Discuss and network with leading experts in purchasing, logistics and supply chain management from China and Asia

Up to 10,000 visiting suppliers from all provinces in China and the surrounding countries like Korea, Japan, Vietnam, Malaysia and Singapore

25th – 29th September 2016

Shanghai | China
Pre-Event Networking Get-Together
25th September 2016 I JW Marriott Hotel Shanghai Changfeng Park, Shanghai

Meet the participants of the BME China Sourcing Conference and International Sourcing Fair to discuss current trends and challenges in China Sourcing prior to the event. Only for registered participants.

BME CHINA SOURCING CONFERENCE
26th September 2016 I JW Marriott Hotel Shanghai Changfeng Park, Shanghai

With its 11th BME China Sourcing Conference, the German Association Materials Management, Purchasing and Logistics (BME) provides the unique opportunity to learn and discuss about current trends and topics in purchasing and logistics. This year’s conference will focus on the necessity to adapt sourcing strategies in China due to the changing economic environment. Best practices, challenges and risks will be discussed and two parallel sessions will be offered once again. Expand your professional network through conversations and discussions with speakers and participants.

Shanghai International Sourcing Fair – Buyers meet Suppliers
27th – 29th September 2016 I Shanghai Convention and Exhibition Centre

After years of growing success, BME China will once again host the European Sourcing Area at the „International Sourcing Fair“. The ISF is China’s largest reverse sourcing platform focusing on industrial parts, components and equipment. The unique model of “buyers exhibiting and suppliers visiting” continues to attract numerous visitors from all over Asia. It enables search for new business opportunities and supplier identification in just three days. The model is simple but unique: Buyers exhibit samples of their sourcing needs – at the same time visiting suppliers can enter into a dialogue with buyers and establish valuable and concrete business relationships directly at the fair.

“The ISF is the perfect platform for German companies to get into contact with real Chinese suppliers. Over the past few years, the concept of attending the ISF in Shanghai as exhibitor has paid off for Stabilus. We have continuously expanded our supplier portfolio and thus significantly improved our market position in China.”

Stabilus GmbH, Koblenz

“Continuity is an important topic for us. We want to participate on this event on a regularly basis to reach a certain degree of popularity for our company on the market.”

Diehl AKO & Co. KG, Wangen

“With more than 100 generated contacts, we have developed a broad basis of potential new suppliers. Therefore, we plan to attend again in 2016!”

Dräxlmaier Group, Vilsbiburg

“THE door-opener for small and medium sized companies to develop and establish valuable contacts in China”

Carl Leipold GmbH, Wolfach
AGENDA-OVERVIEW

Congress Day, Monday, 26th September 2016

08:15 Registration
09:00 Opening
Christian Staab, Vice President Global Procurement, DRÄXLMAIER Group

09.15 From Good to Great – DHL's Sourcing Transformation in China
Michael Balcomb, Head of Procurement Asia Pacific, DHL Global Business

09.50 Innovative Sourcing – Approaches to ensure it within a complex business environment
Erich Graf, Vice President Corporate Procurement, Diehl Controls

10.25 Coffeebreak, Exhibition and Networking

11.00 China slowing down – Implications for sourcing in the railway sector
Michael Boback, Head of International Procurement Office Asia, Deutsche Bahn

11:30 Panel Discussion
Michael Balcomb, Michael Boback, Erich Graf, Christian Staab

12.30 Lunch, Exhibition and Networking

TRACK I – SME
Best Practices: Small Medium Sized Companies

13.35 Lights & Shadows with Chinese Enterprises – A Stabilus view on Asian market activities
Volker Neuhardt, Supplier Quality Management, Stabilus GmbH

14.05 Supplier Development as an integrated part of Supplier Management
Thomas Haug, General Manager, F. Reyher Asia-Pacific

14.35 Interactive Discussion Session

TRACK II – Fortune 500
Best Practices: Fortune 500 Companies

13.35 Shaping the Future in Supply Chain Management
Stefan Kegel, Vice President Corporate Sector Purchasing, Bosch

14.05 At a Glance – Risk Management and Supplier Management in ZF
Dongxin Fang, Head of Purchasing Production Material, Materials Management Region Asia Pacific, ZF China

14.35 Interactive Discussion Session

15.15 Coffeebreak, Exhibition and Networking

15.50 Think differently - business partnership 2.0
Hao Wu, VP Corporate Purchasing China, Schaeffler China

16.25 The Haiyan Economic Development Zone – Opportunities for German European Companies
Chen Feng, Party Secretary and Head of Haiyan Economic Development Zone

17.00 Summary and Closing

17.15 Networking Event

CONFIRMED PARTNERS AT THIS STAGE

www.bme-asia.com  steffi.xu@bme-asia.com
THE FAIR 2016

- 10,000 visiting suppliers from all provinces in China and the surrounding countries like Korea, Japan, Vietnam, Malaysia and Singapore
- Focus on efficient industrial sourcing
- Organized by Ministry of Commerce of the PRC and Shanghai Municipal People's Government and operated by Shanghai International Sourcing Promotion Centre (ISPC)
- Buyers set up booths and present themselves as a highly interested partner
- Buyers show samples of their requested material/products
- Direct B2B-support: Matchmaking service supported by BME
- BME Closing Event

TARGET GROUP

Purchasing, logistic and supply chain departments of German, European and local companies (located in China or abroad) as well as suppliers, solution and service providers.

HOST

BME China – Your Sourcing Partner in China and Asia

BME is Europe’s leading association in purchasing and logistics. With over 9,000 members we are your partner with a powerful business network for the exploration of new business opportunities in Asia. Our BME China Office in Shanghai is your main platform for supplier-buyer-matchmaking, purchasing manager meetings and qualified sourcing services. We host several international events such as the “Sino-German Supplier Innovation Dialogue”, “China Sourcing Conference” and the annual “International Sourcing Fair” (ISF) in Shanghai, where 8,000 to 10,000 visitors get in contact and exchange experiences.
PARTICIPATION Packages/Fee

**PACKAGE 1: BME CHINA SOURCING CONFERENCE (Conference Only)**
5,800.00 RMB (companies based in China)  
820.00 EUR (companies based outside China)

**Registration fee includes:**
- BME conference ticket for one Person
- BME conference material
- Lunch and coffee breaks
- Afternoon cocktail reception
- Pre Event Network Get Together (25.09.2016)

**PACKAGE 2: INTERNATIONAL SOURCING FAIR (ISF)**
10,000.00 RMB (companies based in China)  
1,420.00 EUR (companies based outside China)

**Registration fee includes:**
- Standard booth in BME European Sourcing Area (3x3; booth personnel not limited)
- Fascia board, table, inquiry desk, 3 chairs, 2 spotlights, supply socket
- BME Area Services
- Additional exhibition space and special equipment on request

**PACKAGE 3: All Inclusive**
15,500.00 RMB (companies based in China)  
2,200.00 EUR (companies based outside China)

**Registration fee includes:**
- BME conference ticket for one Person
- BME conference material
- Lunch and coffee breaks
- Afternoon cocktail reception
- Pre-Event Networking Get-Together (25.09.2016)
- Standard booth in BME European Sourcing Area (3x3; booth personnel not limited)
- Fascia board, table, inquiry desk, 3 chairs, 2 spotlights, supply socket
- BME area services
- Additional exhibition space and special equipment on request
- BME closing event (29.09.2016)

FURTHER INFORMATION

**Participation** After initial online registration at ISF China, your company needs to sign a fair contract with BME for ISF 2016.

**Cancellations** Please note that a service fee of 1,500 RMB/210 EUR will be charged for cancellations received two weeks prior to the event or earlier. For later cancellations the total registration fee will be payable, as well as in case of non-participation. You have the possibility to send another company person as attendee.

**Be a part! – Register NOW**

Your contact BME GERMANY
Riccardo Kurto  
China Appointee of the BME  
Phone: +49 69 308 38 143  
Email: riccardo.kurto@bme.de

Your contact BME CHINA
Steffi Xu  
Director Business Relations  
Phone: +86 21 6082 1127 Ext. 82  
Email: steffi.xu@bme-asia.com
REGISTRATION – FAX OR EMAIL TO: +86 21 6082 1137 / STEFFI.XU@BME-ASIA.COM

I would like to register

☐ PACKAGE 1
   (5,800.00 RMB/820.00 EUR)
   BME China Sourcing Conference

☐ PACKAGE 2
   (10,000.00 RMB/1,420.00 EUR)
   Shanghai International Sourcing Fair – including booth (ISF) – no BME conference

☐ PACKAGE 3
   (15,500.00 RMB/2,200.00 EUR)
   Shanghai International Sourcing Fair (ISF) – all inclusive

Please complete with contact details

Last Name, First Name:

Company:

Position, Division:

Phone, Fax:

Email:

Street or P. O. Box:

Postal/ZIP Code, City, Country:

Date, Signature:

BME (Shanghai) Co., Ltd.
Room 506, BM Tower
218 Wusong Road
Hongkou District
Shanghai 200080, P.R. China