

# ExhibiBits

Indian Exhibition Industry Association's newsroom communique



*IEIA celebrates  
"Global Exhibitions Day"*

Exhibitions: Economic Growth Engines

## THE WORLD IN A PAVILION

### 7<sup>th</sup> IEIA Open Seminar 2017 - a huge success



The 7<sup>th</sup> edition of the IEIA Open Seminar, held from 4<sup>th</sup> to 6<sup>th</sup> May, 2017 at Bombay Exhibition Centre, Mumbai, turned out to be the biggest in the series, reflecting the growth sentiment of the exhibition industry in India as well as the increased confidence of the worldwide exhibitions fraternity.

The 7th annual conclave of the Indian Exhibition industry Association- 'IEIA Open Seminar' witnessed a dynamic gathering of over 500 high profile industry professionals from various countries like, USA, France, UK, Portugal, Italy, Brazil, Hong Kong, Turkey, etc. It had support from global industry forums, viz. UFI, IAEE, SISO, SACEOS, AEFI, ICPB as well as reciprocity partner country associations all over the world.


The event set new records in terms of number of attendees and increased international participation while also raising the bar in terms of panel discussions that

featured over 40 eminent speakers and several topics. With this year's theme - 'Exhibitions: Economic Growth Engines', IEIA strove to bring out and reinforce the power of exhibitions as the real drivers of economic growth.

The event started with a Welcome/Networking Dinner on 4th May, 2017 at Hotel Courtyard by Marriott, followed by 2 days of panel discussions and presentations by eminent speakers. The inaugural session on 5th May 2017, saw Mr. Kai Hattendorf, CEO&MD, UFI, as the Chief Guest and Mr. Chander Mansharamani, Vice Chairman, ICPB, as the Guest of Honour.

...contd. on page 6

# BIEC<sup>®</sup> Bangalore International Exhibition Centre

An initiative of  Indian Machine Tool Manufacturers' Association



59,500 sqm of covered exhibition space in 4 Halls



5,600 sqm Conference Centre with 6 Halls of various dimensions



Entrance Plaza with 42 plug & play workstations and a Food Court spanning 7,500 sqm



India's First LEED & IMS Certified Green Exhibition and Conference Facility



## India's Premier International Exhibition & Conference Centre



10 Mile, Tumkur Road, Madavara Post, Bangalore 562 123. India  
Tel: +91 80 6624 6600 E-mail: ubaid@biec.in

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



OUR 200<sup>TH</sup> FAIR!



# India International Mega Trade Fair

**INDIA EXPO CENTRE & MART**  
GREATER NOIDA EXPRESSWAY, DELHI-NCR 4-15 AUGUST, 2017



*India's Best B<sub>2</sub>B & B<sub>2</sub>C Fair*

**GRAND TRADE FAIR AT GRAND VENUE**

**OUR NEXT FAIRS IN 2017-18**

Science City Ground, Kolkata  
**15-25 December 2017**

Janta Maidan, Bhubaneswar  
**19-29 January 2018**

Morabadi Ground, Ranchi  
**16-26 February 2018**

Supported by :



Organisers are Members of



In Association with



Co-Organised by



Organised by



Contact: 90071 66603 / 98363 33308 / 94330 96522

E-mail : [ssdgupta2001@yahoo.com](mailto:ssdgupta2001@yahoo.com), [sdgupta@gsmktg.com](mailto:sdgupta@gsmktg.com), [prakash.shah@gsmktg.com](mailto:prakash.shah@gsmktg.com) Website : [www.gsmktg.com](http://www.gsmktg.com)





# **BUHARIWALA LOGISTICS**

ISO 9001:2008 & OHSAS 18001:2007

Experienced since 1925

- Priceless Heirlooms
- Exhibition Logistics
- Luxury Cars
- Heavy Machinery

Our clients trust us with their most precious cargo and look to us for logistic solutions and integrated services...

...so that they can sit back and let us handle the rest.



## **Buhariwala Logistics**

Balmer Lawrie Bldg., 01st Floor, 5 J.N. Heredia Road, Ballard Estate, Mumbai 400 001. India

Tel: +91 - 22 - 22625450 to 53 / 22615447 Fax: +91 - 22 - 22622724

Email: [info@buhariwalasglobal.com](mailto:info@buhariwalasglobal.com) / [exhibitions@buhariwalasglobal.com](mailto:exhibitions@buhariwalasglobal.com)

**BRANCHES AT : NEW DELHI CHENNAI BENGALURU AHMEDABAD & NAGPUR**

**Associates on all continents**

**Clearing - Forwarding - Warehousing - Packing - Exhibition**



## IEIA President's Hello!

Dear Industry Colleagues,

With an overwhelming support from all our Partners and colleagues from the industry, the 7th edition of the IEIA Open Seminar 2017 held from 4th to 6th May, 2017 at BEC, Mumbai has been a great success. We have been receiving positive feedback from all corners about the fruitful networking and learning enjoyed by the participants of this annual conclave of the Indian Exhibition Industry Association (IEIA), which is aimed at boosting and promoting the interests of the exhibition industry players in India. We all have been working hard for promoting our industry over a decade now, and are now seeing the results in terms of increased trust of the industry players towards IEIA through increased memberships and active participation of the fraternity in all endeavours of the association.

I would like to make a special mention about IAAE's "Certified in Exhibition Management (CEM)" program being enabled by IEIA, it was heartening to see 29 graduates of the CEM 2017 batch receiving their certificates from the Board of Directors of IAAE, who had specially come to join us. Would like to thank our Education Partner M/s. Bangalore International Exhibition Centre, for their support as a Sponsor of this batch.

It is also heartening to see the whole exhibitions industry endorsing the Global Exhibitions Day 2017 driven by UFI (Global Association of Exhibition Industry) and IAAE (International Association of Exhibitions & Events), which was celebrated in 75 countries across the globe on June 07, 2017. It is an event to celebrate our own industry and bring in more awareness about the economic benefits of this magnificent and dynamic sector. Members of IEIA have celebrated this event with great enthusiasm across the country.

Heading towards the GST roll out, IEIA delegation met Mr. M. Srinivas, Commissioner, CBEC and Head, Sectoral Group covering the exhibitions sector for a representation for reducing the rate of GST on exhibitions for the holistic growth of this sector through support to the small and medium exhibition industry players in terms of lesser tax incidence which would largely add to the relatively small organised sector in exhibitions industry in the country; while the exhibitors from various industry sectors would also be encouraged for increased participation in exhibitions for promoting their business. The association has also advocated for simplification of

the processes and rules in terms of multiple registrations required across various states by the stakeholders of this industry.

In taking forward our agenda of promoting the exhibitions industry across various regions, IEIA has charted out a series of Outreach programs in various regions of the country, with Chennai and Ahmedabad to be covered in the next month. July would also mark the completion of the 3rd batch of IAAE's CEM program enabled by IEIA being hosted at German House, Delhi with a Networking program hosted by IEIA for the professionals enrolled in this course.

Further, as you are aware that economies across the globe have been incentivising the trade fairs and exhibitions sector through infrastructure support and favourable tax structures and supportive policies for the growth of the industry along with ease of doing business, which still seems a distant goal for us to achieve. In this regard, your association has taken up the initiative of conducting an in-depth Market Research to determine the actual size and economic impact of the Exhibition industry in India along with the other direct and indirect benefits accruing out of this industry in terms of employment and buoyancy in the inter related sectors like hospitality and tourism. M/s Euro Asia Consulting (EAC) which is the reputed international consulting firm having around 20 years of successful project experience in international trade fair advisory with more than 50 individual projects completed, has been appointed by IEIA for conducting this market research as IEIA's Knowledge Partner; while Messe Muenchen India has come up as IEIA's Industry Study sponsor for 2017 for supporting this initiative. Nevertheless, this study shall be carried out as an independent research without any influence, which shall support IEIA in its endeavours of advocacy for the exhibitions sector at the government level for framing of conducive policies for the growth of our industry.

I urge one and all to actively support this initiative taken up by IEIA for the further growth and development of our sector and once again invite your suggestions for the progress of the exhibition industry in our country.



Warm regards  
**K. V. Nagendra Prasad, CEM**  
President, IEIA



# 7<sup>th</sup> IEIA Open Seminar 2017

...contd. from page 1

Sharing the dais with them were, Mr. KV Nagendra Prasad, President, IEIA; Mr. Ravinder Sethi, Vice President, IEIA; Mr. Rajiv Malhotra, Honorary Secretary, IEIA; and Mr. MB Naqvi, Honorary Treasurer, IEIA. Mr. Sumant J Patel, Executive Chairman, NESCO Ltd., welcomed the delegates with a background of BEC and the vision forward; Mr. Rajiv Malhotra, Honorary Secretary, IEIA, spoke about the purpose of the event and the flow of the Program; and Mr. Ravinder Sethi, Vice President, IEIA, proposed the vote of thanks. Followed by the inaugural addresses, the IEIA Lifetime Achievement Award 2017 was announced and conferred on Mr. Prem Behl, Chairman, Exhibitions India Group, for his dedication and contribution towards the growth of the exhibition industry in India.

In course of the event, three reciprocity agreements were signed by IEIA with three international associations, namely, Italian Exhibition and Trade Fair Association (AEFI); International Association of Exhibitions in Latin America (AFIDA); and Brazilian Association of Promoters of Business Fairs (UBRAFE).

Speaking about the state and scope of the industry in India, Mr. KV Nagendra Prasad, President IEIA, said, "these are happy times for the Indian Exhibition Industry,



*"As per estimates the Indian exhibitions industry is growing by over 7%, outperforming most other nations. This is almost equal to the Country's GDP growth rate. Both UFI and IAEE reports indicate that years 2017 and 2018 would be slow growth years for the global exhibition industry in general with exception of emerging markets and Southeast Asian nations and that there will be expansion of international organisers to emerging markets. India stands a good chance to attract some of this business."*

**KV Nagendra Prasad, President, IEIA**

as it is riding the country's growth tide. India today stands at the 3rd place after China and Japan in Asia in terms of net exhibition space sold in the year. India also stands 3rd in Asia w.r.t. capacity of exhibition space



Mr. Prem Behl, Chairman, Exhibitions India Group, receiving the IEIA Lifetime Achievement Award 2017



IEIA signed three reciprocity agreements in course of the Open Seminar



Glimpses from the panel discussions at the IEIA Open Seminar

while China stands 1st with exhibition space far larger than India's. However, we will be seeing major changes and capacity addition in next 5 years, more than doubling of existing capacity by existing venues like Pragati Maidan, New Delhi; BIEC, Bengaluru, HITEX, Hyderabad and Bombay Exhibition Centre. New venues are coming up at Dwarka - Delhi, BKC - Mumbai and at other cities both in the public and private sectors. Cities such as Jaipur, Ahmadabad, Indore, Pune, Nagpur, Vishakhapatnam, Amaravathi, etc. will get activated. It is estimated that about 700 exhibitions are organised across the country now, with an estimated turnover of Rs.2500 crs and a business of over 25,000crs estimated to be transacted at these events with sizeable business being accrued to travel, hospitality, tourism and government. All this will go one way i.e. up."

The Seminar addressed some very important topics like Building Robust eco system for development of exhibition industry; Global Exhibition Industry Trends; Developing leaders for the development of the industry; Leveraging Technology for better exhibitors experience; Future of the Indian Economy; US Trade fair industry outlook; The new challenges to the exhibition industry; Trade Fairs- a bridge to the world, highlighting the Italian Exhibition industry perspective; and Making Exhibitions work- perspectives of all stakeholders. For the first time, an innovative format of case studies by some leading organisations in the exhibition industry was also introduced in this seminar, facilitating first-hand information and great experience to the audience.

The way forward for the exhibition industry was presented by Market Insight Consultants, capturing the gist of the seminar topics and presentations. A formal vote of thanks was carried out by Mr. KV Nagendra Prasad, President, IEIA.

The overall program successfully addressed the need for improved strategies to achieve growth for the exhibition industry. The Seminar deliberations & recommendations contributed greatly to the achievement of the broader



*"ICPB is glad to be a supporting body for this great event of the exhibition industry as we look forward to more closer interaction with IEIA for the growth of the MICE sector in India."* **Chander Mansharamani**, Vice Chairman, ICPB



*"UFI is always happy to support industry associations around the world in our mutual work to promote the exhibition industry. I am happy to see that the association (IEIA) is doing well and I am glad to be a part of this very well managed event."*

**Kai Hattendorf**, CEO & Managing Director, UFI



*"I was impressed by the richness of the contributions and by the high level content of the seminar. The networking moments were definitely effective and I hope good relationships and business could arise between Indian and Italian Trade Fair Operators in the next future. I am sure that our agreement will encourage a lot of actions and initiatives helping our countries to increase their commercial and industrial exchange."*

*Operators in the next future. I am sure that our agreement will encourage a lot of actions and initiatives helping our countries to increase their commercial and industrial exchange."*

**Pietro Piccinetti**, Coordinator, Internationalization Commission of AEFI



*"It is an honour and a pleasure to be a part of the IEIA Open Seminar and I congratulate IEIA for the great professionalism demonstrated in organising the event."*

**Antonio Brito**, Member of Board of Directors, IAEE, UBRAFE and AFIDA



*"It is my first time at the IEIA Open Seminar and I am very impressed to see the passion the way this event has been organised and am delighted to see so many graduates of CEM here at this event."*

**Dennis Smith**, Member of Board- IAEE and President Messe Frankfurt, US

mission of IEIA, aimed towards building of a conducive environment for exhibitions and the trade fairs sector by the key policy makers in the country.





*The graduating 2nd batch of the CEM Program (India), pose for a commemorative photograph at the IEIA Open Seminar*



During the event, the Graduation Ceremony of the 2nd batch from India for the globally

renowned Certified in Exhibitions Management (CEM) Program was also conducted. 29 graduates representing leading exhibition organisations were awarded their certificates by Mr. Dennis Smith and Mr. Antonio Brito, Members of Board of IAEE. Mr. V Anbu, CEO, BIEC and Mr. B Balasubramanian, COO, BIEC, awarded certificates to the graduates. Bangalore International Exhibition Centre (BIEC) is the education partner of the current batch of CEM enabled by IEIA in India.

A Business Match Making Session was also another important feature of this 2 day program for facilitating discussions on collaborations, M&A, vendors sourcing, etc. IAEE's Young Professionals Meet up was also co-hosted with the IEIA Open Seminar wherein professionals exchanged ideas and interacted with Mr. Dennis Smith, Mr. Antonio Brito and Mr. KV Nagenrda Prasad. Besides, the IEIA Exhibition Services Expo was held concurrent to the 2 day event where key players exhibited their organisational expertise across the right target audiences. Key dignitaries at the event included Mr. Kai Hattendorf, MD & CEO, UFI (Global Association of the Exhibition Industry), Paris; Mr. Dennis Smith, Director, International Assn. for Exhibitions and Events (IAEE) & President, Messe Frankfurt North America; Mr. Antonio Brito, Director, International Assn. for Exhibitions and Events (IAEE) & CEO, Newevents Global (Portugal); and Mr. Pietro Piccinetti, Convener of the

Internationalization Commission, Italian Exhibition and Trade Fair Assn. (AEFI).

Presence of key representatives from global industry forums and trade bodies viz. - UFI, IAEE, UBRAFE, AFIDA, AEFI, ITPO, CII, FICCI, ICPB, EEPC, Jewellers Association, ELECRAMA, Consulate of Turkey, with the first time highest presence from corporate houses across different industry verticals, added to the momentum built around the positively perceived value of this premier event. Besides, leading international organisations from the exhibition industry were amongst the attendees.

"I could see maximum networking taking place at this edition of the IEIA Open Seminar, which very well certifies the achievement of the objective of this event," said Mr. Ravinder Sethi, Vice President, IEIA and further added, "the primary goal of this seminar was to bring together Exhibition Industry professionals/ stakeholders from around India and outside, to discuss important issues and topics of concern facing our industry and to provide a fruitful networking platform for the attendees for forging new partnerships and alliances. etc. The host venue Bombay Exhibition Centre extended great hospitality and rich experience to all the attending delegates."

With the kind of knowledge sharing, Networking and fruitful learnings experienced by the attendees, the excitement for the next edition of the IEIA Open Seminar has already starting building, as the industry looks forward to yet another wonderful opportunity to be a part of the one of its kind premier networking and learning platform, as per the reputation gained by this event. The Next edition of the IEIA Open Seminar would be hosted from 3rd to 5th May, 2018 at HITEX, Hyderabad.■



# Congratulations!

## CEM Graduates 2016-17 India batch

Amit Agarwal, Sr. Executive Officer, IMTMA
Thirupathi Atkapuram, Dy. Manager, Thomas Cook (India) Ltd
Suresh Babu Pigilam, Sr. Executive Officer, IMTMA
BV Brahmanand, Sr. Manager - Facilities, HITEX
Purna Chand, Sr. Manager - Facilities, HITEX
Sai Chand, Deputy Manager - Own Shows, HITEX
Jayanta Das, GM (TDC), ITPO
Mahima Gupta, Executive Officer, IMTMA
Prashant Jain, Project Director, UBM India Pvt. Ltd
Srinivas K, Own Shows Head, HITEX
Abdul Hadi Khan, Marketing Manager, India Expo Mart
Sai Kiran Reddy, Business Development - Director, Indorse Trade Fair Media Pvt Ltd
Balvinder Kumar, Manager, PS Bedi
Senthil Kumar, Director, MYPAD
Pradeep Kumar, Project Head - Wood Working Cluster, PDA Trade Fairs
Sharath Kumar, Manager - Operations, PDA Trade Fairs
Rakesh Kumar Jain, Sr. Executive Officer, Jewellers Association Show
Mahesh M K, Sr. Executive Officer, IMTMA
Sandhya Rani Sunkara, Director, TREO
Vasantha Reddy, Manager - Sales, HITEX
Puneet Sekhri, DGM - Sales, RE Rogers
Sandesh Shinde, Deputy General Manager - Marketing, UBM India Pvt. Ltd
Medha Shukla, Executive Officer, IMTMA
Gaurav Singh, Sr. Executive Officer, IMTMA
Parijat Sinha, Operations Head, IEEMA
Pradeep Sriram, Dy. Manager - Sales, RE Rogers
Julian Thomas, Assistant Project Director, UBM India Pvt. Ltd
Sandeep, Project In-charge, HITEX
Anusha Vannam, Deputy Manager - Own Shows, HITEX

## In this issue

IEIA Open Seminar 2017 .....	Pg 5
CEM Graduates 2016-17 India batch .....	Pg 9
New Members .....	Pg 10
Members Exhibitions & Congresses ...	Pg 11-20
Global Exhibitions Day .....	Pg 14
Launches & Initiatives .....	Pg 21

To find a perfect needle,  
check the sewing box, not the hay stack!

# ExhiBits



## Job Zone

**Looking to find industry professionals?  
Let them spot you!**

Looking to hire professionals in the exhibition industry, allow them find you – advertise in the Indian Exhibition Industry Association's only official magazine – ExhiBits. Read and loved by all industry people across sections!

Privilege introductory rates for IEIA members to advertise contact:

Email: [secretariat@ieia.in](mailto:secretariat@ieia.in)  
Phone: +91-11-41045483



**Indian Exhibition Industry Association**

**Contact:**  
Ms. Nidhi Sharma,  
Executive Director

**Telefax:**  
+91 11 41045481

**Email:** [ed@ieia.in](mailto:ed@ieia.in)

**Website:** [www.ieia.in](http://www.ieia.in)

**Address:**  
Lower Ground Floor,  
A-337, Shivalik  
Malviya Nagar,  
New Delhi-110017

Reciprocity Partners





Member of




Campaign




**ExhiBits Compilation & Presentation:**  
**Establishments Promotion Bureau**

**Production:**  
**Chapakhana.com**  
[www.epbureau.in](http://www.epbureau.in)

Industry Tidings .....	Pg 22
New Industry Appointment .....	Pg 23
4 Appointments	
Upcoming Events .....	Pg 24
Calendar .....	Pg 26

Disclaimer: IEIA does not take responsibility of the content shared by concerned organizations and various public sources.

# IEIA Welcomes New Members

## ASSOCIATE MEMBERS

### MEDIA POINT

www.mediapointevent.com

Authorised representative at IEIA:

Dr. Deepak Swaminathan, CEO

deepakswaminathan@mediapointevent.com



### COHEZIA CREATIVE TECHNOLOGY PVT. LTD. (COCONNEX)

www.coconnex.com

Authorised representative at IEIA:

Mr. Kaushik Sen, Managing Director

kaushiks@coconnex.com



### TEN TIMES PVT. LTD.

www.10times.com

Authorised representative at IEIA:

Mr. Atul Todj, CEO/Co-Founder; atul@10times.com



### TEXZONE INFORMATION SERVICES PVT. LTD.

www.texzoneindia.com

Authorised representative at IEIA:

Mr. Arun Roongta, Managing Director

arun.roongta@texzoneindia.com



### INXS CREATIONS PVT. LTD.

www.inxsinternational.com

Authorised representative at IEIA:

Mr. Kalim Ahmed, Director;

kalim@inxsinternational.com



### THE FLAG COMPANY

www.theflagcompany.com

Authorised representative at

IEIA: Mr. Amarjit Singh Nagi, Partner

flagcompany@gmail.com



### CONNECT4EXPO

www.connect4expo.com

Authorised representative at IEIA:

Mr. Ratnaker Gaikwad,

Sales Manager

sales.connect4expo@gmail.com



### AIMSITE DISPLAY PVT. LTD.

www.aimsitedisplay.com

Authorised representative at IEIA:

Mr. Rajeet Mehta, Chairman & Managing Director

Info@aimsitedisplay.com



### YOUNGMAN INDIA PVT. LTD.

www.youngman.co.in

Authorised representative at IEIA:

Mr. Vanjul Jain, Director; vjain@youngman.co.in



### STAT MEDIA PVT. LTD.

www.stattimes.com

Authorised representative at IEIA:

Mr. Priyo Patra, Director

priyopatra@stattimes.co



### PAVILIONS AND INTERIORS (I) PVT. LTD.

www.stattimes.com

Authorised representative at IEIA:

Mr. Praveen Balan, Regional Manager

p.balan@pavilionsinteriors.com



### AVIGHNA BUSINESS PROMOTION EXPERTS

www.avighnaindia.com

Authorised representative at IEIA:

Mr. Sachin Manocha, CEO

sachin@avighnaindia.com



### 8 O PAHER NEELAMBER PRIVATE LIMITED

www.8opaher.com

Authorised representative at IEIA:

Mr. Lalit Paliwal, Director; contact@8opaher.com

### ELBON CONFERENCES & EVENTS PVT. LTD.

www.elbonmeetings.com

Authorised representative at IEIA:

Mr. Yogesh Bisht, Sr. Vice President;

info@elbonmeetings.com



### NAVRANG ELECTRICALS

www.navrangelectricals.com

Authorised representative at IEIA:

Mr. Vasant Rajaram Walavalkar, Proprietor;

Navrang\_e@yahoo.co.in

## ORDINARY MEMBERS

### IDE CONSULTING SERVICES PVT. LTD

www.IDE-Global.com

Authorised representative at IEIA:

Mr. Ganesh Babu, Director

admin@ide-global.com



### ES EVENT SCULPTORS PVT. LTD.

www.eventsculptors.com

Authorised representative at IEIA:

Mr. Amit Rajnikant Anadkat, Director

amit@eventsculptors.com



## YOUNG MEMBER



IEIA welcomes **Mr. Maruti Prasad** as Member in the IEIA Young Member Category. Mr. Prasad is currently working with Book My Stall as CEO of the company. Email: maruticeo@gmail.com



# Successful Debut for INOS+H Expo in New Delhi, International Vision Zero Conference adds valuable synergies

INOS+H; 15th to 17th March 2017, New Delhi

Organised by:  
Messe Düsseldorf India



Minister of Labour, Mr. Bandaru Dattatreya and Secretary of State Mrs. M. Sathiyavathy seen visiting exhibitors at the show

The first edition of the Indian Occupational Safety + Health Exhibition, organised by Messe Düsseldorf India, closed with positive results at Vigyan Bhawan Exhibition Centre, New Delhi. The trade fair took place in parallel with the International Vision Zero Conference organised by the Indian Directorate General, Factory Advice Service & Labour Institutes (DGFASLI) and the German Social Accident Insurance (Deutsche Gesetzliche Unfallversicherung (DGUV)). The Conference was supported by the International Social Security Association with Sections for Prevention in the Construction Industry, Mining and Electricity.

50 exhibitors from Austria, China, Germany, Great Britain, India, Sweden as well as Taiwan presented their product innovations from the areas of safety at work, personal protective equipment, health promotion and security at work. The trade fair and Conference attracted 1,400 trade visitors from all over India.

Summing up, Mr. Joachim Schäfer, Managing Director, Messe Düsseldorf, said, "we are very pleased that we can establish the success formula of A+A in Düsseldorf as the world's leading trade fair with congress for safety

and health at the workplace on the Indian market. Thanks to the valuable support by DGFASLI as well as by ISSA, the International Association for Social Security, and the concurrent staging with the first INOS+H EXPO aroused trade visitors' interest from the outset. All first-time exhibitors, including many industry leaders, have already announced their participation at the next edition."

"The first Vision Zero Conference was organised by DG FASLI & DGUV in cooperation with ISSA in response to the increasing importance of safe workplaces in India. The INOS+H trade fair held in parallel perfectly complemented the Conference and presented the relevant products on a high quality level.

Trade visitors and exhibitors benefited from numerous opportunities for concluding business deals, expert exchange and praised the professionalism of the event. At the debut event the organiser welcomed high-calibre exhibitors as Bornack GmbH & Co. KG, Globus Group, Loxy Sweden AB, Paulson International Ltd., 3M India Ltd., Accent Industries Ltd., Lakeland Gloves and Safety Apparels Private Limited and New Pig India Pvt. Ltd.

Minister of Labour, Mr. Bandaru Dattatreya and Secretary of State Mrs. M. Sathiyavathy emphasised the increasing importance of safety and health at the workplace in India's current economic environment.

With above-average economic growth and a rising income of US\$ 5,410 GNP per capita there is increasing focus on the aspects of safe and healthy workplaces among relevant stakeholders. With its growth potential India is an interesting market for international suppliers of protective equipment. At the same time, many international companies run production sites in India and expect the customary safety standards and regulations for technical safety at work to be expanded further.

INOS+H Expo especially addresses safety engineers,

safety experts and officers as well as plant managers and entrepreneurs. It also targets works doctors, industrial physicians but also supervisory bodies, government and mutual indemnity organisations. ■



# New programme highlights and huge boom in visitors contribute to success of leading medical trade fair

Medical Fair India; 6th to 8th April 2017, New Delhi

Organised by:  
Messe Düsseldorf India



With a huge boom in visitors, Medical Fair India, organised by Messe Düsseldorf India at Pragati Maidan, New Delhi from 6th to 8th April 2017, has carved its niche as the leading medical trade fair for the Indian market and built on the growth of its previous editions. 13,480 decision makers from all sectors of the healthcare industry connected with 519 exhibitors at the show to learn about the latest trends and innovations for medical healthcare.

"Visitor numbers increased by 15% in comparison to the 2016 event in Mumbai. The floor space booked by the exhibitors also expanded by 16%. As expected with great results like these, the atmosphere in the trade halls was buzzing", summed up Mr. Thomas Schlitt, Managing Director of Messe Düsseldorf India.

New highlights enriched the supporting programme for the event and garnered interest from visitors on all three of the trade fair days. A novel digital health platform was created in the FTR4H Lab & Lounge (Future for Healthcare powered by MEDICA, Dusseldorf). The Lab & Lounge centred around information, start-ups presenting their product ideas, expert dialogues and networking on all the fascinating topics concerning the digital transformation of the healthcare industry (i.e. mobile health, the internet of things and targeted and secure data handling).

The Indian market for health IT offers particularly good opportunities, with an estimated volume of 2.5 billion USD (Deloitte). High-tech infrastructures for state-of-the-art clinics in big cities as well as remote medical applications that ensure medical care in remote countryside regions are included in this, among others.

The Clin Lab India, also celebrated its premier as an integral part of the programme at this fair. Its conference and its accompanying exhibition were designed by Scherago International and organised in cooperation with the Messe Düsseldorf Group. The focal point of the talks was on trend topics that are particularly relevant to the practice of laboratory medicine, such as point-of-care testing, molecular diagnostics and clinical chemistry. The Clin Lab India exhibition area had companies such as Mindray, Randox and SMC Pneumatics among others.

In terms of content, Medical Fair India included medical products and medical technology; laboratory technology and diagnostics; equipment and furniture for clinics and health centres; products for physiotherapy and rehabilitation; as well as health IT and mobile health solutions.

The Medica Fair India is a trade fair from the "World of Medica" product family and is conducted by Messe Düsseldorf India, in close cooperation with the team for Medica, Düsseldorf, Germany.





# 2nd edition of renewable energy show congregates South India's green economy community

Organised by: UBM India

RenewX; 7th to 8th April 2017, Hyderabad



*The inaugural ceremony with Mr. Ajay Mishra (IAS), Chairman, TNREDCL & Special Chief Secretary Energy, Government of Telangana; Mr. A Sudhakar Rao, VC & MD, Telangana New & Renewable Energy Development Corporation Limited; Mr. Shantanu Jaiswal, Bloomberg New Energy Finance; Mr. Yogesh Mudras, MD, UBM India and Mr. Rajneesh Khattar, Group Director, UBM India*

UBM India, organisers of Renewable Energy India (REI) Expo organised the second edition of RenewX, a two day expo, at Hitex, Hyderabad, from 7th to 8th April 2017. The expo congregated South India's green economy community to discuss industry trends, challenges and market insights. The show also served as an industry platform for organisations to foray into the lucrative South Indian renewable energy market.

The show brought together over 130 exhibitors that include manufacturers, EPCs, distributors and service providers. In its second edition, RenewX has grown in size and depth, attracting industry leaders and key exhibitors. This year, the expo had a dedicated China Pavilion for the first time.

RenewX 2017 is supported by central nodal agencies such as Solar Energy Corporation of India Limited (SECI); the Indian Renewable Energy Development Agency Ltd. (IREDA); Telangana New & Renewable Energy Development Corporation Ltd (TNREDCL); and the National Small Industries Corporation (NSIC).

Adjacent to the expo, a two day conference themed "Sourcing the Sun" was held, which highlighted the needs to integrate renewable energy into business. The conference focused on the best solutions and practices that could lead to an increased integration of clean energy into businesses. It featured 45 speakers and over 150 industry delegates. The key focus was to also

include and invite leaders from other industries and give them an overview of the solar sector and it's potential.

Day one of the expo also saw sessions on Converting Curiosity into Demand; International Perspective on the Indian Solar Rooftop Market; Sunny Side Up (where industry leaders shared insights on the most pressing issues in the sector); Today or Tomorrow? (A unique session which aimed at bringing in a volley of questions ranging from project costs and tariffs to finance).

Day two had sessions on Third Party Financing: Game changer for achieving the Rooftop targets?; Walking the double-edged sword: Project Financing and Risk Management in the Indian Scenario; The Inflection Point: Manufacturing Trends to enhance the efficiency of PV Cells and Cost Optimisation; and a presentation on 'Financing RE projects in India' along with insightful technical presentations.

Speaking at the inaugural session of RenewX 2017,

Mr. Yogesh Mudras, MDr, UBM India said, "renewable energy is key to India's electrification plan. Providing clean energy security has been one of the challenges India is facing despite being endowed with numerous non-conventional energy resources." The government's ambitious goal of achieving 175 GW of renewable power in the country by 2022 has caught global interest and will offer massive investment opportunities across the value chain. Along with other states in South India, Telangana has been playing an active role in aggressively supporting solar energy and holds promise for the sector with its profitable and favourable government and industrial policies. Consequently, the sector in the region has seen an influx of international interest and in-turn, investments leading to the launch of major projects. Against this landscape, this edition of RenewX intended to accelerate the growth of this industry in South India and contribute to the country's sustainable economic development.



...more event reports page 16 onwards



# 2<sup>ND</sup> GLOBAL EXHIBITIONS DAY

## GLOBAL EXHIBITIONS DAY 7 JUNE 2017

The second "Global Exhibitions Day" - a global initiative that unites exhibition organisers, venues, associations and service providers from countries all around the world, was enthusiastically observed on 7th June by the exhibitions fraternity worldwide.

Global Exhibitions Day is a combination of efforts from across the exhibition industry. This initiative has activated the industry to not only share one cohesive voice but to make all efforts count. It was launched with this belief on June 8 2016 by UFI, the Global Association of the Exhibition Industry, Paris, France, together with International Association of Exhibitions and Events (IAEE), Dallas, USA and other association partners from all around the world.



*Buhariwala Logistics, Mumbai*

▼ *P S Bedi Logistics, New Delhi*



*BIEC (Bengaluru International Exhibition Centre), Bengaluru*



*Mex Exhibitions Pvt. Ltd., New Delhi*



*Messe Duesseldorf India, New Delhi*



*FairAct Exhibitions & Events, Mumbai*





R.E. Rogers India Pvt. Ltd., New Delhi



▲ Namdhari Events N Promotions (P) Ltd., Hyderabad



▲ HITEX (Hyderabad International Trade Expositions Ltd.), Hyderabad  
UBM India, Mumbai



India Exposition Mart Ltd., Greater Noida



Messe Munchen International

Messe Frankfurt India, Delhi



Coconnex Branded Engagement Technology



Expro Events & Exhibits, Gurugram

This year, UFI media partner Exhibition World (EW) has launched the inaugural Global Exhibitions Day Awards, celebrating the diverse, creative, initiatives occurring globally around 7 June 2017. The Global Exhibitions Day Awards are endorsed by UFI and would be assessed by a panel of judges from EW and UFI.

## Kolkata Jewellery & Gem Fair enthral City of Joy

Organised by:  
UBM India

**KJGF; 8th to 10th April 2017, Kolkata**

The Kolkata Gem & Jewellery Fair was organised from 8th - 10th April 2017 at the Milan Mela Grounds, Kolkata. This was inaugurated by Mr. Ahmed Hassan Imran, Member of Parliament; Mr. Sabyasachi Dutta, Mayor of Salt Lake; Mr. Ashoke Bengani, President CG&JWA; Mr. Bijendra Bothra, Co Convener CG&JWA; Mr. Vivek Jain, Convener CG&JWA; Mr. Pramod Duggar, Secretary, CG&JWA; Mr. Nitin Khandelwal, Chairman GJF; Mr. Yogesh Mudras, Managing Director, UBM India; and Mr. Abhijit Mukherjee, Group Director, UBM India, amidst an industry gathering.

As the largest fine jewellery event in the region, the fair featured a stellar cast of Bengal and international fine jewellery manufacturers, wholesalers and dealers of diamond, gold, silver, gem stones, machinery and representatives from trade and government organisations showcasing a spectacular variety of exquisite jewellery and designs. The grand fair, hosted

by UBM India, in partnership with Calcutta Gem & Jewellery Welfare Association (CG&JWA), Bangiya Swarna Shilpi Samity (BSSS) and Swarna Shilpa Bachao Committee saw over 150 exhibitors with international presence from USA, Nepal, Sri Lanka and Bangladesh.



The Expo in addition to being the state's only show of such size and volume, is a significant contributor towards UBM India's footprint in the jewellery vertical with successful established shows in Delhi, Chennai, Hyderabad and Gujarat, reaching over 2 lac jewellers across India through exhibitions and road-shows especially in different parts of East India. ■

## Children Baby & Maternity Expo reaffirms industry's growth amidst sector's positive wave

Organised by: UBM India

**CBME India; 11th to 13th April 2017, Mumbai**



The 5th edition of Children Baby & Maternity (CBME) India Expo 2017, a uniquely

positioned B2B exhibition was organised by UBM India at the Bombay Convention & Exhibition Centre, Mumbai with participation of over 100 exhibitors and more than 350 Indian and global brands including world-renowned brands like Chicco, MeeMee, Mother Touch, Sunehri Exports, Cozy N Safe, Florite Baby, Hiplik, BabyCenterIndia, Pooja Creation, Adore Baby, Kaboos, Sebamed, Tiny Bee, Rikang and GAIA Skin Naturals amongst others. Enthusiastic first time participation from nine countries including China, Australia, Vietnam, Thailand, US, UK, Canada, Singapore and Italy provided Indian manufacturers with insights into the latest trends and technology. The event was well-supported by key associations such as the Toy Association of India (TAI), an apex body of the toy fraternity in India representing

over 500 industry members; the All India Association of Industries (AIAI); the Apparel Export Promotion Council (AEPIC) and the Indian Importers Chamber of Commerce and Industry.

An exhaustive spectrum of quality, technologically-advanced and aesthetically pleasing baby care products, toys, baby food, kids wear, maternity products, organic clothing, nutraceuticals, ergonomic furniture, stationery, infant safety technology, brain development tools, etc. were on display.

A two day conference organised as part of the expo offered unique and innovative value propositions to exhibitors and visitors alike. A panel discussion on what licensors should expect from the licensees in India and vice versa was held. The Fashion N Kids Conclave veered on innovations, quality control and technology in the kidswear segment. To lend more perspective, the Cool Kids Fashion India event, launched last year, highlighted premium kids fashion accessories and clothing (age 0-14 years) from both well-known & emerging designers, brands and manufacturers. The Innovation Product Corner showcased creations with design excellence, product safety, innovations and much more. ■



# April Sourcing at the 'Home Total' Show enthuses buyers with new theories, old favourites & immense possibilities

Organised by:

Home Expo India; 18th to 20th April 2017, Greater Noida

Export Promotion Council for Handicrafts



A Mart exclusives show at the well-appointed India Expo Centre, the 6th edition of Home Expo India - a Buyer-Seller Meet, routed in trade visitors from all over the world. This April bound annual trade appointment organised by the Export Promotion Council for Handicrafts is dedicated to specific categories that are combined to complement each other in the home segment. Categories of houseware & decoratives, Home textiles & furnishings and Furniture & accessories are brought together under a 'Home Total' umbrella. This edition had among its 400+ participants, a cross section of exhibitors drawn from over 50 manufacturing hubs across India. Buyers and trade visitors could meet them at the permanent showrooms as well as bedecked exhibitor stalls in the Mart area of the Expo Centre. Thematic presentations of North East Region (NER), the North and the Central Region as well as an exclusive State representation with primary producers of Uttarakhand were among highlights.

Having seen a positive opening day with buyers from USA, Europe, Far East, Latin America, Central Asia and Africa, registering from the early business hours of day 1, Home Expo India, signed off with interesting tidings.

The organisers feel encouraged with trade visitors from overseas as well as domestic volume buyers from India, who have optimally used this platform to cater to their sourcing needs. As the fair strove to make a mark among similar home special trade events, it certainly

made an impact on the minds of buyers as well as exhibitors. While overseas trade visitors took keen notice of the show's objectives and appreciated this platform with neat displays in manufacturers' own showrooms at the Expo Centre, exhibitors enticed them with concentrated theme based product offerings. Artisan products and regional wares enjoyed a fair share of attention and found favour too.

Calling Home Expo India a strategic sourcing platform that is expansive and is always expanding, Mr. Rakesh Kumar, Executive Director, EPCH and Chairman, IEML said, "taking into account the world trend of specialised shows covering specific product groups, EPCH initiated the concept in 2012 with the Home Expo India show representing three growth segments of the home & lifestyle sector. The concept received good response from overseas buyers and all its editions held so far generated very good export orders and trade enquiries. The success of Home Expo India has many contributory factors; from the show concept and our promotion among potential buyers via multi-mode communication, to our exhibitors' adaptive response to market requirements, together, leading to buyers' patronage."

With an exclusive choice of merchandise on offer, this show drew international buyers and importers besides wholesalers, distributors, retail chains, merchandisers as well as architects and interior designers.■

# Exclusive show for Facility Management Product & Service Industry launched

Organised by:  
UBM India

World of Facilities; 24th to 26th April 2017, Mumbai



The inaugural ceremony saw the presence of Mr. Sandeep Sethi, MD - West Asia, Integrated Facilities Management- JLL India; Mr. Dharminder Salwan, Director Blackrock APAC & Board Member INFHRA; Mr. Yogesh Mudras, MD, UBM India; and Mr. Abhijit Mukherjee, Group Director, UBM India

UBM India launched the first edition of World of Facilities (WOF) that is said to be India's premier trade event & conference for the facility management product & service industry. This three day exhibition was held from 24th to 26th April 2017 at the Bombay Convention & Exhibition Centre (BCEC), Goregaon, Mumbai. This expo provided a trade platform for the facilities management supplier industry to showcase their innovative products & services, network and connect with key decision makers from every level of a wide range of sectors. With leading global real estate services firm JLL as its knowledge partner, the expo also witnessed a high profile conference on the sidelines where stalwarts from the fraternity discussed industry trends, future possibilities, challenges, market insights, etc. and also provided in-depth solutions.

The two-day conference delivered unique and innovative value propositions to exhibitors and visitors alike. It focused on the endless possibilities in the domain as well as challenges faced by Facility Managers, Admin and Operations Managers, Purchase Managers, Facility Technical Heads on cost management, manpower management, integrated facility management, automation, security and new technologies.

The show brought together more than 100 exhibitors and over 200 major Indian and global brands such as HIKVISION, Zeta, NESTLE, Cannon Hygiene, 3M, Karcher Cleaning, Charnok Cleaning, Uniclean, MCS, Buzil Rossario, Pure Duct Services, SMS, Sierra ODC, Aura facility Management, Arrow Greentech Ltd., Synconext India Pvt Ltd. and MCS Solutions (P) Ltd.,

Fine Grace and HygieneTech. On display were novel and futuristic products and services, ranging from smart solutions, security solutions, air conditioning & mechanical ventilation, to energy management, environmental management, hygiene cleaning and waste management solutions, FM software & IT solutions, facilities services, workplace, HR services and much more. Significantly, the event is well-supported by key associations like, Hospitality Purchase Managers Forum (HPMF); Global Infra-facilities and Project Management Association (GIFPMA); The Infrastructure Facility Human Resource & Realty Association (INFHRA); Indian Pest Control Association (IPCA); Knowledge Partners - Jones Lang LaSalle (JLL India ), along with Maharashtra Fire Service as a partner.



The conference saw renowned industry thought leaders engaging in panel discussions on Getting FM to boardroom; Data, Analytics & Internet of Things and 'Sustainability: Strategic or Tactical Approach?; Diversity & Inclusion - An industry fad or robust business sense?; Cleaning, Hygiene, Waste Management & Green Solutions; Attracting talent to the FM industry (industry examples); Pest Control : Pest Impact on Properties - role of IPM, FM Industry & Public Health and FM's role in managing new age talent as well as knowledge sessions on Technology & the changing role of Facility Managers; Trends impacting FM industry; Driving value through technology enabled procurement; Energy Procurement and Evolving partnership models; Future of work; Ensuring Security through technology; and 'Changing scenario on Compliance & Labor Laws.

The event catered to many local and global suppliers, manufacturers, consultants, service providers, along with thousands of people participating from different verticals. All participating organisations will benefit from the extensive learning and showcasing of latest initiatives by the facilities management industry. ■



# Asia's growing energy efficiency and LED lighting market concludes successfully

Organised by:  
Mex Exhibitions

## Thailand Energy Efficiency Week; 11th to 13th May 2017, Bangkok, Thailand

Three unique and synergetic platforms: LED Expo Thailand 2017, the 5th edition of Asean's largest international exhibition on LED lighting products and technology; Thailand Energy Saving Expo 2017, the 2nd edition of Asean's largest international exhibition on energy saving products and technology; and PCB Expo Thailand 2017, the 2nd edition of Asean's only international exhibition on printed circuit board manufacturing and electronics assemblies, were held under the banner of Thailand Energy Efficiency Week 2017. This event took place at Challenger 1, Impact Exhibition and Convention Center, Bangkok, Thailand from 11th to 13th May, 2017. International Country Pavilions were set up by China, Korea



and Taiwan. The Signage Pavilion featured outdoor LED signs, indoor LED displays, LED modules, LED strip lights, LED walls and screens, etc. The show held in a space of 25,000 sqm. gathered 19,743 trade visitors and 1,321 delegates. 1,383 business matching sessions were held in course of the expo.

1,239 delegates attended the Thailand LED & Energy Saving Summit as keynote speakers provided insight into current trends in energy efficiency in residential and commercial buildings. 82 delegates from all around the world took part in the first edition of international LED

Summit. The industry professionals got the chance to have a one-on-one consultation with world renowned lighting designers. Overall, the expo brought together 17,015 visitors from Thailand and 2,728 from overseas.

Thailand Energy Efficiency Week 2017 has proved to be the best platform for sourcing latest energy efficient products and technologies from 18 countries including Africa, Bangladesh, China, Finland, Germany, Hong Kong, Indonesia, Japan, Korea, Malaysia, Singapore, Sweden, Taiwan, Thailand, Turkey, United Arab Emirates, UK and USA. ■

## Livestock Malaysia 2017 launched with theme "Bringing Technology to Farmers"

UBM has joined with the Ministry of Agriculture and Agro-Based Industry, Malaysia, to organise the international livestock exhibition "Livestock Malaysia 2017" from 28 September to 1 October 2017 with the theme "Bringing Technology to Farmers". This period will correspond with the National Farmers, Livestock Breeders and Fisherman's Day 2017 (HPPNK) and will be held at the Malaysia Agro Exposition Park Serdang (MAEPS) for the first time. It will feature three other main events, namely the Malaysia Food Festival (MFF), the Malaysia International Agro-Tourism Exhibition (MIATE) and Livestock Malaysia 2017 - The Malaysia International Trade Exhibition and Conference for

Product, Technology, Service and Innovation for Feed, Livestock and Meat Industry. Livestock Malaysia will take place at Hall C, MAEPS. With over 120 companies from 20 countries and regions exhibiting at Livestock Malaysia, the expo is to put on display, the latest technologies and equipment for feed, farming, animal health, processing and many more sectors. The four-day exhibition will offer numerous opportunities for interaction amongst industry players seeking new business, updating themselves on the latest technological and market trends, as well as networking and finding solutions to their problems. ■

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

# 9th edition of much awaited kids extravaganza signs off with fun events

Organised by:  
HITEX

Hyderabad Kids' Fair; 2nd to 5th June 2017, Hyderabad



HITEX organised the 9th edition of its flagship event-The Hyderabad Kids Fair 2017 from 2nd to 5th June 2017 at HITEX Exhibition Centre, Hyderabad. The show with increased attractions and enhanced stature, did not fail to surpass the expectations and excitement from the previous editions. Over the years Hyderabad Kids' Fair has received a great response from kids and their families in India and has shown remarkable growth.

Hyderabad Kids Fair's key segments revolve around education, sports, food & nutrition, healthcare, apparel & accessories, competitions, contests and entertainment.

The show consists of three main focused areas - the first is exhibition space that showcases the latest and trending products & services for children and families. Secondly, a workshop arena, where kids are encouraged to participate in engaging and educational activities held throughout the 4-day event. The third is the stage area with a line-up of kids' favorite cartoon & animation character performances for entertainment.

The show's expansion, according to organisers, stems from a commitment to working hard consistently year after year to create a phenomenal event bringing together kids and their families. Every year, the carnival organised at HITEX during the summer and winter breaks for kids sees a huge crowd considering the vacation time. All editions have been strikingly successful year-after-year. For every edition, a well-

known celebrity guest is welcomed to land on board to inaugurate and participate in this exciting fair.

Being the largest kids' expo in India, the Hyderabad Kids' Fair attracts thousands of visitors each year and has consistently proved to be a success for exhibitors, sponsors, the community, and most importantly, the kids. The fair provides a comprehensive shopping experience showcasing vendors that appeal to children, babies, toddlers and parents alike. Considering that the Indian market for kids' fashion, toys and child care services is expected to grow at 17% over the next year, the fair provides a great platform for those looking to capture the attention of existing and potential customers. In all previous editions the fantastic footfalls speak volumes and substantiate rewarding business opportunities for the various platform owners.

The event packs wide-range of contests & competitions, edutainment sessions, refreshments, rides, attractions, prizes & giveaway gifts and much more for the kids. The kids enjoy interactive workshops, fun-filled activities, and then meet their favorite Disney characters and enjoy non-stop entertainment. Besides, the Hyderabad Kids' Fair also plays host to a great line-up of kid's fashion, accessories, games, education and food brands, showcasing over 150 brands, products & services on a colossal platform where exhibitors get umpteen chances to interact with many children across all age groups and their parents, teachers and guardians. ■



## LAUNCHES & INITIATIVES

### Messe Muenchen India partners with CNT Expositions to launch 'Additive Manufacturing Insight'

show to be co-located with Laser World of Photonics India

In a new launch, Messe Muenchen India will join hands in 2017 with CNT Expositions and Services LLP to bring new insights in additive manufacturing technology to India's manufacturing industry. Jointly they will organize the B2B oriented 'Additive Manufacturing Insight' (AMI), an international conference and pavilion on additive manufacturing technology where attendees will gain a comprehensive understanding of the state-of-the-art in 3D printing and latest technological advances in 3D printers and its application for the Indian market.

Lasers are the central tool in 3D printing, which is just on the cusp of industrial production. Reason enough to give each of these two areas of innovation their own special conference at the Laser World of Photonics India.

On this occasion, Mr. Bhupinder Singh, CEO of Messe Muenchen India said, "we are confident that the additive manufacturing is a futuristic market and will grow enormously. We are delighted to partner with CNT Expositions and are hopeful of a positive outcome from this collaboration."

Mr. Aditya Chandavarkar, Partner at CNT Expositions and Services LLP added, "additive manufacturing is proving to be great enabling technology for various industries with major impact seen in automotive, aerospace and medical. We at CNT are happy to

collaborate with Messe Muenchen India to create Additive Manufacturing Insight (AMI) co-located with Laser World of Photonics India. AMI, will bring together technology leaders, key users and practitioners of additive manufacturing to create an interactive ecosystem for facilitation of business in India."



Mr. Bhupinder Singh, CEO of Messe Muenchen India and Mr. Aditya Chandavarkar, Partner at CNT Expositions and Services LLP

According to Wohlers report 2016, manufacturing amounts to \$12.8 trillion of the global economy and at \$5.2 billion (in 2015) additive manufacturing represented about 0.041%. If additive manufacturing grows to capture just 5% of this global market as predicted by 3D printing experts around the world, it would become a \$640 billion industry. The market for 3D printer prototyping and materials in India is projected to reach over \$62 million by 2022. ■

### Highmark TechSystems launches Highmark Outdoor Line of Event Structures

After years of engineering and R&D, Highmark TechSystems, USA, is launching Highmark Outdoor, a complete line of outdoor event structures for events and exhibitions. Highmark Outdoor consists of an array of unique products, each offering enhancement possibilities. In line with Highmark's reputation for providing the exhibition industry with the ExpoDeck and modular wall systems, the company is now offering event producers a premium, modular outdoor deck system. This new outdoor deck-in a word, ExpoDeck



reimagined for outdoor use-can be completely enclosed and is totally customizable. Like all Highmark products, the outdoor deck can be expanded to go up or go

out. It is available in a variety of pre-engineered solutions or completely custom structures.

In addition to this new offering, Highmark has become the sole US distributor for Berlin-based Mo Systeme. Event marketers now have access to this state of the art indoor-outdoor line, which includes products such as the MO5, a super mobile, brandable promotional counter on wheels featuring an adjustable canopy and lots of storage space. When fully unfolded, it stands 3.6 m-approximately 12 ft.tall and is an eye-catching bar, mini-booth, or information kiosk. In less than a minute, the MO5 can be hauled away by hand to the next location. The flagship product is the Modulbox, a 2.7m cubic exhibition enclosure that opens in the blink of an eye to become a 65 sqm open pavilion with brandable walls, roof, and floor.■

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

# INDUSTRY TIDINGS

## India's largest columnless exhibition hall set to ignite growth in exhibitions and economy

### BIEC adds to its infrastructure & facilities



Mr. Siddaramaiah, Hon'ble Chief Minister of Karnataka seen inaugurating IMTEX 2017 at BIEC



Mr. Girish Shankar, Secretary, Ministry of Heavy Industries, Govt. of India, seen inaugurating Hall 4 at BIEC

BIEC (Bangalore International Exhibition Centre) completed a significant milestone by crossing 10 years earlier this year. Continuing with efforts to provide world class exhibition facilities, a fourth exhibition hall measuring 17,500 sq.mts. was constructed. This brand new Hall 4 which is India's largest columnless exhibition hall is the latest addition to the BIEC infrastructure and increases the overall gross space of exhibitions to 59,500 sq.mts. The new hall brings forth a plethora of benefits for exhibitors and visitors alike with attributes for seamless display, air conditioning, entry & exit gates for cargo movement on all sides as well as visitor entry and exit, safety features and additional conveniences.



Expressing his views on the importance of the new hall for exhibition organizers, Mr. Jamshyd Godrej, Chairman, Exhibitions, BIEC, said, "with the expansion of the facility, Hall 4 becomes a natural choice for leading exhibition organizers looking to book additional space for their shows. The size of the hall makes it possible for show organizers to transport large machines to the exhibit area without any worries." Director General and CEO, BIEC, Mr. V. Anbu said, "we have taken a step forward to fulfilling the demands of the industry. This has happened at a momentous time of BIEC completing its 10 years of inception."

The hall was opened for business after it was inaugurated by Mr. Girish Shankar, Secretary, Department of Heavy Industry, Ministry of Heavy Industries, Govt. of India on 26 January 2017. IMTEX 2017 inaugurated by Shri Siddaramaiah, Hon'ble Chief Minister of Karnataka was the first exhibition to be held in this hall.

Emphasis on quality for all shows organized at its venue has been an open secret for BIEC's success and with the venue becoming a preferred choice for domestic and international exhibitions Hall 4 serves as yet another feather in BIEC's cap. ■

## R E Rogers India gets ISO:20121 Certified

Exhibitions logistics major, R.E. Rogers India has become the first Indian organisation to receive a full-fledged ISO:20121

Certification.

Mr. Ravinder Sethi, Managing Director, R.E. Rogers India said, "As the number of

exhibitions held annually is growing steadily, it is high

time that best practices & measures are employed which improve efficiency, safety and also maintain the overall carbon footprint. I am happy that we have put dedicated efforts in this direction." ISO:20121 applies to all types of organisations involved in the events industry. ■



Mr. Ravinder Sethi,  
Managing Director  
R.E. Rogers India

## Media Point launches Initiative on technical interface for expo industry

With a strong base in handling many large scale expos, Media Point team has evolved a technology interface that would offer "superior experience" for the guests and the organisers with unique technology that encompasses e-Secretariat - a dynamic dashboard to monitor an expo; e-Registrations for quick expo access; virtual souvenirs & expo data share for guests on the go; customized - audio & video aided digital interface for business discussions; "Track A Contact" an unique feature to meet prospects; virtual B2B lounge experience; real time analysis and data share; special event experience technology and other features that offer convenience & accountability. A prototype of the technology was effectively used for the Curtain Raiser of "Elecrama 2018" held at New Delhi in April 2017. ■





## NEW INDUSTRY APPOINTMENTS

### EPCH gets new Chairman



**Mr. O P Prahladka**  
Chairman, Export  
Promotion Council for  
Handicrafts (EPCH)

Mr. O P Prahladka is the new Chairman of Export Promotion Council for Handicrafts (EPCH). Representing M/S Hitaishi KK-Manufacturing Company Pvt. Ltd., Kolkata, he is a leading handicrafts exporter and has been associated with EPCH since its inception.

Mr. Prahladka has contributed in building the present concept of IHGF Delhi Fairs at EPCH and has been instrumental in establishing the National Centre for Design & Product & Development (NCDPD). He has been the Promoter Director of India Exposition Mart Limited, Greater Noida and the founder member of the Handicrafts and Carpet Sector Skill Development Council (HCSSC).

### Max Fernandes to head Operations in UBM



**Mr. Max Fernandes**  
Director - Operations  
United Business Media  
Pvt. Ltd. (UBM)

Mr. Max Fernandes has been promoted to Director - Operations at UBM India Pvt. Ltd. Prior to this he was Head - India Operations, with UBM India. Mr. Fernandes started his career in the advertising & exhibitions industry in 1990 and has a rich experience of below the line advertising, exhibitions displays and now into operations of organizing exhibitions. An eye for detailing & meticulous planning being his forte and the combination to seamlessly gel around, his focus is to streamline the working in the exhibitions industry. "It has been a long and fruitful journey over 10 years with UBM and the new role comes with greater responsibility of executing and delivering safe events for UBM India. I am extremely delighted on taking up this role and look forward to taking operations at UBM India to a higher level," said Mr. Fernandes.

### UFI elects new President



**Mr. Craig Newman**  
President,  
UFI

UFI, the Global Association of the Exhibition Industry has elected Mr. Craig Newman, CEO of the Johannesburg Expo Centre, as the President of UFI for 2019. In 2014, Mr. Newman was elected onto the UFI Board of Directors and was further appointed onto the UFI Executive Committee before becoming vice chair of the UFI Middle East-Africa chapter. Mr. Newman and his team will host the upcoming UFI Congress in Johannesburg. As UFI's incoming President, he will work closely with the incumbent President, Mr. Corrado Peraboni and outgoing president Andreas Gruchow to manage UFI at the highest level and further its global development.

### Bhupinder Singh to lead bauma CONEXPO INDIA as new CEO



**Mr. Bhupinder Singh**  
CEO,  
bauma CONEXPO  
INDIA

After four years in India and two bauma CONEXPO INDIA shows, the former CEO of BC Expo India, Mr. Igor Palka has returned to assume new responsibilities at Messe München. His successor is Mr. Bhupinder Singh, who is already CEO of the Messe München subsidiary, Messe Muenchen India. Mr. Stefan Rummel, MD, Messe München said, "Bhupinder Singh is an experienced trade-show manager who will be in charge of the joint venture between the Association of Equipment Manufacturers and Messe München for one of the largest events in India." Mr. Dennis Slater, President, AEM, adds, "we thank Igor for the tremendous work he has done in successfully leading bauma CONEXPO INDIA; his enthusiasm, strong team spirit and dedication have contributed greatly to this cooperative effort between AEM and Messe München."

# UPCOMING EVENTS

## CIMS Medica India announces major pharma industry events in Mumbai & Delhi

CIMS Medica India, a leading provider of drug information, educational content and marketing services to healthcare professionals, pharmaceutical marketers and consumers is organising the 7th edition of Hospital Management Show

(HMS) 2017 from  
**23-24 July 2017 at Mumbai.** It would



cater to various needs of healthcare setup including revenue maximisation, cost reduction techniques, best management practices, benchmarking and process optimisation, IT solutions, ERP, Faster ROI models, supply chain management strategies, medical tourism along with the knowledge of highest standards of patient care and training process of paramedic services and nurses. This event, gathering the best and experienced personalities from the healthcare industry like consultants, doctors, hospital owners, heads of leading healthcare institutions, healthcare business investors and representatives of leading pharmaceutical companies.

CIMS Medica India is also organising the 6th edition of Indian Pharma Expo (IPE) and Business Excellence Awards from **3-5 August, 2017 at Pragati Maidan, New Delhi.** This would serve as a perfect platform for pharma entrepreneurs and investors, eager to explore manufacturing, franchisee, distributorship, export & investment opportunities in the Indian pharmaceutical industries. It will serve as a perfect platform for pharma formulation and investors who are eager to learn about becoming a part of the pharmaceutical business. IPE 2017 is one stop juncture to all those who are planning to expand their business through various channels of franchise and distribution. This event will also offer practical and reliable solutions to several intriguing problems of the sector. The expo will bring together eminent personalities from various sectors of pharma, non-pharma and healthcare.

Details : [www.hmcindia.in](http://www.hmcindia.in); [www.indianpharmaexpo.com](http://www.indianpharmaexpo.com)



## 50% exhibition space sold out for PDA's MumbaiWood

Close on the heels of business success in DelhiWood 2017 in March this year, and riding on the momentum of that trade show, MumbaiWood 2017 is all set to attract more exhibitors and visitors from across India and abroad. Scheduled from **12-14 October, 2017, at the Bombay International Convention & Exhibition Centre, Mumbai,**



MumbaiWood is getting more traction from both the demand and supply sides and exhibition space is likely to be sold out by June this year. The organisers, PDA Trade Fairs, are planning for additional exhibition space. For carpenters, skill development programmes in association with the Furniture and Fittings Skill Council (FFSC), and other B2B forums for business opportunities will make MumbaiWood a sought-after show in the region. The event is expected to be a unique platform for manufacturers to showcase furniture manufacturing and woodworking technologies, raw materials, fittings, accessories and products for wood-based industries and interior design. Details : [www.mumbai-wood.com](http://www.mumbai-wood.com)

## IMS 2017 to bring in overseas participation and leading stake holders

The 4th edition of the India Manufacturing Show (IMS 2017), is scheduled from **30 October - 1 November, 2017 at BIEC, Bangalore.** IMS Foundation and Laghu Udyog Bharti- Karnataka, have joined hands with TAFCON as the Expo Organiser for IMS 2017. Over the years, IMS has gone from strength to strength and is today the country's prestigious exhibition for the manufacturing industry-comprising PSUs, corporates and SMEs from diverse sectors. This is supported by Ministries of Commerce & Industry, Micro, Small & Medium Enterprises, Coal, Mines, Steel, Skill Development & Enterprises, New and Renewable Energy, Defence Production, DRDO and ISRO. IMS is a complete and integrated business platform delivering tangible business benefits for both exhibitors and industry visitors. In addition to the strong business opportunities, the show also hosts high level conferences, buyer seller meets, vendor development programs and student programs. The previous three editions were successful with participation from 10 countries and leading stake holders from the sector. Details : [www.indiamanufacturingshow.com](http://www.indiamanufacturingshow.com)





## Mining & metallurgy industry to gather in Kolkata for 7th IME in November

The 7th edition of the International Mining, Equipment, Minerals and Metals Exhibition (IME) is being organised from **8-11 November 2017 at Eco Park, Rajarhat, Kolkata**. This is being organised by TAFCON alongwith The Mining, Geological & Metallurgical Institute of India (MGMI) - the oldest institute (111 Years) of its kind in Asia, which has been promoting the cause of the mineral industry since its inception in January 1906. The event is supported by Ministries of Coal, Mines, Steel, Power, Heavy Industries, Government of India. IME 2017 is to bring together 300+ exhibitors, 600+ delegates, 60+ technical presentations and 10,000+ business visitors from about 30 Countries. Concurrently, 7th Asian Mining Congress, with theme "International Cooperation in Innovative Technology for Growth of Mineral Industry" will be organised by MGMI at Hotel Westin, Rajarhat, Kolkata, during November 8-10, 2017, on 14 lead topics with over 60 presentations from India and overseas. It will be attended by eminent experts and dignitaries of the world mining community as well as their counterparts in India. *Details : [www.internationalminingexhibition.com](http://www.internationalminingexhibition.com)*



## Twin food sector events to bring together leading organisations

The 9th edition of BIOFACH INDIA together with INDIA ORGANIC, the only organic platform in India to connect and network with the target audience is scheduled from **9-11 November 2017 at India Expo Mart, Greater Noida**. The event, organised by NürnbergMesse Group, will be held concurrently with the Organic World Congress of IFOAM Organics International which is held every three years in a different country. It is the leading event for the development of the organic sector worldwide. The aim of the Congress and related activities is to share experiences, innovations and knowledge about the organic world while giving the organising country global visibility. The Government of India through its Ministry of Agriculture and Farmers Welfare is co-organiser of the Organic World Congress. The twin events are expected to attract participation from leading organisations as well as natural care and wellness sector, organic textiles sector, certification bodies as well as leading country and state pavilions including the Tea Board, Coffee Board and Coconut Board. *Details : [www.biofach-india.com](http://www.biofach-india.com)*



## Fairfest announces show calendar with dates for TTF, BLTM and OTM 2017-18

Fairfest Media, India's leading travel media company has announced its travel show calendar for the Financial Year 2017-18. The traditional favourite TTF branded regional shows will be held in 8 cities, retaining its lead as India's largest network of travel trade shows.



The new line of shows started last year - Business & Luxury Travel Mart (BLTM) with on business travel and MICE, hosted buyers with scheduled appointments and has established itself among India's leading shows in the sector. Its upcoming edition will be organised at the sprawling convention hall of the Hyderabad International Convention Centre (HICC). One half of the exhibition hall area of 50,000 sq ft will be used for the South Indian edition of BLTM and the other half for the TTF Hyderabad. Together, it will be the largest ever travel exposition in the south. The grand finale, OTM which emerged as India's largest and most international travel trade show (with participation from 60 countries in OTM 2017) will be held in Bombay Exhibition Centre in January 2018. The shift in dates from its traditional slot of February is to strategically place it as the first major travel trade show in the calendar, according to the organisers. Below is the show calendar for the year 2017-18:



TTF Kolkata: July 7-9, 2017  
BLTM + TTF Hyderabad: July 14-15, 2017  
TTF Ahmedabad: September 1-3, 2017  
TTF Surat: September 8-10, 2017  
TTF Mumbai: September 15-17, 2017  
TTF Pune: September 22-24, 2017  
BLTM Gurgaon, Delhi NCR: October 26-27, 2017  
OTM Mumbai: January 18-20, 2018  
TTF Chennai: February 16-18, 2018  
TTF Bengaluru: February 23-25, 2018  
TTF New Delhi: April 7-8, 2018

Mr. Sanjiv Agarwal, Chairman, Fairfest Media said, "India as a source market is potentially huge but scattered in different geographical regions. This is the reason for rolling out the TTF shows in different cities." *Details: [www.fairfest.com](http://www.fairfest.com)*



## July 2017

### THINK CSR 2017 & THINK WOMAN IS POWER

18<sup>th</sup> August, 2017

Renaissance Mumbai Convention Centre Hotel

Mumbai, Maharashtra

Tel: +91-22-62231248

Email: events@teflas.com; teflas@gmail.com

Tefla's



### HGH INDIA 2017

4<sup>th</sup> to 6<sup>th</sup> July, 2017

Bombay Exhibition Centre,

Mumbai, Maharashtra, India

Tel: +91-22-24214111

Email: info@texzoneindia.com

Texzone Information Services Pvt. Ltd.



### GIFT WORLD EXPO 2017

22<sup>nd</sup> to 24<sup>th</sup> July, 2017

Pragati Maidan, New Delhi, India

Tel: +91-11-46464850

Email: info@mexexhibits.com

Mex Exhibitions Pvt. Ltd.



### OFFICE EXPO 2017

22<sup>nd</sup> to 24<sup>th</sup> July, 2017

Pragati Maidan, New Delhi, India

Tel: +91-11-46464850

Email: info@mexexhibits.com

Mex Exhibitions Pvt. Ltd.



## August 2017

### FOOD HOSPITALITY WORLD

10<sup>th</sup> to 12<sup>th</sup> August, 2017

Bengaluru, India

Tel: +91-7506270245, +91-22-66875541

Email: riya.zhende@hmf-india.com

Contact: Ms. Riya Zhende

Hannover Milano Fairs India Pvt. Ltd.



### SPORTEXPO 2017

18<sup>th</sup> to 20<sup>th</sup> August, 2017

HITEX Exhibition Center,

Hyderabad, Telangana, India

Tel: +91-40-23112121 / 22 / 23

Email: hitex@hitex.co.in

Contact: Mr. Srinivas Kavali



### GARTEX 2017

29<sup>th</sup> to 31<sup>st</sup> August, 2017

Pragati Maidan, New Delhi, India

Tel: +91-11-46464850

Email: info@mexexhibits.com

Mex Exhibitions Pvt. Ltd.



## September 2017

### DAIRY LIVESTOCK & POULTRY EXPO 2017

1<sup>st</sup> to 3<sup>rd</sup> September, 2017

Mahatma Mandir, Gandhi Nagar,

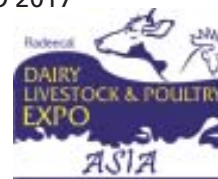
Gujarat, India

Tel: +91-8401422418

Email: asia@dlpexpo.com

Contact: Mr. Shrenik Shah

Radeecal Communications



### AGRI ASIA 2017

1<sup>st</sup> to 3<sup>rd</sup> September, 2017

Mahatma Mandir, Gandhi Nagar, Gujarat, India

Tel: +91-73410748

Email: agriasia@agriasia.in

Contact: Mr. Rushabh Shah

Radeecal Communications



### WOODEX ASIA 2017

16<sup>th</sup> to 18<sup>th</sup> September, 2017

Mahatma Mandir Convention Centre,

Gandhi Nagar, Gujarat, India

Tel: +91-8401422418

+91-79-26401101/02/03

Email: radeecal@woodexasia.com

Contact: Mr. Shrenik Shah

Radeecal Communications



## October 2017

### CABLE AND WIRE FAIR 2017

5<sup>th</sup> to 7<sup>th</sup> October, 2017

Hall 12 & 12A Pragati Maidan, New Delhi, India

Tel: +91-11-45678 421/ 22/ 23

Email: info@tulip3pmedia.in

Tulip 3P Media Pvt. Ltd.



### MUMBAI WOOD

12<sup>th</sup> to 14<sup>th</sup> October, 2017

Bombay Exhibition Centre, Goregaon,

Mumbai, Maharashtra, India

Tel: +91-9036900075, 9036900075

Email: shiva@pdatradefairs.com

Contact: Mr. Sivakumar V

PDA Trade Fairs Pvt. Ltd.



### IHGF DELHI FAIR-AUTUMN 2017

12<sup>th</sup> to 16<sup>th</sup> October, 2017

India Expo Centre & Mart,

Greater Noida Expressway, NCR, India

Tel: +91-11+26135256

Email: visitors@epch.com

Contact: Mr. R K Verma

Export Promotion Council for Handicrafts



### INDIA MANUFACTURING SHOW (IMS 2017)

31<sup>st</sup> October to 1<sup>st</sup> September, 2017

Bangalore International Exhibition Centre (BIEC),

Bengaluru, Karnataka

Tel: +91-9899983153, 9899983153

Email: ims2017@tafcon.com

Contact: Ms. Purna Narula

Tafcon Projects (India) Pvt. Ltd.





The **Integrated**  
**MICE** Destination

# MAXIMIZE TO MINIMIZE



**Unbeatable locale:** Availability of 4000 luxury to budget rooms; Signature golf courses; Yoga & spa facilities; Entertainment & gastronomic zones; Famous heritage sites - Taj Mahal, Qutub Minar, Red Fort, Humayun's Tomb; Wildlife & bird sanctuaries; Spiritual places; Shopping destinations. All in vicinity or within a short driving time from India Expo Centre.

**The ideal super venue:** Spread across 58 acres with 110,000 sq. mtrs. fully equipped, centralized air-conditioned world class show area; 14 Exhibition Halls with high open structure ceilings; 8 sound proof Conference Halls and 20 Meeting Rooms; Registration Area, VIP and Media Lounges; PA System and Wi-Fi; Helipads, Parking for 5500 cars; 12 gates to segregate entry/exit, facilitate VIP movement and regulate crowd control; World class lifts, escalators, restrooms; Superior house-keeping services and safety standards; Numerous options for branding and separating/clubbing zones for specific activities as well as 120 well appointed plush rooms adjacent to the exhibition and convention facility.

INDIA'S LARGEST INTEGRATED VENUE FOR CONVENTIONS & EXHIBITIONS  
**INDIA EXPO CENTRE**  
GREATER NOIDA EXPRESSWAY, DELHI-NCR, INDIA



**INDIA EXPOSITION MART LTD.**

23-25 & 27-29, Knowledge Park-II, Greater Noida Expressway (UP), Delhi-NCR, India

Phone: +91-120-2328011-20; Fax: +91-120-2328010; Mobile: +91-9871387221, 9910300254

E-mail: [vp@indiaexpocentre.com](mailto:vp@indiaexpocentre.com), [marketing@indiaexpocentre.com](mailto:marketing@indiaexpocentre.com); Web: [www.indiaexpocentre.com](http://www.indiaexpocentre.com)





# A VENUE FOR SUCCESS

EXHIBITIONS. CORPORATE EVENTS. CONFERENCES.  
MEETINGS. CONCERTS. SOCIAL GATHERINGS.



- Located in 'Hyderabad' - The fastest growing metropolis in India (2 hours flight distance from any major city)
- Purpose built venue with state-of-the-art infrastructure and premier service delivery standards
- Located in the heart of Hyderabad's IT hub with close proximity to hotels, entertainment zones and famous tourist spots

1

'Hyderabad is the best city to live in India' - Mercer's Quality of Living Report - 2016



2

'Hyderabad is the second best place in the world that one should see in 2016' - 'Traveler magazine' published by National Geographic



## Hyderabad International Trade Expositions Limited

First Floor, Trade Fair Office Building, HITEX Exhibition Center  
Izzat Nagar, Hyderabad 500 084, Telangana, India  
T : +91 40 2311 2121 / 22 / 23 | F : +91 40 2311 2124  
For more details: hitex@hitex.co.in



**HITEX**  
EXHIBITION CENTER

It all happens here.