

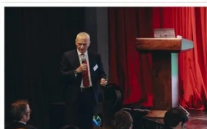


## 2024 DUSA Annual General Meeting

The DUSA Annual General Meeting, held successfully at Suzhou Culture and Art Center on **March 20th**, was a grand event that around 50 members participated in this event.

At the event, the DUSA board of directors made the DUSA work report for 2023, highlighting the DUSA's core value and steady growth. Also, the board presented the DUSA work plan and budget for 2024, outlining a multi-faceted strategy to: Keep "Zero Distance" with DUSA's members; Invest more in event quality while keeping the financial sustainability; Strong focus on the member engagement; Artificial Intelligence Initiative with series of trainings, presentations at Controlling forum and events, sharing etc.; Stable DUSA team and the data-driven approach to management.

Two proposals and DUSA budget plan for 2024 in the work report were approved by a show of hands. The first proposal involved arranging more one-day training at an increased training price, while the DUSA training commission was to be increased from 10% to 15% from May 2024. This proposal was approved by 38 members. The next approved proposal was the membership fee reevaluation from 2025, with 32 members giving their approval. Lastly, DUSA budget plan for 2024 was also approved by 42 members.



According to the DUSA AoA, these proposals and budget plan were approved by DUSA members. Winston Jin, Chief Partner of Shanghai Fangben Law Office and shareholder of DUSA hosted and witnessed this voting.

Following the approval of the proposals, participants enjoyed a sumptuous dinner and mingled with friends at DUSA new annual partner: The Circle. Overall, the DUSA Annual General Meeting was a resounding success, providing valuable insights into the DUSA's current and future state. The approval of the proposals serves as a testament to the clear direction for growth, positioning DUSA to continue making a positive support on its members at large.





## DUSA 2024 Football Tournament was held successfully!



### April 20th, DUSA 2024 Football Tournament done and dusted.

This year, we have more than 200 players, friends and families to participate and enjoy the event.

Massive thanks to all the teams, players, vendors for being part of the event. Thanks to Suzhou Singapore International School for providing such nice fields and facilities supporting; to Yofitex for providing amazing gifts for our players; to Sino United health for the professional and timely medical treatment; to Asian Tiger for kids entertainment and tents supporting; to Blue Marlin for providing plenty and nice food and drinks.



**Congratulations to**  
**VDMA Mechanics won the Cup Champion of the DUSA 2024**  
**Football Tournament!**  
**Pelliconi won the Runner up!**  
**Siemens won the 3rd place!**  
**DUSA Allstar Team won the Shield Winner!**  
**And the winner of Golden Gloves, Golden Boot, Best Player!**



## GM Interview



**Aiying Wang**

CEO & President of China, SEA & India of  
Envac Environmental Technology (Shanghai) Co., Ltd.

Aiying grew up in China and educated in the US with a Ph.D. in Physical Chemistry. While she enjoyed her previous working years in the US for MNC including BIC Corp, Michelin Tires and KEMET Electronics, her most gratifying experience is in China for the past 12 years working for KEMET, Eaton Electrical and Envac AB.

Aiying was originally brought to Suzhou when KEMET Electronics, for whom she worked in the US for five years. Despite having traveled extensively around the world, Aiying thoroughly enjoys the life in Suzhou. She appreciates the city's deep culture, beautiful surroundings, and diverse community with people from all over the world. Aiying's two out of three children have also spent several years living in Suzhou and attending middle and high school, and the city holds a special place in their hearts. When asked in the US where they are from, they proudly say Suzhou.

Aiying enjoys reading on a variety of subjects especially autobiographies. She gets inspired and resonated with people's interesting life journey. Aiying loves to walk around the lake on weekend. As a green environmental activist, she takes subways or walk as much as possible. Recently, Aiying started Pilate. Physical and mental fitness are critical to better weather the dynamics in the market place. In addition, Aiying is proactive in the community in setting by examples for Diversity and Inclusion. Through this effort and her passion for community, Aiying has been actively mentoring leaders to grow themselves while making a positive difference in the workplace and society.

In 2021, Aiying joined Envac as Regional President & CEO to lead the strategic initiatives for Envac, focusing on expediting growth across Greater China, SEA, and India. Her business priorities primarily target the development of eco-cities, hospitals, airports, and buildings, aligning with Envac's commitment to creating a better environment and desirable communities.

Envac AB, the pioneer of automated pneumatic waste collection systems (PWCS/AWCS) since 1961, holds an 80% market share in Europe. The company has been present in China and Asia for over three decades. With the recent growth in organization and business in this region, Envac HO in Sweden has more confidence than ever in China and the regional leadership team to make this region a top contributor to Envac group. Continuing to invest resources in this region is a company priority.

Envac specializes in automated waste collection systems, serving industries such as construction, city development, hospital logistics, and real estate. While challenges in the market are acknowledged, the company's 60 years of reliable operations, over 1200 successful systems in 20 countries, and a knowledgeable professional team provide a foundation for promoting a greener earth and lower carbon mission. Envac actively seeks partnerships with government and other organizations to drive innovation in waste management. In terms of leadership, the company emphasizes accountability, flexibility, inspiration, and clarity of direction. These traits are part of a culture aimed at fostering success and handling failures with grace and effective coaching skills. Envac is committed to making a fundamental difference in the waste management industry. The company's development goal for the new year is to focus on adding and optimizing core talents to share across the region. They have set their sights on achieving double digit growth in China and India, while maintaining their leadership position in Singapore and HK. Their aim is to make this region one of the key drivers for the overall success of the group.

Aiying is interested in joining DUSA to contribute to the community. She heard about DUSA through a board member recommendation and decided to join after attending a few events and receiving positive feedback from her HR department. At the March general member meeting, Aiying was impressed with the chamber staff's efficiency and productivity, as well as the active board members.

In the future, Aiying hopes to see DUSA continue to focus on SMEs with a selective working board. SMEs typically lack exposure to internal executive examples, which is crucial for leadership growth. As a chamber, Aiying believes engaged executives can contribute by sharing work experience, growth lessons, and career advancement pointers. She's excited to be a part of this community and make a positive impact together.





## Welcome New Members



Berrang Group founded over 75 years ago by Karl Berrang in Mannheim specialized in mechanical fastener technology. Today is a global supplier of fasteners and components for assemblies with subsidiaries in Europe, USA and Asia. BerrangShanghai founded in 2008 supplying customized parts with high quality requirements to the automotive, aviation, machinery, agriculture and construction industry. We not only provide parts but also engineering and logistical services as well support in localization.



Habia specialises in customised connectivity solutions for the most challenging applications. Habia unites two innovative specialty cable companies: HEW-KABEL, based in Wipperfurth, Germany and Habia Cable, headquartered in Stockholm, Sweden. Together we solve connectivity challenges and enable the technologies of the future. Today, the companies employ close to 1000 people in factories in Sweden, Germany, Poland and China, has customers in 60 countries and turns over 200 M€ annually. Together with our customers we enable the technologies of the future.



MPS ARCHONIC Group, over 130 professionals globally transforms industrial aspirations into reality. They specialize in providing unparalleled consultancy and architecture services. With strategically located subsidiaries in Germany, Shanghai China, and India, as well Mexico alongside project offices spanning 40 countries, they bring a truly international perspective to your projects. From the initial stages of land acquisition and value design to the final stages of building completion and process engineering to series launch, they seamlessly guide you through every step of the journey. Their strategic network empowers them to think globally while executing with precision at a local level. Their dedicated international team collaborates closely, leveraging diverse expertise to craft bespoke solutions tailored to meet the unique needs of their clients worldwide.



HANZA group was founded in August 2008, and is a public company, listed on NASDAQ in March 2014. HANZA Group has 6 clusters in 7 countries: Sweden, Finland, Germany, Estonia, Poland, Czech Republic, and China. HANZA Electric Suzhou is located within a global manufacturing hub in Suzhou SIP and moved to new facility in 2022. Suzhou site is offering high level manufacturing services, where the capabilities include PCBAs, cable harness production, electric cabinet assembly and Box-build assembly.



item China is a subsidiary of item Industrietechnik GmbH in Solingen, Germany, established in 2011 in Qingdao, with branches in Kunshan and Tianjin, and its sales network covers the whole country. Meanwhile, item China supplies thousands of products to customers in Asia. With the spirit of craftsmanship, we are always exploring new solutions and constantly improving the reliability of our deliveries. In addition to the famous item MB Building Kit System, the Lean Production Building Kit System, dynamic linear technology and the TPS Stairway/Platform System, the company also offers numerous solutions for lean production, automation, ergonomic facilities, and mechanical engineering. item products are used in a wide range of applications such as machine frames, industrial production lines, conveyor lines, small automated systems, non-standard mechanical and electrical equipment, electronics and auto parts assembly lines, medical and food equipment, industrial testing, security systems, cleaning equipment, and many more besides.



Kolmek's is family owned group. Their products are pumps for different pumping solutions. In China their biggest turnover comes anyway from contract manufacturing basically from western companies located in China. They control the full spectrum of production, from design and engineering to manufacturing, as well as sales and maintenance.

Kolmek's (Chuzhou) Ltd. was established in 2004. Kolmek's Chuzhou current factory, opened in 2014, is a 14,000-square meter factory, located approximately 350 km from Shanghai. It combines the best of European craftsmanship with a strong local presence, and it offers a wide range of production solutions under one roof, such as motor components, motor assembly, machining, control units and assemblies for different kind of equipment. The factory offers state-of-the-art production and global supply chain solutions to customers and manufactures some of Kolmek's own pumps.



## Benchmark Factory Visiting-Canny Elevator

**March 6th,** 30 DUSA members attended DUSA Benchmark Factory Visiting to CANNY ELEVATOR. DUSA Members visited exhibition hall to learn about the history and development of Canny. After that, we have a workshop tour and try the 5m/s, 8m/s, 10m/s elevator in the toppest test tower. Following the factory tour, a discussion was held, where members actively engaged with the representatives from the Canny. Alexandra Fong, DUSA Board of Director, highly appreciated CANNY ELEVATOR opening the factory and hosting this event. In this event, everyone gained a deep understanding of the manufacturing, development, and quality control management of Canny Elevator, a local enterprise.



### DUSA Training

#### Winning International Customers using MEDDIC

One of the most powerful principles of successful key account selling is the rule of "No Champion = No Sale". This rule is based on the MEDDIC framework, a proven method for winning complex sales deals.

*MEDDIC is an acronym that stands for: Metrics, Economic Buyer, Decision Criteria, Decision Process, Implicating Pain, Champions, Competition.*

In International Sales, you need to reach the right people, understand their needs, and influence their choices. You need to gain valuable insights into the customer's situation, desired outcomes, and preferences, while navigating complex decision-making processes, remove roadblocks, and expedite approvals.

With these concerns in mind, the "Winning International Customers using MEDDIC" programme was created as a result of 1-to-1 coaching with key accounts salespeople from a variety of industries that involve complex key account situations across 13 cities in Asia.

This programme has been tried, modified, and re-tested to make sure that salespeople deliver sustainable business results for customers, especially in the Asian context. **March 7th, DUSA Training "Winning International Customers using MEDDIC" was held at SND successfully.**







## DUSA Roundtable

### Building Blocks of Sustainable & Resilient Supply Chains

*In the face of today's volatile global market, the imperative for businesses to cultivate resilient and sustainable supply chains has never been more critical. These attributes are no longer mere advantages but foundational to the long-term success and survival of businesses.*

**March 14th**, Dr. Pascal Wolff, Assistant Professor at NISCI and Research Affiliate at MIT Center for Transportation & Logistics, shared research results and insights with us. Dr. Wolff's presentation focused on the essential building blocks and strategies necessary to construct supply chains capable of withstanding and adapting to the multifaceted challenges of environmental, economic, and social disruptions. It aimed to provide attendees with actionable insights and a strategic framework to navigate the complexities of the current market landscape, ensuring their supply chains are not just resilient but also contributed positively to their organization's sustainability goals.



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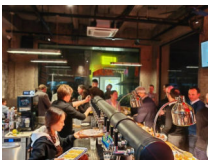
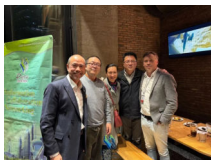


VARIOSYSTEMS



## DUSA Social Gathering

On the evening of **March 27th**, DUSA hosted a successful Social gathering event at TwinTails Taproom SIP. Over 50 members from DUSA members and friends gathered here to mingle, chat and enjoy delicious food. The Social gathering event offered a great opportunity for DUSA members and friends to get to know each other while enjoying good food and drinks. One of the best things about the event was how much everyone enjoyed themselves. The atmosphere was relaxed, and many people stayed longer than planned because they were having such a great time. The overall atmosphere was fantastic. After the event, attendees spoke highly of the experience, with many commenting on how much they enjoyed the opportunity to network and connect with others in a relaxed and enjoyable setting. The event was indeed a memorable one for everyone who attended.



## Sports Circle

DUSA Sport circle is also popular among members. **March 30th** we held the football sport at Suzhou Singapore International School. It was also a warm up event for our upcoming Football Tournament.



**April 27th**, DUSA invited our members to join the Padel tennis. It is a new sport but many people love it.





## DUSA DARE Event

### 'Freshmen in the workplace' vs the 'Old Master' - Part II

The first stop in the "Time Machine" party series: Freshmen in the workplace collide with the 'Old Master' - the DUSA DARE event was successfully held in December 2023. Through this activity, "freshmen" and "old masters" discussed some questions encountered in the workplace, learned from each other, and enhanced understanding. The "second stop" of this series of events will start on April 10. This event will focus on how to solve the conflict between the "freshmen" and "Old masters". Members who have participated in the "first stop" are welcome to continue to sign up. Meanwhile, members who are interested in this topic are also welcome to join our discussion.



April. 10th, DUSA held the 7th DARE Event at Chop Chop Bruch & Bistro. During the event, experienced professionals shared their points and experience with young people. All the participants enjoyed a lot.



## DUSA Roundtable

### Developing Your Leadership & Success

*Maturing markets. Growing competition. Dramatic & sudden changes. Urgency to figure out how to do things better & differently than before. These are the new realities and growing challenges that many companies and leaders face today.*

**April 11th**, DUSA held the Roundtable with the topic "Developing Your Leadership & Success" at Yofitex. We honored to invite Mr. Larry Wang, Career, Talent & Leadership Development Trainer & Executive Coach to be our speaker. During this Roundtable event, Larry Wang shared his expertise and lead a discussion that will identify key success factors and must dos for leaders to motivate and brought out the best in others to take on new challenges. From this event, our guests came away with practical tips and took aways along with a hands-on tool that will include: Practical learning & development habits to increase your learning curve and ability to engage new situations; Change management best practices to lead others through changing situations; How to connect what you want others to do with their success; 3 Step Approach To Guide & Support Others to pursue & deliver key solutions.



*Yofitex was established in 2009. With a proven track record of success, Yofitex has transformed from a fabric manufacturer to a software (fabric) solution provider for baby products, serving over 130 overseas clients and 400+ domestic factories and companies. During the challenging 3-year Covid period, Yofitex achieved a 40% increase in turnover to \$26.5 million - a testament to the reliable quality, creativity, solution-oriented approach, and teamworking culture.*

*Yofitex believes in cultivating a mutual working community - including users, suppliers, and the most valuable asset, the workmates. The experienced workmates from Yofitex will provide tailored programs and resources to help you unlock your full potential and thrive in today's rapidly changing business landscape.*

Mr. Bonar Zhao, the CEO of Yofitex also shared his experience, and he took our guests look around the company. Everyone was impressive a lot with his sharing, their products and the environment of the company.







## InterChamber After-work Event

On **April 17th**, DUSA organized the InterChamber After-work Event with another six chambers of commerce at the newly inaugurated Four Seasons Hotel, Suzhou. With a turnout of approximately 120 attendees representing various chambers, the evening was marked by networking opportunities and camaraderie. Guests reconnected with familiar faces from their respective chambers while also mingled with new acquaintances. Conversations flowed effortlessly, fostering an atmosphere of collaboration and exchange. Attendees indulged in relaxing ambiance, savoring the chance to meet and forge connections. The InterChamber After-work Event had not only provided a platform for networking but had also fostered lasting connections. We would like to express our appreciation to every participant and the chambers of commerce who co-organized this successful event with DUSA. Look forward to meeting you again at upcoming DUSA events.



### Organizers and Partners



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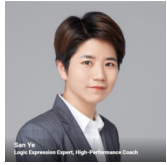
We would like to express our appreciation to every participant and the chambers of commerce who co-organized this successful event with DUSA. Look forward to meeting you again at upcoming DUSA events.

## DUSA Training

### Optimizing Work Efficiency with Logic Thinking

*In this era of information explosion, we are bombarded with large amounts of information every day. When it comes to information reception, decoding, and feedback, we often encounter the following problems: Unable to understand quickly; Unable to articulate concisely; Unable to read constructively; Unable to write clearly; Unable to think logically; Unable to execute effectively. These issues lower our work efficiency, increase communication costs, and lead to unnecessary errors. This course aims to provide methods and templates to help trainees solve these problems. Additionally, practical AI tools and techniques will also be provided to help trainees complete their work more efficiently.*

**April 24th**, DUSA invited Ms. San Ye, to have the training "Optimizing Work Efficiency with Logic Thinking and AI". During the training, San Ye shared the ways of how to do work more efficiently with AI tools.





## DUSA Upcoming Events May-June 2024



### May 15th- Workshop Latest Developments in Cross-border Data Flows

Venue: Room 2238, 22F Modern Media Plaza, No. 256, Suzhou East Avenue, SIP  
Time: 2:00 pm - 4:00 pm, Wednesday



### May 18th-Sports Circle Basketball

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



### May 24th-Mayfest Gathering

Venue: Kempinski Hotel Suzhou, No.1, Guobin Road, SIP  
Time: 6:00 pm - 9:30 pm, Wednesday



### May 25th-DUSA Culture Events with The Circle

Venue: Suzhou Culture and Art Centre-Suyi Show Zone, No. 1, Guan Feng Steet, SIP  
Time: 10:00 am - 1:00 pm, Saturday



### May 30th-DUSA/SSIS Joint Seminar Mastering Multiple Languages? A Guide of How Your Child Can Achieve It!

Venue: Suzhou Singapore International School, No. 208 Zhong Nan Street, SIP  
Time: 6:00 pm - 8:30 pm, Thursday



### June 5th- Joint Workshop with CEIBS Innovation for Assessing and Enhancing an Organisation's Business Strategy

Venue: Hyatt Regency, No. 88 Hua Chi Jie, Suzhou Industrial Park, Suzhou  
Time: 6:00 pm - 9:00 pm, Wednesday



### June 6th-Captain's Dinner China's Auto Industry - The Race to a Sustainable Future

Venue: Sizzling Steak House, Building 12, Li Gongdi Phase III, SIP, Suzhou  
Time: 6:30 pm - 9:00 pm, Thursday



### June 14th-The 11th Sino-German Controlling Forum Winning in Markets

Venue: Pan Pacific Hotel, Suzhou  
Time: 8:30 am - 5:00 pm, Friday



### June 18th- Workshop Enhancing Supply Chain Financial Management for Your China Operations

Venue: Room 2238, 22F, Modern Media Plaza Center  
Time: 2:00 pm - 4:00 pm, Tuesday



### June 19th-Roundtable Sustainable Manufacturing: Navigating Carbon Neutrality- Policies Update & Best Practices Sharing

Venue: Weidmüller Interface (Suzhou) Co., Ltd.  
Time: 6:00 pm - 9:30 pm, Wednesday



### June 24th-Training AI Engineering - How to Communicate with AI Effectively

Venue: Room 2238, 22F, Modern Media Plaza Center  
Time: 1:00 pm - 5:00 pm, Monday



### June 29th-Sports Circle Badminton

Venue: Suzhou Olympic Sports Centre  
Time: 10:00 am - 12:00 pm, Saturday