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Dear Partners!

Our July newsletter reports on the QuantorForm global marketing activity and events that have taken place during last few months. It covers in detail the activity from visits and seminars in other countries including USA, China, Poland, Italy, UK and Turkey.

1. QUANTORFORM GENERAL DIRECTOR VISIT TO THE USA

During the period February 28th to March 4th Mr. Sergey Stebunov (General Director of QuantorForm Limited) jointly with its US Partner (Forge Technology, Inc.) visited various US forging plants. During these visits company representatives specified current manufacturing problems and forward objectives that could be solved by means of numerical simulation methods. Mr. Stebunov using QForm made technical presentations and offered possible solutions to solve these problems which resulted in the parties agreeing to discuss these matters further and set up future development. During these visits, almost every plant commented on the current market situation and said that with production picking up they hoped for more stable production conditions and more technical development.

2. QFORM PRESENCE IN CHINA

China seminar «QFORM 20 YEARS INDUSTRY APPLICATION»

During the period 28 – 29th of March, 2011 QuantorForm Limited jointly with its Chinese partner FUKIN TECHNOLOGIES SERVICES held a QForm seminar to explain that QForm had now been - 20 Years in Industry, Research and Education and that during this time had made a great contribution into the forging industry all over the world.

In the seminar Mr. Segrey Stebunov (General Director of QuantorForm Limited) introduced a way to increase the efficiency of the forming processes by using numerical simulations, in particular, the latest version of QForm 7.0 software. As part of the seminar there was a period of advanced training for all current users and roundtable discussion taking all customer questions and providing technical solutions to meet their requirements. Additionally the current QForm users each made their own reports in respect of their use of QForm and the simulation results achieved at



their companies.

The participants at the seminar included both current users and also new interested parties from various Chinese manufacturing plants and universities. At the close of the seminar those QForm users who worked directly with software and who had completed the advanced training were awarded with certificates. Many of the new participants signed agreements to take trial licenses on behalf of their companies or universities.

The seminar was well organized and had a well scheduled 2 day program which interested all the participants. It was held in good conditions and during lunch there was lots of informal communication and exchange of ideas which gave a positive impression to the participants. The seminar showed high software demand and promising prospects in connection with the Chinese market industrial and educational development.

❖ **New QuantorForm, Ltd. Chinese partner as a new branch for further business extension.**

As the results of negotiations between Mr. Segrey Stebunov (General Director of QuantorForm Limited) and Mr. Lixin Jiao (General Manager of Beijing Intelligent United Innovation Technology Co. Limited) the companies discussed cooperation prospects and signed authorized dealer agreement aimed to extend and enhance both companies positions in the Chinese market.

Beijing Intelligent United Innovation Technology Co. Ltd. provides the most advanced simulation, design software and technology. It has setup a localized high level technical support team, engineering consulting, and can customized and develop add value service. They are dedicated to the development of advanced manufacturing with a target to be the leading provider of advanced design and simulation software and technology.

❖ **China plants and universities visits.**

During Mr. Stebunov stay in China, he also visited several other potential customers, arranged by QuantorForm Limited Chinese partners which confirmed the market opportunities in China and the need for further QuantorForm business extension to Chinese market.

3. TURKEY SEMINAR “QFORM EXTRUSION”

On April 13th QuantorForm, Ltd. jointly with their new Turkish partner TEKYAZ Teknolojik Yazılımlar ve Makine Ticaret A.Ş. held a seminar on QForm Extrusion.

For more detailed information about TEKYAZ Teknolojik Yazılımlar ve Makine Ticaret A.Ş. please find at the link www.tekyaz.com



4. POLAND QFORM SEMINAR “ADVANCED METHODS OF NUMERICAL SIMULATION OF FORMING PROCESSES”

On April 19th in Poland QuantorForm, Ltd. jointly with Firma Usługowa KENDIN and with the support of the Laboratory of Forging, Plasticity and Special Technology of Metal Forming Department of AGH University of Science and Technology held a QForm seminar called “Advanced methods of numerical simulation of forming processes”.

The seminar was planned to present a way to increase the efficiency of the forming processes by using numerical simulations, in particular, the latest version (Version 7) of the QForm software. Included in the presentation were the QForm simulation modules for



Forging, Rolling, Heat Treatment and Microstructure all based on the latest advanced software solutions and included as well some practical experience of results using QForm in the production process of critical components in aerospace and automotive.

The seminar gathered more than 25 manufacturing plants and universities from all over the world.

Several companies, including GMT Berlin, AGH, B Braun and Kuznia Polska Skoczov presented their use of QForm and how it meets their practical needs and increases their economic efficiency.

To obtain more information about seminar organizations, please contact their web-sites:

- ❖ QuantorForm, Ltd. (Russia) – developer of rapid, easy-to-use and precise software for simulation, analysis and design of technological processes of forging, rolling, extrusion and other metal forming processes (www.qform3d.com);
- ❖ Firma Usługowa KENDIN (Poland) - QuantorForm representative in Poland (www.kendin.pl);
- ❖ AGH University of Science and Technology (Poland) (www.agh.edu.pl).



5. ESAFORM2011, taken place in UK within 27-29 April (www.qub.ac.uk/sites/ESAFORM2011).

QuantorForm is a regular participation in ESAFORM and had a stand at this conference. During the conference the Director for International projects made reports about the following topics “Finite Element modelling of complex thin profile extrusion” and a second topic was made jointly with German partners GMT mbH and was dedicated to “Simulation of Recrystallisation and Grain Size Evolution in Hot Metal Forming”



6. QuantorForm joint with «Oberste-Beulmann GmbH & Co. KG» participation in "7th World Congress "Aluminum2000"

QuantorForm Ltd. jointly with its German partner «Oberste-Beulmann GmbH & Co. KG» - supplier of special steels (<http://www.oberste-beulmann.de/russisch.php>), - took part in the very successful "7th World Congress "Aluminum2000", which took place between 17th and 21st May 2011 (<http://www.aluminium2000.com>). The aim of the joint QuantorForm and «Wihelm Oberste-Beulmann GmbH & Co. KG» was to provide customers with modern methods to achieve the maximum economic effect using the QForm software program for the technology process in development of metal forming combined with their German partner's indepth knowledge of tool steel.



Photo: Congress President Dr. Dalla Barba and QuantorForm Director for International Marketing N. Biba at QuantorForm booth.



Photo: QuantorForm and Wihelm Oberste-Beulmann GmbH & Co. KG joint work with US colleagues and other visitors



Photo: International seminar for representatives of Indian press plat and APPLE company (USA)



Photo: Barbara Reggani (University of Bologna, DIEM Eng. Dept.) at QuantorForm booth

The congress was dedicated to most important issue concerning aluminum industry in the world, including computational simulation of press processes for development of tool die. Director for international projects Mr. N. Biba delivered the report «QForm-Extrusion simulation program for optimization of extrusion technology and tool design for complex thin wall profiles» within section «Extrusion process, tooling and dies».



Photo: N. Biba speech at section «Extrusion process, tooling and dies».

