checkbox"/> both			Target Market	
Annual Production Value			Annual Export Value		
Products					
Applied Fields					
Q C					

1.  Participation in the conference

This company applies for \_\_\_\_\_ standard seat(s), \$ 300 for per castings suppliers  
 \_\_\_\_\_ VIP seat(s), \$ 450 for per castings suppliers

Participation in the exhibition

This company applies for \_\_\_booth(s) for  casting exhibition  extending materials  others  
 Charge \$ 800 per each booth for castings suppliers including a standard seat, a chair and a table.

Products promotion seminar: Charge \$ 2000 for castings suppliers including one booth and two VIP seats.

2. Total: \_\_\_\_\_ Date of payment: \_\_\_\_\_

3. Applicants please complete, seal and return the application form by email, fax to organizers.

Applicants are required to pay full fees within 7 days.

4. Register for a supplier membership at [www.foundry-suppliers.com](http://www.foundry-suppliers.com) . You can post your products and browse the information on products drawings, requirement, and contact details of global casting buyers.

5. Send conference fees to designated Bank Account of FSC Organizing Committee.

Company Seal:  Signature of Applicant:   Date: _____
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Organizer: Suppliers China Co., Ltd. Contact man: Tel: +86-532-8380 5316 Fax: +86-532-8380 5156  Date: _____
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