



DUSA 2023 AGM Summary & New Board Introduction

March 29 DUSA 2023 Annual General Meeting was held at Hyatt Hotel Suzhou, 2023. Around 50 members of the DUSA European Association Suzhou attended this event. DUSA Board members presented the presentation of the Annual Report 2022, a review of DUSA strategies and products. Mr. Julien Boussu reported the DUSA financial result and the budget in 2023. All participants approved the annual report and financial budget.



Exoneration of the DUSA Board for the tenure 2021 -2023

In the meeting, DUSA board of directors for the tenure 2021 -2023 were exonerated. The participants applauded for their contribution to DUSA during their tenure.

DUSA would like to take this opportunity to thank Mr. Hans-Dieter Straub for his great job to get DUSA running smoothly during 2021 to 2023. As he moved to Malaysia for work reasons, he had to withdraw from the board.

Board Election and Presenting DUSA Board of Directors Tenure 2023-2025

At this year's annual general meeting, there was the board election. 45 valid ballots were collected on-site.



We are pleased to share the results of 2023 board election. Five board members remain in position to serve the second two years of their term. One new member join the board for 2023 -2025.

Remarks:

Mr. Julien Boussu attended the AGM on MS TEAMS as he has gone to Europe for business trip.



We are proud to introduce DUSA new Board to our members Tenure 2023-2025



Florian Weihard
DUSA Chairman

CTO of ruhamat Automation Technologies and
Chairman of ruhamat Smart Technologies



Luciano Marzaro
DUSA Vice Chair

Managing Director of Carel Electronic (Suzhou) Co., Ltd.



Julien Boussu
DUSA Board of Director
General Manager of DUSA European Consulting
& Services Suzhou, Ltd.
CFO of Knorr-Bremse



Oscar Wu
DUSA Board of Director

Asia Pacific CEO of Ondal Medical Systems



Andreas Björk
DUSA Board of Director
Country Manager of AQ Group in China



Alexandra Fong
DUSA Board of Director
Managing Director of 3B Scientific Co., Ltd.,

Congratulation and welcome DUSA new Board of Directors!



Welcome New Members

DACHSER

Dachser is one of the global leaders in system logistics and moved 81.1 million shipments weighing 42.8 million metric tons in the 2022 financial year. The family-owned company headquartered in Kempten, Allgäu, Germany is present at 376 locations worldwide and generated EUR 8.1 billion in net revenue in 2022. The company currently employs some 32,850 people. More than half of them work in Germany. Country organizations represent Dachser in 41 countries.

With its global shipping and logistics network and integrated IT solutions, Dachser strives to offer the world's most intelligent combination and integration of logistical network services. Dachser's goal is to optimize the logistics balance sheet of industrial and commercial customers.



The Evosys Group currently consists of four companies, the parent company Evosys Laser GmbH, the subsidiary Evosys Laser Services GmbH and the subsidiaries Evosys (Suzhou) Laser System Co., Ltd. in China and Evosys North America Corp. in the USA.

Evosys Laser GmbH develops and manufactures customized systems for laser welding of plastics at its Erlangen site. With its employees' many years of market and process experience, the company offers creative and innovative solutions worldwide for integration into automation solutions. A service package ranging from design consulting to sample production in the company's own technical center rounds off the range of products and services.



Humanpool has been committed to becoming the "first brand of blue-collar service outsourcing in China" by adhering to the principle of "doing blue-collar work with heart". It has been relying on professional deepening and R&D innovation, applying AI, intelligent manufacturing, big data, Internet and many other new technologies and new trends in the field of human resources services through internal incubation, investment, mergers and acquisitions, cooperation and other ways, and actively expanding and extending to better meet customer and market needs. With more than 160,000 registered "Huisi blue-collar workers", it has achieved the layout of more than 280 cities in 30 provinces and cities across the country.

Wujiang Yofitex Co., Ltd. is a professional fabric supplier for kids' textile products, founded in 2009. For now, Yofitex provides fabrics for more than 80 famous brands in Europe and the United States, and has become the designated supplier of fabrics.



Yofitex deeply understands the demands of safety, comfort, beauty and individuality of baby products. Under the premise of mastering the quality requirements of China, North America, Europe, Oceania and other markets, they have a strictly quality control system on production process, batch testing, logistics and other workflow, and tries their best to provide users with safe and qualified professional fabrics.

Yofitex's business philosophy is to grasp the market demand, take the market as the guide, to provide professional, safe and stable fabrics for international kids brands. and to help local brands with aspirations to grow into international brands to share their professional experience in the development and use of fabrics.

What's more, they are willing to share their expertise in fabric development to help local brands worldwide become internationally influential brands.



Welcome New Members



For over 40 years, di-soric GmbH & Co. KG has been producing and selling sensors featuring a wide variety of technologies. These sensors are used in industrial automation—primarily in assembly and handling technology, in the automotive, electronics and pharmaceutical industries and in packaging technology. Other important cornerstones of our product range are innovative vision sensors and code readers, high-quality LED lighting for machines and image processing, and products from the segment of safety technology.



PLUS creates your next work environment. Whether factory building, offices or cleanroom, they aim for efficient, comfortable and healthy work conditions. To build smart energy saving solutions is their passion.

A team of architects, project managers and construction engineers manage and overview your construction project from A to Z. Our project management balances Quality, Cost, Timing and Expertise to get the best building for your activities.

Currently PLUS is realizing projects for Atlas Copco Compressors, Jungheinrich Forklifts, Bollhoff, Barco and BWF.



As part of the Italian Plax S.P.A. Group, Suzhou Wanox Technology Co., Ltd. was incorporated in 2007 to provide innovative and sustainable plastic solutions for customers in mainly the medical equipment, laboratory, and automotive industries.

At their location in the Suzhou Industrial Park (SIP), Wanox has a team of roughly 100 employees with local R&D capabilities. Their production area of ca. 5000 square meters is equipped with a high-end injection workshop as well as professional medical class 100,000 injection molding clean room workshop and a class 10,000 clean room assembly workshop with a ONE-PIECE FLOW automatic assembly line.

Wanox offers customers the most cost-effective and innovative solutions, including plastic molds, molded plastic products, medical device injection parts and assembled products.



Luehr-Filter was founded in the year of 1938 at Stadthagen, Germany. More than 80 years of work experience from the construction of air pollution control plants makes it becomes the company with clients all over the world.

Luehr Filter (Suzhou) Co., Ltd has been founded in March 2013. Comparing with the others enterprises, the advantages of Luehr-filter can be simplified as: **Experienced**, more than 80 years of work experience gathered from the construction of air pollution control plants. **Self-developed technology**, we have owned core technologies from decades work on air pollution control area. We can offer complete project handing from engineering to device operation. **Widely applied**, our clients are come from continents. Our devices are widely applied at various industries.



Yongxin packaging is committed to becoming your high-quality service provider for the global industrial supply chain. They specialize in wood box products, carton boxes and other packaging accessories. Furthermore, they provide integrated packaging and service solution which including professional industrial packaging material design and development, on-site packing service, JIT delivery, VMI management and warehousing & shipping service.



GM Interview

DACHSER



Gino Bian

**General Manager of
DACHSER Shanghai Co., Ltd
Suzhou Branch**

"Thanks for DUSA and I take great pleasure in introducing myself to all respected memberships. There are numerous existing customers in DUSA who would like to exchange their good idea with others. Furthermore DUSA is comprised of the elites in different industries and we are much eager to make solid contributions to this good non-profit organization. By viewing public account we found interesting events DUSA held for the membership. So this year, Dachser joined DUSA as a service member." Mr. Gino says.

Gino has been working in Dachser for 16 years, growing with this family-owned company with headquarters in Kempten Germany and specializing in the logistics over 20 years. Acting as branch manager in Suzhou and Nanjing branch, he takes full responsibilities of operation and sales management in two branches.

In the past three years as a result of COVID, in reality freight market suffered the volatility and chaos. All management in different manufacturing felt much concern on soaring freight cost and terrible lead time on goods delivery. For Dachser, they are also facing some big challenges about this situation. "Working closely together with our customers, we overcame a variety of difficulties or constraint in the space and traffic. In the wake of the market getting back to normal, we are confident to provide our customers with sustainable and reliable service." Gino says.

The management of Dachser Greater China determined to expand the operation capability in Suzhou with one new and double-size office in order to keep supporting customers as much close as one neighbour. "In the new year Dachser is positioning to be the best choice of logistics service provider in Suzhou, focusing on tailor-made solution in favour of their old and new clients in line with specific requirements of local market." Gino says.

Both of Gino's wife and him are new Suzhou citizen. During the daily life, Gino is also a lover of the outdoors such as go hiking. He loves this city, and Gino says that he is not only happy to live in this city, but also willing to contribute more to this garden city with traditional and fashion culture.

GM Interview



Bonar Zhao

**CEO of
Wujiang Yofitex Co., Ltd**

Mr. Bonar is from Wuxi, Jiangsu Province. Many years ago, occasionally he was introduced to Shengze Town, Wujiang District of Suzhou, which is the textile production base, where has two textile company of top 500 in the world. Then Bonar found the business and established Yofitex in 2009 in Shengze.

Yofitex is a professional fabric supplier for kids' textile products. Long term strategy of Yofitex will be a fabric finishing manufacturer with advanced technology, to serve different market demand such as baby product, outdoor product, military, and hospital... "Opportunities are there is stable demand from the above mentioned market, challenge is Yofitex needs to transfer to a good producer from a good trader." Bonar said.

Enhance the leading market position of Yofitex to the baby products, and get an increasing sales amount to 35 million EURO in the coming 3 years, means 30% increase. Also, set up a well-operated finishing factory to support Yofitex to expand business to other industry besides Baby product.

Yofitex joined DUSA as an associate member this March. "Really enjoy the communication with manufacturers in different industries, and try to find some solution or experience from the Europe manufacturer for reforming the traditional textile producing. I got to know DUSA through Mr. Oscar, previous chairman of DUSA, appreciate so much to let me get to know this excellent organization." Bonar said.



DUSA 2023 Football Tournament



DUSA Football Tournament is a social event yearly organised with 12 teams participating from member companies.

April 16

Around Ester, DUSA 2023 Football Tournament was held successfully at Suzhou Singapore International School. There will be 12 teams.

There were almost 200 players on site to participate in the game. This year the tournament was attracted many fans, families and friends.



This year, Dulwich won the Cup Champion of the tournament.

Massive thanks to our event supporters and all the players, fans. Thanks to SSIS provide such a nice place, facilities for our teams.



Suzhou Singapore International School
苏州新加坡外籍人员子女学校





Captain's Dinner

March 8

DUSA Captain's Dinner was held at Hotel Indigo Suzhou. There were about 30 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 Mr. Laurence Lau, and C-Life Lifelong Learning Community team to share the presentation of Talent Development Challenges & the DUSA Solution.

They brought the topics to share from the following three points:

1. Overview of talent management challenges, especially for SMEs
2. Understanding the conceptual frameworks for competencies and organization development
3. Introducing the DUSA solution - a Talent Development Platform (TDP) as an extension of the DARE event series.



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





DUSA Workshop

DUSA Joint Workshop "Policy Briefing"

On January 20th, 2023, the Suzhou government issued the **"Several policy measures in improving the overall economic performance"** (call as **"fifty-five items"**). It includes twelve sections and fifty-five items and covered tax support, financial support, easing enterprises' burden, employment stabilization, stable growth of foreign trade and investment and other preferential policies.

March 10th, DUSA co-organized a workshop with China-Italy Chamber of Commerce (CICC) and were honored to invite government officers from below departments to explain the policy to members:

Suzhou Foreign Affairs Office
Suzhou Development and Reform Commission
Suzhou Bureau of Science and Technology
Suzhou Administration of Taxation and
Suzhou office of Talent Work Leading Group



DUSA Roundtable

Women in Business
Opportunities & Challenges

One big advantage woman offers the business world and management, in particular, is that they have different sets of life and work experiences than men do and thus different perspectives. Skills and qualities like task management, communication, patience and empathy are vital to succeed in a work environment, and women tend to excel in encouraging others to talk through problems, stay organized, remain patient and be understanding. This leads to different opinions, different preferences and different strategies. Around us, there are many successful businesswomen, who own their success as a woman motivates others to work harder and achieve more at work. It inspires the people around them.

Meanwhile, a large number of women are not just entrepreneurs or career people—they have families, spouses, and other responsibilities. Some women can balance these two spheres of their lives, while others are overwhelmed. At the same time, some character traits of women, such as fear timidity, attention to detail and so on also will be challenges for them to achieve the success. How can businesswomen survive from these and achieve success?

March 16, DUSA Roundtable was held successfully at Prodrive Technologies Suzhou Co., Ltd. This event also attracted many male guests to come and they also shared different opinions with each other.

At the event, Ms. Vinnie Zhang, the GM of Prodrive gave the company introduction. As a businesswoman, Vinnie also shared many experience with guests.

We were delighted to invite Dr. Ellen Touchstone, the Inaugural Associate Dean for Responsible and Sustainable Business Education of IBSS, XJTU and Mr. Harry Yin, the Deputy GM for an international car maker's China New Business Division, to share their insights from different perspectives.



Dr. Touchstone provided latest data from academia and practitioners on motivating women (and men) in the post-Covid workplace, helping us support and manage our employees for excellence and innovation. Mr. Yin stated his understanding of the opportunities and challenges faced by businesswomen from a male point of view, triggering discussion.

After the presentation, participants visited the factory of Prodrive.



Sports circle

Since the launch of DUSA Sports Circle, it has been loved by employees of DUSA member companies and more and more people are participating.

March 25, DUSA held the Sports Circle for the first time in EtonHouse International School Suzhou in SND. Many people participated.

It was also the first time that the three activities were carried out simultaneously. This is a successful attempt, and we will continue to improve this activity, allowing more people to join the DUSA Sports Circle.



EtonHouse®
International School • Suzhou
苏州伊顿外籍人员子女学校

It was also the first time that the three activities were carried out simultaneously. Thanks to EtonHouse for supporting the activity. This is a successful attempt, and we will continue to improve this activity, allowing more people to join the DUSA Sports Circle.

DUSA Training

Supportive Leadership & Directive Leadership

April. 12th DUSA half-day Training "Supportive Leadership & Directive Leadership" was held in SND on April 12th, 2023. Around 30 DUSA members and friends attended this training.

At the training, **Ms. Jenny Zhang**, trainer from Dale Carnegie® introduced the "Supportive Leadership" and "Directive Leadership" and led the trainees to experience the application scenarios of different leadership models through exercises. At last, Ms. Zhang also provided some tools for daily management.

After the training, all trainees received certificates provided by DUSA and Dale Carnegie®.



Please contact Maggie Chen to get DUSA Training Plan in 2023. Her email address is info@dusa-eu.cn and her cell phone number is 18051042137. Look forward to meeting you at upcoming DUSA Training.



The weather is getting better and better now, DUSA held a Spring Social gathering on the evening of **April 12th**, which was attracted around 50 DUSA friends to attend.



The guests gathered together to make new friends, to share with us their special experiences, challenges and opportunities, and also to build up their business network. The atmosphere was very nice. Thanks again to everyone who came, and also thanks to SUNPATIO Cafe & Bar for their great support.



This time, we invited 12 captains of the teams which will participate DUSA 2023 Football Tournament to make the drawing group ceremony. All the guests witnessed the birth of 4 teams composed of 12 teams. Let's have a look at the photos of the scene below.

Social Gathering



Intellectual Property Rights for Manufacture Companies

DUSA Roundtable

Intellectual Property Rights (IPRs) are legal rights that protect rightsholders against the unauthorized use of their creative works or inventions. They include patents, trademarks, copyrights, and trade secrets. As a manufacture company, protecting your intellectual property is crucial to your success. It ensures that your products and innovations are protected from imitators, competitors, and other unauthorized individuals. IPRs also help to establish your brand and reputation, which is critical to building a strong business in today's competitive market.

April 20th, DUSA April Roundtable took place at **Smart Factory Kunshan**. We invited three distinguished speakers lined up for the event. **Mr. Raymond Kok** and **Ms. Yuemel Zhang**, highly experienced lawyers from **Shao He Law Firm** who specialize in intellectual property law. They provided practical tips on how to register and protect your IPRs.



Mr. Florian Weihard, CTO of ruhlamat Automation Technology (Suzhou) Co., Ltd. and Chairman of DUSA will share his experiences of effective IPR management system establishment.



At the event, Mr. Christian Dorfmueller, the GM of Smart Factory Kunshan gave the company introduction.



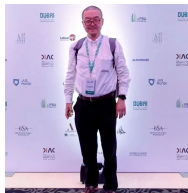
After the presentation, participants visited the factory. Mr. Frank Gaenzle, the Managing Partner of Smart Factory introduced for our guests.



News from DUSA Annual Partner

Lawyer of Fangben Appeared at the 31st IPBA (Inter-Pacific Bar Association) Annual Conference in Dubai

The chief partner of Fangben, **Lawyer Winston JIN**, was invited to attend the 31st IPBA Annual Conference in Dubai dated from March 7, 2023 to March 10, 2023. Lawyer Winston JIN spoke and shared his views at the present annual conference on the topic of **"Acquisition Financing of Chinese Outbound Investments"**. Lawyer Winston JIN mainly focused on the five following perspectives, namely "Acquisition Financing and The Belt and Road Initiative", "Approaches Available for Acquisition Financing of Chinese Outbound Investment", "Chinese Legal Framework of Acquisition Financing", "Joint Statements Made By and Between China and 100 Plus Countries" and "GDR--a Promising Financing Avenue". Lawyer Winston JIN gave a rigorous, detailed and vivid introduction to the corresponding factual backgrounds and legal systems to the participants from observations of a Chinese international business lawyer for decades.



In the meantime, Lawyer Winston JIN participated in other parallel sub-forums of the conference, such as **intellectual property rights, mergers and acquisitions, start-ups, art law**, etc. He continuously enriches his reflections on cutting-edge legal issues of international concern, and exchanges cordially with the participants from Germany, the Netherlands, Poland, Australia, Japan, Singapore and other countries and regions to convey the voice of Chinese lawyers.



The Belt and Road International Lawyers Association ("BRILA") were also invited to participate in the present conference, and Lawyer Winston JIN interacted with lawyers of BRILA in depth.

The present Annual Conference in Dubai, being the first offline conference associated and organized by lawyers globally after the COVID-19 epidemic basically ended, has a special and far-reaching significance on the 10th anniversary of the "The Belt and Road Initiative". Fangben, being an international law office and **one of the earliest members of IPBA**, has provided legal services to thousands of global clients. Inspired by the times, Fangben shall shoulder the mission and responsibility, uphold the rule of law and contribute the power of Chinese lawyers relying on its professional advantages and international experience.



News from DUSA Member: TROX China

TROX China New Factory Opening Ceremony

On April 11th, 2023, TROX Air Conditioning Components (Suzhou) Co., Ltd. held the opening ceremony of TROX's new factory in Weiting, Suzhou Industrial Park. Several experts and guests from the HVAC industry, TROX agents nationwide, guests from TROX Russia and TROX Malaysia, and employees of TROX China were invited to celebrate this commemorative moment together.



At the beginning of the ceremony, **Mr. Wayne Richmond, MD of TROX China**, extended a warm welcome and thanks to all the guests on behalf of TROX China. In his speech, Mr. Richmond said: "The opening of the new plant marks a solid step towards becoming bigger and stronger of TROX China."



At the ceremony, all participants also witnessed the awarding ceremony of TROX China as the industry-university-research base of Tongji University and the unveiling ceremony of TROX Academy. **TROX Academy, a brand-new part of TROX China, aims to explore indoor air solutions with professionals in the HVAC industry, and spread TROX technical concepts and TROX values.**

After the ceremony, the guests visited the new factory area and **TROX's most immersive customer experience center in the world** where visitors may experience TROX's full range of products and their application scenarios from the perspective of production and application.



TROX® TECHNIK

The art of handling air

A **HVAC forum** was arranged after the ceremony. Professor Zhang Xu, Chief Engineer Ye Dafa and Professor Liu Dong shared knowledge on HVAC. They also discussed thermal comfort, full air system, intelligent environment control and etc. together with Dr. Guo Jianxiong at the panel discussion session.





DUSA UPCOMING EVENTS MAY-JUNE



May 17th — Training "Talent acquisition as a successful headhunter"

Venue: SIP
Time: 13:00 – 17:00



May 23th — DARE Event

Venue: SND
Time: 18:00 – 21:00



May 27th — Sports Circle

Venue: Olympic Sports Center
Time: 10:00-12:00



May 31st — Captain's Dinner "Psychological Safety at the Workplace"

Venue: Rouge Cuisine
Time: 18:30 – 21:00



June 1st — Roundtable "Topic about the sustainability"

Venue: Radici in Xiangcheng
Time: 18:30 – 21:00



June 4th — Culture Event

Venue: Kempinski
Time: 15:00 – 18:00



June 9th — Chamber Mixer

Venue: TBD
Time: 18:30 – 21:00



June 7th — Training "McKinsey high-efficiency work and time management"

Venue: SND
Time: 13:00 -17:00



June 14th — Social Gathering

Venue: TBD
Time: 18:30 – 21:00



June 24th — Sports Circle

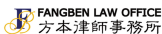
Venue: TBD
Time :10:00 -12:00

Follow up "DUSA European Association" wechat account
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2023 DUSA Annual Partner

Annual Partner:



FANGBEN LAW OFFICE
方本律師事務所

INFORMATION COLLABORATION NETWORKING

150+
Members

130+
Manufactures

80+
Events Per Year

20
Years in Suzhou

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