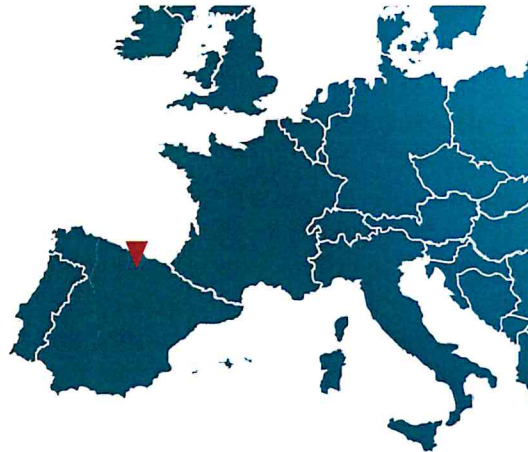


Santander, September 2022

**Subject:** Invitation to participate in the **1st European Industrial Subcontracting Meeting in Santander (Cantabria)**, December 14<sup>th</sup>-15<sup>th</sup> 2022



Dear Sir or Madam,

Due to the importance of the Industrial Subcontracting sector in Cantabria, the Regional Government and its Regional Development Agency SODERCAN, together with the Chamber of Commerce of Cantabria will organise next December 14<sup>th</sup>-15<sup>th</sup> the **1<sup>st</sup> EUROPEAN INDUSTRIAL SUBCONTRACTING MEETING IN SANTANDER (Cantabria)**

This event will gather European buyers looking for suppliers of pieces, components or equipment they might subcontract for their activity.

We are pleased to invite you to participate in this 1<sup>st</sup> edition, with the aim of putting European purchasing managers in contact with Cantabrian subcontracting companies dealing with several fields of activity.

The Chamber of Commerce of Cantabria would arrange for you a schedule of individual meetings with selected suppliers able to offer competitive solutions according to your subcontracting needs, as well as visits to Cantabrian firms you might be interested in.

Cantabria is a leading region in Spain, with an important number of companies specialized in Industrial Subcontracting, which belong to different sectors such as automotive, naval/maritime, aeronautic, oil&gas, nuclear, processing industries, etc

Suppliers also come from different fields such as casting, chip forming metalwork, mechanisation, heat and surface treatments, plastics, machine tools, moulds, casts and dies, electricity and electronics.

Furthermore, this sector has been reinforced since the Regional Government has actively participated in the creation of several clusters, such as: GIRA (automotive industries), Sea of Innovation (renewable energy), MARCA (naval/maritime), CNC (nuclear and oil&gas), CID (defence and aeronautics industry), CIF (fire behaviour and research) or SGM (Santander Global Metal - metallurgy), which also proves the diversity of participating companies.

Following, you shall find the different steps to participate in the meeting:

- The buying companies describe the product/activity of the suppliers they are interested in.
- We identify the subcontracting companies able to meet the requirements and we send the information to the buyers.
- The buyers decide which suppliers they want to meet with.
- Meetings will be held in the facilities of the Chamber of Commerce of Cantabria on December 14<sup>th</sup>. Visits to selected companies will take place on June 15<sup>th</sup>.

The aim of this Meeting is to allow you to optimise your purchasing contacts and to highlight the competitiveness and know-how of Cantabrian subcontracting companies.

The Chamber of Commerce of Cantabria would take care of any expenses – backed by the financing of the Regional Government through the Regional Development Agency SODERCAN - regarding:

- Plane tickets
- Accommodation, breakfast and lunch during two days
- Transfer between airport and hotel

If you decide to participate in this meeting, please fill in the **registration form** attached to this email, as soon as possible and send it to [internacional@camaracantabria.com](mailto:internacional@camaracantabria.com) or call Antonio Molleda (+34 942 318 303).

If possible, we would like to have the participation of an international TIER1 or TIER2, first level suppliers, last-mile vehicles manufacturers or/and companies starting new projects.

We look forward to hearing from you.

Yours faithfully,

  
Mr. José Antonio García Delgado,  
Director General SODERCAN

  
Mr. Jesús Tortosa del Valle  
Director Chamber of Commerce of Cantabria