

## SCHEDULE OF EVENTS

**Friday, 19<sup>th</sup> October, 2007**

### **FOR THE MEETING PARTICIPANTS:**

09:00h. 4<sup>th</sup> International ESF Seminar: "Key Challenges of the Spring Manufacturing Industry"

18:00h. **Venue: Hotel Melia de Mar\*\*\*\*\* - [www.solmelia.com](http://www.solmelia.com)**

At this sunny resort, every room overlooks the sea. It has a private cove and beach, indoor and outdoor swimming pools, solarium, tennis court and Beauty Centre as well as Gran Buffet Breakfast, and Business Centre. All rooms include air conditioning, hair dryers, satellite TV, safety deposit box and 24-hour room service. The hotel is located 5 Km away from centre of Palma, and 17Km away from the airport of Son Sant Joan.

### **PARTNER TOUR OPTION:**

09:30h. Es Baluard Museum

Private transfer from the hotel to the Museum.

Palma is one of the most emblematic cities in Spain; well known for having a Cathedral next to the sea. This cathedral, known as "La Seu" of Palma has been recently renowned, to accommodate a masterpiece of enormous dimensions created by the worldwide famous artist, Miquel Barceló.

In this tour you will spend half-day discovering the main monuments of several periods that the island can offer.

Our first stop will be at the Cathedral, where you will be able to visit from its Gothic origins until the contemporary modern work of Miquel Barceló. We will continue the tour visiting the beautiful aristocratic house of C'an Marques where you will have the chance to discover a typical house in which the mallorcan high society used to live in, such as the living room of tea, interior patio, etc.

We will continue walking until our next stop, the modern and contemporary museum Es Baluard. The museum is located in a spectacular building inside the old city walls.

13:30h. Lunch in "Es Baluard" Restaurant

The lunch will take place at the restaurant of the museum. This peculiar restaurant is located in two enormous glass cubes on the main terrace. After lunch, we will visit of the museum.

### **FOR ALL THE PARTICIPANTS:**

20:00h. **Gala Dinner** at the FINCA SON TERMENS.

[www.sontermens.com](http://www.sontermens.com) - Private transfer from the hotel to the restaurant.

Son Termens is a "possessió", as large mountain farm estates are called in Majorca. A good example of its origin appears via its large oil mill and its vast number of quarters. The Son Termens estate, owned by the Marquis of Vivot, is a large house with a terrace covered by a roof that leans on six stone columns. It has a large façade and a portal with a segmented arch that leads to the courtyard; to the left, the chapel and the cloister grounds with two magnificent European Hackberry trees. In front of the house, there is an esplanade that offers a stunning view of Palma's bay, with the city in the centre and Cap Blanc to the left. The location displays a beautiful view of the narrow valley that spreads out towards Esporlas: the white house of Canet and, in the background, the stunning mountains and the distended Na Burguesa mountain range spreading out to Bellver hill." Likewise, the building is also renowned for its Gothic elements, chiefly the "finestres coronelles" (windows split in half by a thin column, copying the style of Gothic windows). There are also Arab ruins, which are extraordinary, enormous constructions.

**Saturday, 20<sup>th</sup> October, 2007**

### **FOR ALL THE PARTICIPANTS:**

10:00h. Options

- **Tramuntana's Steps:** The **fishing harbours**, the **gastronomy**, wine cellars Santa Catarina, the gorgeous **cliffs**, the **Mediterranean Sea** and the **culture** of the island. Lunch will be served at the rustic restaurant of La Granja
- **Golf:** The **Golf Bendinat**, ½ greenfees [www.realgolfbendinat.com](http://www.realgolfbendinat.com)
- **Mountain Bike / Scuba diving, etc...**

14:00h. Lunch in the rustic Restaurant of "La Granja" [www.lagranja.net](http://www.lagranja.net)

The Seguí family, owners of La Granja de Esporles, will be pleased to welcome you to their private farm. La Granja – the result of many periods and changes – is a mixture of stately and rustic style. This is due to the fact that, as well as being used as a residence, it was also an estate dedicated to agricultural production, where once used to have more than a hundred workers. You cannot miss the chance to try some typical Mallorcan cooking - the buñuelos, freshly made from a mixture of potato flour and baking powder - various jams, fig bread, sobrasada, cheese, palo (liqueur) and hierbas (an aniseed based liqueur).

20:00h. Dinner at the NAUTIC RESTAURANT

[www.realclubnauticopalma.com](http://www.realclubnauticopalma.com) - Private transfer from the hotel to the restaurant.

# AGENDA OF THE SEMINAR

Friday, 19<sup>th</sup> October, 2007

## “KEY CHALLENGES OF THE SPRING MANUFACTURING INDUSTRY”

09:00h. **Welcome**

**Mr. Valentín Huerta** – President of ASEMU

09:10h. **Evolution of the automobile equipments/parts and its effect in the Spring manufacture industry**

**Mr. José Antonio Jiménez Saceda** – Several years as General Manager of SERNAUTO (Spanish Association of Manufacturers of Equipments and parts for the Automobile Industry), as President of Automobile Security Fundation, and Board member of the University Institute of Automobile Research.

09:40h. **Client’s demand more Quality every day: How to deal with it**

**AENOR:** Certification expert of the Spanish Association for Standardisation and Certification.

10:10h. **Size: Does it really matter?**

**Mr. Havard Morkhagen:** Managing Partner of Insight Management Consulting. Management consulting and technology services firm dedicated to assisting clients facing strategic challenges and opportunities as they pursue sustained competitive success

10:40h. **Coffee Break**

12:10h. **Legal: How to protect ourselves against abusive penalty clauses in commercial agreements**

**Mr. Carlos Jacob** – Lawyer and former member of the board of “Casbar Metalurgica Industrial”, and member of the “Consejo de Registros Laborales” and Legal advisor of AECIM (Association of Metal Industry in Madrid)

12:40h. **CHINA: Threat or Opportunity?**

**Mrs. Laura Tsui,** Partner & Vice-President of InterChina. Consulting company aiming to assist Western companies establish business relations in China.

13:10h. **Ten technologies that are changing the world and its effects on the Spring Manufacturing Industry**

**Mr. Brian Subirana** – Professor assistant of the IESE Business School in Information systems, Doctor in Artificial Intelligence and MBA of the Massachusetts Institute of Technology.

13:40h. **How to improve profitability through desing?**

**Mr. Mark Hayes** – B.Sc., C.Eng., M.I.M. Senior Metallurgist of the Institute of Spring Technology. The IST is the UK based unique centre of excellence, offering a wide range of products and services to the spring industry

14:10h. **Lunch**

15:30h. **Raw Materials: Principal corner stone for the Springs Future / The influence of Raw Materials in the reliability of the Manufacturing.**

- **Stainless Steel for Springs in the Future – Demands and Availabilities worldwide.** **Mr. Peter Lindgren** – Product Manager of Sandvik Materials Technology. Sandvik is a high-technology, engineering group with advanced products and a world-leading position within selected areas.
- **“Melting, Rolling and Drawing Capacities and Needs worldwide for Alloyed Spring Steel Wires”** **Mr Leif Ericsson** – Vice President, Business Units Manager of Haldex Garphyttan. A leading supplier within advanced, steel alloyed wire products for applications with extreme demands

16:30h. **Machinery: Trends in Machinery for Spring Production**

**Mr. Pietro Decorato** – Worldwide sales Manager of WAFIOS. WAFIOS is the world’s largest supplier of wire working equipment.

17:00h. **Coffee break**

17:30h. **The Future of the ESF**

**Mr. Dr. Hans-Jochem Steim** – ESF President.

18:00h. **Closing session and Q&A**

**Note for the attendees:** The seminar will be held in **English** and it includes **simultaneous translation to Spanish**.

# BOOKING FORM "A"

The following person has been registered at the ESF Seminar and agrees to pay the required fees for Registrations, social events and Hotel Accommodation as specified in the following forms.

		Seminar Fee 1st Delegate	Seminar Fee other Delegate	Tour Friday	Gala Dinner	Tour Saturday	Activities Saturday	Dinner Saturday	
		Seminar Fee Incl. coffee break lunch/drinks	Seminar Fee Incl. coffee break lunch/drinks	Incl.Museum Cathedral lunch	Friday	Include Bus/guide Lunch	Golf <input type="checkbox"/> M.Bike <input type="checkbox"/>	Bus/dinner	<b>TOTAL  FEE</b>
<i>ESF Members</i>		400,00 €	370,00 €	90,00 €	100,00 €	95,00 €	100,00 €	75,00 €	
<i>Non ESF members</i>		460,00 €	430,00€	90,00 €	120,00 €	95,00 €	100,00 €	95,00 €	
<b>Delegate</b> Family Name:	First Name:								
<b>Partner</b> Family Name:	First Name:								
<b>Delegate</b> Family Name:	First Name:								
<b>Partner</b> Family Name:	First Name:								
<b>Delegate</b> Family Name:	First Name:								
<b>Partner</b> Family Name:	First Name:								

Please complete in CAPITAL LETTERS and return the 2 pages by fax or e-mail **before September, 1<sup>st</sup>, 2007** to: ASEMU  
(Spanish Association of Spring Manufacturers) +34 916 793 833 e-mail: [asemu@asemu.es](mailto:asemu@asemu.es) More information at [www.asemu.es](http://www.asemu.es)

Company		Total participants nº	
Address:		Post Code and City	Country
Tel:	Fax:	e-mail	
Date:	Signature		

# BOOKING FORM "B" ACCOMODATION REQUIRED AT HOTEL MELIA DE MAR – [www.solmelia.com](http://www.solmelia.com)

Nr.of Rooms	SINGLE ROOM			DOUBLE ROOM			Arrival Date:	Departure Date:	Smoking	No smoking	TOTAL FEE €
	1 night	2 nights	3 nights	1 night	2 nights	3 nights					
	175,00 €	350,00 €	525,00 €	190,00 €	380,00 €	570,00 €					

**Children under 2 free of charge**      Child Care 23€/hour    Nº of hours       **TOTAL FOR ACCOMODATIONS (B)** €  
 Child 2 to 12 years 47€/night       **"C" TOTAL FOR CHILDS**       **GRAND TOTAL (A+B+C)** €

Price is per room, buffet breakfast, VAT and service included. All extras (dinner of Oct., 18<sup>th</sup>, minibar, pay TV, others) are not included and must be paid directly to the Hotel.

## PAYMENT

The total payment of the above Grand Total must be made to ASEMU before September, 1<sup>st</sup>, 2007. The payment must be to the full amount, excluding bank charges and exchange charges. ASEMU will send back to the company, by e-mail or fax, a confirmation receipt listing all the reservations, Social events and Accommodations that have been paid for, as well as the **proforma invoice** including the total amount paid. For any special request, please do not hesitate to contact ESF office.

<input style="width: 40px; height: 40px;" type="checkbox"/>	<p><b>We already paid by Bank Transfer to: ASEMU Spanish Association of Spring Manufacturers</b>  <b>Bank account nr IBAN ES24 2038 2814 5060 0012 3117</b>  <b>Please find here enclosed copy of the bank confirmation</b></p>
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### CANCELLATION CONDITIONS:

Any cancellation must be done in writing and received by ASEMU. Any cancellation in writing received **before September, 1<sup>st</sup>** will be refunded to the **full amount** of payment received. **Up to 50%** of all the total service booked (Registration, Social Events and Hotel) will be refunded against cancellations received before **September, 15<sup>th</sup>, 2007**. No refund will be made for cancellations received **after October, 1<sup>st</sup>, 2007**.