

# Invitation to



We cordially invite you to SUBCON THAILAND 2010, which will take place from May 13 to 15, 2010 in Bangkok, Thailand. Please refer to our Buyer Support Program on the following pages.

- **Profile of the SUBCON THAILAND 2010**

<b>Show Dates</b>	13-15 May 2010 / 10:00 AM – 07:00 PM
<b>Venue</b>	BITEC (Bangkok International Trade and Exhibition Center)
<b>Exhibition Area</b>	6,000 square meters (gross), 250 booths (estimated)
<b>Organizer</b>	Thailand Board of Investment in cooperation with UBM Asia (Thailand) Co.,Ltd.

- **Thailand's Leading Industrial Subcontracting Show - SUBCON THAILAND 2010**

Featuring about 250 industrial subcontractors showcasing their exceptional capabilities, SUBCON THAILAND 2010 provides buyers with the opportunity to view a wide range of local manufacturers of parts and components. Meanwhile, the industrial show also give local subcontractors a chance to showoff their manufacturing capabilities and to get into new and lucrative markets.

- Running alongside the exhibition, the Business Matchmaking Program is a fringe program specially designed for buyers who are sourcing for parts and components in Thailand or looking for Thai business partners. Pre-scheduled one-on-one meetings will be arranged for buyers to meet up with those suppliers who fulfill their pre-set criteria.

For further information or inquiry, please contact:

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# Buyer Support Program

For Overseas Buyers

1. **Hotel Accommodation** – up to 4 nights paid accommodation including breakfast from May 11 (check in) to May 15 (check out) for 1 person/company
2. **Local Transportation** - as part of the program for the mission
3. **Immigration Fast Track Lane** - Privileged immigration fast track lane (MICE Lane) to facilitate overseas buyers joining SUBCON THAILAND 2010
4. **Pre-registration and a Briefing** on SUBCON THAILAND 2010
5. **An Evening Networking Reception**
6. **Fringe Programme**
  - 6.1 **Business Matchmaking Program:** pre-scheduled one-on-one meetings will be arranged for buyers to meet up with potential suppliers who fulfill their pre-set criteria.
  - 6.2 **Buyer Presentation** - The session arranged for buyers to present their purchasing policy & strategies, process and criteria for supplier assessment & selection, and the supplier development program.
  - 6.3 **Buyer Village** – If required, a 9-sq.m. booth in the Buyer Village can be provided for buyers to exhibit their needed parts and components.
  - 6.4 **Factory Visits** – The program on factory tour will be organized for buyers to visit Thai companies.
  - 6.5 **Seminars** – a wide range of seminars will be held for both buyers and suppliers on relevant topics, for example, the trend of global sourcing, investment opportunity analysis, business strategies, product and technology development and so on.
7. **Facilities** - An VIP Lounge with free Wi-Fi internet access will be provided at the event.

## Please note:

1. All applicants should submit the Buyer Reply Form. BUILD/BOI will select and confirm invitees after screening the documents.
2. The visiting delegates are requested to bear as following :
  - Round – trip expenses to Thailand
  - Hotel accommodation over 4 nights (from May 11 <check in> to May 15 <check out> will be covered by BUILD)
  - Any other incurred charges/expenses listed in above such as hotel charges (e.g. telephone, bar/mini-bar costs, non-official entertainment, etc.), gift and souvenirs. The visiting delegates are aware that they should bring the means to settle such expense themselves (e.g. credit cards, cash).
3. Hotel reservation for participants in Thailand will be made by BUILD. When participants wish to stay in other hotel, the reservation and hotel charges shall be made by themselves.



For Overseas Buyers

**13-15 MAY 2010**  
BITEC BANGKOK THAILAND

**Tentative Schedule**

**SUBCON THAILAND 2010**

Date	Schedule	Remarks
<b>May 11, 2010</b> <b>(Tue)</b>	<ul style="list-style-type: none"> <li>● <b>Arrive at Suwannaphum Airport</b></li> <li>● <b>Hotel Check-in</b></li> </ul>	Free the airport-hotel transportation
<b>May 12, 2010</b> <b>(Wed)</b>	<ul style="list-style-type: none"> <li>● <b>Factory Visits</b> <ul style="list-style-type: none"> <li>■ <b>Automotive Industry</b></li> <li>■ <b>Machinery / E&amp;E Industries</b></li> </ul> </li> </ul>	Free local transportation
<b>May 13, 2010</b> <b>(Thu)</b>	<ul style="list-style-type: none"> <li>● <b>Visit SUBCON THAILAND 2010</b> <ul style="list-style-type: none"> <li>■ <b>Opening Ceremony</b></li> <li>■ <b>Business Meeting</b></li> <li>■ <b>Evening Networking Reception</b></li> </ul> </li> </ul>	Free the hotel-fair site-hotel transportation
<b>May 14, 2010</b> <b>(Fri)</b>	<ul style="list-style-type: none"> <li>● <b>Visit SUBCON THAILAND 2010</b> <ul style="list-style-type: none"> <li>■ <b>Business Meeting</b></li> </ul> </li> </ul>	Free the hotel-fair site-hotel transportation
<b>May 15, 2010</b> <b>(Sat)</b>	<ul style="list-style-type: none"> <li>● <b>Visit SUBCON THAILAND 2010</b> <ul style="list-style-type: none"> <li>■ <b>Business Meeting</b></li> </ul> </li> <li>● <b>Hotel Check-out</b></li> <li>● <b>Transfer to Suwannaphum Airport</b></li> </ul>	Free the hotel-fair site/airport transportation



For Overseas Buyers

**13-15 MAY 2010**  
BITEC BANGKOK | THAILAND

## BUYER REPLY FORM

### Company Profile

<b>Name</b>		<b>Country</b>	
<b>Type of Business</b>	<input type="checkbox"/> Manufacturer <input type="checkbox"/> IPO (International Procurement Office)		
<b>Product / Business Details</b>			
<b>Address</b>			
<b>Phone</b>		<b>Fax</b>	
<b>Web-site</b>		<b>Established Year</b>	
<b>No. of Employees</b>		<b>Annual Turnover(US\$)</b>	
<b>Looking for</b>	<input type="checkbox"/> Part Manufacturers <input type="checkbox"/> Joint Venture <input type="checkbox"/> Technical Collaboration <input type="checkbox"/> Othes _____		
<b>Use of Parts &amp; Components</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No		
	<b>If yes, Value of Parts Purchased (US\$)</b>	2007 (        ) 2008 (        ) 2009 (        )	
	<b>Major Purchased Countries</b>	1. 2. 3.	
	<b>Interested Parts/Components for Sourcing from Thailand</b>		

### Buyer Profile

Applicant (1)		Applicant (2)	
<b>Name</b>		<b>Name</b>	
<b>Department</b>		<b>Department</b>	
<b>Position</b>		<b>Position</b>	
<b>Phone</b>		<b>Phone</b>	
<b>Fax</b>		<b>Fax</b>	
<b>E-mail</b>		<b>E-mail</b>	
<b>Signature</b>		<b>Signature</b>	

*We hereby apply for Buyer Support Program during SUBCON THAILAND 2010*

Date:                      MM.        DD.        YY.

Signature

## Supplier Requirements

• **Quality Standard**

- ISO 9000       QS 9000       TS 16949       Others \_\_\_\_\_

• **Indicate Type of Main Industry (One or More)**

- Automotive Industry       Electrical and Electronics Industries  
 Machinery Industry       Others (Please Specify) .....

• **Parts/ Key Manufacturing Process Required :**

- Metal Parts  
 Iron Casting       Aluminum Die Casting       Fabrication  
 Forging       Heat Treatment       Machining  
 Stamping       Sintering  
 Others (Please specify): .....
- Plastic Parts  
 Injection       Blowing  
 Others (Please specify): .....
- Rubber Parts  
 Injection       Molding       Extrusion  
 Calendaring       Others (Please specify): .....
- Electrical & Electronics Components (Please specify): .....
- Mold & Die       Automation / Motion Technology  
 Jig & Fixture       Packaging  
 Tooling       Logistics  
 Others (Please specify): .....

## Buyer Support Program

Please put a mark to your required support programs

**Hotel Accommodation**

Room Type :            Single            Twin

Check-in Date \_\_\_\_\_ Check-out Date \_\_\_\_\_

**Local Transportation**

Airport-Hotel (May 12 Only)    Hotel-Fair Site-Hotel (During Show Day)    Hotel-Airport (May 16 Only)

**Immigration Fast Track Lane Service**

**Business Matchmaking Program**

Please choose your participation date(s) :    13-May-10    14-May-10    15-May-10

**A 9-sq.m. booth in the Buyer Village** for exhibiting required parts and components

Please choose your participation date(s) :    13-May-10    14-May-10    15-May-10

**Buyers' Presentation**

Please choose your participation date :    13-May-10    14-May-10    15-May-10

**Factory Visits** (on Wed, 12-May-10)

Please choose your interesting industrial sector(s) :    Automotive    E&E    Machinery

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\*\* Please complete and return this form to **Mrs.Nattinee / Ms.Sirin** by December 30, 2009 \*\*

BOI Unit for Industrial Linkage Development (BUILD), Thailand Board of Investment, Thailand

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For more information about Subcon Thailand 2010, please visit the website [www.subconthailand.com](http://www.subconthailand.com)

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