

## Exhibitors Quotes

### **1. Mr. Anurag Kumar, General Manager & Head - Marketing, Kirloskar Brothers Limited**

"We have been participating at IFAT since the past 3 years, and this year as well we have decided to continue our participation as we are seeing a good response from the industry by leveraging this platform. We see both Government officials and Private operators attending the Trade Fair which has over the years become a marquee event in the Water and the Waste Water Treatment industry. This year again Kirloskar Bros is displaying its key products, and we have brought our NS Pump, our Auto-prime Flood Control Pump, our LLC Pump, which are popularly used across the world. We are very happy with the response as of now and will continue to participate at IFAT in the next edition as well."

### **2. Mr. Vikas Sawhney, AVP Sales & Marketing, Everest Blowers Pvt. Ltd**

"Everest Blowers Pvt. Ltd is a 40 year old company, pioneers for supply energy saving solutions in Asia. We have recently launched our smallest machine, the M422 which can work up to 5000 rpm, which is our smallest footprint, but maximum capacity. All CTPs' and STPs' are looking for such a product in the market. This is the first time we are at IFAT India, and we are getting a fabulous response. We are witnessing great footfall at our stall every day and even now customers are visiting our stall and sharing leads and requirements. We are a serious player for the past 4 decades and are doing our bit in contributing to the country's economy. We will continue to be at IFAT in the coming years as well"

### **3. Mr. Hemant Joshi, SBU Head Water and Waste Water Solution SBU, THERMAX**

"We are based out of Pune and this has been our third year at IFAT India. Overall, we have had a good experience of participating at all three editions of the Trade Fair. The footfall has been good for us and a lot of visibility has been created by participation of companies like ours, along with vendors and other industry stakeholders. Overall it is a good platform available for both the manufacturing companies and component manufacturers, to display and even have a visibility of their products. As far as Thermax is concerned, we are the leaders in the water and waste solution business, and we have been the market leaders whether it is the water side or the sewage side. We have had the opportunity to service various industries across this segment, right from the urban sector, commercial organisations or large organisation in the process industry, oil and gas, and various other sectors. We will continue to focus our efforts on water conservation, and like our motto says 'We will conserve resources to preserve the future', we will continue to do that."

### **4. Mr. Rajesh Unde, National Marketing Head, WILO Mather and Platt Pumps Pvt. Ltd.**

"We are from WILO India which is a part of WILO Germany where we have been a part of IFAT Munich for many years. In India, we have participated at IFAT for over 8 years and continue to get a good response from the Trade Fair this year as well. In the 3 days, we expect to have over 400 visitors to our stall which will convert to business leads and probable direct clients as well. We will continue participation at IFAT India to generate proper leads and get to know about the latest in technology in the country. We thank the organisers for putting up an efficient trade fair and look forward to a lot more collaborations. "

### **5. Mr. Jatin Patel, Manager - Sales and Marketing, Arvind Envisol Limited**

"We are participating for the first time at IFAT India 2019, and we are feeling good, as we have had good quality footfall in term of customers and the overall response. We are using the opportunity to display our entire bouquet of new products manufactured. The quality of the IFAT platform as compared to the other trade fairs is far better, and I am very thankful to have such a platform at our disposal. I must also use the opportunity to congratulate the MMI team for putting up such a great show."

**6. Mr. Nishit Doshi, Managing Director, Fivebro International Pvt. Ltd**

"We have been keenly following IFAT India since the last 4 or 5 years and have been tracking the response coming industry stakeholders. Last year we were visitors and participated to experience the quality of people from the industry visiting the trade fair. So after an in-depth analysis, we decided to participate at IFAT India 2019 for the first time. We are witnessing a huge response from customers and would definitely like to be a part of the IFAT family in future as well. What is amazing to see is the quality of visitors and customers, who are knowledgeable and keen to know more about the different technologies being showcased at the trade fair. I would also like to take the opportunity to thank the team behind IFAT India, for providing us with this tremendous platform to showcase our own technology. It really has been a memorable trade fair for us."

**7. Mr. Sunil Rajan, Managing Director, WOG Technologies (P) LTD**

We are focusing on solutions for Water, Waste Water and Waste to Energy, and have been a part of the IFAT family for many years. However, we have actively participated at IFAT India 2019 for the first time, and have had an experience like never before, in terms of people visiting our stall and showing interest in our offerings. We can see the awareness in the marketplace, with a lot of young people learning about Waste Water Treatment technologies. We get queries about our own technological milestones and how did we go about achieving them. WOG is showcasing live demonstrations for potential customers, as we want people to know about the technology and sustainable practices in water and waste water."

**8. Mr. Folkert de Jong, Business Development Director South Asia, KEITH Manufacturing Co.**

" IFAT India is a very sound platform for us to generate business leads in the region and we are definitely looking forward to be here at the IFAT trade fair in 2020"

**9. Mr. S. Ilango, Manager – Business Development, Avant-Garde Systems and Controls (P) LTD.**

"At the outset, I would like to convey our sincere thanks to IFAT India for organising this wonderful trade fair for the industry. We are a 30-year-old company, incepted in the year 1990, by four technocrats from BHEL. Today we are 200 plus in number and are focused towards process sector and power sector. In the Process side, we have limited ourselves to Sugar and Distillery; we provide concept to commissioning engineering services to the Sugar Plant as a whole. During the processing of sugar, the by-products can be used as fuel for the Co-generation plants and distilleries. In the Power Sector we are into independent Power Plants, based on Biomass and Municipal waste power plants, where we have completed more than 60 such Power plants. Participating in the various programmes at the trade fair, we are confident that we shall be able to achieve the targets that we have set for ourselves."

**10. Mr. Prakash Shanmugam, General Manager- Head BU - Liquid Purification Technology (LPT), LANXESS Energizing Chemistry**

"I am responsible for the Liquid Purification business technologies, and we are into the manufacturing of Ion Exchange Resins and Reverse Osmosis membranes. We are manufacturing the Ion Exchange resins at our Plant in Jhagadia in Gujarat, while the RO membranes are manufactured in Germany. It is a great experience to participate at IFAT India this year, and we have also participated in the previous edition of the trade fair. I can confirm that the quality of visitors, OEMs, and end-customers that we have interacted with, is of a very high standard, and they visit IFAT to look for technical solutions. We will look forward to participate at the next edition of IFAT India and would like take this opportunity to wish everyone, the very best."

**11. Mr. V Shankar Ganesh, Asst. Vice President - Sales & Marketing Environment Engineering Division, BGR Energy**

“We are into the Power industry, diversified into Municipal sewage treatment. Recently we had commissioned India’s largest capacity project where we are treating municipal sewage and treating it to the level of potable water. The team at MMI is also very good and thanks their persistent efforts and addressing all our concerns, we are having a good experience at IFAT this year. We have had a great response from visitors at our stall with very high-quality footfall. We have had potential customers, consultants at our stall giving us good leads and we can already see some big projects coming up, thank to our participation at IFAT India 2019. We shall be looking forward to participate at IFAT India 2020 and would like to thank the team behind the trade fair.”

**12. Mr. Deepak Kotecha, Deputy General Manager Business Development, L&T Construction Water & Effluent Treatment.**

“We have showcased our various projects at our stall at IFAT India 2019, and clients have been happy to see all the projects that we have completed. We are basically EPC Contractors and our customers come to the stall to understand the projects that have been completed. We are experiencing a good response at the Trade Fair and we will continue to be a part of IFAT India at the next year’s edition of the trade fair as well.”

**13. Mr. Siddant Doshi, Partner, Doshion Environment Water Solutions**

“I have personally visited IFAT India since many years as a visitor, but this year we have decided to participate as we can see knowledgeable customers, in terms of footfall rising with every edition of the Trade Fair. Being an Exhibitor for the first time we imagined that there would be a gradual build up of footfall to our booth over the three days, but much to our delight, we have seen a number of potential customers visiting our booth right from day 1. Doshion is into complete Water and Waste Water Management solutions, and the quality of customers we are experiencing here is very good. In addition, we have received a number of fixed enquiries and we are confident of finalising new orders. This spells very good ROI for us in terms of investing in IFAT India 2019.”

**14. Mr. Umakant Potdukhe, Head Exports (Specialty Chemicals), Grasim Industries Limited**

“We have a good number of water treatments chemicals to offer and we are the largest Water Treatment chemicals manufacturer in India. And IFAT India being one of the premium Trade Fairs in the drinking water and Waste Water segment becomes a natural choice for us to participate in, as it makes great business sense. We have been able to leverage our participation as Business Visitors by converting these visits into actual Sales. I must also take this opportunity to congratulate the Organisers of the Trade Fair, for coming up with an Innovation Forum which had active participation of the Government agencies, including the Municipal Commissioner, conveying to the audience on what were their priorities and what were the current projects that they were working on. Additionally, International Water Associations and Indian Water Associations are organising a Panel Discussion with representation from TERI and the World Bank being a part of the panel, which for us are key innovations compared to previous years, that makes IFAT India a must-visit Trade Fair for us. We have also received a number of quality visitor responses, and we hope to be at the IFAT Trade Fair in future as well.”

**15. Mr. Nitin Umbralkar, Vice President – Western Operations, ION Exchange (India) Ltd**

“We are participating at IFAT India since the last 5 years and find resonance with the fact that this Trade Fair is highly focused on technologies related to drinking water and waste water treatment. We have received a number of networking opportunities and reasonable leads from the Trade Fair and would definitely like to participate in future as well.”

**16. Mr. Ravindra Yeleswarapru, Sales Director & Country Manager - Indian Subcontinent, Hydranautics, Nitto Group Company**

“IFAT India has conducted some wonderful knowledge sessions; we have been here even the previous year as well. This year has been equally good in terms of quality customers and I am looking forward to participating in the next edition of IFAT India and presenting my views at various sessions in a much better way. Wishing team MMI who are behind IFAT India the very best, and for organising an even better Trade Fair in the coming year.”

**17. Mr. Abinash Patro, Strategic Marketing and Communication Leader – South Asia, Suez Water Technologies & Solutions (I) Pvt. Ltd**

“IFAT India is one of the best Trade Fairs that we have participated in India, and it is only natural that we are regulars at the Trade Fair. We are using this platform to showcase one of our world class products, which is the Membrane bioreactor, one of our best product offerings to reuse and recycle wastewater. We are eagerly looking forward to the opportunity to connect with good customers, considering IFAT India will be the one-stop-shop for everyone who is from the Water trade under one roof, showcasing their own products and services.”

**18. Mr. Tirthankar Roy, Head of Sales, Division Water Processing Solutions, Aqseptence Group (India) Pvt. Ltd**

“We are participating at IFAT India from last 6 years, and have found this Trade Fair, an innovative platform where the customers will get all types of unique solutions, from drinkable water to waste water treatment under one roof. We would like to thank the organisers of IFAT India to give us such a tremendous opportunity.”

**19. Mr. Ranjit Lala, Managing Director, Aerzen Machines India Pvt. Ltd.**

“We are a 100% subsidiary of Aerzen Germany and are the manufacturers of compressors and blowers typically in Wastewater applications. This is the third year in a row that we have participated at IFAT India and have already confirmed our participation at the next year’s Trade Fair as well. IFAT India has proven to be a very good forum for us to generate leads and the opportunity to have quality meeting with both buyers and sellers. We also received quality footfall of end-customers, new customers, along with the generation of fresh enquiries. We can see that the market is changing and here at the Trade Fair, we can really get to know what the market dynamics are. We are looking forward to associating with IFAT India for a very long time.”

**20. Mr. Sukhjit Singh, AGM - Business Development, General Energy – Management Systems Pvt. Ltd.**

“We are first time participants at IFAT India 2019. The thought that we had taken a good decision to be a part of IFAT India has been justified, since we have received a good response at the Trade fair. We have also been able to generate good leads and can even say confidently that one of them will definitely convert into business. We are also looking forward to the new format proposed, of having a regional version of IFAT India, and plan to return as exhibitors in the next edition of IFAT India.”

**21. Mr. Raghunath K, National Sales Manager, EGGER Pumps India Pvt. Ltd.**

“We have been participating at IFAT India for the past three editions of the Trade Fair. We have generated a good number of leads, thanks to our participation at the previous editions of the Trade Fair, which has been the primary reason that we have agreed to be a part of IFAT India 2019. Even this year, we have received positive feedback from our customers and look forward to participating at the next edition of the IFAT India.”

**22. Mr. Samraj Peter, Sales Director – South Asia, NETZSCH Pumps & Systems**

“We have been part of IFAT globally, for a long time and ever since IFAT started in India, we have been participating at all the editions. It is a good Trade Fair for our industry, and we are happy to see that the Trade fair is growing over the years, with more and more exhibitors. We are receiving good footfall in terms of numbers and are looking forward to it getting better. We are also hoping to see more end-users, but it is good to interact with Consultants, Contractors, and good OEMs’. The layout and organisation of the Trade Fair is very good, and we have been hearing plans of having an edition of IFAT India at Delhi, which will be a good alternative to Mumbai. At the same time, we would like to see the trade fairs being held at Delhi and at Mumbai every alternate year so that it gives us the opportunity to participate at both the locations.”

**23. Mr. Sharad Gollerkeri, Director Sales & Marketing – Indian Subcontinent Water Solution Business, LG Chem LGC Petrochemical India Pvt. Ltd.**

“We have observed that participation at IFAT India is very useful for us. We have been associated with IFAT India for almost 3 years now and are happy that the customer footfall is meeting our expectations. We will continue our association with IFAT India in future.”

**24. Mr. Suneel Shah, Product Manager, Pentair Water India Pvt. Ltd.**

“Pentair is a US based company which is into different business segments like Water Filtration and Commercial Pumps. It has been a good experience for us at the IFAT Trade Fair. We have received a massive footfall, both in terms of quality and quantity, in which we have generated new business leads and have also got the chance to network with the knowledgeable customers. Overall IFAT India is a complete platform for us to showcase both Drinking Water and Waste Water Treatment technologies.”

**25. Mr. Amiya Kumar Sahu, M.Sc, PhD, Founder & President, National Solid Waste Association of India**

“I had founded the National Solid Waste Association of India in 1996, and it is the one of oldest professional Associations on waste management in the country. I feel proud when I see IFAT here in India, as I was one of the few, who had initially pitched for IFAT to be brought to India from Munich. Nine years ago, when I was sent to Munich to represent India and to inaugurate the ‘India Forum’ there, MMI approached me with the concept to kick-start the IFAT Trade fair in India. Since then, and till now, I am delighted to see more than 300 exhibitors participating at IFAT India 2019. It is a common platform to showcase new technologies and solutions in Drinking Water and Wastewater Treatment.”

**Buyer & Seller**

**1. Mr. Ganesh Gore, Factory Manager, RAW Pressery**

This is my second consecutive year at IFAT India as a visitor. I am happy to meet with and develop different business associations and partners, who could play an important role in the functioning of my plant. I had the opportunity to connect with the different Vendors and OEMs’ wherein I could take the relationship to the next level which would help in running my business. Overall, I am quite satisfied with this Trade fair.