



## SUBCONTRACTING 2017

International trade fair of industrial subcontracting  
26–28 September 2017, Tampere Exhibition and Sports  
Centre

[www.alihankinta.fi](http://www.alihankinta.fi), @Alihankinta, #Alihankinta

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### The positive mood in the industrial sector was visible in the more international nature of the Subcontracting Trade Fair

Visitors to the Subcontracting Trade Fair, held in Tampere last week, numbered 17,684. The trade fair had exhibitors from 20 countries. The next Subcontracting Trade Fair will be held on 25–27 September 2018, which will also mark the 30th anniversary of the event. Subcontracting 2018 will focus on productivity developments in manufacturing. AlihankintaHEAT, an event that highlights start-up companies, will be held next year as well and play an increasingly important role in the trade fair. Next autumn, the trade fair will also be visited by participants of the IFPSM World Summit 2018.

“It was nice to see the smiles on people’s faces, and I couldn’t help noticing how the weight of the long downward slump has lifted off their shoulders. The exhibitors and visitors were in good moods, and the atmosphere conveyed confidence in the future of the industry. I could also hear several different languages being spoken among the crowd. The interest in the event shown by international visitors is an indication of the interest that the Finnish market and industrial sector attract overseas. The Subcontracting Trade Fair turns 30 next year. At next year’s event, we’ll be looking back at the amazing improvements in productivity that our subcontractors have achieved. Rather than just gazing at the rear-view mirror, however, we will focus on the issues that will help the entire manufacturing sector of Finland to be successful over the next 30 years as well”, says **Jani Maja**, Product Group Manager at Tampere Trade Fairs.

“The Finnish Association of Purchasing and Logistics will host the IFPSM World Summit 2018 in cooperation with the International Federation of Purchasing and Supply Management in Helsinki on 26–29 September 2018. The sourcing and procurement professionals and decision-makers participating in the summit will visit the Subcontracting Trade Fair on Wednesday 26 September. We’re expecting sourcing and procurement managers from Europe, East Asia and Africa,” says **Markku Henttinen**, Managing Director of the Finnish Association of Purchasing and Logistics (LOGY).

### AlihankintaHEAT will be developed into an event that brings old and new companies together in increasingly productive ways

“AlihankintaHEAT, which introduces start-up companies, included 17 start-ups and 14 partners. The event programme and contents were also advertised in HeatCorner, located in the main lobby. In the future, we want start-up companies to have an increasingly strong presence at the Subcontracting Trade Fair, so that the companies here will have the chance to familiarise themselves with new and agile operators and innovative operating methods. This was the second time we had arranged HEAT, and it provided us with a lot of ideas for the event’s further development, which will lead to major improvements next year,” says **Tanja Järvensivu**, Event and Communications Manager at Tampere Trade Fairs.

### Prince Michael of Kent pleasantly surprised by Subcontracting Trade Fair

“This is the first time that I’m visiting Finland for business reasons; we’re here to promote small businesses. This fair you have here in Tampere is very impressive, because you have a great many stands here. And although there are, so far, no English companies represented, it’s only a question of time before that happens. There were so many varieties, whether it’s in medicine, aviation or automotive. You have the best examples of everything here, and that’s very inspiring”, said **Prince Michael of Kent** in an interview with Aamulehti. *Aamulehti: Watch a video of the interview with Prince Michael of Kent.*

The theme of the Subcontracting 2017 Trade Fair was partnership networks, and the partner company was MSK Group Oy. LOGY recognised *John Deere Forestry Oy* with the Main Supplier of the Year Award and *Oy Darekon Ltd* with the Subcontractor of the Year Award.

For more videos and photos of the event and other media material, go to [www.tampereenmessut.fi/materiaalipankki](http://www.tampereenmessut.fi/materiaalipankki)

*Held since 1988, the Subcontracting Trade Fair showcases Finnish industry and its leading companies. The main partners of Tampere Trade Fairs are the Technology Industries of Finland association, the Rubber Manufacturers’ Association of Finland, the Finnish Plastics Industries Federation, and the Finnish Association of Purchasing and Logistics. AlihankintaHEAT is offered by Finland Events, the event unit of Tampere Trade Fairs, in cooperation with Rapid Action Group (RAG).*

**FURTHER INFORMATION:** [www.alihankinta.fi](http://www.alihankinta.fi), [www.alihankintakolumni.fi](http://www.alihankintakolumni.fi), @Alihankinta, #Alihankinta, #AlihankintaHEAT

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