



Indo-German Chamber of Commerce  
Deutsch-Indische Handelskammer  
Mumbai · Delhi · Kolkata · Chennai  
Bengaluru · Pune · Düsseldorf

# NEWSLETTER

**No. 156 | July 2018**

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## EVENTS

### FIFA World Cup 2018 screening

The Indo-German Chamber of Commerce (IGCC) is organizing a live screening experience of the FIFA World Cup 2018. All members are invited to join. The Quarterfinals, Semifinals & the Final round matches will be screened in Mumbai at Aqaba (Level P5, Club House, Peninsula Business Park, Lower Parel) until 15th of July, 2018. The event is supported by the German Consulate General and the Belgium Consulate General in Mumbai.

**For tickets, discounted table deals and even partnership opportunities, contact [jonas.stolze@indo-german.com](mailto:jonas.stolze@indo-german.com) & [deubet@indo-german.com](mailto:deubet@indo-german.com)**

### Business Delegation to InnoTrans, Berlin, Germany in September 2018

The Indo-German Chamber of Commerce is planning to take a Business Delegation from India to InnoTrans Berlin in September this year. The programme will consist of an exhibition tour, B2B meetings, factory visits, guided tours, logistic arrangements and value add-ons. A detailed itinerary will follow shortly. **Interested participants may contact Ms. Shivani Chaturvedi at [shivani@indo-german.com](mailto:shivani@indo-german.com) or +91 11 47168821 at the earliest.**

## amfori

As the leading global business association for open and sustainable trade, **amfori** brings together over 2,000 retailers, importers, brands and associations from more than 40 countries. We believe in a world where all trade delivers social, environmental and economic benefit for everyone. We call this **Trade with Purpose**. [Read more](#). In India, **amfori** is represented by the Indo-German Chamber of Commerce in Mumbai.

**Contact Natasha Majumdar amfori Network Representative – India Tel: +91-22-6665-2139**

**E-mail: [Natasha.majumdar@amfori.org](mailto:Natasha.majumdar@amfori.org)**

### German Days in Mumbai, Mumbai Oktoberfest and Mumbai Christmas Fest 2018!

After a successful debut in 2017, the German Days in Mumbai is back to enthral you in 2018! Accompanied by the ever so popular Mumbai Oktoberfest, the German Consulate and the Chamber look forward to your support to host an even bigger event in 2018! This year we will also see the comeback of our beloved Mumbai Christmas Fest, which was sorely missed in 2017. For details of participation as partners, sponsors and exhibitors at both events, **please get in touch with [mira.dalvi@indo-german.com](mailto:mira.dalvi@indo-german.com) or [shrutika.joshi@indo-german.com](mailto:shrutika.joshi@indo-german.com)**

## EDUCATION & TRAINING

### Post Graduate Programme in Business Administration (PGPBA) - Admissions Open for 2018

- 18-months, full-time business administration programme based on the German Dual Education System: 1 year general management curriculum at IGTC interspersed with 6 months of cross-functional, on-the-job training in a partnering German organization
- German organizations conduct the Admission Process: only applicants selected by them are given admission to the programme and offered exposure to German processes, practices and work culture
- Programme culminates into sustainable careers in commercial and techno-commercial functions: Sales & Marketing; Accounting, Controlling & Finance; Procurement, Logistics & Supply Chain; Human Resources and Corporate Communication in German and other organizations

**For further information, online application form and printable [PGPBA E-Brochure](#) or visit [www.igtcindia.com](http://www.igtcindia.com)**

IGTC Mumbai Ms. Sajita Pradeep +91-22-22834773

[mumbai@igtcindia.com](mailto:mumbai@igtcindia.com)

IGTC Bangalore Ms. Anitha C +91-80-40926130

[bangalore@igtcindia.com](mailto:bangalore@igtcindia.com)

IGTC Chennai Ms. Prabha Gurumurthy +91-44-28340107

[chennai@igtcindia.com](mailto:chennai@igtcindia.com)

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## Executive Business Management Programme (EBMP) Admissions Open for 2018

- Inviting companies to depute their high performing managers with minimum three years of work experience to gain holistic, cross- functional perspective to all aspects of management, and the essential thought process and skills required to assume leadership positions in the organizations
- Individuals are also eligible to join this course
- One year, weekend programme with lectures on alternate weekends (Saturday and Sunday) conducted in Mumbai, Pune, Bengaluru and Kolkata
- Comprehensive General Management curriculum taught by highly experienced faculty with proven track records in the world of management education
- Teaching pedagogy includes lectures, presentations, case studies, management games, in-class assignments and group work
- Peer group consists of managers from leading Indo-German member companies, resulting in engaging discussions and deliberations in class
- Certificate awarded by the Indo-German Chamber of Commerce

**For further information and printable EBMP E-Brochure visit [www.igtccindia.com](http://www.igtccindia.com) or contact:**

EBMP Mumbai Ms. Sajita Pradeep +91-22-22834773 [ebmp@igtccindia.com](mailto:ebmp@igtccindia.com) (Next batch commencing August 2018)

EBMP Bengaluru Ms. Anitha C +91-80-40926130 [bangalore@igtccindia.com](mailto:bangalore@igtccindia.com)

EBMP Kolkata Ms. Sabina Pandey +91-33-22837970/62 [calcutta@indo-german.com](mailto:calcutta@indo-german.com)

EBMP Pune Ms. Veena Kulur/Ms. Tisha Mehra +91-22-22822002 [ebmp@igtccindia.com](mailto:ebmp@igtccindia.com)

## Frankfurt School of Finance and Management

Frankfurt School is one of Europe's leading business schools delivering German excellence in management and finance education. In India, Frankfurt School is represented by the Indo-German Chamber of Commerce in Mumbai.

**Applications for [Master of Finance](#), [Master in Management](#) and [Full-time MBA](#) for 2018 are still open!**

**New Programme: [Master in Applied Data Science](#)** - The MSc in Applied Data Science is a response to the demand from across different industries for business savvy data scientists with the collaborative skills to match.

**[The Frankfurt Mini MBA \(6 months online & 1 week in Frankfurt\)](#)**

Do you not have enough time to dedicate to a full-time MBA? The Frankfurt Mini MBA is a certificate programme that presents a great opportunity for professionals looking to build management skills to excel in leadership positions while still continuing their career.

**For more information on the Frankfurt School of Finance & Management, kindly contact Larissa Wood (Regional Head India) [l.wood@int.fs.de](mailto:l.wood@int.fs.de) 022 666 521 73**

## DUALpro

Particularly noteworthy is the progress with the project "GIIVET - DUAL Indo-German Certification for VET programs" of the Ministry of Skill Development and Entrepreneurship (MSDE) in cooperation with the AHK Indien (IGCC). Under this project, training institutes known as German Indian Institutes for Vocational Education and Training (GIIVET) are to be set up which would follow a jointly agreed curriculum based on the tried and tested German curriculum and German quality standards. For the first time, one exam would lead to simultaneous awarding of a German and an Indian certificate. This is the first project of its kind across the globe.

It is a matter of great pride to see the mechanism work smoothly and at a fast pace with both the Indian and German side showing equal enthusiasm to make this project LIVE at the earliest possible. Now with the GIIVET affiliation norms approved by both sides and curriculums approved for 05 trades, the wheels have already been set

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in motion. The industry has also been proactive and some big players have approached to be part of the project. An MoA between MSDE and IGCC will be signed soon.

## **EUREM Energy Efficiency Trainings 2018 in Mumbai, Pune, Delhi, Bengaluru and Kolkata**

EUREM is the energy efficiency training of the Indo-German Chamber of Commerce that supports your company in development and implementation of commercially viable energy efficiency measures. You and your employees can learn how to optimize your company's energy consumption while reducing its energy costs and its carbon footprint. All successful participants will receive a globally recognized certificate for being an Energy Efficiency Specialist. **For more information contact Mr. Harshad Phadnis at [harshad.phadnis@indo-german.com](mailto:harshad.phadnis@indo-german.com) or visit <http://indien.ahk.de/training/eurem-energy-efficiency-specialist/>**

## **ProRecognition: Recognition of Qualifications in Germany**

Aspiring to work in Germany? Let IGCC guide you with information on recognition of your qualifications with its new project ProRecognition. Recognition is mandatory to be able to work in certain regulated professions. For others it is helpful to get better prospects in the German job market. IGCC provides free consultation services for review of your qualifications and guides you through the steps of recognition. **For more information contact [recognition@indo-german.com](mailto:recognition@indo-german.com) / 020 410 47 124**

## **BUSINESS ENQUIRIES**

### **A reputed German manufacturer of organic cereals is looking out for a distributor in India**

A reputed German manufacturer of organic cereals who has great amount of experience in production and processing of cereals is looking out for a distributor in India. They manufactures for industrial use as well as for private label use. Their product range includes cornflakes of all types, extruded and organic cereals, filled cereals, multi flakes, roasted wheat, muesli, crunchy and other wide range of products. If this inquiry interests you, **kindly get in touch with Devraj Banerjee at [Devraj.banerjee@indo-german.com](mailto:Devraj.banerjee@indo-german.com)**

### **German Biodiesel manufacturer is looking for Used Cooking Oil suppliers from India**

A leading global manufacturer and provider of Biodiesel is looking for Used Cooking Oil suppliers from India. The company converts waste fats and oils into high quality renewable fuels and chemicals to meet growing global demand for cleaner products.

The German company would like to meet companies that have access to large quantities of Used Cooking Oil (UCO) - waste management companies, UCO collection companies in India. Indian companies who have the ability to collect and export large quantities of UCO to Europe would be preferred. They would also like to meet hotels/Namkeen and Fried Snacks manufacturers/Quick Service Restaurants that generate large amounts of Used Cooking Oil in India. The company would also like to establish a business relationship with distributors of Virgin/Fresh Cooking Oil who supply to large hotels, Quick Service Restaurants, Namkeen and Fried snacks manufacturers. **In case you are interested in the above enquiry, please write to [anupama.narayan@indo-german.com](mailto:anupama.narayan@indo-german.com) with a short profile of your company.**

### **German Video Inspection Camera and Flue Gas Analyser manufacturing company looking for a distributor in India**

A German company manufacturing video inspection cameras and flue gas analysers is looking for a distributor in India. Since their origin in 1932 the German company has relied on research, development and manufacturing made in Germany. The Industrial Emission Analyzer by the German company is a portable instrument designed to be used in tough industrial heat processes, such as boiler and burner testing, heat processes and engine testing. The new Inspection Camera by the German company is a simple, efficient and versatile video inspection system and offers a reliable solution to visually show what is going on in pipes, holes and machines – from blockages to

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leaks and cracks. The camera system is both compact and safely housed in a plastic case, making it easy to transport. The German company is looking for a potential distributor for its products in India. The potential distributor should be able to import, sell and service these products in India. **In case you are interested in marketing the German company's products in India, write to [anupama.narayan@indo-german.com](mailto:anupama.narayan@indo-german.com)** with a short profile of your company.

## **German health care equipment company is looking for a distributor in India**

One of the largest manufacturers worldwide of orthopedic supports, orthoses, insoles and medical compression stockings is looking for a potential distributor in India. The company has more than 85 years of medical expertise and helps people regain their mobility and wellbeing with its medical aids. The high-quality products are all "Made in Germany". Elite athletes around the world rely on it.

The potential distributor should be able to build up the brand, realize marketing activities and achieve defined sales targets. Support from the German headquarters will be provided. For the long-term success it is necessary to work close together with local doctors and therapists. Product trainings have to be carried out on a regular basis, in order to create awareness and convince potential clients of the benefits offered by the products. Preferable the distributor should already have an existing distribution network to orthopedic shops and specialized clinics. In case your company is interested in becoming a distributor of this company, **send us a brief company profile to Ms. Shivani Chaturvedi at [shivani@indo-german.com](mailto:shivani@indo-german.com)**

**A reputed German company who is into designing and manufacturing of high-quality, high-performance dryer systems for glass, textile and graphic printing is looking out for a distributor in India.** Products: Continuous dryers for low volumes up to mass production. Their machines dry classic screen printing colours or digital printing inks. One can achieve a high quality of T-shirts, ready-to-wear textiles, bags, jackets, caps, sportswear, transfers and flocked products. **Interested and relevant Indian companies can get in touch with Shrutika Joshi at [shrutika.joshi@indo-german.com](mailto:shrutika.joshi@indo-german.com) for more details**

**A reputed German company which offers products for the DIY sector includes Power Tools, Garden Tools, Heating and Car Accessory is looking for a potential sole distribution partner in India.** The main task of the Indian distribution partner is not only selling the products but also to provide after sales service to the end customers to be successful in a long run. The Indian partner will have to build up the brand of these products in India. The company is looking for a distribution partner who should be equipped with the following attributes as requirements to become a franchise partner:

- Financial capabilities to handle a sales turnover of over 1,5 Mio. € / Year (1 Mio € PU-Volume) and the commitment to reach this turnover within 4 years
- Offer After Sales Services
- Capability to build up the Brand: Showroom, webpage, etc.
- Being able to realize defined marketing activities, campaigns
- Employ at least one Product manager who is 100% committed and focused on their products

If an Indian company in the same field of services is interested in this inquiry, **kindly get in touch with Shrutika Joshi at [shrutika.joshi@indo-german.com](mailto:shrutika.joshi@indo-german.com) for more details.**

## **REGIONAL EVENTS**

### **BENGALURU**

#### **Corporate Intercultural Trainings – Empowering local employees with intercultural wisdom to be global ready!**

The Indo-German Chamber of Commerce has over 60 years of experience in working with India. The Chamber is now your competent partner for Corporate Intercultural Trainings, offered as a service to members, through the DEInternational Services Team.



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For trainings, contact Ms. Amrita Gandikota on [amrita.gandikota@indo-german.com](mailto:amrita.gandikota@indo-german.com) Tel.: 080 -22265650

## CHENNAI

### Office-in-Office Offer

The Indo-German Chamber of Commerce in Chennai (located at: New No.32, G N Chetty Road, T.Nagar, Chennai 600 017) offers the following office space for rent:

1. 575sq ft. of furnished and air-conditioned space available on the 2nd floor
2. A 25 seater meeting room of about 500sq ft. is available for small events/presentations/workshops
3. An air-conditioned single desk executive office cabin of about 30sq ft. available for rent with immediate effect

For more information contact Mr. Vikey Nishanth - 044 28340835/36; Email [vikey.nishanth@indo-german.com](mailto:vikey.nishanth@indo-german.com)

## KOLKATA

IGCC Kolkata office is offering their Conference Room to its members for internal meetings or seminars.

For further details contact Sharon Mogose: Tel: 033-22837970/22837962 [sharon.mogose@indo-german.com](mailto:sharon.mogose@indo-german.com)

## PUNE

### Partner Support Program (PSP)

IGCC provides support to expatriates and their spouses to ease their experience abroad in terms of advice for work and career, intercultural trainings and social work. The program also entails language courses and management degree courses. For more information contact the IGCC [pune@indo-german.com](mailto:pune@indo-german.com) or visit

<http://indien.ahk.de/services/partner-support-program/>

### Office-in-Office Offer

The Indo-German Chamber of Commerce in Pune (located at: 710 Nucleus Mall, 1 Church Road, Opp. Police Commissioner's Office, Pune 411001) offers a separate office cabin within its premises. Use our brand new conference room with flexible seating arrangements and all AV equipment installed.

For more information contact the IGCC Tel: +91-20-41047 100 E-Mail: [pune@indo-german.com](mailto:pune@indo-german.com)

## GERMAN TRADE FAIRS

*Important: To avoid a last minute rush, all those planning to travel to Germany to visit/ exhibit at Trade fairs can apply for a Schengen visa at the Visa Application Centre. Passports issued more than 10 years ago will not be accepted. Passport validity should be least 3 months beyond the intended duration of stay in the Schengen territory and needs to contain at least two empty pages. Visa Information & requirements are available at*

[www.mumbai.diplo.de/Vertretung/mumbai/en/04/Visabestimmungen/schengen.html](http://www.mumbai.diplo.de/Vertretung/mumbai/en/04/Visabestimmungen/schengen.html)

## NUREMBERG Trade Fairs

### BIOFACH SOUTH EAST ASIA, 12-15 July, 2018, Nonthaburi, Bangkok

BIOFACH SOUTH EAST ASIA will open its doors for the first time at the **IMPACT Exhibition Center in Nonthaburi, Bangkok, from 12-15 July 2018**. BIOFACH SOUTH EAST ASIA is dedicated to be an information and communication platform for the whole South East Asian organic region. The food and agricultural industry is one of South East Asia's most important economic sectors. BIOFACH SOUTH EAST ASIA is dedicated to being an information and communication platform for the whole South East Asian organic region. BIOFACH SOUTH EAST ASIA brings together all organic stakeholders and associations. Parallel to the exhibition a two day conference program with international speakers and panel discussions as well as a variety of workshops during the exhibition will inform and exchange knowledge about the organic and natural sector of South East Asia. Organic is an ambitious and young

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market in the South East Asian region. To speak about the difference between certified organic, non-certified and natural products, public education is an important part of this unique event. For more details, visit the website [www.biofach-southeastasia.com](http://www.biofach-southeastasia.com)

## **CHINA DIECASTING, 18-20 July, 2018 Shanghai, China**

**CHINA DIECASTING - Drive the Global Market** :- As the only trade fair focusing on the Chinese die casting market, CHINA DIECASTING has established its leading position in the Asian market and continues its success to reach a more international and professional level. **CHINA DIECASTING 2018 will be held from 18-20 July 2018 in Shanghai New International Expo Centre (SNIEC)**, 2018 China International Diecasting Congress will be held concurrently, Co-Organized by NürnbergMesse China Co., Ltd., positioning itself as the leading platform for the market, the organizer dedicates on integrating more international resources to the show, aiming at upgrading the platform to the next level. The exhibition elaborately set up machinery area for advanced equipment, Moulds and Casting Area for casting designs and technology; After-processing Area for one-stop purchasing. You will be conveniently accessed by interested customers and partners. **For more details, visit the website [www.diecastexpo.cn/en/](http://www.diecastexpo.cn/en/)**

## **PET South America, 21-23 August, 2018, Sao Paulo, Brazil**

The International Pet and Veterinary Line Products and Services Show starts from 21-23 August 2018 in Sao Paulo, Brazil. PET South America is the largest trade show in Latin America gathering the entire pet and veterinary production chain, including hygiene and beauty, health, nutrition, equipment, accessories and services. Moreover, it is considered the fifth largest industry event in the world. Every year, the show welcomes over 21,000 visitors, with a qualified public of professionals and entrepreneurs, such as veterinarians, merchants, distributors, groomers, trainers, breeders, retailers and wholesalers. In addition, the event provides knowledge, with talks and congresses with professionals who are nationally and internationally renowned, further fostering the market. PET South America offers personal and professional growth for participants. Another important point worth mentioning is that companies can do more than show their products. Exhibitors welcome different suppliers and prospect opportunities and new customers.

**For more details, please visit the website: <http://www.petsa.com.br/en>**

## **GaLaBaU, 12-15 September, 2018, Nuremberg, Germany**

The leading trade fair for landscaping, maintenance and construction of urban and green spaces and sports grounds, golf courses and playgrounds opens its doors for the 23rd time from 12 to 15 September, 2018 in Nuremberg, Germany. It is the only exhibition to offer the entire range of products from plants to machines in one place. More than 64,000 visitors and more than 1,300 exhibitors in 13 halls underscore GaLaBau's high standing in the booming gardening and landscaping segment. The trade visitors are companies from the horticulture, landscape gardening and open spaces construction sectors, landscape architects as well as planners from government, state and municipal authorities. GaLaBau features exciting presentation areas, special shows and lectures. GaLaBau is the only leading European trade fair that shows in 13 exhibition halls and on outdoor areas for machinery demonstrations the entire spectrum of products and services for the design, construction and maintenance of urban, green and open spaces. The product spectrum is extended by the subject areas PLAYGROUND and Golf as well as additional events like Tree Care LIVE and Garden of dreams.

**For more details, please visit the website: [www.galabau-messe.com/en](http://www.galabau-messe.com/en)**

**For details on Nuremberg Fairs contact Ms. Haleema Sayed at [haleema-sayed@nm-india.com](mailto:haleema-sayed@nm-india.com) /+91 22 62165302 or Ms. Nidhi Malviya at [nidhi.malviya@nm-india.com](mailto:nidhi.malviya@nm-india.com) / +91 22-62165310**

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## **BERLIN Trade Fairs**

### **IFA Berlin 2018, 31<sup>st</sup> Aug-5<sup>th</sup> September, 2018, Berlin, Germany**

The leading international trade fair for consumer electronics & home appliances will open its doors once again in Berlin from 31<sup>st</sup> August to 5<sup>th</sup> September at the Berlin Exhibition Grounds.. IFA in Berlin presents the latest products and innovations in the heart of Europe's most important regional market. In 2017, IFA ran to full capacity with more than 1800 exhibitors & attracted 253000 visitors - thus proving that it is the most important tradeshow for consumer electronics & home appliances. IFA is the **main meeting place for key retailers, buyers, and experts from the industry and the media**. As part of the IFA Bandwagon, Europe's biggest sourcing market – IFA Global Markets will run from 2-5 September 2018 at the Station Berlin. It brings together OEMs and ODMs at one location in the heart of Berlin. Visitors can access both the main IFA & IFA Global Markets with the same entrance ticket. **Contact us for additional information on IFA or visit [www.ifa-berlin.com](http://www.ifa-berlin.com)**

### **InnoTrans 2018, 18-21 September, 2018, Berlin, Germany**

The twelfth InnoTrans will take place from 18-21 September 2018. Organised by Messe Berlin, InnoTrans is the leading international trade fair for transport technology and takes place every two years in Berlin. The broad segments of this fair are Railway Technology, Railway Infrastructure, Public Transport, Interiors and Tunnel Construction. InnoTrans occupies all 41 halls available at Berlin Exhibition Grounds. A unique feature of InnoTrans is its outdoor and track display area, where everything from tank wagons to high-speed trains are displayed on 3500 metres of track. From India, leading component manufacturers & suppliers to Indian Railways are showcasing their products at InnoTrans 2018. Visitors can access round-the-year information on exhibitors & their products on the VMP (Virtual Market Place).

### **ITB Asia 2018, 17-19 October, 2018, Singapore**

ITB Asia is an annually held three-day B2B trade show and convention for the travel industry; it is designed to become the primary event for the Asia Pacific travel industry, much like its parent event – ITB Berlin. ITB Asia is an exclusive B2B trade show with 100% pre-scheduled appointments which covers MICE, Leisure and Corporate Travel bringing together 950+ buyers from South East Asia, China, India, Oceania etc. The next edition will take place from 17-19 October 2018. Apply now to book your space in the Indian pavilion. **More information on [www.itb-asia.com/](http://www.itb-asia.com/)**

### **BAZAAR BERLIN 2018, 7-11 November 2018, Berlin, Germany**

The international consumer exhibition for handicrafts, jewellery, textiles and home accessories takes place every year at the Berlin Exhibition Grounds. The fair is being organized since 1962 by Messe Berlin GmbH and offers an exotic shopping experience with products from around the world. Some 500 exhibitors from 60 countries presented their products to 40,000 visitors at the last edition. To participate kindly contact us immediately.

Website: <https://www.bazaar-berlin.de/en/>

For information on Berlin Fairs, contact Ms. Tanu Ailawadi at 011 47168822 [tanu@indo-german.com](mailto:tanu@indo-german.com) or Ms. Norma Xavier at 022 66652142 [norma.remedios@indo-german.com](mailto:norma.remedios@indo-german.com)

## **HAMBURG Trade Fairs**

### **SMM 2018, 4-7 September 2018, Hamburg, Germany**

**SMM 2018** is the world's leading trade fair for the maritime industry. With over 2,200 exhibitors and about 50,000 visitors from all over the world, SMM continues to cement its position as the most important event in the maritime industry calendar. The trade fair offers a perfect stage for gathering insights, networking, cementing business deals and contributing to debates with the thought leaders in this sector. **For information on SMM, contact Lukas Schmitz at 022 66652 150 [lukas.schmitz@hamburgmumbai.com](mailto:lukas.schmitz@hamburgmumbai.com) or visit <https://www.smm-hamburg.com/en/>**



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## **WindEnergy Hamburg 2018, 25-28 September 2018, Hamburg, Germany**

The world's leading expo for wind energy will take place in the wind capital of Germany i.e. Hamburg from 25-28 September, 2018. This leading international expo for onshore and offshore wind reflects the global market and the whole of the value chain and is the biggest meeting place for the wind industry. The last fair attracted 35,000 visitors from 48 countries and 1,400 exhibitors. This year the **Global Wind Summit** in Hamburg, the biggest and most important meeting of the wind industry worldwide, will be held concurrently to the fair. **To participate please contact us or visit the website <http://www.windenergyhamburg.com/en/>** For information on **WindEnergy Hamburg 2018**, please contact Ms. Tanu Ailawadi at 011 47168822 [tanu@indo-german.com](mailto:tanu@indo-german.com) or Ms. Norma Xavier at 022 66652142 [norma.remedios@indo-german.com](mailto:norma.remedios@indo-german.com)

## **COTECA 2018, 10-12 October 2018, Hamburg Germany**

COTECA is the only business platform that unites the three sectors coffee, tea and cocoa in one place, it is Europe's top trade fair for market leaders from around the world. COTECA benefits from Hamburg's unique location. Home to Europe's key trade port for coffee, tea, and cocoa entry, the city is a major hub for many of the world's most famous tea and green coffee traders, as well as numerous coffee roasters. **For information on COTECA 2018, contact Mr. Lukas Schmitz at 022 66652 150 [lukas.schmitz@hamburgmumbai.com](mailto:lukas.schmitz@hamburgmumbai.com) or visit <https://www.coteca-hamburg.com/en/>**

## **DEUTSCHE MESSE-HANNOVER – TRADE FAIRS**

**Comvac North America:** Chicago, 10-15 September 2018

International trade fair for compressed air and vacuum technology fair in USA – [www.industrialtechnology.events](http://www.industrialtechnology.events)

**IAMD USA** Chicago, USA 2018: 10 - 15 September

International trade fair for integrated automation, motion & drives at imts - <https://automationtechnology.events/>

**Industrial supply USA – IMTS Chicago USA - 2018:** 10 - 15 September

International trade fair for industrial subcontracting and lightweight construction at IMTS Chicago <https://industrialtechnology.events/>

**Surface technology USA** Chicago, United States of America - 2018: 10 - 15 September

International trade fair for surface technology at imts - <https://industrialtechnology.events>

**REAS powered by interschut** Montichiari, Italy 05 - 07 October 2018

International exhibition for rescue, fire fighting, fire prevention, disaster relief and security - <http://www.interschutz.de/en/worldwide/r.e.a.s./>

**Euroblech** Hannover, Germany 23-26 October 2018

The international exhibition for sheet metal working technology [www.euroblech.com](http://www.euroblech.com)

**Industrial Supply Asia** – Shanghai, China 06 - 09 November 2018

The international trade fair and matchmaking platform for industrial subcontracting, components, materials and technology solutions <http://www.industrialsupply.com.cn/en/>

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**PTC Asia** – 06 - 09 November 2018

A global event for manufacturing innovations (power transmission and control) <http://www.ptc-asia.com/en/>

**For information on Hannover Milano fairs please contact:**

Ms. Priya Sachdeva, Hannover Milano Fairs India Pvt Ltd., Maker Tower 'E', 16th Floor, Cuffe Parade, Mumbai 400 005 Phone No 022-62672135 | Email: [info@hmf-india.com](mailto:info@hmf-india.com) | Website : [www.messe.de](http://www.messe.de)

## INDIAN TRADE FAIRS

**Powder & Bulk Solids India 2018, 11–13 October, 2018, Bombay Convention & Exhibition Centre, Mumbai, India**

Powder & Bulks Solids India is the Indian event for mechanical Processing Technologies and Bulk Solids Handling Technologies. The exhibition with accompanying conference is the high quality get-together for process technicians, process engineers, production managers and scientists. At the exhibition, manufacturers and suppliers of mechanical processing and material handling technologies are showcasing all kinds of solutions for: -> Conveying -> Transporting -> Storing -> Size Reduction -> Screening -> Mixing -> Granulation for Powder -> Granules and Bulk Solids. Basic processing technologies for powder and bulk material, plant engineering, processing components and other products related to the chemical, food, cement, mining and ports industry will be shown at the exhibition – meet key players from India and from all over the world at India's most diversified exhibition. **For further information visit [www.powderbulksolidsindia.com](http://www.powderbulksolidsindia.com) or contact Chaitali Davangeri at [chaitali.davangeri@nmindia.com](mailto:chaitali.davangeri@nmindia.com) or call +91 22 62 165309.**

**ALUCAST 2018, 6-8 December, 2018, DELHI, NCR, India**

India's biggest exhibition for the Aluminium Die Casting Industry, ALUCAST 2018 will take place from the 6th - 8th December at DELHI – NCR. Over 100 companies from countries including China, Japan, Germany, Switzerland, Taiwan, Italy and Spain will showcase the latest cutting edge technology and innovative solutions. The Exhibition is being organized by The Aluminium Casters' Association of India and the Event is produced by NürnbergMesse India. The event is also supplemented by a high level conference program addressing the needs of the Industry. **For further information visit [www.alucast2016.com](http://www.alucast2016.com) or contact Rucheeka Chhugani at [rucheeka.chhugani@nm-india.com](mailto:rucheeka.chhugani@nm-india.com) or call +91 11 47168828**

**JOIN the GERMAN GROUP PARTICIPATION organized by IGCC at:**



### 1. **InnoRail India 2018, 22-24, November, 2018: RDSO Grounds, Lucknow, Uttar Pradesh, India**

The third edition of InnoRail India 2018 is being organized by the Confederation of Indian Industry (CII), in association with Research Designs & Standards Organisation (RDSO), Ministry of Railways at the RDSO Grounds, Lucknow from 22-24 November. The main objective of this event is to create a neutral platform between industry and RDSO for sharing of knowledge and in turn, identify and address the needs of innovations in the Indian Railways in regard to passenger amenities, freight and safety. This will be an ideal platform for the industry to interact with relevant officials from RDSO and other units of Indian Railways for more closely for identifying new product innovations and vendors for the Indian Railways. **For further information contact Ms. Shivani Chaturvedi at [shivani@indo-german.com](mailto:shivani@indo-german.com) or call +91-11-47168821.**

# NEWSLETTER



## 2. REFCOLD, 22-24 November 2018, Mahatma Mandir Convention, Gandhinagar, Gujarat, India

ISHRAE and NürnbergMesse India Pvt. Ltd. are organizing the trade show REFCOLD INDIA which focuses on Refrigeration and the Cold Chain Industry. In recent developments, the Indian Government has given a lot of emphasis to the development of the Cold Chain industry with the focus on Cold Chain Infrastructure and Temperature Controlled Logistics. The International Exhibition focuses on Cold Chain, Industrial Refrigeration & Reefer Transportation. The aim of REFCOLD is to bring end users from Pharma, Medical, Fishery, Dairy and Horticulture sector and as well distributors which can supply to whole country. **For further information contact Ms. Shivani Chaturvedi at [shivani@indo-german.com](mailto:shivani@indo-german.com) or call +91-11-47168821.**

## 3. CII Agro Tech 2018, 1-4 December, 2018: Parade Ground, Chandigarh, India

The 13<sup>th</sup> edition of the biennial event, CII Agro Tech will take place from 1-4 December, 2018 and is organized by the Confederation of Indian Industry (CII). This fair works as an ideal interaction platform between the Farm Producers and the Agro Industry. CII Agro Tech is the umbrella brand for several focused concurrent shows that have evolved with changing situations; the main being agri inputs, farm machinery, food processing & management, livestock, farmer services etc. The event has been supported by the Ministries of Agriculture & Food Processing Industries, Government of India. **For further information contact Ms. Shivani Chaturvedi at [shivani@indo-german.com](mailto:shivani@indo-german.com) or call +91-11-47168821.**

## IMTEX & Tooltech 2019 is from 24–30 January, 2019 at the Bangalore International Exhibition Centre (BIEC), Bangalore, India

The Indo-German Chamber of Commerce once again is organising a German group participation in association with Verein Deutscher Werkzeugmaschinenfabriken (VDW) along with Indian Machine Tools Manufacturers Association (IMTMA). A prominent location has been reserved for the German group participation which is the largest country pavilion at the show.

IMTEX is a flagship event for the Indian metal cutting industry. It is South and South East Asia's apex exhibition showcasing the latest trends as well as technological refinements from India and other global players. The mega event attracts visitors from a wide spectrum of manufacturing and ancillary industries including key decision and policy makers as well as industry captains who are keen to source latest technologies and manufacturing solutions for their product lines. **Book your space now. Contact Surjit Singh Suri at [surjit.suri@indo-german.com](mailto:surjit.suri@indo-german.com).**

## SERVICES

### Hamburg Invest

Hamburg Invest is the one-stop agency for national and international investment in Hamburg as well as the central partner of Hamburg's business sector on all topics relating to business development. We assist foreign companies to set-up their base in Hamburg by providing local business information, advising on company set-up and visa procedures, supporting in office and warehouse search etc. All services are confidential and free of charge. In India, Hamburg Invest is represented through the Hamburg Representation Mumbai and it is located in the Indo-German Chamber of Commerce in Mumbai. **Contact Lukas Schmitz (Hamburg Business Manager) for more information [Lukas.schmitz@hamburgmumbai.com](mailto:Lukas.schmitz@hamburgmumbai.com) Tel: 91-22-66652 150 or visit [www.hamburg-invest.com](http://www.hamburg-invest.com) / [www.hamburgmumbai.com](http://www.hamburgmumbai.com)**

# NEWSLETTER

## Start-ups

We help you explore one of the fastest growing start-up ecosystems India and Germany. We support corporates to scout the best start-ups in various domains as well as connect investors and start-ups. **For more information contact [chaitra.dole@indo-german.com](mailto:chaitra.dole@indo-german.com) / <http://indien.ahk.de/services/startups/>**

## German Trade & Information

If you are looking at doing business in Germany, we help you to find the right business partner in Germany. You can avail of our vast up-to-date database on German importers, exporters, manufacturers, suppliers & service providers. We help promote your company in the German market through our tie-ups with various German trade publications and through the vast network of the local German Chambers of Commerce present in each city in Germany. **For more details, please contact [chaitra.dole@indo-german.com](mailto:chaitra.dole@indo-german.com) or call +91 22 66652159.**

## Senior Experten Service (SES)

Since 1983, the Senior Experten Service (SES) has been helping small and medium-sized companies to help themselves, aided by Senior Experts - specialists who, having completed their active professional lives joined SES to pass on their knowledge on a voluntary basis. SES is the Foundation of German Industry for International Cooperation, a non-profit-making organization. SES support may also be available to public institutions, authorities and vocational training institutions.

**For further details contact Sharon Mogose on 033 22802236 / or at [sharon.mogose@indo-german.com](mailto:sharon.mogose@indo-german.com)**

## PUBLICATIONS

**Looking for new business opportunities? Reach out to the Indo-German Business Community!**

**Book your space NOW in the Indo-German Chamber's upcoming prestigious publication "The Annual Review 2018".** Make contact with the Indo-German Business Community through the Indo-German Chamber's **Annual Review, 62<sup>nd</sup> Edition** published at the time of the Annual General Meeting.

**For further details write to [jennifer@indo-german.com](mailto:jennifer@indo-german.com)/[advertisements@indo-german.com](mailto:advertisements@indo-german.com)**

## Indo-German Economy 2018 - IGCC's exclusive bi-monthly magazine

Advertise in IGCC's bi-monthly business magazine, the Indo-German Economy 2018 to ensure greater visibility for your business. **For details, email our advertisements department at [jennifer@indo-german.com](mailto:jennifer@indo-german.com) or [advertisements@indo-german.com](mailto:advertisements@indo-german.com)**

## Greener, Cleaner World: Business Responsibility Initiatives in Eastern India

IGCC Kolkata has come up with a publication titled "Greener, Cleaner World: Business Responsibility Initiatives in Eastern India". This guide highlights members' initiatives, mainly in the environmental and CSR areas. **For details write to [calcutta@indo-german.com](mailto:calcutta@indo-german.com) or call 033-22837979 / 22837962.**

## Partners in Progress German Companies in Eastern India

Rich natural resources, a well-educated talent pool and the closeness to South-East Asia are some of the advantages that the Region of Eastern India offers. Since the opening of the Kolkata office in 1957, IGCC has promoted business relations between Germany and the region. The company profiles in the publication offer a snapshot of what is possible. **Contact [calcutta@indo-german.com](mailto:calcutta@indo-german.com) or call 033-22837979 / 22837962.**

# NEWSLETTER

## **IGCC Members' Directory**

A database listing 6,000 member companies with over 1400 Product Classifications/Services. The Indo-German Chamber of Commerce's edition of its "Members' Directory" is available for sale. This Directory serves as a useful guide as it includes information on member companies (including over 800 German companies located in India). Contact [swapna@indo-german.com](mailto:swapna@indo-german.com) to purchase your copy.

## **IGCC Contract Guide (in English)**

The IGCC Contract Guide provides valuable information on Indian contract law and outlines some of its distinctive features. It contains samples of various contracts as Distributorship agreement and Articles of Association. Especially for foreign companies the IGCC Contract Guide serves as a valuable handbook for setting up valid contracts in India.

## **PUBLIC PROCUREMENT IN INDIA – Öffentliche Ausschreibungen in Indien" (In English & German)**

The publication aims to provide an overview of the existing regulations on public procurement in the Republic of India for public entities, as well as bidders in public tenders. The Indian government presented a new unified procurement law for the Republic of India this year - possibly with a view to the likely conclusion of a free trade agreement with the EU.

## **Joint Ventures, Mergers & Acquisitions in India (in German and English)**

This book serves as a preliminary guide to German/ Indian companies planning a collaboration in India.

## **The Business Law Magazine: a co-operation with the Indo-German Chamber of Commerce**

The Business Law Magazine is an online English-language magazine primarily aimed at company lawyers, managing directors, judges, prosecutors and attorneys in Germany's leading trade partners. In articles written with real-world legal practice in mind, the magazine explores all important questions related to German corporate, commercial, tax, labour, compliance and IP/IT law: <http://www.businesslaw-magazine.com/>. The new Labor Law Magazine is an addition to the Business Law Magazine. With the growing importance of Germany for international investors and companies the Labor Law Magazine has specialized in this topic. Articles written by experienced lawyers deal with various aspects of German Labor Law in an international context. [http://www.laborlaw-magazine.com/wp-content/uploads/sites/31/2016/05/LaborLawMagazine\\_1-2016.pdf](http://www.laborlaw-magazine.com/wp-content/uploads/sites/31/2016/05/LaborLawMagazine_1-2016.pdf)

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