



Jönköping, Nov 10-11, 2010



Register now!
www.b2fair.com

Match-making at Elmia Subcontractor

Exhibitors and Visitors – combine your fair participation with match-making!

Welcome to participate in pre-booked meetings between 15 companies from 15 countries during the two days of the fair. A unique one- and two-to-one efficient opportunity to generate new business contacts and cooperation.

b2fair

Why participate?

As purchaser – you have the possibility to find qualified European suppliers during effective one-to-one meetings.

As market/sales manager – you have the possibility to find new European customers and create network of mutual interest in for example new suppliers.

As product developer – you have the possibility to find partners for new technology and innovative solutions.

As exhibitor – get your company visible on the international market.

Measure the competitiveness of your own company.

For whom?

For companies within or who has an interest in metal working and the automotive industry within the sectors that Elmia Subcontractor focuses on:

- Manufacturing methods
- Products and components
- Material, raw-material and semi finished products
- Tools and fixtures; custom-made



**TILLVÄXT
VERKET**

AUTOMOTIVE SUPPLIER DAYS | 2010
 By Elmia & FK&G

visioner
blir
verklighet

**Elmia
Subcontractor**

NORRA EUROPAS LEDANDE UNDERLEVERANTÖRSMASSA

HOW TO PARTICIPATE

- You can participate either as exhibitor or visitor.
- All participating companies fill in a company profile describing the company's activities, co-operation sought and offered.
- You choose the companies you want to meet from the on-line catalogue and vice versa.
- Your wishes will be matched in a software programme.
- The matching will result in individual meeting schedules.

MATCH-MAKING ORGANIZER

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www.enterpriseeurope.se



www.fkg.se



www.inkopsforum.se

Results from former years match-making at Elmia Subcontractor show that:

- 50% of all meetings that took place resulted in business possibilities and further contacts.
- 30% of the created contacts was estimated to lead to contract.
- 92% want to participate again.

Company Comments

"A great investment for the company – I will participate again next year! I now understand the meaning of the preparation work with the company profile and the meeting requests in advance. Some meetings was booked not relevant for our company, but only depending on our own wording in the profile."



"Next time we will bring both our purchase and selling department to get the best out of our participation."



"The match-making gave an opportunity to meet potential clients/ subcontractors from different parts of the world you otherwise wouldn't get in contact with."



"All contacts created are not instant hits but after a couple of years a meeting at b2fair can turn out to be invaluable."



"My first visit to b2fair at Elmia Subcontractor – I was impressed!"

Please send your answer faxcimile to: 0381-5196 114 (TZW Technologiezentrum Warnemünde e.V.)

YES, we would like to take part in the b2fair & Automotive Suppliers Days.

We would like further information about the event, please contact us.

Company _____

Name _____

Address _____

Telephone _____ Fax _____

E-mail _____

Contact person _____