



# EXPORT NEWS

An initiative of Indian Machine Tool Manufacturers' Association Export Development Cell

April – June 2017

Indian Machine Tool Manufacturers' Association welcomes you to the first edition of the Export Newsletter for the year 2017-18, showcasing International events in the Machine tool Industry. The E-newsletter brings information about the global export market and other export development initiatives of IMTMA.

## Gaining a Foothold in Chinese Market

### Grind Master widens its horizons



Grind Master is a pioneer and leader in special purpose machines for metal finishing, deburring, microfinishing and robotic automation, a total solution provider for surface finishing requirements. Applying ABSOLUTE ENGINEERING to build Solid Solutions that Exceed Customer Expectations, the organization strives to create a culture of enduring excellence. An evolving company with global aspirations, Grind Master's passion for building machines underlies its culture.

Since commencing its export operations in 1996, Grind Master has successfully completed over 4500 successful installations across the globe and continues to significantly contribute to Indian machine tool exports. Grind Master with its home grown technology and knowhow can compete with the best in the world and with the widest range of metal finishing machinery in the world.

## Expansion to New Shores

Grind Master began its journey in China with the introduction of NANOFINISH range of machines in 2009 as part of IMTMA group. The projects became successful due to Grind Master's ability to exceed customer expectations by providing customized solutions.

## Testing the Waters

In 2009 Grind Master began working with a major Chinese motor company. With close guidance from its management, Grind Master was able to deliver a solution that met and exceeded the stringent machine requirements of cycle times, machine reliability, quality of global standards etc. Later that year Grind Master got a breakthrough when it was approached by a global automotive Original Equipment Manufacturer (OEM) for development of a critical mechanism for quick setup change in the machine (patent pending).

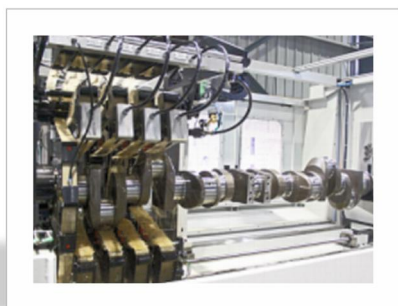
## Renewed Success in Global Market

Such market driven and market sensing innovations became a major part of Grind Master's success in recent years. Today Grind Master has 5 technology patents (pending) and 5 registered designs in microfinishing. Developments such as these highlight the need to continuously innovate to keep pace with European and Japanese technology. As on date Grind Master holds around 25% of Crankshaft Microfinishing market in China besides making inroads into Camshaft and other Powertrain Finishing Solutions. With its successful foray into the international automotive market Grind Master has established itself as a strong global manufacturing entity to contend with. Its collaboration with SAMP of Italy for advanced gear chamfering-deburring machines and its collaboration with Micropoise of USA for crankshaft dynamic balancing machines illustrate this.

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## Firm Footing

Grind Master has been the recipient of a number of national awards including SME for the Year 2016 for its success in export markets. It has taken rapid strides in machine building quality standard with adoption of international systems. Today Indian customers have confidence in vouching for Grind Master which has been a trend setter in the global machine tool industry. Grind Master continues to leverage on a key takeaway message it has experienced to succeed in the export markets - Be ready to do what it takes.



**Crankshaft Microfinishing  
Assembly Line**



**Superfinishing of  
Auto Parts**



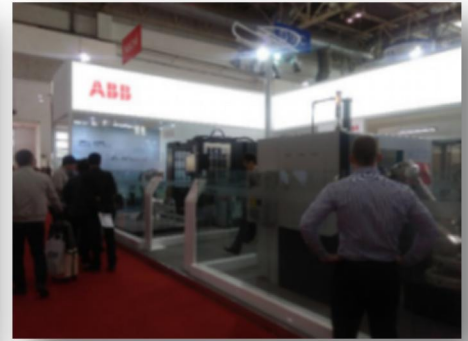
**Microfinishing Machine  
Assembly Line**

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# CIMT 2017

CIMT 2017, 17 - 22 April, Beijing, China

CIMT - China International Machine Tool (CIMT) Show is one of the major machine tool shows in the world. Machine tool manufacturers from various countries display the most advanced manufacturing technology and equipments. CIMT was held in Beijing from 17 - 22 April 2017. IMTMA organized a group participation comprising 6 companies at 'India Pavilion'.



## About The Show

- Organizers: China Machine Tool & Tool Builders' Association and China International Exhibition Center Group Corporation
- Venue: New China International Exhibition Center, Beijing
- Exhibitors: 1652
- Gross Area: 1,31,000 sq.mts.
- Net Area: 76, 748 sq.mts.
- Participation: 28 countries
- Total Visitors: 1,25,500

Participation from Indian machine tool manufacturing companies Viz. Ace Manufacturing Systems, Ace Designers, Jyoti CNC Automation, Grind Master Machines, Pragati Automation and Forbes & Company.

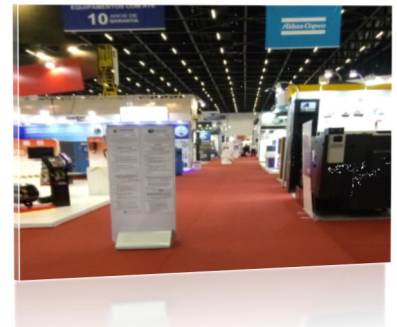


## Indian Machine Tool companies at CIMT 2017



# EXPOMAFE 2017

EXPOMAFE 2017, 9-13 May 2017, Sao Paulo, Brazil



Brazil is the 21st largest export economy in the world and the 34th most complex economy according to the Economic Complexity Index (ECI). Brazil's market consumption of machine tool during 2015 was approx. US\$ 850 Mn. Its machine tool demand is driven by the growth in Automotive, Electrical and Electronics, Oil & Gas, Metals & Steel industries. The top exporting countries into Brazil are China, United States, Germany, Argentina and South Korea.

The first edition of EXPOMAFE, one of the largest international metal working exhibitions in Brazil and Latin American regions, was held from 9 - 13 May 2017 at Sao Paulo Expo Exhibition and Convention Centre in Brazil. EXPOMAFE is led by ABIMAQ, the Brazilian Machinery and Equipment Builder's Association, representing nearly 7800 companies, having over 1600 member companies, across 46 manufacturing segments.

Using sophisticated management tools, modern communication models and a unique infrastructure in Latin America, EXPOMAFE is configured as an ideal environment to accompany and leverage the development of the machinery, equipment and accessories industry, bringing together buyers from Brazil, Latin American countries and abroad, who seek trends and innovations for the various products, services and equipment in their universe of operation.

The show had the presence of over 400 exhibitors and witnessed a footfall of over 40,000 visitors from 25 countries.

IMTMA participated at EXPOMAFE 2017 with an information booth, with the objective of brand building of Indian Machine Tool Industry, meetings with Dealers / Distributors, gathering market information vis-à-vis consumption, and export and import of machine tools in Brazil.

## Important observations from the visit:

- Brazil machine tool industry is recovering from the slowdown
- Limited awareness about the Indian Machine Tool Industry in Brazilian market. However, Dealers/ Importers are keen to establish business relationship with India
- Maximum imports are from Taiwan and China
- Brazil's presence of Machine Tool industry is based out of Sao Paulo
- ABIMAQ – Association of Brazil Machine Tool Industry is the key contact to improve business relations between two countries
- ABIMEI – Association of Importers in Brazil can help India to attract Brazilian Dealers & Importers for buying Indian made machines



**IMTMA's participation at EXPOMAFE 2017 and Meetings with Mr. Henry Goffaux (Vice President – ABIMAQ) and other officials**

# METALLOBRABOTKA 2017

METALLOBRABOTKA 2017, 15-19 May 2017, Moscow, Russia

The 18<sup>th</sup> edition of Metalloobrabotka, one of the leading international shows for the machine tool and metalworking industry in Russia, was held in Moscow from 15 - 19 May 2017. The exhibition was organized by Expocentre Moscow and Stankoinstrument Russian Association of Machine-Tool Manufacturers. The event witnessed participation of 1042 exhibitors from 30 countries and 31,432 visitors from 57 countries, with International pavilions of Germany, Switzerland, Czech Republic, Italy, Republic of Korea, Republic of Belarus, China and Taiwan.

The exhibition had a wide display of metal-cutting equipment, press forging equipment, foundry equipment, welding equipment, tools, materials, technologies for surface treatment and coating, metal cutting tools, inspection machines, etc.

IMTMA member companies Viz. Ace Designers, Ace Manufacturing Systems, Jyoti CNC Automation, LMW, Electropneumatics and BFW marked their presence at the show through their dealers/distributors. IMTMA participated in the exhibition with an Information booth, with the objectives of enhancing the brand image of Indian Machine Tool industry, establishing contacts with key dealers / distributors and to explore business opportunities for machine tools in Russia. Metalloobrabotka is Russia's largest show for the machine tool industry and the event brings together major manufacturers and suppliers of metalworking products from all over the world.

The major buyers of machine tools in Russia are from Automotive, Oil & Gas, amongst others. Imported machine tools accounted for 85.8%

Read more on "Russia - Market information".... [Click here to Download](#)

## GLIMPSES OF METALLOBRABOTKA 2017



Visitor Registration



Exhibition Hall at a Glance



IMTMA Information Booth



## Indian Companies' participation through Dealers/Distributors



## Other major Companies at the Show



## IMTMA EXPORT DEVELOPMENT CELL:

India's machine tool industry production is less than 1% of the world machine tool trade. Despite some sporadic efforts, Indian machine tool industry has not been able to develop good export volumes. However, greater export volumes are seen in cutting tools and accessories.

There is a huge scope for increasing India's export share. IMTMA has been supporting the export efforts of its members over the last decade through some of the initiatives such as group participation in overseas fairs, Trade Missions, etc. In view of the periodic variation in machine tool markets, it is imperative to develop a market mix between domestic and export market, say, at least 65% Domestic to 35% Exports.

IMTMA has formed the Export Development Group to focus on strategic efforts to boost machine tool exports.

The following are few initiatives of Export Development Group:

- Information gathering, analysis and determination of information on target markets Viz. Country reports, Market news, etc.
- Joint participation and delegation to trade fairs in export markets.
- Developing and establishing international presence through post trade fair discussions and visits to potential customers/distributors.

Networking through EEPC and leverage on its support to create 'Made-in-India' brand image, in target countries for Indian machine tools

IMTMA welcomes members to contribute news items on exports for the forthcoming issues of EXPORT NEWS. Inputs can be in the form of articles, success stories and so on. Please mail your inputs to Mr.M.G.Srinivas at [mgs@imtma.in](mailto:mgs@imtma.in)



### MF-Tokyo 2017, 12 - 15 July 2017, Tokyo, Japan

Japan Forming Machinery Association and the Nikkan Kogyo Shimbun is organizing the 5th Metal Forming and Fabricating Fair in Tokyo from 12 to 15 July 2017. The fair

disseminates the latest metal forming technologies to the world. The show is known for attracting quality visitors as it is considered as a specialized trade fair on metal

forming technologies and provides the latest information on metal forming technologies through a series of seminars and lectures.

Read More.. <http://www.mf-tokyo.jp/e/>



### EMO Hannover 2017, 18 - 23 September 2017, Hannover, Germany

EMO Hannover organized by VDW, the German Machine Tool Builders' Association in Frankfurt from 18 to 23 September 2017 is exploring new approaches for strengthening mutual feedback between the academic and business communities. In line with EMO's motto of "Connecting systems for intelligent production", VDW is organizing Industry 4.0.

at Special Show are, on which Fraunhofer and university affiliated research institutes of the German Academic Society for Production Engineering (WGP) will be showcasing the latest advances in networked production technology.

Read More... <http://www.emo-hannover.de/en/exhibition/facts-figures/about-us/>



### Metal Form China 2017, 22 September 2017, Shanghai, China

Metal Form China organized by the Confederation of Chinese Metal Forming Industry will be held at the Shanghai World Expo Exhibition & Convention Center in China from 19 to 22 September 2017. Domestic and international exhibitors will gather in Shanghai to showcase their machinery, die & mould, automation equipment, auxiliary devices, materials and metal formed parts, etc.

Read More... [http://www.chinaforge.com.cn/en/about/about\\_2\\_34.html](http://www.chinaforge.com.cn/en/about/about_2_34.html)



### CCIMT 2017, 13 - 16 November 2017, Chongqing, China

The Association for Manufacturing Technology and the China Machine Tool and Tool Builders' Association have announced the China Chongqing International Machine Tool Show (CCIMT) to be held 13 – 16 November 2017, at the Chongqing International Expo Center, Chongqing, China. CCIMT will showcase the latest in manufacturing technology and bring buyers and sellers together from all over the

world to the dynamic market of Chongqing and southwest China. The event will showcase products such as Industrial Products, Manufacturing, Fabrication, Repair & Maintenance industries, manufacturing suppliers exhibiting their skills in design, prototypes, production runs, value added services, assemblies, electronics, manufacturing etc. in the Manufacturing, Fabrication, Repair & Maintenance industry.

Read more... <http://www.amtonline.org/calendar/ccimt2017.htm>



### Metalex 2017, 22 - 25 November 2017, Bangkok, Thailand

ASEAN's largest international machine tool and metalworking technology trade exhibition will be held from 22 to 25 November 2017 at the Bangkok International Trade and Exhibition Centre in Thailand. "METALEX 2017" will usher the metalworking industry into the 4.0 era with debuts of new machine tools and metalworking innovations. Exhibitors of 3,300 brands from 50 countries will meet 100,000 buyers whose demands could be fulfilled with your solutions.

Read More... [https://www.metalex.co.th/en/about\\_metalex/](https://www.metalex.co.th/en/about_metalex/)

