

SCALING HEIGHTS

Enhancing Global Reach

Hosted in the city of Coimbatore for the first time, the 9th edition of IESS, the largest display in the country of engineering products and services, organized by EEPC India under the aegis of the Ministry of Commerce & Industry, Government of India, had a befitting start yesterday in the august gathering of industry veterans and policy makers...



Industry stalwarts and Government dignitaries at the inaugural ceremony of IESS IX in Coimbatore

The International Engineering Sourcing Show (IESS) maiden edition in the city of Coimbatore received an overwhelming response from the participants as it opened its doors to public yesterday here at CODISSIA. It was indeed a befitting preamble to the three-day action-packed event with industry professionals, ranging from engineering giants to small and medium enterprises, turning up in huge numbers from the country and abroad. The 9th edition of EEPC India's

signature event IESS continues to set new records with around 400 exhibitors, 500 overseas buyers, 10,000 trade buyers and 50 industry experts presenting their takes on the contemporary trends and technologies over 10 thematic sessions. As many as 40 countries are partaking in this year's IESS that is slated to be the grandest till date. Malaysia is the Partner Country for the second time, Tamil Nadu is the Host State, Flanders from Belgium is the Focus Region and Uttar Pradesh is the Partner State – each having their 4th presence; and

Haryana, Jharkhand, Uttarakhand, West Bengal, Madhya Pradesh, Karnataka, Himachal Pradesh, and Gujarat are the Focus States. Jammu Kashmir is the Focus Union Territory. Department of Commerce, Ministry of SME, Department of Heavy Industry, and Office of the Principal Scientific Adviser to the Government of India have also extended their support to the show.

An ideal start

The inaugural ceremony featured a host of prominent guests from the industry and the State and

the Central Governments. Doing the honors of inaugurating IESS 2020 were Thiru MC Sampath, Hon'ble Minister for Industries, Government of Tamil Nadu; Thiru P Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu; Dr Anup Wadhawan, Commerce Secretary, Department of Commerce, Government of India; Dr Rajendra Kumar, Principal Secretary to Government, MSME Department, Government of Tamil Nadu; and Azhar Taib, Deputy CEO, MARIi (Malaysia Automotive, Robotics & IoT Institute).



The current IESS edition witnesses three MoUs being signed between Indian and Malaysia

Presenting an overview of the event, Ravi Sehgal, Chairman, EEPC India, in his welcome address, said, "Coimbatore has its own significant presence in the engineering landscape of our country. These three days will present enough opportunities to the local entrepreneurs to showcase their innovative products to the global visitors. Also, the global buyers here will get the opportunity to meet Indian engineering innovators for sourcing their products at a competitive rate. It is a mutually beneficial platform to meet, interact and source the best products. I urge all to derive utmost value from this show."

Tamil Nadu - a perfect host

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), around 35,149 business contacts and \$1.72 million declared orders over the last three editions - IESS VI, VII and VIII - held in the state justify IESS' choice for the fourth successive time.

Pointing to the state's support to the show, Shri Benjamin said, "Our state has forever been promoting the industry. Our ex-Chief Minister had a special focus on small industries, which we are still following. Organizing IESS in Coimbatore is a big opportunity for the local industries. I wish all the success to the trade show."

Shri Sampath added to that, "Engineering industry has a significant contribution to the

growth of Tamil Nadu. We are working hard to promote our industries, especially the MSMEs. We have multiple investment plans for this purpose. I hope IESS in Coimbatore will help our entrepreneurs to showcase and promote their products globally." Adding to this, Dr Kumar said, "Manufacturing constitutes 30 percent of the GDP of Tamil Nadu, whereas it is only 16 percent of the country. This shows the state Government's interest in promoting the engineering industry here. Again, Coimbatore is a den for small innovative manufacturers. IESS, hence, is a great moral booster to the local manufacturers."

"We, from the State government's end, have eased the permission process to start a new business here. We have created a single portal through which any investor can now seek permission to start a new manufacturing unit here within 15 to 30 days. We are looking for new investments from all corners of the world," he added.

Seconding his thought, Dr Wadhawan remarked, "Engineering development means transformation from traditional to high-value society. Tamil Nadu is at the forefront in this regard. The presence of multiple countries at IESS 2020 reflects their faith on India's engineering capabilities." He further added that now it's our entrepreneurs who must ensure to cater to their requirements responsibly without any error on their part." He stressed on providing MSMEs the support they need since they are the future of the country, "Even the big companies of the world were small at one time. MSMEs from India hold the potential to

grow as big in the time to come. Nourishing them is very important. Thus, it is just ideal that IESS' IX chapter is being held in a place where many small companies are present."

Strengthening Indo-Malaysia ties

For the second time in a row, Malaysia is the partner country of IESS. India and Malaysia already enjoy a strong bilateral relation and no effort is being spared to beef it up.

Several bilateral institutional mechanisms have been established between India and Malaysia and both the nations have till date signed a number of agreements as well as MoUs across different areas of interest including the most talked about 'Comprehensive Economic Cooperation Agreement (CECA)' that came into force from July 2011.

Highlighting the strong ties between the two nations, MARII's Taib, said, "In the previous IESS, we signed six MoUs with the Indian companies. This time, we are already prepared for three MoUs. Around 50 companies from Malaysia are present here. We understand the strength of Indian engineering and are interested in further strengthening our business relation."

The duo celebrated 60th year of their bilateral relationship in 2017 with a promise to strengthen it across all areas of mutual interest. The country is the 13th largest trade partner for India while India maintains its position in the top ten trading partners of Malaysia with bilateral merchandise trade amounting to \$17.2 billion in the last completed fiscal.



Signing of MoUs between Indian and Malaysia at IESS 2020

PRESS MEET

Good Times Ahead for India

Ravi Sehgal, Chairman, EEPC India, addressed the media yesterday regarding the show and the opportunities that await us...

"IESS is an exhibition where various people from the engineering sector from all over the globe come to explore the displays and exchange of ideas happen. The Government is working with us and also overseeing the stay of foreign delegates who have come from Bangladesh, Nepal, the US, Australia and Europe. The Ministry is working on

improving the export conditions for the MSME industries.

The short-term impact of the Covid-19 virus is that everyone is cautious, precautions are being taken and there are many travel restrictions. However, the long-term impact is positive for us as many European and American customers have come in contact with

our exporters, and prefer India over China now. Reliance over China was about 80 percent before, whereas over India was about 10 to 15 percent. The present conditions have pushed the reliance on India to about 25 to 30 percent, depending on the variations of products.

Exporters have been informed to be prepared and build up their capacity because India will have a strong position in the global market after the latter half of 2020 to 2021. The US and Europe rely on China for their infrastructure needs, but that will be shifted to India. Products like engines, valves, machines, and pumps, in which China had a big monopoly, will be shifted to India and Coimbatore

has a good advantage in this sector. India will be the major contributor to the global market as raw materials and other products are available in plenty. This is a positive impact on the Indian market. The depressions and recessions that took place in 2019 will be made up in the half quarter of 2020."



Source: Magic Wand Media Inc

VANTAGE POINT

Helping Businesses Succeed

Suranjan Gupta, Executive Director, EEPC India, apprises on the significant support extended by the industry body to the Indian manufacturing players, especially the MSMEs, in the current turbulent times and why Malaysia was the natural choice this time around too...



Source: FEPC India

The ninth edition of India's leading engineering show, IESS (International Engineering Sourcing Show) continues to set new records with around 400 exhibitors, 400 delegates and 50 industry experts who are here to present their perspectives on the contemporary trends and technologies over 10 thematic sessions. As many as 40 countries are partaking in this year's IESS that is slated to be the biggest so far.

Support in hard times

EPEC India, in its capacity as an industry body with the focus on facilitating global players build partnerships with India, has been organizing IESS, the largest display in the country of engineering products and services, every year. The current edition of the show is happening at the heels of the country's economic growth slowing down to a six-and-a-half-year low. However, business

confidence regarding both current and future operating conditions has improved since the third quarter of 2019-2020.

The Indian manufacturing industry has been impacted due to this economic slowdown. Sharing the measures being taken by EEPC India to aid our engineering units, especially the MSMEs, Suranjan Gupta, Executive Director, EEPC India, says, "India's engineering exports face a major challenge to remain competitive globally. This relates to its domestic raw material prices, especially that of steel, which are much higher than global prices. This becomes an input handicap, primarily, for the MSME engineering exporters, as they do not have the wherewithal to import in bulk. EEPC India has been urging the government to devise a mechanism within the existing foreign trade policy framework to provide the major categories of steel to the MSME exporters at the 'Export Parity price'."

Strong response from global players

Despite India's current challenging phase, it is heartening to see an overwhelming response for IESS from international players keen to source Indian engineering products and services. Informing on the countries from which maximum delegates and buyers have come and the product lines / technologies they are seeking from India, Gupta says, "Sri Lanka, Bangladesh, Nigeria, Ukraine, and Cameroon are some of the high number of delegates sending nations."

“Machinery, Vehicles, Ships and Floating Structures are being sought by Sri Lankan companies; Electrical Machinery & Equipment, Vehicles, Machinery by Bangladesh; Machinery by Nigeria; Minerals by Ukraine; and Iron and Steel, Machinery and Instruments by Cameroon,” he adds.

The show, from March 04-06, 2020, is being held in the city

» “EEPC India has also been using IESS as a platform to promote India as a ‘smart manufacturing’ hub to encourage and expose the local manufactures to use ‘smart factory’!”«

Suranjan Gupta
Executive Director
EEPC India

of Coimbatore that opens up a plethora of opportunities for the participants. Malaysia is the Partner Country for the second time. Explaining this move, Gupta notes, “Malaysia was the first choice, and they readily accepted the offer too. The country has moved up three places to emerge as the 13th largest trading partner for India while India figures among the 10 largest trading partners for Malaysia. This ASEAN member nation is our 25th largest investment partner with total merchandise trade touching \$17 billion and FDI from Malaysia approaching \$1 billion.”

CONFERENCE

IESS IX 2020

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 |

CONFERENCE

IESS IX 2020

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) | | |

MAKING CONNECTIONS

Together in Progress

EEPC India organized a Vendor Development Meet between MSMEs and Indian PSUs - Southern Railways, Konkan Railway and Ordnance Factory, Trichy - on Day one of IESS 2020...

According to the Public Procurement Policy for Micro & Small Enterprises (MSEs), which has been in force since April 2012, every department under the Central ministries or public sector undertaking (PSUs) has to source at least 20 percent of its total annual procurement through micro and small enterprises (MSEs) only.

Spreading awareness

One of major barriers of the Indian

MSME sector in India is the lack of awareness on existing business opportunities in the Government sectors. Hence, EEPC India arranges such meets to disseminate information. They also make for an ideal setting for MSMEs to get an insight into the requirements of the larger units and procure orders. It also facilitates large-scale enterprises to identify suitable vendors in the MSME sector to forge a successful 'vendor-vendee' relationship.

IESS IX extended one such platform yesterday with the aim to help smaller players explore business opportunities in PSUs including the Indian Railways and Ordnance Factories and expand their market base.

Opportunities abound for MSMEs

For a vendor or supplier, a major problem faced is identifying target buyers. Hence, this programme gives vendors the opportunity to meet many potential buyers under the same roof. The interactive session helps both the parties explore mutual benefits.

Extending one such opportunity was Arun Mehta, Controller of Stores, Konkan Railway, who urged relevant MSMEs to come forward and register with the PSU, “Konkan Railway is known for running trains just within a small stretch of around 740 km but there are 91 tunnels and 179 bridges that it had to construct, and maintain. We are now constructing one of the most sophisticated railway projects that will connect Jammu and Kashmir. Hence, in the next two years we will need several products. Also, we give special advantages to women entrepreneurs.”

Providing an insight into the

efforts that are being taken to have MSMEs into the fold, Nanda Kumaran, Senior Materials Manager - Incharge Registration, Southern Railways, explained, "Railways are in the process of easing their procurement policies. There are many steps to promote the MSMEs. Earnest Money Deposit (EMD) rule has been eased for such enterprises. Also, if the vendor's product contains more than 50 percent local components, then he will get the local vendor status with some extra advantages. We are trying to give maximum boost to the Indian MSMEs."

Vinod Kumar, Junior Works Manager, Ordnance Factory, Trichy, was ready with yet more offers, "Our aim at IESS is basically to search new manufacturers. We started with ordinary rifles and now we are manufacturing more sophisticated ones. Hence, we need more vendors for different types of components. We have reduced all kinds of complications for vendor registration process. Now it is easy and online. That apart, every month's last Wednesday we sit with potential vendors especially MSMEs to explain our future requirements. Reaching us is, therefore, very easy for MSMEs these days."



“Comprehensive Display of Innovations”



» “As a first timer attending this exhibition, I am excited seeing such a comprehensive display of products and technologies. IESS is also a wonderful platform to gain information on the latest

in trends and technologies. I have come across people associated with industries such as water plants and soft drinks plants, which has piqued my interest in the sector. India is offering developing countries an opportunity to witness their innovative products. I came here looking for one product but have ended up liking many.

I am sure to come to the forthcoming IESS too for its unmissable offerings.”◀◀

Erica Fotso
General Director
Secu'equip (Cameroon)

“Commendable EEPIC India’s efforts”



» «This is our first experience at the IESS exhibition. We aim to look for clients who can contribute to our Industry 4.0 requirements. Our target is big industries with substantial

manpower as we manufacture safety compliance systems for ensuring safety during dangerous production processes. Our systems can also detect flaws in materials with ease. Ukraine, so far, has not been affected by the Covid-19 but the economy has gone down mainly due to the fear of the virus. It has also impacted import and export of goods. I commend EEPC India's initiative of showcasing India's excellence to the world in the face of such crisis."◀◀

Stanislav Onopriienko, PhD
Chief Communications Officer
Limpid Group (Ukraine)

TEAMING UP

Stronger Together

A seminar on Inbound and Outbound Investment Opportunities helped highlight the diverse opportunities for both domestic and overseas investors.

The session on Global Investment Forum on Day One at IESS IX Coimbatore provided the right impetus for the visiting dignitaries for what the Partner Country – Malaysia, as also the Partner State – Uttar Pradesh and Host State – Tamil Nadu have to offer to both domestic and overseas investors.

Setting the tone for the session, TS Bhasin, Immediate Past Chairman, EEPC India, prided in the fact that India and Malaysia have been having a cordial relationship for long, with India being one of the Top Ten trade partners accounting of \$17.2 billion in trade, which increased by 22 percent in the last three years. Malaysia too has invested \$1,000 million over the past decade (January 2009 – September 2019) and was the fourth largest investor in infrastructure among others.

Advantage Malaysia

In his special address on behalf of the Partner Country, Roswaidin Mohd Zain, Director, MIDA (Malaysian Investment Development Authority), Chennai, made a presentation – Leveraging Malaysia for ASEAN Expansion – to explain how Indian companies can expand ASEAN presence through Malaysia, which has good infrastructure. “From Kuala Lumpur, Singapore is just a four-hour drive. From Thailand up north to Singapore down south, we have a

good network of highways to reach several of our neighboring countries. The road network is backed by good ports, for goods and containers, and seven international airports, for passengers and cargo,” Zain said.

He said, Malaysia excels in semi-conductor industry and has more than 500 industrial estates, planned for specific industry specifications. “It is just a three-step process to set up business and production facility in Malaysia that wants to be within Top Ten countries in Ease of Doing Business in the world. It is placed 12th now in the world,” he added.

While US, Germany, Japan and Singapore have been major investors in Malaysia, over the last three years, China has been increasing its investments. “In the next three years, China will become Top 3 investors in Malaysia, which has 14 Free Trade Agreements, including India and these cover a population of 3.9 billion people in the ASEAN region,” Zain said.

UP teaming with opportunities

With Uttar Pradesh being the Partner State for IESS IX Coimbatore, the state’s Principal Secretary Pradeep Kumar termed India’s largest state as the ‘Land of Unlimited Opportunities’, for pilgrimage, tourism and industrial investments. “As Uttar Pradesh is a land-locked state and hence no access to ports, has focused

its attention and laid emphasis in developing various expressways, connecting the various corners of the state with its neighboring states. In addition, two new airports at Jewar and Kushinagar will become operational in the next couple of years and increase air connectivity,” he added.

He stated that upgradation of roads and increased availability of power will take care of the needs of industrial units, while Uttar Pradesh has also become a hub for IT/ITeS services. “The semi-conductor industry has a large base with several players having factories in Western Uttar Pradesh. With a population of 22.81 crore, the state offers a rich labour pool, both skilled and semi-skilled,” Kumar said.

Tamil Nadu’s significant contribution

Presenting the highlights of Tamil Nadu, the Host State for IESS

IX, Coimbatore, Rajendra Kumar, Principal Secretary, MSME Dept, Government of Tamil Nadu, focused his attention on the investment opportunities for MSMEs in the state. “Tamil Nadu contributes second most to the country’s GDP at 8.4 percent and accounts for 10 percent of country’s exports. The state has a well-developed industrial ecosystem that includes automobiles, electronics and mobiles, besides dairy, chicken and spices,” he said. The state’s special focus on MSMEs can be gauged from the fact that the disbursements of incentives to the sector in Tamil Nadu have increased to over Rs 500 crore in 2018-19, from Rs 100 crore in 2011-12. “We now have a single window portal for MSMEs, which was launched in May 2018. It has been highly successful over the last 18 months since its launch, with MSMEs needing to submit only one single form electronically to get all the approvals,” he added.



Source: Magic Wand Media Inc

WATER TREATMENT AND PACKAGING MACHINES

In Pursuit of Quality

First-time participant Dharmanandan Techno Projects is understandably excited and wants to make the best of being here at EEPC’s platform...

Established in 2011 at Surat in Gujarat, Dharmanandan Techno Projects Pvt Ltd is known for manufacturing and supplying water treatment and packaging plants. The company, owing its commitment to providing quality products and services to its customers, has come a long way from its humble beginnings.

“We are participating for the first time in IESS, and are, therefore, highly excited. This is wonderful platform to showcase our engineering excellence to the

world and convert it into business,” says Bhavesh Sojitra, Director, Dharmanandan Techno Projects.

Offerings at display

The company offers products that range from Water Treatment Plants, ISI Mineral Water Plants, Blow Moulding Machines & Mineral Water Bottle Making Machines. “We manufacture high-performance, low power consuming, user-friendly machines with longer functional life from quality assured materials such as stainless steel. As per the

requirements by the customers, these RO and water plants can also be customized,” adds Sojitra. At IESS 2020, the company is showcasing Water Treatment Plant, RO Plant, Bottle Filling Machines, Blow Moulding Machines, Shrink Wrapping Machines, Mineral Water Plant, Soft Drink Plant, Juice Plant etc.

“Shows like IESS are highly instrumental in promoting techno-logies and products to the global marketplace. They bring to you foreign buyers from all over the world,” he adds.



Source: www.dtppl.com

» “We are participating for the first time in IESS. This is wonderful platform to showcase our engineering excellence to the world and convert it into business.” «

Bhavesh Sojitra
Director

Dharmanandan Techno Projects Pvt Ltd

Dharmanandan Techno Projects Pvt Ltd
www.dtppl.com
Hall & Stall: A / H1-A27

INDUSTRY TRENDS

India's Readiness for Industry 4.0

A session was conducted yesterday at IESS IX with the view to examine India's preparedness in adopting advanced manufacturing technologies.

It has been EEPC India's constant endeavour, along with the Department of Heavy Industry, to raise awareness on the 4th Industrial Revolution and help propel the Indian manufacturing industry towards smart and intelligent manufacturing. To this end, a session was conducted yesterday at IESS IX with the view to examine India's preparedness in adopting advanced manufacturing technologies, Industry 4.0. The forum, graced by the presence of senior officials from Central and State Governments and prominent industry leaders from India and abroad, reflected upon how far the Indian industry has reached in this journey and the way to support it. The panel discussion on 'Industry 4.0 – The Way Ahead' had Nagarajan Rao, Ex Program Director (DSAI & IOT) at NASSCOM COE, as moderator. Other panelists were Azhar Taib, Deputy CEO, MARIi; Dr Nagahanumaiah, Director, CMTI; D Navalgundkar, Director, C4i4 Labs; Maria Mark Francis, Technical Director, Automation Excellence; Suresh Varadraj, Ex TCS Consultant and Mentor, Industrial IOT and Smart Manufacturing; Ramkumar RS, Director Marketing, Kore Mechatronics Pvt Ltd; and Shirish Divgi, Managing Director, Milacron India Pvt Ltd. The objective of the session was to enable the industry to understand key features and goals of Industry 4.0, raise awareness about various

government schemes that facilitate adoption of technologies and raise awareness about the best international practices and industry standards.

While delivering the welcome address, Arun Garodia, Vice Chairman, EEPC India, said, "If we don't scale up our technology, we would never be able to move up the value chain and increase our global competitiveness."

Taib shared a Malaysian scenario, "In 2018, our Prime Minister launched Industry 4.0 since some industries were 1.0, some 3.0, and very few were 4.0. To this end, 500 SMEs were selected and investment in each company was subsidised. We knew giant companies had fund so we focussed solely on SMEs."

India's ranking up

A report on Digital Competitiveness Ranking 2019 by the Institute for Management Development (IMD) shows that India has progressed in overall ranking from 50 in 2015 to 44 in 2019. The ranking takes into account three factors - knowledge on the new technologies that includes training, talent pool and scientific concentration; technological framework and regulatory framework; and the future readiness of the country in adopting these new technologies. While for India, rankings in both technology and future readiness increased from 58 (2015) to 49 (2019) and 53 (2015) to

46 (2019), respectively, there was a slight fall in the ranking for knowledge (from 37 in 2015 to 38 in 2019). This proves the point that India is headed in the right direction.

Government's support

The Government has already taken concerted steps to help India's manufacturing sector gear up for complete adoption of Industry 4.0. Smart Advanced Manufacturing and Rapid Transformation Hub (SAMARTH) - Udyog Bharat 4.0 is an Industry 4.0 initiative of the Department of Heavy Industry, Government of India, under its scheme on Enhancement of Competitiveness in Indian Capital Goods Sector. The scheme aims to raise awareness about Industry 4.0 among the Indian manufacturing industry through demonstration centers. Currently, there are four centers which include Centre for Industry 4.0 Lab in Pune, IITD-AIA Foundation for Smart Manufacturing,

Industry 4.0 India at IISc Factory R&D Platform, and Smart Manufacturing Demo & Development Cell at CMTI.

EEPC India's role

In spreading awareness regarding Industry 4.0, EEPC along with DHI conducts regular awareness sessions in different industrial clusters. Furthermore, it has also launched two technology centers, one at Kolkata and one at Bangalore. These centers boast of state-of-the-art infrastructure including technology for Additive Manufacturing also known as 3D printing: 3D printers, scanners, work stations including 3D modelling software, etc., which can be used by the engineering units to develop their prototypes and simulate and move towards new product development. The centers conduct regular workshops and training sessions in collaboration with laboratories and institutes across India for EEPC members, 60 percent of whom are MSMEs.



Source: Magic Wand Media Inc

FORGING COMPONENTS

Forging New Bonds

Anandmayee Forgings wants to reach out to relevant participants from various industries at IESS 2020...

New Delhi - based Anandmayee Forgings is the manufacturer of high-quality forging components. The company deems IESS an excellent platform to showcase its products as it one of the largest engineering sourcing shows. "Exhibitions of IESS stature are ideal for promoting technologies and products as users from various industries are available under one roof," notes Vipul Gupta, Sales Engineer, Anandmayee Forgings. "The show offers us an arena to interact with new and existing

customers with regard to their requirements for us to fulfil them accordingly. It plays a significant role in enhancing our customer data base," he adds.

Showcasing strengths

The company is exhibiting its Flanges, Forged Body and Bonnet etc. It is also launching integral flange body valves. With its wide range of products, Anandmayee, at the expo, aims to reach out to relevant potential customers from Oil & Gas, Railways, Defense, and Automobile industries. "We look

forward to collaborate with them for design and development of their unique products and build long-term partnerships," adds Gupta.



Source: www.afpl.in



Source: www.afpl.in

» "The show offers us an arena to interact with new and existing customers with regard to their requirements for us to fulfil them accordingly. It plays a significant role in enhancing our customer data base." «

Vipul Gupta
Sales Engineer
Anandmayee Forgings Pvt Ltd

Anandmayee Forgings Pvt Ltd
www.afpl.in
Hall & Stall: 03 / H2-N05

RESEARCH & DEVELOPMENT

Playing to its Strengths

R&D organization CMTI is present at IESS 2020 with its set of innovations which are truly unmissable...

Central Manufacturing Technology Institute (CMTI) is a Research & Development organization focusing on providing technology solutions to the manufacturing sector and assisting technological growth in the country. It plays a key role in applied research, design and development (RD&D), technology forecasting, assimilation and dissemination of manufacturing technology to Indian industries. Sharing his thoughts on IESS, Dr N Balashanmugam, Scientist F and Joint Director, Central Manufacturing Technology Institute, says, "It is a wonderful confluence of international and domestic sourcing partners exploring engineering feats. The show acts like a live catalog of products to be sought for industrial requirements."

On this year's edition being held at Coimbatore, he adds, "Organizing IESS at Coimbatore has been a very strategic decision as it is one of the most important manufacturing hubs in the country, specifically in south India. With a number of industries catering to a plethora of businesses from Textiles, Pumps to Auto Parts, the city is one the best places to hold the exhibition. The industrial belt in Coimbatore-Tirupur area also contributes prominently to international exports."

Exhibiting innovations

The organization is showcasing technologies for transfer and also custom machine building coupled with unique contract R&D services of international level at the show. These include Ultra Precision Diamond Turning Machine, Micro Additive Manufacturing System,



>> "With a number of industries catering to a plethora of businesses from Textiles, Pumps to Auto Parts, Coimbatore is one the best places to hold the exhibition. The industrial belt in Coimbatore-Tirupur area also contributes prominently to international exports." <<

Dr N Balashanmugam
Scientist F and Joint Director
Central Manufacturing Technology Institute (CMTI)

Abrasive Flow Finishing Machine, and Hydrostatic Slide.

"We are on a look out for customers with unique requirements that do not have a commonplace solution. We would like to play to our strengths and project ourselves as custom developers integrating R&D in each process of product development," adds Dr Balashanmugam.

The organization strives to spread the manufacturing vision of our Ministry of Heavy Industries and Public Enterprises of building a strong manufacturing nation.

On Smart Manufacturing

IESS 2020 has Smart Engineering as its theme. On whether India is catching up well with its peers in the adoption of smart technologies, Balashanmugam says, "Yes indeed. Indian manufacturing industries have realized the need not just for automation, but also for smartly organizing the supply based on the demand. For medium to large volume production, using smart technologies in the production process helps understand each stage of product building. This makes the production operation much easier, and the errors can be rectified during the production, saving product rejections later."

Central Manufacturing Technology Institute
www.cmti-india.net
Hall & Stall: H2 / D-05



Source: www.cmti-india.net

WELDING SOLUTIONS

Broadening Business Reach

IG Vallal, CEO & Director, Omega Weldrod Systems, considers IESS platform essential for the growth of the company, and sheds light on its offerings at the show.

Omega Weldrod Systems is focused on providing innovative solutions to the welding electrode and wire machinery sector. The company has been catering to the requirements of the sector's manufacturers across India and a few other countries.

I G Vallal, CEO & Director, Omega Weldrod Systems, considers IESS' platform ideal for the company. "Shows such as IESS are the gateway to the global marketplace. The fact that IESS always has partner regions, both domestically and internationally, helps us to better access our potential customers. It offers us an opportunity to interact with a number of people from different domains like the industry, the academia, and policy making, leading to a better understanding of customer requirements, market trends, state-of-the-art in technology development and trade policies."

Showcasing the best

Omega Weldrod Systems is displaying its entire range of solutions that can be classified into four categories: welding electrode machinery, MIG wire machinery, special-purpose machinery, and services.

"In the category of welding electrode machinery, we offer end to end solutions from the machinery to the wire from our state-of-the-art wire drawing facility. The products include Wire Straightening and Cutting Machine, Dry Mixer - Rotating Double Cone, Wet mixer, Briquetting Press (Slug Press), Wire Feeder, Extruder, Conveyor Unit, Printing machine, Baking oven, Shrink wrapping machine, and Flux stripping machine," shares Vallal.

In MIG wire machinery, it offers Pay Off Stand, Pre-Block, Wet Wire Drawing Machine, Copper Coating Unit, BB Block, Winder/ Unwinder machines and Spooler. The last category of product solutions is to conceptualize, design, develop, test and supply special purpose machines to cater to the various special needs of our customers.

IESS matters

The company wants to leverage the show by exhibiting its products and service solutions to the global marketplace. "We are keen to meet a number of potential customers,



>> "We have displayed our entire range of solutions that can be classified into four categories: welding electrode machinery, MIG wire machinery, special-purpose machinery, and services." <<

IG Vallal
CEO and Director
Omega Weldrod Systems

both from various states of India and different countries of the world," adds Vallal.

In addition to its continued cooperation with the centers of excellence at esteemed educational institutions like PSG College of Technology and Coimbatore Institute of Technology in the region, the company seeks to associate itself with national-level research institutions to support indigenization and development of future technologies.

"Another main aspect of this show that appeals greatly to us are the panel discussions and knowledge sharing sessions that enable us to understand the potential of smart manufacturing technologies for us to implement them in this age of Industry 4.0," he adds.

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