

AVIATION WEEK 

**ap&m**  
EUROPE

**19-21 May 2020**  
Manchester Central, UK

# Meet the Buyers

A guide for prospective buyers

[apmexpo.com](http://apmexpo.com)



# About the Event

**ap&m Europe is the leading networking event for the airline supply chain, connecting buyers and sellers over three days. The format of the event consists of a 1 day summit on 19 May, followed by a 2 day exhibition, with Meet the Buyers taking place on the exhibit hall on 20 May 2020.**



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## About Meet the Buyers

Meet the Buyers is our signature networking platform for buyers to meet face-to-face with suppliers in pre-arranged, 10-minute meetings.

Meet the Buyers takes place on 20 May 2020 in a dedicated area in the exhibition hall, with each exhibitor conducting a minimum of three meetings with the buyers of their choice. In 2019, exhibitors booked over 1,100 face to face meetings with 85 procurement executives in just 4 hours, kick-starting hundreds of new buyer/supplier relationships.

## Key Points:

- You will have a maximum of 18 meetings lasting 10 minutes each
- Suppliers choose the meetings, but at least half are “matched” on your requirements, ensuring your meetings are relevant to your business
- Meetings take place in a vibrant atmosphere, perfectly suited to meeting new suppliers
- Refreshments are served throughout
- VIP access to 3 day event  
*(see next page for details)*

## Hear from Previous Buyers:

**66** “Meet the Buyers was a really good speed networking event and it helps the suppliers/manufacturers to forward their challenges and product issues – it was great!”

**JOYCE ESTEVES KNEIP**, SENIOR PROCUREMENT SPECIALIST, **LUFTHANSA TECHNIK**

**66** “I think that meeting potential suppliers face-to-face is the best and most efficient way to establish a business relationship.”

**GIORGIO SANTUCCI**, PROCUREMENT AND LOGISTICS MANAGER, **ADRIA AIRWAYS**

## Why Become a Buyer

As well as access to the Speed Networking session with your suppliers, your buyer pass unlocks some fantastic features at ap&m across the three days, maximising your time out of the office.

Your buyer pass gives you access to:



### ap&m Summit

Taking place on 19 May at the Midland Hotel, the one day summit is led by senior level speakers from airlines, OEMs, MROs with around 150 delegates in attendance. Take part in 9 lively sessions taking a strategic look at the European aftermarket and supply chain, as well as accessing all the materials and presentations post event.



### VIP Welcome Reception

The VIP Welcome Reception brings 400+ senior level attendees at the official launch party on the evening of the 19 May. This is the perfect way to network in a fun, relaxed environment before the busy aisles of the exhibition.



### Meet the Buyers

Unique chance to meet face to face with up to 18 pre-vetted suppliers who are guaranteed to be relevant to your business, allowing you to develop relationships with new customers and negotiate contracts with existing suppliers



### VIP Lounge & lunch/refreshment vouchers

The VIP Lounge is the perfect space on the show floor to hold a meeting, take a seat and catch up on emails, or enjoy the free refreshments on offer. Lunch and refreshment vouchers are also available to use at the many catering outlets during the exhibition.

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## Find out more

To find out more about ap&m Europe  
and the Meet the Buyer programme,  
contact our dedicated Buyer Manager:

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