



# NEWS

**THE OFFICIAL DAILY NEWSPAPER OF IESS VII**  
8-10 MARCH, 2018 • CHENNAI TRADE CENTRE, CHENNAI

View ePaper



Ministry of Commerce & Industry  
Ministry of Micro, Small & Medium Enterprises  
Department of Heavy Industry  
Government of India

ORGANISER

ENGINEERING THE FUTURE

HOST STATE

PARTNER COUNTRY 2018

**Czech Republic**

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PARTNER STATE

FOCUS STATE

BSM PARTNER

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**DAY 1**  
THURSDAY, 8 MARCH 2018

## CREATING SYNERGY

# IESS VII 2018: Forging Stronger Business Bonds

**The 7<sup>th</sup> edition of International Engineering Sourcing Show, IESS 2018 is today opening its gates to the visitors eager to witness engineering marvels from across the globe. Honoring the Czech Republic as its Partner Country, the 3-day manufacturing extravaganza, apart from raising the brand value of Indian engineering as its prime objective, also aims at forming strong bilateral trade ties between India and Czech by encouraging the business communities of the two nations explore potential opportunities in already identified sectors.**



IESS aims to be instrumental in the strengthening of India's business ties with the Czech Republic, which dates back to early-twentieth century with Czech firm Bata making its first footprint in India.

India's business ties with the Czech Republic dates back to early-twentieth century with Czech firm Bata making its first footprint in India. With time, the relationship extended its wings across all sensitive areas of the society as well as of the economy. Both the countries have signed several agreements between them including Double Tax Avoidance Agreement, Agreement on Economic Cooperation under the BIP-PA (Bilateral Investment Promotion and Protection Agreement) and Protocol between Ministry of Heavy Industries and Public Enterprises, Government of India and Ministry of Industry and Trade, the Czech Republic on Cooperation in the field of Heavy Industries. Today, India is one of the most important trading part-

ners of the Czech Republic and the total merchandise trade between the two nations crossed a record \$1 billion during fiscal 2016-17 with Indian exports to the Czech Republic showing an impressive compounded annual growth rate of 20 percent. Over the four decades since India's independence, Czech firms have participated in the development of India's industrial potential, mainly by deliveries of equipment for the power industry, engineering and other sectors. Former Czechoslovakia has been recognized as a major economic partner of India establishing a number of major industrial projects in India in the fields of energy, metallurgy, machine tools and defence. Many Czech companies have built a number

of industrial facilities in India such as an engineering metallurgy plant in Ranchi, a plant for manufacturing machine tools in Ajmer, a plant for manufacturing Zetor tractors – Hindustan Tractors, etc.

### Rise of the Czech Republic as an advanced market

The Czech Republic is a thriving market economy with a high GDP growth rate and one of the lowest unemployment rates among the EU nations. Economic growth has been decent and continuous since the last phase of 2013. While export comprises 80 percent of GDP, growth is also driven by investments and domestic demand. Automobile is the single largest industry in the Czech Republic while other most prospective sectors include

electrical engineering and electronics, high-tech mechanical engineering and, IT and software development. There are also huge opportunities for investment in nanotechnology, research and development, business support services, life sciences, and in the aerospace industry. The roster of major export items contains automobile, machinery and transport equipment, raw materials, fuel and chemicals etc. The main items of imports, on the other hand, are inputs for machinery and transport equipment, fuels and chemicals. With time, Czech has developed an advanced social market economy and social policies to shape up as a high-income welfare state recognized for its high-quality products and services,

especially in the areas of engineering and technology. It enjoys a locational advantage as it is traditionally considered as the gateway to Central and Eastern Europe. Business sector in the Czech economy are mostly privatized, which is again a reason for the country being economically better positioned than many of the EU member nations.

The engineering sector of the Czech Republic comprises manufacturing of a wide range of machines including parts and accessories, which find their use in most branches of the manufacturing industry and other sectors such as agriculture, transport, forestry, metal manufacture, metallurgy, mining, textiles, paper and food industries and construction.

### Emergence of India as an investment hub

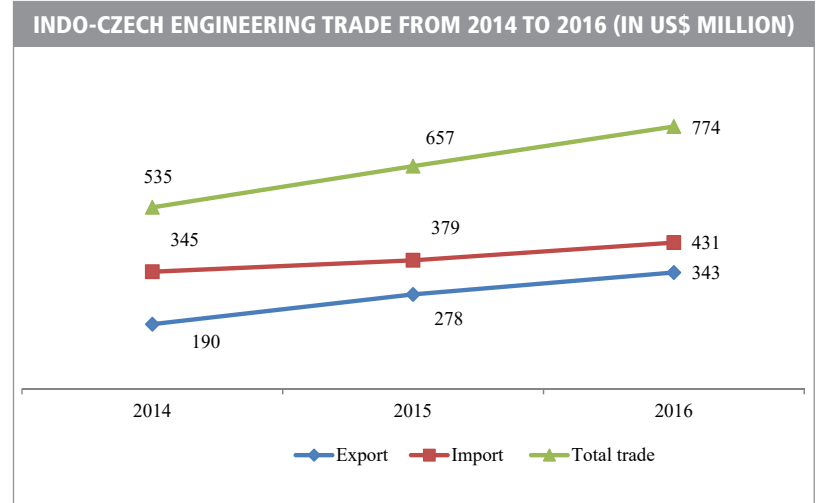
The Government of India has adopted a slew of measures related to socio-economic reform in the last few years including infrastructural development, liberalizing FDI norms for selected sectors, and taming interest rate to a moderately low level that has helped the third largest economy of Asia to be identified as one of the most attractive investment destinations in the world. Moreover, unique initiatives like 'Make in India' and 'Digital India' have also been instrumental in attracting businesses from overseas. In the last few years, the government has opened many sectors to foreign investments and relaxed stringency on foreign investment norms as well in some other sectors that has increased FDI in sectors such as defence, construction development, manufacturing sector, civil aviation, satellites-establishment/operation, etc. As a consequence of these reforms, India, for the first time, made its entry into the list of top-100 countries in World

Bank's ease of doing business ranking in 2018 by jumping 30 ranks forward. After a short-lived moderation in growth, the country has returned to high-growth path once again in the third quarter of the current fiscal and regained the tag of the fastest growing economy of the world by replacing China.

### Trade and investment ties: Strengthening with time

Following the broader merchandise trade as stated earlier, engineering trade between India and the Czech Republic is also on the rise. India's key engineering exports to Czech includes aircraft and spacecraft, products of iron and steel, auto components, electrical machinery and IC engines and parts while Czech exports into India mainly comprise engineering equipment, primarily auto components, machine tools, printing machines, devices and components for the power industry, bearings, injection pumps, and regulating and operating equipment.

The scenario is quite optimistic also on the investment front. In the past, Czech companies secured contracts for thermal power plants and gas pipeline. Nowadays, Czech companies are emerging as major investors in energy and finance sectors and are also bidding for infrastructural and industrial projects in India. Other thriving sectors of bilateral cooperation are engineering, information technology, medical equipment, chemicals and pharmaceuticals, bio-technology and nano-technology, science and technology which offer opportunities for higher trade and investment. Significant presence of Czech companies in India has led to the foundation of the Czech Business Platform, an informal association of Czech companies with



the goal of sharing best practices and experience on the Indian market. Indian reciprocation comes through the presence of leading Indian firms in sectors like IT, vehicles, tea, textile, pharmaceutical and auto components.

### Plethora of untapped opportunities

Despite a rise in bilateral trade, the contribution of Indian and Czech in each other's global import is far below 1 percent level, which essentially shows the opportunity for enhancing trade. Similarly, a meagre share of Czech businesses in India's total FDI also shows the need for a faster growth in investments in each other's geographical premises. Selection of India as the Partner Country in MSV BRNO 2017 by the Czechian Government or India's humble response in the same way in IESS 2018 implies strong intention of both the governments to deepen the bilateral relation especially in the field of economic affair. The Czech Government ranks India amongst the 12 priority countries for the promotion of mutual commercial, investment and other economic activi-

ties. According to the Embassy of the Czech Republic in New Delhi: "The Czech Republic understands India is on the right path with its 'Make in India' campaign and supports its cause." India's stable economy, favorable demography, rapidly expanding consumer market, stress on infrastructure building and strong inclination of the incumbent government towards aggressive reforms creates room for large-scale foreign investments and Czechia, with its established excellence in technology, is ready to tap this opportunity.

### To conclude

The objective behind forming the Indo-Czech Joint Working Group seems to have been successful so far as both the nations have experienced increased bilateral trade and investments leading to exploring new avenues of mutual interest and cooperation between them in the last few years. Trade shows like MSV BRNO 2017 and IESS 2018 clearly indicate the longing of both the governments to play a more prominent role in the economic development of each other.

## IESS VII - AGENDA

### CONFERENCE

8 MARCH 2018  
THURSDAY

TIME	MAIN CONFERENCE ROOM	CONFERENCE ROOM A HALL 1	CONFERENCE ROOM B HALL 1	CONFERENCE ROOM C HALL 2	CONFERENCE ROOM D HALL 2
10:00 - 12:00	Event Inauguration				
14:00 - 17:00		Global Sourcing Meet by Dubai Electricity & Water Authority	5 <sup>th</sup> meeting of Indo-Czech JWG on Heavy Engineering & Advanced Manufacturing (by invitation only)	Global Investment Forum - A Seminar on Inbound and Outbound Investment Opportunities from India	
15:00 - 16:15	India Czech Business Forum				

## ORGANIZER'S TAKE

## Gold Standards

**Ravi Sehgal, Chairman, EEPC India, is highly focused on enriching Indian engineering firms with global expertise through IESS VII 2018. He has worked well to understand the needs of the industry and has found ways to address them effectively.**

EEPC India  
www.eepcindia.org

When you are an advisory body sponsored by the Ministry of Commerce & Industry and actively contribute to the policies of the Government of India, there is a need to be at the forefront of industry activities. Ravi Sehgal, Chairman, EEPC India, is a firm supporter of the Indian manufacturing industry.

As the organizer of IESS VII 2018, EEPC India believes in creating a market platform that offers exporters of engineering products and services an opportunity to build contacts with importers, dealers, buyers, etc. Sehgal says, "It is fitting that we offer an apt theme this year. Hence the focus this year is 'Subcontracting Opportunities' and 'Innovation & Technology.'" The main show has two separate pavilions — 'India Subcontracting Expo 2018' and 'Innovation & Technology Pavilion'.

**Gearing up for transformation**

The idea of two separate pavilions seems to be working well for a platform like IESS. IESS has established

itself as the only sourcing show of India and the basic objective behind it is to establish India as an outsourcing hub for the engineering industry before the world. It is an opportunity for the Indian exporters to display their engineering brilliance before the visitors or prospective buyers from across the globe and to find effective business contacts with leading importers. The global firms from the engineering sector will also be exposed to a wide range of high-quality engineering items from India at highly competitive rates that will help them to get the required inputs.

Sehgal says, "With over 400 exhibitors, 500 overseas buyers and 10,000 trade buyers, every edition of IESS has been helping to raise the brand value of Indian engineering. This IESS also carries the same spirit."

There is a dire need to step up with global manufacturing that is gearing up for the next level of transformation accelerated by digitalization and exponentially growing technologies

such as internet of things (IoT), 3D printing, nano-technology, etc. These technologies are disruptive and changing the way the industry works today. They are what is now called as Industry 4.0.

**Indian manufacturing in for a makeover**

Sehgal says, "In India, under 'Make in India', the Government seeks to make the country a global manufacturing and investment destination. This initiative aims to increase the share of manufacturing in India's GDP. In its pursuit to foster best-in-class manufacturing infrastructure in India, the initiative is spearheading wider adoption of 'Industry 4.0' in the country." Industry 4.0 is very much required for industries to be at par with the global standard. It is expected to transform manufacturing in India by bringing operational efficiencies to manufacturing industries like automotive, electrical and industrial machineries. "The Government of India has created Green Energy Corridors to bring in more renewable energies to make smart grids that will support the variable input of renewable energies and create storage. India has committed over \$1 billion to this initiative and has started projects in many states, such as Andhra Pradesh, Rajasthan, Tamil Nadu, Gujarat, and Himachal Pradesh," says Sehgal.

In this respect, several Indian companies are partnering with other companies for developing new IoT and Machine to Machine (M2M) solutions. The Digital India initiative by the Government of India should enhance the focus on IoT and aid in tackling domestic challenges.

In order to facilitate Indian Micro, Small and Medium Enterprises (MSME) engineering units in upgrading technologies, EEPC India has inaugurated its first Technology Center at Bengaluru, and has plans to open another in Kolkata soon. Other such Centers

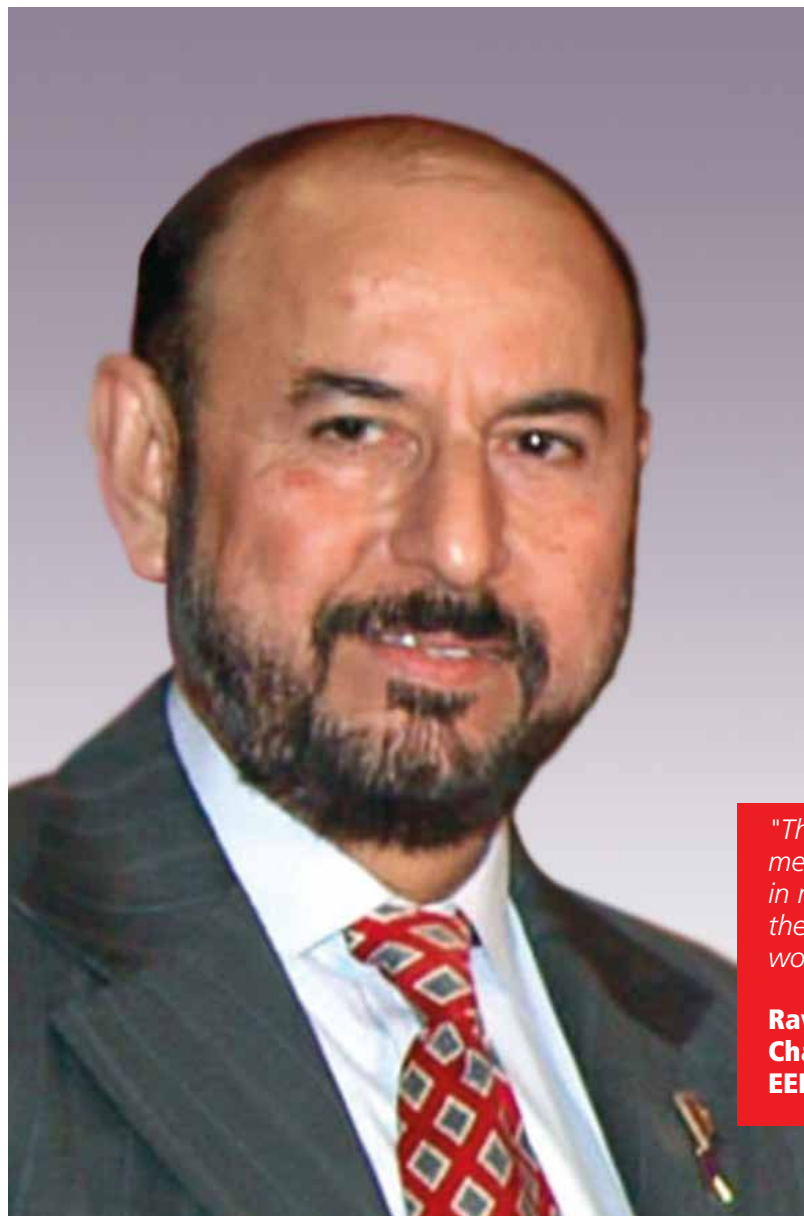
are planned across major engineering clusters in India. The objectives are to provide industry-academia interaction, create knowledge interaction grid, offer designing and testing facilities, and train on high-end software.

**India as a destination**

In terms of 'Make in India', the Government has invited leading global investors to invest in the selected 25 sectors and set up their own manufacturing units. In return, India offers its relatively cheaper but skilled human resources. The Government has also been helping them expand their businesses with business-conducive policies like liberalization of FDI norms, infrastructure development and low interest rate, among other things.

The launch of this initiative has met with success. Sehgal says, "There has been a gradual improvement in economic growth, mainly so in manufacturing. India has become the fastest growing country of the world replacing China. After 'Make in India' clarion call, the country attracted its highest-ever FDI of \$60 billion in 2016-17, while the manufacturing sector saw a substantial 38 percent increase in investment in 2016-17."

Foreign players brought in latest technology thus enabling Indian manufacturing to produce sophisticated and technologically developed products. Sectors like automobile, renewable energy, electronics and electrical products, roads & highways, textile and food processing etc. have seen considerable improvement in production as well as quality. The current pace of progress definitely assures to fulfill the goal of increasing the share of manufacturing GDP to 25 percent by 2022 from the current 16 percent. Speaking of Opportunities for Subcontracting, Sehgal says, "In segments like defence, India is dependent on imports. Substantial imports also shows the scope for growth of subcontracting units. If these subcontracting units can be brought under the supply chain, a considerable portion of imports can be substituted. Sub-contracting units are largely MSMEs and face constraints such as technological backwardness, limited access to finance, etc. IESS VII has a special emphasis and scheduled sessions focusing on the same. Industry experts are invited to participate. These sessions will eliminate bottlenecks for growth for MSMEs with feasible solutions."



*"There has been a gradual improvement in economic growth, mainly so in manufacturing. India has become the fastest growing country of the world replacing China."*

**Ravi Sehgal**  
Chairman  
EEPC India



**TAPPING OPPORTUNITIES**

# Going for Growth

**Bhaskar Sarkar, Executive Director & Secretary, EEPC India, has strong views on what it takes to India as a global supplier of engineering products. Here he tells us the efforts his organization has made to pitch India as the favored destination.**

**EEPC India**  
[www.eepcindia.org](http://www.eepcindia.org)

**T**here's a reason why the seventh edition of IESS is being held in Chennai. For one, Tamil Nadu is emerging as a strong industrial hub with substantial global investments across the state.

With an already existing strong industrial and manufacturing hub, Bhaskar Sarkar, Executive Director & Secretary, EEPC India, says, "The presence of strong industrial clusters near and around Chennai and in Tamil Nadu only strengthens our views for holding IESS VII 2018 here."

Importantly, South India, as compared to other regions, has always sought to promote industrial growth and, over the years, set up important industries through transparent procedures, removal of bottlenecks and quick decision making. For early Romans, Chennai was not just another trading port town; it was a city that was a key transit hub to carry out trade. As a state, Tamil Nadu ranks in the top 4

contributing states of India with its network of industrial parks offering developed plots and supporting infrastructure.

## The root of the hub is India

Considering that India is promoting manufacturing and Make in India, it is imperative that the country establishes itself as a preferred sourcing market place for the engineering sector to move up the value chain for high-value precision engineering, both for the domestic market and exports.

Sourcing shows are a great way to discover new products. Walking down the aisles, a business visitor may find an exciting new product that he wouldn't have otherwise thought of sourcing before. "Such shows include a "Start-up Launchpad" featuring innovative products from emerging suppliers. In short, sourcing shows are a sophisticated platform for conducting business on a national and international

scale and act as a catalyst for growth," adds Sarkar.

## Partnerships matter

The Czech Republic is the partner country at IESS this year. EEPC India has carefully scanned the horizon before settling on the country. This is because Czech Republic is an industrial nation and well recognized for its high-quality products and services. "The Czech Republic has developed an advanced social market economy and policies to shape up as a high-income welfare state. In addition, it enjoys a locational advantage as it is traditionally considered as the gateway to central and Eastern Europe," says Sarkar.

India is one of the important trading partners of the Czech Republic and total merchandise trade between these two nations crossed a record \$1 billion in 2016-17.

Czech firms have been participating in the development of India's industrial potential through its world-famous brands like Skoda, Tatra, Bata or Zetor since India's independence. Of late, it has emerged as a major investor in energy and finance sectors of India and also bidding for Indian infrastructural and industrial projects. "It is encouraging to know that the Czech Government ranks India amongst the 12 priority countries for promotion of mutual commercial, investment and other economic activities," says Sarkar.

According to the Embassy of the Czech Republic in New Delhi, "The Czech Republic understands India is on the right path with its 'Make in India' campaign and supports its cause". India's stable economy, favorable demography, rapidly expanding consumer market, stress on infrastructure building and strong inclination of the incumbent government towards aggressive reforms creates room for large scale foreign investments and Czech,

with its established excellence in technology, is ready to tap this opportunity.

## On top of things

One of the reasons why IESS stresses on the engineering aspect of India is the country strides in making a profound impact on the brand perception about Indian engineering. The engineering sector which is predominantly an MSME driven sector is a major contributor to exports. The MSME sector is largely responsible for creating the brand image of India as a quality and reliable supplier of engineering goods and services. Sarkar says, "We undertook a series of industry consultations and launched 'Brand India Engineering' in 2014, under the aegis of Department of Commerce, Government of India. The objectives of the initiative were to bring a 360° change in global perception about Indian engineering; create a global brand image of Indian engineering products & services; demonstrate Indian engineering capabilities; project India as a hi-tech engineering outsourcing destination; and enhance credibility of Indian engineering suppliers and their products."

EEPC India has also launched an e-catalogue under its Brand India Engineering initiative that will showcase India's leading manufacturer suppliers with globally certified quality manufacturing credentials such as ISO, CE, ASI, DIN, etc., in select engineering sectors. At present, the e-catalogue covers electrical machinery, textile equipment, pumps and valves and medical devices.

While engineering contributes 25 percent to India's overall exports, it accounts for only 1 percent of global engineering exports. "We are making sustained efforts to enhance the global footprint of Indian engineering products and increase its global share. IESS is one such effort in our journey," ends Sarkar.

*"We are making sustained efforts to enhance the global footprint of Indian engineering products and increase its global share. IESS is one such effort in our journey."*

**Bhaskar Sarkar**  
**Executive Director & Secretary**  
**EEPC India**



Source: Engineering Export Council of Egypt

*"We will present the capabilities of the Egyptian engineering sector so that others can source from them."*

**Maha Saleh**  
Executive Director  
Engineering Export Council  
of Egypt

Engineering Export Council  
of Egypt  
[www.eec-eg.org](http://www.eec-eg.org)  
Hall & Stall: H1 / A-13



## FACILITATING BUSINESS

# A Global Platform

**The Engineering Export Council of Egypt is actively seeking out global companies to enhance Egypt's exports.**

The Engineering Export Council of Egypt supports its member companies to enhance their presence in global markets. It is one way of attracting foreign investment so that they can export their goods and services. Maha Saleh, Executive Director, Engineering Export Council of Egypt, says that IESS VII 2018 is highly instrumental in helping them in their mission. She adds, "Specialized international engineering shows offer an excellent platform for showcasing products, technologies and innovations in the engineering field to the world. They create the right atmosphere and help eager companies explore business opportunities, and demonstrate technologies, promoting their dissemination worldwide." The Council has participated in IESS VII to explore possible partnerships with similar entities worldwide, foster cooperation between engineering companies in Egypt and seek out potential international partners.

### Opportunities galore

Saleh says that they are targeting export promotion councils or associations with which they can join forces to promote cooperation between respective member companies. "We also aim at presenting the capabilities of the Egyptian engineering sector to companies who could be potentially interested to source from Egypt, as well as businesses seeking to explore investment opportunities in the country," she says. For Saleh, participating in the current edition of the event is an opportunity to learn closely about IESS, and to see how the Council can plan for the participation of Egyptian companies in its next edition. She adds, "We intend to network with counterpart entities, exhibitors and overseas delegates to discuss possible linkages with Egyptian companies, and will deliver a presentation on the opportunities investors are offered in Egypt, it being a gateway to the world."

## ELECTRONIC & ELECTRICAL CABLES

# Communication Cables from Spectrum Cable-Tech

Leading manufacturer and supplier of electronic and electrical cables, Spectrum Cable-Tech has introduced communication cables that find applications in the telecommunication industry. The RS-485 and the RS-232 communication cables have been manufactured using high-quality raw material and advanced technology in adherence with industry norms. The cables are tested against various quality measures so as to ensure their quality.

### Construction specs

- Annealed bare/tinned high-conductivity copper.
- PVC/PE/Cellular PE insulated.
- Insulated cores twisted to form a pair.
- Pairs laid up in sub-units/units in concentric layers, taped Overall PVC sheathed.
- Individual and or overall shielding with aluminum-Mylar tape/copper tape/lapping/braiding provided depending upon the requirement.
- Armouring provided with an extruded inner ZHFR/FRLS/PVC/PE sheath and overall sheath of ZHFR/FRLS/PVC/PE wherever required.

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



Source: Spectrum Cable-Tech

Source: BAC ASIA PTE LTD

## INDUSTRIAL DEGREASERS

# Going Green

**Participating in trade events has always been of great advantage to BAC. The company is here at IESS VII 2018 to repeat its history with its broad range of eco-friendly degreasers, decontaminants, and fire extinguishers that serve almost all industries.**

BAC has participated in numerous events and fairs across Asia in the past two years to introduce its innovative green technologies, namely eco-friendly degreasers, decontaminants and fire extinguishers. The company has always gathered significant amount of contacts at trade fairs and got them converted into its loyal customers. "Our experience is that in Asia, unlike in Europe, commercial fairs are more likely to be visited by our potential customers. So, fairs like IESS are definitely worth visiting," says Jan Broz, Director, BAC ASIA.

"As the non-corrosive ESO-SEPT contains no toxic chemicals, it is not dangerous or irritable to humans – its use is quite simple and safe. Its most common application areas include septic tanks, sumps, dry toilets etc," he explains.

### BAC's focus at IESS VII 2018

"The application of our product portfolio is quite large as any business needs to degrease something at one points. In general, it is O&G, manufacturing, military, marine, automotive, chemical industry, food manufacturing, remediation of land/soil/sand, hospitality etc.," adds Broz. BAC expects to meet industry experts at the event, explore new trends in the industry, gauge its competition and mainly, meet as many prospects as possible to turn them into its "satisfied customers". The company has a booth inside the Czech Republic exposition. "We participate on related events organized both by the fair organizers and Embassy of the Czech Republic. We hope to get more attention as the fair is visited by the Minister of Industry and Trade of the Czech Republic," informs Broz.

### On the showcase

BAC ASIA is displaying its long-standing successful product portfolio of eco-friendly degreasers, decontaminants and fire extinguishers at IESS 2018. However, there is a new entrant in its broad array of products which will be the highlight at the event. "This year, we have added our bio-enzymatic product line for display," informs Broz. Bio-enzymatic preparation, ESO-SEPT contains high-quality natural bacteria suitable for application in sumps and septic tanks. The compound decomposes highly complex organics such as fat, starch, proteins and cellulose. It liquefies sludge in sumps and septic tanks, reduces smell and liquefies sediments in pipes and protects the sewage system from failure.

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



## METER HOUSING

## Protecting the Online Measuring Device

Ensuring quality at all stages of manufacturing leads to the production of highly reliable components that guarantee continuous and consistent functional reliability.



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

Measuring various fluid parameters is common to most of the process industries, and meters are the most important components for accuracy of any such measurement. Thus, these delicate components need a continuous 360 degree protection. In IESS VII, Mangala Auto Engineering Products is displaying a housing that offers uncompromising protection to any online meter.

**Manufactured sophisticatedly**

The meter housing, which is mostly used in the US industry, is manufactured through High Pressure Die Casting (HPDC) and machining,

that ensure cavity-free, robust construction of the housing.

As per the application requirement, the meter housing needs to be totally leak proof to prevent seeping of the fluid. Even the machined areas need to be critically checked for zero leakage. All meter housings are tested through Helium Leakage Test at 6 bar pressure for 30 seconds to ensure their online reliability.

**Quality assurance through meticulous manufacturing**

**Melt Quality:** The molten metal is treated in a programmable, automatic Metal Treatment Station for optimum degassing and fluxing.

**Metal Injection Quality:** The HPDC machine used is one with programmable proportional control valves (with feedback). This ensures effective metal injection parameters.

**Die Condition:** Maintenance and upkeep of dies is regularly scheduled including stress relieving and matching so that the cavity remains securely locked during operation.

**Machining:** Usage of the right cutting tools and optimum speeds and feeds for cutting ensure that all machined areas, including threads, are leak proof.

## FACTORY METROLOGY

## Quality Matters

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

An account of how Dran Engineers secured timely and quality deliveries with FARO's FaroArm devices.

The automotive components manufacturer, Dran Engineers Pvt Ltd (Dran Engineers) started its operations in 1982 by handling small assemblies for the automotive industry in Pune, India. Fast forward to today, the company now has branch offices in Delhi and Chennai, and largely focuses on delivering turnkey projects for major automobile clients, including Tata Motors, Mahindra, Bajaj, Maruti Suzuki India Ltd, and Royal Enfield. The delivery of consistent quality over the course of the last 30 years has brought Dran Engineers success, allowing it to grow, evolve, and excel as a one-stop solution provider.

A choice partner for automotive companies in India, Dran Engineers fulfils the entire planning and production process – all the way from outlining the project's operational

framing to execution – for its clients. This includes obtaining a brief with given parameters from clients, engineering the entire turnkey process, evaluating the equipment list, designing the plant layout, providing tool design and manufacturing expertise, assembling the complete set-up after inspection, and finally, shipping the end product to its client's site.

**Over a decade with FARO**

The manufacturer credits its success today to its strict stance on consistency. 12 years ago, it expanded from handling small assemblies to manufacturing jigs and fixtures. Along with that move, Dran Engineers realized it had to replace its inspection methods as well – giving up conventional measurement tools like Vernier caliper, height gauges, and cantilever Coordinate Measuring

Machines (CMMs) for FARO's advanced portable 3D measurement solutions – to achieve better accuracy, precision, and productivity in its operations.

"When we started to tackle more complicated processes like assembly inspection, welding fixtures, CNC machining fixtures, and measuring precision machined components, we immediately considered FARO's measurement solutions," said Sachin Nagpure, Director, Dran Engineers. "With FARO, we were assured that each measurement and scan would be accurate and consistent, and those were important factors for us."

The manufacturer has since invested in a total of three FaroArm devices – the FARO Platinum, the FARO Prime, and the FARO Edge. These coordinate measuring machines (CMMs) are advanced portable metrology solutions that enable manufacturers easy verification of product quality by performing tasks including 3D inspections, tool certifications, computer-aided design (CAD) comparison, dimensional analysis, and reverse engineering.

**Before and After**

In the beginning, Dran Engineers tried to apply its conventional measurement tools to inspect the fixtures in its turnkey projects. However, it was not long before the team noticed that the results were inaccurate. At Dran Engineers, component sizes can vary from 1 to 10 m, and weigh between 5 kg to 50 kg. In fact, fixtures can even measure up to metric tons in weight, which makes it physically challenging to conduct manual measurements. The conventional tools were unable to provide accurate measurement recordings, and the process was often time-consuming, which was a major inconvenience for the manufacturer. Since adopting FARO's solutions, the team at Dran Engineers has experienced a complete change in the inspection process, as FARO now satisfies their measurement needs. The FaroArm devices provided the manufacturer with vital measurement support in important application areas, including calibration, inspection, dimensional calculations, quality control, and free-form component inspection. Used up to 16 hours daily in the production zone, the FaroArm is constantly relied on for fixture inspections, and it provides operators with accurate measurements in half the time than the manual process used to take. Nagpure shared, "All fixtures are inspected by our FaroArm devices and results have been consistent. The best thing is that the entire measurement and inspection process now takes us just 5 hours from the previous 10 hours!"

**Challenge**

Dran Engineers had to replace its conventional inspection methods with the advanced ones to tackle more complicated processes like assembly inspection, welding fixtures, CNC machining fixtures, and measuring precision machined components.

**Solution**

FARO's FaroArm devices provided operators with accurate measurements in half the time than the manual process.

POWER SOLUTIONS

# Transforming the Rules

**Sumit Gupta, Director, Purevolt Products, has strengthened the company's exports. He is now looking at regions within India.**

Most Indian companies are venturing into exports now as it proves their quality standards. The manufacturer of Servo voltage stabilizers, isolation transformers solar inverters, among other things, Purevolt Products, is one company that garners a major share of its revenue from exports. Sumit Gupta, Director, Purevolt Products, says, "IESS or any other engineering shows are instrumental in promoting our engineering and electrical goods to a wider audience. It gives us a glimpse into the market demand and the expectations from buyers. That helps us in further upgrading our technologies and offering better products."

## A new market

At IESS VII 2018, Purevolt Products is

offering power conditioning products like Servo voltage stabilizers, automatic voltage stabilizers, variable auto transformers, isolation transformers, constant voltage transformers, sine wave inverters, solar inverters, home UPS, online UPS etc.

Gupta says, "Our major focus is on Servo Voltage Stabilizer as this product is widely needed by mainly developing countries like Africa and some Arab countries where the electrical supply is not stable and constant fluctuations leads to a lot of failure and production loss."

As a growing export company, its target audience at the event is overseas visitors. The company is also looking to appoint new dealers in the South Indian region so expects to see good footfall from local Indian buyers.

Gupta adds, "We are promoting our products to our maximum ability to all visitors and making them understand how our products can help them reduce their maintenance failures and the benefits they can accrue by using our products. We are doing backend marketing to ensure good brand presence and footfalls at our stand." The company expects IESS to provide them with a great platform to showcase its products and help find new buyers and importers.

**Purevolt Products Pvt Ltd**  
[www.purevoltindia.com](http://www.purevoltindia.com)  
**Hall & Stand: H1 / C-11**



Source: Purevolt Products Pvt Ltd

"Our major focus is on Servo Voltage Stabilizer as this product is widely needed by mainly developing countries like Africa and some Arab countries where the electrical supply is not stable."

**Sumit Gupta**  
**Director**  
**Purevolt Products Pvt Ltd**



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# Gears and Gear Drives (India) Pvt Ltd



Our Address: No.21, Orrkay Industrial Area, Battarahalli, Old Madras Road, Bangalore - 560049

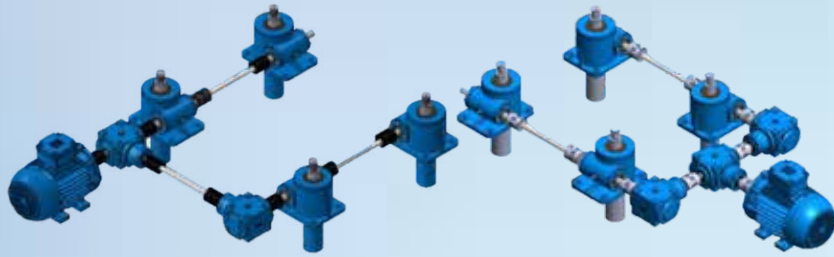
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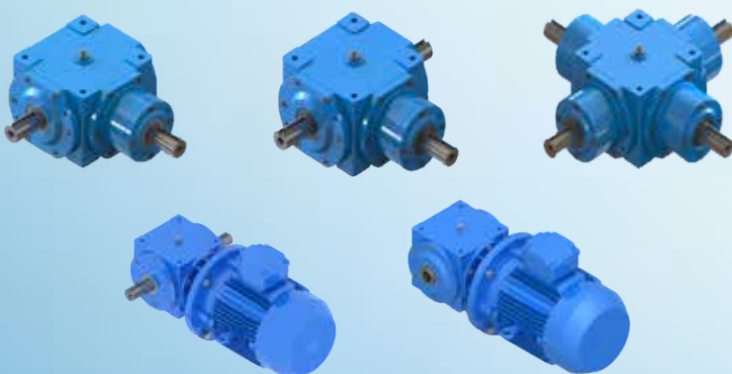
## Certified Lifting Systems



## Screw Jacks

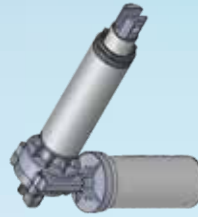


## Bevel Gearbox



With Motor Mounting Flange

## Some of our New Products



Antenna Actuators



Side Mounting Jacks



Hardness Testing Jacks

## Defence Products



Outrigger

## Solar Actuators



### Universal Joints



Phase Shifter



Sprockets



Spur Gear



Bevel Gears ( Straight tooth - Gleason or DIN Std )



Worm Wheel



Spiral Bevel Gear / Hypoid Gear



Helical Gear



Face Gear



Screw Shaft  
(Acme & Metric Trapezoidal)



Worm Reducer



Worm Shaft  
( To Customer Specification )



Spline Shafts

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