



# SHOWDAILY<sup>TM</sup>

THE OFFICIAL DAILY NEWSPAPER OF IESS IX  
4-6 MARCH, 2020 • Codissia Trade Fair Complex, Coimbatore

Department of Commerce  
Ministry of Commerce & Industry  
Ministry of MSME  
Department of Heavy Industry  
Office of the Principal Scientific Adviser  
Government of India

ORGANISER

ENGINEERING THE FUTURE

HOST STATE

MALAYSIA PARTNER COUNTRY 2020

Ministry of International Trade and Industry

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BROADENING HORIZONS

## Showcasing Engineering Marvels

The 9<sup>th</sup> edition of International Engineering Sourcing Show (IESS), India’s global engineering sourcing show for international business visitors, organized by EEPC India, kickstarts today at CODISSIA Trade Fair Complex, Coimbatore. With Malaysia as its partner country, the three-day event, from March 04 – 06, is slated to be a celebration of engineering feats from across the globe...



Industry veterans at the opening of IESS 2019. The current edition is slated to be grander than ever.

International Engineering Sourcing Show (IESS), the flagship annual exhibition of EEPC India, has been growing in strength each year since 2012, showcasing engineering prowess of India and convening players including entrepreneurs, academicians, bureaucrats and diplomats from all over the world to leverage it for mutual benefits. After successful editions in Mumbai and Chennai, the show, for the first time, is being held in the city of Coimbatore with participation of 400 global and Indian exhibitors, ranging from well-known international engineering giants to SMEs, and 400 delegates, seeking to connect with the best in the world in terms of value chain and technology. Additionally, 10 thematic sessions have been organized convening 50 international speakers to deliberate on contemporary trends and technologies. Coimbatore or Kovai has emerged as the major engineering industrial hub of the country. Known as the textile capital or

the Manchester of South, the city has also built its reputation as the Pump City, contributing 50 percent of the national motor and pump supply, meeting 30 percent auto component requirements of Auto Majors like Maruti and TATA Motors, and 75 percent of the national monthly output of wet grinders.

### Strong amidst challenges

This year's IESS is taking place against a challenging global economic environment. However, there is nothing that can dampen the spirit of organizers and the response from the participants has been equally encouraging.

"The event provides an opportunity for the participants to brainstorm and come up with out-of-the-box solutions to meet headwinds like the recent economic slowdown, the impact of Coronavirus on trade and protectionist measures being resorted by several leading economies of the world," notes Ravi Sehgal, Chairman, EEPC India.

"The world and the Indian economy have travelled through troubled times in 2019. India is now the 5<sup>th</sup> largest economy in the world, recovering slowly from the impact of global economic slowdown in 2019. We have done well. Narrowing of CAD to 1.5 percent of GDP, buoyant FDI inflows of \$24.4 billion during the first 8 months of 2019-20, improvement of BoP position enabled by a drop in imports to GDP ratio manifested by the rise in FOREX reserves to \$461.2 billion, reduction of Central Government debt to 48.7 percent GDP, an improvement in the World Bank rankings under 'Trading Across Border' parameter to 68 in 2019, all lead to the projected rebound of the economy with a nominal GDP growth of 10 percent in 2020-21," he adds supporting his point with numbers.

### Smart Engineering the theme

The broad theme of IESS IX is Smart Engineering with four pillars: Subcontracting, Industrial & Electrical Machinery, Metal & Shop Floor, and Innovation and Technology. Vendor Development Meets with top MNCs including Cameron, a Schlumberger (USA) company, and SAGE Group (Australia), and Indian PSUs including Vizag Steel, GRSE and Indian Railways have also been

organized.

Other key attractions include sessions on E-Mobility and Green Manufacturing. Technology Pavilions with C4i4 (Centre for Industry 4.0) Labs and FCRI (Fluid Control Research Institute) under DHI (Dept of Heavy Industry); BARC (Bhabha Atomic Research Centre), NFC (National Fuel Complex), RRCAT (Raja Ramanna Centre for Advanced Technology), ECIL (Electronics Corporation of India Ltd), BRIT (Board of Radiation and Isotope Technology) under DAE (Dept of Atomic Energy); ARCI (International Advanced Research Centre for Powder Metallurgy and New Materials) and NRDC (National Research Development Corporation) under DSIR (Dept of Scientific and Industrial Research); IISc (Indian Institute of Science); ERDA (Electrical Research and Development Association); ARAI (Automotive

### IESS' Success over the Past 8 Editions

61.29% rise in Footfalls  
14.3% rise in Delegates  
57.27% rise in Exhibitors

### IESS 2020

**Host State:** Tamil Nadu  
**Partner Country:** Malaysia  
**Focus Region:** Flanders, Belgium  
**Partner State:** Uttar Pradesh  
**Focus States:** Haryana, Jharkhand, Uttarakhand, West Bengal, Madhya Pradesh, Karnataka, Himachal Pradesh, Gujarat and Jammu Kashmir

Research Association of India); CMTI (Central Manufacturing Technology Institute); and PSG College, are a few other highlights to look forward to this year.

### Solid support

IESS across 8 editions, 6 partner countries/regions (Canada, Czech Republic twice, Poland, COMESA as a region, Russia, Malaysia) from 4 continents (North America, Europe, Africa and Asia), presence of more than 11 states from all four regions of India (Maharashtra, Gujarat, Madhya Pradesh, Jharkhand, Karnataka, Uttar Pradesh,



Source: EEPC India

» "The event provides an opportunity for the participants to brainstorm and come up with out-of-the-box solutions to meet headwinds like the recent economic slowdown, the impact of Coronavirus on trade and protectionist measures being resorted by several leading economies of the world."«

**Ravi Sehgal**  
Chairman  
EEPC India



Source: EEPC India

» "More than 21,245 business queries valued at \$14.14 million, 8 MoUs, and around 35,149 business contacts and \$1.72 million declared orders over the last three editions held in Tamil Nadu justify our choice for state the fourth successive time."«

**Suranjan Gupta**  
Executive Director  
EEPC India

Odisha, Tamil Nadu, Haryana, West Bengal, Uttarakhand and Bihar), with an average 100 speakers across 15 thematic sessions, 500 delegates from 60 nations and 300 exhibitors and over 700 B2B meetings have graduated to a global engineering sourcing show. During 2012-2019, there has been 61.29 percent rise in footfalls, 14.3 percent rise in delegates, 57.27 percent rise in exhibitors, underscoring the success of the event.

The Tamil Nadu Government has been supporting the IESS as a host state for the past three editions. For IESS 2020, Malaysia is the Partner Country for the second time, Flanders from Belgium is the Focus Region and Uttar Pradesh is the Partner State. Haryana, Jharkhand, Uttarakhand, West Bengal, Madhya Pradesh, Karnataka, Himachal Pradesh, Gujarat and Jammu Kashmir are the Focus States.

"More than 21,245 business queries valued at \$14.14 million, 8 MoUs including 6 bilateral ones (with Russian, Czech, Indian State Governments and Malaysian organizations) and around 35,149 business contacts and \$1.72 million declared orders over the last three editions - IESS

VI, VII and VIII - held in Tamil Nadu justify our choice for the fourth successive time in the state, which is now present with a team of 125 companies," shares Suranjan Gupta, Executive Director, EEPC India.

"ASEAN member nation, Malaysia is our 13<sup>th</sup> largest trade partner and 25<sup>th</sup> largest investment partner with \$17 billion bilateral shipments. The country, with FDI close to \$1 billion, is partnering with IESS for the second time with a team of 16 companies," he adds.

Around 16 companies from Malaysia, 125 from Tamil Nadu, 41 companies from Partner State Pavilion (UP), 25 from Haryana, 3 from Jharkhand, 10 Uttarakhand, 7 West Bengal, 6 Karnataka, 12 Himachal Pradesh, 15 from Madhya Pradesh are exhibiting along with a separate display pavilion from respective State Governments.

IESS is actively supported by the Department of Commerce, Union Ministry of Commerce and Industry. The Department of Heavy Industry, Ministry of MSME and the Department of Atomic Energy have also confirmed their support to the event. The Office of Principal Scientific Adviser to the Government of India is also associated with the show.



**VANTAGE POINT**

# Offering a Platform to Grow

**Ravi Sehgal, Chairman, EEPC India, endeavors to help Indian engineering firms gain global exposure and expand their reach through IESS 2020. He shares the current edition's agenda and how it is to pan out in the event's three-day course and later...**

IESS has had a successful journey from its first to eighth editions in Mumbai and Chennai. The move to Coimbatore, a Tier II city, is the first in IESS' history. Ravi Sehgal, Chairman, EEPC India, begins by shedding light on what prompted this change of venue, "EEPC India has already ventured into an expansion mode to be present close to all exporters to serve them better, overcoming geographical limitation and opening 13 Chapters across 13 States."

Exploring a Tier II city stemmed from the need to penetrate deeper into the remote market. "Coimbatore is a very natural and appropriate choice, considering it is the fastest growing Tier II city, housing 25,000 MSMEs, the textile capital or the Manchester of South also known as the Pump City, meeting 50 percent of National Motor and Pump supply, 30 percent Auto Component requirements of auto majors like Maruti and TATA Motors, 75 percent of the National monthly output of Wet Grinders,"

## Comprehensive display

Textile Machinery & Parts, Auto Parts, Castings and Pumps & Valves are few of the key products being displayed in this edition of the show that involves active participation from the members of the local associations – CODISSIA – The Coimbatore District Small Industries Association; COINDIA – Coimbatore Industrial Infrastructure Association; SIEMA – The Southern India Engineering Manufacturers' Association and ICCI – The Indian Chamber of Commerce and Industry, Coimbatore.

With the aim to enrich participants with the latest in the field, the show is conducting sessions on Industry 4.0, E-Mobility, Green Manufacturing etc. In Technology Pavilions, DHI with C4i4 Labs and FCRI; DAE with BARC, NFC, RRCAT, ECIL, BRIT; ARCI & NRDC under DSIR; IISc, ERDA, ARAI, CMTI, PSG College are

educating the manufacturers to adopt Industry 4.0.

## Why Coimbatore?

"Coimbatore is a very natural and appropriate choice, considering it is the fastest growing Tier II city, housing 25,000 MSMEs. The textile capital or the Manchester of South, also known as the Pump City, meets 50 percent of National Motor and Pump supply, 30 percent Auto Component requirements of auto majors like Maruti and TATA Motors, and has 75 percent of the National monthly output of Wet Grinders."

## Smart Engineering as the theme

The previous three editions of IESS had Smart Engineering as their theme. The same has been continued in the current ninth edition too. Explaining this, Sehgal points out that Indian Engineering Exports have been growing at a rate of 10 percent with variation. But the Engineering Exports as a percentage of ASEAN and World Exports is stagnating at 0.8-1 percent over the last 10-15 years. "This is because majority of our goods are from low or middle level products. EEPC India has joined hands with the Ministry of Commerce and also the Department of Heavy Industry to enable and educate the Indian Engineering Manufacturers, especially the MSMEs, to take advantage of the latest technologies in this industry through captive technology centers. This is mostly essential if we plan to reach \$1 trillion Exports target in future. This is where IESS theme of Smart Engineering comes in," he shares.

## India and Industry 4.0

With one such theme, it's important that one has the clarity of where India stands in its adoption of Industry 4.0 technologies vis-à-vis its global peers at

present. The coherent picture will then provide the much-needed direction to the industry. Sehgal deliberates on that, "Integrated Industry is the defining trend of the 21<sup>st</sup> Century manufacturing. Globally, the Industry 4.0 market is expected to reach US \$214 billion by 2023. Leading nations including Germany, the UK, Ireland, Sweden and Austria have converted to I4.0. Asia is emerging as the hub of the future manufacturing and India is yet to become a major powerhouse in Asia in terms of technology and scale."

"As of now, the automobile industry in India is the only industry having impressive factory automation with the number of installed robots being 58 for every 10,000 workers. It is estimated that by 2020, there will be over 6,000 robot capacity installed in India," he adds.

## The rise and fall of Indian engineering exports

Post the historic high of \$81 billion in 2018-19, engineering exports fell in the first six months of 2019-20, mainly due to repressed global demand and protective stances adopted by many of India's key export partners. Then, the trend reversed in the last two months with October 2019 engineering exports growing by 1.66%, followed by 6.30% growth in November 2019.

## Indian engineering exports

Giving away the statistics on the Indian Engineering Exports in the current times, Sehgal notes, "India's engineering sector accounts for around 12 percent of India's GDP, 30 percent of India's total factories in the organized sector and 29 percent of total employment in the organized sector. Being the largest foreign exchange earner, the engineering exports should reach at least



Source: EEPC India

» "EEPC India has already ventured into an expansion mode to be present close to all exporters to serve them better, overcoming geographical limitation and opening 13 Chapters across 13 States."«

**Ravi Sehgal**  
Chairman  
EEPC India

\$150 billion by 2024 to achieve the overall export target. It is also important that India's share in the global engineering trade improves from the current one percent to around two percent by 2024."

According to him, the Indian engineering sector, to achieve this, needs to strengthen its capacity and expand its reach. Post the historic high of \$81 billion in 2018-19, engineering exports fell in the first six months of 2019-20 mainly due to repressed global demand and protective stances adopted by many of India's key export partners. Then, the trend reversed in the last two months with October 2019 engineering exports growing by 1.66 percent, followed by 6.30 percent growth in November 2019. "The response from the Government was fast and energetic periodic reviews, acknowledgement of the problems faced by exporters, and reorientation of the trade policy framework. The year 2020 is likely to hasten this process with a new Foreign Trade Policy," he sums up on this optimistic note.

**IESS IX 2020**

## CONFERENCE

04 MARCH 2020  
WEDNESDAY

TIME	HALL E	CONFERENCE ROOM A	CONFERENCE ROOM B	CONFERENCE ROOM D
10:00 - 11:00	Event Inauguration			
11:15		Press Conference		
14:30 - 17:00		Vendor Development Meet with Indian PSUs - Railways	Global Investment Forum: Malaysia, Flanders, Belgium	Session on Industry 4.0

**IESS IX 2020**

## CONFERENCE

05 MARCH 2020  
THURSDAY

TIME	CONFERENCE ROOM A	CONFERENCE ROOM B	CONFERENCE ROOM D
10:00 - 13:00	Global Sourcing Meet by Australia	Global Sourcing Meet - Cameron, a Schlumberger Company	Session on E-Mobility – ‘Scaling up the Manufacturing and Adoption of Electric Vehicles in India’
14:30 - 17:30	Global Sourcing Meet by Partner Country - Malaysia	Vendor Development Meet with Indian PSUs	Technology Session

**IESS IX 2020**

## CONFERENCE

06 MARCH 2020  
FRIDAY

TIME	CONFERENCE ROOM A	CONFERENCE ROOM B	CONFERENCE ROOM D
10:00 - 13:00	Round Table on 'Green & Sustainable Manufacturing Technologies: The Way Forward'		Open Industrial Innovation – Unleashing Technology and Talent for Transformation TiE, Coimbatore + Forge [Partner Incubator]
14:30 - 17:30	IESS IX Closing Ceremony & Award Distribution (at 16:00 hrs)		

**MACHINING SOLUTIONS**

## Showcasing Strengths

**Trishul Machine Tools aims to leverage the IESS IX platform to display its innovation in machining solutions.**

**C**S Shiva Shankaraiah, Managing Director, Trishul Machine Tools Pvt Ltd deems IESS an ideal platform for the Engineering export fraternity. The company, hence, has never given a miss to the show so far. "IESS is one of the pioneering shows where technologies and products are promoted in a structured manner to the target customers from abroad. As the foreign visitors are handpicked and selected after a thorough scrutiny, we can be sure of the quality of the visitors from abroad. There is no other place than IESS to showcase our products for a selected audience," he notes.

### Showcasing its best

The company is known for its 2 Axis Polygon Turning Machine and is exhibiting the same at the show. It is a very specialized kind of metal cutting machine used in mass production of small parts, offering more productivity than that of any other conventional machine. "We have become a synonym for Polygon Turning Machines in India and abroad. Our clients have also placed repeat orders for these machines," shares Shankaraiah. Trishul Machine Tools is keen to meet its prospective customers at IESS 2020 whose change of venue spells opportunities for the company. "Coimbatore is a cradle for the



Source: www.trishulmachine.com

» "We are expecting some of our prospective customers from abroad. It is a great privilege being offered to the exporting community." «

**CS Shiva Shankaraiah**  
**Managing Director**  
**Trishul Machine Tools Pvt Ltd**

Engineering industry. The industry in Coimbatore is far more diverse than any other place in India. The city also has one of the best work cultures. Hence, it is befitting to hold IESS here this time. I am sure it will turn out to be a great event. My best wishes to EEPC and all the exporting fraternity," he adds.

**Trishul Machine Tools Pvt Ltd**  
**www.trishulmachine.com**  
**Hall & Stall: H2 / D12**



Source: www.trishulmachine.com

**ATMOSPHERIC WATER GENERATORS**

## For Safe Water

**Aryav claims it to be a substitute for RO water with no water wastage and better water quality.**

Aryav Ecofriendly Resources Pvt Ltd's Atmospheric Water Generators (AWG) are humidity and temperature-driven appliances. This means the appliances' ability to generate water depends entirely on the level of humidity and atmospheric temperature.

### Organic process

The air has a lot of water in it but also has a lot of dust and other micro-particles. The company has a powerful organic filtration process that takes in a large amount of air and outputs clean drinking water. Aryav's industrial units are scalable and interfaced in sequence to fulfil the most sizeable water requirements. The wide range of machines caters to a community of 5 to 5,000 people, which is from domestic to industrial segment (30 LPD to 10,000 LPD). The models

have been designed to work in the most arid environments with humidity levels as low as 30 percent.

### Little is needed

The AWG derives and produces healthy, purified drinking water from the atmospheric air. It completes nature's distillation process by capturing water vapor before it even touches the earth. It provides a localized source of pure water without any connection to pipes or catch basins. All it requires is electricity or alternate sources of energy to condense, collect, filter and dispense crystal clear drinking water.

**Aryav Ecofriendly Resources Pvt Ltd**  
**www.aryaveco.com**  
**Hall & Stall: C / H3-R13**



Source: www.aryaveco.com



**ABRASIVES**

## Smoothing Out the Rough Way

**Awadhesh Tiwari of Flexible Abrasives believes that IESS has the potential to become a gateway to the Indian manufacturing companies, and is here to promote the company's latest abrasives that are at par with the global standards.**

Flexible Abrasives Pvt Ltd is a leading manufacturer of Hi-tech Coated Abrasives in India. The company manufactures a wide range of abrasive products in the form of coated abrasives and abrasives specialty items for the various applications – from hand sanding to heavy stock removal. The company has high regards for IESS, and is here to showcase its innovative products to the world. “The show provides significant opportunities to the Indian manufacturers, both big and small. It is an ideal medium to connect with domestic and overseas manufacturers and buyers and explore new avenues,” notes Awadhesh Tiwari, General Manager

– Marketing, Flexible Abrasives. “IESS has been offering a global platform to small manufacturing companies and bringing international buyers to them. The seminars and meetings arranged are of high value to the participants as they disseminate considerable knowledge on the latest technologies. Also, meeting players from far and wide opens up chances of technical collaborations, sharing of technologies, tie-ups etc.,” he adds.

### Wide variety of abrasives

Flexible Abrasives' abrasive products (sand paper) are available in the form of Abrasive Rolls, Abrasive Belts, Abrasive Sheets,

Abrasive Discs, PSA Disc, Velcro Discs, Fibre Discs, Flap Discs, etc. It also offers world-class cloth-based coated abrasive products. “Our products can easily compete with any international brand. They have diverse uses and are, therefore, in great demand in industries like Automobile, Engineering, Hand Tool, Glass, Plywood, Particle Board, Leather, Laminates, to name a few. Apart from these, our products are also in demand for miscellaneous applications such as in DIY activities, etc.,” shares Tiwari. “We are showcasing our products here to reach domestic and international buyers. We also wish to know about other new technologies in abrasives through the show which we can adopt to our benefit and upgradation. We hope to make the best of the opportunity to know and meet overseas abrasive / tool manufacturers and buyers and to interact with them, which, otherwise, could not have been possible for us in normal course,” he adds summing up.



Source: www.flexibleabrasives.com

» “IESS has been offering a global platform to small manufacturing companies and bringing international buyers to them. Meeting players from far and wide opens up chances of technical collaborations, sharing of technologies, tie-ups etc.” <<

**Awadhesh Tiwari**  
**General Manager - Marketing**  
**Flexible Abrasives Pvt Ltd**

**Flexible Abrasives Pvt Ltd**  
**www.flexibleabrasives.com**  
**Hall & Stall: C / H3 - 009**



Source: www.flexibleabrasives.com



**MANUFACTURING SOFTWARE**

## India's First Connected Manufacturing Platform

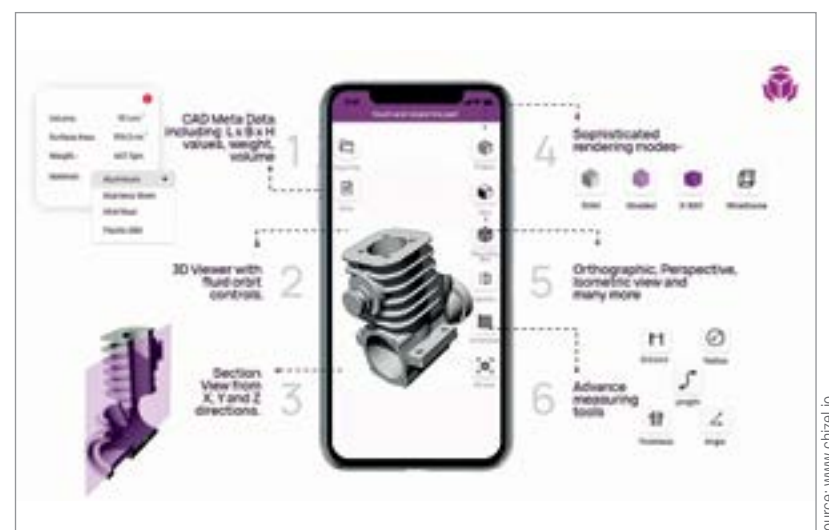
**Manufacturing start-up Chizel has come up with innovations that can change the face of manufacturing in India.**

**C**hizel is showcasing India's first connected manufacturing platform that allows OEM / Tier I companies to manufacture custom parts through a network of qualified manufacturing suppliers across India. Through this platform, customers can also manage their own suppliers and digitalize the supply chain. Chizel uses its proprietary engine to identify most optimum cost and turnaround time almost instantly and reflect it on the platform. Based on several

parameters like complexity, quality expectations, turnaround time, the company identifies the right sourcing partner who can manufacture the part based on real-time machine availability.

### Gazmo3d manufacturing app

In addition to that, the company is demonstrating Gazmo3d manufacturing app, which is India's first indigenously built mobile app that allows users to access 3D CAD data right from their mobile phones.



Source: www.chizel.io

Opening a file is very simple as the app automatically integrates with e-mail, WhatsApp and other cloud-based tools. Once the file is opened in Gazmo3d, users can:

- View the file in a 3D Viewer with fluid orbit controls;
- Explore different rendering modes - Solid, Material, X-Ray and Wireframe;

- Section the part: X, Y and Z directions;
- Access CAD Meta Data including L x B x H values, weight, and volume based on material selection.

**Chizel**  
**www.chizel.io**  
**Hall & Stall: H1 / B-41**

**VINTAGE POINT**

## Helping Grow

**With Flanders, Belgium as the focus region for IESS 2020, Flanders Investment & Trade is being instrumental in helping Indian exporters engage with the European market.**

**F**lemish government agency, Flanders Investment and Trade (FIT) helps Flemish companies expand their business abroad and assists foreign companies in finding Flemish suppliers of quality goods and services. The body has been a regular participant at EEPC's IESS. "This year makes for the successive fourth time that we are taking part with Flanders as the Focus Region. This year's event being held in Coimbatore gives opportunity to the Indian Tier I and Tier II cities. We are happy to be part of IESS 2020," says Jayant Nadiger, Trade & Investment Commissioner, Flanders Investment & Trade.

### EEPC's endeavor

On IESS' role in promoting Indian know-how and expertise to the

global marketplace and vice versa, Nadiger notes, "Events such as IESS encourage companies to explore technologies, products and services. With Flanders as the Focus Region, we act as a medium to help Indian exporters engage with the European market. We are here to position Flanders region of Belgium as the Gateway to Europe for their exports. Indian engineering exporters can leverage this by establishing their European Distribution Center / Warehouse in Flanders region of Belgium."

The agency is present on all three days of the event with a high-level team to interact with engineering exporters and provide them the relevant information. "Interested IESS participants, EEPC members and visitors may visit our booth

to meet our team or seek an appointment with our high-level official team," he informs.

### Smart manufacturing in India

On whether India is catching up well in smart manufacturing scenario with respect to its global peers, Nadiger remarks, "We have been continuously engaging with the engineering manufacturing ecosystem in the country, and observe smart technologies being adopted. Our participation as the Focus Region for the fourth consecutive edition of IESS is to continue our endeavor of helping this ecosystem connect with the manufacturing / OEM community in Europe and mirror its smart manufacturing."



Source: www.investinlanders.com

» "We are here to position Flanders region of Belgium as the Gateway to Europe for exports. Indian engineering exporters can leverage this by establishing their European Distribution Center / Warehouse in the region."«

**Jayant Nadiger**  
Trade & Investment Commissioner  
Flanders Investment & Trade

**Flanders Investment & Trade**  
[www.investinlanders.com](http://www.investinlanders.com)  
Hall & Stall: A / H1-A01

**MACHINED METAL COMPONENTS**

## Associating for Growth

**S. M. Associates aims to connect with global players and explore new avenues for its growth.**

**E**stablished in 1991, S. M. Associates is a proprietary firm into manufacturing and supplying machined metal components and tool room facility, headed by Shrikant K Kulkarni.

This is the company's first experience at a show of international caliber. "IESS IX is a very important event for an MSME engineering company like us to showcase our products to domestic as well as international buyers. It presents us an unmissable opportunity of connecting with foreign buyers and importers keen to make partners with Indian players," notes Kulkarni. He acknowledges significant benefits of participating in shows. "IESS can play the role of catalyst in the growth of the customer and the vendor. It offers exhibitors valuable opportunities to showcase their products to global leaders and

also communicate with world-class players by bringing them all under one roof. The show can help us in getting connected globally and promoting our products worldwide," he adds.

### On display

The company is exhibiting its comprehensive range of products such as Mild Steel products that comprise Flanges, Drain Valve Assemblies, Non Return Valves, Inserts, Transformer Bushing Parts, Aluminum Terminals, Aluminum Rings, and Stainless Steel Products including Plunger Knob Teflon Assemblies, Tank Studs and Funnel Nuts.

The show, according to Kulkarni, would be of help in finding the right vendors for the company's existing product range. "IESS can help us generate new leads and increase

our customer base. We are looking forward to meet customers from our line of business and even others to help us create a diversified range of products and take our business to new heights," he adds summing up.



Source: S. M. Associates



Source: S. M. Associates

» "We are looking forward to meet customers from our line of business and even others to help us create a diversified range of products and take our business to new heights."«

**Shrikant K Kulkarni**  
Proprietor  
S. M. Associates

**S. M. Associates**  
[www.smassociate.co](http://www.smassociate.co)  
Hall & Stall: B / H2-L17

