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Presents

The 6th Annual International Conference on
Doing Automotive Business in China

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Global Sourcing & China's Automotive Industry

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- ✓ Attend a unique, workshop-style two-day conference to discuss sourcing, supplier chain development and procurement in China
- ✓ Learn about policy issues pertaining to China's automobile market as China becomes a member of the World Trade Organization
- ✓ Presentations from top Chinese and expatriate executives who are most experienced and knowledgeable about China
- ✓ Indispensible networking opportunity in doing automotive business in China

Featuring

- * FAW Group
- * Shanghai-GM
- * Shanghai-VW
- * Ford China
- * Dongfeng-Citroën
- * Yueda-Kia
- * Geely
- * Qingling

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by:



Time: December 10-11, 2001

Venue: Regal International East Asia Hotel, Shanghai

Plus!

An Executive Tour of
OEM and Supplier Companies
on December 12, 2001

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Find out about attendee
evaluations of our first five
conferences held in Detroit,
Beijing and Shanghai!

Global Sourcing and China's Automotive Industry

Day One: Monday, December 10, 2001

07:30 Breakfast & Registration
Sponsored by MICHELIN

08:10 Chairman's Opening Remarks

**PANEL I.
GLOBAL SOURCING AND POLICY ISSUES**

08:20 Guest Speaker
Zhu Xiaoming (Inviting)

Director, SHANGHAI FOREIGN ECONOMIC
RELATIONS AND TRADE COMMISSION

08:45 Foreign Investment Taxation in Post-WTO
China



Zhang Zhiyong

Director, Foreign Investment Taxation
STATE ADMINISTRATION OF TAXATION

09:10 Central Planners Confront the Market: The
10th Five-Year Plan for the Auto Industry



Wayne W.J. Xing

Editor/Publisher
CHINA BUSINESS UPDATE

09:35 Questions & Answers

10:15 Refreshment Break

**PANEL II.
SUPPLIER CHAIN DEVELOPMENT (I)**

10:30 China's WTO Entry and Global Sourcing: A
Cultural Challenge



Thomas G. Putvin

Former Director, GM Worldwide Purchasing
President
Putvin Enterprises Inc.

10:55 Strengthen FAW's Sourcing Practice in
Building A Competitive Supply Network



Xu Xianping

Director, Purchasing
FIRST AUTOMOBILE GROUP CORP.

11:20 Tier I Supplier Sourcing in China -- A
Visteon Perspective

Todd Fortner

OEM Sales Manager
VISTEON CHINA

11:45 Questions & Answers

12:25 Luncheon for Delegates and Speakers
Sponsored by SAPA

**PANEL III.
SUPPLIER CHAIN DEVELOPMENT (II)**

13:30 Building A Competitive Supply Chain and
Developing A Global Sourcing System



Yuan Gang

Director, Technology and Purchasing
DONGFENG-CITROEN AUTOMOBILE CO.

13:55 Developing OE Business in China as A
Global Supplier



Bernard Delmas

Vice President, OE Business and R&D
MICHELIN ASIA-PACIFIC

14:20 Building A Successful Sino-Japanese Joint
Venture in A Global Setting



Pan Yong

Vice President
QINGLING AUTOMOBILE CO., LTD.

14:45 Questions & Answers

15:25 Refreshment Break

**PANEL IV.
BUILDING SUPPLIER BASE FOR NEW OEMS**

15:40 Sourcing for A New OE Manufacturer -- The
Approach of A Late Comer



Liu Bimao

President
YUEDA-KIA AUTOMOBILE CO., LTD.

Global Sourcing and China's Automotive Industry

Day One and Two: Monday/Tuesday, December 10-11, 2001

16:05



Supplier Base and Global Sourcing -- Ford's Experience in China

Jack H.T. Cheng
Director, Purchasing and Supply
FORD MOTOR CHINA
Director of Purchasing
CHANG'AN FORD AUTOMOBILE CO., LTD.

16:30



Building A Supplier Chain for A Private Car Company in China

An Conghui
Executive Vice President
GEELY AUTOMOBILE CO., LTD.

16:55

Questions & Answers

17:35

Close of Day One

18:00

Cocktail Reception
Sponsored by **MAGNETI MARELLI**

Day Two, Tuesday, December 11, 2001

07:30

Breakfast & Registration
Sponsored by **MICHELIN**

08:10

Chairman's Recap of Day One

PANEL V. LOCALIZATION AND GLOBAL SOURCING (I)

08:20



Local Sourcing, Global Challenge -- Valeo's Responses to the OE and Aftermarket

Ali Ordoobadi
Chief Representative
VALEO CHINA

08:45

Localization and Forward Sourcing: The New Process at Shanghai-VW

Norbert Vogt

Deputy Manger, Forward Sourcing
SHANGHAI-VOLKSWAGEN

09:10



From Localization to Global Sourcing -- Cummins Engine's Practice in China

Harry W. Zhao
Director of Operations
CUMMINS ENGINE (BEIJING)

09:35

Questions & Answers

10:15

Refreshment Break

PANEL VI. LOCALIZATION AND GLOBAL SOURCING (II)

10:30



Localization of Aluminum Heat Transfer Materials in China

Torbjorn Sternsjo
Managing Director
SAPA HEAT TRANSFER (SHANGHAI)

10:55



Purchasing and Supplier Management at Shanghai-GM

David S. Whitman
Executive Director, Materials Management
SHANGHAI-GM AUTOMOBILE CO., LTD.

11:20



Developing Local Sources for Critical Raw Materials in Asia and China

Daniel S. Ma
Vice President & Managing Director
QUAKER CHEMICAL ASIA PACIFIC

11:45

Questions & Answers

12:25

Luncheon for Delegates and Speakers
Sponsored by **QUAKER CHEMICAL**

13:30

Round-Table Discussion and Networking for Conference Dalegates and Speakers

15:30

End of Seminar Program

Tuesday, December 11, 2001

13:30-

17:00

Global Sourcing Workshop
(Separate Program in Chinese) 全球采购中文讲座

08:00-

Wednesday, December 12, 2001
Executive Tour
Sponsored by **VISTEON**

PROGRAM SUBJECT TO CHANGE

Check with Registration Desk about Executive Tour Details

Global Sourcing and China's Automotive Industry

Conference Speaker Profile

An, Conghui, is Executive Vice President of Geely Automobile Co., Ltd., a privately owned auto manufacturer. Mr. An entered the Geely Group in 1996 upon graduation from the Hubei University of Economic Management with a BA in Accounting. An became the president of Merrie Automobile Manufacturing Co., one of Geely's two car assembly plants, last year. He took the current position earlier this year after the two plants merged into Geely Auto.

Cheng, Jack H.T., is Purchasing & Supply Director of Ford China in Beijing. Mr. Cheng is a 20-year veteran with Ford Motor Company starting as a product design engineer in 1981 at Ford Lio Ho in Taiwan. Before taking up the current position, Cheng held numerous positions in product planning, development, supply and purchasing in the US, Australia, Taiwan and the UK. He was purchasing director of Jiangling Motors Corp., Ford's first whole vehicle JV in China. Cheng holds a BA in Mechanical Engineering from the National Cheng Kung University in Taiwan.

Delmas, Bernard, is Vice President for OE Business and R&D of Michelin Asia-Pacific in Tokyo. Mr. Delmas joined Michelin in 1979. After working as a researcher and recruiting executive at Michelin headquarters in Clermont Ferrand, Delmas moved into technical development working both at Michelin's tire JV in Japan and Michelin Technology Center in Ladour, France. He has been CEO of Michelin Research Asia since 1995. Delmas holds a BA in Material Physics and an MBA from HEC/ISA.

Fortner, Todd, is OE Sales Manager, Visteon Automotive Systems China. Mr. Fortner has worked in China since 1992, first with GM China and later with Lamb Technicon. Prior to his current position, Fortner worked as a senior consultant with PricewaterhouseCoopers China. He holds an MBA at the University of Michigan, Ann Arbor.

Liu, Bimao, is President of Yueda-Kia Automobile Co., Ltd., a joint venture between Yueda Group at Yancheng, Jiangsu Province and Hyundai/Kia of Korea. Prior to his current position, Mr. Liu was President of Yancheng Ocean Shipping Co. For many years Liu was a captain with Tianjin Ocean Shipping Co.

Ma, Daniel S., is Vice President and Managing Director of Quaker Chemical Asia/Pacific. Since joining Quaker in 1993, Mr. Ma has been responsible for setting up joint ventures in China, India and Australia. Prior to 1993, Ma was with PPG Industries, responsible for the company's fiberglass business in Asia. Along with this position, Ma has over 23 years of experience with Ciba-Geigy in various management positions in the US, China, Switzerland and Asia Pacific.

Ordoobadi, Ali, Ph.D., is Chief Representative of Valeo China after serving for two years as Deputy General Manager of Valeo Wenling Automotive Systems in 1997-1998. He joined Valeo in 1988 and has over the years held various positions in R&D, international sales and marketing and international development. Dr. Ordoobadi holds a BS, MS and PhD in Mechanical Engineering from the Universite de Technologie de Compiegne.

Pan, Yong, is Vice President of Qingling Automobile Co., Ltd. in charge of sales and purchasing. Mr. Pan entered Qingling in 1977 upon graduation from Hunan University with a BA in Automobile Engineering. During his 22 years at Qingling, Pan worked as a design engineer till 1985 when he rose to be assistant to the president. In 1988 he became Chief Economist and took up the current position in 1995.

Putvin, Thomas G., is President of Putvin Enterprises Inc., an independent consulting firm. With over 30 years of experience in supply chain management with GM, from which he recently retired, Mr. Putvin was involved in GM two vehicle ventures in China, Shanghai-GM and Jinbei-GM. He holds a BS degree from the University of Detroit and is guest lecturer at Michigan State University.

Sternsjo, Torbjorn, is Managing Director of SAPA Heat Transfer (Shanghai) Ltd. Mr. Sternsjo joined SAPA Heat Transfer AB of Sweden in 1994. Prior to his association with SAPA, Sternsjo worked at SKF (Sweden) in product engineering and logistics for two years before becoming a project leader in logistics and IT at SAAB Aircraft (Sweden) in 1989-1994. Sternsjo holds a BS in Industrial Engineering and Management Studies at the Institute of Technology, Linkoping University.

Vogt, Norbert, is Deputy Manager of Forward-Sourcing at Shanghai-Volkswagen. Mr. Vogt started his career with Volkswagen in Germany as a trainee upon graduation in 1989 from Wirtschaftingenieurwesen at the Fachhochschule Karlsruhe and from the Polytechnic in Nottingham, England a year later. Over the years he worked as a buyer of gaskets, belts, filter and rubber parts, a project coordinator for the Golf A3 and manager of capacity planning and budget planning for purchasing.

Whitman, David S., is Executive Director of Materials Management at the Shanghai-GM Automobile Co., Ltd. Mr. Whitman has spent most of his career in materials management at manufacturing facilities and corporate offices. He has worked in China for four years involved in plant start-ups and new vehicle launches. Whitman holds an MBA from the Michigan State University.

Xing, Wayne, W.J., PhD, is President of Gnix Transpacific Co., Ltd. a US corporation with an office in Beijing. Dr. Xing is also Editor/Publisher of China Business Update, Gnix's subsidiary specialized in information and consulting on the emerging Chinese auto market. Xing holds a BA in English from the Beijing University of Foreign Studies, an MA from the Beijing Institute of Journalism and an MA and PhD in History from the University of Massachusetts, Amherst.

Yuan, Gang, is Director of the Department of Technology and Purchasing at Dongfeng-Citroen Automobile Co., Ltd. in Wuhan. Prior to his current position, Mr. Yuan was with the corporate finance and accounting office in charge of funding. Yuan holds an MA in Technical Economics from Zhejiang University.

Zhang, Zhiyong, is Director, Department of Foreign Investment Taxation under the State Administration of Taxation. A graduate of Beijing University of Foreign Studies with a BA in English, Mr. Zhang has worked over the past 17 years on the formulation of policies and administration of foreign related taxation.

Zhao, Harry W., is Operations Director of Cummins Engine (Beijing). Mr. Zhao joined Cummins in 1987 and since then has held numerous positions in manufacturing engineering, purchasing and global sourcing. Zhao has direct purchasing responsibilities for Dongfeng Cummins Engine Corp., one of Cummins' key joint ventures in China. He holds a BS degree in Manufacturing Systems Engineering from GMI Engineering & Management Institute and an MBA from Indiana University.

Benefits for Attending This High-Level Conference

Dear Automotive Executive:

China Business Update is proud to present to you our 6th annual international conference, *Global Sourcing and China's Automotive Industry*, to be held in Shanghai on December 10-11, 2001.

As always, our annual conference offers a rare opportunity for you to meet with leading automotive executives and discuss with them how to do business in the world's largest emerging auto market. As an attendee, you are guaranteed to receiving the following benefits:

- * Experience a unique, workshop-style two-day conference on sourcing and supply chain development issues in China;
- * Learn about latest policy and regulations as China becomes a WTO member and enters into its 10th Five-Year Plan period;
- * Enjoy insightful presentations of case studies of both vehicle and component joint ventures in China;
- * Find out perspectives from both sides of joint-ventures on issues of localization, raw materials procurement and logistics;
- * Meet with top Chinese executives who are most experienced in working with foreign partners;
- * Meet with expatriate executives who are veterans in the Chinese automotive market;
- * Participate in an executive tour of OE and supplier companies on December 12;
- * Receive conference documentation which includes handbook materials on doing auto business in China, a value of \$595;
- * Receive a free copy of *China's Automobile Industry Annual Report 2001*, a value of \$395.

If you feel you have not been rewarded with the above at the end of the conference, **CBU** guarantees a 100% refund of your conference fees. As conference chair, I urge you to consider attending this high-level event.

Wayne W.J. Xing, Ph.D., Conference Chair

Attendee Evaluations of CBU's Previous Five International Conferences Held in Detroit, Beijing and Shanghai:

"I have been to many conferences on China. This one is the best." -- Dana Corp. "Extremely satisfied!" -- Paccar International
"Your conference consistently draws top Chinese automotive executives, a real gem among China conferences." -- Delphi Automotive Systems
"This is a fabulous, intensive and in-depth overview of joint venturing in China. Excellent organization!" -- Michigan State Job Commission
"Excellent! One of the best I have attended in any industry." -- Trust Company of the West "It was worth the trip!" -- KS Kolben Schmidt GmbH

THREE EASY WAYS TO REGISTER

☎ **CALL: (413) 253-5477; ☎ FAX: (413) 253-2775**

Email: conference@cbuauto.com, jiayi@cbuauto.com

✉ **MAIL:** P.O. Box 1368, Amherst, MA 01004-1368, U.S., or
1G Guomen Bldg., 1 Zuojiashuang, Beijing 100028, China
Tel. (010) 8451 2511; **Fax** (010) 8451 2512

Conference Fees

Two-Day Conference Only \$995.00
Two-Day Conference & Executive Tour \$1,290.00
Global Sourcing Workshop (program in Chinese) \$295.00

Early bird discount: \$100 off if paid by November 9, 2001

Group rates: \$200 off for the 3rd and subsequent participants
CBU-Auto/-Autostats subscribers, **MEMA** members: \$100 off

(Conference fees cover the attendance of the conference and/or executive tour, conference documentation, two breakfasts, two luncheons (three if participating in the executive tour), coffee/soda breaks and cocktail reception)

Payment must be received by December 3. Major credit cards (AmExp, Visa or MasterCard) acceptable. Check payable to **China Business Update** in U.S. dollars drawn on a bank in the U.S.

Cancellation Policy: Should you be unable to attend, a prompt refund will be made to you upon receipt of your written notice (fax acceptable) **ON or BEFORE November 23, 2001.** A \$195 non-refundable registration fee will be deducted from your payment. **NO refund will be made after that date.** Substitutions are acceptable if requests are made **on or before December 3, 2001.**

If, for any reason, **CBU** decides to cancel this conference, we shall offer you a 100 % refund for the conference fees. **CBU** shall not, however, be held responsible for covering airfares, hotel or other costs incurred by registrants.

HOTEL INFORMATION

Regal International East Asia Hotel (*foo-hao-huan-chiu-dong-ya* in Chinese), a five-star 300-room deluxe hotel, is located 12 km from the Hongqiao Int'l Airport. As Shanghai has two **Regal** hotels, tell the driver to go to the one at Hengshan Road (*heng-shaan-loo*). The taxi fare from Hongqiao is around 45 *yuan* (US\$5, including toll and tip). The taxi fare from Pudong Int'l Airport is at least four times higher.

Address: 516 Hengshan Road, Shanghai, 200030

Tel.: (86)(21) 6415-5588 Fax: (86)(21) 6445-8899

Special conference standard room rates:

Single: \$115 Double: \$115

The above rates **INCLUDE** all applicable local occupancy taxes. Conference room rates are valid two (2) days prior to and after the meeting, subject to availability.

Reservation Method: Identify yourself as a **China Business Update** delegate when you make reservation. **CBU** is happy to reserve a room for you upon receipt of your request.

Reservation cut-off date is December 3, 2001. Thereafter, reservations will be taken on a space and rate availability basis. Any reservation not guaranteed by the Hotel will not be held beyond 6:00 p.m. on the arrival date.

Payment method: Hotel accepts major credit cards. Conference attendees are responsible to pay for their rooms, taxes and incidental charges. All charges incurred are to be paid by the individual attendee upon check-out.

Pre-registration

Pre-registration will be available on the evening of December 9. Check with the Hotel to find out pre-registration hours and location. **Remember:** *You need a visa to visit China. The easiest way is to get a tourist visa from the Chinese embassy/consulate.*

Global Sourcing and China's Automotive Industry

Registrations: Please complete and return this entire form (photo copy acceptable) to: CBU Conference Coordinator
MAIL: P. O. Box 1368, Amherst, MA 01004 **FAX:** (413) 253-2775 **CALL:** (413) 253-5477 **E-MAIL:** conference@cbuauto.com
In China: 1G, Guomen Building, 1 Zuojiazhuang, Beijing, 100028 **FAX:** 010 8451 2512 **CALL:** 010 8451 2511 **EMAIL:** jiayi@cbuauto.com

- Yes! Please register the following individual(s):
- Conference Only \$995
- Conference & Executive Tour \$1,290
- Global Sourcing Workshop 全球采购中文讲座 (Program in Chinese) \$295
- Check here if you would like us to book your hotel rooms.

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Registration Form

Global Sourcing and China's Auto Industry

December 10-11, 2001
Regal International East Asia Hotel, Shanghai, China

WHO SHOULD ATTEND

- CEOs and CFOs of automotive OEMs and suppliers
- VPs, Directors, Managers for:
 - International operations
 - Asian business development
 - Global strategy planning
 - Production planning
 - Marketing and sales
 - Supply chain management
 - Corporate affairs
 - Human resources
- Corporate counsels
- Investment bankers
- Exporters and importers
- Attorneys in intl law firms
- Government officials in charge of automotive affairs
- Academics and consultants specializing in the global automotive industry

Register by November 9, 2001 and save \$100!

Look inside for the many benefits in attending this high-level event!