

# EuroBLECH

## Bulletin

ISSUE 1

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### **EuroBLECH Bulletin – a new information service for exhibitors and visitors**

With the EuroBLECH Bulletin, published four times a year, we will bring you the latest news about the upcoming exhibition, as well as interesting reports from the sheet metal industry. We will remind exhibitors of the most important deadlines and keep them informed of the services available. As the exhibition gets closer, visitors will find useful tips about the show and visiting Hanover. In addition, the EuroBLECH Bulletin will include short reports on markets, research, products, and trends.

**We hope you enjoy reading the EuroBLECH Bulletin!**

**Your EuroBLECH Team.**



### **A word with ...**

#### **Nicola Hamann, Exhibition Director**



**With 1409 exhibitors and 64,300 visitors, EuroBLECH 2006 was a record event. One year before the next show, which trends are beginning to emerge?**

**Nicola Hamann:** "Almost 900 exhibitors have already reserved their stand space for EuroBLECH 2008. 41% are coming from outside Germany, from 30 different countries.

For us as the show organisers, these numbers are of course extremely positive. The current boom in the industry is reflected by the large number of exhibitors who are increasing their stand space for EuroBLECH 2008: 72,000m<sup>2</sup> of floor space has already been booked, which is 30% more than at the same time before the last exhibition."

### **Key date: 1<sup>st</sup> October 2007**

Stand allocation for EuroBLECH 2008 begins on 1<sup>st</sup> October 2007. To guarantee stand space within the appropriate technology area, companies interested in exhibiting should make their reservations as soon as possible.

### **New Exhibitor Services**

New services are on offer in 2008 to make exhibiting at EuroBLECH even simpler and more efficient:

- The **All-In-One** package is available for stands up to 30m<sup>2</sup> and includes floor space, rental system stand, and a range of marketing services. The package simplifies the organisation of exhibiting at the show and is an easy way of managing the costs involved.
- An **Enhanced Website Listing** on the EuroBLECH website [www.euroblech.com](http://www.euroblech.com) increases awareness of exhibiting companies.
- An **Online Press Box** on [www.euroblech.com](http://www.euroblech.com) allows exhibitors to display their company information so that journalists from the international trade press can access it at any time.

21-25 October 2008 • HANOVER, GERMANY  
20th International Sheet Metal Working Technology Exhibition  
[www.euroblech.com](http://www.euroblech.com)



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## German Ministry of Economics and Technology Supports New Businesses at EuroBLECH

The Federal Ministry of Economics and Technology (BMWi) is supporting the participation of new German businesses at selected leading international trade fairs. EuroBLECH has been shortlisted as one of the chosen technology exhibitions. The support of the BMWi is part of the "made in Germany"

campaign which aims to promote international marketing of innovative products. Participating companies will exhibit together in a group pavilion. More information can be found at [www.bafa.de](http://www.bafa.de), or on the AUMA website [www.auma-messen.de](http://www.auma-messen.de), or from the organisers.

## Good solution for clamping

In mechanical engineering a tightening force of 60 tons is nothing special. The question is how to achieve this value by conventional means. Even with an extended lever arm, a spanner is inadequate here. It is possible, though - the quick and easy solution is a standard hexagonal key. This is used to tighten two bolts on the tensioning



nut - when the small metal pin pops out of the upper side of the bolt, this indicates that exactly 60 tons of tightening force have been reached. This user-friendly solution was devised by Hilma-Römheld. For further information, visit: [www.hilma.de](http://www.hilma.de)

*Photo: Hilma-Römheld*

## Shipbuilding is booming in France



According to a report issued by the German federal agency for foreign trade (bfai), in its annual analysis for 2007 the bank Le Crédit Lyonnais is quoted as anticipating above-average

rates of growth in the French shipbuilding industry. This means that the current annual growth rate of 12% will rise even further. It applies particularly to the French Aker shipyard, which will be working at full capacity until at least 2010 building cruise liners and methane tankers. Further boosts are expected in the mid-term from the French Navy (aircraft carrier) and a growing international demand for freighters.

*Photo: Aker Shipyard in St. Nazaire*

## Did you know...?

In 2005 the countries belonging to **CECIMO**, the European Committee for Cooperation of the Machine Tool Industries, had around 150,000 employees working in this industry; most of them (65,000) were in Germany, Italy (31,300), followed by Switzerland (11,500), France (7,400) and the Czech Republic (7,000). [www.cecimo.eu](http://www.cecimo.eu)

**Cars are becoming increasingly lighter.** According to Ducker Worldwide, a market research company based in the USA, in 1975 an average lightweight car in the USA contained 989 kg of steel. In 2007 this figure had already fallen to 793 kg and by 2015 will be just 590 kg. [www.ducker.com](http://www.ducker.com)

Can this have anything to do with shrinking **steel imports in the USA?** The PMA (Precision Metalforming Association) quoted government sources in Washington, which recorded a fall of 22% in steel imports compared with the previous year. However, steel imports totalling 2.6 million tons still represent a substantial amount and maybe soon it will once again be worth producing it domestically! [www.pma.org](http://www.pma.org)

**What is NEXT?** NEXT is a CECIMO project involving 25 partners, 80 institutes and a team of 60 experts working on a comprehensive system for the value creation chain in industrial production. The project has five objectives: the *green* machine; user-friendly, autonomous machine tools; a breakthrough in the performance, productivity and quality of machine tools; new corporate concepts; and new methods for training and dissemination of specialist knowledge, particularly in the SME sector. The budget available is 24 million euros. [www.nextproject.eu](http://www.nextproject.eu)



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# Growth markets for sheet metal working

## - Central Europe -

**With its innovative force and productivity pressure, the automotive industry remains the driving force in sheet metal working, providing technological impetus to this sector. The opening up of Central Europe and the entry of new members to the EU triggered a shift in production facilities into these new markets. Here there were millions of new customers, plus wages and prices were considerably lower than levels in Western Europe.**

Suppliers followed their customers, set up subsidiaries at the new production sites and made substantial investments. In some cases, new factories were built, in others existing facilities were taken over and modernised. At the same time companies that were already established in these new locations also seized the opportunities offered.

*This has created a new, state-of-the-art production base at the heart of Europe for the most crucial sector of the sheet metal working industry.*

As far as the automotive industry is concerned, the most important countries in the region are Poland and the Czech Republic. No vehicles are built in the Baltic States or Bulgaria, but in Romania automotive production is rapidly on the increase (2006: 213,000 units), the Czech Republic is aiming for 1.2 million

vehicles by 2010, and in Poland, by 2008 the figure is expected to be over one million. Growth rates for motor manufacture in Hungary and neighbouring Austria are relatively low, with annual figures of approx. 300,000 and 230,000 respectively.



Photo: OPEL: Plant in Gliwice

The most important new major project for this industry in Poland is the joint development of a plant in Tychy by both Ford and Fiat, where 211 million euros are to be invested in production facilities for the new Ford Ka and the Fiat Cinquecento alone. Further new manufacturing facilities are a plant near Warsaw for the FSO-Chevrolet Aveo, and the GM factory in Gliwice, where the Opel Astra III is being built.

Hyundai is to commit 745 million euros to a manufacturing plant at Nosovice in the Czech Republic, for an annual production of up to 300,000 cars, whilst Siemens VDO will be investing

42 million euros in Trutnov, and Skoda Auto is spending 39 million euros on its technology centre in Mlada Boleslav.

*Steel manufacturers ensure a well-organised and constant supply of materials through imports and local production facilities, as well as through an increasingly denser network of steel service centres across the entire region.*

The most recent project is a new cut-to-length line planned by ArcelorMittal for its steel service centre in the Czech town of Ostrava. The plant (13 million euros) has an annual capacity of 250,000 tons and will go into operation in mid-2008.

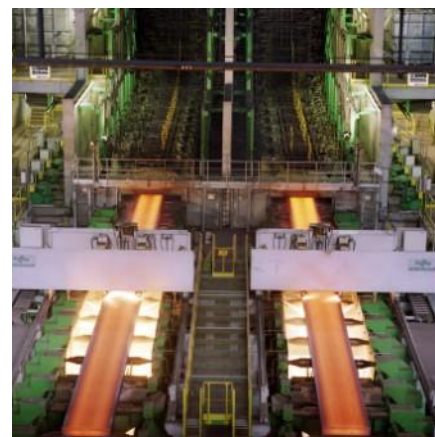


Photo: ArcelorMittal: Continuous Casting Plant in Dabrowa Gornicza, Poland

Recycling is also gaining in importance: in the light of the country's increasing number of old cars - due to shortly reach a million tons - the Polish government has issued recycling regulations that will



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require extensive investment. These include not only scrap grinders, sorting plants, catalyst cutters and other facilities for stripping old cars. It is hoped to recover around 850,000 tons of raw materials in this way. A similar trend can be expected for the neighbouring countries.

Suppliers Bosch and Denso are important investors looking to jointly build a filter plant in Wroclaw for 65 million euros. The Kirchhoff Group is another key player whose subsidiary in Gliwice is being expanded at a cost of 15 million euros. US-based Delphi Automotive is a further major investor in Gliwice and intends spending around 44 million euros on a steering systems plant.

This positive trend in the sheet metal working industry in Poland, the Czech Republic and Slovakia in particular has

still not reached its peak, though, because the factories are currently working mainly for export. However, a flourishing economy means increased prosperity for the people who are then likely to spend their higher income on new cars, household appliances and housing. Domestic demand is therefore likely to ensure constant growth in the mid-term, which will in turn radiate to neighbouring countries and beyond, including the Baltic states, Hungary, Bulgaria and Romania. The traffic corridors devised, and already partially implemented, by the EU mean the region will be intersected by modern train links and dual carriageways from north to south and east to west, bringing noticeable relief to the infrastructure and enhancing economic growth.

For European investors, the geographic and cultural proximity of these growth markets are a substantial advantage.

European rules apply, so the risk is accordingly low and investments remain 'within the EU family'.

All in all, central Europe is a highly promising market for all industrial sectors represented at EuroBLECH, and the exhibition's growth figures speak for themselves. The event boasts not only more visitors than ever before, the sheet metal experts also arrived in larger numbers from outside Germany, particularly from central Europe and Asia. India and Poland came joint fourth in terms of the number of visitors, right after Italy and Switzerland.

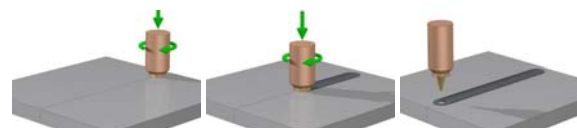
For anyone interested in the new Central European markets, BLECH*business* is well worth a visit:

**BLECH*business* 2007**  
**Exhibition & Conference for Sheet Metal Working in Poland,**  
**27 - 29 November 2007, Warsaw**  
[www.blechbusiness.com](http://www.blechbusiness.com)

## What's that? Friction stir welding.

Friction stir welding technology (FSW) was invented in 1991 by Wayne Thomas from The Welding Institute (TWI) in Abington Hall near Cambridge and has by now been patented in Europe, the USA, Japan and Australia. The process is particularly suited to joining heat-sensitive light metal alloys made from aluminium and magnesium. In Germany, there are several welding institutes (e.g. the SLV Berlin-Brandenburg) and manufacturing plants working on friction stir welding and similar processes. The first practical applications include tailored blanks made from aluminium for the Audi R8 and aluminium-stainless steel combinations (for medical equipment), manufactured by Riftec GmbH in Geesthacht near Hamburg. For more details visit [www.riftec.de](http://www.riftec.de)

Illustrations and process description: Riftec GmbH



The process: The friction between the rotating tool and the material produces the heat necessary for plastification. The tool is moved along the area to be joined and stirs the plasticised material into the interior of the seam. The applied pressure compresses the material. The result is a homogenous weld, which is immediately able to withstand normal use (see below).



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Mack Brooks Exhibitions Ltd  
 Romeland House, Romeland Hill,  
 St Albans, Herts AL3 4ET, United Kingdom

Tel. +44 (0)1727 814400  
 Fax +44 (0)1727 814401  
 Email: [press@mackbrooks.co.uk](mailto:press@mackbrooks.co.uk)

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