

TURKISH SUBCONTRACTING EXCHANGE

**YOUR
RELIABLE
MATCHMAKER**



ISTANBUL CHAMBER OF COMMERCE
www.ito.org.tr

PROMPT, EFFECTIVE AND REWARDING INDUSTRIAL MATCHING THROUGH TSPX



TURKEY

is an industrially advanced country with developed management systems and technological skills.

ISTANBUL

Where almost 30% of Turkish manufacturing industry is concentrated. It is a great city at the junction of two continents and a lucrative center between Europe and Asia.

ICOC

The Istanbul Chamber of Commerce, is ready to provide you vital links with the local business community, through its over 280.000 members in various sectors.

TSPX-TURKISH SUBCONTRACTING EXCHANGE

is an industrial matchmaking organization with over 2000 members within The Istanbul Chamber of Commerce since 1990. It is established with the assistance of UNIDO (United Nations Development Organization) and operating today with more than 19 years experience both locally and internationally.

TSPX, which is a technical information source for main contractors and buyers, is also a promotion office for the members who are willing to expand their business.

Promotional initiatives, technical support, participation in international subcontracting fairs and export consultancy are among its services.

TSPX MEMBERS

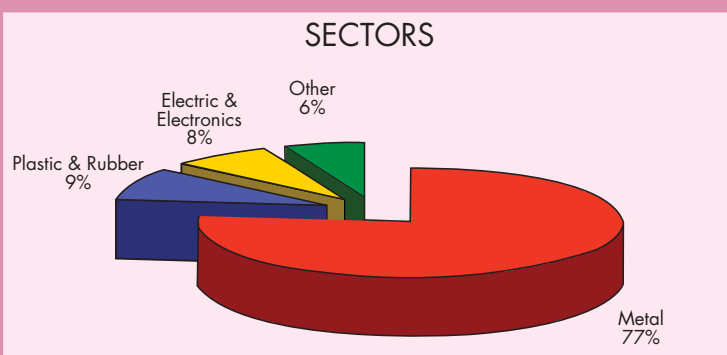
TSPX is the meeting point of the main and subcontractors especially in the field of industrial subcontracting exports in Turkey. TSPX provides free of charge services and information from its computerized data-bank for buyers and main contractors, who are seeking subcontractors specialize in metal works, rubber/plastic and electric/electronic sectors and willing to cooperate in all the phases of production.

TSPX DATA-BASE

TSPX data-base, established after a comprehensive survey of small and medium sized subcontractors, offers a wide selection of component suppliers. Manufacturers, their sectors, activities, products and production processes are all classified according to the international terminologies, such as harmonized code, NACE, EECA and EECB.

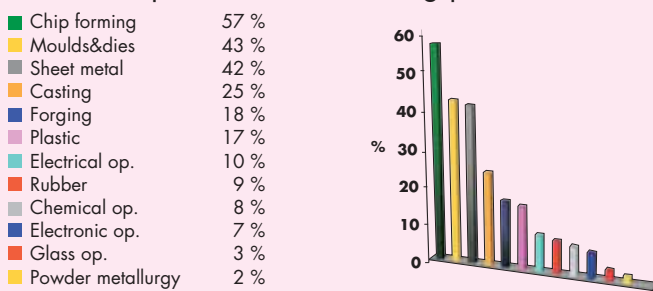
TSPX's data-base includes more than 2.000 specialized subcontracting companies, classified by sub-sectors as; mould and die, chip forming, sheet metal, plastics, ferrous and non-ferrous casting, electronics and electrical component manufacturing companies .

TSPX members are mainly providing services for the automotive sector (50%), followed by machine building, white goods, construction, electrics, electronics and mine sectors.



THE SUPPLIER YOU ARE LOOKING FOR IS ALREADY IN OUR DATABASE

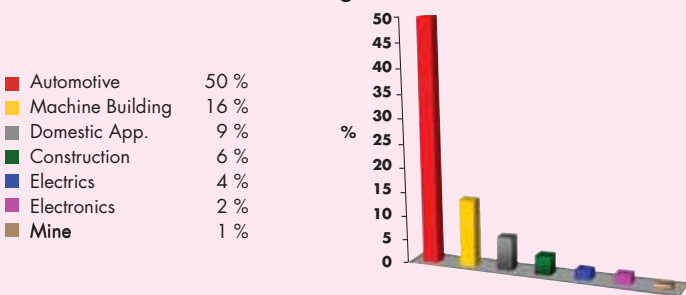
Operations used during production



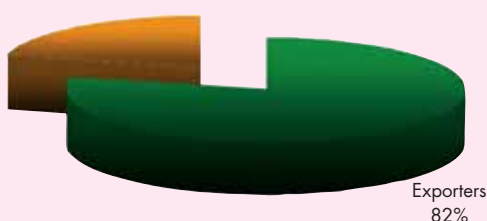
82% of the TSPX members are exporters. The main countries they export are, Germany (34%), France (16%), England (15%) and Italy (15%).

Quality (76%), competitive price (66%), flexibility and adaptability (64%) are the advantages of the Turkish subcontractors in the export market.

Serving Sectors



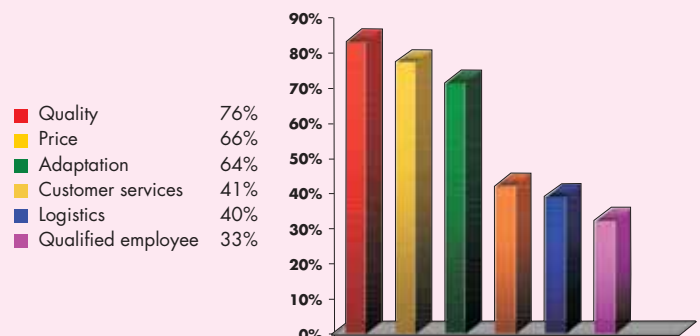
Exporting Members



COMPANIES ALREADY BENEFIT FROM TSPX



Advantages in Export Market



WHY TSPX ?

MATCHMAKING IS OUR MISSION

MATCHMAKING

Matchmaking has been at the heart of our mission since 1990. Matchmaking process occurs between the main contractor and subcontractor. Whenever a main contractor needs a part, component, sub assembly or industrial services, all he has to do is to contact TSPX. Then the specialized staff of TSPX evaluate the inquiry, select a number of appropriate subcontractors from the data-base and inform them about the request. Finally, the collected responses, are conducted to the main contractors as quickly as possible.

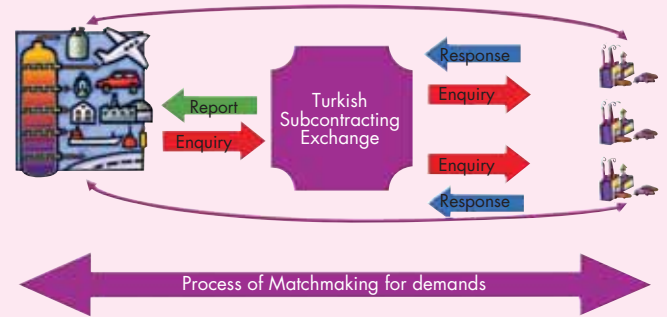
PARTNERSHIP DAYS

'Partnership Days' organization is an effective way of establishing contacts between potential business partners. During this event, the main contractors and buyers have the opportunity to meet with appropriate Turkish subcontractors. All requirements of main contractors or buyers are searched and evaluated, then suitable subcontractors are identified through the data-bank. All information and services are **free of charge**.

BENEFITS

- Opportunity to meet as many subcontractors as possible in a short time period.
- Face to face meetings
- Time and money saving operation
- Alternative to exhibitions
- You can meet and discuss with the most selected companies among TSPX members.
- You can take the advantage of doing business in a country with industrial infrastructure base and an export oriented manufacturing industry.
- You can increase your competitiveness by taking advantage of high quality, skilled labor and low production costs.
- You can evaluate the appropriate Turkish subcontractors for your field of activity and discuss the alternatives.

Matchmaking Process



SUBSIDIARY BODIES

TSPX provides free of charge services in 11 industrialized cities of Turkey.

Now, subcontracting activities are more effective and subcontractors are closer through local Chambers of Commerce and Industry: (Adana, Balıkesir, Bursa, Denizli, Eskişehir, Gaziantep, Izmir, Izmit, Kayseri, Konya, Samsun.).

YOU CAN ALSO CONTACT US AT

- Hannover Industry Fair (Hannover/Germany) (www.hannovermesse.de)
- Z-Die Subcontracting Fair (Leipzig/Germany) (www.leipzigermesse.de)
- Subcontratacion (Billbao- Spain) (www.feriadebilbao.com)
- AAPEX Automotive Subcontracting Fair (Las-Vegas/USA) (www.aapex.com)
- MIDEST Subcontracting Fair (Paris/France) (www.midest.com)
- Automechanica (Shanghai/China) (www.automechanica.messefrankfurt.com)



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