



# SHOWDAILY<sup>TM</sup>

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

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

ORGANISER

**EEPCINDIA**

ENGINEERING THE FUTURE

HOST STATE

MALAYSIA PARTNER COUNTRY 2020

**MARI**

Ministry of International Trade and Industry

PARTNER STATE

FOCUS STATES & UTs

FOCUS REGION

FLANDERS INVESTMENT & TRADE

Indian engineering

ufi

RODGE

ADDING VALUE

SUPPORTING ASSOCIATIONS

COINDIA

stema

The Indian Chamber of Commerce and Industry

ASAPP

DAY 3

6 MARCH 2020

FRIDAY

View ePaper

CONTENT & DESIGN

Magic Wand

Excellence is a habit!

www.magicwandmedia.in

## INTEGRATED LOGISTICS AND SUPPLY CHAIN SOLUTIONS

# EEPC India Facilitates Logistics

As a service provider, Liladhar Pasoo Forwarders, is eager to gain market insights, know industry trends and requirements and, more importantly, learn the pain areas so as to customize innovative solutions and bring value to its customers...



Rajesh Mehta, CCSO & ED, Liladhar Pasoo Forwarders Pvt Ltd (middle), with his team at the company stall at IESS IX 2020

Liladhar Pasoo is a well-known integrated logistics and supply chain solutions provider having a legacy of 100 years. Established in 1919, its strong presence across geographical locations of India with numerous offices and a competent team of 787 employees makes the company one of India's best logistics solution provider. With its global presence in over 170 countries, it has executed many prestigious projects by providing innovative solutions to its clients, thereby winning awards and setting industry benchmarks.

### IESS to the company

For Rajesh Mehta, CCSO & ED, Liladhar Pasoo Forwarders Pvt Ltd,

IESS is a landmark event to meet international buyers and sellers, and local upcoming engineering manufacturing companies. "As a service provider, we gain significant market insights and get to know trends, industry requirements and, more importantly, the pain areas that stops growth and effects profitability. We are eager to customize innovative solutions to resolve them," he adds. Participation from several countries from around the globe makes IESS the right platform for technologies and engineering products to be exhibited, he believes. "It not only focusses on transactional sales, but also on how to create customer experience. This is where supply chain management plays a very

important role," he notes. India, he says, has tremendous potential to be world's best engineering products provider. "The current economic and world affairs have greatly promoted 'Made in India' brand worldwide. Manufacturers need to find the discomfort areas of their business and their customers. The information gained can be used to make customized solutions to enable efficient handling of goods and services, thereby generating customer delight," he opines.

### Repeating success

Liladhar Pasoo Forwarders offers sector wise customized solutions with exceptional customer service backed by its state-of-the-art

technology. "Considering it the best networking opportunity to meet and gain footfalls, we plan to reach out to industry professionals and help them realize their supply chain dreams through our customized solutions specially curated as per client and industry requirements," shares Mehta when asked how he plans to leverage the maximum of its presence at the show. The company is a regular participant at IESS and has always attained gains in terms of leads and business, post its participation every edition. "My experience at the expo has always been highly positive. I am greatly impressed by the organizers' zeal, passion and capability to bring value not

only to Indian manufacturers and state government, but also to international buyers and participants," he remarks. He acknowledges EEPC India's constant endeavor to motivate, educate and handhold SME and MSME manufacturers and help them grow their business and exports. "This interaction has always resulted in business opportunities for us," he adds.

### Logistics for growth

The importance of logistics in the import and export business is indisputable and is one of the most important aspects to the success of a company. Mehta highlights this fact, "It is essential that every manufacturer and trader understands the importance of logistics and supply chain as an enabler for their business growth. It is now a full-fledged function and not just an activity, requiring an intense study of customers' expectations for their deliveries. We need to find the pain areas that delay the delivery time, leading to loss of productivity and, eventually, affecting the bottom line."

According to him, in order to ensure consistency at the operational level, it is important to collaborate with a logistics and supply chain partner rather than a vendor since a partnership grows on efforts beyond a common set of

objectives to be achieved together.

### Laws must change

On whether there is a need to tweak the laws and regulations of our country to facilitate a yet efficient import and export of goods, Mehta replies, "Our Customs regulations and laws were formulated and enforced in 1962. Over the years, there has been a dramatic change in the way businesses are executed and delivered. With the advancement of technology, local markets are also within one's reach. This demands a different set of commitment and discipline, which requires a pragmatic approach by the government in ease of doing business. This can be achieved through a mix initiative of the government, public partnership, trusting the business houses, better infrastructure, achieving speed through transparency and technology etc."

"India still contributes a miniscule percentage towards the global trade and, hence, it becomes imperative to align our policies, procedures and the best practices with the global way of functioning," he adds.

### 'Made in India' impact

Mehta considers 'Made in India' initiative by the Government a masterstroke which has opened up a plethora of global business



Source: www.liladharpasoo.com

» "Globalization and economic growth create a huge market for businesses to expand and grow. There is huge potential for the EXIM trade if they commit themselves to quality and customer experience."

**Devendra Shah**  
Managing Director  
Liladhar Pasoo Forwarders Pvt Ltd



Source: www.liladharpasoo.com

» "It is essential that every manufacturer and trader understands the importance of logistics and supply chain as an enabler for their business growth. It is now a full-fledged function and not just an activity."

**Rajesh Mehta**  
CCSO & ED  
Liladhar Pasoo Forwarders Pvt Ltd

opportunities for the Indian manufacturers of products and services.

"India is a country with a high engineering and technology talent and a skilled labor force at a low cost. Our DNA to take up challenges and service the customer has made us an ideal choice for the best quality manufacturing and services. India still contributes less than one percent of the World Trade Potential. But with such resources available at a low cost, we are in

a position to compete with global markets. The Government of India's initiative of 'Made in India' and branding it aggressively globally has attracted many countries to invest in India and bring latest technologies and industries to equip our manufacturing further," he sums up.

Liladhar Pasoo Forwarders Pvt Ltd  
www.liladharpasoo.com  
Hall & Stall: H2 / M16

## PRECISION TURNING MACHINES

# Nanoshape T250 from CMTI

The Ultra Precision Diamond Turning Machine is an ideal import substitution of costly machines for strategic and non-strategic sectors of the nation.

Developed by CMTI, Nanoshape T250 is a highly stiff Precision Turning machine capable of Single Point Diamond Turning (SPDT) and Ultra precision hard turning, equipped with state-of-the-art technologies for producing non-ferrous, ferrous and IR material components with optical quality surface finish (surface finish in the order of few nanometers and form accuracy in sub-micron range). The Nano level surface finishes achieved on components are in the magnitude of  $\leq 2$  nm Ra\*. The machine has excellent static, dynamic and thermal behavior and has accuracies in order of nanometres. In India, these technologies are in huge demand for strategic sectors

like defence, space and other non-strategic industrial sectors like ophthalmic, medical, polymer optics, consumer electronics, etc. However, all SPDT machines are being imported and a large amount of high-value machined components are being outsourced from abroad.

### Product highlights

The salient features of the machine are: highly stiff hydrostatic oil bearing slides, ultra-precise aerostatic spindle, natural granite bed with vibration isolation system and active levelling, independent slide configuration, open architecture motion controller with adaptive control technology, integrated chiller for thermally stable

slides and spindle, application of linear motors in feed drives for smooth and high precision motions, flexure mechanism for micro positioning system, cradle for supporting machine base for high stability, vacuum chucks, fixtures and tooling for SPDT, on-machine spindle balancing, on-machine diagnostics, and remote observation of machining process.

### Wide variety of uses

The machine can be used for a broad range of industrial applications such as:

- Lenses for night vision, surveillance and thermography systems for defence and civil industry;
- Metal mirrors for space and astronomical systems;
- Ultra-precision hard turning;
- Intraocular and contact lenses, orthopaedic joint implants for ophthalmic/medical industry;
- Dies and molds for polymer optics/LED photonics;
- Mobile camera lens mold, optics for projection and

display systems for consumer electronics;

- High precision mechanical components for machine tools, automobile and many other industries.



Source: www.cmti-india.net

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



TOWARDS PROGRESS

## Global Sourcing Meet Presentation by Australia

The Meet featured leading experts from Australia who presented their opinions and experience of international procurement activities.

While addressing the gathering, BD Agarwal, Regional Chairman (ER), EEPC India, said, "Today's session will focus on all the new innovations, modernization and digitization of quality products at right prices. We aim to strengthen trade relations between the two countries by throwing light on the opportunities in the fields of engineering ranging from heavy engineering, electrical engineering, automotive etc."

He continued to explain the Australian scenario, "India and Australia have a strong and productive bilateral partnership with the latter's exports for India on the rise. India is its 4<sup>th</sup> biggest export market, underlining the importance of India as a major export industry destination. Australia has proud record of originality in advanced manufacturing. I sincerely hope that everyone present here will have something as a take away."

### India's importance

Natasha Malani, CEO – South Australian Leaders, Australia, stated, "We are a makeshift body that represents 150 SMEs from South Australia. Australians need to know the options and opportunities that are here in India. I am pleased to be joined by seven colleagues that are from South and West Australia. These companies are here to make agreements, source equipment, build partnerships and learn how can India support their concerns."

Andrew Downs, Founder and Executive Director - SAGE Group Holdings Ltd, Australia, added, "SAGE Group is a truly national company of Australia. But business is business anywhere around the world and we have two offices in India. We provide hands-on training and have come up with programmes to educate graduates and post graduates. Our customers range from large multinational customers to very small players. India is an increasing source of business."

HAND IN HAND

## Achieving More Together

A Global Sourcing Meet with Cameron, a Schlumberger Company, was organized by EEPC India on the second day of IESS IX that received an overwhelming response from the participants.

The session had Ravi – AGS India – Sourcing Manager – Cameron – a Schlumberger Company, shedding light on the company's strengths and opportunities it can offer. "Cameron, a Schlumberger company, deals with the oil and gas business and we have been doing this for more than 90 years. Cameron is a familiar name in the market and Schlumberger acquiring it in 2016 makes it one of the major players in the market. Cameron is based in Houston, Texas with \$32.9 billion business conducted in 2019. We have 105,000 plus employees with 170 nationalities from 120 countries worldwide," he stated

"Our goal is to attain the leadership position in the global market. Our products are mainly inclined to Rig performance technologies, Valves and process systems, drilling tools, testing services, well services,

asset performance solutions, well construction service and many more. Our suppliers in India are mainly concentrated in the Southern and Western parts of India. We are looking for expansion in India for which we need more suppliers and that we can get through IESS IX."

### Crucial for business

Stressing on the need for such meets, KL Dhingra, Regional Chairman, EEPC India, said "This is the second day of IESS Coimbatore and the response for the first day has been immensely positive. Our B2B meetings yesterday recorded a business of \$214 million with an attendance of 80 delegates and 170 suppliers. Taking all this into account, we have about 180 delegates for the day to meet our Indian exporters. EEPC India takes pride in organizing this kind of strategic global sourcing meets."



Source: Magic Wand Media Inc



Source: Magic Wand Media Inc

### "High Level of Technology"



Source: Magic Wand Media Inc

» "It's been a fruitful first day at the event. We are extremely glad to be part of a show of such calibre. We have met with companies that are into automation and realize that

Indians have great technical acumen. The level of technology is quite high in the country. Even smaller companies are doing well. It has been a great experience interacting with Indian manufacturers. We are sure this will lead to business in the days to come."

**Ghassan Boussada**  
Etablissement Boudis Import  
Algeria

### "Scouting for the Best"



Source: Magic Wand Media Inc

» "I have come here to source some software companies. Today is my first day and I have zeroed in on quite a few of them already. I will be in talks with them until we reach a common

ground. I reckon that software application knowledge of the people here is good. This may lead to we further developing our relation with some more companies."

**Zachary Wood**  
Director  
Ariera Business Software Solutions  
Australia

**THINKING AHEAD**

## Getting Future-Ready

**A session on e-mobility was conducted yesterday that had its focus on the new challenges and opportunities it entails, and the ways to scale up manufacturing and adoption of electric vehicles in India...**

**T**he rapid growth of global electric mobility is mainly driven by rising concerns regarding greenhouse gas and carbon footprint of the automotive and transportation industries. Shedding light on the measures that should be taken to curb that, KS Mani, Chairman, Southern India, EEPC, at the E-mobility session at IESS 2020 said, "The global electric mobility size is increasing rapidly. The Government of India is planning to add 30 million Electric Vehicles (EVs). However, creating the right eco-system is very important for achieving the goal."

Suresh Kumar, Scientist 'F', Office of Principal Scientific Advisor to the Government of India, added, "A comprehensive survey is required to find out the possibility of getting

lithium resources in the country. To be in the forefront of EV development, India needs to locate the right, economic and continuous source for lithium supply."

Thiru Srinivasan, Executive Vice President, Ather Energy PL, said, "There is an area of opportunity i.e. 2-wheelers and 3-wheelers where we can create excellence even within the limited ecosystem."

India has also launched Phase-II of the Faster Adoption and Manufacturing of EVs in India (FAME II) Scheme in March 2019, which proposes to give a push to EVs in public transport.

In line with that, Sachin Pandit, DGM (AED e-Mobility), ARAI, said, "FAME II is an ideal step to boost up the EV industry in the country. ARAI has already launched a dedicated

e-Mobility portal in association with the Ministry of Heavy Industries (MoHi), which will effectively guide all the manufacturers interested in entering the EV industry."

P Manikandan, Head of e-Mobility, Society of Smart e-Mobility (SSEM), said, "We have set up SSEM to provide all kinds of assistance to the entrepreneurs. We are also bringing in foreign technology for the Indian entrepreneurs. The success of India's EV venture is a combined effort, so I request all involved to join hands with SSEM."

### Expert panel

A panel discussion was held that was regulated by Shankar Vanavarayar, President, Kamaguru Institutions, who noted, "Anyone can participate and grow in the EV industry. Although the components are less compared to IC vehicles, there are many product development opportunities for the EV manufacturers."

Adding to which, J Anand, Founder Patron, SSEM & MD, Jeeyan Automotives Pvt Ltd, said, "Faster growth can be seen through a combined approach. If different component manufacturers join hands, then the total cost of the

product will come down, and public acceptance of EVs will also increase. The Government's subsidy at different stages will accelerate the process."

Hemalatha Annamalai, President, TiE Women, Coimbatore, and Founder Patron, SSEM, highlighted a challenge, "One of the chronic problems of the industry is lack of awareness. As entrepreneurs, we got good support from the Govt through FAME I and FAME II. Coimbatore has the chance to be the best place for manufacturing EVs but we have to develop our power-electronic industry here."

Pradeep Keloth, Head Electric Power Train, Robert Bosch, Coimbatore, opined, "The long-term vision of the big OEMs in the EV industry today is software development. Hence, we need to be stronger on that front."

"Not only in product design, but also in the manufacturing side, subsidy is necessary to be successful. Also, we have to focus on road infrastructure," opined E Santhana Vadivelu, Head-Manufacturing & Technology, Ampere Vehicles (Greaves), CBC.

Ahmed Kazi from MARIi suggested, "Collaboration is one of the best ways to come up with the best product at the lowest cost. We have verified it in our country, Malaysia."



## PROCESS CONTROL INSTRUMENTS

## Being Instrumental in Growth

**For V. Automat & Instruments, IESS IX is an ideal opportunity to learn and explore the cutting-edge along with showcasing its innovations in industrial instruments.**

**E**stablished in 1982, V. Automat & Instruments Pvt Ltd is the leading manufacturer, wholesaler, retailer, trader and exporter of pneumatic instruments, flow switches, wireless transmitters and much more.

The company is here at IESS 2020 being held at Coimbatore, and is keen to make the most of its presence here. "IESS IX is a platform where we can showcase our standard instruments to our prospective foreign clients. Also, it is an amazing learning experience with so much to explore and gain information as this is an engineering show with participants

displaying their advanced products and technologies," shares Jitender Kumar, Asst. Regional Manager - Marketing, V. Automat & Instruments Pvt Ltd.

He is looking forward to meet both Indian as well as foreign participants as it could lead to business opportunities, he believes.

### Offerings at the show

"We manufacture instruments for measuring level, flow, pressure, temperature. Recently, we have launched boiler drum level indicator and Bi port level gauge. We are showcasing that," informs Kumar, summing up.



» "We are looking forward to meet both Indian as well as foreign participants as it could lead to business opportunities." «

**Jitender Kumar**  
Asst. Regional Manager-Marketing  
V. Automat & Instruments Pvt Ltd

V. Automat & Instruments Pvt Ltd  
www.vautomat.com  
Hall & Stall: B / H2-K17



**HELPING GROW**

## Forging Bonds

**A Global Sourcing Meet was held yesterday to further cement Indi-Malaysian bilateral ties.**

To further strengthen trade relations between the two countries, Malaysia has once again been chosen as the Partner Country for IESS IX. To this end, a Global Sourcing Meet was organized on the event's second day. Mahesh K Desai, Senior Vice Chairman, EEPC India, said, "Our aim is to strengthen trade relations between the countries and explore more opportunities in fields like heavy engineering, automotive, electrical engineering, power engineering and many more."

### Figures speak

Giving away the statistics, he added, "The bilateral trade between India and Malaysia was \$14.79 billion in the year 2017-2018 which has

increased to \$17.24 billion in 2018-2019. In terms of investment, Malaysia is the 25<sup>th</sup> largest investor in India with FDI flow of \$906 million between April 2000 to June 2018. Indian companies have also invested about \$2.62 billion in Malaysia in 242 manufacturing projects excluding infrastructure projects. Presently, there are 87 Malaysian companies including joint venture companies operating in India and more than 150 Indian companies operating in Malaysia. The best part about the relation between our countries is that we have a people to people, company to company chemistry. IESS IX is an ideal platform for all to form new bonds and business relations, and open doors to new opportunities."



Source: Magic Wand Media Inc

**MAKING AWARE**

## Vendor Development Meet with Indian PSUs

The meet was addressed by Cdr. Bhaskar Sengupta, GM (QA & VD), Garden Reach Ship Builders & Engineers Ltd; OV Kishore, DGM (MM), Vizag Steel; K Meenakshi Sundaram, Dy. General Manager, Engg (Water Business); B Venkateshwar, Additional General Manager, Purchase Dept., BHEL (FGD, WB, Steel, FE, Capital & SDC); K Jothi Arulanandam, Manager, Purchase (Supplier Development); and Damodar Naik, Manager (Purchase), Goa Shipyard Ltd amongst others.

Dr S Chandrasekar, Convenor, EEPC India, Coimbatore Chapter, in his welcome speech, said, "Through this vendor development program, we aim to provide an opportunity to MSMEs to showcase their capabilities to various government organizations for

them to outsource to the micro and small industries. We also facilitate large-scale enterprises in identifying suitable vendors among the MSME sectors to forge a successful 'vendor-vendee' relationship. This program gives vendors an opportunity to meet many potential buyers under the same roof. The interactive session also helps vendors to understand buyers' requirements."

Venkateshwar added, "We are in need of vendors of various capabilities to meet the vast product requirements. We source a number of components from vendors ranging from various kinds of springs, custom blades and accessories. Currently, most of the vendors are from China but the Government of India, under the 'Make in India' program, wants to increase vendors from India."



Source: Magic Wand Media Inc

**STAYING ABREAST**

## In Tandem with Technologies

Kamna Raj, Aggarwalla, Regional Chairperson (NR), EEPC India, said, "All of us need to create an ecosystem to give success to our government's e-mobility mission. In Germany, the entire education system is sitting inside the industry. The academia has to reach the industry. Only then our mission will be successful."

Stressing on the same, Suresh Kumar, Scientist 'F', Office of Principal Scientific Advisor to the Government of India, stated, "For a

country like India, we need not worry about the R&D expenses. We need to look at how effectively we can utilize the funds to address real needs of our industries."

### Building strengths

KV Karthik, Vice President, COINDIA, gave his take, "Our technology has increased the efficiency of solar pumps. The technology will not only be used in India, but there is also potential for export."

"We are developing technology for e-Tractors. We have developed and transferred micro-machining technology for the jewellery sector that will almost eliminate human fatigue. There are several other works going on in our institute under the 'Make in India' drive," shared Dr Manidipto Mukherjee, Senior Scientist, CMERI.



Source: Magic Wand Media Inc

## VISITORS' VIEWS



Source: Magic Wand Media Inc

"This is the first time we are attending the show and find it a perfect place as people from an array of industries come together under one roof. We have a particular interest in machinery components, and the exhibition has covered it extensively. Additionally, the show offers an ideal platform to network with potential clients, exchange business ideas, and conduct business."

**Bala Shanmugam**  
Design and Development Engineer  
Bharath Auto Cables Pvt Ltd (India)



Source: Magic Wand Media Inc

"I have attended many exhibitions in the past but this is my first time at IESS. As a horticulturist, I am looking for products related to agriculture. Spraying machinery is one thing that I need to source, it being of high use in my field. With such wide display of products, I am sure I will get what I need. The overall experience at the exhibition has been positive to say the least."

**P Dayananda**  
Horticulturist and Proprietor  
Daya's Agri Business (Sri Lanka)





### MACHINING SOLUTIONS

## Polygon Turning Machine from Trishul

**Trishul Machine Tools has made an effort to categorize secondary operations and find an economical solution to machine parts effectively.**

In the general component manufacturing industry, one can find processes for primary operations like cold forging, multi-spindle automats, and single-spindle automats. In recent times, CNC machines with bar are finding a predominant place. Not all parts can be completed by primary operations and it warrants several secondary operations for the parts to be machined to the required specifications. Trishul Machine Tools Pvt Ltd has made an effort to categorize these secondary operations and find an economical solution to machine these parts effectively.

**Machining hexagons, Octagons, Squares, Flats, Slots on the face and Ratchet teeth**

Polygon Turning is very different from other normal machining operations as this is a generation process. The locus of the point of contact of the two interposing circles i.e. tool and the job is an 'ellipse'. The minor diameter equals to the across flat size of the component and the major diameter equals to twice the tool diameter and across flat size of the polygon. Generally, the tool head and the work head have a speed ratio of 2:1. In special applications, ratios of 3:1 and 2.5:1 are also

used. The speed ratio of 2:1 is the most preferred one as this covers a vast spectrum of engineering applications which have Polygon Surfaces of 2,4,6,8 and 10.

The dynamic geometry of tools in the Polygon Turning Process varies very significantly at every point in the locus of the tool path. It varies from one extreme to the other during the process of cutting. As a result of this, the shear efficiency varies significantly from point to point on the surface being cut. In addition to the above, the Shear section i.e. the chip section varies from point to point in the process.

The process of choosing the right diameter of the tool holder is to bring balance between productivity and flatness. The large diameter tool holder produces a flatter surface, at the same time lower tool diameter tool holders have shorter cycle time. The company has design models to predict the flatness error, and it optimizes the tool diameter to strike a balance between the cycle time and the flatness error. With the increase in the manufacture of automotive parts for domestic and international market, a spike in demand for these machines in the future is predicted.

**Trishul Machine Tools Pvt Ltd**  
[www.trishulmachine.com](http://www.trishulmachine.com)  
Hall & Stall: H2 / D12

### ATMOSPHERIC WATER GENERATORS

## Clean Water is Health

**Aryav Ecofriendly Resources is displaying its innovative solutions that can curb global crisis of clean potable water at IESS 2020.**

Shows like IESS are a great platform to promote and launch new technologies and products as the focus is to bring down genuine global buyers to understand Indian products and market in a better way," notes Sanjay Kumar Garg, Director, Aryav Ecofriendly Resources Pvt Ltd. The show, he believes, offers an opportunity for companies to provide better insight about their products and technologies to the knowledgeable audience present at the event. "This way one can attract investors or joint ventures, which is a blessing for small technocrats," he adds.

### Water is life

The company has come up with a highly innovative technology to convert thin air into pure, alkaline drinking water. "Our same machine provides water without any plumbing, or dependence on ground water or monsoons. There is no wastage of water like in RO, and above all, the water one gets is mineral rich," shares Garg. The machine also acts as an air purifier and dehumidifier. The company is launching its AWG (Atmospheric Water Generator) machine at IESS 2020 to exhibit it to both local and global players. "Our machine range caters to a community of 5 to 5,000 people means from domestic to industrial segment (30LPD to 10,000LPD). We have filed a patent for our technology.



» IESS offers an opportunity for companies to provide better insight about their products and technologies to the knowledgeable audience present here. This way one can attract investors or joint ventures, which is a blessing for small technocrats. «

**Sanjay Kumar Garg**  
**Director**  
**Aryav Ecofriendly Resources Pvt Ltd**

### Leveraging IESS IX

The company is looking out for partners, both in India and outside, for investments and joint ventures to grow together. "IESS is an ideal medium to meet Government officials, policy makers, international players, Indian businessmen and end users, all under the one roof. Through them we want the market to know that we have a solution that can help resolve the global crisis of clean drinking water," says Garg adding that he has already been given the list of delegates, and the Government officials who are to attend the event. He is planning for personal meets with them to demonstrate the company's breakthrough technology.

**Aryav Ecofriendly Resources Pvt Ltd**  
[www.aryaveco.com](http://www.aryaveco.com)  
Hall & Stall: C / H3-R13

**MANUFACTURING SOFTWARE**

## Transforming Industry Ways

**Chizel's Director Ravi Ranjan shares his take on the adoption of smart technologies by the Indian manufacturing players and the role IESS plays in the process...**

**M**anufacturing start-up Chizel assists companies in multiple ways through its different business lines such as Vendor Management software, Manufacturing as a service for custom parts, raw material procurement, financial assistance and software tools to make the ecosystem secure and transparent. With innovations up its sleeve, it's only natural that the budding company wants the market to know what all it has to offer. "IESS is a preferred choice in exhibitions and conferences for any manufacturing company seeking export opportunity. In my opinion, this is EEPC India's most significant initiative to support the Indian manufacturing industry on the global scale. With Coimbatore being one of the matured outsourcing hubs in South India, it is a wise choice of location," notes Ravi Ranjan, Director, Chizel.

### Helping digitalize

At IESS 2020, the company is showcasing India's first connected manufacturing platform that allows OEMs / Tier I companies to manufacture custom parts through a network of qualified manufacturing suppliers across India. Through this, customers can also manage their own suppliers and digitalize the supply chain. In addition to that, it is also presenting its Gazmo3d manufacturing app, which is a lifetime free mobile app to view and share 3D CAD files securely. Ranjan is proud that the company already has a couple of export orders in hand, and is confident that IESS will help the company secure a few more despite it being its maiden participation in the show. "IESS is our doorway to the global market. Initiatives like these help Indian manufacturers interact with global companies, understand their requirements and evaluate their capabilities on the global front," adds Ranjan.

### India catching up

IESS 2020 continues its theme of Smart Manufacturing and presents start-ups such as Chizel, underscoring the fact that smart manufacturing is getting adopted in India. "Digital adoption is now prevalent even in the Indian manufacturing sector. Many industries are now using cloud tools for accounting, and Chizel is promoting this technology to help SMBs get more business, manage leads, manage orders and have them get paid on time," he concludes on this heartening note.



Source: www.chizel.io

» "IESS is our doorway to the global market. Initiatives like these help Indian manufacturers interact with global companies, understand their requirements and evaluate their capabilities on the global front." «

**Ravi Ranjan**  
Director  
Chizel



Source: www.chizel.io

**Chizel**  
[www.chizel.io](http://www.chizel.io)  
Hall & Stall: H1/ B-41

**CAD SOLUTIONS**

## In Tune with the Customer

**Sai CAD Solutions aims to know more about the market requirements through IESS and step up its game to be able to serve its customers better...**

**S**ai CAD Solutions (SCS) provides customer-centric Computer Aided Design (CAD) solutions that help facilitate manufacturing, productivity and optimization. The company offers consulting services, digitization services, CAD drawing services, CAD Overlay technique, 2D Drafting, 2D drawings, 3D Modeling, Product design, Process design for engineering and manufacturing companies, and also Reverse Engineering services.

### Enabling SMEs

Acknowledging IESS' significant contribution to smaller companies, Shreeprakash Rathakrishnan, Proprietor, SCS, notes, "What makes IESS special is that it enables engineering SMEs, who

otherwise find themselves unable to participate in global sourcing events, explore opportunities of networking, collaborations and sourcing of products and technologies." The show, he adds, is a world-class interactive platform where one can discuss, deliberate, ideate and exchange ideas, processes, and knowledge with players from all over the world.

### Staying customer-centric

SCS is a company that works with top OEMs and PSUs to enable improvements across the asset and operations lifecycle, maximize return on capital investments, and increase profitability. The company is showcasing its CAD/CAM, 3D Modeling and 2D

detailing solutions here at IESS 2020. Additionally, it's paying heed to the varied customer requirements with the aim to build its capability to fulfil them. "The show plays an important role of giving exhibitors like us a chance to communicate with the world players about their requirements and helping us analyze where we stand in terms of customer requirements and satisfaction," he concludes.



Source: www.saicadsolutions.in



Source: www.saicadsolutions.in

» "The show plays an important role of giving exhibitors like us a chance to communicate with the world players about their requirements and helping us analyze where we stand in terms of customer requirements and satisfaction." «

**Shreeprakash Rathakrishnan**  
Proprietor  
Sai CAD Solutions

**Sai CAD Solutions**  
[www.saicadsolutions.in](http://www.saicadsolutions.in)  
Hall & Stall: D / H4-U17



## INDUSTRIAL PLASTIC PARTS

## Focused on the Mission

**GTS Tool Plast LLP is leaving no stone unturned in ensuring its solid business plans for 2020 take shape.**

**R** Selvam, Designated Partner, GTS Tool Plast LLP, believes Coimbatore is an ideal location for IESSIX as it houses several industrial sectors. “The city is known as the Manchester of South India and has MSMEs from industries such as Textile, Heavy Machinery and Machine Tools,” he notes.



Source: [www.atstool.in](http://www.atstool.in)

## Giving form to ideas

Founded in 2012, the company specializes in Precision Plastic Injection Moulds and Checking Fixtures. GTS' mission is to become a one-stop solution provider for Plastics Parts including product design, prototype, design validation, mould design, tooling development & maintenance, injection moulding, assembly and supply.

The company aims to leverage IESS IX to give its plans the desired shape. “We look forward to connect with different clients from various industries during the show and explore business opportunities with them,” shares Selvam.

At IESS 2020, the company is showcasing its prototype tooling and mould components. It is also offering a 10 percent discount on mould components.

» Known as the Manchester of South India, Coimbatore is an ideal location for IESS IX as it houses several industrial sectors including textile, heavy machinery and machine tools.«

**R Selvam**  
**Designated Partner**  
**GTS Tool Plast LLP**



Source: [www.atstool.in](http://www.atstool.in)

**GTS Tool Plast LLP**  
**www.gtstool.in**  
**Hall & Stall: H2 / H-04A**

## INDUSTRIAL LABELS

# Labelling Things Right

**A well-known player in the field of labels, Integral Labels aims to enhance its global position through the platform of IESS.**

**F**ounded in 2001, Integral Labels Pvt Ltd is a label manufacturing company, headquartered in Bangalore.

The company produces a wide range of labels that cater to industries including Electro Mechanical, Automotive, Solar, Medical Appliances, Wind Energy, and Aerospace.

As one of the exhibitors at IESS IX, Integral Labels is showcasing its products comprising Branding Graphics, Self-Adhesive Labels, Eco Domes, Metal VIN Plates, Polycarbonates Labels, Roll-to-Roll Labels, Body Graphics, and Retro Reflective Tapes, Photo Luminescent Labels, Functional Films, Body Wraps, Paint Protection Films and Black Out.

## Expanding its reach

"We aim to leverage this powerful platform to showcase our technical expertise along with our range of products. IESS convenes both domestic and overseas exhibitors and visitors, throwing open channels for all to network and seek mutual benefit. We aim to make the most of our presence here by making us known among the international players and upgrade our knowledge on the new technologies in the global market," says Sudarshan Kumar, Managing Director, Integral Labels Pvt Ltd.

Source: [www.ilabale.in](http://www.ilabale.in)

» The show is our means to enhance our reach in the global market and expand our overseas customer base. It is a golden opportunity for us; we can explore new business avenues through IESS.«

**Sudarshan Kumar**  
**Managing Director**  
**Integral Labels Pvt Ltd**

"The show is our means to enhance our reach in the global market and expand our overseas customer base. It is a golden opportunity for us; we can explore new business avenues through IESS," he adds. The company already exports its products to several countries including Australia, Malaysia, the Netherlands, the Philippines, and the United Arab Emirates.

**Integral Labels Pvt Ltd**  
**www.ilabels.in**  
**Hall and Stall: B / H2-M22**

## IESS IX 2020

## CONFERENCE

06 MARCH 2020  
FRIDAY

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