

**Council's Activities**

## **India Engineering Sourcing Show**

### **Bombay Convention & Exhibition Centre (BCEC), Mumbai**

**22-24 January 2014**

[www.iesshow.in](http://www.iesshow.in)

### **INDIA'S LARGEST INTERNATIONAL ENGINEERING SOURCING SHOW**

The third edition of India's largest international engineering sourcing show will open on 22 January 2014 in Mumbai. Organized by the Ministry of Commerce & Industry, Government of India, with EEPC India as the lead agency, the India Engineering Sourcing Show (IESS) 2014 will expand its ambit and include a whole range of business services and a special show on cutting-edge technology. As in the second edition, IESS 2014 will be an expansive showcase of India's manufacturing capabilities to an international audience.

362 Indian and foreign companies displayed their capabilities in IESS 2013. International country pavilions were from Czech Republic, France, Japan, South Africa, Thailand and Yemen. Australia, Canada and Hungary also sent their exhibitors. Various Indian Ministries/Government Departments like Department of Heavy Industries, Indian Army, DGQA, Ministry of Defence, Governments of Madhya Pradesh, Punjab and Rajasthan, Maharashtra Industrial Development Corporation, The National Small Industries Corporation Ltd., Rail Wheel Factory (Ministry of Railways), MMTTC Ltd., and the Indian Space & Research Organization participated at IESS 2013.

Top Indian corporates included Bajaj Electricals Limited, Birla Ericsson Optical Limited, Finolex Cables Ltd., HPL India Ltd., Jindal Steel & Power Limited, JSW Steel Ltd., Mahindra World City, etc.

India and the Czech Republic attach a great deal of significance to their bilateral partnership. This was confirmed again by the fact that the Czech Republic participated as the Partner Country in IESS 2013. According to the Minister of Industry and Trade of the Czech Republic, Mr M Kuba, the participation of the Czech Republic in IESS 2013 was an unprecedented step forward in forging bilateral economic and commercial relations. The Czech Republic brought about 100 business delegates. The focus sectors for the Czech Republic were Heavy Machinery, Auto, Defence, Energy and Science & Technology. Czech multinational companies like Vitkovice Machinery Group, Skoda Group were part of 33 Czech exhibitors.

Nearly 1000 international delegates attended the show from all over the world. The Show was visited by around 6,000 serious business visitors who included CEOs and decision makers.

#### **HOW YOU BENEFIT FROM IESS 2014**

- Meet global buyers** : Meet global buyers through structured B2B meetings.
- JVs and tech transfers** : Explore technology transfer partnerships, joint ventures, mergers and acquisitions with overseas companies.
- Investment opportunities** : Explore investment opportunities in potential markets through Foreign government agencies.
- Vendor development** : Explore Vendor Development opportunities with major Indian Government organizations and Public Sector Undertakings.
- Global sourcing meet** : Foreign companies to meet on sourcing.
- Innovation** : Cutting-edge manufacturing and energy technology on show.
- Extensive marketing** : The event to be extensively marketed in India and overseas to ensure visits by leading Indian manufacturing companies, corporate houses, buying agencies, public sector units and Indian Government departments.



## CONCURRENT ACTIVITIES

- B2B meetings with overseas buyers
- Indian Inbound and Outbound investment Summit
- Vendor development seminars focusing on how and what to supply to the large Indian public sector undertakings
- Seminars and Conferences on new technologies, innovations and other topics relevant for the industry

## FOCUS PRODUCTS OF IESS 2014

Keeping in view global sourcing trends, India Engineering & Sourcing Show will be focusing on the following profiles :

- Automotive Components
- Industrial & Electrical Machinery
- Subcontracting & Industrial Supply
- Research & Technological Development

### Automotive Components

- Advance Metals
- Aerodynamics
- Assembly/Integration
- Body Fabrication
- Chassis Engineering
- Composites
- Car Accessories
- Commercial Vehicle Fittings
- Engine & Transmission
- Electrical Wiring, Cable & Connectors
- Electrical Components
- Gears & Gear Boxes
- Instruments and Gauges
- Mechanical Components
- Perforated & Expanded Metal
- Process Engineering
- Rubber & Plastic Materials
- Steering, Suspension & Braking
- Trailer and Parts
- Wiper Motors
- Window Motors

### Industrial & Electrical Machinery

- Agricultural Machinery & Equipment
- Air-conditioning & Refrigeration incl. HVAC Equipment
- Aerospace Engineering
- Boilers & Heat Exchangers
- Construction & Earthmoving
- Equipment for Oil & Gas Sector
- Earthmoving Machinery & Equipment and Parts
- Electric Power Machinery & Generators
- Food Processing Machinery
- Foundry & Casting Equipment
- Hoists & Winches
- Industrial Blowers

- Industrial Machines for Small Scale Industry
- Machine Tools
- Machinery for Infrastructure viz. Road Rollers Dumpers, Pavers, Fork Lifts, etc.
- Mining Machinery
- Pharmaceutical Machinery
- Pumps & Compressors
- Rolling Mill Machinery
- Steel Mills Equipment

### Subcontracting & Industrial Supply

- Engineering Process Outsourcing
- Fabrication
- Forging
- Foundry & Casting Equipment
- Heavy Engineering Equipment
- Material Handling Systems
- Industrial Process
- Instrumentation & Automation
- Mining Equipment
- Metallurgical Plant & Equipment
- Metal Finishing
- Pollution Control Equipment
- Railway Factory Equipment

### Research & Technological Developments

- Bio Technology
- 3D Printing
- Robotics
- Ultrasonics
- Processing & Sensing Instrumentation
- Hybrid Electric Vehicle
- Investment
- Innovation in Engineering
- Fiber Optics
- Renewable Energy – Solar, Wind, Gas
- Scientific Research

**APPLICATION FOR PARTICIPATION**

Send your application and payment latest by **27th September 2013** to any of the following EEPC India offices :

**NEW DELHI****Bhaskar Sarkar**

*Executive Director & Secretary*

EEPC INDIA

Vandhna, 4th Floor

11 Tolstoy Marg, New Delhi 110 001

Tel. : 91-11-23353353, 23711124/25

Fax : 91-11-23310920

E-mail : eepcto@eepcindia.net

**Rana Roy**

*Addl. Executive Director*

EEPC INDIA

Tel. : 91-11-91-11-23353353, 23711124/25

Fax : 91-11-23310920

E-mail : eepcto@eepcindia.net

**Rakesh Suraj**

*Regional Director*

EEPC INDIA

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**JALANDHAR****Opinder Singh**

*Deputy Director*

EEPC INDIA

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Tel. : 91-181-2602264

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E-mail : eepcsrojld@eepcindia.net; osingh@eepcindia.net

**MUMBAI****Rajat Srivastava**

*Regional Director*

EEPC INDIA

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E-mail : eepcromum@eepcindia.net; rsrivastava@eepcindia.net

**AHMEDABAD****Sudhakaran C K Nair**

*Assistant Director*

EEPC INDIA

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Ashram Road, Ahmedabad 380 009

Tel. : 91-79-26588720

E-mail : eepcsroahd@eepcindia.net; snair@eepcindia.net

**KOLKATA****Suranjan Gupta**

*Addl. Executive Director*

EEPC INDIA

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1/1 Wood Street, Kolkata 700 016

Tel. : 91-33-22890651/52/53

Fax : 91-33-22890654

E-mail : eepcho@eepcindia.net

**Anima Pandey**

*Regional Director*

EEPC INDIA

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E-mail : eepcrokol@eepcindia.net; apandey@eepcindia.net

**CHENNAI****C H Nadiger**

*Regional Director*

EEPC INDIA

Greems Dugar, 3rd Floor

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Fax : 91-44-28290495

E-mail : eepcrochen@eepcindia.net; cnadiger@eepcindia.net

**BENGALURU****J V Raja Gopal Rao**

*Sr. Assistant Director*

EEPC INDIA

Vinayaka Complex, 2nd Floor

44/45, Residency Road Cross

Bengaluru 560 025

Tel. : 91-80-25581396/25588669

Fax : 91-80-25586914

E-mail : eepcsroblr@eepcindia.net; jrao@eepcindia.net

**HYDERABAD****V C Ravish**

*Jr. Executive Officer*

EEPC INDIA

Soham Mansion, 1st Floor

No. 5-4-187/3 & 4/4, M. G. Road

Secunderabad 500 003

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E-mail : eepcsrohyd@eepcindia.net; vravish@eepcindia.net



**BOOTH, PARTICIPATION AND PAYMENT DETAILS**

**Display Booth**

The minimum size of a booth will be 9 sqm. The booth will have :

• 1 table • 2 chairs • 1 wastepaper basket • 2 spotlights • 1 electrical socket • 1 podium • carpet • fascia  
Additional furniture can be obtained against extra payments as per details mentioned in the exhibitors' manual. Special terms and conditions may apply for larger booths.

**Participation Charges**

The event is being organised under the MAI scheme and participation charges are subsidized for EEPC India members.

<b>Sr No.</b>	<b>Category</b>	<b>Minimum Area [sqm.]</b>	<b>EEPC India Members [Rs./sqm]</b>	<b>Non-EEPC India Members [Rs./sqm]</b>
1.	Standard Shell scheme construction	09	8000.00 + Service Tax	9000.00 + Service Tax
2.	Bare Space	36	7500.00 + Service Tax	8500.00 + Service Tax
Service Tax @ 12.36%				

Surcharge on corner booths will be 10% extra. Corner booths are limited in number and will be allocated on a first-come, first-served basis after full payment is received.

**Mode of Payment**

Full payment to be made by Demand Draft/at par Cheque favouring 'EEPC INDIA'. Please send us the filled-out Application Form with the payment OR pay through RTGS/NEFT in INR as per the following details :

Name of the bank : HDFC BANK LTD  
 Branch : Central Plaza, 2/6, Sarat Bose Road, Kolkata 700 020  
 Account No. : 00142090000452  
 Account Name : EEPC INDIA  
 RTGS/NEFT Code : HDFC0000014

**PAYMENTS AND CANCELLATION**

- Full payment to be made by **27th September 2013**. Space will be booked only after full payment is made.
- If reservation is cancelled on or before 31st October 2013, 50% would be charged as cancellation fee.
- No refunds for cancellations received on or after 1st November 2013.

**SELECTION CRITERIA**

Participants will be selected by a Committee. It will be based on criteria like accreditation to International Standards (like ISO, QS, etc.), foreign collaborations, annual exports, etc.

**SHIPMENT OF EXHIBITS**

EEPC India will appoint a Cargo Handling Agent to facilitate movement of cargo inside India. Participants are however free to make their own arrangements.

**TRAVEL AND HOTEL ACCOMMODATION**

EEPC India will help participants to find airlines and hotels in Mumbai at negotiated rates through accredited travel agents. Participants are however free to make their own travel/hotel bookings.

**FOR THE BENEFIT OF MEMBER-EXPORTERS**

The "India Engineering Sourcing Show 2014" is being organised by the Ministry of Commerce & Industry, Government of India with EEPC India as the lead agency. Since participation charges are already subsidized, no more grants will be made available to member-participants.

**DETAILS OF PARTICIPANTS**

An interactive card drive or printed booklet containing details of all the participants will be distributed to the exhibitors. The information will be a ready reckoner for overseas buyers and exhibitors.

For this, participants are requested to send us the following items by email to [bbhattacharya@eepcindia.net](mailto:bbhattacharya@eepcindia.net) and [njumde@eepcindia.net](mailto:njumde@eepcindia.net) :

- (i) Company Profile (not more than 100 words);
- (ii) Contact Details (as per the Application Form *given at the next page*);
- (iii) Logo – pdf or jpeg format;
- (iv) E-Brochure or Product Catalogue in pdf format; or product photos in high resolution jpeg/tiff format.



**India Engineering Sourcing Show**  
**Bombay Convention & Exhibition Centre (BCEC), Mumbai**  
**22 – 24 January 2014**

**Application Form for Indian Participants**

Company Name	
Address	
City	
Pin Code	

Phone		Fax	
Email		Website	

Company PAN		Company TAN	
Status	Manufacturer Exporter <input type="checkbox"/>	Merchant Exporter <input type="checkbox"/>	Export House <input type="checkbox"/> Others <input type="checkbox"/>

Type of Unit	MSME <input type="checkbox"/>	Others <input type="checkbox"/>
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Annual Exports	USD Million
2012-13	
2011-12	
2010-11	
Foreign Collaborations (if any)	
Products Manufactured/Exported	
Countries of Export	
Quality Accreditations	

IESS 2014 Participation	
Space required (Min 9 sqm)	
Bare Space (Min. 36 sqm)	

**Standard Construction**

Booth type	1 side open <input type="checkbox"/>	2 sides open <input type="checkbox"/>
Name on Fascia		
Nature of Display	Samples <input type="checkbox"/>	Posters <input type="checkbox"/>



Display Category	For arranging B2B meetings
Automobile and components	<input type="checkbox"/>
Industrial and electrical machinery	<input type="checkbox"/>
Subcontracting	<input type="checkbox"/>
Research and technological development	<input type="checkbox"/>

Payment Details	
Demand Draft/Cheque No.	
Date	
Amount (Rs.)	
Drawn on	EEPC India

Exhibitor Details	
Name of the MD/CEO (Mr/Mrs)	
Mobile No.	
E-mail	
Key contact for IESS 2014	
Name	
Designation	
Mobile No.	
E-mail	

DATE :          
(dd/mm/year)

SIGNATURE AND OFFICE SEAL