

Post Show Report

PSR 2017
POST SHOW REPORT

UMEXTM

USED MACHINERY EXPO

8-10 SEPTEMBER, 2017

Bombay Exhibition Centre, Mumbai India



Asia's Largest
PRE-OWNED
MACHINERY EXPO

Co-located with



Organised by ▶



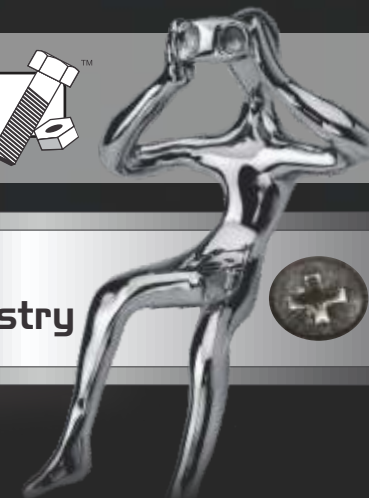
In co-operation with



Supported by



A Step **For**ward
the Industry



The Exhibition

12th Edition of International Exhibition on Pre-owned Machinery

29-31 August 2018

Pragati Maidan,
New Delhi, India

Exhibitor Profile

Pre owned Machinery from the following vertical:

- Metal and Metal Working Machinery
- Machine Tools
- Construction Machinery
- Textile Machinery
- Printing and Paper Processing Machinery
- Wood Working Machinery
- Packaging Machinery
- Food Processing Machinery
- Motive Power Engineering
- Robotics and Automation
- Earth Moving Equipments
- Farm Equipments
- Electro- Discharge Machinery
- Measurement and Testing Equipments
- Power Plant Equipments
- Water Disposal and Recycling Equipments
- Agricultural Machinery

*The List is non-exhaustive



Visitor Profile

Professionals from the following Industry Sectors

- Automotive
- Auto components
- Defence
- Aerospace
- Railways
- Earth moving equipment
- Farm equipment
- Electrical & Electronics
- Printing machinery
- Textile machinery
- Food processing equipment
- Industrial machinery
- Agricultural machinery
- Plastics
- Computer peripherals
- Pumps and Diesel engine industry

*The list is non exhaustive

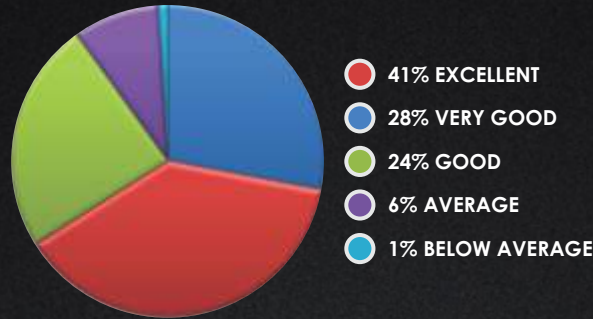


Visitor Statistics

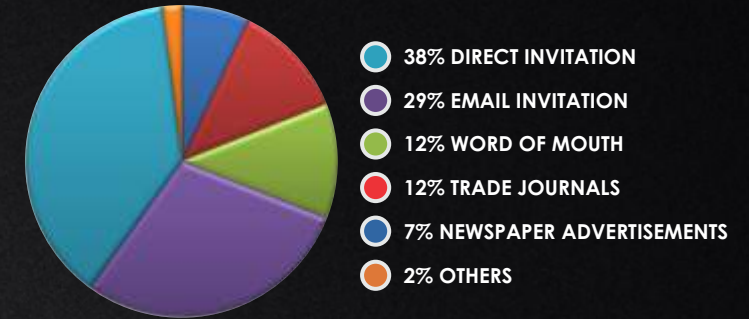
Visitors Turnout

Day	Show Timing	No. of Visitors
Day 1	10 am - 6 pm	2,886
Day 2	10 am - 6 pm	3,882
Day 3	10 am - 6 pm	2,154
		Total-8,422

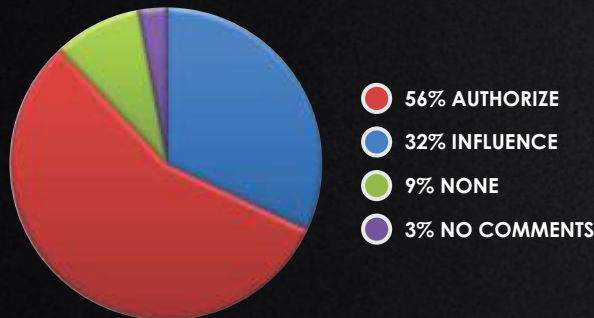
Rating the Exhibition



Source of Information About the Show



Role in decision making process



Factors which influenced their visit

- Opportunity to Trade Used Machinery
- Variety of Used Machinery on display
- Networking Opportunity with Industry Leaders
- New Suppliers
- To gather general information
- Opportunity to look for Business Opportunity

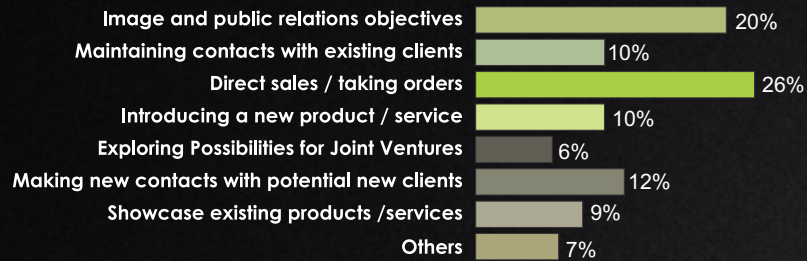
Key Sectors of Interest

- Metal & Metal Working
- Machine Tools
- Construction Machinery
- Textile Machinery
- Printing and Paper Machinery
- Automation
- Food Processing
- Robotics and Automation
- Packaging
- Others

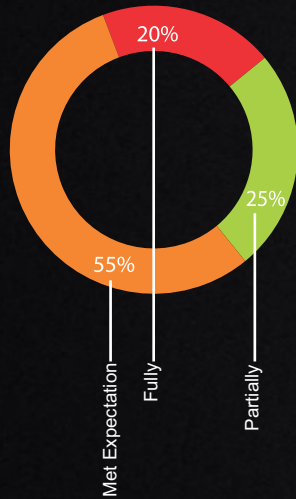


Exhibitor's Feedback

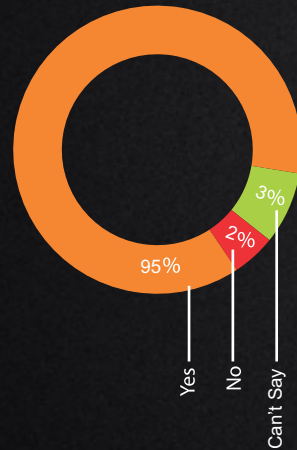
Objective of Participation



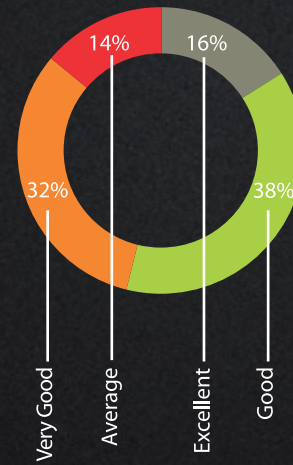
Accomplishment of Participation Objectives



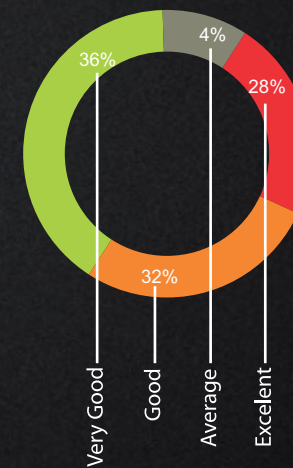
Cost Effectiveness in Participation



Exhibition Arrangements



Quality of Business Visitors



Some Brands At Show





“Steady Traffic. Closed sales of two machines in 2nd half of the show. Several opportunities”

Joe Gibbs, Director, GIBBS Machinery Company



“Was my first time to India, the exhibition is very good. I met lot of new dealers and customers and I enjoy my stay here. I will be back. Regards from Switzerland”

Jerome Scemama, Director, Scemama SA



“Excellent Show, Well Organized, High quality Visitors”

BOB Sadat, CEO, Machinery Trade International

“Very well organized! Thanks. I hope to come back next year”

Svetlana Toma, Director, UMC MACHINES TOOLS SRL ROMANIA



“It is good exhibition. We hope for success”

Rob Jansen, Director, Jansen Machinehandel B V

“Well appreciated all the support by the full team, quick response immediate feedback. Keep up the good work”

Leena Miranda, Marketing & Communication, Schuler



“Much improved & Better show. Looking forward to get more UMEX participation”

Divay Bhasin, SK Enterprises



“Well Done, organized professionally”

K Shanker, Director, SA Muller Machines India



“Very well organized”

Jay K Ajmera, Director, SPM machines (India)

“Overall good exhibition”

Suresh Bhomavat, CEO, Sun Techno Worldwide



Metal & Metal Working

As India is a cost sensitive country, the demand for used machinery in Metal and Metal Working Industry in the country is very high. Seeing the potential, international big names like DMG have started giving guarantees on their used machines.

Apart from this, used machines of almost all the international companies are being imported into the country. Used machine tools form a major chunk of the machine tools market of India currently. High import duties coupled with long delivery time are only adding to the demand for used machines.

There are large numbers of retro-fitters and used machine dealers in India who import machines and after some repairs sell them to the local customers. The cost of retro-fitting is very low in India as compared to other countries. This helps in keeping low cost of used machine tools. With the demand for machine tools reaching new heights due to burgeoning economy, the demand for used machine tools is only going to increase.



Machine Tools

India's total consumption of machine tools amounted to INR 103 billion. About 65 % of total consumption was met by imports of **new and used machine tools**. **As per the industry estimates the share of used machinery in the machine tools industry sector is 40% – 45%.**

The key importing nations are **Germany, Japan, Italy, Spain, Switzerland, South Korea, Taiwan , USA and China**. The key machines consumed in India were **CNC lathes, machining centers, Presses, boring milling machines and special purpose machines**. For machines such as **horizontal machining centers , Gear cutting, machines, press brakes, CNC milling machines and punching machines** ,Imports comprising of new and used machinery cater to more than 80 % of the domestic consumption. Domestic production accounted for about 60 % of total consumption of machines such as lathes, EDMs, and VMCs.

Construction Machinery

Scattered players are more prevalent in the relatively less technology intensive material handling, material preparation and concrete equipment segments of Construction Machinery Industry. The imports market is estimated around € 400 - 450 million. Of these, the earthmoving, excavation and hauling equipment categories command around 25 percent.

Imported used equipments, which include high-end hydraulic mobile cranes, excavators, motorgraders, vibratory compactors comprise a negligible 0.4 per cent of the total construction equipment market.

In the Construction Equipment segments such as Cranes the **share of used machinery is as high as 80%**. The potential exports market for construction equipment from India is projected to be around € 75 million. Services revenues have been higher for global players at around 11–20 per cent in comparison to 2–8 per cent of Indian players.



Textile Machinery

The textile machinery industry in India is the second largest in the world. Manufacturers are increasingly making use of sophisticated textile machinery to produce the best goods and meet the increasing demand of the global market.

Used textile machinery also has a pretty good market share. In fact some studies have suggested that the share for used textile machinery is about 20% of the total market for textile machinery. As per industry estimates, the use of second-hand shuttleless looms constitute about 80% of equipment purchases in the textiles sector.

The huge demands in Indian textile goods abroad have ensured that the use of textile machinery has increased considerably.

Printing Machinery

India is showing a growing appetite for used equipment, particularly in printing industry. India is becoming “a huge market for photobooks” generating demand for refurbished Indigo 5000 and 5500 machines which once set up and calibrated correctly can produce consistent quality. Machinery New and Second Hand, used in Printing Industry is predominately from China, England, France, Germany, Italy, Japan, The Netherland, Switzerland, Spain, Taiwan, USA.

Industry Experts are of the opinion that the potential for used Machinery in Printing Industry is huge as the sector is predominantly dominated by Small and Medium Scale Enterprise which is keen to have used machinery to reduce their fixed costs.

Unlimited Opportunities at UMEX 2018

As an Exhibitor

- Display Pre-owned machinery to highly focused audience
- One to one interaction with the industry at one location
- Brand building among industry and end users
- Explore new business and investment opportunities

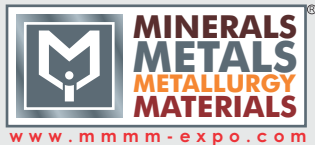
As a Sponsor

- Benefit from an ideal time, place and opportunity to get noticed
- Stand out from the crowd
- Enhance your leadership status
- Project a long lasting brand image to a targeted audience

As a Visitor

- Find Quality pre owned , machinery and services available in the market
- Find availability of raw materials, alternate suppliers of pre-owned machinery, equipment and spares
- Find about sources of investments & funding
- Find professionals & skilled manpower

Co-located Show



Contact us



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