

# It's time to move forward



**B!  
E!  
C!** BILBAO  
EXHIBITION  
CENTRE

# 30 years open to the world

## With France as the country of honour



For the first time at this event, we have the figure of “Country of Honour”.

On this occasion, the special invitation falls to France, as a result of the fluent, intense trade relations that most of the participating exhibitors have already established with French companies.

BEC has invited an interesting group of buyers especially for the French delegation, organised by the Chambers of Commerce and Sectoral Associations.

In addition, the Organisers will create agendas of interviews between visitors and exhibitors.

Within the extensive programme of events that has been designed, there are various conferences and round tables aimed at the exchange of sectoral information with France and presenting the business opportunities that the French market can offer.

This “France Day” will be on the 29 September and the celebration will consist, among other events, of a reception given by the authorities and institutional representatives, as well as a welcome drinks party and several presentations.

### And the possibility of making business contacts through our website

In order to bring together the main people at the event, it is possible to arrange interviews between exhibitors and participants by going to our special website.

#### ORGANISE YOUR AGENDA

To save time and plan the interviews that you want, you can make your applications by going to [www.bilbaoexhibitioncentre.com](http://www.bilbaoexhibitioncentre.com).

In the corresponding section you must enter the details of your business, as well as the products you are interested in or the exhibitors that you would like to meet.

Appointments can also be made at the exhibitors' own stands.

### A reference point for exhibitors and visitors

BEC provides an exceptional business centre and an outstanding showcase for the ever-increasing number of participating companies.

Located in a setting with fast, easy access, BEC is equipped with the most complete state-of-the-art infrastructures and communications to enable exhibitors and visitors alike to make the most of their stay.





subcontratación  
CUMBRE

11

# 30 years sharing the future

## XV International Subcontracting and Inter-Business Cooperation Exhibition

The International Subcontracting and Inter-Business Cooperation Exhibition is an excellent platform for making direct contact with contractors and buyers from over 30 countries, making it the best showcase for the presentation and promotion of new products.

### Seminars on diversification

Organised by the **National Council of Chambers of Commerce**, any company will be able to find out directly what options they may have for diversifying their activities.

The presentation of characteristics and demands in emerging sectors will also be discussed.

### Participate at a reduced price

Aimed at helping companies in difficult times:

- 12 m<sup>2</sup> Module
- >> €1,450



Consult your Chamber of Commerce or Sector Association if you are planning to participate as a group.

The Subcontracting and Associations Exchanges are organising group participations, making it easier to promote and coordinate your stand.

### Exhibitors

#### SUBCONTRACTING 2007

- Foreign: 168
- Domestic: 476
- > Total: 644



#### CUMBRE INDUSTRIAL Y TECNOLÓGICA' 2007

Totales: 1.144 Exhibitors from 35 countries

Foreign: 463 • Domestic: 681

### Group participations

- ACICAE. Basque Automotive Cluster
- AIAS. Association of Surface Finish Industries
- ANEMM - ASSOCIAÇÃO NACIONAL DAS EMPRESAS. Portugal
- ASIMECO.
- IBI BUSINESS ASSOCIATION. Alicante
- C.C.I. DE BAYONNE PAYS BASQUE. France
- C.C.I. TRABES. France
- BILBAO CHAMBER OF COMMERCE, INDUSTRY & SHIPPING
- ALAVA CHAMBER OF COMMERCE & INDUSTRY
- CANTABRIA CHAMBER OF COMMERCE & INDUSTRY
- MIRANDA DE EBRO CHAMBER OF COMMERCE & INDUSTRY
- SEVILLE CHAMBER OF COMMERCE & INDUSTRY
- GIPUZKOA CHAMBER OF COMMERCE, INDUSTRY & SHIPPING
- NAVARRE CHAMBER OF COMMERCE & INDUSTRY
- FEAF, Spanish Federation of Casting Associations
- FUNDACIÓN BANCO CREDIOP. Argentina
- HEGAN. Basque Aerospace Cluster
- PROMOS. MILAN CHAMBER OF COMMERCE. Italy
- ROYAL METAALUNIE. Netherlands
- SWISS BUSINESS HUB SPAIN
- UITS - Union Industries Traitements Surfaces. France

### Country of origin of visitors

<b>Asia</b>	China	Japan
<b>Europa</b>	Austria	Norway
	Belgium	Portugal
	Czech Republic	Romania
	Denmark	Slovakia
	Finland	Spain
	France	Sweden
	Germany	Switzerland
	Italy	Turkey
	Netherlands	United Kingdom
<b>África</b>	Morocco	Tunisia
<b>América</b>	Argentina	Guatemala
	Brazil	Mexico
	Chile	United States
	Colombia	Venezuela
<b>TOTAL</b>		13,069

#### BUSINESS PARTNERS

AERnova

DAEWOO ELECTRONICS DC

DANOBATGROUP

epsilon EUSKADI

## New promotional tools to maximise the usefulness of your participation

### • On-line Catalogue

A practical guide will be available so that visitors can find out details of what exhibitors are offering.

The catalogue will be on-line for two years and will include contact details, a description of the company and its products and its logo, images and a link to the company's website.

### • Business meetings

Visitors will have detailed information about exhibitors, and will be able to select the companies that interest them on the website so that they can set up meetings and even suggest a date and time to visit their stand. The exhibitor themselves will answer these proposals, after receiving an e-mail to notify them.

### • Foreign guest and delegations campaign

The aim is to find clients for exhibitors beyond our borders.

BEC, which will manage the transfer and visits of buyers and contractors from countries and sectors selected by participants, will keep exhibitors informed at intervals about any possible arrivals and reception of these groups.

### • Communication of new items

Visitors will receive e-mails periodically about new products that exhibitors are presenting at the Exhibition or information about the activities and products that are being promoted.

## New projects area

Manufacturers and contracting companies will have the opportunity to present their finished projects or those that are in progress.

The objective is to provide more information for subcontractors so that they can get a first-hand look at the needs and aims of manufacturers in the most innovative sectors that they can make direct contact with.

Among the invitations made are companies that are working on innovative projects: Epsilon Euskadi (Centre for Technological Innovation), Hiriko Driving Mobility (Project for the development of a new electric car) and Inmotec (Moto GP).

## With more than 13,000 professional trade visitors from all over the world

The Subcontracting trade fair stands out clearly for the quality of its more than 13,000 professional visitors from all around the world.

An ambitious visitors-buyers campaign has been aimed at more than 50,000 trade professionals from all parts of the world, and they will receive periodical updates about the activities and products of the participating companies.

### Visiting manufacturing sectors

- Aeronautics
- Automotive
- Machine tools
- Other machinery: agricultural, textile, elevation, construction, woodworking...
- Wind energy
- Solar energy
- Shipbuilding
- Rail material and components
- Domestic appliances
- Air conditioning
- Metal constructions
- Material and equipment for sports competitions
- Electric Motors
- Toys
- Hardware products
- Industrial supplies

## Automation International Trade Fair

### A space of great interest devised especially for this sector

The automation sectors will on this occasion have a special place, creating a space for commercial exchanges to meet the needs of this large group of companies.

#### Exhibitors

##### AUTOMATION 2007

Foreign: 186  
 Domestic: 155  
 > Total: 341



**CUMBRE INDUSTRIAL Y TECNOLÓGICA' 2007**  
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### Participating sectors

- Oleohydraulic transmissions and components
- Pneumatic transmissions and components
- Miscellaneous oleohydraulic and pneumatic components and accessories
- Movement control systems and components
- Mechanical transmissions and components
- Measurement, control and safety
- Greasing and lubrication systems and products
- Welding robots
- Robots and manipulators
- Instrumentation and process control
- Continuous transport equipment and systems
- Engineering firms
- Metrology
- Coding, marking and identification
- Engineering, auditing and consultancy services for maintenance

## International Exhibition of Machinery and Supplies for Casting, Forging, Rolling and Surface Treatment

### A dedicated exclusive meeting point

Trasmet exhibitors will have exclusive promotion services at their disposal, aimed at creating a campaign of directed visits, with all the facilities for ensuring business exchanges with buyers of interest.

To coincide with Trasmets, the Tabira Foundry Institute and the Azterlan Metallurgy Research Centre are organizing the VII International Foundry Technical Forum.

#### Exhibitors

##### Concerning TRASMET 2007

Foreign: 76  
 Domestic: 84  
 > Total: 160



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### Sectores participantes

- Raw materials: steel, strip, plate, steel products
- Manufacture of steel tubing
- Products and initial processing of aluminium and other metals
- Metallic structures
- Heavy metal fabrication / valve making
- Construction of machinery and equipment for the steel industry / laboratories
- Refractory items
- Casting machinery, equipment and supplies
- Forging machinery, equipment and supplies
- Rolling machinery, equipment and supplies
- Surface treatment machinery, equipment and supplies

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**EXPOSSIBLE!**