

Ace Moulding Services

Attending: Whole Event

Business: *Injection Moulder with a worldwide customer base of international blue chip companies*

General Purchasing Requirements: Blow Mouldings, Castings, Extrusions, Foam Mouldings, Injection Moulding Tooling, Injection Mouldings, Mouldings, Plastics Moulding Tools, Prototyping, Tooling, Vacuum Forming, Vacuum Forming Tooling

Specific Purchasing Requirements: Injection Mould Tools: £500K, Blow Moulding Tooling: £60K, Vac-Form Tooling: £25K, Rotational mouldings and tools: £25K. Also interested in meeting with PR Agents.

We cover full project management.

Purchasing Policy: *Our worldwide customer base of blue chip companies have benefited from reliable 'just in time' delivery service. Our services include involvement with new projects in their earliest stages. Manufacturing of tooling can be effected in-house or with toolmakers elsewhere in the UK or overseas.*

Aerospace Components (+ Michigan Aerospace Manufacturers Association)

Attending: Whole Event

Country: United States

Website: www.michman.org

Business: *Distributor/manufacturer of aerospace components*

General Purchasing Requirements: Aerostructures, Avionics, Castings, Components and sub assemblies, Composites, Interiors, Precision Engineering

Specific Purchasing Requirements: Machined products, forging suppliers.

Purchasing Policy: *We build OEM/MRO/PMA parts for internationally based companies. Aerospace Components is a manufacturing distributor to the world wide aerospace marketplace. We procure parts for a variety of primes and Tier 1,2 suppliers.*

Suppliers must be AS9100 certified.

Ambra

Attending: Whole Event

Country: Brazil

Website: www.ambrasolutions.com

Business: *Ambra Solutions is a Brazilian company, oriented to Engineering Design Services, as well as to provide complete Project Management (turn-key projects) to the aerospace and automotive market.*

General Purchasing Requirements: Aerostructures, Composites, Ground Support Equipment, Interiors, Precision Engineering, Sub-Contract Engineering, Tooling

Specific Purchasing Requirements: Interiors, Ground Support Equipment, Engineering, Tooling

Purchasing Policy: *AMBRA SOLUTIONS activities are focused on Engineering Design (Tooling Special Machinery, Assembly Lines, Interior Technologies, Pneumatic and Electric Installation, CNC Programming, Product Conception and Development) to aeronautic, automotive and industrial sectors.*

Ambra has all technical and management skills to control and execute all phases of a turn-key solution from conception, development, design, manufacture, certification and after sales support.

Ambra has accumulated 10 years of market and has a professional team with excellent qualifications and experience in tooling, products and structural analysis, CNC Programming, aircraft interiors design, using the latest version of Catia V4 and V5 to develop its projects.

Ambra's philosophy is to work with clients to achieve technical customized solutions within required time schedules. Its main clients are Embraer, C&D (USA), Sobraer Brasil (Sonaca), Bombardier, General Motors, Tecsis, Tenaris Confab, amongst others

Bhargava International (India)

Attending: Whole Event

Country: India

Website: www.bhargavainternational.com

Business: *Manufacturers, representatives, importers & exporters*

General Purchasing Requirements: Aluminium Components, Bearings, Castings, Electrical Components, Electronics, Engine Management Systems, Ground Support Equipment, Hydraulics & Pneumatics, Precision Engineering, Pressings, Sub-Contract Engineering, Tooling

Specific Purchasing Requirements: Energy Power Generation, Specialised Mining Equipment / Materials Handling, New Materials Technologies and Production Processes, Precision Engineering, Special Applications.

Purchasing Policy: *After establishing contacts with potential and prospective manufacturers or suppliers, we will provide detailed specifications and drawings with a request for budgetary quotation in order to evaluate suitability of product and pricing before entering into a business relationship. Normally international quality standards like ISO etc are expected.*

BSB Engineering Services Ltd

Attending: Whole Event

Website: www.bsbdampers.co.uk

Business: *Ventilation, Air Conditioning & Heat Recovery.*

General Purchasing Requirements: Electrical Services, Sub-Contract Engineering

Specific Purchasing Requirements: Plastic components: £200k pa; Sheet metal components: £500k pa; Aluminium profile: £500k pa; Welding, fastenings and fixings: £200k pa; Sub contract engineering: £750k pa.

Purchasing Policy: *B.S.B. Engineering Services Ltd are a member of Maico Holdings GmbH, an international company with some 40 outlets within Europe, Asia and India employing over 250 staff marketing a range of products for ventilation, Air Conditioning and Heat Recovery. B.S.B. manufactures a complete range of Air and Fire Control Products which are tested to B.S and E.N standards, B.S.B. are quality assured to ISO 9001:2008 and are listed in BRE's Red Book for Product Accreditation to LPS 1162.*

B.S.B. purchases mild steel sheet and coil, various grades of stainless steel sheet and coil and aluminium profile, plastic bushes and handles in addition to a wide range of components for its products.

B.S.B is keen to promote the successful development and management of long term mutually beneficial relationships with its suppliers with a number of projects being specified whereby B.S.B products must be supplied and installed.

China Machinery Pufa Industry & Trade Group

Attending: Whole Event

Country: China

Website: www.cmpcn.com

Business: *Forging Manufacturer and Trader*

General Purchasing Requirements: Engine Parts & Engines

Specific Purchasing Requirements: Looking to meet with suppliers of finished and forging parts of crankshaft and other engine parts. Also interested in Specialised Mining.

Purchasing Policy: *China machinery Pufa Industry & Trade Group with approval by the State Council in 1992, was established by the former Machinery Industry to operate as a state-owned enterprise with the integrated technical industrial and trading functions in Pudong, Shanghai. We expect all of our supplies to have CE certification.*

China-Britain Business Council

Attending: Whole Event

Website: www.cbbc.org

Business: *Leading independent UK organisation for the promotion of British Business in China*

Specific Purchasing Requirements: Looking to meet with companies from all industry sectors who are interested in the Chinese market and the

opportunities it offers.

Purchasing Policy: With 8 offices in the UK, 11 in China and 100 staff in China, CBBC is the leading independent organisation supporting British businesses entering and developing the Chinese market. We work with companies of all sizes, from SMEs to multinationals, and are involved at governmental level. CBBC offers advice and support, has a range of tailored services, and works closely with the British Embassy and Consulates in China, delivering their business-to-business support operations.

Circumvesuviana

Attending: Whole Event

Country: Italy

Website: www.vesuviana.it

Business: Local Public Railway Transport

General Purchasing Requirements: Components and sub assemblies, Electrical Components, Electronics, Hydraulics & Pneumatics

Specific Purchasing Requirements: Electrical Components: £400K; Wheels: £400K; Rails: £500K; Breaking and Mechanical Systems: £550K; Interiors: £300K

Purchasing Policy: Circumvesuviana is a public transport company operating mainly in the surroundings areas of Naples.

Our underground system serves about 38 million travellers yearly, with a total network length of 160 km, and 520 train journeys a day. We employ 1600 staff for the service and maintenance of our system.

The procurement of materials and services follows the Government tender process.

Briefly, a request is addressed to suppliers, based on internal requirements, by providing the specific details and trial conditions. If the purchasing value exceeds the limit, a public tender is carried out

Colly Filtreringsteknik AB

Attending: Whole Event

Country: Sweden

Website: www.colly.se

Business: Importers of high quality technical components and solutions to the industry in Sweden.

General Purchasing Requirements: Components and sub assemblies, MRO Parts suppliers

Specific Purchasing Requirements: Complementing products within filtration and separation solutions; High Quality technical components and solutions for repetitive sales

Purchasing Policy: Colly Filtreringsteknik AB (part of the listed company Indutrade) is an importer of high quality technical components and solutions to the industry in Sweden. We are specialists in filtration and separation solutions (fluid & gases). We are interested in new unique products for repetitive sales.

Quality is very important and we have well established QA-systems. We conduct yearly supplier evaluations and we possess the ISO 9002 and QS 9000 certificates. All products are quality assured and can be delivered directly into the assembly line without prior arrival control.

Comstar Automotive Technologies

Attending: Whole Event

Country: India

Business: Design and manufacture of starters, alternators and starter kits for vehicles., Raw materials and components

General Purchasing Requirements: Castings, Components and sub assemblies, Research, Design & Development

Specific Purchasing Requirements: Identify technology partners for Hybrid automobiles. Sourcing suppliers for Raw materials and components. Forgings: 1.15Mpa, Castings & Finishing £1.37Mpa, Components & Sub-assemblies £1.11Mpa, R&D £110Kpa

Purchasing Policy: • Comstar India procurement is led by Purchasing organization which is supported by Supplier Development and Product Development.

• A supplier assessment is carried out by the Purchasing organization – suppliers who meet the basic criteria are selected for the

Request for Quote.

• Suppliers qualified on commercial and technical feasibility assessment are added in the supply base and future business is sourced. The basic requirement which suppliers must meet to be part of the Comstar India's supply base is TS16949 compliance.

• Suppliers' parts are brought put to various tests to qualify before parts are put on Comstar end items.

• Once the part pricing agreed and parts are certified by Comstar, the releases are sent to suppliers by Material and Planning functions.

• Comstar India expects the following from its new supplier

1. Y-O-Y price reduction minimum 3% for 3 years
2. 100% compliance to delivery schedule
3. Single digit PPM

ContiTech Techno-Chemie GmbH (CONTINENTAL)

Attending: Whole Event

Country: Germany

Website: www.contitech.de

Business: 1st tier automotive supplier of hose and hose assemblies

General Purchasing Requirements: Machining, Metal Components, Metals, Tube Manipulation, Tube/Pipe

Specific Purchasing Requirements: Hoses, Plastic Parts, Metal Parts, Tubes, Turned Parts, Machine Parts, Stamp Parts, Deep Drawn.

Tubes: 15M Euro; Metal parts (turned, machine, stamp etc): 50MEuro; Hoses: 12M Euro; Plastic: 8M Euro.

Purchasing Policy: Conti Tech Techno - Chemie has the management system ISO/Ts 16949: 2002

And the ecological certificate I4001:2005

We look only for certified suppliers - not less than ISO 9001 superior to TS 16949

Dunav Consulting (Romania)

Attending: Whole Event

Country: Romania

Website: www.dunav.ro

Business: Consulting, Representation and Procurement Agency

General Purchasing Requirements: Fasteners & Fixings, Sub-Contract Engineering

Specific Purchasing Requirements: Castings and finishing, components and sub-assemblies, instruments & controls, interiors, precision engineering, electronics, fabricated parts & fabrication services and machine tools / metal cuttings.

Rail cutting discs, shoulders for railway use and material for railway coaches.

Purchasing Policy: Presently our company mainly deals UK railway industry companies. In 2007 we have had contracts in place in excess of 2.5 million Euro, and in 2008 of 2 Million and 2009 of 1.5 million Euro anticipate.

Elbit Systems Ltd

Attending: Whole Event

Country: Israel

Website: www.elbitsystems.com

General Purchasing Requirements: Aero Components & Sub-assemblies, Aero Testing & Certification, Avionics, Avionics & Electronics, Castings, Components and sub assemblies, Electrical Components, Electrical Services, Electronics, Engine Management Systems, Ground Support Equipment, Research, Design & Development, Sub-Contract Engineering

Specific Purchasing Requirements: We hope to find the best subcontractors that UK companies can offer and to meet suppliers who are able to provide added value in a cost effective time.

Communication systems, Shelters Manufactures, Optical Cables Assy.

Purchasing Policy: Elbit Systems develops, manufactures and integrates advanced, high-performance defense electronic and electro-optic systems for customers throughout the world. Our major activities include command, control, communication, computer and intelligence systems and intelligence

surveillance and reconnaissance systems for Defense, UNV's and homeland security applications. We manufacture and assemble most of our systems in Elbit Systems' production facility in Israel, and at EFW's facilities in Fort Worth, Texas and Merrimack, New Hampshire. These facilities contain warehouses, electronic assembly areas, test evaluators and final test stations. Our objective is to establish the possibilities of creating a new supply base in Europe. This new development offers excellent opportunities for innovative suppliers to work with Elbit Systems Company in Israel and USA. Accreditation to ISO 9002 is A MINIMUM QUALITY STANDARD.

FAPCO SA DE CV

Attending: Whole Event

Country: Mexico

Website: www.fencoparts.com

Business: Automotive parts industry (Remanufacture & New)

General Purchasing Requirements: Castings, Components and sub assemblies, Engine Parts & Engines, Fabricated Parts, Fabrication Services, Instruments & Controls, Maintenance, Repair & Overhaul, Metal Components, Metal Forming, Metal Spinning & Working, Metals, Treatments & Processes

Specific Purchasing Requirements: Automotive components for 20 distinct product lines (6 millions parts per year) of both re-manufactured and new products. Plates for steering pumps, seal kits, brake caliper pads, rack and pinion tie rods, brake caliper pistons (metal & phenol), master cylinder & rack and pinion metal sleeves, bearings, plugs and plastic caps, retainers, snap rings, metal reservoirs for steering pumps, metal clamps, gaskets, bushing, steel balls for steering gears, SP shafts, SP boots, automotive hydraulic parts, mater cylinder cups, others.

Brackets & pistons; £1.3M, Break caliper & master cylinder parts; £1.3M, Steering parts; £150K, Phenolic pistons; £500K, Disc break pads; £600K, O-rings, seals, gaskets, others; £100K

Mild Steels and strip products, Machine tools / metals cutting.

Purchasing Policy: Business Description.

Established in 1949, Fenco has evolved to become a leader in the North American Automotive Aftermarket, offering over 20 distinct product lines of both Remanufactured and New products (mainly steering pumps, steering gears, brake callipers, master cylinders and rack and pinions).

Each and every day, in the over 6 million parts we ship each year, we strive to offer our customers what we call the "Fenco Value Proposition" - our proven combination of Quality, Service and Price. We have 800,000 square feet of Remanufacturing and Distribution located in Canada, USA & Mexico.

First remanufacturer in North America to receive first the FORD Q1 quality certification and then the QS9000 & TS16949. More info at

www.fencoparts.com

Procurement process.

* Planning

* Product Design and Development

* Process Design and Development

* Product and Process Validation

* Production

Understanding the needs of the customer

Proactive feedback and corrective action

Designing within the process capabilities

Analyzing and mitigating failure modes

Verification and validation

Design reviews

Control special / critical characteristics.

TS certified companies or current suppliers to OE as a preferred plus.

Ford of Europe

Attending: Whole Event

Country: Germany

Website: www.ford.com

General Purchasing Requirements: Precision Engineering, Research, Design & Development, Sub-Contract Engineering

Specific Purchasing Requirements: Specialist Engineering Services (CAD based) :£40M; Specialist Testing Services - powertrain, transmission, NVH, Emissions, Calibration :£20M. Precision Engineering; Machine Tools/Metals Cutting; MRO; R&D; sub-contract Engineering.

Purchasing Policy: Ford in Europe has a centralised purchasing organisation sourcing for all its plants, offices, and engineering centres in UK, Germany, Belgium, Spain, Russia and Romania. We are always looking at

new, high quality and innovative solutions to our requirements particularly for suppliers of engineering services, testing & development, who can support and or all of our operations. In a Tier 1 or Tier 2 capacity.

General Motors

Attending: Whole Event

Website: www.vauxhall.co.uk

Business: Automotive OEM

General Purchasing Requirements: Castings, Components and sub assemblies, Electrical Components, Engine Management Systems, Engine Parts & Engines, Fabricated Parts, Interiors, Treatments & Processes

Specific Purchasing Requirements: Interior Trim; Injection Mouldings; Castings/Forgings; New Materials technologies & production processes;

Purchasing Policy: GM is a World-wide Automotive company. We design and manufacture our vehicles at sites across the globe, including several sites in Europe. In the UK we have two manufacturing sites: in Ellesmere Port, Cheshire and Luton, Bedfordshire.

Global Purchasing and Supply Chain (GPSC) are tasked with sourcing components for delivery to GM's manufacturing sites. Again, they are based in several locations around the World and including the UK. The UK team source parts for vehicle programs around the World and not just for the UK.

GM operates a 'Bidders List' comprised of those suppliers it deems capable of producing parts to our requirements. It is split into groups depending on the product produced by the suppliers on the list. In order to appear on the Bidders List, a supplier should have ISO/TS16949, or at least be in the process of being accredited to this standard with a recognised certification body.

When appropriate, a Buyer will choose suppliers from his/her Bidders List and begin the process of requesting quotes. Later, this will involve more detailed Price and Engineering analysis before final negotiations and award of business.

Image Labels PVT / Preston-Image Tech Private Ltd

Attending: Whole Event

Country: India

Website: www.imagelabels.in

Business: Printed and speciality industrial labels of all kinds / Speciality converters and contract manufacturers

General Purchasing Requirements: Research, Design & Development, Tooling

Specific Purchasing Requirements: Printing Inks, Self Adhesive Materials of all types, Printing Machines, Laminating and Finishing Equipment, New Technologies

Purchasing Policy: We expect all suppliers to have quality certifications, and provide test certificates for all supplies. All raw materials must be RoHS compliant and must be in line with international standards.

All correspondence regarding supplies of raw material or machinery should be addressed to:

Mr. Sujan Nailady, Managing Director, Image Labels Pvt. Ltd, 10 Vajarahalli, Kanakapura Road

Bangalore 560062 India

Tel: +91-80-2842 5555, Fax: +91-80-2842 5678

e-mail: sujannailady@vsnl.net, www.imagelabels.in

Independent Buyers

Attending: Whole Event

Website: www.independentbuyers.com

Business: Purchasing Consortium

General Purchasing Requirements: Bearings, Castings, Extrusions, Filters & Seals, Injection Mouldings, Mouldings, Pressings, Sub-Contract Engineering, Tube/Pipe

Purchasing Policy: Independent Buyers runs the largest private-sector purchasing consortium in the UK with a total membership in excess of £1 billion comprising members across several industry sectors including manufacturing, engineering, construction, publishing and chemical. With several years experience of procurement co-ordination, Independent Buyers

provides its members with significant discounts across over 100 purchase categories. We are therefore looking to appoint local and national suppliers for a number of these categories. For further information please visit www.independentbuyers.com

Istanbul Transport

Attending: Whole Event

Country: Turkey

Website: www.istanbul-ulasim.com

Business: *Istanbul Ulasim was established in 1988 to undertake the operation and maintenance of the completed railway systems. Istanbul Ulasim has been serving to the public for 19 years.*

General Purchasing Requirements: Aluminium Components, Bearings, Castings, Chemicals, Components and sub assemblies, Electrical Components, Electronics, Engine Parts & Engines, Extrusions, Fabricated Parts, Filters & Seals, Hoses & Fittings, Hydraulics & Pneumatics, Instruments & Controls, Pressings, Research, Design & Development, Rubber Products, Tooling, Wiring / Cables

Specific Purchasing Requirements: Sanjman equipments from ZF - Over £1m p.a

Around 10,000 items of equipment for Mercedes - Over £26m p.a.

Spare parts for Voit -Over £100k p.a.

Purchasing Policy: *Mercedes-Benz, Magirus and Ikarus brand buses were used during 1970-1980. A total of 495 buses started operating with the purchase of MAN brand buses during 1983 - 1984. With the purchase of Mercedes buses that conform to the Euro 2 standards in 1997, the number of buses making up the fleet had reached 2580 by the end of 2001.*

Each year over 20,000 items of equipment and spare parts are bought for Istanbul Transportation from many suppliers at the amount of a few million Euros.

50 metrobus have been ordered to Mercedes for Istanbul Transportation.

Other metrobus orders will continue. Also 100 tramcars with rubber wheels, and 500 buses with natural gas and 50 buses with hydrogen will be ordered in a few years

Italcertifer scpa (Italy)

Attending: Whole Event

Country: Italy

Business: *Company of the FS (Italian State Railways) in charge of research & development as well as safety assessment activities.*

General Purchasing Requirements: Components and sub assemblies, Electrical Components, Electrical Services, Research, Design & Development, Systems & Equipment, Testing and certification

Specific Purchasing Requirements: We hope to know about new systems, components, technologies and materials to be used in railway environment (mainly signalling and safety), in order to inform the interested colleagues and departments for a direct contact

Purchasing Policy: *Italcertifer SCpA is part of the FS (Italian State Railways) in charge of research & development as well as safety assessment activities.*

As a public company, the Italian railway is obliged to launch calls for tenders in order to receive different proposals and choose on the basis of the best parameters

Each supplier wishing to be invited has to be registered before as a "Qualified Supplier"; please find all the necessary details in the relevant web-sites, like www.rfi.it, www.trenitalia.it, www.italferr.it

JALUX Inc

Attending: Whole Event

Country: Japan

Website: www.jalux.com

Business: *Trading business which includes aircraft parts and aviation related products.*

General Purchasing Requirements: Aerostructures, Airframe Components,

Avionics, Castings, Components and sub assemblies, Composites, Engine Parts & Engines, Engine sub assemblies & components, Fabricated Parts, Fabrication Services, Fasteners & Fixings, Interior furnishings, Interiors, Maintenance, Repair & Overhaul, Metals, MRO Parts suppliers, Sheet Metal Work, Special Metals

Specific Purchasing Requirements: Aircraft Engine parts & Air Flame Parts (Commercial Airplane); £40Million pa, Standard Parts & Hardware; £3Million pa, Castings and forging - no business at the moment but still interested in meetings.

Purchasing Policy: *We JALUX are a service provider in Japanese Aviation Market. We buy and sell aviation related products to any major player in Japanese market, not only for the airline but also so called "Heavy Industries" company like Mitsubishi Heavy Industries, IHI, Kawasaki Heavy Industries, Fuji Heavy Industries etc. And also Japanese Ministry of Defence (MOD) is our major customer. We gather our customer needs and find out the manufacture or supplier in world wide to meet our customer needs.*

Now by using our long experience in aviation market, we are now trying to promote Japanese company to foreign countries to become a sub-contractor. We called it "Business Matching" and we believe we could full fill the market needs. As professionals in creating added-value, we will optimize our expertise in aviation and airports and unique SCM systems to plan, propose and provide a wide range of products and services for every industry, from heavy industries to the food service industry, while meeting the customers' needs for cost reduction, greater efficiency, and such.*

Jiangsu Guoqiang Zinc-plating Industrial

Attending: Whole Event

Country: China

Website: www.steeltube.info

Business: *Galvanised Steel Pipe, Express Guardrail, Steel Structure, Hot Rolled Coil*

Specific Purchasing Requirements: High Quality Steels and Alloys; Mild Steels and Strip Products; Steel Billet and Hot Rolling Machine.

Purchasing Policy: *We specialise in the production, processing and selling of expressway guardrail, guardrail post, protection fence and their accessories in all varieties, as well as other products such as steel round bar, steel angle bar, flat iron, and hot-galvanised materials in different sizes etc. All suppliers are expected to have ISO9001 certificate and CE certificate.*

Liyang Sanyuan Steel Co

Attending: Whole Event

Country: China

Website: www.lysanyuan.com

Business: *Steel Manufacturing, Steel Rolling, casting and Forging Pieces.*

Specific Purchasing Requirements: Tandem rolling production line equipment

Purchasing Policy: *Liyang Sanyuan Steel Co is mainly engaged in the production of steel products and hot rolled steel strip. The company owns a one semi-tandem rolling production line, one full tandem rolling production line, and one auxiliary workshop for finishing machine.*

Matcon Group Companies

Attending: Whole Event

Country: India

Website: www.matcon.in

Business: *Supply of metals/alloys for aerospace and defence industries., Services: Painting of aircrafts and Power Gas Turbines, Supply of fire detectors, ECS, metallic/polymeric ducts/hoses, Technical Services: Failure investigation and materials testing.*

General Purchasing Requirements: Aero Components & Sub-assemblies, Aero Treatments & Processes, Castings, Components and sub assemblies, Composites, Electronics, Engine Parts & Engines, Maintenance, Repair & Overhaul, Metals, Research, Design & Development, Special Metals, Treatments & Processes

Specific Purchasing Requirements: High Quality Aluminium, steel, titanium

alloys for aerospace and military use; £500Kpa, Air conditioning and NBC systems; £300K, Paints and coatings; £350K, Refurbishment of GT and RLA assessment in power plants; £1Mpa, Upgradation of radars and electronic equipment; £600Kpa

New materials technologies and production process.

Purchasing Policy: *Matcon Group of companies offer supplies and services to leading Indian aerospace and defence industries like Hindustan Aeronautics Limited and Bharat Electronics etc as well as the gas turbine based power plants of National Thermal Power Corporation.*

The above services are offered in association with some of the reputed UK based companies. We look forward to establishing long term relationships with more companies to widen the scope of our business.

Motorpal a.s

Attending: Whole Event

Country: Czech Republic

Website: <http://www.motorpal.cz>

Business: *MOTORPAL is one of the world leading suppliers of Fuel Injection Systems and Components for diesel engines.*

General Purchasing Requirements: Castings, Components and sub assemblies, Precision Engineering

Specific Purchasing Requirements: Motorpal a.s. is a fast growing company, looking for new, good quality suppliers for future and existing products. High Quality Steels and Alloys, Precision Engineering, Forgings, Castings and Raw Material (steel bars)

Purchasing Policy: *Our company MOTORPAL a.s. is based in Jihlava in the Czech Republic and was established in 1946. It has more than 1800 employees. Since the beginning we have focused on Diesel fuel injection equipment, especially injection pumps (both mechanically and electronically controlled), injection nozzles, injectors, plungers, barrels, delivery valves and other parts. Using our injection equipment, our customers' engines (John Deere, Steyr, Deutz and many more) can comply with the Euro 3 - 4 and Tier 3 - 4 emission standards. We possess the ISO 9001:2000 and VDA 6.1 quality certificates and at present we are preparing for ISO TS 16949. In addition to that, we also produce precise parts for the automobile industry, for example hydraulic valve tappets and balancing shafts for the VW group, brake-system components for WABCO and gearbox parts for ZF STEYR, just to name a few. The car parts section is a rapidly developing new direction of Motorpal production.*

Opportunities exist for the supply of forgings, castings, plastic & rubber components, spring & coils and for suppliers from the precision engineering sector. Possession of ISO 9001 is a minimum quality requirement.

Ormic Components Ltd

Attending: Whole Event

Country: Israel

Business: *Manufacturers Representatives*

General Purchasing Requirements: Aero Components & Sub-assemblies, Airframe Components, Avionics, Electronics

ProSIM R & D Centre

Attending: Whole Event

Country: India

Website: www.Pro-SIM.com

Business: *Consulting, R&D services, engineering services, collaborative technology development, value engineering*

General Purchasing Requirements: Composites, Engine Parts & Engines, Research, Design & Development, Sub-Contract Engineering, Tube/Pipe

Specific Purchasing Requirements: R&D Materials, design (current); £100Kpa, Composites design and R&D; £200K, Tool and Die; £75K

Purchasing Policy: *ProSIM is a collaborative engineering and R&D company, an inter-disciplinary team of engineers. Computer aided simulation technologies for product / process design, development, analysis, and optimisation is our focus. Manufacturing simulation (including forging, casting, metal forming, composites, powder metals, welding and other advanced processes) is our unique strength. A concurrent study of the product and process interaction is our speciality. We blend our expertise in*

materials, design, manufacturing in computer simulation practices. This has been applied to value engineering, new product / process development, and re-engineering of existing products and processes.

Fatigue and fracture, reliability analysis, remaining life assessment and extension, multibody dynamics simulation, are the areas in which we are working. Tools used include UG, CATIA, Pro/E and IDEAS for CAD; Hypermesh and Patran for pre processing; ABAQUS, ANSYS, LUSAS, CAEFEM, LS DYna, NASTRAN, DEFORM, ProCAST, SIMPACK for analysis; HEEDS, Optistruct, Hyperworks for Optimisation. We customise computer aided design and analysis tools for specific applications.

SEPSA Spa

Attending: Whole Event

Country: Italy

Business: *S.E.P.S.A is a mass transport company based in Naples.*

General Purchasing Requirements: Components and sub assemblies, Electrical Components, Ground Support Equipment, Interiors

Specific Purchasing Requirements: Infrastructure: £40M, Maintenance: £5M, Passenger Information: £1M, Station Equipment: £3M; Special applications; New materials technologies and production processes.

Purchasing Policy: *SEPSA policy is to update its structures and installations, to comply with new European laws and prescriptions in the field of metropolitan transport. As a consequence, contacts are necessary concerning the innovation related to the works under construction.*

S.E.P.S.A is a public transport company based in Naples. Set up as a railway company in 1883, and throughout the years SEPSA has built two lines (Cumana and Circumflegrea) forming a complete ring around the covered basin. They connect Naples with heavily populated suburban areas situated at the North and West of the city and along the coastline, serving attractive towns as Pozzuoli and Cuma and new University areas. SEPSA can count a fleet of almost 200 buses, part of which serves the coastline and part operates on the islands of Procida and Ischia. The railway lines are electrically supplied (single and double track), with a total length of approx 50kms. The train fleet is made of 30 elements.

Society of Motor Manufacturers & Trades (SMMT)

Attending: Whole Event

Website: www.smmt.co.uk/ www.autosupplierfinder.com

Business: *Business & Trade Organisations*

General Purchasing Requirements: Castings, Components and sub assemblies, Composites, Electrical Components, Electronics, Engine Parts & Engines, Fabricated Parts, Ground Support Equipment, Hydraulics & Pneumatics, Instruments & Controls, Interiors, Metals, MRO Parts suppliers, Precision Engineering, Sub-Contract Engineering, Testing and certification

Specific Purchasing Requirements: High Quality Steels and alloys; Mild Steels and Strip Products; New Materials Technologies and Production Processes; Energy Power Generation; Machine Tools/Metals Cutting; R&D; Specialised Mining Equipment/Materials Handling; Treatments & Processes.

Purchasing Policy: *SMMT is the leading automotive industry association in the UK, with member companies of every size and sector. If you are connected with the automotive industry, membership will bring you a host of benefits and add real value to your business.*

Our team of qualified experts will save you time and money. The scope is truly impressive, covering every aspect of the automotive product life-cycle from research and development, through to the after market and 'end of life'. If you need data about your markets, access to contacts, help with exporting, detailed advice on technical issues, assistance with your production processes, the SMMT expert team is there to help.

You can readily network with other members and with your future customers and suppliers. You can tap into your wide range of thriving sector groups, who share your special interests. From buses to light trailers, from general automotive engineering to advanced manufacturing techniques, the SMMT provides contact with the right people and provides influence in all the right places.

Not only does membership of the SMMT bring many free benefits but you get valuable discounts on lots of publicly available products and services too. Talk to us at "Sun Con Manufacturing 2007" and see how becoming an SMMT member can help to grow your business.

TRENITALIA

Attending: Whole Event

Country: Italy

Business: RTD

General Purchasing Requirements: Research, Design & Development

Specific Purchasing Requirements: Special Applications and Research & Development

Purchasing Policy: Rail Transport of Goods - TSI (Technical Specification of Interoperability according ERA (European Railway Agency), CEN, CENELEC, RID (dangerous goods on rail), UIC Fiches, ISO requirements, etc.

Triveni Aeronautics PVT. Ltd

Attending: Whole Event

Country: India

Website: www.trivenihitech.com

Business: Manufacturers of aerospace and aircraft parts, sub assemblies and other critical components.

General Purchasing Requirements: Castings

Specific Purchasing Requirements: High quality steels and alloys, Castings and finishings, Machine tools / metals cutting, MRO, Testing and certifications, Treatments & Processes.

Special process; £1.5Million pa, Raw materials (steel and aluminium); £4.5Million pa, Cutting tools; £90Kpa, Standard parts (helicoils, washers, rivets, inserts); £25K pa, Castings and forgings; £1Million pa.

Purchasing Policy: Based in the Silicon Valley of India, Bangalore, the Country's Science & Technology and IT hub, amidst aerospace research organizations, TRIVENI HI-TECH offers critical subassemblies & precision components for aero engine, aircraft and aerospace Industries. TRIVENI is an AS9100 Certified company. The major Products are Aircraft Parts, Airframes and Components, and Engine Components, Ground Support Parts, landing Gear / Wheels and Brakes and Surface Treatment technologies including coatings and Painting. The grup companies include – Triveni Industries and Triveni Aeronautics.

The Major Customer base is United Technologies Corporation (Pratt & Whitney Canada, Hamilton Sundstrand.)

National Aviation, Microtecnica, Eaton Corp and looking forward to customer base in UK

Ucal Fuel Systems

Attending: Whole Event

Country: India

Website: www.amtecprecision.com

Business: Manufacturer of engine & fuel management system products

General Purchasing Requirements: Aluminium Components, Castings, Engine Parts & Engines, Fasteners & Fixings, Springs & Coils, Tube/Pipe

Specific Purchasing Requirements: Aluminium & Zinc Alloy:£5M; Steel Bar: £5M; Turned Parts & Rubber Parts: £6M; Pressed Parts & Plastic Parts: £4M; Steel Forgings: £600K

We are interested in going for Joint Venture with British companies for manufacturing of engine parts, oil pumps, water pumps, fuel injection parts etc.

Purchasing Policy: We are a leading Automobile engine component manufacturer having plants in various locations in both India and USA. Our product range in India includes Carburetor Assy, Fuel Rail Assy, Oil pump Assy, Vacuum Pump Assy, Fuel pump Assy, Rocker arm Assy, Pressure Regulator Assy etc apart from Transmission and fuel injection parts and other non automotive parts being manufactured in USA. Our Turnover for both the operations is around 150 million USD

Ucal has it's own documented purchase & vendor development policy. Any new supplier aspiring to be enlisted as a regular supplier has to be a TS 16949 certified

Company. They should follow best practices in the manufacturing of the parts across the supply chain and should work closely with the customer during Development stage. Supplier would be surveyed, evaluated and selected through a

Standard process before RFQ would be floated and UCAL believe in long

term

Association with the suppliers only

For further details please see our website : www.ucalfuel.com

UK Trade & Investment - Australia

Attending: Whole Event

Country: Australia

Website: www.uktradeinvest.com.au

Specific Purchasing Requirements: Looking to meet and assist UK companies interested in exporting to Australia and New Zealand. All sectors are of interest, but in particular education and financial services

UK Trade & Investment - Baltic States

Attending: Whole Event

Specific Purchasing Requirements: Looking to meet with UK companies from all sectors who are interested in opportunities in the Baltics (Lithuania, Latvia, Estonia). Main interests are energy, oil & gas, environment, engineering & machinery, ICT, security, chemicals, construction.

UK Trade & Investment - Madrid

Attending: Whole Event

Website: www.uktradeinvest.gov.uk

Business: Integrated support for overseas trade

Specific Purchasing Requirements: Looking to meet companies interested in the Spanish market in particular suppliers of Web Design & Creative; Film; TV; E-learning; IT Solutions/Services; Games; Music; Video; Animation; Enterprise Software; Food & Drink; Textiles & Clothing; Giftware and Consumer Goods.

UK Trade & Investment - Milan

Attending: Whole Event

Country: Italy

Website: www.ukinitaly.fco.gov.uk

Business: British Embassy

Specific Purchasing Requirements: Looking to meet with companies from any sector who are interested in the Italian market, in particular Construction, Infrastructure & Energy.

Purchasing Policy: UK Trade & Investment is the Government organisation that helps UK based companies succeed in international markets. We assist overseas companies to bring high quality investment to the UK's vibrant economy.

UK Trade & Investment - Naples

Attending: Whole Event

UK Trade & Investment - Prague

Attending: Whole Event

UK Trade & Investment - Sweden

Attending: Whole Event

Country: Sweden

Website: www.fco.gov.uk

Specific Purchasing Requirements: UK Trade & Investment (UKTI) can

help you rise to the exciting opportunities and challenges that globalisation offers. We work with UK-based businesses to ensure their success in international markets. If you're a company new to exporting, or an experienced exporter looking to move into a new market, the UKTI staff in Sweden can help explaining the opportunities for your business in Sweden/the Nordics.

UK Trade & Investment - Switzerland

Attending: Whole Event

Country: Switzerland

Website: www.uktradeinvest.gov.uk

Specific Purchasing Requirements: A Commercial Officer from Switzerland is available for meetings to discuss developments in the Swiss market, opportunities in the advanced engineering and materials sector and the support the local team in Switzerland can provide if you consider entering the Swiss market.

Upeca Aerotech Sdn Bhd

Attending: Whole Event

Country: Malaysia

Website: www.upeca.com

Business: *Manufacturing - Aerospace*

Specific Purchasing Requirements: High quality steels and alloys, castings and finishing, metals and treatments and processes.

Purchasing Policy: *Upeca Aerotech is machining & assembly subcontractor to Spirit Aerosystems, Honeywell and other major OEMs world wide. We have recently secured two major programs for the Airbus A320 and A350 aircraft and wish to establish our supply chain requirements. We have requirements for treatment sub-contractors, material suppliers, and consumables suppliers. Suppliers will have to be Airbus approved and be able to provide fixed long term pricing based on scheduled delivery drops.*

Veermount Technology

Attending: Whole Event

Website: www.veermounttechnology.co.uk

Business: *Supply and manufacturer of Security Equipment*

General Purchasing Requirements: Aluminium Components, Electrical Components

Specific Purchasing Requirements: High Quality Stainless Steel Panels: £10K; Various Plastic Forms: £2k; PCB Manufacturers for Door Entry System and Small Quantities: £10k;

Other areas include: companies that produce metal work and manufacturer PCB to our design. Also interested in meeting UK and European installers of Security Systems and UK Housing Associations and Developers.

In addition, local installer companies in the security business that would be prepared to use our products.

Specific requirements: Metal work in stainless steel and Aluminium £5K; Printed circuit board £6K; Product that can provide IP interface for our own products £4K

We purchase every 2/3 months metalwork and PCB

Purchasing Policy: *We are a company that has developed over the last three years by finding suppliers that can provide us with good quality products and that are competitively priced to use in our manufacture. We design and manufacture a range of telephone Door Entry Systems that are vandal resistant and have been in the market since mid 1990. These are distributed to the UK market and purchased by UK installers and developers. We are constantly looking to source competitively priced components for incorporation in our products produced to a high quality standard. We will welcome any ideas that companies may have to enhance our products.*