A REPORT ON IL’S PARTICIPATION IN THE “PUMPS, VALVES & PROCESS EQUIPMENT EXPO-2014 AND INTERNATIONAL CONFERENCE” : 9- 11 OCTOBER 2014, MUMBAI

The Pumps, Valves and Process Equipment (PV&PE) EXPO-2014, an International Exhibition and Conference, was organized jointly by the Department of Chemical & Petrochemicals, Govt. of India & FICCI (Federation of Indian Chambers of Commerce & Industry) in Mumbai on 9-11 October 2014. The EXPO had over 280 exhibitors from manufacturing, end users and Intermediate segments from India including Navarathna Companies like ONGC, GAIL, IOCL, EIL, GNFC, RIL, Kirloskar Pumps, etc. Among the International participants, the featured Countries were Iran and Japan and pavilions from Germany, U.K., Singapore, UAE, China, Vietnam and Turkey. The event saw more than 10,000 Business visitors from various countries.

This event offered a great opportunity for IL to participate and showcase its products, specifically Palakkad range of Valves & accessories on a large scale and to a vast business segment. The concurrent international conference on the theme “India-A Global Manufacturing Hub” also was topical to IL and our CMD, being one of the key speakers, spoke on ‘Overview & Prospects of C&I Industry’ and also about IL in general and ILP in particular.

A. Highlights of ILP’s Pavilion at the Exhibition : 9th -11th October 2014

- IL’s pavilion was elegantly designed at prime location (A4), with eye-catching full scale Flex displays of IL HQ Kota & Palakkad facilities.
- Mr. M P Eshwar, CMD, IL inaugurated the pavilion on the 9th Oct, in the presence of the team from ILP & IL Mumbai.
- The display of 11 actual products, representing almost all the main manufacturing product ranges of Palakkad Plant was the main attraction which gave the real sense of the products to customers.
- Further, a 42” HD TV continuously played an AV presentation on IL profile, Plant and Manufacturing facility with details of complete range of products.
The aesthetically presented pavilion with product samples attracted many footfalls, of which more than 100 are now potential business partners who inked their specific requirements and interest in our products and have requested a call-back. The technical expertise of the team was also instrumental in effectively explaining the details of the products, including operations & maintenance procedures.

The potential business, estimated from the feedback and the specific requirements in the three days of the EXPO, is expected to be around Rs 10 Crores.

Some of the noted Organizations who showed keen interest in our products include:
* ONGC OPAL - CV requirement for upcoming Oil processing plant at Gujarat.
* NPCIL, Mumbai - Safety Relief Valve (SRV) requirement as per ASME Sec. III
* Supreme Petrochemical
* ATUL Limited, Gujarat

Few of the noted dignitaries who visited our pavilion were:
* Mr.B.Narayan, Group President, Reliance Industries Ltd.,
* Mr.Sayaji K Shinde, Vice President and Head, Kirloskar Brothers Limited,
* Mr.K.Nandakumar, CMD, Chemtrols Industries Limited.,
* Mr.A.K.Das, Additional Chief Engineer (PE & V), NPCIL, Mumbai
Some of the visitors at ILP Pavilion

- The participation in the PV&PE Expo has rekindled the interest and reposed the faith of our clients in IL as well as attracting potential new clients. IL got an exposure on a bigger platform and on large scale, which otherwise would have been difficult to achieve in such a short time of 3 days.

- The meticulous guidance and advice of CMD, D(P) and AGM–PU at every step, was a real driving spirit behind the grand success of the ILP’s participation in the exhibition. The ILP team headed by Shri K.P. Milton, DGM (Engg) and comprising of Shri V. Rajesh, Engineer (Commercial), Shri Jayachandra, Sr. Foreman & Shri Murugadas, Draftman, Gr. ‘B’ deserves full praise for making the event a grand success.

- Kudos to the IL Mumbai Team headed by Shri Manish Sharma, DGM (Mktg) for extending their full support to the event.
B. **Highlights of the PV&PE International Conference on 9th October 2014 with the Theme “India- A Global Manufacturing Hub”**

- An International conference on PV&PE was the concurrent event arranged by FICCI during the ongoing Expo 2014. It had more than 145 delegates from industries and the various stakeholders in the PV&PE sectors- from Manufacturing, End Users and Intermediate segments.
- 27 Esteemed Speakers made presentations and deliberated on various issues during four sessions covering a wide range of the Industry related topics centered on the Theme of the conference.
- Our CMD was among the dignitaries lighting the inaugural lamp and addressing the inaugural session.

• CMD addressed the inaugural session with a short but energetic and high impact presentation on “Overview & Prospects” for Control Instrumentation & Valve Industry in particular. Taking the opportunity of having a platform of ILP’s own product and a captive audience, CMD spoke about IL in general and ILP in particular. He touched on the state-of-art infrastructure & manufacturing facilities available at ILP, enumerating the milestones achieved in manufacturing and supplying of specialized valves to Nuclear Industry. His presentation has enhanced IL’s image and reinforced confidence among the delegates/customers.
• The panel also released ‘The Strategic Report on Pumps, Valves & Process Equipment’ by Knowledge partner TATA Strategic Management Group.

CMD chaired the post lunch Panel discussion on ‘Global End User Perspective: Quality and Standard’ which had speakers from Technimont ICB, NPCIL & AECOM Ltd. In his opening remarks, he emphasized that quality has to be an ‘Organizational Value’ and should be part of the DNA of the company. CMD steered the panel discussion making it an interesting and interactive session for the delegates.

• The conference itself was a huge learning experience for the IL team present at the venue. Besides gaining global perspective on the industry, it was also a unique opportunity for one-on-one interaction with many of stakeholders, business associates and potential business partners.

• The conference Faculty Booklet issued by the FICCI for the International conference on PV&PE-2014 has covered a write-up on IL along with the profile of our CMD and his ‘Visionary Leadership’.

• The exhibitor diary published by INDIA CHEM 2014 and circulated to all has given IL much needed publicity among all the participants.

• The participation has not only enabled our clients to repose their confidence once more in IL but has also boosted the morale of IL employees, particularly of Palakkad.
IL also ‘Exhibits’ Team Work!!