



DUSA Oktoberfest® 2023



DUSA Oktoberfest® 2023 done and dusted! This DUSA annual event lasted for 4 days from September 14th-17th.

The energetic Austrian band - Iggy Stone & Alpenrockers passionately singing and dancing. Everyone reveled in the music, savored the delectable food, and enjoyed the finest Bavarian beer. For Sep.17th brunch, families and kids enjoyed the food and entertainment at Lakeside Bavaria kid's carnival.

The four-day event attracted more than 2,000 guests and consumed 3,580 liters of festival beer, 2,200pcs of pretzel, 7,000pcs of sausage, 400pcs of pork knuckles and 100pcs of suckling pigs.

Diamond

SIEMENS

Gold



Silver

GETEC

Bronze



In the name of the DUSA Board and Service Team, I extend to you all a warm welcome and big thanks to the 19th DUSA Oktoberfest, organized in collaboration with and hosted here at the prestigious Kempinski Hotel!



The success of this Oktoberfest wouldn't have been possible without the generous support of our DUSA members and our dedicated sponsors.

We would like to express our sincere gratitude to our Oktoberfest 2023 sponsors:

Florian Weihard
Chairman of DUSA

Diamond Sponsor: Siemens

Gold Sponsors: AQ, Delaware, Dulwich College, faigle, KH Unikun, and SSIS

Silver Sponsor: GETEC

Bronze Sponsors: Asia Solutions, Buick, B-Tec, Keytec, Ondal Medical Systems, Value Engineers, VARIOSYSTEMS, Wanox, 3B Scientific and our annual partner, Fangben Law Office.

Prost! Cheers to a fantastic event! Thank you all for being here!





DUSA Badminton Tournament 2023

DUSA Badminton Tournament 2023 was held successfully at Du Shu Lake Sports Center in SIP on October 21st. 106 players from 13 teams participated in this tournament.

We would like to express our appreciation to every participant, every member company, **the event sponsor: Plainvim International Industrial Park and the first aid service provider: MicroPort Rehab.**

Congratulations to :

CCL Design Intelligent Decorative Technologies Suzhou Ltd. won the Champion of the DUSA Badminton Tournament 2023.

CAREL Electronic (Suzhou) Co., Ltd. won the runner-up.

DEPRAG Assembly Technologies (Suzhou) Co., Ltd. and DUSA All-star Team won the 3rd place.



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GM Interview



Andreas Guip

Managing Director Asia Pacific of
Suzhou Wanox Technology Co., Ltd

20 years ago, Mr. Andreas Guip came to China from Germany. Now he is the Managing Director Asia Pacific of Suzhou Wanox Technology Co., Ltd. **Wanox is a custom molder that produces plastic parts for mainly the medical and biomedical industries as well as for the automotive and electronics industries.** "My main task within Wanox is to turn around the company to revamp the brand, increase business results and expand Wanox into other Asian markets."

Plastics injection molding is a very competitive industry with many local but also international competitors. "Due to the market slow down, the competition got even more competitive, forcing us to look for new ways of re-inventing ourselves to create superior value for our customers. This resulted in the brand image update and revamp of our strategies." Mr. Guip said.

Faced with such challenges, Mr. Guip has taken some measures to respond, enabling Wanox to develop increasingly throughout the year. **"We have revamped our brand with a new and modern image, updated the vision and integrated our people with specific activities to upgrade our company culture. Besides we are investing in new high precision machines and focus on automation and increased efficiently to continuously deliver high quality products against a local price."**

Wanox is expanding in China with a new plant in Jilin as well as into Asia with opening of sales offices in Singapore, Thailand and Malaysia and the opening of a new production facility in India. **"Our target is to double in size in China and commit to growth for the group in other parts of Asia."** said Mr. Guip.

Welcome New Members



Lotus United aims to provide full-service solutions that highlight brand's potential and emphasizes the product. They design, engineer and manufacture everything from small countertop fixtures to meaningful customer journeys for the world's best companies.



盖特龙自动化

Getloon Automatic Machinery CO.; Ltd. was established in 2012. It is located in Jinqiao Hi-Tech Zone Suzhou. Related automobile industry. The main business are: Customized Automation system project, Mechanic Engineering researching, designing, manufacturing. Robot System integration & Technology consultation and service.

China's economy is developing rapidly, key and accessory technologies propel the upgrading of traditional industries. Years of intensive cultivation and continuous improvement of organizational structure and the operational efficiency have led to the rapid development of Getloon.



Easy Trans Logistics was founded 19 years ago with the objective of offering local prices and a robust network of local partners and suppliers, while providing a service of international caliber, all for the benefit of our international clients. Their entire client portfolio consists of foreign enterprises, with 70% of these accounts having a tenure of over a decade. Easy Trans Logistics focuses on domestic logistics, but they are project-based and they offer services such as warehousing, production line relocation, hand-carry service (emergency shipping), international logistics, etc., according to their clients' needs.



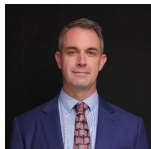
DUSA training

Effective Communication Skill - Storytelling

September 4th, DUSA training on "Effective Communication Skill - Storytelling," led by the trainer, Mr. Eric Barnes, ignited the participants with its interactive and hands-on approach. Held at OfficeStar, this enlightening event ensured that attendees not only understood the theory behind storytelling but also actively practiced incorporating it into their communication styles.

One of the standout aspects of this course was the plethora of practical exercises incorporated throughout the session. Participants were given ample opportunities to apply their newly acquired knowledge to real-life situations, fostering a deeper understanding of the concepts taught. Mr. Eric Barnes skillfully guided participants through various communication techniques, encouraging them to share personal experiences and learn from each other's narratives. This immersive learning experience allowed individuals to develop their storytelling skills in a supportive and collaborative environment.

In conclusion, DUSA September Training "Effective Communication Skill - Storytelling" was a success. Participants not only acquired valuable knowledge but also actively practiced and honed their storytelling abilities. Empowered with newfound skills, individuals left the training with the tools required to create impactful narratives, connect with their audience, and leave a lasting impression in their personal and professional endeavors.



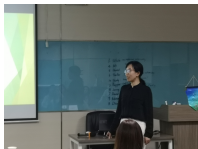
Erik Barnes
Leadership Facilitator and Coach



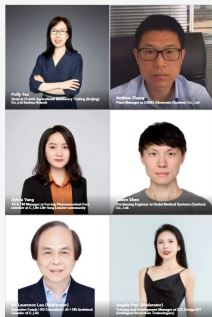
DUSA DARE

How to Boost the Career Competitiveness

September 6th, C_Life and DUSA organized this event to invite young talented individuals from DUSA member companies to an engaging and insightful DARE event focused on boosting career competitiveness. More than 50 people from member companies attended DUSA DARE event. At this event, two experienced professionals and two young talents shared their opinions on this topic.



| SPEAKERS & MODERATORS |





DUSA Roundtable

Lean Management in Office

As you may already know, Lean Management is not just a production management tool; it is a philosophy that can enhance efficiency, improve productivity, and transform businesses. It is vital for businesses to understand and implement Lean Management in office settings, as it serves as a valuable indicator of the company's dedication to continuous improvement.

September 7th, we were privileged to have Mr. Steven Zhang, CI Manager of NAI, a member of DUSA, as one of the presenters at this event. NAI has extensive experience and best practices in Lean Management, and they are now committed to expanding Lean Management practices from the workshop to the entire company. During the event, NAI shared valuable insights and experiences, providing attendees with a deeper understanding of Lean Office practices.



Additionally, we had invited Mr. Zhengchun Zhang, Head of Finance and Service from another DUSA member, GAMI, to provide further knowledge and expertise on this topic. Their expertise complemented NAI's sharing, allowing participants to gain comprehensive insights into the implementation of Lean Management in office environments.

Sports Circle

DUSA Sport circle is also popular among members. September 23rd, we held the badminton sports in Olympic Center. More than 20 attendees. It's a good way of exercise and interacts with other members.

A New Workplace Transformation:
Preparing People for Success with Generative AI

Captain's Dinner

September 27th, DUSA Captain's Dinner was held at M Social Hotel. There were more than 20 guests joint the event. They are the top level, senior managers and company representatives such as GMs, CEOs, Chairmen, and Presidents of DUSA member companies.



At this event, we were pleased to invite Ms Noha El Daly, Global Vice President Managed Services & Global Accounts | VP EMEA & APAC regions | Global Master Trainer at Dale Carnegie to share the presentation of A New Workplace Transformation: Preparing People for Success with Generative AI.



After the presentation, all the guests enjoyed the delicious food. They exchanged and shared experiences with each other.



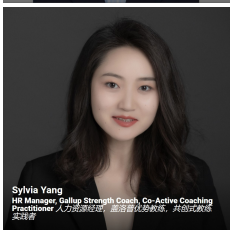
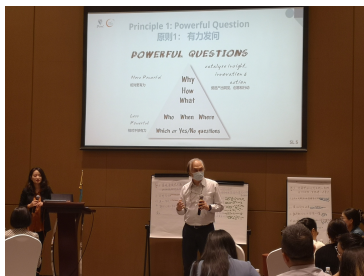


DUSA training

Coaching Skills for Managers

October 11 DUSA Training has been held successfully.

This training included a mixture of knowledge sharing, real case role-play and facilitated discussion as well as follow-ups to maximize your learning effectiveness. At the end of the training, all participants had acquired basic level coaching skills & tool-kit to conduct developmental conversation with employees.



Benchmark Factory Visiting

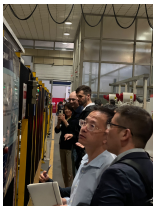
October 13 25 DUSA members attended DUSA Benchmark Factory Visiting to **STE Transmission Equipment Co., Ltd.**

DUSA Members visited two lighthouse workshops at STE Changshu and thoroughly impressed, one to produce speed reducers and another for crawlers and thoroughly impressed.

Following the factory tour, a discussion was held, where members actively engaged with the representatives from the STE Changshu. Alexandra Fong, DUSA Board of Director, highly appreciated STE Changshu opening the factory and hosting this event. One of the main areas of interest revolved around the challenges encountered during the process of intelligent upgrading. Additionally, the market conditions and changes this year were also a key topic of discussion. These questions provided participants with a broader perspective on the future trends of the industry.



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Social Gathering

DUSA Social Gathering was held successfully on October 18th at SOL37, W Suzhou. More than 50 attendees attended the event. All the guests enjoyed the nice food and wine with beautiful lake view. They also chatted with new friends and shared the interesting topics and experience on business with each other.

DUSA Social Gathering is a great opportunity for members and friends to meet up and mingle. It is open to all the friends, colleagues and business associates, to make new friends, to share with us special experiences, challenges and opportunities in this special period, and also to build up business network.



DUSA Roundtable



Generative AI in Modern Manufacturing

Generative AI is a topic that has seen a great deal of attention due to the rapid rise of ChatGPT earlier this year.

At first glance, the potential applications seem limitless. There are first use cases in which a Generative AI tool automatically writes emails, creates business strategies, does live translations, writes programming code, generates images, analyzes data, etc. Often, it even feels magical when you use a new Generative AI -powered tool for the first time.

There are also early movers in the manufacturing sector who are already using this technology to make processes more efficient and employees more productive.

Alongside all these new achievements, however, problems with this new technology are quickly becoming apparent. There are problems with data and privacy protection, as well as the fact that some false statements are made up and presented as truth.

For many decision-makers in almost every industry, the question now is how relevant Generative AI will be to their business. If companies don't use it, they could fall behind the competition. If they do use it, there could be security risks.



Mr. Lukas Tatge

October 23th, DUSA Roundtable was held at Carel. We were delighted to invite **Mr. Lukas Tatge, Co-Founder and CEO from LongAI** to be the speaker. LongAI provided safe and compliant generative AI solutions for companies in various industries. The main product was the company's proprietary business intelligence and data analytics platform, which made working with data as easy as talking to a friend.





DUSA Upcoming Events November-December



November 15th—Workshop Risk Control: Tackling Brand Protection in China

Venue: Room 2238, 22nd Floor, Modern Media Plaza, No. 265 Suzhou East Avenue, SIP
Time: 2:00 pm - 4:00 pm, Wednesday



November 23rd—Roundtable Unconventional China Success Stories

Venue: KH Unikun Plastics (Suzhou) Co., Ltd., No. 140 Hua Shan Road, SND
Time: 6:00 pm - 9:30 pm, Thursday



November 25th—Sports Circle Football

Venue: Olympic Center, No. 999 Zhong Xin Avenue, SIP
Time: 10:00 am - 12:00 pm, Saturday



November 27th—Training Project Management for Manufacturing Companies

Venue: The 2nd floor, Building 1, Xinhong Industrial Park, No.9 West Su Hong Road, SIP
Time: 9:00 am - 5:00 pm, Monday



November 29th—DUSA Salary Survey Presentation DUSA Salary Survey Presentation Event

Venue: TBD
Time: 2:00 pm - 4:30 pm, Wednesday



December 5th—Roundtable "TBD"

Venue: MODULA(China) Automation Equipment Co., Ltd.
Time: 6:00 pm - 9:30pm, Tuesday



November 29th—DUSA Salary Survey Presentation DUSA Salary Survey Presentation Event

Venue: TBD
Time: 2:00 pm - 4:30 pm, Wednesday



December 6th—Webinar "Compliance Review on the Supply Chain"

Venue: MS Teams (Online)
Time: 2:00 pm - 15:15pm, Wednesday



December 20th—DARE

Venue: TBD
Time: 6:30 pm - 9:00pm, Wednesday



December 22nd—Training "How to analyze your product cost structure systematically"

Venue: SND
Time: TBD (1:00 pm - 5:00pm), Friday



December 23rd—Sports Circle Basketball

Venue: TBD
Time: 10:00 am - 12:00 pm, Saturday

2023 DUSA Annual Partner

Annual Partners:



C Life Lifelong Learners Community

INFORMATION COLLABORATION NETWORKING

150+

Members

130+

Manufactures

80+

Events Per Year

20

Years in Suzhou

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