



CONCURRENT SHOW



26 JAN - 1 FEB 2017

# SHOW DAILY

The official showdaily of IMTEX 2017

DAY 3 | SATURDAY, JANUARY 28, 2017

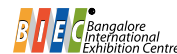
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Indian Machine Tool  
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Bangalore  
International  
Exhibition CentreApproved  
EventVISIT US  
**IMTEX 2017**  
HALL 3-C, STALL C10426<sup>TH</sup> JAN - 01<sup>ST</sup> FEB  
BIEC, BANGALORE

## PLUS HIGHLIGHTS OF THE DAY

- ➔ Unveiling of Experience Zone - BIEC journey  
(Venue: 'Gulmohar' Hall, Conference Centre, BIEC)
- Tour of BIEC facilities - 16:00 - 17:00 hrs



### Global Infrastructure

## Be the Change YOU WISH TO SEE

**Bangalore International Exhibition Centre (BIEC) home to IMTEX—the largest machine tool show in South East Asia, celebrates its 10<sup>th</sup> Anniversary. Read on to know more on how this state-of-the-art facility help put India on the Map for International Exhibitions.**

Members of the Indian Machine Tool Manufacturers' Association (IMTMA) have always been quick to see challenges as stepping stones to growth and success. Having witnessed first-hand, the impact that machine tool exhibitions had on manufacturing industries in Europe and America, the association came to the decision to build a venue themselves. After due deliberations, it was decided that the exhibition centre be set up in Bangalore, as the city had substantial machine tool and manufacturing companies and also the support infrastructure.



BIEC (Bangalore International Exhibition Centre), India's premier exhibition-cum-conference facility is turning 10 years old.

### Global Infrastructure

## वह परिवर्तन बनो जो तुम देखना चाहते हो

बेंगलूर इंटरनेशनल एक्झिबिशन सेंटर (बीआयईसी), इमटेक्स का घर...जहां दक्षिण पूर्व एशिया के मशीन उपकरण की सबसे बड़ी प्रदर्शनी का आयोजन किया जाता है, वह अपनी 10वीं वर्षगांठ मना रहा है। इस अत्याधुनिक सुविधाने भारत को आंतराष्ट्रीय नक्शे पर कैसे बिठाया यह जानने के लिए आगे पढ़िए.....

इंडियन मशीन टूल मैनफैक्चरर्स एसोसिएशन (आयएमटीएमए) के सदस्य किसी भी चुनौती को शीघ्रता से विकास तथा सफलता की शुरूआत के नजरिये देख लेते हैं। यूरोप तथा अमेरिका में मशीन उपकरण प्रदर्शनीयों का विनिर्माण उद्योगों पर पड़ा प्रभाव प्रत्यक्ष में देखकर एसोसिएशन ने अपने लिए

### Global Infrastructure

## 標題 做出您需要的 改變

介紹班加羅爾國際展覽中心 (BIEC) 是 IMTEX--東亞與南亞最大的工具機展，今年我們共同慶祝其成立十週年。透過閱讀，讓我們了解更多關於這個最先進的設備的展場如何幫助印度在國際展覽版圖上開疆拓土。

印度工具機製造商協會 (IMTMA) 的成員一直很迅速的面對挑戰，並將看成是成長和成功的試金石。在此我們親眼目睹了工具機展覽對於歐洲和美國製造業的重大潛力，故該協會決定建立一個場地，這不僅有助於展商更好地展

### Global Infrastructure

## Sei die Änderung, die du sehen möchtest!

**Bangalore International Exhibition Centre (BIEC) das Heim zu der IMTEX Ausstellung - die größte Werkzeugmaschinenchau in Südostasien, feiert sein 10. Jahres Jubiläum. Lesen Sie weiter, um mehr darüber zu erfahren.**

Die Mitglieder des Verbandes „Indian Machine Tool Manufacturers' Association“ (IMTMA) haben sich stets bemüht, Herausforderungen als Opportunitäten für Wachstum und Erfolg zu sehen. Nachdem der Verband, die Auswirkungen der Werkzeugmaschinenausstellungen auf das Fertigungsindustrie in Europa und Amerika erlebt hatte, kam der Verein zu der Entscheidung, selbst einen Veranstaltungsort zu bauen. Dieser Veranstaltungsort bietet nicht nur Ausstellern die Möglichkeit, ihre Angebote am besten zu präsentieren, sondern bietet Indien als Land auch die Möglichkeit auf die Weltkarte im Bezug auf ausgezeichnete Infrastruktur für Messen zu präsentieren.

Jamshyd N Godrej, Chairman Exhibitions - IMTMA, erklärt: "Die Infrastruktur an diesen internationalen Veranstaltungsorten ermöglicht, dass das Programm aufgrund ihrer erstklassigen Infrastruktur und Plug-and-Play-Einrichtungen viel leichter organisiert lässt."

Nach Überlegungen wurde beschlossen, das Messegelände in Bangalore zu errichten, denn die Stadt verfügte über bedeutende Werkzeugmaschinen und

To be continued on 6

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“IMTMA decided that from conceptualisation to design, execution and operations it needed to adhere to green standards and obtain LEED certification.”

**Jamshyd N Godrej**  
**Chairman Exhibitions**  
**BIEC**

From page 1 ▶

## More than an exhibition space

IMTMA felt that an exhibition centre will be truly world class when it is built as a green building inculcating global best practices. "With this parameter in mind," Jamshyd N Godrej, Chairman Exhibitions, BIEC, avers, "IMTMA decided that from conceptualisation to design, execution and operations it needed to adhere to green standards and obtain LEED certification."

## Progress so far...

BIEC, over the past 10 years, has hosted over 220 exhibitions occupying over 1500 days making it a prominent infrastructure in the exhibition industry in India.

Additionally, BIEC has put Bangalore as well as India on the global map as one of the countries to look out for hosting big exhibitions.

## Onward and upwards

IMTMA also believes that the support extended by the Government of India and the Government of Karnataka in making BIEC a successful venue has been exemplary as they have brought some of their flagship events to BIEC bringing delegates and participants from many countries.

So much so that the growing demand for exhibition space has recently been met with the addition of a new hall (17,500 sq mt) making the venue capacity to 60,000 sq mt. IMTMA and BIEC will continue to support the needs of the machine tool sector as and when required.

एक ऐसा स्थल बनाने का निर्णय लिया जो प्रदर्शकों को सुविधा तो देगा, लेकिन उनके उत्पाद को बहेतरनी तरीके से प्रदर्शित करने की क्षमता रखेगा और जिसका भारत के नक्षे में वतौर उत्कृष्ट सुविधावाला व्यापारी प्रदर्शनी स्थल ऐसा स्थान होगा।

आयाएमटीएमअे के प्रदर्शनी अध्वक्ष जमशीद एन टाटा ने इस स्थल को परिभाषित करते हुए कहा, “ऐसी बुनियादी सविधावाले आंतर्राष्ट्रीय प्रदर्शनी स्थल में विश्वस्तरीय सुविधा तथा प्लाग अँड प्ले जैसी बुनियादी सुविधाओं के कारण प्रदर्शनी का आयोजन करने में अधिक आसानी होती है।”

काफी विचारविमर्श के बाद यह निर्णय लिया गया कि ऐसा प्रदर्शनी केन्द्र बंगलुरु में ही प्रस्थापित किया जाना चाहिए, क्योंकि यह एक ऐसा शहर था जिसके पास पहले से ही पर्याप्त मशीन उपकरण, निर्माण कंपनी तथा बुनियादी सुविधाओं का समर्थन था।

एक प्रदर्शनी अंतरिक्ष से भी अधिकः

आयएमटीएमअ ने महसूस किया कि प्रदर्शनी केन्द्र वास्तव में तब विश्वस्तरीय होगा जब वह हरी इमारत के रूप में पर्यावरण पर कोई प्रतिकूल प्रभाव नहीं पड़ने देगा तथा वह सर्वोत्तम वैश्विक प्रथाओं की पुष्टि करेगा।

गोदरेज ने वृद्धतापूर्वक कहा, “इन मापदंड को ध्यान में रखते हुए आयएमटीएमझे ने यह निर्णय लिया कि अवधारणा से रचना, अमल तथा संचालन तक इसे हरे मानक का पालन करने की आवश्यकता थी जिससे हमें एलइडई प्रमाणीकरण मिल पाए। लीड प्रमाणीकरण को प्राप्त करने हेतु कुछ आवश्यक पहल हमने निर्माण चरण में ही लागू की थी।”

अब तक हुई प्रगति.....

पिछले 10 वर्षों में वीआयडूसी ने 220 से भी अधिक प्रदर्शनीयों की मेजबानी की है, 1500 दिनों तक वह उपयोग में रहा, जिसके चलते यह भारत में प्रदर्शनी उद्योग में एक प्रमुख वनियादी ढांचा बन गया है।

यूएफआय, आयएइड जैसे अन्य कई आंतर्राष्ट्रीय तथा घरेलू संस्थाओं के साथ वीआयइसी का जुड़ाव केवल वीआयइसी को ही बढ़ावा नहीं देता, लेकिन प्रदर्शनियों को देश में आकर्षित कर बान्ड इंडिया को भी बढ़ावा देता है, इस प्रकार व्यापार और उद्योग को भी बढ़ावा मिलता है," आयएमटीएमए के महानिदेशक एवं मुख्य कार्यकारी अधिकारी वी अनव ने आगे कहा।

इसके अतिरिक्त, वीआयडसी ने विश्व के नक्षे पर भारत तथा बंगलुरु को एक बड़ी प्रदर्शनीयों की मेजबानी करनेवाले देश के रूप में विटा दिया है। “यह बड़े पैमाने पर व्यापार तथा निवेश के लिए सक्षम है। इसके आगमन के रूप में हम आज देख सकते हैं कि यूरोप, मध्यपूर्व, दक्षिणपूर्व एशिया, सुदूर पूर्व एशिया और भारत के अन्य भागों से आयोजक वीआयडसी में प्रदर्शनी का आयोजन करते हैं,” गोदरेज ने जोर देते हुए कहा।

આગે બઢો, ડર્ધગામી બનો

आयएमटीएमअे को लगता है कि वीआयइसी को एक सफल प्रदर्शनी अंतरिक्ष बनाने में भारत सरकार तथा कर्नाटक सरकार का अहम समर्थन रहा क्योंकि उन्होंने किये हुए कुछ महत्वपूर्ण कार्यक्रम में कई देशों के प्रतिनिधि तथा प्रतिभागी इस स्थल पर आए।

और तो और प्रदर्शनी अंतरिक्ष के लिए बढ़ती मांग को हाल ही में एक नया हॉल (17,500 चौ मी का) बनाकर पूरी की गई, जिससे इस स्थल की क्षमता अब 60,000 चौ मी हो गई है। आयएमटीएमए तथा वीआयडूमी मशीन उपकरण क्षेत्र की ज़रूरतों के लिए आवश्यकतानुसार समर्थन करते रहेंगे।



Source: IMTMA

示他們的產品，還使印度具備了良好的貿易展覽基礎設施的藍圖。

IMTMA的展覽會主席JAMSHYD N GODREJ表示道：“這些國際展覽館的基礎設施完備，透過展場擁有世界一流的基礎建設和即插即用設備搭配，將更加容易地將展覽會加以組織起來。

經適當審核後，印度政府決定在班加羅爾設立展覽中心，因為該市擁有大量工具機製造公司和完善的基礎設施。

## 不只是一個展覽的建築空間

IMTMA認為，當一個展覽中心被建造成一個綠色的建築，就是帶給了全球最佳的實踐典範並且不會對環境造成任何不利的影響時，它將是真正的世界級場館。“考慮到這個關鍵特點，”GODREJ AVERS”，IMTMA決定從概念化到設計，執行和整體操作，都需要遵守綠色標準並獲得LEED認證。一些對獲得LEED認證至關重要的措施，恰好是在施工階段所確實遵守實施的。

發展到目前為止...

BIEC在過去的10年間，已經舉辦了超過220個展覽，場地總使用時間更超過了1500天，已經成為了印度展覽業當中最為突出的重要展覽場地。“BIEC與UFI，IAEE等國際和印度國內協會的緊密連結不僅促進了後來BIEC的誕生，並且通過吸引各國菁英前來參展，進而促進了印度的貿易和工業，”IMTMA總裁兼首席執行官V Anbu補充地說道。

此外，BIEC已將班加羅爾和印度納入全球展覽會指南，作為主辦大型展覽會的國家之林。“這使得巨量的貿易和投資成為可能。時日至今，我們看到了來自歐洲，中東，東南亞和遠東亞洲的各種組織，已在建構他們在BIEC與印度其他地方的各種方案，”Godrej斷言道。

## 持續前行與向上提昇

IMTMA還認知到，印度政府和卡納塔克政府為了使BIEC成為一個成功的展場，所以提供了更大力度的支持，這形成了一個良好的典範，因為他們來自許多國家的代表和參與者的一些頂級的活動也帶來了BIEC，

因此，最近增加了一個新的展覽大廳（佔地17500平方米），使得場地總面積超過了6萬平方米，對展覽空間的需求不斷增長。IMTMA和BIEC將在必要時持續地支持工具機部門的需求。

Produktionsbetriebe sowie über die  
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## Mehr als ein Ausstellungsraum

IMTMA dachte, dass ein Ausstellungszentrum wirklich Weltklasse sein könnte, wenn es als ein grünes Gebäude konzipiert wird. Dabei wurden die besten Lösungen und umweltfreundliche Materialien eingesetzt. „Mit diesem Parameter im Kopf“, sagt Godrej, „entschied IMTMA, dass von der Konzeptualisierungsphase bis zu der Design-, Ausführungs- und Operationsphase die Standards für die LEED-Zertifizierung behalten wurden. Einige Initiativen, die für die LEED-Zertifizierung notwendig waren, wurden in der Bauphase eingeführt.“

## Bisherigen Fortschritt

BIEC, hat über 220 Ausstellungen, in den vergangenen 10 Jahren veranstaltet. Diese Ausstellungen gingen über 1500 Tage und dadurch hat BIEC ein Renommee als eine herausragende Infrastruktur in der Ausstellungsindustrie in Indien erworben. "Die BIEC-Mitgliedschaften in internationalen und nationalen Verbänden wie UFI, IAEE und anderen haben die BIEC gefördert. Dabei wurde die Marke Indien gefördert, indem die Ausstellungen in das Land gelockt wurden und so den Handel und die Industrie geförderte", ergänzt V Anbu, Generaldirektor und CEO, IMTMA.

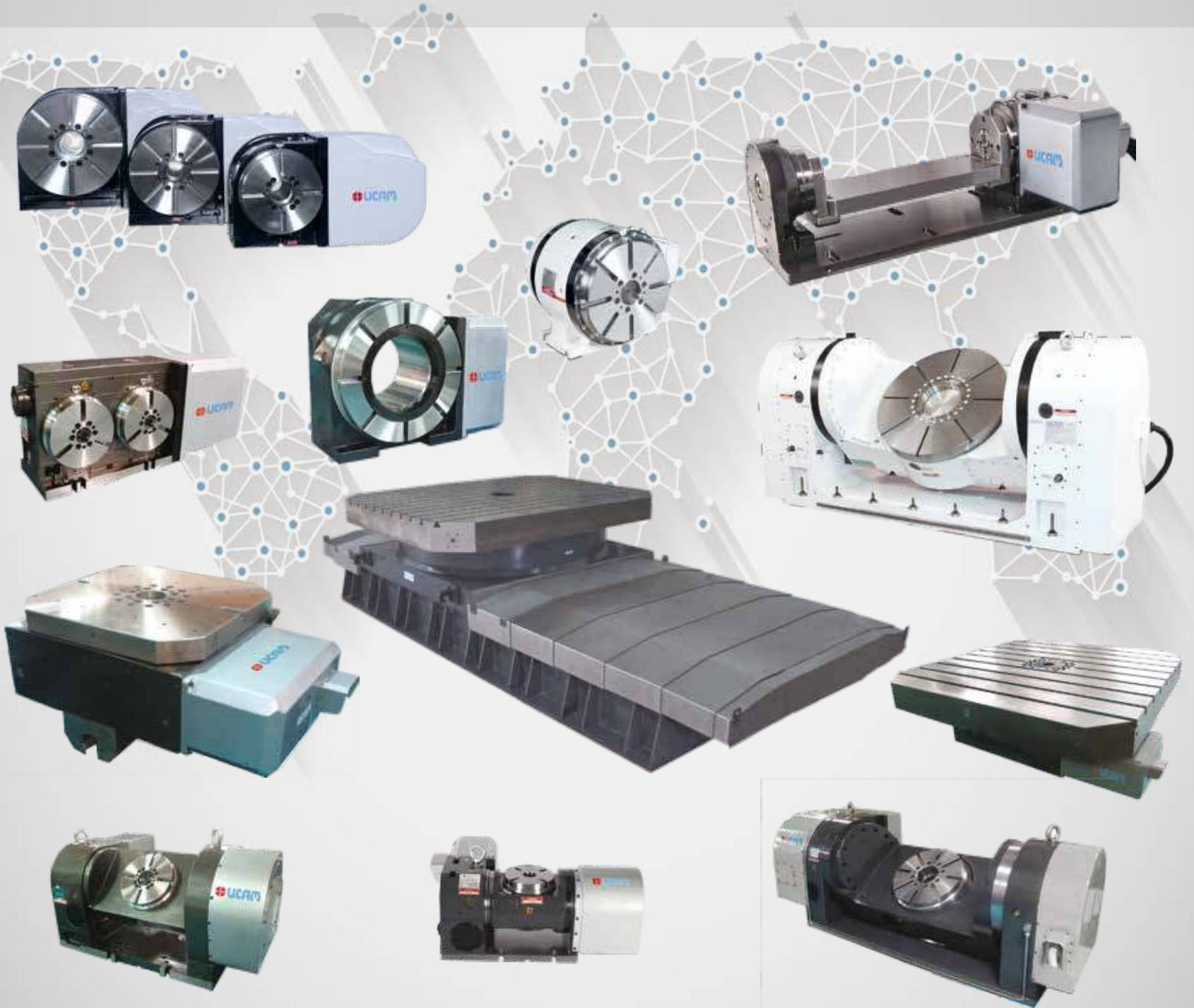
Darüber hinaus hat die BIEC, nicht nur Bangalore sondern auch Indien als ein Standort für internationale Ausstellungen, auf die globale Karte gesetzt. "Dies ermöglicht Handel und Investitionen. Wegen dieser Gründe sehen wir Organisatoren aus Europa, dem Nahen Osten, Südostasien und Fernostasien, die ihre Veranstaltungen in BIEC bzw. Indien organisieren wollen", erläutert Godrej.

## Vorwärts und aufwärts

IMTMA glaubt auch, dass die Unterstützung durch die indische Regierung und die Regierung von Karnataka bei der BIEC Erfolg ist sehr wertvoll. Die Regierung hat dafür gesorgt dass sie einige ihrer Flaggschiff-Veranstaltungen zum BIEC gebracht haben, und hat dadurch viele Besucher und Teilnehmer aus vielen Ländern zum BIEC gebracht. Dies führt dazu, dass vor kurzem die wachsende Nachfrage nach Ausstellungsflächen mit einer neuen Halle (17500 qm) erfüllt wurde. Dadurch wurde die Veranstaltungskapazität auf 60.000 qm erweitert. IMTMA und BIEC werden die Bedürfnisse der Werkzeugmaschinenbranche nach Bedarf weiter unterstützen.



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Tachyon is a hypothetical imaginary particle that travels faster than light, conceptualized by a team of scientists that included Indian Scientist V K Deshpande and E C G Sudarshan in 1962.

Named after the faster-than-light particle, TACHYON from Jyoti CNC Automation is a high dynamic CNC Vertical Drill Tap Center. It is specially designed for faster drill tap operations to cater the most sophisticated applications of automobile, Surgical and Telecommunication.

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The TACHYON PERFUME, a signature fragrance specially created for Jyoti CNC customers, was launched at their booth at IMTEX on January 27, 2017.



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The first ever Reverse Buyer Seller Meet (RBSM) organised by IMTMA and EEPC India kicked off yesterday with the participation of 56 buyers from 19 countries. The first day of the event was packed with B2B meetings between the visiting buyers and Indian Machine Tool manufacturers. The three-day event has been organised with an aim of providing a platform for Indian participants to interact with decision makers from around the world.

"The event presents the rare opportunity for Indian manufacturers to directly meet international dealers," explained Jamshyd N Godrej, Chairman - Exhibitions, IMTMA, "We hope that partnerships will emerge from this initiative, which then will lead to certain business coming in over time."



"We hope that partnerships will emerge from this initiative, which then will lead to certain business coming in over time"

9



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## E-commerce

## Procuring Just GOT EASIER!

**Dedicated e-commerce portal for industrial products of India celebrates completion of two years.**

Technocart.com is a pioneering e-commerce website exclusively for trading a wide range of industrial products for the manufacturing and fabrication sectors. A venture by S&T Engineers, Technocart benefits from two decades of the parent company's experience with reliable & affordable technology and a keen understanding of the needs and expectations of Indian manufacturers.

The product umbrella includes cutting tools, hand tools, power tools, measuring equipment, machinery & spares, electrical & IT accessories, safety & security, pneumatic & hydraulic, as well as maintenance,

office products, automobile lubricants and DIY tools.

Since its inception two years ago, the site has gained around three lakh registered users, comprising decisionmakers and influencers from India's manufacturing scenario. The product catalogue exceeds over one lakh original commodities.

"Regular buyers from the site make around 14 percent annual savings on procurement of components," proclaims S Karthik Swaminathan, General Manager, Technocart.com.

The site guarantees genuine products, secure transactions and special packages for bulk orders. Moreover, there is a special offer going on for IMTEX 2017 visitors who register on the site now. Details are available on the portal.



“Regular buyers from the site make around 14 percent annual savings on procurement of components.”

**S Karthik Swaminathan**  
General Manager  
Technocart.com



**Technocart.com**  
www.technocart.com  
Hall 3A, Booth B106



At a press conference organised yesterday Shailesh Sheth, Chief Advisor, IMTMA (2<sup>nd</sup> from L) declared that even in the thick of demonetisation, machine tool demand in the country actually grew by 22 percent in the last quarter of 2016.



Bharat Fritz Werner (BFW) has organised a three-day invitation only lecture series on 'Leveraging Research for Innovative Manufacturing'. The series began yesterday and will continue till January 29, 2017, at Hall 1A, Booth A102.

The first lecture was delivered by Alejandro Bengoa, General Manager of IK4 Tekniker, Spain, on the topic of challenges in the areas of machining and fixturing.

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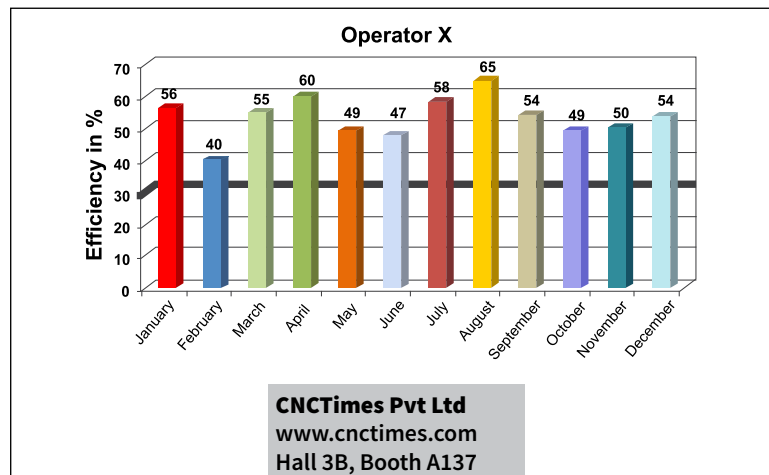
## Management Software

Empowering SMEs to **GO DIGITAL**

**Industry 4.0 and IIOT are a reality however, SMEs are still struggling with digitisation. CNC Times is changing the planning, production and control with their solution—Plant Manager.**

SMEs in the manufacturing industry are faced with challenges, especially in the preproduction phase, which includes inadequate capacity planning and uncontrolled delays during the engineering phase. Most SMEs do not have the resources to capture, control and tweak their production cycles for maximum utilisation of resources.

"The most commonly used methods of maintaining planning and production data by SMEs comprise capturing the data manually, or entering it in a software," advises Niraj M Wanikar, Managing Director, CNCTimes Pvt Ltd.



## Enhancing capability

CNCTimes.com designed and developed Plant Manager software keeping in mind the 'Theory of Constraints'; it is a powerful tool that has rich features. "It provides SMEs with the necessary tools to capture essential shop floor data, and help them make informed decisions based

on the reports," informs Wanikar.

The affordable and easy-to-use software was launched in April 2016, in Pune, India, and the Plant Manager Android app was launched in October 2016. Today, more than 25 customers are successfully using the software at their factory locations.

"We plan to triple the number of Plant Manager customers in the coming

financial year. We are focused on adding new features to Plant Manager, which will make it easy to integrate it with SAP, so that it can be used by a multitude of companies that are already using SAP," concludes Wanikar.

To get more information on the same, visit the company's booth at IMTEX.



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28 Jan 2017	<b>KENNAMETAL</b> Mr. BC RAO	<b>FANUC</b> Mr. BALAKRISHNAN
29 Jan 2017	<b>ACE</b> Mr. SG SHIRURKAR	<b>TaeguTec</b> Mr. L. KRISHNAN
30 Jan 2017	<b>JYOTI</b> Mr. PG JADLA	<b>UCFM</b> Mr. INDRADEV BABU
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**CNC turning centres made from Meehanite designed for ultra high productivity.**



Source: S&T Engineers

The stress-relieved structure of the ML300 CNC turning centre available from S&T Engineers features metallic stability and deformation-free characteristics for dynamic accuracy.

It employs high performance roller guideways on both X and Z axis aiming to satisfy customers who demand high productivities. The A2-B spindle is capable of accommodating 52 mm bar material. The X and Z axis is fitted with C3 class ball screws  $\phi 32$  mm &  $\phi 40$  mm enables high sensitivity in motion control. The rapid feed achieves 30 m/min and guarantees high efficiency machining capacity. Direct drive coupling have been tested in real pre-tensioned environments to ensure axis positioning accuracy. The hydraulic tailstock travel can be controlled by the NC program.

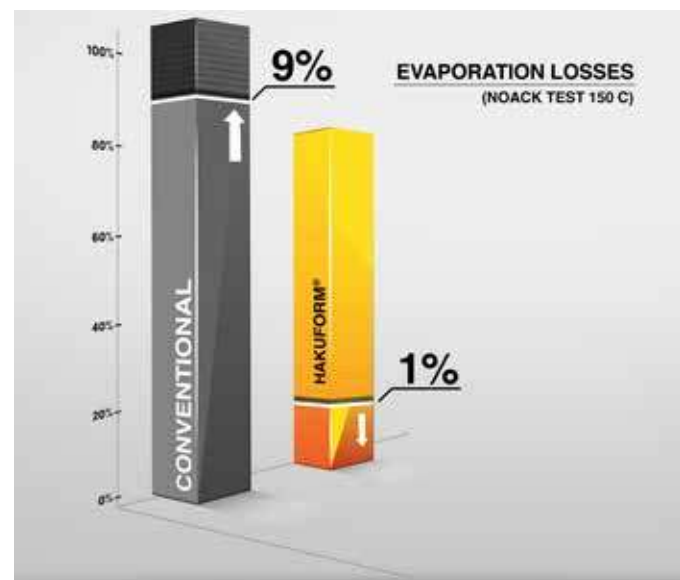
Metal Working Fluids

## CUTTING it Neat

**HAKUFORM neat cutting oils considerably reduce evaporation and oil misting losses during metal cutting.**

The HAKUFORM range of Neat cutting oils are manufactured by hydro cracking and catalytic dewaxing processes, which provide the base of the oil superior anti-oxidation properties and virtually all hydrocarbon molecules become saturated (more than 90%).

Higher saturated hydrocarbon content in the cutting oil considerably reduces the evaporation and oil misting losses. Chlorine free extreme pressure additives provide excellent tool life without compromising on environmental norms and risks associated with conventional chlorinated neat oils. Additionally, owing to its multifunction and multi metal compatibility, the solution allows for low inventory costs and ease of logistics.



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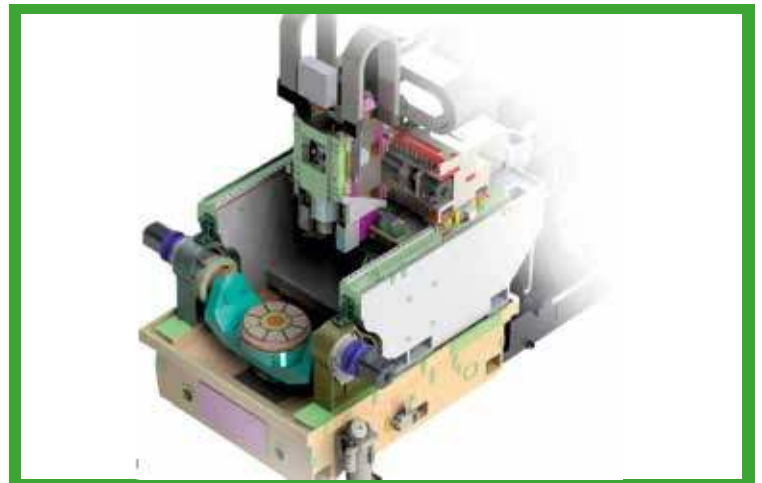
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## Eco Awareness

# Liquid Tool-Contribution to GREENER PLANET

**Blaser Swisslube has designed a unique Blasocut Bio-Concept that primarily uses a strain of bacteria to eliminate other bacteria, making emulsion for the sector stable and safe. Read on to know more.**

It is becoming a global requirement for all manufacturing organisations to contribute towards a greener planet. These initiatives are either due to global regulations or self-consciousness towards the environment. Blaser Swisslube has designed Blasocut, a concept which works in perfect harmony with nature. It enables colonisation by stable primary bacteria that eliminate all other bacteria by taking over the available nutrition; thus, limiting their own growth as well. The result is long-term emulsion stability and one of the safest formulations to use across the world.

## What is the Blasocut Bio-Concept?

Water-miscible Blasocut emulsions stay biologically stable inherently, without needing any bactericides—a concept that the company introduced 40 years ago.

What makes the Blasocut Bio-Concept so special is its sophisticated chemical composition. The harmless environmental primary bacteria commonly found in drinking water are deliberately fostered to keep Blasocut emulsions stable.

Mixing the emulsion concentrate with water propagates a natural biological equilibrium. By incorporating the primary bacteria, the Blasocut system uses a well-proven law of nature to eliminate the use of tankside addition of allergenic bactericides.

## How does the Blasocut Bio-Concept work?

These naturally omnipresent primary bacteria build up a stable biotope where undesirable bacteria have no chance of propagation. Just like the bacterial flora in our intestinal tract or throat prevent pathogens from spreading, the primary bacteria in Blasocut emulsions also repress undesirable bacteria, pathogenic agents and fungi. Any dangerous bacteria infiltrating the metalworking fluid later on cannot possibly reproduce or spread because they literally die of hunger.

## How does this concept benefit Blasocut users?

Blasocut emulsions based on the primary bacteria principle enables optimal process reliability, extremely long service life and make it as one of



**Blaser Swisslube India Pvt Ltd**  
www.blaser.com  
Hall 3A, Booth A119

Source: Blaser Swisslube India Pvt Ltd

Blasocut – 100% bactericide free

the safest formulations in the world.

## How is long-term sump life possible without adding bactericides?

The special feature of the Blasocut formulation is that despite special growth of the leading germ, the ingredients remain unchanged. With this formulation, the bacteria naturally present in water prevent the ingredients from being attacked or decomposed. The pH value that is so important for the stability of an emulsion stays constant, and there is no change in odour.

## Does Blasocut concentrate already contain this primary bacteria in the drum, or how do they get into the system otherwise?

No, Blasocut concentrate contains no primary bacteria. They automatically enter when it is mixed with water to form an emulsion. Furthermore, the basic biological makeup including the primary bacteria already exists in every newly filled machine,

depending in all cases however on the quality and intensity of cleaning prior to refilling.

The Bio-Concept also works with rainwater, demineralised or softened water. The Bio-Concept is robust, which is why the primary bacteria always grow in the desired manner. Even if used with sterile water, the primary bacteria will be detected sooner or later. It is important to note that the primary bacteria is not delivered with the metalworking fluid concentrate.

Blasocut emulsions need no tankside addition of bactericides. Users, therefore, have practically no problem with skin irritation. For many customers the excellent skin compatibility of Blasocut emulsions is an important reason for choosing them. Moreover, there are no storage and dosing complications.

With the optimal choice of coolants, one can improve productivity, economic efficiency and machining quality. At the same time green manufacturing is also achieved with the help of coolants such as word.

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## Global Outlook

## India a potential machine TOOL SUPPLIER

**While Germany leads the world in smart manufacturing technologies, Indian know-how and innovation makes it an important emerging player in the field. Dr Wilfried Schaefer, Executive Director, German Machine Tool Builders Association, VDW, waxes optimistic on synergies between the two countries.**

 In the global scenario, new technologies that are poised to play an important role in the machine tool sector are digitisation and networking of production operations, from the shop floor to order processing. India is yet to adopt these on a full scale. It is in this aspect that Germany can truly help the Indian manufacturing sector.

Speaking on India's growth, Dr Schaefer avers, "India offers huge potential for German machine tool manufacturers as the manufacturing sector is receiving a substantial boost from the government's 'Make in India' campaign. This means industrial production output and

capital investment for machine tools will grow significantly this year."

That being said, India is more than a market for German machines today, as there is a keen interest in newly developed products from Indian companies. "After all, in 2015, Germany imported Indian products worth €19 million," reminds Dr Schaefer. This is why the association feels that IMTEX is the ideal platform to meet numerous potential customers and also find new innovations in technology here.

### Mutually beneficial ties

Besides parts and accessories, he says, "German customers are also

interested in lathes, plus grinding, honing and lapping machines. Machining centres and presses rank third among Indian imports from the sector."

Presenting an upbeat prospect of Indo-German collaboration, Dr Schaefer points out that India being a leading software supplier and Germany a front-runner in Industry 4.0, the demand for software and apps in the field of machine tools will be on the rise in the near future. "There is abundant potential for expanding bilateral business relationships," he concludes.



“India is more than a market for German machines.”

**Dr Wilfried Schaefer**  
Executive Director  
German Machine Tool Builders Association, VDW

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## Global Outlook

## Indien als ein potentieller WERKZEUGZULIEFERER

**Deutschland ist Weltmarktführend im Bereich intelligenten Fertigungstechnologien. Das indische Know-how und die Innovationen macht Indien einem wichtigen Akteur im Bereich Fertigungstechnologien. Dr. Wilfried Schäfer, Vorstand, Verband der Werkzeugmaschinenbauer, VDW, denkt optimistisch über die Synergien zwischen den beiden Ländern.**

 In dem globalen Szenario, die neue Technologien, die eine wichtige Rolle in der Werkzeugmaschinenbranche spielen, sind die Digitalisierung und Vernetzung der Produktionsabläufe von der Fertigung bis zur Auftragsabwicklung. Indien hat diese Technologieerweiterung noch nicht übernommen. In diesem Sinne kann Deutschland wirklich der indischen Fertigungsindustrie helfen.

Im Bezug auf das indische Wachstum behauptet Dr. Schaefer „Indien bietet ein enormes Potenzial für den deutschen Werkzeugmaschinenhersteller, da die Fertigungsindustrie einen deutlichen Schub aus der

Kampagne „Make in India“ erhält. Das bedeutet, dass die industrielle Produktion und die Kapitalinvestitionen für die Werkzeugmaschinen in diesem Jahr deutlich zunehmen werden.“

Indien ist heute mehr als ein Markt für die deutschen Maschinen, da ein großes Interesse bei indischen Unternehmen an neu entwickelten Produkten existiert. „Im Jahr 2015 importierte Deutschland indische Produkte in einem Wert von 19 Millionen €“, erinnert Dr. Schäfer. Deshalb ist die IMTEX die ideale Plattform, um zahlreichen potentiellen Kunden zu kennenlernen und auch neu entwickelte Produkte zu entdecken.

### Vorteilhafte Beziehungen

Neben Ersatzteilen und Zubehör, sagt Dr. Schäfer, „deutsche Kunden interessieren sich auch für Drehmaschinen, Schleif-, Hon- und Läppmaschinen. Bearbeitungszentren und Pressen sind auf Platz 3, unter den indischen Einfuhr Gütern aus dem Sektor.“ Dr. Schaefer weist darauf hin, dass Indien als führender Softwareanbieter und Deutschland als Vorreiter in dem Gebiet Industrie 4.0, können zusammen kommen und die Nachfrage nach Software und Apps im Bereich der Werkzeugmaschinen steigern. Zum Abschluss sagt er, „Es gibt reichlich Potenzial für den Ausbau der bilateralen Geschäftsbeziehungen“.



**Christian Thones**  
Chairman  
DMG MORI

DMG MORI, global innovation leader in metal cutting, is all set to expand its activities in India. Christian Thones, Chairman, DMG MORI, in a press conference announced the company's decision to expand its staff in the area of service and applications. The decision came following the company seeing immense growth potential in India's economy. At IMTEX 2017, DMG MORI is displaying its advanced technologies in 5-axis milling and turn & mill machines.

## Global Outlook

## GERMAN PAVILION

# showcases the latest and best for India

**Indo-German trade relations continue to flourish with a hefty German representation at IMTEX 2017.**



**Dr. Andreas Gruchow**  
Member of the Managing Board  
of Deutsche Messe AG, Hannover



**Christoph Miller**  
Managing Director  
EMO Hannover, VDW

Under the aegis of Indo German Chamber of Commerce (IGCC), around 75 German companies are participating in this edition of IMTEX. Talking about the venue meeting international standards, Dr. Andreas Gruchow, President – UFI, states, “A unique feature of IMTEX is that the organisers have their own venue, unlike any other exhibition in the world.”

The German Pavilion is showcasing the most popular machines and latest innovations from Germany for potential Indian buyers. With the Indian demand for machine tools growing, IMTEX presents an ideal platform for German companies seeking to do business here.

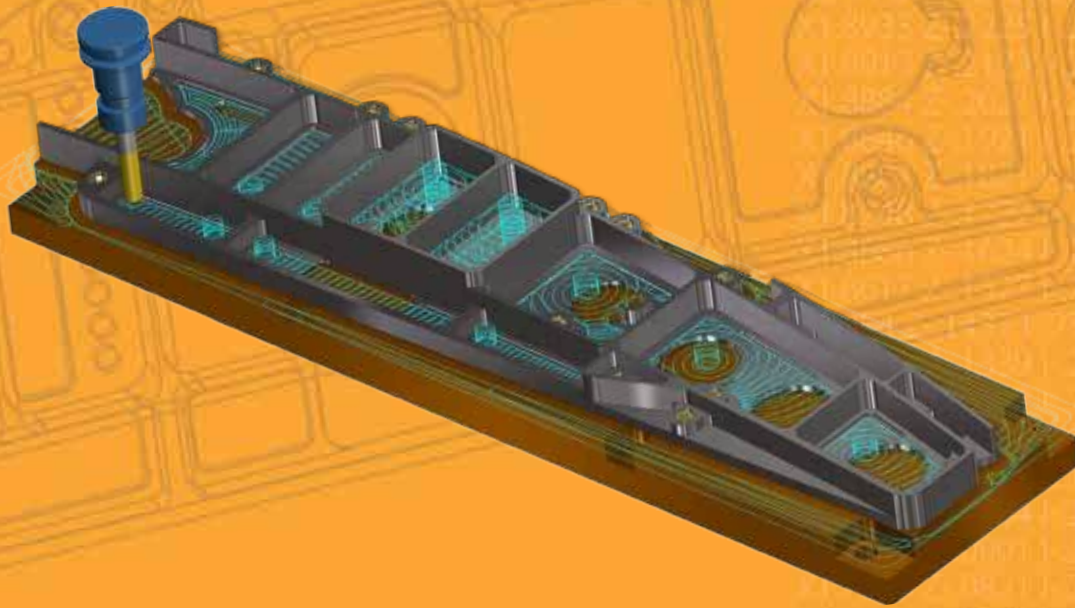
### Eye on the Indian pie

The ties between India and Germany are constantly growing. “India is a potential market for opportunities and investments for German Machine Tool companies,” says Christoph Miller, Managing Director – EMO Hannover.

German interest in India both as a market and a potential supplier for Europe is reflected in the fact that a designated ‘India Day’ will be part of EMO Hannover 2017. It will feature reports exclusively from Indian experts, including representatives of IMTMA.



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Riyaz Malik, General Manager, VM, Accessories Division, S&T Engineers Pvt Ltd presenting award to the lucky draw winner – Prem Kumar, Watertec India Pvt Ltd

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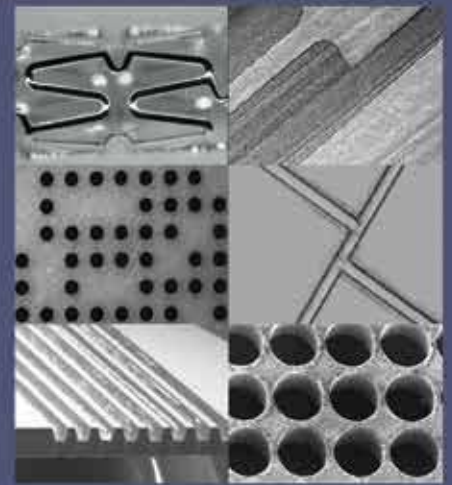
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24



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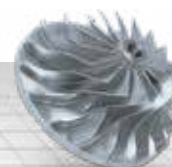
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Machining Solutions

## GAINING a Competitive Edge

**PMT Machines is renowned for its grinding and turning machines that are supplied to companies such as Ashok Leyland, TATA Motors, and Mahindra and Mahindra, to name a few. Ronald D'Souza, CEO, PMT Machines Ltd shares his outlook on trends in Indian machine tools.**

As exhibitors at IMTEX 2017, the company is showcasing a variety of machines such as Automats, ID Grinding machines, OD Grinding and much more. Of special mention is the range of new generation CNC Turning Machines. "These are designed for advanced machining capability and flexibility, which allows improved part accuracy and, hence, increase efficiency. The machines are modular in design and can be configured to suit the machining requirement of the customer," informs D'Souza. The anti-friction moglice coating dampens vibration while cutting and ensures longer tool life. The machines are available in

different ranges of turning diameter 135 mm to 2000 mm and turning length from 200 mm to 6000 mm.

### Growing with the nation

When companies invest in R&D, they expand their capacity to grow. PMT has followed this exact thought pattern. "Indian machine tool companies who have capacity to deliver more machine owing to the high domestic demand will prosper," he shares.

D'Souza sees the 'Make in India' campaign as a rapid growth opportunity for the Indian machine tool industry with a win-win outcome: "Overseas buyers will see the benefits of investing in Indian machine tools, as the products are low cost yet technically sound, giving them a competitive advantage in the market. And the Indian companies can showcase their true potential."



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