



## TRADE REVIEW

# Indo-Czech: Exploring New Avenues

**The 5<sup>th</sup> meeting of the Joint Working Group on Heavy Engineering & Advanced Manufacturing was held to examine the status quo of the existing trade between India and Czech Republic. It also pointed to certain new opportunities.**

It's been almost 100 years since the origin of trade between India and the Czech Republic. With a view to boost this trade relation further, a Joint Working Group (JWG) on Advanced Manufacturing & Heavy Engineering was set up between India and Czech Republic during IESS 2013. During JWG's 5<sup>th</sup> meeting on the second day of the IESS 2018, the members reviewed the current trade status between the two countries.

The objective behind the formation of the JWG has been successful so far as evident from the bilateral trade bet-

ween these two nations. Total Indo-Czech engineering trade recorded 45 percent growth since the JWG launch and the share of engineering trade in the total merchandise trade increased to 67 percent from 55 percent during this time period, driven by a robust 200 percent growth in Indian engineering export to the Czech Republic.

Czech firms have been actively participating in the development of India's industrial potential over the last four decades mainly by deliveries of equipment for the power, engineering and some other industries. Former

Czechoslovakia has been recognized as a major economic partner of India, establishing a number of major industrial projects in the areas of automobile, energy, metallurgy, machine tools and in defence.

India, too, have reciprocated well in building the investment relation with the Czech Republic through investments by a number of leading Indian firms in sectors like IT, motor vehicles, auto components, tea, textile and pharmaceutical among others.

There exists a plethora of opportunities in the Czech automotive and auto

ancillary sectors that Indian MSEMs can explore. There is a good scope in the electrical accessory segment and pharmaceuticals too.

The Czech side conveyed their renewed interest on partnering India's 'Make in India' mission. The Indian representatives expressed their satisfaction over the recent developments in the bilateral trade. Despite, the volume gone slightly down in a few areas during the last year, there is a huge potential for further growth.

The 5<sup>th</sup> meeting of the JWG reviewed the current trade status between India and the Czech Republic.



## INDUSTRY DELEGATES



### An Industry-Focused Expo

"I have come from Egypt to IESS 2018 as a part of a business delegation team of 20 people. We have been working with EEPC for the last 12 years. With its keen focus on the industry, the expo's approach is a promising one."

**Hazem Badr, General Manager, IFG, Egypt**



### Innovations Galore

"I wanted to explore new companies from India and their offerings. IESS is an ideal platform to boost Indian MSMEs. The show displays awe-inspiring technological innovations, making my visit worthwhile."

**Abbas Raza Alvi, Director, Alvis Marketing Pty Ltd, Australia**



# QUANTUM<sup>S</sup>

## THE GLOBAL STANDARD FOR ARM TECHNOLOGY

FARO Business Technologies India Pvt Ltd  
www.faro.com/in  
Hall & Stall: H2 / A-22



### PORTABLE COORDINATE MEASURING MACHINES

## Quantum<sup>S</sup>: The Next Generation FaroArm<sup>®</sup>

**The coordinate measuring machine claims to elevate performance standard for manufacturing inspection and alignment.**

The new FARO<sup>®</sup> Quantum<sup>S</sup> FaroArm is known to be the world's most innovative portable coordinate measuring machine (CMM) that allows manufacturers easy verification of product quality through 3D inspections, dimensional analysis, CAD comparison, tool certifications, reverse engineering, and more. The Quantum<sup>S</sup> offers best-in-class performance and durability, enhanced ergonomics, and extreme portability. 25 percent more accurate than any FaroArm<sup>®</sup> to date, the Quantum<sup>S</sup> is FARO's toughest FaroArm<sup>®</sup> ever and adheres to the most exacting global quality standards, which includes certification to ISO 10360-12:2016 — the most rigorous international measurement quality standard in existence.

This global standard establishes consistent, critical testing procedures that enable objective performance comparisons across any and all Articulated Arm Coordinate Measuring devices.

Also, the Quantum<sup>S</sup> sets a new standard for ruggedness as it tests to the International Electrical Commission (IEC 60068 -2) standards for shock, vibration, and temperature stress relief. With the addition of the FAROBlu<sup>™</sup> Laser Line Probe HD, the Quantum<sup>S</sup> continues the FARO tradition of delivering maximum measurement consistency for both direct-to-parts contact and non-contact requirements in every working environment. Through the release of the Quantum<sup>S</sup>, FARO extends its leadership in improving end

user productivity by enabling users to capture more, richer detail faster than any other comparable product on the market.

#### More comfort and increased portability

With its new ergonomic design and overall weight optimization, the Quantum<sup>S</sup> is a virtual extension of the human arm and reduces effort and fatigue for the operator. This dramatic increase in both comfort and portability increases operator productivity by facilitating continuous use over extended periods during the workday. The Quantum<sup>S</sup> furthers the concept of true portability and ensures additional floor reach by up to 40 percent. Advanced wireless capability ensu-

res that the reliability of cable-free scanning and probing is comparable to scanning and probing with a cable attachment. Furthermore, the availability of dual, hot swappable batteries supports continuous operation anywhere on the factory floor without the need for external power, enhancing the mobility and accessibility of the FaroArm.

FARO is the world's most trusted source for 3D measurement, imaging and realization technology. The company develops and markets computer-aided measurement and imaging devices and software for various vertical markets including Factory Metrology, Construction BIM-CIM, Public Safety Forensics, Product Design, and 3D Machine Vision.

### MSMEs are doing a noteworthy job

Yesterday, at IEISS 2018, led by its **Director, RK Rai, the Ministry of Micro, Small & Medium Enterprises, Office of the Development Commissioner (MSME)**, Government of India, had a meeting with the delegates from Egypt. The Egypt government is planning to set up tool rooms in its country and the delegation team aimed at exploring how much support they could get from India.

Companies working under MSME's guidance have already developed several import substitutes for the equipment used by the Indian forces (defence).



## EFFICIENT SOURCING

## Painless Procurement

**NowPurchase**  
[nowpurchase.com](http://nowpurchase.com)  
 Hall 2 / B15

**Now Purchase, the company behind the website [nowpurchase.com](http://nowpurchase.com), is all set to aid MSMEs adopt IT-based technologies crucial for their business.**

In today's cut-throat competitive environment, the traditional method of business does no good to the manufacturer. Adoption of IT-based modern technologies are highly requisite for cost cutting, market penetration and fast logistics. Young entrepreneur Naman Shah, Co-founder, NowPurchase, said, "In the last ten years, there was hardly any new

service to the manufacturing industry as far as procurement is concerned. It is essential for every MSME manufacturer to know the right price of a component that he buys for further value-addition."

The website [nowpurchase.com](http://nowpurchase.com) has, by now, proved its usefulness to the consumer market. It is now aggressively gearing up to help SME manufacturers.

The website has already supported business of some major companies like CUMI, Schneider, Bosch, Crompton, ACME etc. to name a few.

Now, the company is going to extend help to the users of Power Tools, Safety Equipment, Fasteners, Welding, Abrasives, Hand Tools, Industrial Bearings and many other engineering items.



**Naman Shah, Co-founder  
NowPurchase**

## WASTE WATER TREATMENT

## BAC ASIA proffers water treatment solution to restaurants and dairy industry

**The use of bio-enzymatic reagents in waste water and sewage treatment is producing unprecedented results. BAC ASIA's broad array of organic products is helping various industries desperate for solutions to purify water.**

**Case Study 1: Elimination of fat and grease from grease traps and sewage systems**

Kitchens, restaurants, slaughter-houses and dairy industry produce waste fats, cooking oils and grease which later solidify in sewage piping, grease traps and collection tanks causing problems with further transportation and treatment of wastes and maintenance of sewage system. BAC ASIA came to the aid of a customer that operated a waste water treatment plant that employed a concrete collection tank (volume 50 m<sup>3</sup>) for wastes from a smoked meat production facility.

A thick layer of solid fat would form on the top of the waste water that had to be removed by mechanical means (dredging). For partial elimination of solid fat, BAC ASIA employed its pro-

ducts ESO-GASTRO and ABI-REM in combination. After 10 days from the application, the solid layer started to hydrolyze and its thickness substantially decreased within the next 20 days. Periodic application of the products has now substantially reduced the solidification of fats, making dredging not necessary. ESO-GASTRO degrades fats and other organic compounds by the enzyme activity of the contained natural bacteria. ABI-REM is human- and environmentally-friendly non-ionic surface active compound, predominantly used in environmental protection, oil spill control, biodegradation and detoxification of oil-contaminated soils, groundwater and industrial effluents.

The application of the combination has been successful in the waste water treatment of restaurants, hotels,

schools, campuses and cooking facilities, food industries etc. Its use can substantially reduce the maintenance of sewage systems clogged with fats and other organic waste. It assures free low and also reduces unpleasant smell.

**Case Study 2: Septic tank at SOS Children's Village (New Delhi, India)**

The septic tank treatment at the Bawana SOS School aimed to improve the elimination capacity (BOD, COD, TSS) of the tank and reduction of bad odour. Desired results were achieved with the use of BAC ASIA's bio-enzymatic preparation ESO-SEPT.

The school management was even told to set up a mini STP as their septic tank was not functioning well. But after the

treatment with ESO-SEPT, outlet parameters have shown good reductions. This saved the school time and resources as the construction of a new STP was averted.

ESO-SEPT contains high-quality natural bacteria suitable for application in sumps and septic tanks. It decomposes highly complex organics such as fat, starch, proteins and cellulose. It liquefies sludge in sumps and septic tanks, reduces smell and liquefies sediments in pipes and protects the sewage system from failure.

**Case Study 3: Ensuring better aquacultures**

Many intensive aquacultures (marine or fresh water) face problem with the quality of water due to the pollution caused by excrements and feed leftovers. Degradation of these wastes produces ammonium and increases COD and BOD of water. This can be reduced by the use of BAC ASIA's **ESO-AQUA** preparation. **ESO-AQUA** improves water quality by the consumption of ammonium and organic matter by the contained natural bacteria and sorption of various inorganic pollutants by zeolite. It improves water quality and increases filter maintenance period in recycling aquaculture systems, and provides better environmental conditions to the raised animals and fishes. **ESO-AQUA** containing natural bacteria degrades complex organic compounds and supports natural water cleaning processes. Bacteria consume ammonium nitrogen and phosphates that improves water quality.

**BAC ASIA PTE LTD**  
[www.baclaboratories.com](http://www.baclaboratories.com)  
 Hall & Stall: H2 / B03, A03



**BEFORE**



**AFTER**

The waste collection tank before and after its treatment with ESO-GASTRO and ABI-REM in combination.

**BAC ASIA PTE LTD**  
[www.baclaboratories.com](http://www.baclaboratories.com)  
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## SUBCONTRACTING Driving Growth

During today's seminar 'Subcontracting Opportunities with Indian PSUs', a book was released on "Uttar Pradesh Micro, Small and Medium Enterprise Promotion Policy 2017". Uttar Pradesh is a Partner State at IESS VII with 31 engineering MSMEs from the state participating in the event. With the increased focus of the present State Government on empowering MSMEs of the state, the new policy targets to establish the state as an attractive destination for investments at national and international levels. This will promote the establishment of new MSME units, leading to 15% annual growth rate and 15% annual growth in employment.



## DEFENCE PSUs Opportunities Await

In a panel discussion organized by EEPC at the ongoing IESS VII, Indian Defence PSUs outlined their major requirement from the private sector, mainly focusing on import substitution and vendor development. Currently, India's defence requirements are mostly fulfilled by imports, which is an opportunity for the Indian MSME sector as self-reliance and reducing dependence on imports is the need of the hour, considering both strategic and economic perspectives. India, being the world's largest arms importer, ranks among the top 10 countries in the world in terms of military expenditure. Thus it's a lucrative opportunity for the MSMEs to leverage their innovative capabilities.

## AUTO SPARE PARTS

### Parts World LLC organizes Global Sourcing Meet

Parts World LLC is an automobile spare parts trading company based in Dubai, UAE involved in trading (imports and exports) of several types of passenger vehicles spare parts like engine parts, suspension parts, brake parts, body parts, industrial batteries and specializes in the sale of world-renowned brands of auto spare parts to several countries in Asia, Africa, Europe, Africa and Middle East Asia. The company organized a Global Sourcing Meet that focused on helping the Indian manufacturers of spare parts with a chance to interact with some of the world's best to learn about the latest developments in the industry, to deliver the most efficient and effective solutions by utilizing state-of-the-art technologies.

## INDUSTRY 4.0

### Keeping Pace with Times

On the side-lines of the IESS VII, a session was organized to create greater awareness on Industry 4.0. The conference was attended by over 100 delegates including leading manufacturers, technology leaders, consultants, government, associations and the academia. It had experts deliberate on the ways to guide Indian manufacturers to digitize and upgrade operations, as Industry 4.0 is revolutionizing manufacturing worldwide. The current Government, through its 'Make in India' initiative, aims to increase the share of manufacturing in India's GDP and is spearheading a wider adoption of Industry 4.0 in the country. Under the Government's 'Smart Cities Mission', 100 smart cities will be built across India, which are being touted as the forerunners of the Industry 4.0 environment.



## INTELLECTUAL PROPERTY RIGHTS

### Mitigating Challenges

The discussion on intellectual property protection put spotlight on the complexities of different forms of IP with respect to MSMEs so that they can achieve higher benefits. It also discussed particular cases which highlighted the myriad challenges faced both at national and international level in protection and management of Intellectual Property Rights. Indian MSMEs must take steps to protect against rampant IP theft and be aware of the different forms of IP, basics of IPR and its application, ways to protect their intellectual powers, as that would enable them to compete in the global market.



## VENDOR DEVELOPMENT

### Enhancing competitiveness

The Vendor Development meet organized by Siemens India at IESS VII enabled the Indian MSMEs to gain knowledge and information about various tailor-made government initiatives created especially for this sector. This meet helped in highlighting the core areas of competence of the MSMEs and enabled the companies to apprise themselves of the market demand while they dealt directly with the prospective clients. Vendor development is an essential part of the engineering industry as it generates business and helps engineering MSMEs to become a part of the value chain.

Steel Authority of India Ltd (SAIL) showcasing its engineering prowess at IESS 2018.

## R&D

### EEPC to make India leader in Global Engineering

The seminar organized by EEPC India intended to raise awareness on R&D-Industry ecosystem in India with focus on MSMEs. It also provided a platform for MSMEs to participate in the deliberations with leading Government representatives and R&D fraternity to evaluate their opportunities by investing in new technologies. EEPC India has taken a lead in implementing a broad-based initiative for bridging Industry-Academia and Government interaction and is looking for introducing globally competitive technologies with engineering MSMEs. It is supported by the Office of Principal Scientific Advisor for implementing several key projects in different engineering clusters in the country such as Electric Motors in West and Industrial Valves in South and has also received support in catalyzing development of new generation Smart Submersible pumps in Coimbatore.



Source: Gears and Gear Drives (India) Pvt Ltd



"We have been consistently growing by resorting to the latest in techniques for real-world product solutions in Gear Technology. We provide high-level customization to offer you products that are strong and reliable. Our competitive pricing and best quality conformance help us enjoy a unique place in the industry."

**Karthik Seshagiri,**  
**Chief Executive**  
**Director, Gears and**  
**Gear Drives (India)**  
**Pvt Ltd**

## GEARBOXES

# HiTork Compact Bevel Gearbox

The compact Bevel Gearboxes by Gears and Gear Drives (India) promise lifetime lubrication, noiseless operation, high efficiency, and long service life.

Global engineering company, Gears and Gear Drives (India) Pvt Ltd is innovatively engaged in providing total engineering solutions - from design to manufacturing - in the areas of power transmission, mechatronics, motion control and automation. The company is a market leader in India, manufacturing screw jacks, universal joints, solar actuators, bevel gearboxes and many more. Gears and Gear Drives (India) offers high-quality, custom-built gearboxes for a myriad industries. The Compact Bevel Gearboxes by the company promise lifetime lubrication, noiseless operation, high efficiency, and long service life. They are available in aluminum and stainless steel, and are manufactured using food grade gear oil that protects gears in extreme high and low temperatures in a variety of critical applications in food and beverage manufacturing facilities.

### Features of Compact Bevel Gearboxes

- Cubical form housing for symmetry - 12 models



- Gear ratios 1:1, 1.5:1 and 2:1 into Gleason Standard Straight bevels
- 8 different sizes for maximum output torque ranging from 17 Nm to 3550 Nm.
- Fully machined with tapped holes for universal mounting, thus 6 possible mounting positions
- 1 input with 1, 2, or 3 outputs and hollow outputs
- Motor flange for direct mounting of motors (up to FG55)
- Either direction of rotation
- Mounting base for fastening outside the cubical form
- 95-96% efficiency depending upon lubrication
- Oil or grease filling
- 'O' rings /oil seals at all joints.
- Tapered roller bearings for high radial and axial load capacity and long life
- Spiral bevel gearbox (Gleason System) 1:1 to 5:1 gear ratios
- Speed increasing gear drives.

### Applications

The gearboxes find applications in industries such as cement, material handling, steel, sugar and rubber and cranes, conveyor drives, ceramic industry, cooling towers, material handling, agriculture machinery, food processing, rubber processing, solar panels, elevators, ERW tube welding, extruders, binding equipment, waste water treatment, wood working



Source: Mangala Auto Engineering Products Pvt Ltd

"Particularly IESS VII is more effective because the entire arrangements are made by the Central Government Ministry through EEPC with a target of export promotion."

**Milind Sitaram**  
**Kulkarni**  
**Sr. Manager -**  
**Manufacturing**  
**Mangala Auto**  
**Engineering**  
**Products Pvt Ltd**

## AUTOMOTIVE AND ENGINEERING INDUSTRY

# Making a Difference

Mangala Auto Engineering is seeking to tap new clients with its existing range of products.

When you are in the business of niche products, but critical ones, it is imperative that you connect with the right target audience. It is the only way to ensure continuous business. Trade shows such as IESS VII are meant exclusively for such purpose.

Milind Sitaram Kulkarni, Senior Manager, Manufacturing, Mangala Auto Engineering Products Pvt Ltd, says, "IESS VII 2018 effectively promotes industrial goods and helps in reaching the target audience because industrial B2B selling has a limited number of marketing options compared to retail marketing. Particularly IESS VII is more effective because the entire arrangements are made by the Central Government Ministry through EEPC with a target of export promotion."

### Forging new ties

The company is showcasing its regular products i.e. steel forgings, parts and assemblies, and aluminum die castings for the automotive and engineering sector. Its target audience are purchase managers of automotive and engineering companies, white goods and electrical goods companies, who seek to purchase steel forgings, parts and assemblies, and aluminum die castings. At the event, it hopes to attract new customers for its products.

**Mangala Auto Engineering**  
**Products Pvt Ltd**  
[www.mangalaauto.com](http://www.mangalaauto.com)  
**Hall & Stall: H1 / A-21**

machinery, and grain processing plant.

### How Bevel Gearboxes work

In the field of power transmission, Bevel Gearboxes have a special place because of their ability to change the direction of power transmission, usually to 90°. They can also transmit high torque at high speed with low power loss unlike worm gearboxes. The company offers straight bevel gearboxes of different versions and ratings, enabling appropriate solutions to all kinds of power transmission industrial needs.

### Design features

- Six models in modular design
- Easy to mount electric motor or hydraulic motor
- Solid, hollow shaft designs for universal application
- Can be turned upside down due to symmetry in mounting.

**Gears and Gear Drives (India)**  
**Pvt Ltd**  
[www.ggdipl.com](http://www.ggdipl.com)  
**Hall & Stall: H2 / I-02**





Source: SunAlpha Energy Pvt Ltd

"A host of corporates and institutions have installed SunAlpha solar PV system and are enjoying commercial savings for more than five years."

**Puneet Goyal**  
Director  
SunAlpha Energy Pvt Ltd



Source: Spectrum Cable-Tech

"You can't ask for a better platform than IESS to showcase your potential to the local and global customers at the same venue."

**Shanker Tekwani**  
Proprietor  
Spectrum Cable-Tech

SOLAR PV SYSTEMS

# Windfall Gains

SunAlpha Energy has an agenda in mind which can be beneficial to all.

Few companies provide solar energy at no upfront cost of system installation and take it on themselves the cost and risks of Solar PV. SunAlpha Energy does just that. Puneet Goyal, Director, SunAlpha Energy, says, "A host of corporates and institutions have installed SunAlpha solar PV systems in their premises and are enjoying the commercial savings for more than five years." SunAlpha Energy is a fully-integrated rooftop solar PV specialist with offices in Jaipur, Chennai and Singapore, and projects spread across six states in the south, west, north and east of India. It is for this reason that Goyal feels that IESS VII is a great platform to bridge the gap between suppliers and consumers.

**SunAlpha Energy Pvt Ltd**  
[www.sunalphaenergy.com](http://www.sunalphaenergy.com)  
Hall & Stall: H2 / D-07

**Solar power: The way forward**  
SunAlpha Energy has offerings such as seamless integration of the highest quality solar PV systems in industries and commercial offices. Founded by IIT and Georgia Tech graduates, SunAlpha is a solar PV designer and constructor of high-quality rooftop systems. At the expo, Goyal has an agenda: he is dispelling myths about the technical and commercial aspects of solar power. Some of them are: solar power is not expensive; it can be integrated with the existing system; no changes are required to the existing electrical system; it works even on cloudy days; is modular in nature; point of generation is same as point of consumption; no transmission and distribution losses and charges; no additional land required, among other things.

ELECTRONIC & ELECTRICAL CABLES

# Enriching Customers

Shanker Tekwani, Proprietor, Spectrum Cable-Tech, is eagerly looking forward to cash in on IESS VII 2018.

Today, there are intense demands on manufacturers of cables to offer innovative solutions in renewable energy. Spectrum Cable-Tech is not disappointing its customers. Shanker Tekwani, Proprietor, Spectrum Cable-Tech, says, "We are well-established leaders in manufacturing of custom-made cables. We provide solutions to various demands of electronic, electrical, automation, and defence industries. Our focus is to make a mark in renewable energy sector which is growing at a rapid pace and which has a great potential." The company has developed RS 485 communication cables in various configurations. It is excited to be able to develop local and global buyers for this product.

**Going global**  
Tekwani says that IESS VII 2018 is a huge opportunity to expand business horizons. "You can't ask for a better platform than IESS to showcase your potential to the local and global cus-

tomers at the same venue. The show offers opportunities from B2B meetings with overseas buyers to global sourcing seminars, dedicated vendor development programmes and chance to interact with over 10,000 trade buyers under one roof," he adds. The company expects to meet importers of wires and cables, EPC contractors, consultants, defence and military organizations, PSUs, and corporate houses at the fair. It is showcasing its full product range with technical specifications to attract potential customers. "There are huge expectations from IESS, and as mentioned earlier we can't get a bigger platform than IESS VII, we are optimistic of this exhibition being fruitful for us and hope to cultivate new customers by providing them highest and world-class quality cables at a reasonable price and make India proud," says Tekwani.

**Spectrum Cable-Tech**  
[www.spectrumcables.com](http://www.spectrumcables.com)  
Hall & Stall: H2 / I-06

IESS VII - AGENDA

CONFERENCE

SATURDAY | 10 MARCH 2018

TIME	CONVENTION CENTRE INAUGURAL ROOM	CONVENTION CENTRE ROOM A	CONVENTION CENTRE ROOM B	HALL 2 ROOM C	CONVENTION CENTRE ROOM D
10:00 - 13:00		Global Sourcing Meet by Dover India Pvt Ltd	Increasing Competitiveness of Indian MSMEs and Benefits of Credit Guarantee		
10:00 - 16:30				Seminar cum NRDC Industry Interac- tion Meet on "Technology Transfer Opportunities in Engineering Sciences"	
14:30 - 17:30		IESS VII closing ceremony & Award distribution (at 16.00 hrs)			



# Gears and Gear Drives (India) Pvt Ltd



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## Certified Lifting Systems



## Screw Jacks

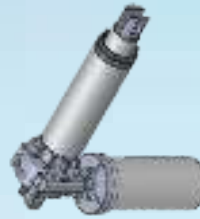


## Bevel Gearbox



With Motor Mounting Flange

## Some of our New Products



Antenna Actuators



Side Mounting  
Jacks



Hardness Testing  
Jacks

## Defence Products



Outrigger



## Solar Actuators



### Universal Joints



Phase Shifter



Sprockets



Spur Gear



Bevel Gears ( Straight tooth -  
Gleason or DIN Std )



Worm Wheel



Spiral Bevel Gear / Hypoid Gear



Helical Gear



Face Gear



Screw Shaft  
(Acme & Metric Trapezoidal)



Worm Reducer



Worm Shaft  
( To Customer Specification )



Spline Shafts

# An ISO 9001-2015 CERTIFIED COMPANY

IESS VII 2018 – Hall No. 2 Stall No. I-02