



SHOWDAILYTM

THE OFFICIAL DAILY NEWSPAPER OF IESS VIII
14-16 MARCH, 2019 • CHENNAI TRADE CENTRE, CHENNAI

Ministry of Commerce & Industry
Ministry of Micro, Small & Medium Enterprises
Department of Heavy Industry
Department of Scientific and Industrial Research
Government of India

ORGANISER

ENGINEERING THE FUTURE

HOST STATE

GOVERNMENT OF TAMIL NADU
TAMIL ALONE TAMILAM

MALAYSIA PARTNER COUNTRY 2019

MARii
MALAYSIA AUTOMOTIVE ROBOTICS AND IoT INSTITUTE
Ministry of International Trade and Industry
Phonetic: Malaysia Malaysia Malaysia

PARTNER STATE

GOVERNMENT OF UTTAR PRADESH
उत्तर प्रदेश

FOCUS STATES

GOVERNMENT OF KARNATAKA
ಕರ್ನಾಟಕ ಸರ್ಕಾರ

ASSOCIATE

INDIA DESIGN MARK
GOVERNMENT OF INDIA

FOCUS REGION

FLANDERS INVESTMENT & TRADE
Flanders
Land of the Future

UFI
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Indian engineering

DAY 3
16 MARCH 2019
SATURDAY

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CONTENT & DESIGN

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TOWARDS GROWTH

Together to Achieve More

It's a matter of immense pride having Malaysia as the Partner Country in IESS 2019. An earnest exchange with Dato' Madani Sahari, CEO, MARii, on choosing India for the transfer of engineering capabilities between the two countries that will help both to further flourish.



Fifth from Left: Dato' Madani Sahari, CEO, Malaysia Automotive, Robotics and IoT Institute (MARii) along with his team at IESS VIII

As both Malaysia and India are moving towards a technology driven Automotive Industry equipped with shared mobility, connectivity, electrification and autonomous driving, this the most appropriate time for Malaysia Automotive, Robotics and IoT Institute (MARii) to play a lead role to participate in a global forum like IESS. As representatives of the

partner country, around 100 companies consisting of exhibitors and non-exhibitors from Malaysia's automotive and mobility sector are present here at the show.

Role of MARii

Of late, the Government of Malaysia has begun to identify and transform the country's automotive companies towards achieving

Industry 4.0-ready status through the industry4WRD Readiness Assessment (RA) and Invention Program (IP). MARii has been leading the journey. As of 2019, MARii has implemented nine Industry 4.0 pillars that are targeted to enhance the economic fundamentals for the country's automotive industry players. One of the important aspects that these

pillars include is incubation and facilitation of businesses in highly demanding technology areas. Hence, the search is on for the right partners towards achieving the goal. However, technology is not the topmost criterion behind the search.

Continued from 1 ▶

Choosing the Right Partner

EEPC India had to cross a tough benchmark to convince MARii regarding the success factor of their partnership with the IESS 2019. “When I started the discussion with them, it went as deep as how many buyers will actually come to discuss with each exhibitor?,” recalled Dato’ Madani Sahari, CEO, MARii. The institute’s coming on board has taken meticulous planning which included several elements including the colour of the platform and the mode of display to reflect the image of the Malaysian companies as well as to convey the technical ability of each of them. “We went through the brochures of the Malaysian companies and studied the details of the Indian and other international buyers. Thus, we

pre-matched and lined up the buyers and sellers in consultation with EEPC India, which is now ensuring fruitful meetings with complete background knowledge of both the companies,” he shared.

India’s technological capability

Pointing at the high skill level of Indian manufacturers, Sahari said, “The next part of our search was based on technological competence. After several discussions, we understood the technology levels available in India.” “There are highly skilled start-ups in India, which are looking for partners. And this is the area, where we can be instrumental,” he added. “In Malaysia, we are aware of the technology development jobs being done in India. However, we are not clear as to who is doing what. Bangalore is referred to as the Silicon Valley of India but

I believe it is much higher than that,” he further added.

Long-term association with India

“After having several meetings with key Indian government officials and private directors there is a clarity that we have a massive opportunity here. We have committed for three years’ association with EEPC India but that seems negligible now since we look forward to a perpetual association with India,” added Dato’ Sahari. Already three MoUs have been lined up for the association. Out of the three companies signing the MoU with Indian companies, two are from the manufacturing sector and the third one deals with simulation, IoT etc. Malaysia is yet to sign an MoU with the OEMs. As per the schedule, 452 B2B meetings still remain to be attended in the next few days. “I am exploring every possibility to leverage India’s



Source: Magic Wand Media Inc

» India is teeming with opportunities. A lot of IoT-based businesses are present here which we can leverage. Three MoUs between Indian and Malaysian companies are lined up to be signed.«

Dato’ Madani Sahari
CEO, MARii

strengths. After Africa, it is the next growth node of the world. AIZAN is the fastest growing region in the world. India can enter AIZAN through Malaysia,” he informed summing up.

Conference Schedule

Time	Conference Room B, Convention Centre	Conference Room C, Convention Centre	Conference Room D, Convention Centre	Conference Room E, Hall 2 & 3	Conference Room F, Hall 1
16-03-2019: Saturday					
10:00 - 13:00		ABB Sourcing Opportunities	Session on Manufacturing Start-ups + Venture Capital	Global Sourcing Meet by iPRO	Session on GEM e-Marketplace
14:30 - 17:30			IESS VIII Closing Ceremony & Award Distribution (at 16:00)		

VIEWS MATTER

Visitors satisfied over dual opportunities created by IESS

Over the last few years, many Indian MSMEs have successfully raised their standards to the global level, and are today in a position to export their highly innovative products and machinery to other countries, at a competitive price. At the same time, several countries are interested in supplying their products to the Indian industry players and are keen to be part of the process of rapid development of India.

Against this backdrop, EEPC India, with its earnest and consistent efforts, has created a platform that is ideal to simultaneously facilitate import and export of engineering products. This year, around 500 international delegates and 18 countries are actively participating in IESS VIII, making way for cross-border exchange of high-quality products. Expressing his deep satisfaction over competence of the exhibitors and the high quality of their products, K Sai Sathya Kumar, Managing Partner, Adithya Engineering, said, “I have been attending the IESS trade show since its inception. This time, I want to source some forged components from the forging specialist vendors participating in this exhibition and have come across several high-quality component manufacturers. It has been a truly satisfying experience for me.”

Another visitor, M Balachandran, Managing Partner, Delta Control Systems, pointed out the import and export opportunities the IESS platform has created, “We manufacture engineering parts for automobiles and tractors. We were part of IESS launch at Mumbai too. The exhibition has come a long way since then. There is a vast difference in the profiles of the exhibitors now as compared to what we earlier saw. The presence of high-quality vendors will certainly draw in overseas visitors. Also, in earlier editions of IESS, products were more consumer-oriented. This time many Indian engineering companies have come here with their ready-to-export products. Also, foreign participation has gone up, like Malaysian companies that are exhibiting their engineering capabilities. Thus, EEPC India has set up a unique platform of IESS on which both export and import of engineering goods and technologies can take place simultaneously.”

L-R: K Sai Sathya Kumar, Managing Partner, Adithya Engineering and M Balachandran, Director, Delta Control Systems at the IESS VIII



Source: Magic Wand Media Inc



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FORGING BONDS

Global Sourcing Meet by Partner Country – Malaysia

With the aim to strengthen trade relations between the two countries, Malaysia has been chosen as the Partner Country in IESS VIII. The Global Sourcing Meet was held on day 2 of the trade show to throw light on the opportunities for cooperation between companies from both countries in the fields including heavy engineering, automotive, electrical engineering and power engineering among others. The engineering bilateral trade performance of the two countries strengthened to \$6 billion in 2017, marking an increase of over 18 percent from \$5.1 billion in 2016. The current momentum and performance between the two countries looks highly promising. However, continued efforts are needed in this direction for its further growth.



Source: Graphick Stills

INDUSTRY TRENDS

Industry 4.0 from the Indian Perspective

To have an overview of India's standing in the latest technical revolution of Industry 4.0, a session on 'Industry 4.0 - The Indian Perspective' was held yesterday at IESS VIII. The session discussed India's progress so far and how we can achieve the objectives of Industry 4.0. It also reflected upon the challenges and the opportunities that accompany the trend. EEPC India is always on the forefront for supporting the SMEs and MSMEs to be part of the global progress. It has been promoting I4.0 on various forums like Hannover Messe, MSV Brno, BAUMA 2019, etc. The association, in collaboration with the Department of Heavy Industry, is spreading awareness and demystification of the concept of Industry 4.0 by developing network and cooperation between the industry and the academia.



Source: Magic Wand Media Inc

RIGHT INITIATIVES

Smart Manufacturing in Clusters

EEPC India has been very active in facilitating interventions for core manufacturing technologies at cluster level. However, with the emergence of Smart Manufacturing environment, a need has surfaced for more focused deliberations at the micro level. Hence, on Day 2 of IESS 2019, a seminar on 'Promoting Smart Manufacturing in Clusters' was arranged to understand emerging challenges and opportunities from the industry and experts from R&D Academia who threw light and shared their perspectives upon different opportunities offered by integration of emerging technologies in ICT, Electronics, Data Sciences with engineering manufacturing and how MSMEs can avail benefits of such integration in the Smart Manufacturing to retain competitiveness globally.



Source: Magic Wand Media Inc

HELPING CONNECT

Vendor Development Meet with Indian PSUs

One of the major barriers of the Indian MSME sector in India is the lack of awareness on existing business opportunities in the Government sectors. Hence, with the aim to make MSMEs aware of the opportunities in Government / Public Sector Undertakings (PSUs) and Large Scale Industries, and to bring all on a common platform for business exchange, EEPC India organizes these vendor development programs during IESS. It promotes the program for four PSUs in India: Vizag Steel, Hindustan Petroleum Corporation Ltd, Brahmaputra Cracker and Polymer Ltd, and Western Coalfields Ltd. These PSUs operate on a huge scale and cater to the needs of diverse industrial sectors. To maintain their vast scale of operations, they associate with millions of vendors and service providers.



Source: Magic Wand Media Inc

REWARDS & RECOGNITION

India Design Mark Awards 2019

The role of design and innovations in Indian engineering products has been gaining significance. Hence, India Design Mark Awards 2019 have been laun-

ched making this edition of IESS truly notable. A showcase of the best design interventions in the engineering sector were showcased in an area spread over 400 sq mt.

The exhibits were judged by renowned Indian and international experts working in the Design sphere. India Design Council who has initiated India Design Mark in cooperation

with Japan Institute of Design Promotion (JDP) is the highest design recognition from the Indian Government with IESS as a platform this year.

Awards Winners and Categories

Automotive and Transportation

India Yamaha Motor Pvt Ltd – YFZ R15
Maruti Suzuki India Ltd – Swift
Maruti Suzuki India Ltd – Swift Dzire
TVS Motor Pvt Ltd – Ntorq 125

Home and Office Appliances

Crompton Greaves Consumer Electricals Ltd – Pinnacle Plus
Godrej & Boyce Mfg Co. Ltd – Godrej Eon Allure Fully Automatic Washing Machine Range
cosmo Electro industries Pvt Ltd – Rotatable Light

Furniture and Equipment

Sanotion Pvt Ltd – SquatEase
Dorset Industries Pvt Ltd – DECO
Kieraya Furnishing Solutions Pvt Ltd – Furlenco Kids – Sleeping System
Dorset Industries Pvt Ltd – FLEXA
Kieraya Furnishing Solutions Pvt Ltd (Furlenco) – Allen Bed System
Godrej Locking Solutions and Systems (Division of Godrej & Boyce Mfg.Co.Ltd.) – Theo Pull Handle



Source: Magic Wand Media Inc

Lifestyle Products

VIP Industries Ltd – MODULUS
VIP Industries Ltd – INSIGNIA
VIP Industries Ltd – ZENLITE
Titan Company Ltd – EDGE Sapphire
Expressions Arts & Crafts Pvt Ltd – FAR – INFRARED Ortho Heat Pad
Ashwath Innovation Pvt Ltd – Aerial Planter
Kirkoskar Brothers Ltd – FLD (First Line of Defence)
Evobi Automation Pvt Ltd – BIBOX Tern think Kit

Godrej & Boyce Mfg. Co. Ltd. – Navtal Ultra XL+
VIP Industries Ltd – BOOM DFT
VIP Industries Ltd – Vulcan 45L
Godrej Interio – Upbeat Desk Based Work System
Dileep Industries Pvt Ltd – Indigo Vanister
VIP Industries Ltd – REGALIA

Miscellaneous

Microlit – Lilpet Pro

Ekam Eco Solutions Pvt Ltd – Zerodor Waterless Urinal
Innovation Imaging Technologies Pvt Ltd – Pinnacle

Industrial Equipment

Biznustek Systems Pvt Ltd – AKVAZEN
PNEUMO CARE HEALTH Pvt Ltd – NebHME BANSer
Larsen & Turbo Ltd – Pneumatic Tyre Roller
Matrix Comsec Pvt Ltd – CosecArgo

BUILDING BRIDGES

Ayurveda to go Global

Indian prowess in Engineering and Technology, particularly in the manufacturing of medical devices and pharmaceutical production, can be harnessed to support Ayurveda and take it to the global level. Export of Ayurvedic treatment as a service has tremendous potential to address oncological and other health issues. Efforts are being made to update the age-old scientific wisdom in various aspects by focusing on its pharmacological and therapeutic potential and supporting it with technological advancements. The amplification of the fundamental principles of Ayurveda by integrating modern investigation tools to formulate the pathogenesis from an Ayurvedic aspect is needed. Three key organizations involved in Ayurveda nurturing and promotion and regulation (AYUSH Ministry), export of medical devices and engineering goods (EEPC India) and export of Services (SEPC) joined hands to organize a session on 'AyurTech - Where Technology Meets Ayurveda' on Day 2 of IESS 2019.



Source: Magic Wand Media Inc

SPREADING AWARENESS

Decoding Trade Agreements

The Indian exporting community suffers from the lack of information on the procedures and tools available to the industry under trade agreements. The problem is severe for the MSME sector. Hence, to disseminate awareness on the provisions available in the trade agreements like tariff concessions, concessions on second hand import of machinery, regional value, content value addition etc. a session on 'Awareness Program on Leveraging Trade Agreements to Boost Engineering Exports' was held yesterday. EEPC India, with the help of experts in the field, has also conducted a study on the impact of the existing preferential trade agreements on the capital goods sector and how the sector can leverage the benefits from these agreements. The report will reflect upon the champion sector for engineering industry, major concerns of Indian capital goods sector, duty structure, trade agreements for the sector, domestic and global scenario etc.



Source: Magic Wand Media Inc

CUSTOMIZED MOTION CONTROL & MECHATRONICS PRODUCTS

Innovation is the Key

Global engineering company Gears and Gear Drives (India) is displaying its range of motion control, power transmission products and mechatronics products at IESS 2019. Read on to know more about them before heading to check them out.

Gears and Gear Drives (India) Pvt Ltd specializes in motion control, power transmission products and mechatronics products and for over 32 years leads the Indian market in Screw Jacks, Universal Joints, Solar Actuators, Bevel Gear Boxes and Lifting Systems manufacturing. The company's Actuators can be found in many applications including Process Machinery, Industrial Automation, Agricultural, Defence, Solar Tracking, Material Handling, Lifting Platforms and many other lifting solutions.

A closer look at its offerings:

Side Mounted Jacks

Side mounted jacks are specially designed and developed for long life mounting flexibility and lower assembly cost. They can be mounted on a wall parallel to screw shaft for vertical lifting and lowering or can be mounted horizontally for pulling and pushing applications. They can be either base mounted or trunnion mounted and are available with motor mounts and limit switches.

Technical Specifications

Gear Ratio: 24:1
Thrust: 20 kN
Stroke: As Required
Closed Height: 54.5 mm
Screw Shaft Dia: Tr26 x 6.35 mm pitch
Lift Per revolution of Input shaft: 0.264 mm

Material of Construction

Housing: SG Iron (nodular casting)
Worm Shaft: High strength alloy steel duly heat treated and ground
Screw Shaft: Medium carbon steel with high strength
Worm Wheel: High strength bronze



Side Mounted Jacks

Hardness Testing Jacks

Hardness test jack is an electric cylinder that offers heavy thrust loads required to position samples to check hardness of these sample materials. HiTork engineering has enhanced the actuators for higher loads in a compact electric cylinder configuration. They may be further customized per application with motors, hand cranks, limit switches and indicators.

Technical Specifications

Ratio: 24:1
Thrust: 50 kN
Lift (or) Stroke: 140 mm
Std. Closed Height
Req. Closed Height: 356 mm
Stroke Per Revolution: 0.2920 mm
Speed: 2.4 mm/sec
At Input 500 RPM
Screw Shaft Size: Tr 40x7 P

Material of Construction

Housing: SG Iron (Nodular casting)
Worm Shaft: High strength alloy steel duly heat treated and ground
Screw Shaft: Medium carbon steel with high strength
Worm Wheel: High Strength Bronze



Hardness Testing Jacks

Gears and Gear Drives (India) Pvt Ltd
Hall: H2, Stall: M-19
www.ggdipl.com

METROLOGY

It's All About Precision

Trade shows provide FARO with a platform to network with industry leaders, decision makers, and users of the manufacturing industry. Making the best of IESS 2019, the company is showcasing the FARO® 8-Axis Quantum ScanArm, its latest breakthrough technology in metrology.

FARO's leading-edge measurement technology and solutions can provide precision and accuracy to improve the overall efficiency of manufacturing processes. This is useful especially for those in the metalworking, automotive, and aerospace sectors. "At IESS VIII, we anticipate receiving enquiries from a wide variety of sectors as FARO's measurement solutions are extremely versatile," says Quah Beng Chieh, Head of Marketing – Asia Pacific, FARO Technologies.

Product showcase

The company is showcasing its best-selling FaroArm® product line at the show. The 8-Axis Quantum FaroArm® is the world's only eight-axis portable metrology arm solution that enables operators to rotate a part in real-time, relative to the arm. This removes difficulties users may have previously experienced in reaching around the object, and eliminates the need to move the arm into different locations during the measurement process. When paired with the FAROBlu™ Laser Line Probe, the resulting solution is a comprehensive, contact and non-contact metrology solution that allows users to speed up and simplify their measurement and scanning activities. "Besides the articulated arm, we are also showcasing various other portable CMM solutions including our FARO® Vantage Laser Tracker



Source: FARO Technologies

» As India's truly global engineering sourcing show, the innovation-led event is an important link between the international and local market, and it provides an attractive platform for companies like ours to showcase the latest technologies.«

Quah Beng Chieh
Head of Marketing – Asia Pacific
FARO Technologies

(with 6Probe) for large-scale measurements; and our FARO® Cobalt Array Imager for automated, non-contact inspections on the factory floor," he informs.

Maintaining focus

FARO is the world's most trusted source for 3D measurement, imaging, and realization technology. The company develops and markets leading cutting-edge solutions that enable high-precision 3D capture, measurement and analysis across a variety of industries. "We create unique value and support operational excellence for our customers by enabling faster, more accurate, compelling and usable 3D documentation and accelerating execution timelines, minimizing in field 3D documentation and measurement times, shrinking margin impacting scrap and rework costs, and reducing development risk," Quah adds.

FARO Technologies
Hall: H2, Stall: L-19
www.faro.com/in



Source: FARO Technologies

RAW MATERIALS & FASTENERS

Too Much To Offer

With a wide array of product offerings that cater to numerous industrial segments, Harshvijay Exim OPC aims to reach out to its potential buyers at the show.

“IESS VIII is an important event for engineering products suppliers.

Through the show, we are presenting our company to domestic and international buyers,” said Rasik Chavda, Director, Harshvijay Exim OPC Pvt Ltd.

“We are a multi product company and have business in all major sectors including Defence, Transport, Medical, Oil and Gas, etc.,” he informs. The company supplies various metals (Stainless Steel, Special

Source: Harshvijay Exim OPC Pvt Ltd



» For exhibitors like us, it is an opportunity to meet genuine customers and explore changing technology trends.«

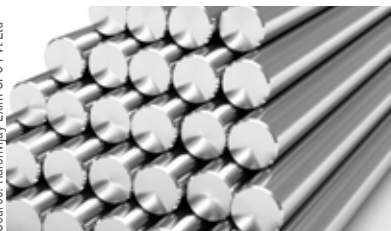
**Rasik Chavda, Director
Harshvijay Exim OPC Pvt Ltd**

Steel, Nickel Alloys, Titanium) in flat and long products as raw materials. It also supplies castings made by Investment castings process in cast condition and / or fully machined condition. From this category, fully machined part samples are showcased at the company stand.

“We are also into supplying Disc Springs washers, Stainless steel fasteners, Stainless Steel screws, dowel pins and springs for assembly of various engineering products. We have displayed all these products at IESS 2019,” he adds.

Harshvijay Exim OPC Pvt Ltd
Hall: 2 & 3, Stall: H-2, L-22
www.harshvijayexim.com

Source: Harshvijay Exim OPC Pvt Ltd



AUTOMOTIVE COMPONENTS

Forging New Bonds

Basant Fabricators does not believe in giving trade events a miss, given the ample business opportunities they offer. Abiding by its principle, the company is here at IESS 2019 to make new connections and scale up.

For Tushar Jain, Partner, Basant Fabricators, trade fairs hold special significance since they breed opportunities that one can leverage for their business growth.



Source: Basant Fabricators

» The show is on a compacter format and there are greater chances of its success with reference to buyer to seller ratio.«

**Tushar Jain, Partner
Basant Fabricators**

“IESS 2019 is yet another chance to meet potential customers and gauge their unique requirements through direct interaction,” he notes.

On display

At IESS, Basant Fabricators is showcasing its machined products made in castings. “They are economical as well as superior in quality and finishing as compared to the cheaper and less durable ones from China,” says Jain.

Basant Fabricators
Hall: 1, Stall: E-11
www.basantfabricators.com



Source: Basant Fabricators

PUMPS & SEALS

Expanding Global Footprint

Partaking in exhibitions like IESS enables Acme Engineering Industries consolidate its position in the global market.

“Engineering shows like IESS offer a unique platform to showcase our existing products and technologies and help generate business for us to improve our market position in engineering segments,” believes Manzil Patel, Partner, Acme Engineering Industries. “The event gives us an opportunity to interact with buyers which gets converted to potential business leads,” he adds.

Source: Acme Engineering Industries



» At IESS VIII, we expect to meet industry experts, explore new trends, gauge the competition and meet as many prospects as possible to turn them into our satisfied customers.«

**Manzil Patel, Partner
Acme Engineering Industries**

Focus at IESS 2019

At the show, the company is displaying its long-standing successful product portfolio of mechanical seals, lobe pumps, gear pumps, sanitary design pumps, and many more with services as well as customized.

“We hope to build on our export revenue as the application of our product portfolio is a critical one for the food industry,” notes Patel.

Acme Engineering Industries
Hall: H2, Stall: N-21
www.acmepumpindia.com



Source: Acme Engineering Industries

EXPANSION JOINTS & DAMPERS

Quality Pays

At IESS 2019, Keld Ellentoft India showcases how its focus on the quality of its products and reliable service back up has set the company apart.

Keld Ellentoft India Pvt Ltd (KELD) is a multi-product company specializing in design and manufacture of high-quality Industrial Dampers and Non-Metallic Expansion Joints, and provides end-to-end solutions including Ducting Systems. “We also recommend solutions for optimized usage of supports, structures and quantities of



Source: Keld Ellentoft India Pvt Ltd

» Participating in IESS will help us gain visibility of our products and capabilities. We hope to attract customers who are looking for reliable vendors for quality fabrication.«

**B Sasidharan, General Manager
Keld Ellentoft India Pvt Ltd**

dampers arising from associated equipment to offer tailor-made solutions,” says B Sasidharan, General Manager, KELD. For example, the company has developed special designs for expansion joints for the cement industry which has a highly abrasive atmosphere to ensure that the life of the product is prolonged even in such conditions.

Keld Ellentoft India Pvt Ltd
Hall: 2 & 3, Stall: H2-P20
www.keldindia.com



Source: Keld Ellentoft India Pvt Ltd

SELF-ADHESIVE & METAL LABELS

Labels Help Define

A reliable supplier of self-adhesive and metal labels, Integral Labels is here to explore export opportunities.

Everyone involved in manufacturing, whether in warehouse, logistics, or retail, requires labels for their products. This opens up avenues for Integral Labels Pvt Ltd that aims to utilize the IESS platform to leverage export opportunities and ink deals with major OEMs and other exhibitors. "The event will help us strengthen our sales and marketing channels and reach out to global players," says Sudarshan Kumar, Managing Director, Integral Labels.

Labels are for all

At IESS VIII, the company is showcasing self-adhesive labels, metal plates, mimic panels, membrane switches, PU dome labels, fascia controls, reflective tapes etc. It has its focus on industries such as



Source: Integral Labels Pvt Ltd

»IESS is a platform to have face-to-face interactions with top industry leaders, decision-makers and its various wings. The show helps in getting us connected globally and promoting our products and services worldwide.«

Sudarshan Kumar
Managing Director
Integral Labels Pvt Ltd

electrical, electronics, solar, home appliances, engineering, health care equipment, elevators, drilling equipment, water treatment plants, watches, jewelry, wind energy, switch gears and automotive.

Integral Labels Pvt Ltd
Hall: 1, Stall: G-11
www.ilabels.in

MANUFACTURING SOFTWARE

For Digital Transformation

IT Services company Strong Point Solution is displaying a product for the manufacturing industry which is built using the SAP Business One ERP solution.

Louis Vasanth Kamaraj, Operations Head, Strong Point Solution, has not left any stone unturned in reaching out to the manufacturing industry and making it aware of the company's participation at IESS 2019. It's important that the industry players witness its offerings up, close and personal and gauge their benefits. "We have used our company handles in social media platforms to full extent to create awareness about our participation in IESS VIII. We have also made use of the show's mobile applications to fix meetings with customers," he shares.



Source: Strong Point Solution

»Participation in EEPC shows like IESS greatly increases our visibility with prospective buyers and expands our network which helps in generating business.«

Louis Vasanth Kamaraj
Operations Head
Strong Point Solution

The company is showcasing a product that is built using the SAP Business One ERP solution which it claims can be of great use to the manufacturing industry. Around 20 percent of the company's revenue comes from exports to countries like Bahrain, Spain and France, which it aims to increase to 35 percent in future.

Strong Point Solution
Hall: 2; Stall: E-15
www.erpstrongpoint.com

MATERIAL HANDLING & AUTOMATION SOLUTIONS

Breaking New Grounds

Sparkline Equipments is here with the aim to forge partnerships and joint ventures, strengthen commercial relations and accelerate trade.

«IESS has provided us the opportunity to meet our potential customers, garner leads, find out market opportunities and, importantly, analyze the needs of our customers. A number of meetings have been lined up. Our team is into technical selling and offering the visitors at our stalls the right solutions



Source: Sparkline Equipments Pvt Ltd

»Participation in IESS VIII will help us increase our market visibility and meet prospective buyers.«

PS Badrinath
Business Head
Sparkline Equipments Pvt Ltd

for their challenges," states PS Badrinath, Business Head, Sparkline Equipments Pvt Ltd. The company, at the show, is showcasing its offerings that cater to industries including manufacturing, automotive, light and heavy engineering, and process. Its products range includes cranes, hoists, conveyor systems, industrial automation solutions, large and medium structure solutions, ancillary Assy components, Assy kits, storage racks, pallets, and jigs and fixtures.

Sparkline Equipments Pvt Ltd
Hall: 2 & 3; Stall H-2, P-12
www.sparklineequip.com

FREIGHT FORWARDING

Logistically Speaking

Liladhar Pasoo Forwarders, with over 200 years of management experience in logistics, challenges the conventional idea of logistics being the mere movement of cargo from one location to another.

With its experience and global presence in over 170 countries, Liladhar Pasoo Forwarders Pvt Ltd (LP) offers specialized solutions for the US, European and African markets. "Our myriad range of services include Air and Ocean Chartering, PO management, Buyer Consolidation, FCC and LCL. Our target audience at IESS 2019 are export companies and engineering product companies with whom we intend to collaborate," says Rajesh Mehta, Executive Director, Liladhar Pasoo Forwarders. "We wish to use our global reach and experience to offer the Indian



Source: Liladhar Pasoo Forwarders Pvt Ltd

»We are showcasing our capabilities for we can be the right logistics partner and share the benefits of success and sustainable growth.«

Rajesh Mehta, ED,
Liladhar Pasoo Forwarders Pvt Ltd

exporter the means to service their customers more efficiently and competently. We are showcasing our capabilities for we can be their right logistics partner and share the benefits of success and sustainable growth," he adds.

Highlighting strengths

According to Mehta, engineering exports has a different set of challenges when compared to other cargoes. "The focus is not only on the dimension of the cargo, but also on its centre of gravity," he explains.

Liladhar Pasoo Forwarders Pvt Ltd
Hall: 1, Stall: J-17
www.liladharpasoo.com



Source: Sparkline Equipments Pvt Ltd

Worm Gear Screw Jack, 350 TON Capacity **HITORK®**

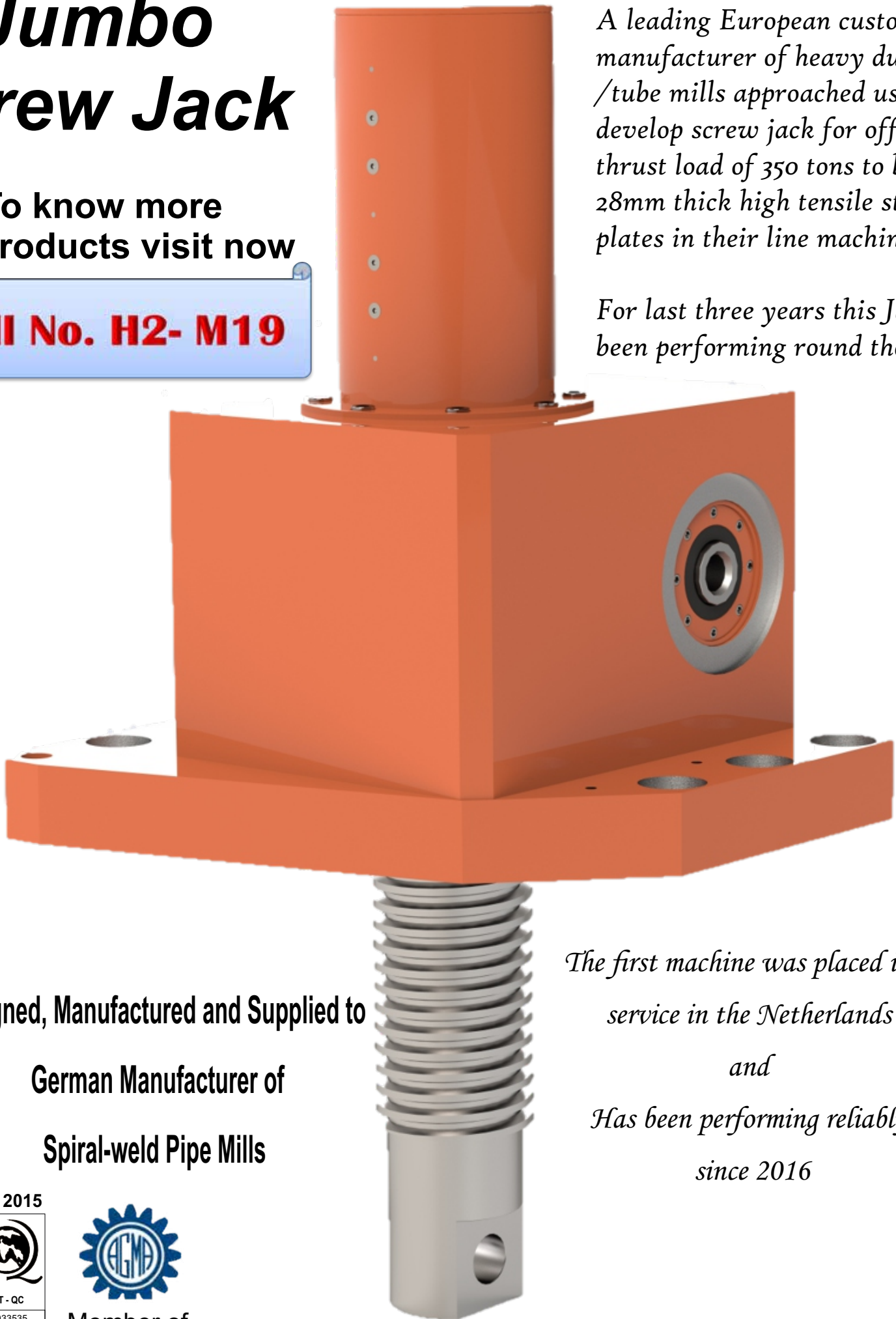
Jumbo Screw Jack

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Hall No. H2- M19

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Designed, Manufactured and Supplied to

German Manufacturer of

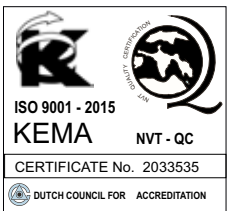
Spiral-weld Pipe Mills

*The first machine was placed into
service in the Netherlands*

and

*Has been performing reliably
since 2016*

ISO : 9001 - 2015



Member of
AGMA



Gears and Gear Drives (India) Pvt Ltd

An ISO 9001-2015 Certified Company

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