

8TH DIE & MOULD INTERNATIONAL EXHIBITION-A REPORT

The 8th Biennial Die & Mould India International Exhibition - a four-day event was inaugurated on April 19, 2012, having participation from local and global players in the manufacturing sector. The objective of the event was to aid the progress as well as discuss the challenges faced by the tooling industry.



Inauguration by :

Dr. Abhay Firodia

Chairman, Force Motors Ltd.

Mr. P. V. Deshmukh

Managing Director, HAL Mig Complex

Stalwarts from the automotive, machine tools, engineering and aviation sectors participated in the inauguration of the 8th Die & Mould India International Exhibition, which commenced on April 19, 2012, in Mumbai.

"The best machine with weak tooling is not as good as a poor machine with excellent tooling. It is in this context that the effort to recognise and bring together various tooling solutions and players by the Tool & Gauge Manufacturers Association of India (TAGMA) is noteworthy. We need to strive to get the best tooling solutions for further growth of the Indian manufacturing sector," commented Dr Abhay Firodia, Chairman, Force Motors, while inaugurating the 8th Die & Mould India International Exhibition at the Bombay Exhibition Centre, Mumbai.

Dr Firodia also said that India has been competing with global players in terms of machining and tooling solutions over the last two decades, despite having a much longer history of manufacturing. Indian

manufacturing and engineering activities had started way back in 1860s, with the setting up of railway workshops; moreover, the seventh generation of engineers is currently working across sectors to provide the manufacturing edge. He added that most factors such as availability of quality manpower,

technical solutions and a growing market for tooling solutions are in the country's favour, and it is up to the industry players to seize this opportunity.



Partners in progress

Participation from the user industries included players from the automotive, medical equipment, aerospace and general engineering segments. "We are seeking greater participation from the private sector in areas as critical as control surfaces for aircraft and tooling,"

said P. V. Deshmukh, Managing Director, HAL. He added that private players, both local and global, need to proactively assess the needs of the manufacturing sector and provide customised solutions for its growth. He remarked that the opportunities arising from the offset clause in the defence and civilian aerospace segments may also open up major business for the tooling industry in India. Thus, the tooling suppliers need to stay updated with the latest innovations in the global tooling industry. In this regard, Mr. S. C. Kalyanpur, President, TAGMA, informed that the association is making efforts to widen the participation of the exhibitors.

Wider coverage

The exhibition is spread over an area of 20,000 sq. m. **A major highlight of the four-day event is the opportunity of live demonstrations of tooling solutions for participants in almost actual working environment.** This allows for live feedback from potential customers.

The range of products exhibited at event includes dies

& moulds, press tools, mould base, standard parts, hot runner system, tool steel, heat treatment, texturizing, gauges, CAD/CAM system related to dies & moulds, die spotting, machine tools for dies & moulds, C.N.C. milling / machining centre, E.D.M. etc., digitizing, rapid prototyping & modeling, moulding machine / die casting machine, accessories for machine tools, die / mould polishing machines, cutting tools, measuring machines, all materials, equipments, accessories and services covering die & mould industry. The solutions are aimed at improving productivity and quality as well as reducing costs for customers.

The tooling industry had contributed about ₹ 13,225 crore in 2010-11 to the gross domestic product and aided the manufacturing sectors in achieving consistent quality and productivity, thus contributing to the growth of the manufacturing sector. TAGMA has been striving to promote the die & mould sector through initiatives such as organising conferences, seminars and exhibitions on the international scale for promotion of the Indian machine & tool industry.



Industry Voice

"It is important that the industry gets the financial support that it needs"

Ravi Kumar, Senior Engineer, Acme Toolings

The die & mould industry in India largely driven by SMEs and still has a long way to go. In such a scenario it is important that the industry gets the financial support that it needs. This is the right time with the European being down we can capitalise provided we maintain the right price and quality. However in India we do not have economies of scale which is major detrimental factor.

The Die & Mould Show offers a unique opportunity for value addition and exploring business potential. It shall bring the fraternity closer and enable us to formulate a strategy to consolidate the presence of the die & mould industry in India.

The industry needs financial development so as to

harness its true potential and in 3 or 4 years we may see paradigm shift in how the die & mould industry is viewed. With the European die & mould industry being down it offers India a tremendous opportunity to leverage itself on the global platform but this can only happen with government support.

"The die mould industry in India is on the threshold of a revolutionary upsurge"

Anil Gupta, CEO, APM Technologies

The die mould industry in India is on the threshold of a revolutionary upsurge with an increased demand of quality and quantity mostly driven by global companies setting up a manufacturing based in India. However it needs to scale up fast in the field of technology and capital employed.

"There are several issues that need to be addressed"

Shrinivas Chumbalkar, Director, Avisales Group

India is still lacking heavily on a technological and infrastructural level, the development of this industry must be spread throughout India. There is an absolute lack of focus on the die & mould industry and we need government initiatives. There are several issues that need to be addressed.

"It is important for the workforce to be adequately exposed to the latest innovations across all tooling applications"

Vinod M Sutariya, Head-Marketing, Indo-German Tool Room-Ahmedabad

Educational and training initiatives play a vital role not only in complementing current growth rates but also sustaining long term expansion of the Indian industry. With Indian tool-rooms quickly adapting to global technology, it is important for the workforce to be

adequately exposed to the latest innovations across all tooling applications. We at IGTR Ahmedabad, are trying to understand the training and development requirements of Indian toolmakers in order to sustain quality and cost recovery. In order to link skills developed into actual productive use thereof including self-employment, industry players are providing adequate incentives, not necessarily monetary but in terms of skill and entrepreneurship development and forward and backward linkages to finance, marketing and human resource management, to those who are or seek to be self-employed to enhance their productivity and value addition, making it an attractive option. The unprecedented opportunity for skill development arises from a unique 25-year window of opportunity, called India's demographic dividend.



Exhibitor's Views

We are coming at DMI for the first time. The time spent here has reinforced our belief that events like this really help in marketing and establishing a company's products, particularly in the die and mould segment. Our products are primarily about value addition, though we also provide support for industry metrology equipment. The exhibition helps people realize the importance of such products, especially since for die mould measurement, large metrology equipment is essentially required. We have received a good number of inquiries and hope to obtain at least a couple of order by the end of the exhibition. The facilities provided, the stall design and services provided at the exhibition have been every satisfactory.

Suresh Patil, Senior General Manager (Sales)
Accurate Engineering Co. Pvt. Ltd.



We hope this event in 2012 will enable a showcase of all possibilities for the die & mould processing and equipment which will enable die & mould makers to offer required levels of quality in the dies and moulds offered in India. We also hope this event will enable

marketers to understand and find ways to achieve the end results and performance requirements of end customers through better steel material, processing and marketing.

MS Ganesh, Managing Director,
ALD Dynatech Furnaces Pvt. Ltd.



The die & mould exhibition provides an excellent platform and is very well organised. Mumbai will be the precise centrestage to unveil the potential of the industry here.

Vishwanath Ammanagi, Sales Manager, Andreas Maier Workholding Technology Pvt. Ltd.



We are displaying products and machines used in the manufacture of moulds and dies. We have several tie-ups internationally, and this exhibition allows us to showcase and promote a combined range of products - local and international - giving die and mould manufacturers numerous options across the board. We are looking to maintain and expand our presence

in this manufacturing sector, and since we have attended every Die & Mould Exhibition in the past, it gives us a confidence to build our customer base and promote our machining centre products.

Rajesh Shetty, Deputy General Manager, Marketing, Bharat Fritz Werner Ltd.



The style of working between manufacturers and customers in Japan and India is slightly different. Engineers and technical designers in Japan tend to accept in confidence the product and knowledge offered by manufacturers, whereas in India, there is a need to first prove the effectiveness of the product prior to investing confidence or purchase. This helps customers in India expand their knowledge base and gives them an opportunity to upgrade their technical expertise. Right now we are doing business worth JPY-17-18 million per month in India and our target is to reach JPY35-40 million per month within the next two years. Dijet came to India in 2007, and today 85% of toolmakers for stamping dies, press tool dies and die-mould manufacturers use Dijet cutting tools.

Ravi Sane, Product Manager, Dijet Industrial Co. Ltd., Japan



We are attending the event for the first time as DMG-Mori Seiki. Die and mould manufacturing is our core competence and this exhibition, held biannually, draws an impressive crowd, enabling us to promote and sell our products. The leads we obtain here are very encouraging. Also, the organisers have communicated well in terms of cooperation in the context of space, logistics and preparation. The facility for this exhibition is very good and suitable for machine tool exhibitions. Our goal is to expand our database of potential customers, so we are looking to get at least 200 new customers via this exhibition.

R Sridhar, Managing Director, DMG Mori Seiki India Machines and Services Pvt. Ltd.



We are satisfied with the exhibition so far. We are essentially looking to create business relationships here since our networking is already well developed within India. We expect to make new customers from the Mumbai and Gujarat regions, and DMI is an ideal forum for that. We are just warming up and, over the next three days, we will promote our brand image and build awareness regarding our wide range of products among die & mould manufacturers. As in this sector, manufacturers are constantly looking for new machining solutions, this exhibition allows us to promote our products in the Western part of India.

Nilesh Shah, Product Manager, Metal Cutting Machines, Electronica Hi-Tech Machines Pvt. Ltd.



DMI helped us a great deal. Since our products are specifically useful for die mould manufacturers, this exhibition give us a chance to interact with existing customers and receive inputs from them regarding our products. At the exhibition, we have been aiming to get 15 inquiries per day that should translate into good qualified leads. This helps us add roughly 200 customers to our database, including those who are just interested in the product and those who are looking to place orders. Overall, the exhibition is well set and the management is much organised.

Vaibhav Shah, Regional Account Manager, North & West India, Faro Business Technologies Ltd.



FIBRO India is participating for the second time at Die & Mould India. We are well established in India and are looking to accelerate our growth. We have customers who have come here from all over India. this year's edition has been every well organised and the increased presence of large companies, especially international ones, is very encouraging. It gives us a chance to display and demonstrate our products to the right audience. Our positive experience at Die & Mould India have left us impress with the clientele.

The event seems to be improving with every edition.

Indrajeet Gulunekar, Sales Engineer,
FIBRO India Standard Parts Pvt. Ltd.



The first time we participated in the Die & Mould Indian international Exhibition was in 2010. We were impressed by the business it generated for us, not just in terms of the Indian market, but also the global market. We have developed relationships with companies such as Mahindra, Asian Motorworks and even German manufacturers due to our presence at Die & Mould India 2010. Therefore, we are hoping to generate further business here in 2012, particularly in the plastics injection moulding segment. The exhibition also gives us a great platform to create awareness regarding our commercial tool-rooms.

The Die & Mould India International Exhibition is the right exhibition for serious technocrats (domestic and international) who are looking forward to develop sheetmetal, plastic moulds, die-cast parts, etc for new and existing projects. This event gives a confidence to buyers of all automotive and non-automotive sectors that dies & moulds can be developed in India with world-class quality and in the shortest delivery time. The multinationals setting up new facilities in India will gain a better understanding of the capabilities and capacities that we can offer.

Mohit Narayan, Deputy Divisional Manager-Business Development, Tool-Room & Exports, Force Motors Ltd.



This is the second time that we have participated in Die & Mould India. We are showcasing our indigenously developed CAD/CAM technologies along with our complete solutions, IT and engineering services for die & mould manufacturers. This exhibition gives us a chance to interact with manufacturers using plastics, sheet metal and casting.

We expect to meet newer customers and are interested in all the technologies and products showcased. Here, we have an opportunity to generate leads, prospects and establish our presence in the manufacturing software market. Our first experience at Die & Mould India was very encouraging and we hope to get similar results from this year's edition as well.

Die & Mould India is an important trade show for us and an equally important event for manufacturing companies worldwide. We have released CAMWorks 2012, which provides extended functionality for High-Speed-Cutting and automated creation of Electrodes, which make it a perfect fit for the mould-making industry. With CAMWorks, cycle times have been observed to be reduced by up to 80% and cutting tool life has seen improvements by up to 500%. These benefits are made possible by utilising the full capabilities of modern milling machines.

Sambit Pradhan, Manager-Business Development-Asia Pacific, Geometric Ltd.



This unique exhibition gives tool rooms and those involved in the die & mould industry a platform to showcase their capabilities at a critical time where growth in the automotive sector is expected to be 15% CAGR over the next few years. The tooling industry must match this growth. We have invited and encouraged our customers to visit this exhibition. This also gives automotive OEMs a great opportunity to meet suppliers & establish relationships. Besides, it helps them know of the various tooling solutions that Indian manufacturers, like us, have to offer.

Vijay Menon, AGM - Sales and Marketing, Die Casting Business, Godrej Tooling, Godrej & Boyce Mfg. Co. Ltd.



Mumbai is a particularly significant market for die & mould machining. Industries such as automotive,

domestic appliance, consumer electronics and consumer durables are flourishing here, driving up demand for machine tools. At the Die & Mould India International Exhibition, we will be showcasing VM-2 mould maker VMC with 12,000-rpm spindle and 24-pocket side-mount tool changer; a Haas DT-1 drill and tap centre with full milling capability and many other futuristic solutions.

Terrence Miranda, Managing Director,
Haas Automation India Pvt. Ltd.



We are looking forward to participating in the Die & Mould India International Exhibition in Mumbai as it is the ideal opportunity for connecting with our potential customers in medical, aerospace and general engineering segments. We are looking forward to participating in the exhibition for growth of your business.

Narayan Kumar, General Manager,
Hurco India



We are participating in Die & Mould India International Exhibition as it will offer us with the opportunity to connect with machine-tool manufacturers and metal & plastic tooling manufacturers on a single platform. At the exhibition, we will be showcasing our clamping tools and other solutions to prospective customers and users.

Joseph Killukan, Managing Director,
Jergens India Pvt. Ltd.



We have been participating in every edition of Die & Mould India. The event allows us to tap a very select customer base. For our Vertical Milling Centres displayed, we are looking for customers across the die mould sector as well as those involved in developing die mould and tool room technology & equipment. We are here to cater to customers looking for five axis

machines, particularly from the aerospace industry. We were pleased with the rush of customers on the first day itself, and a good number of enquiries have been received for our products. In terms of business generation, we are looking to use our on-site booking to create approximately Rs. 2 crore in orders at this exhibition and we hope to achieve this within the next few days.

Rahul Pawar, Assistant Manager - Sales,
Jyoti CNC Automation Pvt. Ltd.



The latest technologies offered in Jyoti-Huron machines make it possible to achieve productivity and precision at the same time, the much desired aspects in the die & mould industry. Jyoti-Huron's customers confirm that the performance in roughing, finishing and accuracy helps them achieve their productivity goals even on complex parts. These high-tech products are well supported by trained technical support personnel at all major engineering hubs worldwide.

Vikas Taneja, Vice President, West Zone
Jyoti CNC Automation Pvt. Ltd.



We have participated on the Die & Mould India International Exhibition before. We are expecting to generate new business here. The exhibition give us a great opportunity to expand our reach in the eastern and northern parts of India. We are pleased with the organisation of the event, space allocation, logistics and other arrangements. Another advantage is that the event is being held over a weekend, which has made it possible for more customers to attend it.

V Saravanan, Manager, Marketing, MC Craftsman Machinery Pvt. Ltd. (subsidiary of Mitsubishi Corp)



Every edition of Die & Mould India that we participate in motivates us to participate in the event's ensuing

edition. Currently, we have exhibited several products, involving different grades of mould and tool steels, for supplying to die & mould manufacturers here. Our high grade steel are made in Korea and we are selling it in India. Presently, there is roughly 2,000 tonne in the Indian market and we are looking to increase this market share. The exhibition helps us reinforce our brand image and exposes us to newer customers that we can add to our client list.

Joseph T Mathew, Executive Director,
MD Corporation



Over the years, we have been attending different exhibitions in India and this is our second time at DMI. We have been working with Batliboi for 18 years and business is growing in India due to this collaboration. We believe in the Indian market and its possibilities. Worldwide, our company specialises in manufacturing spotting presses, which are important die and mould manufacturers. We have sold machines in India to companies like Godrej, JmpTools, L&T and globally, to BMW, Magna Group and so on.

Veronica Just, Vice President, Millutensil - Italy



The Die & Mould India International Exhibition is the ideal platform for connecting with industry for understanding its training needs. We are also looking to understand the evolving skill gaps in the industry. We are hoping to provide solutions for the industry. Training is one of the most critical aspects of manufacturing sector and we are looking at growth from the die & mould sector.

Anand V, General Manager,
Nettur Technical Training Institute



Die & Mould India gives us a change to expand within the India market. As far as rapid prototyping machines are concerned, we have an opportunity to showcase our equipments and manufacturing knowledge to end

customers. Objet has been a regular participant in die & mould exhibitions worldwide and our presence here, at Die & Mould India 2012, is an extension of that. We have prototyping solutions, like our desktop series for in-house prototyping, along with various manufacturing verticals beyond machine tools, industry equipment and automotive components. India is at a nascent stage with regards to this technology. Exhibitions, like this, are crucial for it to grow.

Ashan Dhunna, Sales Director - India & Middle East,
Objet Geometric AP Ltd.



We have a range of products, which are directly related die & mould applications. The Die & Mould India International Exhibition is very promising for our business as it provides a platform to meet potential customers and industry leaders. The event will help us reach prospective customers and showcase our technical capabilities. In this event, we will hold a live demonstration of our products to help our customers know the technology we are offering. We have many good brands in our portfolio; among others we will be showcasing micro tools, which are niche products dedicated to precision cutting.

Shubhra Miranda, Director, Omira Marketing Pvt. Ltd.



TAGMA has done a noteworthy job over the years, but we still have a long way to go in terms of widening the participation level and advancing information dissemination for the event to potential participants and customers. TAGMA must endeavour to raise the profile of the show, with industry feedback and visitors' comments and also improve the infrastructure.

Mohan Lal Sukhal, Vice President, commercial,
Rasandik Engineering Industries India Ltd.



We have a bigger representation this time at Dies & Mould India. We are into rapid prototyping and looking to make an impact at this exhibition since it gives us an opportunity to create awareness among machine tool manufacturers, particularly those associated with the automotive sector, both locally and globally. It is an excellent platform for generating business, as it serves as an interface between tool manufacturers and technical designers. The event is a great step forward in our plans for expanding and investing in the Indian market.

Pavan Gaur, Managing Director, Schneider Prototyping India Pvt. Ltd.



We are here at DMI for the first time and are pleased with the kind of interaction that is taking place with the prospective buyers. Shanghai Hochent Tool Technology is a leading manufacturer in deep hole drilling machines, like BTA, gun drilling etc., with customers across all sectors, such as automobile, plastic moulding and the power industry. We plan to be among the top 10 deep hole drilling manufacturers globally and to do this, tapping Indian market is significant. That is why we began selling machines in India last year.

Subbarao, Sales Coordinator, India Operations
Shanghai Hochent Tool Technology Co. Ltd. - Shanghai



Die & Mould India International Exhibition is always a goods opportunity for the exhibitors to showcase their new products and technologies, build new relationships and revive old ties. At this edition, Synventive will introduce its new solutions and add new customers to our portfolio and re-establish business with old contacts. This also gives us an

opportunity to know that our competition is upto, how our customers are making progress and what we should do to benefit from their growth.

Prashant Shelar, Vice President, Marketing,
Synventive Molding Solutions JBJ Pvt. Ltd.



Based out of Mumbai, we serve as distributors for a range of companies in the tooling sector though we also cater to manufacturers in almost all engineering industries like aerospace, automotive, defence, pharmaceuticals and so on. At DMI 2012, we are looking to build on our presence in the Indian market. We have been in Mumbai for over 35 years and DMI provides a good forum to meet all our clients and existing customers over a period of four days. We have been impressed with this year's edition. Such events help our expansion plans and aid the development of vertical in our product range.

Pratik Shah, Director,
Xceed Toolings Pvt. Ltd.



The Indian market is very large, particularly in electrical and automotive component moulding, which is where our major competence lies. The changing face of the world economy is drawing us towards markets like India, as compared to Europe and elsewhere. We are looking to maintain our relations with our existing customers in India, like Videocon, Godrej etc. in India, we supply tool distributors with technology, management and facilities. There are several facets of the Indian market, which are similar to the Chinese market, especially the growth in the automotive sector.

Tony Wang, Sales Manager Zheijang Taoshi Group,
Huangyan Hualong Co. Ltd., China Pavilion



Visitor's Views

Die & Mold India 2012 is a great opportunity to acquire new cutting-edge technology for those, who have the financial resources. However, it still lacks behind its European counterparts where the scale and magnitude of the technology on display is immense. The die and mould fraternity in India, still, has a long way to go. Personally I feel that the exhibition could have been organized better. However, the location is ideal for people to build business relationships and acquire necessary products and technologies for manufacturing. I have not placed any order yet and just taking a look to get into the gist of things.

Chetan P Purav, Managing Director, C. P. Enterprises



We have not narrowed down on any specific technology as of now. The die and mould industry in India is highly capital intensive and requires a lot of investment. To acquire a foothold in the market, you must possess the best technology as well as the best software. However, as a business, this becomes difficult since the industry largely consists of SMEs and the return on investment for such companies only happens after a few years. This makes it difficult for them to survive because the technology is very expensive. Currently, due to the high fuel prices, the market sentiments are largely negative. As a result, even the best tool rooms are lying idle. This is the poignant situation that we face here in India.

Omar Upadhyay, President, Cimtrix System Pvt. Ltd.



Today is my first day at the exhibition and right now, I am trying to get the feel of the various technologies on display. This exhibition truly showcases the potential of the fast growing die and mould industry and needs to be better supported by the manufacturing fraternity, considering how vital it is for them as well. The products on display here are impressive and suggest that the die and mould industry has a bright future in automation. Several emerging concepts are quite interesting and the use of CAD & CAM software

has revolutionised conventional die and mould manufacturing. It is quite interesting, especially for automotive manufactures.

Gopal V Ramdurgkar, Vice President,
Hematic Motors Pvt. Ltd.



We are here to acquire high-speed machining tools. The exhibition is an excellent way to showcase the potential of the Indian market. Speed and precision are key aspects of the die & mould industry, with a major focus on faster lead times. This is what the die & mould industry in India must focus on; of course, it needs investment, and it is possible considering its potential. We must gather government support and bring out initiatives to make the industry competitive both on the cost and technology fronts. This will happen gradually and through this exhibition, we are taking the initial steps.

K P Vardhan, Director, J Mansun & Co.



I have just arrived at the exhibition and the first impressions appear promising. India must focus on technology of the die & mould industry and training facilities for making skilled labour possible. Skilled labour is a major problem here since we lack operators with training for operating machines. Considering the level of training required for this, it is not possible at the recruitment level. The industry must take a collective initiative to achieve this. The government must provide subsidies for tools and dies to the automotive machinery sector, and this issue should be emphasised through this exhibition.

Ritesh Pardeshi, Managing Director,
Pardeshi Enterprises



The industry is developing at a rapid pace and there is a push towards cutting-edge technology. However, we have not been able to develop such technology indigenously and acquiring highly sophisticated

automated technology is highly cost prohibitive. Since the volumes in the Indian market do not exist, it becomes a difficult proposition for cost sustainability. Only OEMs can manage to do well in such a scenario. There are various segments in the market and if you cater to a specialised segment, only then can acquiring high-end technology be much easier.

Saket Dharkar, Director, Pragati Forge Pvt. Ltd.



We are looking for good cutting tools and machine tools. I think that we should have more such exhibitions and exhibitors should give discounts to visitors since it will act as an incentive to visit the exhibition. While the die and mould industry in India is rapidly developing, we cannot compare it to countries like Japan or China. Technology is the focus of the industry today, with a lot of emphasis on automation. However, it is still costly to source dies and moulds from India. It would be nice if the die and mould industry at large decided on ways to introduce better subsidies.

Madhukar R. Dakle, Senior Applications Engineer,
PreciTech Enterprises



Since last year, the exhibition has come a long way. However, the exhibition should have an increased focus on press tools. Currently, products for the automotive sector dominate the exhibition. It is important to cover major sectors such as ship-moulding. I am here looking for progressive dies and standard dies. As of now, the die and mould industry faces several challenges. The industry must make use of value engineering to create competitive products and low-costs tools. The venue for the exhibition is just perfect thought there must be a fair representation of all segments and not just automation. Also, location such as Pune and Aurangabad must be considered, going forward.

Sanjay Kabra, CEO, Prime Engineers



We have not gone through the entire exhibition as yet, but the initial impressions depict that all the major players are present here. Mumbai seems to be the ideal location for the die and mould exhibition since various segments of the industry have marked their presence here. Additionally, with global players entering the market, the competition seems to be getting intense and with the domestic industry still lagging behind, we need government support to open up opportunities for this sector. However, since everyone is engaged in business activities, it would be difficult to gather and convey these sentiments to the government.

Kailas M Jadhav, Sr. Sales Engineer, Toolholding & Workholding, Schunk Intec India Pvt. Ltd.



We are looking for CNC controllers and machine tools here, but I do not have any expectations. However, I am impressed with the quality and quantity of machines displayed here. I chanced upon the exhibition from the Euromold exhibition in Germany and I am intrigued. What I have seen till now shows the possibilities and enormous opportunities present here. It is important to understand that the die and mould technology can have a strong impact on the manufacturing industry and cost-competiveness. This will help develop the market here.

Wolfgang Reichart, Project Manager - Mold and Die Motion Control Systems, Siemens AG



This exhibition is a good platform for the industry, especially for small manufacturers, to develop contacts. Through interactions with our peers, it will help us understand the present trends in the industry and know about the latest technology offerings. It is also possible to take collective industry initiatives to help bring better regulations that will help foster the growth of this industry. However, I believe it would help if the exhibition is held next year in Pune since it is a major hub for the automotive industry at large. A major concern, and a key challenge, is to have the

right technology, which is affordable.

Shyam Mengwani, CEO, SLB Enterprises



I have been to several die and mould exhibitions. What I have observed so far is that the industrial players have become more organised, bigger and better in terms of capability. Several international exhibitors have also made their presence felt in the domestic market, considering the growth potential for die and mould industry in India. OEMs, in particular, have prospered though India still faces several challenges other than cost competitiveness that prevents it from becoming a formidable force in the global arena. The challenges vary from energy crisis to the dependence on outsourcing for projects since we have not been able to quite develop technology indigenously.

Keyur Doshu, Managing Director, SPNH Steel Services



We are looking for precise machine tool and components at this exhibition. India has the potential to manufacture components at lower costs. The Indian die and mould industry has a tremendous potential that must be harnessed. While we still lag behind in terms of technology and infrastructure from countries like China, this exhibition is a good start for initiating development here. The need of the hour is highly sophisticated and precise machines after ramping up our manufacturing capacity. Developing this potential at the domestic level will help the industry go a long way in the future.

Jatin Patel, Director, Techno Auto Products



The die and mould technology is a key aspect for the success of any industry. India must indigenously develop its die & mould capability and that should on par with international standards, as otherwise we may not be able to acquire a manufacturing

advantage. More than technology, the focus must be on improving and developing skilled labour, which will help build our manufacturing capacity and ramp up our prowess for large-volume manufacturing. Since the industry is largely driven by small and medium enterprises, before utilising any expensive technology, we must analyse the cost sustainability of that technology or else it would make little sense.

R H Shah, Director, Toolmasters



The Die & Mould India exhibition this year is better as compared to all previous years with respect to layout, quality of stalls, display, etc. The stalls seem to have improved as people participate in more and more exhibitions. Especially, the international exhibitors are expanding their stall size over the years. It may be an indication of their faith in India and, more importantly, the yield from this exhibition. Hence, there have been more repeat visitors considering the rate of return on investment. We hope that this momentum will continue and the show will attract even greater number of tool makers in the subsequent editions.

Y R Anand, Partner, Unimark



This exhibition presents an excellent opportunity to explore business possibilities and gain new customers. We consider this exhibition to be a good platform. However, because the die and mould industry is so important in the manufacturing context, it is difficult to understand why the dies and moulds here are so very expensive. This exhibition is a good way for us to get a feel of things in the country and observe trends pertaining to the industry. We are looking to build better business relations with our Indian business counterparts and that is the focus of my trip here.

**Wade Wang, General Manager,
Specialty Steel Dept. UNIWAY**



Exhibitors List

- Abbott Toolfast Pvt. Ltd. - Faridabad
 Abhijeet Dies & Tools Pvt. Ltd. - Mumbai
 Accurate Engineering Co. Pvt. Ltd. - Pune
 Ace Manufacturing Systems Ltd. - Bangalore
 Acme Toolings - Hyderabad
 Aditya Infotech Ltd. - Mumbai
 Ahire Machine Tools Pvt. Ltd. - Nashik
 ALD Dynatech Furnaces Pvt. Ltd. - Mumbai
 Alibaba.com - Mumbai
 Anand Mould Steels Pvt. Ltd. - Navi Mumbai
 Andreas Maier Workholding Technology (P) Ltd. - Bengaluru
 Ankitst Exim Inc. - Mumbai
 APM Technologies - New Delhi
 Ashna Enterprises - Thane
 Assab Sripad Steels Ltd. - Chennai
 Automac Services - Pune
 Avi Sales Corporation - Pune
 B. S. Steel Corporation - Mumbai
 Beijing Jingdiao Co. Ltd. - Beijing
 Bharat Fritz Werner Limited - Bangalore
 Bhat Metals Research P. Ltd. - Bangalore
 Blum Novotest Measuring And Testing Technology Pvt. Ltd. - Bangalore
 Bohler High Performance Metals Pvt. Ltd. - Navi Mumbai
 Brahmadevi Engineering Products - Indore
 Bukwang Tech. - Incheon
 Central Institute of Plastics Engineering & Technology [CIPET] - Chennai
 China Council for the Promotion of International Trade Machinery Sub-Council - Beijing
 Concord United Products Pvt. Ltd. - Bangalore
 Creaform Inc - New Delhi
 Creative Moulds and Dies - Mumbai
 Customised Technologies (P) Ltd. - Bangalore
 Daehan Edm. Co. Ltd. - Korea
 Dagger Master Tool Industries Limited - Mumbai
 Delcam Software (India) Pvt. Ltd. - Pune
 DEMAT GmbH - Frankfurt
 DesignCell CAD-CAM Solutions Pvt. Ltd. - Mumbai
 DesignTech Systems Ltd. - Pune
 Devanshi Electronics Pvt. Ltd. - Mumbai
 Devu Tools P. Ltd. - Mumbai
 Dietech India Ltd. - Sriperumbudur
 Dijet Industrial Co. Ltd. - Thane
 DME India Pvt. Ltd. - Bangalore
 DMG Mori Seiki India Machines and Services Pvt. Ltd. - Bangalore
 Dodia Wires (India) Pvt. Ltd. - Mumbai
 Dongsan Bearing Corporation - Incheon
 Dörries Scharmann Technologie GmbH - Germany
 EEPIC INDIA - Mumbai
 Electro Optical Systems(Eos GmbH India Br)- Chennai
 Electronica Machine Tools Ltd. - Dist. Pune
 Electronica HiTech Machines Pvt. Ltd. - Pune
 Electrosark - Pune
 Eles and Ganter India Pvt. Ltd. - Noida
 Eschmann Textures India Pvt. Ltd. - Mumbai
 Est Tool Steel Pvt. Ltd. - Mumbai
 Expo Machine Tools - Noida
 Falcon Toolings - Coimbatore
 Famex Coating India Private Limited - Coimbatore
 Farmax Machines Pvt. Ltd. - Bangalore
 Faro Business Technologies India (P) Ltd. - New Delhi
 Federation of Asian Die & Mould Association (FADMA) - Mumbai
 Ferromatik Milacron India Pvt. Ltd. - Ahmedabad
 FIBRO India Standard Parts Pvt. Ltd. - Pune
 Fidia India Pvt. Ltd. - Pune
 Force Motors Ltd. - Pune
 FPT Industrie S.P.A - Italy
 Free Press Journal - Mumbai
 Fresmak Arnold Precision Engineering Pvt. Ltd. - Bangalore
 G. W. Precision Tools (I) Pvt. Ltd. - Bangalore
 Geometric Ltd. - Mumbai
 GF AgieCharmilles (SEA) Pte Ltd. - Bangalore
 GL1 InnoMold India Pvt. Ltd. - Pune
 Global Special Springs Pvt. Ltd. - Ahmedabad
 Godrej & Boyce Mfg. Co. Ltd. - Tool Room Division - Mumbai
 Goel Steel Company - Chennai
 Guangzhou Die & Mould Manufacturing Co. Ltd. - Guangzhou
 Guhring India Pvt. Ltd. - Bangalore
 HAAS Automation India Ltd - Navi Mumbai
 Haimer India Pvt. Ltd. - Pune
 Hangzhou Shining 3D Tech Co. Ltd. - Hangzhou
 Hasco Hasenclever GmbH + Co. Kg - Germany
 Hasco India Pvt. Ltd. - Bangalore
 Heto Corporation Lda - Portugal
 Hot Techs Hot runner Technologies - Mumbai
 Hottip Heat & Controls Pvt. Ltd. - Haryana
 Hoyt Engineering Solutions Pvt. Ltd. - Pune
 Hurco India Pvt. Ltd. - Chennai
 Hwacheon Machine Tool India Pvt. Ltd. - Pune
 Imaginarium India Pvt.Ltd. - Mumbai
 IndiaMART.com - Noida
 Indian Machine Tool Manufacturers Association - Bangalore
 Indian Overseas Bank - Mumbai
 Indo German Tool Room - Aurangabad
 Industrial Products Source - Dombivli

Infomedia 18 Ltd - Mumbai
 INglass S.p.A - S. Polo di Piave (TV)
 Institute for Design of Electrical Measuring
 Instrument (IDEMI) - Mumbai
 ITL Industries Limited - Indore
 ITT Technical Tools - Italy
 Jagdeep Industrial Graphics (JIG) - New Delhi
 Jay Chamunda Maa Enterprises - Mumbai
 Jergens India Pvt Ltd - Navi Mumbai
 Jiaying NYC Industrial Co.,Ltd - Zhejiang
 Jitamitra Electro Engg. Pvt. Ltd - Ahmednagar
 Jyoti CNC Automation Pvt.Ltd. - Rajkot
 K Engg. Products - Pune
 Kalyani Carpenter Special Steels Limited - Pune
 Kalyani Mould Base P Ltd. - Mumbai
 Kartik Moulds and Dies - Mumbai
 Kind Special Steels (India) Pvt.Ltd. - Mumbai
 Kishore Industries - Aurangabad
 Kushal Metal & Steel Industries - Mumbai
 Lakshmi Vacuum Technologies - Bangalore
 Lang GmbH & Co. Kg. - Hüttenberg
 Libesh Engineering Hot Runner - Mumbai
 Machine House (I) Pvt. Ltd. - Nashik
 Madhu Machines & Systems Pvt. Ltd. - Vadodara
 Makino India Pvt. Ltd. - Bangalore
 Marcopolo Products Pvt. Ltd. - Kolkata
 Marposs India Private Limited - Pune
 Marut Techno Tools Pvt. Ltd. - Delhi
 MC Craftsman Machinery Private Limited -
 Coimbatore
 MD Corporation - New Delhi
 Mechanite Engineering Solutions - Satara
 Mersen India Pvt. Ltd. - Bangalore
 Metals United Alloys & Fusion Products Ltd. - Nashik
 Metrol Corporation - Bangalore
 Miju Precision India Pvt. Ltd. - Bangalore
 Millenia Technologies - Mumbai
 Millutensil - Milano
 MIPALLOY - Chennai
 Misumi India Pvt. Ltd. - Pune
 Mitutoyo Corporation - Kanagawa
 Mitutoyo South Asia Pvt Ltd - New Delhi
 MMC Hardmetal India Pvt. Ltd. - Bangalore
 Modern Machine Tools - Mumbai
 Modern Plastics - Mumbai
 Mohinder Agencies - Bangalore
 MSME - TR - New Delhi
 MSME Tool Room (Central Tool Room & Training
 Centre) - Kolkata
 Multiple Special Steel Pvt. Ltd - Bangalore
 N. Jewellery Techniques Pvt. Ltd. - Mumbai
 Nagata India Private Limited - Gurgaon
 NCB Co. Ltd. - South Korea

Nettur Technical Training Foundation - Bangalore
 N-Gravetek - Nashik
 Nickunj Eximp Enterprises Pvt. Ltd. - Mumbai
 Nimbus Technologies - Pune
 Ningbo Sindar Mould Manufacture Co. Ltd. -
 Zhejiang
 Niran Tools & Machinery - Mumbai
 NN Combined Engineering Agencies Pvt. Ltd. -
 Secunderabad
 Normalien Tooling Systems P. Ltd. - Mumbai
 Nypro Forbes Moulds Pvt Limited - Hosur
 Oishi Machine India Pvt. Ltd. - New Delhi
 OM-CAM - Mumbai
 Omira Marketing Pvt. Ltd. - Mumbai
 Onward Technologies Limited - Pune
 Open Mind CAD/CAM Technologies India Pvt. Ltd. -
 Bangalore
 P. Tech Clamping Systems - New Delhi
 Pawan International - Aurangabad
 PBS Technologies - Thane
 PCK Buderus (India) Special Steels Pvt. Ltd. - Chennai
 Pi - Tech International - New Delhi
 Pi - Tech Services - New Delhi
 Plastindia Foundation - Mumbai
 Pokolm Frästechnik GmbH & Co. KG - Germany
 POLDI HUTTE s.r.o - Kladno
 PolyWorks Software India Pvt. Ltd. - Pune
 Powertec Co. Ltd. - Gwangju
 Pre Mould Engineers - Hyderabad
 Precision Punches & Dies - Mumbai
 Precision Tools & Implements Co. - Bangalore
 Prevision World (India) Pvt. Ltd. - New Delhi
 Prime Industries - Nashik
 Primus Design - Mumbai
 Protosys Technologies Pvt. Ltd. - Mumbai
 Publish Industry India Pvt. Ltd. - Pune
 Punch Industry India Pvt. Ltd. - Chennai
 Rasandik Engineering Industries India Limited -
 New Delhi
 Ravi Steel Co. - Mumbai
 Relish Agro Food (I) Pvt. Ltd. - Dist. Anand
 RGK Engineering Enterprises Pvt. Ltd. - Bangalore
 Richcam Tooling - Pune
 Riya Electrodes Pvt. Ltd. - Faridabad
 S & T Engineers (P) Ltd. - Coimbatore
 Sagar Alloy & Metal Industries - Mumbai
 Sandeep Enterprises - Delhi
 Sanyo Special Steel Co. Ltd. - Himeji city
 Schmolz+Bickenbach India Pvt. Ltd. - Ambarnath (E)
 Schneider Prototyping India (P) Ltd. - Noida
 Schott Systeme GmbH - Gilching
 SESCOI India Solutions Pvt Ltd - Pune
 Shanghai Hochent Tool Technology Co., Ltd. -

Shanghai
Shinweon Co. Ltd. - Bucheon
Shri Gajanana Industries (India) Pvt. Ltd. - Mumbai
Sino Hot Runner India Pvt. Ltd - Thane
Sodick Technologies India Pvt. Ltd. - Bangalore
Solid Vision - Mumbai
Sparkonix India Pvt. Ltd. - Pune
Sridevi Tool Engineers P Ltd. - Vasai
Standex Engraving India P.Ltd. - Bangalore
Steel-Smith - Thane
Steinbichler Vision Systems Pvt. Ltd. - Bangalore
Stiack Engineering Pvt. Ltd. - Mumbai
Stitch Overseas Pvt. Ltd. - Gurgaon
Synventive Molding Solutions JBJ P Ltd. - Pune
System3R Far East Pte. Ltd. - Singapore
Taegutec India P Ltd. - Bangalore
Taoshi Mould Group - Taizhou
Technocraft Toolings - Aurangabad
TGK Special Steel Pvt. Ltd. - Mumbai
The All India Plastics Manufacturers Association -

Mumbai
The Council of EU Chambers of Commerce in India -
Mumbai
Thermoplay India Pvt. Ltd. - Goa
Toshiba Machine Co. Ltd. - Tokyo
Tradeindia.com - New Delhi
Trimill A. S. - Noida
Trimos Metrology (I) Pvt. Ltd. - Thane
Trucut tool Inc, - Chennai
Unitherm Engineers Limited - Pune
USBCO Steels Pvt. Ltd. - Kolkata
Vasantha Tool Crafts Pvt Ltd - Hyderabad
Vijaydeep Mould Accessories Pvt. Ltd. - Mumbai
Xceed Toolings Pvt. Ltd. - Thane
Xlar Enterprises - Ghaziabad
Yash Tools (I) Pvt Ltd - Mumbai
YOKE Industrial Corp. - Taichung
Yudo Hot Runner Systems - Thane
Zhejiang Dong Taixing Mould Industrial Co. Ltd. -
Zhejiang



Seminar During The Exhibition

TAGMA had offered slots for seminars to exhibitors with an objective to bring exhibitors and potential customers & visitors face to face in order to engage in an in-depth discussion comprising user segments, students and other professionals during the 8th Die & Mould India International Exhibition. The presentations at the seminar mostly revolved around efficiency enhancement, productivity improvement, prototyping and digital manufacturing.

The list of topics presented are as follows:

Topic: 'Vacuum Heat Treatment of Dies & Tools'
Presented by : Mr. M S Ganesh & Mr. Gerald Hiller -
ALD Dynatech Furnaces Pvt. Ltd.

Topic: 'Tools, Die & First Article Inspection by ATOS 3D Scanning'
Presented by: Mr. Anil Gupta - APM Technologies/ Mr.
Pieter Schuer - GOM mbH

Topic: 'Concept to Component Delcam's Advanced Manufacturing Solutions'
Presented by : Mr. Daniel Raravi - Delcam India

Topic: 'Usage of CNC Controllers and Machines for Die Mould'

Presented by: Mr. Arun Nene - Jyoti CNC Automation Pvt. Ltd.

Topic: 'Transfer Press Dies - From Concept to Prototyping'

Presented by: Mr. Mittul Soni/ Mr. Sachin Pal/ Mr. Praveen Rao - Nagata India

Topic: 'Universal 3D Metrology - Inspection and Reverse Engineering for today's Die Mould Industry'
Presented by: Mr. A S Kulkarni - Polyworks Software India Pvt. Ltd.

Topic: "Horizontal Cast Plates Enhanced Properties for High Quality Applications"
Presented by: Mr. DI Renato Sestak (managing director) - SAG Aluminium Lend GmbH (Ravi Steel)

The excerpts of the presentation will be covered in the June issue of TAGMA TIMES.

