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### MARKET REVIEW

The picture appears to be from an international SIMPACK User Meeting – How is it that there are so many participants?

It is actually a picture from the first SIMPACK User Meeting in China, which was held in Beijing on the 26th April this year. In total there were almost 100 participants present when INTEC, along with ESP - INTEC's partner in China - unveiled the new version 8.7. Around 20% of those present were from universities and academia and 80% were from industry. In SIMPACK's first year on the market a large number of universities are now customers, which is important for future growth. SIMPACK is also being evaluated within industry across China. ESP has only been operating for the past 2 years but has already 6 employees. Xiutong Fu, Managing Director of ESP, has been in the field of multi-body simulation for the past 10 years, albeit with our competitor, and is one of the

most experienced MBS users in China. The Chinese market has a long tradition in railways, which looks to continue way into the future. The automotive industry, however, looks just as promising. The majority of cars sold in China are manufactured but not developed in China. This is made possible by joint ventures through co-operation with established automotive manufacturers. The domestic market also has its own brands, such as 'Cheery', which have been developed completely in China.

Where do you think the worldwide second and third largest manufacturer of commercial vehicles come from? This offers great potential for Europe's market leader in the field of multi-body simulation for commercial vehicles.

In the next SIMPACK News take a look to see where the new licenses have been sold; I would be very surprised when the names of a number Chinese firms aren't on the list.

### NEW UNIVERSITY AND RESEARCH LICENCES SINCE DECEMBER 2004

Vif, Kompetenzzentrum, Das virtuelle Fahrzeug, Graz, Austria  
 Chang'an University, P.R. China  
 Lianoning Institute of Technology, Mechanical & Electrical Department, P.R. China  
 Berufssakademie Mosbach, Germany  
 RWTH Aachen, IGM Institut für Getriebetechnik und Maschinendynamik, Germany  
 TU Stuttgart, Stifungslehrstuhl Windenergie, Germany  
 CEIT, San Sebastian, Spain

### NEW COMMERCIAL LICENCES SINCE DECEMBER 2004

SKODA VYZKUM s.r.o., Plzen, Czech Republik  
 Blue Engineering, Italy  
 AGCO, Markt Oberdorf, Germany  
 BMW Motorrad, München, Germany  
 BMW F1, München, Germany  
 DaimlerChrysler Heavy Trucks, Stuttgart, Germany  
 FEV Motorentchnik, Aachen, Germany  
 Fraunhofer Institut für Techno- und Wirtschaftsmathematik, Kaiserslautern, Germany  
 Germanischer Lloyd Windenergie, Hamburg, Germany  
 Voith Turbo GmbH, Crailsheim, Germany  
 Vossloh Locomotives GmbH, Kiel, Germany  
 Stadler Bussnang AG, Bussnang, Switzerland  
 Williams Grand Prix Engineering, Oxfordshire, United Kingdom