**Metalworking Cluster (KOM) - subject-matter partner for Subcontracting 2019**

**The Metalworking Cluster has become a Subject Matter Partner of this year's Subcontracting Exhibition 2019. The event will take place from 4 to 7 June 2019 alongside the largest industrial fair ITM Poland, organized by the MTP Group.**

Once again, together with its member companies, KOM will take part in a prestigious event held in Poznań, which is a meeting spot for entrepreneurs from Poland and abroad looking for contractors, suppliers or subcontractors. As an organization associating almost 100 entities from the metal and machine industry, the Cluster brings added value through substantive support of the trade fair.

“We will participate in the Subcontracting exhibition in order to showcase our products, present a catalog of cooperation services, establish new trade relations, and strengthen ties with companies from the Cluster," says Janusz Poulakowski, director of the office of the Metalworking Cluster, responsible for internationalization. “Some of the benefits of participating in this event include being among the best companies in Europe and in the world, observing and following the current trends. Being part of a group gives us, above all, the negotiating power and better recognizability on the market."

Subcontracting is the largest industrial and cooperation event in Poland. In the previous editions, each time a dozen or so entities associated in KOM presented themselves at a joint stand. Presenting together with other companies has always stood out from the hundreds of other exhibitors gathered at this event, and it will continue to be the case this year as well. The members of KOM are becoming more and more involved in the joint presentation, which brings results for each side and contributes to greater integration and building the image of the Cluster.

The fair will be accompanied by cooperation meetings Subcontracting Meetings, an effective method of matching customers with service providers. 2018 saw 287 matchmaking meetings between 100 participants from 12 countries (Belgium, Czech Republic, Lithuania, Latvia, Germany, Norway, Poland, Slovakia, Sweden, Ukraine, Great Britain and Italy).

Every year the Cluster's stand enjoys great popularity, as it there that hundreds of conversations with potential partners from Poland and abroad result in new contracts and business agreements.

"We are satisfied with the number of inquiries, which we had during previous editions of Subcontracting, the interest in becoming a member of the Cluster, as well as a whole range of services that we offer to our members," says Janusz Poulakowski. "The trade fair has already gone beyond Poland as we had people from Germany, France and Turkey. Our opinion is definitely positive. This is where we conclude a number of preliminary agreements on cooperation with partners from Poland and abroad as regards further directions of promotion of the Cluster and activities for the metal and machine industry as well as for companies associated in the Cluster.”

According to Poulakowski, anyone who is thinking about development, looking for new contacts, assignments, or wants to learn new technologies and solutions for the industry, should attend this event. That means both companies that have a well-established position on the market, as well as those that are small companies developing their operations.

**We invite you to Poznań for the industry-facing trade shows: ITM Poland, Subcontracting, Modernlog, 3D Solutions from 4 to 7 June 2019.**

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