



ALIHANKINTA 2016

International trade fair of industrial subcontracting
27–29 September 2016, Tampere Exhibition and Sports Centre

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Subcontracting: Strong faith in Finland as a place of manufacture and investment

The international Alihankinta 2016 trade fair kicked off today in Tampere. Until Thursday 29 September, all five facilities at the Tampere Exhibition and Sports Centre will be filled by some 1,000 exhibitors from more than 20 different countries. This year's themes include digitisation and leadership and on Wednesday startups will meet industrial companies at a new Slush-type AlihankintaHEAT event. Jussi Maksimainen, a site and operations director at Sandvik Mining and Construction Oy, a partner company of Alihankinta 2016, opened the trade fair, and futurist Ilkka Halava delivered the keynote speech. During the opening ceremony, the Finnish Association of Purchasing and Logistics (LOGY) awarded Isku-Yhtymä Oy from Lahti with the title of Main Supplier of the Year, and Tampereen Tiivisteteollisuus Oy the title Subcontractor of the Year.

At the press conference on the opening day addresses were heard from Jussi Maksimainen, Ilkka Halava and representatives of the awarded companies. In addition, **Anna-Kaisa Ikonen**, Mayor of Tampere, and **Sergey Movchan**, Vice President of St. Petersburg, talked about *Partneriat*, an event to be held in Tampere on 26–28 September, the participants in which will also visit the trade fair. The objective of Partneriat is to increase cooperation between small and medium-sized enterprises from Finland and Russia.

Media material, photos, videos: www.tampereenmessut.fi/materiaalipankki/alihankinta

Read more about Partneriat: www.partneriat.com/en

Isku-Yhtymä Oy, the Main Supplier of the Year, and Tampereen Tiivisteteollisuus Oy, the Subcontractor of the Year

The Finnish Association of Purchasing and Logistics (LOGY) awarded Isku-Yhtymä Oy from Lahti the title of Main Supplier of the Year 2016 and Tampereen Tiivisteteollisuus Oy the title of Main Subcontractor of the Year 2016. The recognitions were received by CEO **Arto Tiitinen** and **Juha-Matti Lähteenmaa**, sourcing and partnership director from Isku-Yhtymä, and managing director **Matti Arpiainen** and director **Aleksi Arpiainen** from Tampereen Tiivisteteollisuus. The recognitions were presented by **Olli-Pekka Juhantila**, chairman of the board of directors of LOGY, and **Kari Sorjonen**, chairman of the reward committee. Issued since 1987, the recognitions aim to promote networking to support the competitiveness of the Finnish manufacturing industry.

According to the reward committee, Isku-Yhtymä is a third generation family-owned company which has its entire production in Finland, enabling short delivery times to customers. The company has strong faith in Finland as a place of manufacture, having invested a total of EUR 20 million in production. Isku manufactures its sheet and upholstery products, takes care of their surface treatment and assembly, and has also returned nearly all of its subcontracting to Finland. It has centralised all of its purchases in a small number of companies, and it cherishes and develops cooperation with its subcontractors.

Tampereen Tiivisteteollisuus is a family-owned company established in 1943. According to the reward committee, the company has been able, through determined development and investments in both production and people, to grow and produce positive results, also during more challenging times. The company specialises in the extensive manufacture of gaskets and shims for different industrial sectors. The company has invested boldly in exports and opened significant doors in new markets, with exports accounting for nearly 50 per cent of the company's turnover. The company's strong success is also indicated by its equity ratio of 90 per cent.

HeatCamp currently in progress – the going gets tough at tomorrow's AlihankintaHEAT

At the *HeatCamp* at *AlihankintaHEAT*, which is currently in progress, startups deal with challenges set by industrial companies. The objective is to generate new business operations and raise bold discussion around digitisation and leadership, the themes of this year's Alihankinta trade fair. Tomorrow, *AlihankintaHEAT* will feature pitches regarding the HeatCamp results, a panel discussion, networking, startups and an evening celebration.

Held since 1988, the Alihankinta trade fair demonstrates the Finnish industry and its leading companies. Last year, the trade fair was visited by 16,955 industrial leaders and experts. The main partners of Tampere Trade Fairs are the Federation of Finnish Technology Industries, the Rubber Manufacturers' Association of Finland, the Finnish Plastics Industries Federation and the Finnish Association of Purchasing and Logistics

(LOGY). AlihankintaHEAT is offered by Finland Events, the event unit of Tampere Trade Fairs, in cooperation with Rapid Action Group Oy (RAG).

FURTHER INFORMATION: www.alihankinta.fi, www.alihankintakolumni.fi, @Alihankinta, #Alihankinta, #AlihankintaHEAT

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