



6th International Colloquium
"Tool and Die Making
for the Future"
September 26 – 27, 2006



WZL
RWTHAACHEN



Fraunhofer Institut
Produktionstechnologie

Tool and Die Making for the Future

The tool and die making industry is still facing major challenges: continually increasing tool making capacity in Eastern Europe and Asia has led to overcapacity and increased market pressure to cut prices. Only businesses that can provide their customers with added value at marketable prices will survive in the long term.

The aim of the 6th International Colloquium "Tool and Die Making for the Future" is to inform about technical and organizational trends in the industry, which participants can utilize to keep their tool and die making companies successful in future.

Renowned speakers from successful international companies, well-known tool and die making businesses and leading research institutes will present groundbreaking tool manufacturing and tool technology innovations as well as new organizational concepts and strategies. A panel of purchasing experts and tool manufacturers will also discuss successful forms of cooperation.

A highlight at this year's colloquium is the "Toolmaker of the Year 2006" award ceremony, when the winner of our "Excellence in Production" competition is named the best tool and die company in the German-speaking region.

The wide range of subjects and their relevance for the industry promises to make the 6th International Colloquium "Tool and Die Making for the Future" just as informative and innovative as in previous years.

We look forward to seeing you there!



Prof. Fritz Klocke



Prof. Günther Schuh

The Colloquium

The program for the 6th International Colloquium "Tool and Die Making for the Future" covers a wide variety of solutions for the challenges faced by the tool and die making industry in high-wage countries currently competing with Eastern Europe and Asia.

Purchasing experts from international companies will be reporting on their tool purchasing strategies and tool sourcing trends. The debate involving both purchasing experts and manufacturers will give participants the opportunity to discuss new forms of cooperation with the speakers. The panel will be chaired by the highly experienced Stefan Schulze-Hausmann.

Successful tool and die makers will be presenting their approaches to tool purchasing, focusing here on standardization in tool manufacturing and the provision of services as a means for differentiating themselves from the competition.

The "Toolmaker of the Year 2006" award will be presented to the winner of the "Excellence in Production" competition on the evening of September 26 – a real highlight of the two-day event. Participants also have the opportunity to hear selected finalists explaining the strategies behind their successful performance.

The focus of the second day is "innovation" - both in terms of tool manufacture and tool technology. Reputable speakers will be giving concise reports on trends and experiences related to the new technologies that are relevant to the tool and die making industry – with plenty of practical examples.

The 6th International Colloquium "Tool and Die Making for the Future" has been planned by the *aachener werkzeug- und formenbau* in such a way that participants can network and gain as much new information about the industry as possible over the course of the two days.

September 26, 2006

08:00 Registration, refreshments, exhibition in
foyer

09:00 **Opening speech**
Prof. Dr.-Ing. Dr.-Ing. E.h. Fritz Klocke,
Prof. Dr.-Ing. Dipl.-Wirt. Ing.
Günther Schuh,
Directors, WZL at the RWTH Aachen and
Fraunhofer IPT

**The global tool and die making industry – challenges of
globalization**

09:15 **“Challenges to the European
Tool Making Industry”**
Joaquim Menezes, President,
ISTMA Europe (International Special
Tooling and Machining Association)

09:40 **“Tool making in China – now and in
the future. Ningbo – China’s tool city”**
Prof. Guansheng Zhang,
Board Director, Ningbo International
Mould Industry Developing Center

10:05 **“Industrial Tool Making in Canada”**
Allan MacDonald,
StackTeck Systems Ltd., Canada

10:30 Coffee break

Customer requirements

11:00 **“Optimizing the interfaces between
tool purchasing, tool providers and
tool users”**
Prof. Dr.-Ing. Dipl.-Wirt. Ing.
Günther Schuh,
Director, WZL at the RWTH Aachen and
Fraunhofer IPT

11:30 **“Practical approaches to reducing
purchasing costs”**
Dr. E. Friedrich Roth,
Director Tooling Europe,
Johnson Controls GmbH

12:00 **“Tool purchasing strategies in a changed environment”**
Siegfried Seufzer,
Strategic Purchasing Manager,
Phillips DAP, Austria

12:30 Lunch

Tool making solutions

14:00 **“Standardization – product and process potential”**
Christian Siebenwurst, Managing director,
Ludwig Gansauge, Head of Process
Management,
Christian Carl Siebenwurst GmbH & Co. KG

14:30 **“Differentiation in the tool making industry – innovation, full service and guaranteed cycle times”**
Günter Hofmann, Managing director,
Werkzeugbau Siegfried Hofmann GmbH

15:00 **“The limits of automation in the tool making industry – lessons learned during the introduction and implementation of automation in practice”**
Martin Günther, Managing director,
Bierlein & Schwarz GmbH & Co. KG

15:30 Coffee break

Panel discussion

16:00 **“The tool making/purchasing interface: confrontation or cooperation?”**
Chaired by Stefan Schulze-Hausmann

Tour of institutes

16:30 **Tour of facilities at WZL and Fraunhofer IPT**

Evening program

19:00 **Award Ceremony
“Toolmaker of the Year 2006”**
Aula Carolina, Aachen

Evening Program

September 26, 2006

Venue: Aula Carolina, Aachen

19:00 Admission, champagne reception

19:30 Welcome speech

19:45 Dinner

21:15 Awards ceremony
"Toolmaker of the Year 2006"

Chaired by
Prof. Dr.-Ing. Dr.-Ing. E.h. Fritz Klocke

Prizes awarded by members of the jury:

- Prof. Dr.-Ing. Dieter Ameling,
President,
German Steel Federation (WV Stahl)
- Pepyn Dinandt,
Chairman of the board,
Mannesmann Plastics Machinery GmbH
- Dr.-Ing. Willi Fuchs,
Executive director,
VDI - Association of German Engineers
- Reemt Janssen,
Managing director,
Arcelor FCS Commercial Deutschland
- Jürgen Meyer,
Deputy Under Secretary,
German Federal Ministry of Economics
and Technology (BMWi)
- Dr. Thomas Schlick,
Managing director,
German Association of the Automotive
Industry (VDA)
- Dr. Wolfgang Sengebusch,
Managing director,
German Engineering Federation (VDMA)

22:15 Concluding remarks

Exhibition

The following companies and organizations are among the exhibitors at this years colloquium:



September 27, 2006

- 08:00 Refreshments, exhibition in foyer
- 08:30 Reports from selected finalists in the
"Excellence in Production" competition
on their strategies for success

Tool making innovations

- 09:30 "Five axis hard machining in the tool
making industry – a processing
challenge"
Prof. Dr.-Ing. Dr.-Ing. E.h. Fritz Klocke,
Prof. Dr.-Ing. Christian Brecher,
Directors, WZL at the RWTH Aachen and
Fraunhofer IPT
- 10:00 Coffee break
- 10:30 "Technological focus: Tools and dies
for the medical industry"
Hans Keller, Head of Manufacturing
Technologies Development,
Aesculap AG & Co. KG
- 11:00 "Tooling material prospects and early
supplier involvement"
Geert van der Linden, Strategic Marketing,
Uddeholm Tooling AB, Schweden
- 11:30 "Automation in the tool making indu-
stry – not all roads lead to sustainable
cost reductions"
Jürgen Röders, Managing director,
G. A. Röders GmbH & Co. KG
- 12:00 Lunch

Tool technology innovations

- 13:30 **“Tool tempering – the key to economic component manufacture”**
Univ. Prof. Dr.-Ing. Dr.-Ing. E. h.
Walter Michaeli, Head of the Institute of
Plastics Processing (IKV) at the RWTH
Aachen
- 14:00 **“Multi-component technology with in-mold assembly”**
Rainer Armbruster, Managing director,
Foboha GmbH
- 14:30 **“Competitiveness through high quality technology – high precision tools for multi-component injection molding”**
Dieter Kley, Head of Tool Making,
Wahl optoparts GmbH
- 15:00 Coffee break

Industrial tool making

- 15:30 **“Industrial tool production systems”**
Christoph Klotzbach,
WZL at the RWTH Aachen
- 16:00 **“Tools in tact”**
Günter Sprecher, Head of Capital
Equipment,
DaimlerChrysler AG
- 16:30 **“The lean tool making enterprise”**
Jörgen Schmeier, Head of Tool Making,
GKN Driveline Trier GmbH
- 17:00 Celebratory drinks in the foyer of the
Eurogress Aachen

Excellence in Production

Putting the best tool and die making companies to the test

The »Excellence in Production« prize will be awarded to the best tool and die making company at this year's colloquium. The "Toolmaker of the Year 2006" is awarded to the winner of a tough assessment process.

The *aachener werkzeug- und formenbau*, the Association of German Engineers (VDI) and the German Engineering Federation (VDMA) have together initiated an exclusive annual competition for companies in the tool and die making industry.

The winner is selected by a renowned jury consisting of representatives from government (the German Federal Ministry of Economics and Technology) and trade associations (VDA, VDI, VDMA) as well as business and science under the patronage of BDI President Jürgen R. Thumann. The expert jury assesses and analyses the companies' tool and die making performance on the basis of a questionnaire and a detailed benchmark covering aspects such as strategy, processes, resource management and the quality of the end products as seen through the eyes of the customers, employees and investors. All participants receive an individual evaluation of their company's strengths and weaknesses.

In the words of Professor Fritz Klocke, a director of the Fraunhofer IPT, "this is a demanding competition with very high standards. The participants not only have the opportunity to prove how well they are performing, but also to exchange experiences with their peers and the best in the field". The competition aims to strengthen the competitiveness of German tool and die makers in the global market.

According to Dr. Wolfgang Sengebusch, managing director of the VDMA, the platform provided by the »Excellence in Production« competition for exchanging ideas and experiences and highlighting the individual strengths and weaknesses of each participant actively

promotes the international competitiveness of German tool and die makers. This is an opportunity for the best in the industry to demonstrate how they achieve high quality despite cost pressures, thus differentiating themselves from the competition.

The "Excellence in Production" competition and the "Toolmaker of the Year 2006" award have been well received by the industry. And the large number of participants and companies expressing their interest in the event confirms that the competition is helping to strengthen the industry.



aachener werkzeug- und formenbau

The *aachener werkzeug- und formenbau*, a joint business unit combining the tool making expertise of the Fraunhofer Institute for Production Technology IPT and the Laboratory for Machine Tools and Production Engineering (WZL) of the RWTH Aachen, has been providing businesses with orientation and an overview of the market situation since 1995.

We specialize in providing services for the industry, but do not produce tools ourselves. We are actively supported by the Fraunhofer Center for Manufacturing Innovation CMI in Boston, USA. Together, the three institutes employ around 60 experienced and knowledgeable scientists to deal with the topic of tool and die making.

Our work is backed-up by the world's largest benchmark database on the tool and die making industry. Our expertise and the unique infrastructure of our institutes means that we are able to offer you comprehensive systems solutions – from the initial market and feasibility studies to mature technologies ready for use in production or for process optimization. We focus not only on technical innovation but also on improving cost effectiveness and, ultimately, your competitiveness.

With many years experience behind it, the *aachener werkzeug- und formenbau* is the ideal partner for companies aiming to maintain and improve their competitive edge from both a strategic and a technological point of view. Our work is focused on the following topics:

Strategic excellence

- Strategy development & implementation
- Market and competitive analysis
- Cost and cycle time reductions
- Global purchasing and tool sourcing
- Tool calculations
- Remuneration systems

Technological excellence

- Selection and optimization of technologies
- Process design
- Automation & materials handling
- Simulations & CAD/CAM
- PPS & PDM selection
- Metrology & quality management

Benchmarks

- Organizational and technological benchmarks
- The “Excellence in Production” competition and “Toolmaker of the Year 2006” award

Tool Making Academy

Practical seminars for experts and managers covering a wide range of issues relevant to strategic and technological excellence – from “managing tool making companies” to “hard milling”

Registration and Participation

Venue

Eurogress Aachen
Monheimsallee 48
52062 Aachen
Germany



Conference languages

The presentations will be held in German and English and simultaneously translated into either English or German.

Registration fees

The colloquium fee is 890 €. The colloquium fee for reservations made by June 30 is 790 €. Members of the *aachener initiative* will be charged a reduced fee of 590 €.

The registration fee covers all lectures, a tour of our testing facilities, a conference transcript, shuttle bus between the conference location and the institutes, two lunches (including beverages), refreshments and dinner on September 26. The postmark or date of faxing are relevant for the registration deadline.

Registration form

To register, please fill out, sign and send the attached registration form by post or by fax to the address/fax number provided by September 8, 2006 (one form per participant please). Please wait for written confirmation and an invoice before paying the registration fee.

Registration and Participation

Confirmation

Once we have received and processed your registration form, you will receive a confirmation package including an invoice for the registration fee, directions for getting to the colloquium and a form to fax in to the check-in service.

Cancellations

Should you cancel before September 8, 2006, we will be refund the registration fee minus an administrative charge of 90 €. It will not be possible to refund conference fees after this date. You will, however, receive a transcript of the conference proceedings by post.

Registration on arrival

Participants can register in the foyer at the Eurogress or can make use of our check-in service (see below).

Check-In-Service

Participants arriving the day before the colloquium may use our check-in service – all the necessary conference documentation will be sent to your hotel. For logistical reasons, we can only offer this service for hotels located in Aachen's city center. If you would like to use this check-in service, please let us know which hotel you are staying in via the fax in your confirmation package.

Hotel Reservations

For hotel reservations, please contact the Aachen Tourist Service:

Phone: 49 (0) 2 41/1 80 29-50, -51

Fax: +49 (0) 2 41/1 80 29 30

www.aachen-tourist.de

We recommend that you book early.

Registration

6th International Colloquium "Tool and Die Making for the Future" September 26 – 27, 2006

I will be taking part in the 6th International Colloquium "Tool and Die Making for the Future".

Please register by September 8, 2006

Surname* _____

Name* _____

Title _____

Company/Institute* _____

Function _____

Department _____

Street/PO Box* _____

Town/zip code* _____

Country _____

Phone* _____

Fax _____

Email* _____

My organization is a member of the *aachener initiative*.

My organization is an exhibitor at the colloquium.

I would like to use the check-in service.

Signature _____

Date _____

*Required information

I agree that the above details will be included in the participant database and be electronically processed and stored for organizational purposes.

Please fill in this form and send it back to us either by post to the address below or by fax to +49 (0) 2 41/89 04-1 98.

Please register participants individually by making a copy of the form for each registration.

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This event is organized by
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The Colloquium is supported by

