



EXPORT NEWS

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



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Indian Machine Tool Manufacturers' Association welcomes you to the Volume 1 of Export Newsletter 2019, 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.

Lakshmi Machine Works' (LMW) Success Story in International Markets



Established in 1962, Lakshmi Machine Works Limited (LMW) is a leading textile machinery manufacturer in India and one among the top 3 in the world to produce an entire range of spinning machinery.

LMW started its journey more than five decades ago by providing Indian textile mills with latest spinning technology. Over the years the company diversified into CNC machine tools and customized products. LMW's machine tool division began operations in 1988 as a result of the company's founder's visualization of having precise machines to bring out world class engineering products. Back in those days Indian manufacturing industry was dependent on imported machines to meet its technical requirements.

LMW saw this as a barrier to the growth of the industry and to overcome this challenge inked a deal with Japanese major, “Mori Sekki” and set up a machine tool division having modern manufacturing infrastructure at Coimbatore. This historic move enabled the company gain a direct entry into higher-end CNC technologies which also gave it an edge to produce precise metal cutting machines in India.

In its initial days, LMW’s machine tool division started its operations by manufacturing 2 models of CNC turning machines and 1 model of machining center. Today the company offers 27 models of CNC turning machines and 12 models of machining center with a host of variants to meet the surging demands of various industry segments in the domestic market.

The year 1995 was another historic moment for the company to demonstrate its technical capabilities and precision manufacturing facilities. LMW forged a relationship for buyback agreement with Swiss leader “Mikron” for manufacturing CNC Universal Boring and Milling machines. This paved way for LMW to export its machines to European market. Over the next 3 years 155 machines were exported to Europe under the “LMW-Mikron” brand name.

LMW continues to do R&D on indigenous development of products in associations with institutions of repute such as Fraunhofer University, Germany. The tie-up with Fraunhofer has helped the company to meet stringent machine manufacturing norms globally.

A leading global player in textile machinery, in FY 2017-18, the company’s exports amounted to 25% of the total sales revenue. Its textile division which had been exporting machines since 1977 has a presence in more than 14 countries in the world.

LMW’s machine tool division has been exporting machines since 1991. Participation in international exhibitions such as EMO, BIMU, AMB, IMTS, and so on further cemented its overseas relations. The company began focusing on exports and develop its overseas customer base. LMW found a firm footing in the Russian market when it participated in an exhibition at Metalloobrabotka in 2013. It began exporting machines to Russia as well as the Middle East. LMW now focuses more on South East Asia and Middle East markets.

In the year 2018 LMW participated in Metalex Vietnam Exhibition which gave the company more insights into positioning and promoting its products to meet customer needs and demands. LMW machine tool division is now geared up to design, manufacture and deliver machines in line with international standards.



LMW’s participation at Metalex 2018, Exhibition

JIMTOF 2018

1 – 6 November 2018, Tokyo, Japan



Japan International Machine Tool Fair (JIMTOF) is one of the largest machine tool exhibitions in Asia. The objective of organizing the 29th edition of JIMTOF was to contribute to the development of industry and trade promotions through increased international transactions and technical exchanges of machine tools and their related equipment.

About the Show:

- Organizers: Japan Machine Tool Builders' Association and Tokyo Big Sight Inc.
- Venue: Tokyo Big Sight (Tokyo International Exhibition Center)
- Total exhibition area: 98,540 square metres
- Number of Exhibitors: 1085, from 21 Countries
- Total visitors: 1,88,955
- Number of foreign visitors: 21,846



Exhibitors at JIMTOF 2019



IMTMA Information Booth



**Presentation to JMTBA members on
Tumakuru Machine Tool Park**

Major Highlights:

'The exhibition which had 'Connected by Technology for the Future' as its theme promoted six 'Connects' Viz.:

- Cutting-edge technology with the visitors.
- Technology experience with the visitors.
- Japan with the world.
- Students with the future.
- People with a comfortable space.

IMTMA participated at JIMTOF 2018 with an information booth. The objective of IMTMA's participation was to establish the Indian machine tool industry brand in Japan. The Association also made a presentation to Japan Machine Tool Builder's Association (JMTBA) members on the Tumakuru Machine Tool Park.

The 30th Japan International Machine Tool Fair is scheduled to be held at Tokyo Big Sight from 7 -12 December 2020.

Read more about the JIMTOF 2018 show at: <http://www.jimtof.org/en/>

Metalex 2018

21 – 24 November 2018, Bangkok, Thailand

METALEX is ASEAN's largest metalworking event. The exhibition attracts a wide variety of industrial entrepreneurs, purchasers, engineers and other relevant professionals. With the growing awareness about industry 4.0, companies from the European Union are interested to support further industrial development in this part of the world through showcasing a wide-range of different innovations in the machinery and metalworking sectors at this event.

About the Show:

- Organizer: Reed Tradex
- Venue: BITEC, Bangkok, Thailand
- Participating Countries: 50+ countries
- Exhibitors: 900+
- Business visitors: 99,998
- International Pavilions: 9



IMTMA Member companies at Metalex 2018

Major Highlights

- Industry 4.0 technologies
- Launch of Robot X
- 3300 brands from 50 countries
- Special zones: Tube Tech Zone and Financial Zone

IMTMA participated in the exhibition with an information booth, with the objectives of enhancing the brand image of Indian machine tool industry, establishing key contacts with dealers / distributors to explore business opportunities for machine tools in Thailand.

The next edition of METALEX will be held from 20 - 23 November 2019 in Bangkok, Thailand.

Read more about Metalex 2018 at <https://www.metalex.co.th/>

Manufacturing Indonesia 2018

5 – 8 December 2018, Jakarta, Indonesia

Manufacturing Indonesia is the largest international exhibition of manufacturing technologies and services in Indonesia. The 30th edition of the show featured thousands of smart machines with embedded manufacturing technologies from 28 countries. The exhibition was held in conjunction with Machine Tool Indonesia, Tools & Hardware Indonesia, Industrial Automation & Logistic Indonesia 2018, and Subcon Indonesia 2018.

A special advanced manufacturing showcase titled “We are INDUSTRY 4.0 ready!” was featured and displayed at Manufacturing Indonesia for the first time. The showcase was created especially for visitors to embark on Industry 4.0 journey together with exhibitors who supported the Industry 4.0 initiative in Indonesia.

About the Show:

- Organizer: Pamerindo Indonesia.
- Venue: Jakarta International Expo, Kemayoran
- Number of Exhibitors: 1515, from 30 Countries
- Exhibition Area: 37,645 Sq. mtrs
- Business visitors: 34,959



International Pavilions at the Exhibition



IMTMA Member companies at Manufacturing Indonesia 2018

A Special Advanced Manufacturing Showcase titled “We are INDUSTRY 4.0 ready!” was featured and displayed at Manufacturing Indonesia for the very first time. The showcase was created especially for visitors to embark on Industry 4.0 journey together with exhibitors who supported the Industry 4.0 initiative in Indonesia.

IMTMA participated at Manufacturing Indonesia 2018 with an information booth, with the objective of enhancing the brand image of Indian Machine Tool industry, and meeting potential Dealers / Distributors of Indian machine tools for their participation at the forthcoming International Buyer-Seller Meet 2019, scheduled along with IMEX 2019, during January 2019.

The next edition of Manufacturing Indonesia will be held at Jakarta International Expo from 4 - 7 December 2019.

Read more about Manufacturing Indonesia 2018 at: <https://manufacturingindonesia.com/>

International Buyer-Seller Meet, at IMTEX 2019, 26 – 27 January 2019, BIEC, Bangalore

Coinciding with IMTEX 2019, IMTMA, jointly with EEPC India, under the aegis of Ministry of Commerce and Industry, Government of India, organised the International Buyer-Seller Meet 2019, on 26-27 January, 2019. Potential buyers of machine tools from target overseas markets were invited to explore mutual business opportunities with Indian machine tools' manufacturers.



Glimpses of Buyer-Seller Meet 2019

Addressing the delegates at the inaugural session, Mr.T.K.Ramesh, Chairman, Export Development Cell, IMTMA, and Mr.Mahesh.K.Desai, Senior Vice Chairman, EEPC India, gave an overview of the Indian Machine Tool industry competencies and invited dealers and distributors to explore business opportunities with Indian manufacturers.

48 international buyers from 13 countries Viz. Bangladesh, Czech Republic, Ecuador, Egypt, Indonesia, Italy, Mexico, Russia, South Africa, Thailand, Ukraine and Vietnam participated at this Meet. B2B (business-to-business) meetings were also arranged between buyers and Indian machine tool and accessories manufacturers.

Forthcoming Shows



Manufacturing Indonesia, 4 - 7 December 2019, Jakarta, Indonesia

Manufacturing Indonesia is Asia's largest international manufacturing exhibition which provides a professional business platform for Indonesia's manufacturing industry. The show attracts industry leaders and key players in the global manufacturing industry who want to showcase their latest products and services in one venue, the Jakarta International Expo. Manufacturing Indonesia is expected to showcase technological advancements in machinery equipment, materials and services.

Read more..... <http://manufacturingindonesia.com/>

IMTMA EXPORT DEVELOPMENT CELL:

Indian machine tool exports is less than 5% of its production. 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