



INVITATION

# SWEDISH MARITIME DELEGATION TO FINLAND

ON 22-23 SEPTEMBER 2016



# SWEDISH MARITIME DELEGATION TO FINLAND

TO TAKE PLACE IN SEPTEMBER 2016

**The Finnish industrial miracle, its globally known shipbuilding industry, is the leading international technology, competence and trend setter in the maritime sector. In order to maintain a competitive advantage, Finnish shipyards demand the best quality and latest innovations from suppliers.**

Increasingly harder competition challenges the entire shipyard industry to develop a stronger profile. Finland's biggest shipyard, Meyer Turku Oy (part of the German Meyer Group), is experiencing strong demand from the market, which also has a positive effect on investments both in maintenance and production. At the same time, Meyer has expressed an interest in integrating new innovations in every new ship. Additional and traditional shipyard success is found in Rauma, not far from Turku. The re-born Rauma Marine Constructions has a wide scale of ship types which they build and repair with the help of a pool of subcontractors.

Sweden has long traditions in the shipyard industry, however, during the 60's and 70's focus was forced away from shipbuilding to development of technical knowhow. Today, Swedish solutions are well established on the Norwegian market for oil and gas. In addition, several technology clusters gather together companies supplying applications to the maritime industry, mainly outside of Sweden. This sector has also been prioritized in the Swedish export strategy.

The goal of our First Swedish Maritime Delegation to Finland is to open doors and facilitate mutual competence sharing. Such cooperation would contribute to the continued success and development of Swedish maritime suppliers and further strengthen Meyer's position as one of the leading companies on the global shipbuilding market. During autumn 2016 Meyer will have a lot of focus on turn-key suppliers, suppliers within interior and exterior areas, such as deck constructions and areas, restaurants and corridor areas. Material, machine and equipment suppliers are of interest from long-term perspective. Furthermore, RMC is interested in suppliers of know-how in steel, hull constructors, as well as suppliers of machine rooms and restaurant areas.

**PARTICIPATING COMPANIES HAVE THE POSSIBILITY TO MAKE A PRESENTATION FOR PURCHASERS FROM MEYER TURKU (FINLAND), MEYER WERFT (GERMANY) AND RAUMA MARINE CONSTRUCTIONS (FINLAND).**

As the main organizer, Business Sweden would like to invite you to take part in this 2-day delegation. A limited number of qualified Swedish companies will have the opportunity to participate and during day 1 meet first-hand with decision-makers from Finland and Germany at the Meyer shipyard in Turku. During the second day, the delegation group will meet the decision-makers in Rauma. Also in Rauma, Swedish companies will have 15 minutes for a company presentation.

For more information please contact: Elina Rantanen, Senior Project Manager  
[elina.rantanen@business-sweden.se](mailto:elina.rantanen@business-sweden.se)  
tel. +358 50 327 4334

# PRELIMINARY PROGRAM

## Travel

- ▶ We recommend that you travel to Finland the day before. If you are travelling by plane there are direct flights to Turku from Stockholm four times a day. You can also fly to Helsinki and continue to Turku from there. Alternatively you can travel by ferry to Turku and arrive the morning of Day 1.
- ▶ The participation fee includes accommodation for 1-2 nights in Turku. Business Sweden personnel will be present to guide you during the delegation.

## DAY 1 – Thursday 22<sup>nd</sup> of September

- ▶ **09:00-09:45 Gathering and registration for Meyer visit at the hotel in Turku**  
Short welcome and introduction. We will then travel together by bus to the Meyer Turku shipyard.
- ▶ **10:30 Arrival at Meyer Turku**
- ▶ **Presentations (preliminary program – changes possible)**
  - Jan Meyer, CEO, Meyer Turku Oy – *Opening Remarks*
  - Merja Salmi-Lindgren, Secretary General, Finnish Marine Industries – *Overview of Finnish Marine Industry*
  - Jorma Holmström, Head of Procurement, Meyer Turku Oy - *Procurement Entities and Process of Meyer Turku*
  - Dominik Sandmann, Head of Group - Corporate Purchasing, MEYER NEPTUN GmbH Luxemburg – *Introduction of Meyer's German shipyards for Suppliers*
  - Lennart Fougelberg, President, Swedocean (SWE) – *Overview of Swedish Maritime Industry*
  - Swedish Companies - *Individual Presentations (15 minutes per company)*
- ▶ **Guided tour of Meyer Turku shipyard**
- ▶ **17:00 Back at hotel**
- ▶ **18:30 Dinner**

## DAY 2 – Friday 23<sup>rd</sup> of September

- ▶ **07:00 Checkout and registration for Rauma visit at the hotel in Turku**  
We will travel together by bus from Turku to the Rauma shipyard.
- ▶ **09:00 Arrival to Rauma shipyard (RMC)**
- ▶ **Presentations (preliminary program – changes possible)**
  - Markku Uusitalo, SVP Production, RMC – *Procurement Processes*
  - Lennart Fougelberg, President, Swedocean (SWE) – *Overview of Swedish Maritime Industry*
  - Swedish Companies - *Individual Presentations (15 minutes per company)*
- ▶ **Guided tour of Rauma shipyard**
- ▶ **14:00 End of Rauma visit**  
The bus will continue back to Turku.
- ▶ **15:30 Arrival Turku, end of delegation**



## REGISTRATION

# SWEDISH MARITIME DELEGATION TO FINLAND

22-23 SEPTEMBER, 2016

### Participation fee:

The participation fee is SEK 35 000 and includes the following:

- ▶ Participation for 1 person in the delegation with possibility for presentations to purchasers
- ▶ Accommodation for 1 person for 1-2 nights in Turku
- ▶ Main meals (Lunch and Dinner during Day 1, Lunch during Day 2)
- ▶ Bus travel in Turku and Rauma
- ▶ Individual coaching ahead of presentations to Meyer and Rauma shipyard

Last date for registration is the 26<sup>th</sup> of August 2016. Number of participating companies is limited.

Confirm your registration by emailing this page to [elina.rantanen@business-sweden.se](mailto:elina.rantanen@business-sweden.se)

Company: \_\_\_\_\_ Org number: \_\_\_\_\_  
Invoicing address: \_\_\_\_\_ Postal code: \_\_\_\_\_  
City: \_\_\_\_\_  
Name of participant: \_\_\_\_\_ Title: \_\_\_\_\_  
Email: \_\_\_\_\_ Telephone: \_\_\_\_\_

**Business Sweden's General Conditions for Participation in Joint Export Activities apply.**