

ExhibiBits

Indian Exhibition Industry Association's newsroom communique



IEIA teams up with IAEE for CEM

The CEM designation accommodates short and long-term career goals with education that can be tailored to meet specific needs and interests

Indian Exhibitions Industry Association (IEIA) - India's National Association of Exhibition organizers, designers, stand contractors, freight forwarders, services & facilities providers and venue owners, has teamed up with International Association of Exhibitions and Events (IAEE) to launch Certified in Exhibition Management (CEM) program in India, through the reciprocity agreement signed between the two associations.

The Certified in Exhibition Management™ (CEM) designation is globally recognized and demonstrates the highest professional standard

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IEIA President's

Hello!

Dear Friends,
Warm greetings from IEIA!!

It is our pleasure to present you with the maiden issue of EXHIBITS - the IEIA communique.

I take privilege in sharing the achievements and successes of our member organizations. Through this newsletter we hope to keep you abreast with news, views as well as event curtain-raisers and reports.

IEIA, being a national body representing all segments of the exhibition industry comprising of organizers, venue owners, and service providers like stand construction companies, logistics companies, etc; the vision and mission of IEIA, besides driving the association, is to promote Indian exhibitions and trade fairs as a cost effective marketing medium nationally and internationally.

Seeing the economic impact and potential, a number of countries across the world have accorded top priority to the exhibition sector, yet, in India, we are still struggling to get an industry status. Besides being a potent catalyst for growth, the sector also generates huge direct and indirect taxes, while supporting employment of lakhs of people. Reasonably so, IEIA has been urging the Govt. to grant industry status to the exhibition and trade fair sector in India.

I call upon my industry colleagues to come forward and join this platform to be able to make a collective common representation to the Govt. for supporting the growth and development of this industry and for removal of inhibiting bottlenecks. Our efforts are aimed at creating an environment conducive to growth & development. We hope to create and nurture common platforms where members meet informally and are able to exchange views and information on developments, and take up problems faced by the industry.

I sincerely invite you to give your feedback and suggestions for further improvisation of this newsletter. At the same time, I want to express my gratitude to all our members for their valuable contributions towards the growth of our industry and look forward to your continued support in the future as well.

Rakesh Kumar
President, IEIA





We are expanding, Join in!

Indian Exhibition Industry Association (IEIA), the premier body representing the Indian exhibition industry has the country's leading exhibition organisers, service providers, venue owners as well as stand construction and logistics companies as its members.

We are broad basing the IEIA platform to serve all segments of the exhibition industry. We now invite all stakeholders of the exhibition industry that contribute to the making of a successful exhibition, to come on board as Members/Associate Members.

IEIA already organises the industry's premier networking and knowledge open seminar which is attended by the captains of the industry - both national & International, by Ministers of the Centre and State and by senior Govt Officials. We organise professional development course programs, including the globally recognised Certificate Course in Exhibition Management in association with IAEE. We seriously and proactively take up members' legitimate grievances. Supporting its members, IEIA has successfully filed a case and found favour of the Competition Commission of India against a reputed state supported trade promotion body. We also take up policy and procedural issues with the Central and State Ministries and Govt. Depts.

Join us, let's unite and together help each one to achieve our true potential...



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...continued from page 1

throughout the exhibition and event management arena. It was created in 1975 to raise professional standards in the event industry and continues to be the premier mark of professional achievement.

The CEM designation accommodates short and long-term career goals with education that can be tailored to meet specific needs and interests. The designation is obtained by completion of nine courses offered in classroom and on-line formats. The CEM Learning Program is offered in the United States, Canada, Brazil, China, Dubai, Korea, Mexico, Portugal, Singapore, Spain, Taiwan and Thailand.

In his message, Mr. David DuBois, President and CEO of IAEE said, "IAEE is pleased to collaborate with IEIA to bring the globally recognized CEM program to this region". IEIA President, Mr. Rakesh Kumar said, "I am happy to state that the reciprocity agreement we signed with IAEE is already bearing fruit." He further said, "I thank Mr. David DuBois and his team at IAEE for helping us roll out the first edition of the CEM Program in India this year." The first edition of CEM program in India was



35 candidates from different regions and representing various organizations participated, who will earn the CEM designation on completion of the program in Spring 2016

hosted by HITEX, Hyderabad, from 26th to 30th October, 2015.

The Indian Exhibition industry has been witnessing phenomenal growth of around 15%, on a continual basis and the need for world class professionals is ever increasing to facilitate performance matching the international standards. This much awaited initiative will lead to a



CEM program in progress

massive transformation of the exhibition industry in India. CEM's niche offerings focused on application based skills and knowledge, will help in ushering proficiency in the industry and will produce world class professionals, who can become key contributors in boosting India as a preferred destination for countries across the globe. In view of the enormous growth prospects, this initiative of IEIA to pioneer the CEM program in India will help the takers achieve higher levels of professionalism. The CEM programs are endorsed worldwide and will provide them an unparalleled opportunity in the acquisition of practical knowledge with an emphasis on world best practices. It is a premier designation and a mark of professional competency and offers the prospects of advancement of careers with cutting edge knowledge and skills. The first portions of 5 day classroom sessions of the CEM program had been instructed by Mr. Al Lomas and Mr. Steven Hacker. The course will further include month long online sessions in February 2016, followed by another two days of classroom sessions in the end of March 2016. Each session concludes with a test and on completion of final classes, the takers will be granted the 'CEM' designation. ■

Exhibition Excellence Awards by Exhibition Showcase

Exhibition Showcase, India's leading magazine on exhibitions & tradeshows, is going to celebrate the achievements of the year gone by, in a one of its kind event- 'Exhibition Excellence Awards-2016', supported by IEIA on **23rd of January 2016**, at India Expo Mart, Greater Noida. The event is designed exclusively for the exhibition industry. It's a by - registration only event and international research firm Econ One has been roped in to keep the nomination process most transparent and fair.

Visitors to the event include CEOs of exhibition organizing companies, project directors, conference managers, event heads of corporate exhibitors, trade associations, chambers of commerce, leading service contractors, venue owners, trade consulates and government officials. **The last date of nominations is 10 December, 2015.** The nominations are open for shows held between 1 Dec., 2014 to 30 Nov., 2015. See more at: <http://exhibitionshowcase.com/#.dpuf>

IEIA Secretariat, interviewed Mr. David DuBois, CMP, CAE, FASAE, CTA, President and CEO, IAEE. Excerpts:



IEIA: *The 1st edition of CEM has been successfully launched in India. How do you foresee further strengthening of this course in India and what are the plans for future editions?*

Mr. David DuBois : IAEE in partnership with IEIA plans on offering the 2nd edition of classes in spring 2016. Attendees successfully completing both sets will receive their CEM designation. We hope these classes and the new CEMs will continue to help spread awareness of the training that is crucial to the success of any exhibition and event. Hope to offer the program in other parts of India in the future as the need and membership grows.

IEIA : *What kind of career progression or development can one expect by qualifying the CEM course?*

Mr. David DuBois : The CEM program is an education program first and a designation program second. What we mean by that is the program focuses on the practical knowledge that ensures success on the job. The CEM designation is one key step in the journey of an exhibition and event professional's career.

IEIA : *Can the Indian takers of this program get opportunities to be employed in US and other countries on attaining this designation? What kind of competitive edge can they draw at the global level, by qualifying this program?*

Mr. David DuBois : CEM graduates demonstrate the highest professional standard throughout the exhibition and event arena. Many employers prefer if not mandate that various positions within their company require the CEM designation to be considered for employment. 74% of all CEMS surveyed in year's past expected and received a salary increase due to receive their CEM designation.

IEIA : *What peculiarities do you see in Indian takers of this course in comparison to their other counterparts outside India?*

Mr. David DuBois : Business practices will always vary based upon the regions of the world. The core competencies of the CEM program do not change. It is how they are interpreted and delivered by our quality CEM faculty who are trained to manage the differences in the different regions.

IEIA : *What advantages do the CEM professionals bring to their employers? What kind of awareness is required to broad base the reach and takers of this program?*

Mr. David DuBois : CEM professionals have real world experience based on the qualifications of the program. That combined with the classroom competency based training provide employers with staff who have the proper knowledge to design and implement quality exhibitions and events.



"It was my pleasure, honor and privilege to teach such a great assembly of industry professionals. The CEM candidates interacted, listened, participated and asked questions. As a result of their efforts in class and of the CEM program, they

each now have an increased knowledge and understanding to manage various facets of exhibitions besides an increased network of people to call on when needing advise or wishing to get feedback on ideas or thought process."

Mr. Alfredo Lomas, CMM, CMP, CFE, CEM



"Certainly a career highlight. It was gratifying to be surrounded by a group of dedicated industry professionals who recognize their obligation to become the most proficient event planners and suppliers they can possibly become. It was motivating to realize how much of a commitment of time and energy each of the students is making. This is promising indeed not just for the exhibitions and events industry of India but also for the millions of people who rely upon exhibitions for so many different reasons."

Mr. Steven Hacker, CAE, CEM, FASAE

82nd UFI Congress - Global leaders of the exhibition industry gather in Milan to turn challenges into opportunities

Globalisation, digitisation, talent management and sustainable development top agenda

82nd Congress of UFI; 6th November, Milan



Mr. Sergey Alexeev leads new UFI presidential trio. Seen L to R: UFI 2015/2016 Presidential trio Mr. Andrés López-Valderrama (outgoing UFI President); Mr. Andreas Gruchow (incoming UFI President) and Mr. Sergey Alexeev (UFI President 2015-2016)

Just after the doors closed for the World Expo Milano 2015, over 480 participants from 53 countries travelled to Milan for the 82nd Congress of UFI, the Global Association of the Exhibition Industry to focus on ever faster change for the global exhibition industry.

For globalisation, UFI continued to see a dramatic change on the 'shape' of the industry. New countries and regions are becoming increasingly important. At the same time, organizers in the more mature markets

continue to have to reinvent their businesses. That is reflected in the changing mix of UFI's members. "Digitisation will also affect how our future staff and customers expect to do business and the task of recruiting and retaining talents for our businesses is even more important now than it has ever been. Finally, UFI recognizes that all businesses should be sustainable, economically and socially. UFI will continue to adjust its focus and services to reflect changing industry needs and support UFI members as they meet the business challenges of managing year-round communities," concluded Mr. López-Valderrama.

During the course of the last year, UFI approved the admission of new member organizations bringing its total membership up to 676 organizations from 82 countries. Membership in UFI is based on adherence to an exhibition industry code of ethics ensuring best practice throughout its international membership. The UFI General Assembly also bestowed the internationally recognized 'UFI Approved' quality label on a select group of international exhibitions.

IEIA represented by Mr. Ravinder Sethi, Managing Director, R.E.Rogers India and Member, Executive Committee, IEIA



Global Industry Review & India

India was projected in a very high light throughout the Congress. Prominent global expert, Jochen Witt, made the below salient mentions in the main Congress presentation of the Global industry.

- India's growth rate is stable at high levels.
- The trend that net rented space is growing faster than hall capacity seems to come to an end.
- Expo Mart doubling capacity to 80K meters and BIEC

with similar plans in next two years very good news for industry.

- India will play an increasingly important role in the global economy.

Global Exhibition Day & IEIA

The concept of 'Global Exhibition Day' with the simple objective of raising the profile of our industry among key stakeholder groups (which include government, the broader business community, and next generation staff and customers) is now underway .

The project has won the general approval from the UFI Executive Committee, UFI Associations Committee, and the personal support of the new UFI President, Sergey Alexeev.

The idea is to coordinate a series of promotional messages among the national member associations around the world over the period of one or more days .

The tentative date being looked at is on or around June 8th, 2016 .

Mr. Ravinder Sethi confirmed to UFI that the IEIA would join this project in principle, subject to a final confirmation by our EC. ■

PharmaLytica 2015 signs off

UBM India concludes 2nd edition of India's most Comprehensive, Analytical and Contract Service Event in Pharma Sector



2nd to 3rd September, Hyderabad



Backed by their proven expertise of growing businesses in India's Pharma sector, PharmaLytica, organized by UBM India, provided an ideal platform in the rich & conducive pharmaceutical capital of India, Hyderabad, considered to be the best bulk drug hub in India and accounts for nearly a fifth of India's exports of drugs.

Through an entire range of sessions and discussions as part of the PharmaLytica conference, the event helped the sector to pick up the latest industry trends and innovations pertaining to the analytical, outsourcing, laboratory and biotechnology sector. Notable speakers at the conference included - Rajni Jha, Independent Consultant; Venkat Manohar, Director, Indian Institute of Chromatography and Mass Spectrometry; and Sumathi Rao, Head Analytical - Aurobindo.

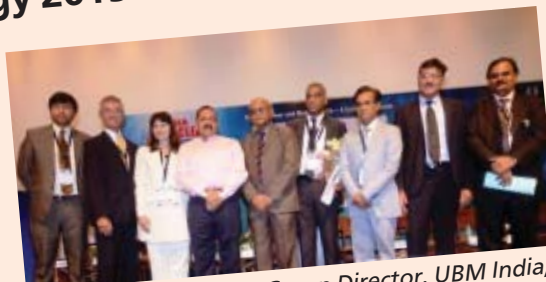
PharmaLytica 2015 had over one hundred exhibitors including key companies like Airpac Filters & Systems Pvt. Ltd., Eureka Forbes Ltd., Gandhi Automations Pvt. Ltd., GD Lab Solutions Pvt. Ltd., Hydranautics - A Nitto Group Company, Kleantech Engineering Systems Pvt. Ltd., Machinfabrik Industries Pvt. Ltd., Mack Pharmatech Pvt. Ltd., Naanolab India, Newtronic Lifecare Equipment Pvt Ltd, Ozone Overseas Pvt. Ltd., Prism Pharma Machinery, Protech Technologies Pvt.

Ltd., Schott Kaisha Private Limited, Symed Labs Ltd., Tempo Instruments Pvt. Ltd. Nirakara Industries, Labtop Instruments, Hydropure and Anatek Services amongst others. The event also featured a Brand India Pavilion by Pharmexcil. The Innovation Gallery was the key highlight of the show with companies like Gandhi Automations Pvt. Ltd.; Sigma Scientific Glass Pvt. Ltd.; Mack PharmaTech; Caliber Technologies; Biolinx Lab Systems; and Jofrax Pvt. Ltd. showcasing their product offerings. The participant stalls and products were evaluated both by an esteemed panel of jury as well as by popular choice voted by visiting participants. The Jury's Choice Award went to AMETEK Test & Calibration Instruments and The Visitor's Choice Award went to SRICO Innovative Laboratory Technology. ■

India Nuclear Energy 2015

15th to 16th October, Mumbai

Dr. Jitendra Singh, Minister of State, Atomic Energy, PMO, Govt. of India inaugurated this annual nuclear show, regarded as an integral part of the power industry in India by the associations and industry at large. Dr. Jitendra Singh, reiterated the fact that India has not only elevated to a great extent in nuclear energy but also managed to live up to the commitment of discovery in peaceful applications of nuclear energy, while taking a lead over other nations in nuclear energy programmes.



Mr. Rajneesh Khattar, Group Director, UBM India; Dr. Ron Oberth, President & CEO, Organisation of Canadian Nuclear Industries; Ms. Natalia Kudryashova, Counselor, Embassy of the Russian Federation in the Republic of India; Dr. Jitendra Singh, Minister of State, Atomic Energy, PMO, Govt. of India; Dr. R. K. Sinha, Chairman, Atomic Energy Commissions; Dr. Sunil Felix, Nuclear Counsellor, French Embassy In India; Dr. Sanjay Gupta, ED, SMR, LLC, USA; Mr. Yogesh Mudras, Acting MD, UBM India; Mr. S.K. Malhotra, Head-Public Awareness Division, Dept. of Atomic Energy

Over 70 exhibitors including country pavilions from Canada, Russia and France showcased latest offerings and technologies including innovations, system optimizations, maintenance, and condition monitoring equipment from industry suppliers for the civil nuclear industry. The summit brought together senior nuclear professionals from DAE, NPCIL, IAEA and other private companies from the civil nuclear space. Apart from seminars over the two day show, the 7th edition was marked by 'B2B meeting services' which gave an industry platform to the fraternity to interact, collaborate and conduct business. ■

REI 2015 reiterates renewed thrust on Renewable Energy in India

Industry lauds Asia's Largest Industry Congregation by UBM India

7th to 9th September, Noida

The 9th edition of Renewable Energy India Expo (REI), hosted by UBM India concluded at the India Expo



Center, Greater Noida. The event was supported by the Ministry of New and Renewable Energy-Government of India (MNRE), Indian Renewable Energy

Development Agency (IREDA), New and Renewable Energy Development Corporation of Andhra Pradesh (NREDCAP), National Institute of Wind Energy (NIWE), Indo-German Energy Forum Support Office (IGEF), Tamil Nadu Solar Energy Developers Association (TNSEDA) and Solar Power Developers Association and Indian Biogas Association.

REI saw over 550 participating companies from around 35 countries. The show served as a showcase and launch pad for companies to introduce new products and technologies. It featured country pavilions from China, Japan, Italy, Taiwan, Canada & USA, with New Zealand entering the Indian market with a delegation of business houses led by Honourable Ms. Amy Adams, New Zealand Minister for Justice, Courts, Communications and Broadcasting.

The highlights of the expo included a three-day conference with multiple sessions on the landscape of the renewable energy industry by over 120 renowned Speakers from across the industry, a live demo of a Hydrogen fuelled concept car at the Japan pavilion,

workshops by Global Sustainable Energy Solutions (GSES), technical workshops by National Institute of Wind Energy (NIWE), the New Zealand Cleantech and Renewable Energy Roundtable, World of Innovation- the launch-pad arena and the Business Plan Competition.



The CEO Conclave session at the conference saw eminent industry speakers like, Mr. Ashish Khanna, ED & CEO, Tata Power Solar; Mr. Pashupathy Gopalan, President, Asia Pacific, SunEdison LLC; Mr. Gyanesh Chaudhary, MD & CEO, Vikram Solar; Mr. Hitesh Doshi, Chairman and MD, Waaree Energies Ltd.; Mr. Sunil Jain, CEO and ED, Hero Future Energies Limited; Mr. Inderpreet Wadhwa, Founder & CEO, Azure Power; Mr. Vikas Dawra, MD, Sustainable Investment Banking, Yes Bank; and Mr. Madhusudan Khemka, MD, ReGen Powertech, deliberate on success strategies to achieve government's vision of 24x7 power for all.

The show which witnessed a two-fold increase in the number of visitors over last edition, clearly making it world's 2nd largest industry event, concluded amidst industry applause including from both International participants as well as Central & State Governments. ■

27th edition of INDEX sees increased international participation

15th to 18th October, Mumbai



Inaugurated by Ms. Zarin Khan - Connoisseur of interior designing, the show witnessed International participations from Turkey, UK, China,

Italy, Malaysia, and Spain amongst others. Leading architects and designers, International and domestic buyer delegations, builders & developers from across the country attended the show. It was marked by knowledge

forums, innovation corners and product launch zones. The event is supported by Institute of Indian Interior Designers (IIID), All India Hardware Association, Hospitality Purchasing Managers Forum (HPMF), Taiwan Furniture Manufacturers Association (TFMA), Furniture Association from Turkey (MARMOB), Istanbul Exporters Association (IEA) and British Contract Furnishing Association (BCFA). INDEX witnessed the presence of veteran architects, interior designers and eminent industry dignitaries like Ms. Brinda Miller, Ar. Karan Grover, Mr. Pratap Jadhav, President, IIID and Mr. Mohan Deshpande, Chairman, Hospitality Purchasing Managers Forum. ■

Visitor influx at Delhi Jewellery and Gem Fair 2015 reflects bullish market ahead for industry

26th to 28th September, New Delhi



The show was inaugurated by Chief Guest, Mr. Krishan Pal Gurjar, Minister of State for Social Justice & Empowerment, in the presence of Mr. Vipul Goel, MLA; Mr. Yogesh Singhal, General Secretary, Delhi Bullion & Jewellers Association; Mr. Ram Niwas Goel, MLA; Mr. Prem Sharma, President, Delhi Bullion & Jewellery Welfare Association; and Mr Ramavtar Verma, President, Delhi Bullion & Jewellers Association.

Delhi Jewellery and Gem Fair is north India's largest B2B jewellery fair and one of the major four jewellery shows held annually by UBM India for the Indian gems and jewellery industry. The three-day trade show brought over 270 exhibitors to connect and create business with jewellery manufacturers, retailers, wholesalers,

importers and exporters in North India. International visitors from Dubai, Pakistan, Bangladesh, Sri Lanka and Malaysia were also a part of this edition that saw over 22,500 pre-registrations.

Eminent exhibitors at the event included Jindal Jewellers, N.D Diamonds, P.C Totuka, Rohtak Chains, Royal Chains, Swarnsarita, Swarnshilpi, Tatiwalas Gehna, Unique Chain, Mohan Gems and Jewels, Bhindi Jewellers, Chain - N - Chains, Damara, Dhirsons Diamonds, Fine Jewels, Haryana Jewellers, Itan Jewels, Jaipur Ratna, Jewellery Machinery Association and WBIDC amongst others. The show saw new product launches, felicitation and recognition of budding designers' talents from NIFT, ramp presentations and awards. UBM India launched India's Retail Jewellery Companies Publication, a 10-year industry outlook with key insights and trends.

Mr. Yogesh Mudras, Acting Managing Director, UBM India Pvt. Ltd., said, "the sector is witnessing changes in consumer preferences with increasing demand for innovative designs and variety in jewellery." ■

Innovation takes centerstage at Fi & Hi India

19th to 21st October, Mumbai



Fi & Hi India 2015, the only B2B platform for the Indian food and health industry was inaugurated by Commissioner, FDA, Maharashtra, Dr. Harshdeep Kamble. The show was attended by over 160 exhibitors and 6,500 visitors. Powered by 10 years of industry experience, Fi & Hi India provided a series of informative and technical seminars along with panel discussions covering a range of topics from Managing Quality with Food Safety, Global Food Trends, Role of Health Supplements to Innovation and Emerging Trends in Food Packaging. The event created especially for the food processing companies was supported by the

Ministry of Food Processing Industries, Government of India. The show attracted industry leaders and key exhibitors including Ace International, Piramal Healthcare, Calpro Foods Pvt. Ltd., Ingredion India Pvt. Ltd., Sonarome, ADM Agro, G.C. Chemie Pharmie Ltd., Mintel, Naturex and Roquette, amongst others.

Responding to the growing need for solutions in processing, packaging, equipment and services, Fi India hosted Expo FoodTec Pavilion, giving attendees, access to a complete range of ingredients. For the second year, Fi & Hi India introduced a Free two-day Bakery Workshop: a comprehensive teaching, training and research centre specifically for baking technology and allied disciplines.

This year, innovation took centerstage, providing the exhibitors, an opportunity to showcase innovative products in the presence of Indian food industry's leading decision-makers, experts, buyers, producers and suppliers. Fi & Hi India also introduced 'Visitor's Choice Awards' wherein, Generex Pharmassist Pvt. Ltd., Raaj Agro Fortune Producer Company Ltd. and DiaBliss Consumer Products were winners of the innovative ingredients category. Fi India & Hi is a part of the global food ingredients portfolio having 10 global trade shows, with 142 countries representing events all over the world. ■

Techtextil India continues to show strong business prospects in Indian market



24th to 26th September, Mumbai



Celebrating its 5th edition as India's largest exhibition for the technical textiles and nonwovens industry, Techtextil India lived up to its promise of a truly business and growth-oriented trade fair for India. Product portfolio by 158 exhibitors, strong international participation from 11 countries, concurrent Techtextil India Symposium, intense interactions with 5,050 business visitors from 35 countries and re-bookings for 2017 by over 30% exhibitors exemplified the dynamism of the platform.

Mr. Vikas Sharan, VP, Textile Engineering - Knitting, Synthetics, Nonwovens & Carpets, A.T.E. Enterprises Pvt. Ltd. said, "it gives me great pleasure to see the exhibition expanding and adding new participants to its fold. The exhibition is not only holding ground but also showing positive signs of expansion."

German exhibitor Lindauer Dornier GmbH strongly believes that the Indian market is advancing and demonstrates good potential for textile and technology players. Mr. Alois Felder, Head of Product Management said, "we are machine makers who explore existing

technologies and use them. Techtextil India enables us to understand the Indian market scenario and gain an idea of the competition. Currently, filtration is a big subject and we have come across focused visitors in that segment." First-time participants from China, Zhentai also reported a good business experience. Ms Cherry Zheng, Manager said, "in India, nonwoven fabric production is expected to go up and we met many useful contacts in this regard who showed strong interest in our machinery. We look forward to coming again for the next edition."

The well-established format covering the entire technical textile value chain through its 10 product groups and 12 application areas brought to the forefront innovative concepts that can help the Indian technical textile industry better employ technology and resources to meet market demand.

Mr B.B. Sharma, CEO (Textile Projects), Sintex, who is looking at making sizeable investments in the sector, found the exhibition very useful. He said, "we are looking at setting up a spinning cotton plant in Gujarat with an investment to the tune of 6000 crore (USD 926 million), and came to meet some selected exhibitors at the show. However, there was so much to see and explore at the exhibition and integrate in our business."

Techtextil India is part of the "Technical Textiles" brand with 6 shows worldwide within Messe Frankfurt's Texpertise Network comprising 47 fairs that highlight innovations and show what is driving the global textile industry. Held biennially in India, the next edition will take place from 13 - 15 September 2017. ■

AUMA ranks among top earners

The Association of German Trade Fair Industry crunches numbers to rank among the world's top-earning organizers



A report from AUMA, the Association of German Trade Fair Industry, ranked organizers worldwide with turnovers exceeding 100m (US\$111m) in 2014. Topping the list of 28 companies was UK-based Reed Exhibitions, with revenue exceeding 1.104bn euros, followed by France's GL events at 939.4m euros, and UBM in third place at 561.1m euros, according to AUMA. Collectively, German organizers grossed about 3.45bn euros during the year. AUMA Managing Director, Dr. Peter Neven said, most German organizers have

long-term strategies for both domestic and international markets leading to a strong relationship to their customers and this is one of the most important success factors of the German exhibition industry. Germany is home to half of the world's top ten highest-grossing exhibition organizers, new research shows, good exhibition halls and congress facilities. About 55 per cent of exhibitors and a third of the trade visitors come from abroad and not only from the neighbouring countries. ■

Source: <http://www.exhibitionworld.co.uk/2015/11/11/auma-ranks-top-organisers/>

National Summit and Exhibition on Water, Waste Water Treatment Solid Waste Management & Solid Waste Management energises national movement towards 'Clean India'

29th to 30th September, New Delhi



Mr. Kapil Mishra and Dr. Kulwant Singh, Advisor, UN Habitat seen honouring Mr. N.K Dureja Deputy Resident Commissioner, Chandigarh Administration for contribution towards cleanliness and successful waste management in the Chandigarh and the civic body's relentless efforts in making it one of the highly sanitised cities in India.

With environmental concerns drawing global attention, the National Summit and Exhibition on Water, Waste Water Treatment & Solid Waste Management, organized by Messe Frankfurt Trade Fairs India Pvt. Ltd., concluded on a productive note, energising the national movement towards Clean India. Focused on challenges for India in the context of water, wastewater and solid waste management, the two-day summit hosted 145 attendees including 25 high-profile speakers in New Delhi.

The conference took off with an invigorating keynote address by Mr. Kapil Mishra, Hon'ble Minister for Law, Tourism, Art, Culture & Languages and Water, Government of Delhi who stressed on the need for India to invest and adopt sustainable technologies and outlined ongoing government initiatives in this direction.

With representatives of various ministries and municipal corporations present at the summit, it was a distinctive gathering intended to discourse challenges and solutions that can drive the 'Sustainable Growth vision' of the government.

Mr. Darryl Lew, International Projects Manager, Environmental Management Services in his session for improving freshwater quality elaborated on lessons from the New Zealand experience and found that a similar green revolution is picking up in India. Besides addressing core environmental issues, the summit also underscored some very interesting and scalable techniques in water, wastewater and solid waste management. Dr. Sanjay Jain, Managing Director, Geist

Research Private Ltd in his session for wastewater valorisation for a sustainable chemical industry highlighted solutions that can recover chemicals used for various processes in its pure form and industries who can actually 'profit' from this zero liquid discharge. The process specified how chemical industries can attain a sustainable waste water recovery process where industrial chemical pollutants do not even get into water and thereby meet Pollution Control Act.



Mr. Vikram Singh, Superintending Engineer, Delhi Jal Board expounded the board's plans to expand its dual pipe network and set up decentralised sewer treatment plants at six locations in Delhi. Another speaker, Mr. Anshuman, Associate Director, Water Resources, TERI shed light on the lack of capacities hindering the project and the government's renewed plan of NamamiGange through a budget of Rs. 2100 crores (USD 13.67 billion) to tackle the magnitude of toxicity.

The interactions at the summit also opened room for discussions that can lead to technology collaborations for sustainable development. Mr Tim Langley, ED, CarbonScape whose New Zealand-based company is involved in creating activated carbon sees huge potential in India to utilise its waste and generate carbon that can purify air and water resources. Also present at the summit was Mr K.K. Peshin, Chief Engineer, CPWD who said, "we have already put up new sewerage treatment plants and are looking at adopting a gamut of new technology for various waste management stages. Sessions here have given us good exposure to new, refined solutions that are available in the market, many of which we can put to use."

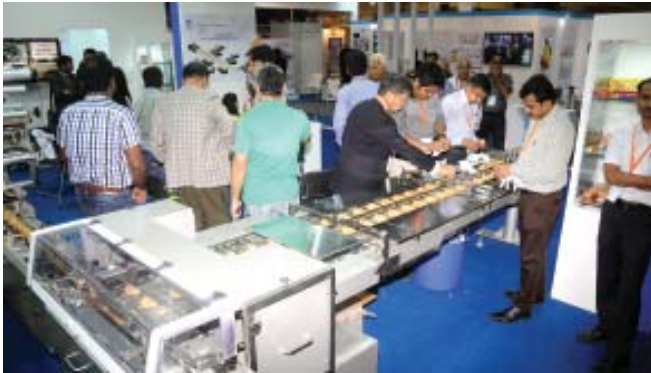
The two-day summit saw the book launch of Environmental Economics by Dr A.N. Sarkar, Senior Professor, Asia-Pacific Institute of Management. The summit concluded with an expert panel featuring strategies for recycling technologies in developing countries and how these can be implemented. ■

PackTech India and Drink Technology India

Outstanding visitor record with 37% increase in attendance



25th to 27th September, Mumbai



The trade fair duo International PackTech India and Drink Technology India saw a successful close with visitors' increase at 37 percent. Around 10,250 trade visitors came to the Bombay Convention & Exhibition Centre to obtain information about solutions for the international packaging, package printing, processing, beverage and food industries. A total of 226 exhibitors presented their products with the area of food processing represented at both trade fairs for the first time.

The trade fair duo again confirmed its reputation as a business platform that provides customized solutions for the Indian market. The organizers, Messe Düsseldorf and its Indian subsidiary for International PackTech India as well as Messe München International and its subsidiary MMI India for drink technology India, also drew a most

positive balance. "We have achieved a completely new level with this result," declared Dr. Reinhard Pfeiffer, Deputy Chief Executive Officer of Messe München International. Mr. Werner M. Dornscheidt, CEO, Messe Düsseldorf, underlined, "companies meet well prepared customers here who are ready to invest. Exhibiting companies reported very concrete business negotiations. The visitors put up with long travel distances in part to experience new technologies of international and domestic suppliers live at this trade fair. The very positive result of the trade fair duo makes us optimistic for the future."

For the conceptual sponsor of International PackTech India and drink technology India, the professional association Food Processing and Packaging Machinery in the German Engineering Federation (VDMA), its Managing Director, Mr. Richard Clemens stated, "our expectations with respect to the number of visitors and competence have been considerably exceeded. You sense a very positive mood with corresponding investment projects. Both trade fairs have become the optimum platform for the industry, and the many high-quality contacts promise good trade fair follow-up business." The Indian branch of VDMA, VDMA India, provided valuable support in moderating the round table talks and the exhibitor forums. ■

Business exhibition showcases Indian interests in Africa

A business exhibition mounted as part of the third India-Africa Forum Summit (IAFS) in New Delhi from 28th to 29th October, 2015, showcased the interests of various Indian companies in Africa

Organized jointly by Assocham, CII, Ficci, and the PHD Chambers of Commerce and Industry (PHDCCI), the exhibition encompassed multiple sectors including agriculture, energy, healthcare, infrastructure, technology, innovation and education. An interesting stall called "Modern Integrated Village" set up by CII drew a large number of visitors. "We are showcasing how knowledge of soil testing and soil health can help farmers in the usage of fertilisers and nutrients," said Ms. Meeta Kapoor, food and agriculture centre, CII.

Education was another sector on display with institutions like Amity University and Apeejay Stya University putting up stalls. Several infrastructure companies also set up their stalls in the exhibition. Among them was Seftech India, which has been in Africa for about a decade now.



It put on display miniature replicas of its projects in Africa. Among healthcare companies, Apollo Hospitals, Dr. Agarwal's Group of Eye Hospitals, and Fortis participated. ■ Source: <http://www.business-standard.com/>

Ahmedabad Machine Tool Expo Harbingers a New Era for Machine Tool Industry in Western Region

energises national movement towards 'Clean India'



24th to 27th September 2015, Gandhinagar, Gujarat



The first ever Ahmedabad Machine Tool Expo organized by the Indian Machine Tool Manufacturers' Association (IMTMA) concluded on a positive note. The industry's overwhelming response in making the regional machine tool show that witnessed a footfall of about 9000 visitors has heightened expectations.

The expo displayed state-of-the-art technologies primarily focusing on manufacturing solutions from the industries located in the Western Region. Fervent business activities transpired at the expo post-inauguration. The show had the presence of industry delegations representing various sectors such as textile machinery, pharmaceutical machinery, petrochemical engineering, agriculture implements, auto engineering, mining equipments, etc.

Elaborating on the importance of the show from a regional perspective, IMTMA President Mr. L. Krishnan said, "the show gave an opportunity for visitors to meet

small and medium enterprises who are the original equipment manufacturers and their sub suppliers. The expo opened avenues to penetrate niche industry sectors as well as the untapped regional market." Mr. V. Anbu, DG, IMTMA said, "there is a sizeable demand emerging in west India as a result of the foreseen growth in the manufacturing industry. The current expo has shaped up to be an ideal platform to initiate business in the region."

Exhibitors were enthralled by the responses solicited from their customers. Many of them felt that participating in such a show was vital not just for sales but also for services. The show enabled them to meet the different regional customers and thereby better understand the requirements of the regional markets. The understanding generated at the show will serve as the basis for solid industrial development in India and simultaneously strengthen the companies' business while expanding their network to a larger scale.

The expectations will now grow higher from all sides since the responses have been positive. IMTMA will organize many more regional shows and with the support of the industry expects to build on the success achieved in Ahmedabad in the days to come. ■



First edition of Delhi Machine Tool Expo concludes on a positive note

20th to 23rd August 2015, New Delhi

The first ever Delhi Machine Tool Expo organized by the Indian Machine Tool Manufacturers' Association (IMTMA) witnessed a total footfall of over 13000 visitors responding to 220 exhibitors displaying over 200 machines from 9 countries with group participation from 3 countries in 4 exhibition halls. About 180 Indian and 40 overseas exhibitors displayed their technology solutions. Overseas exhibitors were from China, Germany, Italy, Japan, Korea, Taiwan, UK and USA. The machines and accessories on display focused on aerospace, defence, railways, automotive and auto components, medical engineering, construction equipment, IT, electronics, etc.

The show had the presence of more than 40 industry delegations representing various industry sectors. Delegations from HAL, Indian Railways, Hero Motors,

Tata Motors, Bajaj Auto, Maruti Suzuki, Honda Cars and Scooters, Harley Davidson, Shriram Pistons, Havells India, Kalyani Forge and various other industry chambers and associations came in large groups.

Speaking on this occasion Mr. V. Anbu, Director General, IMTMA said, "the success of first edition has opened avenues for penetrating into regional markets, to enhance manufacturing capabilities of various industry sectors and we see a huge potential for this show to grow in the future editions."

Visitors also spoke exceedingly well about the event. They were quite happy to see SMEs displaying their best technologies developed which could cater to the large manufacturing industries. ■

bodyLIFE-India Expo 2015 closes on a successful note with strong industry engagement

1st to 3rd October, Mumbai



The second edition of India's exclusive Business-to-Business trade fair for the fitness business community, bodyLIFE-India Expo, concluded on a successful note with the three-day event witnessing strong industry engagement.

It was inaugurated by Mr. Madhukar Talwalkar, Chairman of Talwalkars Better Value Fitness Ltd. The annual event saw more than 2,300 trade visitors and 362 professional fitness trainers participating. bodyLIFE-India Expo also saw the successful hosting of two co-located events, bodyLIFE Congress and IFAA Convention. The energy and enthusiasm shown by the fitness business community has encouraged the organisers to announce the third edition of bodyLIFE-India Expo in New Delhi in 2016.



The bodyLIFE Congress opened with an interesting panel discussion on 'Transforming Gym's Growth and Earning Potential'. It was moderated by Mr. Deckline Leitao, Director of Exercise Science with Vesoma Sports Medicine Centre (Bangalore).

Ms. Kalyani Capadia, CEO of K11 Fitness Management Co. Pvt. Ltd.; Mr. Martin Klein, Director of Markez Consultants; and Mr. Sunil Kudva, Founder of Elite Fitness, participated in the panel discussion and shared valuable insights on the subject. Congress also included presentations by Dr. Ruchira Tendolkar, Technical Director of BFY Sports N Fitness; Mr. Clifford Manifold, Regional Sales Director (South-East Asia and India) with Precor; Mr. Deckline Leitao and other prominent speakers.

IFAA-Indiaco-organized a 3-day Trainers' Convention at the same location, relating to training for an International B License, knowledge of anatomy and physiology, and how every trainer needs to be great in his/her job. Among the Master Trainers who conducted workshops were Rebecca Barthel from Germany, Devrath Vijay from India, sports scientist Daniela Carta from Germany, Patrick Schopa from the German Sports University in Cologne, and Sucheta Pal, India's first Zumba Education Specialist. ■

MumbaiWood 2015 ends with vibrant business opportunities

1st to 3rd October, Mumbai



The second edition of Western India's only trade show for woodworking machinery and furniture production technologies, MumbaiWood 2015, concluded with vibrant business opportunities after bringing together 6,020 trade visitors. The event showcased woodworking machinery, tools, fittings, accessories and raw materials

for furniture production, semi-finished products, shutters, doors, windows, laminates, particle boards, wood composites and many more. Business optimism across the show floor was also reported by exhibitors, many of whom rated MumbaiWood 2015 as their best trade show of the year. MumbaiWood also saw the successful hosting of the online furniture retailers' Sourcing Forum. The third edition of the forum was held on 2 October, and was specially designed to attract furniture and kitchen manufacturers to meet and partner with India's leading online furniture retailers. More than 600 trade discussions were held between furniture manufacturers and e-retailers such as Ebay, Fabfurnish, Flipkart, Furlenco, Furniture Dekho, Home Town, Livspace, Pepperfry, Snapdeal and Stitchwood. As in the past, MumbaiWood 2015 was a great opportunity for small, medium and large wood-based manufacturers in smaller pockets of Western India to become competitive and benefit from the burgeoning market. ■

IHGF Delhi Fair - Autumn 2015

Giving a Novel Dimension to the Indian Handicrafts Sector

14th to 18th October, 2015; Greater Noida, New Delhi-NCR



Another step towards boosting Indian Handicrafts 40th Edition of IHGF-Delhi Fair



The 40th edition of IHGF-Delhi Fair Autumn 2015 - the world's largest fair of Indian handicrafts and gifts was declared open by Shri Santosh Kumar Gangwar, Hon'ble Union Minister of State (Independent Charge) at the world class venue of India Expo Centre and Mart at a colourful ceremony on 14th October 2015. The fair was organized by the Export Promotion Council for Handicrafts (EPCH). Smt. Vinita Bhatnagar, MLA, Gautam Budh Nagar, Dr. S.K. Panda, Secretary (Textiles), Ministry of Textiles, Shri Rama Raman, Chairman- GNIDA and

Shri Alok Kumar, Development Commissioner (Handicrafts) also graced the inaugural ceremony. While inaugurating the 40th edition of IHGF-Delhi Fair Autumn, 2015, Shri Santosh Kumar Gangwar said "Handicrafts of India have a distinct image and this can be further promoted through these kind of fairs". He further said that the exporting community should innovate new products so that the buyers who visit IHGF-Delhi fair should take the impression back with them that they cannot source these kinds of products from anywhere else.

Overseas Buyers from more than 110 Countries Sourcing from this Fair



Over the years, IHGF has played a vital role in promoting India's handicrafted products internationally. Since 1994, when the first edition of the show was held, the country's handicrafts exports hovered around ₹ 2,520 crores and in 2014-15 the figure has touched ₹18,639 crores. "Over 7000 overseas buyers and their representatives have been registered during the fair", informed Shri Rakesh Kumar, Executive Director, EPCH who is also Chairman of IENIL.

EPCH Expects a Quantum Jump in Handicrafts Exports



Overseas buyers from several countries of the world registered themselves at the 5 day fair for sourcing their requirement of home, lifestyle and fashion products. The buyers were seen doing serious business on the first day of the fair. Handicrafts exports have been growing on an average annual growth rate of 10% during the last decade. However, the growth during the 2014-15 was 7.96% in rupee terms and 6.82% in dollar terms as compared to previous year. The exports of handicrafts during the year 2014-15 was ₹18,639.14 crores. "Despite the overall slump in exports in various commodities, the exports of handicrafts in the first six months stood at ₹ 9108.41 crores, registering a growth of 9.92% in rupee terms", further elaborated Shri Rakesh Kumar, Chairman - IENIL and ED - EPCH.

Launch of Special Publication by Secretary, Textiles



The inauguration ceremony of the fair saw the release of the Fair Directory and a special publication- "Promotion of Handicrafts for Inclusive & Sustainable Development" Sabita Saurth, Sabita Vikas" by Dr. S.K. Panda, Secretary, Textiles along with Mr. Rama Raman, Chairman, GNIDA and Mr. Alok Kumar, Development Commissioner (Handicrafts), Mr. D. Kumar Chairman EPCH & Mr. Deepak Agnwal, CEO, GNIDA.

Folk extravaganza



IHGF 2015 was also marked by a number of cultural performances organized at different locations in the halls and fair area. The visitors as well as the exhibitors enjoyed the folk dances as well as music forms from different parts of the country. Kathakali performers, Rajasthani soulful music, Gujarati dance troupes and more; the fair was praised for its cultural quotient too.

Setting the ramp on fire



The IHGF was also marked by a number of fashion shows by participating manufacturers. The ramp came alive with collections for the seasons, with the sequences highlighting the variety of materials, craftsmanship, styles and designs and more. The collections included fashion apparel, jewellery and accessories.

The ace fair guide- IHGF Mobile App

For many a buyer as well as participant, finding their way around the 40th edition of IHGF 2015 was smooth, made possible by a dedicated mobile app. The IHGF Mobile App easily accessible on www.epch.in/mobile and on play store & app store gave all information related to the fair, like facilities, free shuttle, hotels, events among other things. Also can be followed on



Joint Venture Initiative



Shri D. Kumar, Chairman, EPCH exchanging MoU with Ms. Khair Ul Nissa, Executive Director, World Trade Center along with Shri V.S. Goyal, President IHGF fair. EPCH also initiated joint efforts with other international organisations like Yiwu, China and Port Trade Centre, Uruguay.

Insightful & Informative Seminars & Conferences



A number of insightful & informative seminars were organized by EPCH during the course of all five days of the fair. From seminars on advantage of doing business in & with Yiwu, China to seminar on the effectiveness of social media. From using the digital medium to increase sales to the export opportunity in Latin America to how to safeguard your business from international frauds and more, the seminars saw massive participation from all spheres.

Theme Pavilion- Garden accessories



A special Garden Theme was showcased at IHGF 2015 where a number of garden handicraft accessories were displayed. Participants from across the world exhibited their products at various stalls and saw a great number of footfalls as well. Similar to the success of the lighting arena, it's presumed that the Garden Theme will be a full-fledged section at the next year's fair.

Opportunities for Artisans from Narsapur, Jodhpur, Lucknow & many other Mega Clusters



"A major highlight of this edition of the show is EPCH's initiative to promote different craft clusters such as Narsapur, Bhuj, Jodhpur, Bareilly, Lucknow & J&K", informed Shri Rakesh Kumar, Executive Director of EPCH. Other on dials were Shri S.K. Panda, Secretary, Textiles, Mr. Alok Kumar, Development Commissioner (Handicrafts) and Shri Navraj Goyal, Addl. Development Commissioner, Ministry of Textiles, Govt. of India.

A glimpse of the world's largest handicrafts fair boasting of 2750 exhibitors, 1,90,000 sq. mtr. area, 14 halls.



Dr. S.K. Panda, Secretary, Textiles and Mr. Alok Kumar, Development Commissioner (Handicrafts) interacting with participants



Newly constructed, state-of-the-art Halls



Ms. Alta Dang, Ecorp Pvt. Ltd. receiving Aji Shrikar Memorial Awards for Best Display & Stand Design of Fashion Jewellery & Accessories



Shri J.K. Daloo, Additional Secretary & Financial Adviser, Ministry of Commerce & Textiles, Govt. of India interacting with exporters

Bringing together organizers and industry suppliers for their mutual benefit through the exhibition, education and networking events at the **SHOW FOR SHOWS**

The focus is to create a learning culture and strategic networking opportunities. The education sessions will provide all participants with various levels of experience - senior to novice - with new and creative ideas and tools to implement in their own practices.



Professionals will come to share best practices with their peers and to discuss challenges with exhibition and event management. Attendees will benefit from innovative industry programs, products and services, and advanced industry education and networking opportunities designed to facilitate new business partnerships. This spectacular face-to-face meeting provides attendees with the tools they need to plan and manage successful exhibitions, public shows, and events for years to come.

Expo! Expo! IAAE's Annual Meeting & Exhibition is the "show for shows." Exhibition and events industry professionals attend this premier show to learn about the latest industry trends and technology, as well as network with like-minded professionals. This spectacular face-to-face meeting provides attendees with a diverse marketplace to view and assess the tools needed to plan

and manage successful trade shows and events for years to come.

Unique Advantage for all industry professionals looking for new ideas and fresh approaches on how to conduct business; show managers seeking additional, new, and practical cutting-edge skills to enhance their industry knowledge; meeting and event planners looking to add an exhibition to their future events; marketing/sales managers seeking a base of knowledge in the industry they represent; Industry suppliers, including hotel personnel, who seek a complete overview and understanding of the show development process.

Expo! Expo! IAAE's Annual Meeting & Exhibition 2015 is all about experiencing the best the industry has to offer so you can gear up for the new year with fresh knowledge and networking successes. Over three days, attendees will experience 70+ learning opportunities on and off the show floor; education covering multiple areas of focus for CEM learning, large shows, young professionals, leadership training; 10+ planned networking opportunities over 3 days; 265+ exhibitors from 60 different product categories on the show floor; mega Rooms constructed to immerse attendees in the complete learning experience. ■

New industry insight series report – Managing for Results: Benchmarks for Exhibit Growth

The **Center for Exhibition Industry Research (CEIR)** announces the release of a new Industry Insight Series report, *Managing Results: Benchmarks for Exhibit Growth*. This document offers exhibitors a primer on exhibit goal setting that aligns with an organization's strategic goals and defining metrics that track event performance against these goals.

This report takes into account that business-to-business exhibitions are versatile and serve many business

objectives. It lists 99 reasons why organizations choose to exhibit. Author Siskind offers an approach advocating to follow a tighter focus when exhibiting that supports an organization's top priorities and a way to quantify what success looks like to use as performance metrics.

CEIR President and CEO **Brian Casey**, CEM noted, "CEIR's Industry Insight Series showcases advice from leading industry experts. This particular report offers a pathway for exhibitors to assure that their exhibit programs are positioned for success."



INDUSTRY TIDINGS

Joint meeting of associations to discuss industry issues

representatives from IESA, IEIA, EEMA and ICPB meet to deliberate on growth of industry

To address the issues of common interest, a joint meeting of Associations from the related fields such as IESA, IEIA, EEMA and ICPB, was organized by IESA on 9th November, 2015 at Ethiopian Cultural Centre, Delhi. Being from the same industry, deliberations were held for finding solutions for issues related to taxation, permissions from Government, health & safety, skill development etc. Another important aspect was getting the Industry status for growth and development of the exhibitions sector. The objective of this meeting was to find the way forward for dealing with these issues and getting them addressed at the appropriate platforms and work towards the growth of the industry.



15th International Electricity Exhibition

brings together representatives of 541 domestic and foreign companies



This year's edition was attended by representatives of 541 domestic and foreign companies including 200 foreign firms and 341 Iranian ones. The high figure of foreign attendance in this year's exhibition stood in stark contrast to last year when only 110 foreign companies took part in the exhibition. Major countries represented were South Korea, Turkey, China, Germany, Spain, Hong Kong, the United States, Sweden, the Czech Republic, Japan, Switzerland, Canada, Belgium, Taiwan, the United Arab Emirates, Ukraine, Slovenia, India, the Netherlands and Finland. The event was inaugurated by Minister of Energy, Mr. Hamid Chitchian who said, Iran's power industry has greatly progressed during recent years and at present its products are being used in 36 countries as parts of their power distribution networks, power plants and transmission lines. He added that boosting cooperation between Iranian and foreign companies in order to promote the quality of domestic energy industry products, is the main goal of the exhibition.

Source: <http://www.presstv.ir/Detail/2015/11/08/436822/iran-15th-International-Electricity-Exhibition-Minister-of-Energy-Hamid-Chitchian-Tehran-International-Fairgrounds>

Green self-driving cars take centerstage at Tokyo show

Visions of cars that drive themselves without emitting a bit of pollution while entertaining passengers with online movies and social media took centerstage at the Tokyo Motor Show, held from October 29 to November 8.

Japan, home to the world's top-selling automaker, has a younger generation disinterested in owning or driving cars. The show is about wooing them back. It's also about pushing an ambitious government-backed plan that paints Japan as a leader in automated driving technology.

Nissan Motor Co. showed a concept vehicle loaded with

laser scanners, a 360 degree camera setup, a radar and computer chips so the car can "think" to deliver autonomous driving. The Japanese automaker called it IDS, which stands for "intelligent driving system." At a special section of the show, visitors could try out some of the "smart mobility" devices such as Honda's seat on a single-wheel as well as small electric vehicles.

Source : <http://www.businessinsider.com/>



Mr. Carlos Ghosn, president and CEO of Nissan Motor Co., unveils the Nissan IDS Concept vehicle



NEW APPOINTMENTS

Mr. Yogesh Mudras now MD, UBM India

Mr. Yogesh Mudras has been promoted to Managing Director of UBM India Pvt Ltd. He was appointed the Acting Managing Director, UBM India in March 2015. Prior to this, he had been the Finance Director, UBM India for over five years, driving UBM India's business with major acquisitions, business development and database enhancement.



Mr. Yogesh Mudras
Managing Director,
UBM India Pvt. Ltd.

Mr. Jimé Essink, President & CEO of UBM Asia, said, "Yogesh brought a wealth of experience to his interim position as Acting MD. In the past months, he has further strengthened UBM India with new launches, a refreshed workforce and a strong will to grow the business in an exciting and emerging market as India. Yogesh is well placed to lead our business in India." Mr. Mudras is a qualified Chartered Accountant and a Certified Public Accountant (USA). He has completed his Business Leadership Programme from the Duke University (USA), is a B. Com and Law Graduate from Mumbai University. He is also an Associate Member of Insurance Institute of India specializing in Marine Insurance and a certified ISO 9001 auditor. He will continue to report to Mr. Michael Duck, Executive Vice President of UBM Asia.

Hamdan tours Dubai Motor Show

says exhibition sector in Dubai is witnessing continuous and strong growth



Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum at the Dubai International Motor Show

Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum, Crown Prince of Dubai, opened the 13th edition of Dubai International Motor Show at the Dubai World Trade Centre (DWTC), in the presence of Major-General Khamis Matar Al Mazeina, Commander-in-Chief of Dubai Police; Helal Saeed Al Marri, DG, Department of Tourism and Commerce Marketing and CEO of Dubai World Trade Centre; and Major-General Mohammed Dhaen Al Qamzi. He toured the pavilions of the exhibition and its various stands.

Sheikh Hamdan said that the exhibition sector in Dubai is witnessing continuous and strong growth. Its co-hosting Dubai International Motor Show and the Dubai Airshow 2015, is the best proof of this, confirming the efficiency of the exhibitions sector and its complementary sectors to host more than one major event at the same time.

Source: <http://www.emirates247.com/news/government/hamdan-opens-dubai-motor-show-2015-11-11-1.610177>

Record footfall at Saudi Build

Saudi Build, a leading international construction technology and building materials trade exhibition, concluded on a successful note hosting over 850 firms from 38 countries and witnessing a strong footfall of more than 16,000 trade and professional visitors. This 27th edition was attended by several dignitaries at the Riyadh International Exhibition Centre.

It hosted exhibitors in 4,000 sqm of temporary built structure, and 5,000 sqm of open-air exhibition area, said the organiser Riyadh Exhibitions Company. It is the only construction trade show in Saudi Arabia accredited by UFI, the Global Association of the Exhibition Industry. Saudi Build 2015 impressed visitors through its unique display of the latest building technology solutions, some



of which are new to the region. Many innovative products were also launched at the event, said the organizer. The

overwhelming response from visitors demonstrates the importance of Saudi Build in addressing the growing demand for construction-related products and services for a booming industry, it stated.

The four-day event offered a tailor-made platform to exhibit solutions for the entire construction industry, including building materials and equipment; architectural finishing products; stone, marble and granite products; construction tools and technology; engineering services; infrastructure materials; and security and safety systems.

Source: http://www.tradearabia.com/news/CONS_293682.html

Indian paper industry puts its best foot forward at Paperex



All stakeholders of the industry, from paper mill owners to distributors to end consumers, were on the ground at Pragati Maidan in New Delhi from 1-4 November, 2015, at the 12th edition of Paperex, the biennial international exhibition and conference on pulp and paper industry, organised by the International Trade and Exhibition India, in association with 12 other trade bodies, including the Indian Agro and Recycled Paper Mills Association (IARPMA), the Indian Pulp and Paper Technical Association, India (IPPTA), the Central Pulp and Paper Research Institute, India (CPPRI), and Paper Engineers Association, Finland (PI).

Mr. Gautam Thapar, founder and Chairman of Avantha Group, and Mr. Udo Schuertzmann, Managing Director, ITEI, inaugurated this event that brought together 545 exhibitors from over 33 countries, including group participation from China, Finland, Taiwan, France and Germany. Mr. Udo Schuertzmann said Paperex has now become the only comprehensive business platform serving the paper industry and has established itself as a "business festival of the paper industry," supporting the

overall growth of the industry in the country. "Paperex has played a major role in showcasing the strength of the Indian paper and allied industries by attracting global attention to these technological advancements. Mr. Gautam Thapar said that with a great resilience, the industry is attracting investors, technologists and businesses from the other part of the globe. He expects the cycle to turn positive with revival in the economy, climate change and environmental issues. He further hoped that the government would initiate a clear policy to encourage long-term sustainability and positive ecosystem. Mr. Harsh Pati Singhania, Manager Director, JK Paper, said, "Paper consumption in India is growing to grow, may be not by double digit, but there will be growth as everything nowadays comes with an outer cardboard packaging. This will influence the paper industry's growth."

Paperex 2015 also hosted a four-day international conference on 'Pulp and Paper Industry Innovations - Need of the Hour', organised by the Indian Agro and Recycled Paper Mills Association. There was also a special segment on tissue papers, titled Tissueex.

Source : <http://www.printweek.in/News/398440,indian-paper-industry-puts-its-best-foot-forward-at-paperex.aspx>

Phuket Food & Hotelex Expo targets B120mn industry boost



Chef Somsak Rarongkham, President, Thailand Chefs Association; Phusit Sasitaranondha, Managing Director, Expolink Global Network Ltd; Jaran Sangsan, Secretary, Phuket Chamber of Commerce; Phuriphan Boonnak, Director of Domestic Marketing Promotion Division, Thailand Convention & Exhibition Bureau (TCEB); and Sukon Kaewtae, Director, Phuket Vocational College

The Food and Hotelex 2015, held in Phuket for the first time at Royal Phuket Marina from November 19-22 is the largest hospitality and food fair to be held in Southern Thailand and is aimed at showcasing Phuket's status as a hub of the hospitality and food industry, according to Mr. Phusit Sasitaranondha, MD, Expolink Global Network Ltd. Phuket has a strong tourism

economy and is a world-class tourism destination with hundreds of resorts and hotels, and well-developed infrastructure, he said. This, together with an international airport that connects to many countries around the world makes Phuket a key hub for the hospitality and food industry in the region, Mr. Phusit noted. Expolink has joined efforts with the government as well as the local business community to make this the number one event for the industry. More than 60 leading companies from Thailand's hospitality and food industry exhibited at the show.

Mr. Phuriphan Boonnak, Director of Domestic Marketing Promotion Division, Thailand Convention & Exhibition Bureau (TCEB), noted, being held in Phuket, FOOD and HOTELEX 2015 will help drive and support Thailand's tourism industry and also trade fairs and MICE, in line with TCEB's policy to support and grow trade fairs and domestic exhibitions in Thailand. "We hope FOOD and HOTELEX 2015 will help to distribute goods in the region and be a model for other provinces in Thailand," he added. Source: <http://www.thepuketnews.com/phuket-food-hotelex-expo-targets-b120mn-industry-boost-54729.php>

UPCOMING EVENTS

Bengaluru to host exhibition of construction industry equipment

The Confederation of Indian Industry (CII) has said EXCON 2015, an exposition of construction industry equipment, will be held at the Bangalore International Exhibition Centre (BIEC) from **November 25-29, 2015**. Spread over 200,000 sq m with the participation of more than 900 exhibitors, including eight country pavilions, EXCON is billed as the largest exhibition on construction equipment in South Asia. The construction equipment industry's revenues touched \$6.5 billion by FY14 and are estimated to cross \$22.7 billion by 2020. Excon 2015 is the eighth edition of the event since its inaugural edition in 2000. This year's country pavilions would include that of China, Germany, Italy, Japan, South Korea, Spain, the UK, Ireland, Ukraine, Turkey, and Finland.

Source : www.thehindubusinessline.com

IMTMA's National Productivity Summit 2015 to spearhead productivity in metal working

To champion the cause of productivity in the metal working industries, Indian Machine Tool Manufacturers Association (IMTMA) is organizing the National Productivity Summit (9th in the series) on **November 20 - 21, 2015** at Hotel Crowne Plaza, Gurgaon. The event showcases best productivity practices in metal working through live case study presentations, plant visits and keynote sessions.

At the summit, companies will present best productivity practices through live case study presentations. Industry experts will give keynote addresses. The summit will also feature plant visits to Hero Motocorp, Sona BLW Precision Forgings, Hitech Gears, and Honda Motorcycle & Scooters India scheduled a day prior to the summit on 19 November. Leading manufacturing companies such as Ashok Leyland, Bajaj Auto, Bosch Ltd., Keihin India, Lucas TVS, Mahindra & Mahindra, Maruti Suzuki, SKF India, Tata Motors, TVS Motor Company, and Wabco India will present their case studies, all of which will vie for the IMTMA-ACE Micromatic Productivity Championship Awards, which gives away cash prizes worth Rs. 10 lakhs to the winners. Dr. V.K. Saraswat, Hon'ble Member, National Institution of Transforming India (NITI Aayog) would be the chief guest.

UBM's 4th OSH India in Mumbai

Slated for **November 26 & 27, 2015** at Bombay Convention & Exhibition Center, the expo aims to bring together internationally renowned exhibitors, consultants, business experts and key government officials on an industry platform to exchange global best practices and seek solutions for challenges pertaining to workplace safety and health.

OSH India 2015, in addition to giving an opportunity to health and safety suppliers and service providers from across the world to showcase their innovations and knowledge amidst an industry landscape of vastly untapped India market, will feature a two day conference to drive occupational safety and health as a priority for companies, whilst reiterating the significance and business benefits of investing in health and safety of its workforce, in-turn, its own organisation and the economy at large. This year's conference, "Where Prevention Leads to Change" aims to share global best practice with delegates, whilst the exhibition will help identify solutions to the most pressing challenges.

Messe Frankfurt India's LED Expo to showcase new product segmentation

Along with the ongoing initiatives, the government including various ministries, sector players and industry associations are now seen extending strong support to the only show dedicated for LED lighting products and technologies that is set to take place from **December 3 - 5, 2015** at Pragati Maidan, New Delhi.

The upcoming edition bringing LED technology frontrunners from Indian and Asian markets is now gearing up to showcase solutions for architectural, automotive, residential, commercial and street lighting use, as well as decorative landscape and garden lighting to the Indian market this December. Over 170 companies from China, Finland, Korea, Singapore, Taiwan and India including FIEM, Hublit, Luxmate, Kore, Compnix, Juki, Firefly, Vin LED, Kevin, Kore, Khatod, Luminus, Componix, EMST, Electrolube etc have already signed up and talks with industry majors are in progress. The LED Summit, which made its debut in Mumbai early this year, will take place for the first time in the capital city bringing together officials and experts from the government, industry and consumer sides. Bookings for halls and delegate registrations for the summit are now being accepted. LED Expo is headed by the biennial Light + Building event, held from March 13 - 18, 2016 in Frankfurt, Germany.

DFS Group to present the world's largest retail exhibition of fine watches & jewellery in Macau

DFS Group (DFS), the world's leading luxury travel retailer, will launch the seventh annual DFS Masters of Time exhibition on **December 5, 2015** with a gala event at T Galleria by DFS, Macau in partnership with the Shoppes at Four Seasons. Recognized as the world's premier retail exhibition of luxury timepieces, the DFS Masters of Time program brings together an extraordinary collection of over 400 fine watches and jewellery masterpieces from 28 prestigious brands and the masters who create them, allowing shoppers to experience an unprecedented range of fine watches and jewellery all in one place. The curated collection will be exhibited in store at T Galleria by DFS, Macau, Shoppes at Four Seasons and available for sale until February 29, 2016.

This year's collection of prestigious brands includes: Arnold & Son, Angelus, Blancpain, Breguet, Bulgari, Cartier, Chaumet, Chopard, Corum, De Bethune, Franck Muller, Girard-Perregaux, Glashütte Original, Hautlence, H. Moser & Cie, Hermès, Hublot, IWC Schaffhausen, Jaeger-LeCoultre, Jaquet Droz, Manufacture Royale, Officine Panerai, Omega, Roger Dubuis, Tiffany & Co., Vacheron Constantin, Van Cleef & Arpels, Zenith and more. *Source: <http://en.worldtempus.com/article/industry-news/dfs-group-masters-time-retail-exhibition-macau>*

HITEX's Home Gardener's Fair to bring together gardening community

Hyderabad International Trade Expositions Ltd (HITEX), a PPP between State Government and L&T and Media Today Group (Publisher of popular floriculture magazine) are jointly organising the second edition of Hyderabad's popular event "Home Gardener's Fair 2015" from **December 24-27, 2015** at HITEX Exhibition Center, Hyderabad. Home Gardener's Fair is actively supported by Government of Telangana and its various departments.

Exhibitor profile of Home Gardener's Fair includes flower garden, organic garden, bonsai, urban farming, herbs garden, indoor & outdoor plants, plant care, garden tools, garden furniture, paving materials & tiles, stone & granite arts, terracotta garden ware & pottery, sculptures & environment art, bird / pet houses for gardens, solar lighting systems, etc. This is the event where all products/services helpful for the horticulture/agriculture/urban gardening community will be displayed. Over 40000 people visited the 1st edition of Home Gardener's Fair held last year from 25-28 December 2014.

Over 200 companies confirm attendance at Bakutel 2015

More than 200 companies from Azerbaijan, Turkey, Russia, Germany, France, USA and other countries have already confirmed that they will be exhibiting at Bakutel 2015, the 21st Azerbaijan International Exhibition and Conference on Telecommunications and Information Technologies, scheduled in Baku, Azerbaijan, from **December 2-5, 2015**. 40% of exhibitors are regular exhibitors with leading ICT companies, mobile operators, communications operators, internet providers, system integrators, and distributors of well-known brands. The exhibition features national stands from a number of countries, actively supported by the Ministry of Communications and High Technologies of the Republic of Azerbaijan. 15 national stands from Belarus, Bulgaria, Canada, Croatia, Hungary, Israel, Iran, Italy, Serbia, Russia, UAE, and other countries are expected this year. Eurodesign will be sponsoring Visitor Registration. The exhibition will continue to provide an opportunity for young people to present their inventions, programmes, and services at the region's largest ICT event. Consequently, a lot of attention has been given to start-ups, which will be given a special platform at the exhibition. As the main arena for presenting IT products and services, Bakutel has acquired status as the main business platform where contacts are made and new businesses are created. *Source: <http://azertag.az/>*

Pune to host Horti Expo, International Flora Expo, International Landscape & Gardening Expo and Agrex India

Pune has been chosen as the venue for 8th International Horti Expo 2016, 11th International Flora Expo 2016, 10th International Landscape & Gardening Expo and Agrex India 2016, scheduled from **February 26-28, 2016**.

Maharashtra is a leading Indian state in commercial horticulture, floriculture and allied interests. It is an extremely progressive state in terms of adapting modern technologies. Moreover, it is the largest producer and exporter of many horticulture crops like grapes, pomegranates, mangoes, bananas, oranges, etc. and the largest cut flowers and plant producing state of India. Greenhouse concept, an integral part of horticulture, was first introduced in India through Maharashtra. Since then, it has been home to major greenhouse manufacturers, accessories suppliers, who also help in setting up of greenhouses in many states and other countries. Neighbouring states like Gujarat, Andhra Pradesh, Telangana, and Karnataka are the leading Indian states in horticulture.

Radeecal's Envirotech Asia, Gujarat

Envirotech Asia - 2nd International Exhibition & Conference on Waste and Resource Efficiency, Water and Waste Water Treatment, Pollution Control Systems, Recycling, e-Waste, Renewable Energy offers opportunities to network with like-minded individuals after the end of each session. Scheduled from **December 1-3, 2015** in Mahatma Mandir, Gandhinagar, Gujarat, it's an opportunity to catch up with existing suppliers and re-ignite business relationships.

Exhibitors are from sectors like waste management, environmental system, water & waste water treatment, wastewater systems & solutions, equipments & tools recycling, waste recycling, renewable energy, power plant optimization, clean fossil fired power generation, pollution control equipment manufacturers, waste to energy, e-waste & industrial waste companies, etc.

PDA's IndiaWood to add additional halls as 30,000 sq mts. of stand space sold out

PDA Trade Fairs, the organizers of IndiaWood have announced that 30,000 sq metres of stand space has been sold out more than 4 months ahead of the show. The overwhelming response to IndiaWood 2016 has prompted the organizers to open additional halls for bookings.

Over 40,000 craftsmen, woodworkers, furniture manufactures hardware distributors/ dealers/ manufacturers, plywood & particle board manufacturers/ traders, manufacturers of wood-based products, architects, interior designers, builders and the woodworking ecosystem from all over India and from South-East Asian countries & South Asian countries like Nepal, Sri Lanka, Bangladesh, Malaysia, Myanmar, Bhutan, Thailand, Indonesia and the Philippines will once again look forward to attending IndiaWood 2016, scheduled at Bangalore from **February 25-29, 2016**. IndiaWood, continuously enjoys the endorsement and support of eUMABOIS, the European Federation of Woodworking Machinery Manufacturers. eUMABOIS is instrumental in influencing the presence of the world's leading woodworking tech companies at IndiaWood. The 5-day trade exhibition will feature the latest in furniture production and woodworking. Highlights of the event will include Product and Technique Demonstrations of over 500 woodworking machines; the latest in technology; 9 country pavilions; 'Sourcing Forum' to offer business opportunities for visiting furniture manufacturers; activities to attract architects, interior designers and builders to understand the complete supply chain; and hosted buyers programme.

'Beauty Forum Chennai' launch to provide new global opportunities to beauty industry

The debut of Beauty Forum in Chennai, India on the **December 14-15, 2015** at the Chennai Trade Centre, marks the first time that the beauty industry will have the opportunity to access such a vast array of their international and domestic customers and peers. Beauty Forum Munich was initiated 30 years ago in Germany and has grown to become a leading dedicated beauty event in Europe. Beauty Forum is now held in 7 countries in Europe. Beauty Forum Chennai is organized jointly by PDA Trade Fairs, India and Health and Beauty Holding GmbH, Germany under the joint venture PDA-HaB Media & Trade Fairs Pvt. Ltd. "We have been exploring opportunities in India for some time now and the launch of Beauty Forum Chennai, will give us the platform to now introduce the global industry beauty brands to India and make it a leading event for the continent's beauty industry" said Achim Erndwein, Head of Trade Fairs, Health and Beauty Germany GmbH.

Radeecal's Logistics Asia to enhance logistic chain in India

This International Exhibition on Logistic Industry scheduled in Mahatma Mandir Convention and Exhibition Centre, Gandhinagar, Gujarat, from **January 21-23, 2016**, is a significant step to create benchmark for logistics chain and management. This three days event features an exhibition and two days of conference & networking. It is a chance to meet business delegates & visitors, Government authorities, industrial associations, international trade consulates, etc. It is also an ideal platform for Business to Business[B2B1, Business to Government (B2G) and Exim related enquires.

Agri Asia to showcase international Agriculture Technology

Organized by Radeecal in association with Assocham in Bombay Exhibition Center, Mumbai, Agri Asia is scheduled from **March 3-4, 2016**. This is an exhibition & conference on international agriculture technology, aimed towards inclusive growth of agriculture India. This platform would feature over 200 exhibitors and 1,05,000 plus expected business visitors with an aim to continue its valuable effort to showcase the continuous upgradation of technology and interrelated development in the agriculture industry. Concurrent events include Food Processing Tech Asia and Dairy Livestock & Poultry Expo, Asia. Registration on the website allows visitors to manage meetings, while profiling oneself for business.

Event List held by IEIA Members (December 2015 - January 2016)

December 2015

Envirotech Asia - 2nd Edition

December 1-3, 2015, Mahatma Mandir, Gandhinagar, Gujarat, India
Tel: +91-79-26401101
Email: info@envirotechasia.com; sales@envirotechasia.com
Contact: Radeecal Communications



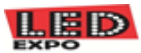
CPhI - PMEC India 2015

December 1-3, 2015, Convention & Exhibition Centre
Tel: +91-20-4099524
Email: vikram.rao@ubm.com
Contact: Mr. Vikram Rao, United Business Media Pvt. Ltd.



LED Expo : Delhi

December 3-5, 2015, New Delhi
Email: anand.nair@india.messefrankfurt.com
Contact: Mr. Anand Nair, Messe Frankfurt Trade Fairs India Pvt. Ltd.



Plastshow - 6th Edition

December 4-7, 2015, Vapi Industrial Association Ground, Vapi, Gujarat, India
Tel: +91-79-26401101/ 02/ 03
Email: sales@radeecal.in
Contact: Radeecal Communications



Energy Storage India 2015

December 8-9, 2015, India Habitat Centre
Tel: +91-11-4855 0055,
Mobile: 9717179615,
Email: PatilS@md-india.com
Contact: Mr. Sachin Patil, Messe Düsseldorf India Pvt. Ltd.



Pamex 2015

December 9-12, 2015, BEC, Mumbai
Tel: +91-022-27812093
Email: varsha@print-packaging.com
Contact: Varsha Pal, Print Packaging.Com Pvt. Ltd.



WIN INDIA

- World of Industry

December 9-10, 2015, Hall 14 And 18, Pragati Maidan, New Delhi
Tel: +91-22-66875511
Email: amit.kudke@hmf-india.com
Contact: Amit Kudke, Hannover Milano Fairs India Pvt. Ltd.



Municipalika 2015

December 9-11, 2015, Jaipur Exhibition & Convention Centre
Tel: +91-22-2637 2883/95
Email: contact@municipalika.com
Contact: Fairfest Media Ltd.



CAPEX 2015

December 9-11, 2015, Jaipur Exhibition & Convention Centre
Tel: +91-22-26372883/95
Email: capex@fairfest.com
Contact: Fairfest Media Ltd.



CONNECT 2015

December 10-10, 2015, Le Meridian Hotel
Tel: +91-124-4980500
Email: sales@etacetechnology.com; sales@acetecheexpo.com; dhaval.s Contact: Dhaval Shah, Asian Business Exhibitions & Conferences Ltd.



Weld India 2015

December 10-12, 2015, CIDCO Exhibition Center, Vapi
Email: info@weldindia.com; mail@weldindia.com; mail@cecec Contact: Biju Thomas Panjikunnel, Unitech Exhibitions Pvt. Ltd.



IFSEC INDIA 2015

December 10-12, 2015, Pragati Maidan
Tel: +91-11-66517606
Email: pankaj.jain@ubm.com
Contact: Pankaj Jain, United Business Media Pvt. Ltd.



PLUGGED IN

December 11-13, 2015, NSIC Grounds, New Delhi
Tel: +91-22-66875500
Email: umesh@hmf-india.com
Contact: Umesh Unnikrishnan, Hannover Milano Fairs India Pvt. Ltd.



Beauty Forum Chennai

December 14-15, 2015, Chennai Trade Centre
Tel: +91-80-42505000,
Mobile: +91-9886126824,
Email: nazeeba@pdatradeairs.com
Contact: Nazeeba Zarin, PDA Trade Fairs Pvt. Ltd.



KISAN 2015

December 16-20, 2015, Pune
Tel: +91-20-30252000
Email: team@kisan.com
Contact: Kisan Forum Pvt. Ltd.



RenewX

December 17-18, 2015, Hitex Exhibition Center
Email: Amitava.sarkar@ubm.com
Contact: Amitava Sarkar, United Business Media Pvt. Ltd.



Home Gardener's Fair 2015

December 24-27, 2015, Hitex Exhibition Center
Tel: +91-40-23112121/22
Email: Lr@hitex.co.in
Contact: Latha Reddy, Hitex Exhibition Center



January 2016

TTF (Travel and Tourism Fair) Chennai 2015

January 8-10, 2016, Chennai Trade Centre
Tel: +91-33-40284028, 24790010-14 (5 line)
Email: ttf@fairfest.com
Contact: Fairfest Media Ltd.



Kolkata Jewellery & Gem Fair

January 9-11, 2016, Milan Mela Exhibition Complex
Tel: +91-22-6172 7318
Email: surendra.singh@ubm.com
Contact: Surendra Singh, United Business Media Pvt. Ltd.



IITT 2016

India International Travel & Tourism Exhibition (IITT) 2016
January 15-17, 2016, Bombay Exhibition Center
Tel: +91-22-6681 4900
Email: info@tourismfair.asia
Contact: Asian Business Exhibitions & Conferences Ltd.





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