



The 5<sup>th</sup> International Exhibition & Conference For  
Wire & Cable Industry

# 2023 SHOW REPORT



Organized By:

 Tulip 3P Media Pvt. Ltd.

Media Partner:

**Wire & Cable**  
INDIA

Concurrent Show:

**tube  
&  
pipe**  
FAIR



# Largest International Exhibition for Wire & Cable Industry in India

Exhibition:	Date:	Venue:	Number of Exhibitors:	Number of Visitors:
Cable & Wire Fair 2023	06-08 October 2023	Hall 2, 3, 4 & 6 Pragati Maidan, New Delhi	300+ (approx.)	12000+

CEO Conclave,  
Technical  
Conference

Exhibitors from  
20+ Countries

Innovation  
Pavilion

Visitors from  
35+ Countries

250,000 sq.ft  
Show Area

Live  
Demonstration

- After a three-day run that threw light on the wire, cable, and allied industries, Cable & Wire Fair 2023, the 5th edition concluded successfully.
- Organized by Tulip 3P Media Private Limited, the International Exhibition & Conference for Wire & Cable Industry, after receiving an overwhelming response from the industry this year, showcased the products of around 300+ exhibitors and registered a footfall of over 12000 visitors from Afghanistan, Algeria, Angola, Australia, Austria, Azerbaijan, Bahrain, Bangladesh, Canada, China, Democratic Republic of the Congo, Egypt, Ethiopia, France, Gaza Strip, Germany, Ghana, India, Italy, Iran, Japan, Kenya, Kuwait, Libya, Malaysia, Nepal, Nigeria, Oman, Poland, Qatar, Republic of Korea, Russia, Saudi Arabia, Singapore, Spain, Sri Lanka, Sweden, Switzerland, Tanzania, Thailand, The Netherlands, Uganda, United Arab Emirates, United Kingdom, United States, Zambia.
- The 5th edition of the Cable & Wire Fair (CWF) was held from 6th to 8th October 2023 at the newly constructed halls – Hall no. 2, 3, 4, & 6 at Pragati Maidan, New Delhi on a single platform of 250,000 square feet area, offering the best opportunities for networking & marketing of new technologies, latest products, and innovations in the wire and cable industry.
- Since its inception in 2015, CWF has steadily grown over the years with the current edition being 2.5 times bigger in 2023 than its fourth edition (CWF 2022). CWF 2023 earned high fanfare and appreciation by the industry.
- The two days CEO Conclave & Technical Conference at CWF 2023 saw high-voltage discussions wherein a myriad of issues pertaining to the wire and cable industry were considered.





# Conference Speakers

**DAY 1 | 11:00 to 12:15 | Inaugural Session: India: The Manufacturing Powerhouse of the World**



**MR. ANIL GUPTA**  
Chairman & Managing  
Director, **KEI Industries**  
Limited



**MR. SHREEGOPAL  
KABRA**  
Managing Director, **RR  
Kabel Ltd.** and Group  
President, **RR Global**



**MR. VIJAY KARIA**  
Chairman & Managing  
Director, **Ravin Group**



**MR. SIDHARTH  
AGRAWAL**  
Chairman, **SWMAI** &  
Managing Director,  
**Systematic Group**



**MR. B. KAMAL BABU**  
Member - **CMMAI** &  
Founder & Managing  
Director, **Mikrotek  
Machines Ltd.**

**12:15 to 13:30 | Session 1: Wire & Cable Industry: Ensuring A Sustainable Future**



**MR. ROHIT PATHAK**  
CEO, **Birla Copper**  
(**Hindalco Industries**  
Limited)



**MR. MANJIT SINGH**  
Executive Director &  
SBU Head Cables  
**KEC International**  
Ltd (RPG Group)



**MR. BENOIT LECUYER**  
CEO, **Prysmian India &  
ACPL**



**MR. VK BAJAJ**  
Senior President -  
Business Strategy and  
Innovation at **Apar  
Industries Limited**

**14:30 to 15:45 | Session 2: Wire & Cable Industry Outlook: Trends, Opportunities & Challenges**



**MR. ANURAG AGARWAL**  
Executive President -  
Strategic Initiatives &  
International Businesses,  
**Polycab India Limited**



**MR. NAVEEN  
SAWHNEY**  
Chairman and Managing  
Director, **Cords Cable  
Industries**



**MR. SANDEEP  
AGGARWAL**  
Managing Director and  
Promoter, **Paramount  
Communications**  
Limited



**MR. MANISH  
SRIVASTAVA**  
Director & Head, Power  
Cables, Global Products  
& Services, **Sterlite  
Power**



**MR. NIKHIL  
BHAGCHANDANI**  
Deputy Director –  
Marketing, Aluminium  
Business, **Vedanta Limited**



# Conference Speakers ■

## 15:45 to 17:00 | Session 3: Telecom & Optical Fibre Cable Leadership Panel



MR. R. SRIDHARAN  
CEO, **Birla Cable Limited**



DR. PETER WEIMANN  
Chief Technology Officer, **HFCL's Optical Fibre and Cable Business Unit**



MR. VIPUL NAGPAL  
Founder & Managing Director, **Orient Cables (India) Pvt. Ltd.**



MR. PRAMOD SRIVASTAVA  
CEO, **West Coast Optilinks**



MR. MUKESH SANGHVI  
Founder & Managing Director, **Indore Composite Pvt. Ltd**

## DAY 2 | 11:00 to 12:30 | Session 4: Steel Wire Sector



MR. MAHESH PODDAR  
Chairman, **Miki Wire Works Pvt. Ltd.**



MR. NILESH PARANJAPE  
General Manager of Steel Wire Solutions Business Unit, **Bekaert Industries**



MR. RAHUL AGARWAL  
Regional Sales Manager - North, **Tata Steel Global Wires India**



MR. SIDHARTH AGRAWAL  
Managing Director, **Systematic Group Of Companies**



MR. ASHISH MAHESHWARI  
Managing Director, **Bajrang Wire Pvt Ltd**



MR. YASHOVARDHAN CHORDIA  
Non-Executive Director, **Rajratan Group**

## 12:30 to 14:00 | Technical Session



MR. DIPAL PARIKH  
Commercial Director – AMEA region, **Alphagary, Polymer Solutions an Orbia business**



MR. RANJITH BALACHANDRAN  
Technical Support and Development Manager, **Shakun Polymers**



MR. RENÉ STOECKL  
Sales Director, **Rosendahl Nextrom GmbH**



MR. AJAY KUMAR INTI  
Principal Business Consultant, **InnoVites**



MR. DAVIDE COSTABILE  
Sales Manager, **MFL Group**



# Our Partners ■

## Principal Partner



Assomac Machines  
Limited



Supermac Industries  
India Ltd.



Nirmal Wires  
Pvt. Ltd



Sarvasv Machinery &  
Equipments Pvt. Ltd.

## Compounding Partner

alphagary



Shakun Polymers Pvt. Ltd.  
(Shakun Polymers is part of Alphagary,  
on Orbia Company )

## Badge Partner



Niknam Chemicals  
Pvt. Ltd.

## Registration Partner



KEI Industries Ltd.

## Aluminium Partner



Vedanta Limited

## Wire Drawing Partner



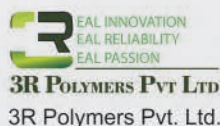
Tomer Machines Pvt. Ltd.

## Wire Die Partner



Walson Woodburn Wire  
Die Pvt. Ltd.

## Visitor Kit & Lanyard Partner



3R Polymers Pvt. Ltd.

## Supporting Associations



CMMAI - Cable & Wire  
Machinery Manufacturers  
Association of India



Steel Wire  
Manufacturers  
Association of India

## Media Partner



Wire & Cable India



# Our Exhibitors

 3R Polymers Pvt. Ltd.	 A & Y Polyblends Industries	 Abrol Engg. Co. Pvt. Ltd.	 A.D. PRODUCTS	 Advait Infratech Limited	 AESACortailod
 Ajax And Turner Wire Technologies Pvt. Ltd.	 Ambajee Polymers	 Anand Cables	 Anand International	 Andhra Machine Industries	 APAR Industries
 Aqua Refrigeration	 Aquent Advance Material Technologies Pvt. Ltd.	 Artek Surfin Chemicals Limited	 Arvind Anticor Limited	 Asian Cables	 Assomac Machines Limited
 AVS Cables & Compound Industries	 AVSL Industries Ltd.	 Aztec Fluids and Machinery Pvt. Ltd.	 Bartell Machinery Systems LLC	 BASF India	 BDW Instruments Pvt. Ltd.
 Bedmutha Industries Limited	 Beijing Holland Co., Ltd.	 Bharat Enterprises	 Bharti Group	 Bhavik Enterprise	 Bhavya Machine Tools
 Birla Cable Limited	 Blend Colours Pvt. Ltd.	 Brick Solutions	 Bright Engineering	 Brother International India Pvt. Ltd.	 Bry-Air (Asia) Pvt. Ltd.
 Cab Device Industries	 Cable Tech Machines	 Carl Bechem Lubricants India Pvt. Ltd.	 Champion Commercial Co. Ltd.	 CMMAI - Cable & Wire Machinery Manufacturers Association of India	 Coatwell India Pvt. Ltd.
 Conoptica AS	 Control Print Ltd.	 Cords Cable Industries Limited	 D.P. Wires Limited	 Ddev Plastiks Industries Ltd.	 Delco Switch Gears Pvt. Ltd.
 Delta Tecnic	 DEM S.p.A.	 Dhingra Polymers Pvt. Ltd.	 DMB	 Domino Printech India LLP	 Ducab
 Duplast	 Duratech	 Durga Engineering Works	 Eastern Brothers Metal Products	 EB Tech Co., Ltd.	 Electric Cable Compounds Inc.
 Eurolls S.p.A.	 Fainplast SRL	 FARBWERKE HERKULA® SA/AG	 Fine Products Pvt. Ltd.	 Flexon Polyblend	 Fort Gloster Industries Ltd
 Freedom Chemtech LLP	 FUHR Gmbh & Co. KG	 Fuji Terminal India Pvt. Ltd.	 Ganesh Corporation	 GEM Technologies	 Genefied Brand Protection Solutions Pvt. Ltd.
 GTL Ghaziabad Testing Laboratories Pvt. Ltd.	 Global Instrumentation	 Goel Polymers	 Grauer & Weil (India) Limited	 Hanumant Polymers Pvt. Ltd.	 Harsh Spools
 Himalaya Polyplast Industry	 Himson Industrial Ceramic Pvt. Ltd.	 Hindalco Industries Limited	 Hindon India Pvt. Ltd.	 Hitech Machines	 HPL Electric & Power Ltd.



 Huber Engineered Materials	 Hulas Wire Industries Limited	 IIM AG Measurement Engineering	 IJPNT Technologies (I) Pvt. Ltd.	Imerys Graphite & Carbon	 Imerys Minerals
 Indomax	 Indore Composite Pvt. Ltd.	 Innovites India Pvt. Ltd.	 ISIS CARBIDE TOOLS	 Jainco Power Limited	 Janatics India Pvt. Ltd.
 Jeet Enterprises	 Jindal Steel & Power Ltd.	 JMF Performance Materials Pvt. Ltd.	 JR Jindal Infraprojects Pvt. Ltd.	 JRD Fibre Composite Private Limited	 Kalpatech Engineers & Industries Ltd.
 Kanak CCR Ltd.	 Kay Kay Industrial Corporation	 Kay Pee Dies India Pvt. Ltd.	 KEC International Limited	 KEI Industries Ltd.	 Kemtree International LLP
 Khurana Carbides Pvt. Ltd.	 KK Kompounding Tech Giant Limited	 KLJ Polymers & Chemicals Limited	 Klüber Lubrication GmbH	 KMG Wires Pvt. Ltd.	 Kunal Steel Impex
 Kundan Cable India	 Lamnea Bruk AB	 LFC Power Cab Pvt. Ltd.	 Lifeline Technologies	 Linkra Wires & Cables	 LMI India Pvt. Ltd.
 Machine & Controls	 Madem Gulf Industries W.L.L.	 Mag Plastics	 Maiden Forgings Ltd.	 Mangal Chand Tubes Pvt. Ltd.	 Mario Frigerio S.p.A.
 Martinswerk GmbH	 Matrix Polytech Pvt. Ltd.	 Max Machines & Equipments	 Mayfair Machinekraft Pvt. Ltd.	 Metalube Private Limited	 Mikrotek Machines Limited
 Minimax Machines Pvt. Ltd.	 Moto-Tek Corporation	 MSD Wired Solutions	 Mukand Industries	 Nanjing Neoplas Machinery Co., LTD	 Narender Polyvinyl Pvt. Ltd.
 Navank Consultants	 NBG Systems GmbH	 Neoplast Engineering Pvt. Ltd.	 New Max Industries	 Niknam Chemicals Pvt. Ltd.	 Nilkamal Limited
 Group Nirmal	 Nutan Scientific Instruments	 OCI Cable India	 Orbit Cable India Pvt. Ltd.	 Oswal Chemicals	 Packagerr
 Padanaplast S.r.l.	 Pan Chemicals S.p.A.	 Paramount Communications Ltd.	 Paramount Die Co	 Pareek Cables	 Parth Diamond Die Work
 Parvati Oil & Chemicals	 PE FIBEROPTICS LTD	 Peddington Lubricants & Coatings Pvt. Ltd.	 Periwal Polymers Pvt. Ltd.	 Piyu Chem Impex Pvt. Ltd.	 Pratik Wire & Cable Machines Pvt. Ltd.
 Premier Industrial Corporation Limited	 PRESTRESS STEEL LLP	 Prio Technology	 Protomac Extrusion Pvt. Ltd.	 Proton Product International	 Puretronics
 Raghvendra Cables And Wires Pvt. Ltd.	 Rahul Wire	 Rajdhani Cables	 Rajnandini Metal Limited	 Rajveer Chemicals	 Ravin Group



 RichardsApex	 RMC Industries	 RollRing Industries	 Rons Technologies LLP	 Rosendahl Nextrom GmbH	 Royal Chem Industries
 RR Kabel Ltd.	 RSD Hi Tech Industrial (Mumbai) Pvt. Ltd.	 Rubber Chemical Centre	 Ruby Mica Co. Ltd.	 SAC Polymers	 SAG Polymers Pvt. Ltd.
 Sagar Industries	 Sai Extrumech Pvt. Ltd.	 Sai Extrusiontek Inc.	 Saini Engineering Industries	 Sarvasv Machinery & Equipments Pvt. Ltd.	 Sci-Mach Industrial
 SETIC SAS	 Shakti Industries	 (Shakun Polymers is a part of Alphagary, an Orbia Company)		 Shamots International	 Sharma Enterprises
 Shree Ram Cables Industries	 Shri Bhagwati Electro Craft Pvt. Ltd.	 Shri Tirupati Enterprises	 Shriram Polytech Limited	 Shyam Industries	 Siloxane Aggrandize Innovative Industries
 SIMCO Materials International Pvt. Ltd.	 Singh Wire Industries	 Singla Cable Industries	 Sipcon Technologies Pvt. Ltd.	 SK Autotech Private Limited	 Skymark Promoprints
 Sneham Taping Solutions Pvt. Ltd.	 Sonali Metal Industries LLP	 Spark Extrusion	 Sri Venkateshwara Polythene	 Srishtech Metal Casting (I) Pvt. Ltd.	 SRV International Pvt. Ltd.
 Strips India Technovations Pvt. Ltd.	 Sudhir Enterprise	 Sumit Engineers	 Sunlite Group	 Super Swastik Wires & Cables	 Supermac Industries India Ltd.
 Supertec Machines Pvt. Ltd.	 Swaraj Technocrafts Pvt. Ltd.	 Swastik Furnaces Private Limited	 Swastik Plasticizer	 Synco Industries Ltd.	 Systematic Industries Pvt. Ltd.
 Takkor Polychem Pvt. Ltd.	 Taprath Elastomers LLP	 Tata Steel Ltd.	 TCM Industries	 Techno Machine India India	 Technosys Equipments Pvt. Ltd.
 Teknor Apex Company	 Testmach Intech LLP	 Tomer Machines	 Trinity Calcium	 Uda Mechanical Works	 UNIGEL (UK) Limited.
 Universal Polychem India Pvt. Ltd.	 Urja Products Pvt. Ltd.	 Vaishno Wire Pvt. Ltd.	 Vedanta Limited	 aluminium	 Velocity Engineers Pvt. Ltd.
 Victory Plant & Machinery Pvt. Ltd.	 Vikas Ecotech Ltd.	 Vikas Spool Private Limited	 Voge Composite	 WAA Cables Private Limited	 Walson Woodburn Wire Die Pvt. Ltd.
 Weltech Controls Pvt. Ltd.	 VI.PA. SRL	 Weltech Industries	 WINCAB Industries Pvt. Ltd.	 Zedpack Pvt. Ltd.	 ZWEZ Surface Products Pvt. Ltd.
Narwal Exports	 Sokhi Extrusion	And many more....			



# Leader's Voice ■



**Mr. Anil Gupta,**  
Chairman-cum-Managing Director  
of KEI Industries Limited

"The global wires and cable industry is around USD 216 billion as of December 2022 and is likely to grow by around 5 percent CAGR over the next five to seven years. In India, we expect that the Indian wire and cable industry should grow by 14 to 15 percent over the next five years because of the exponential investments in

infrastructure and private capex that are now coming up in India."



**Mr. Vijay Karia,**  
Chairman & Managing Director  
of Ravin Group

"When we started exports in 1999, nobody used to buy Indian products. It was like Indian products, keep it aside. We went and started our first manufacturing venture outside India. Today, we see that Indian products are preferred products and there is no longer a trust deficit present."



**Mr. Batchu Kamal Babu,**  
Member of CMMAI, Founder &  
Managing Director of Mikrotek  
Machines Limited

"The latest statistics say that: the Chinese industry is going downwards at 3 percent, Europe is very sluggish due to the Ukrainian war, and only India and America, on the global front, are doing at their best times in the last 10-15 years. India is growing and doing

exceedingly well, and is expected to continue for the next 10 years."



**Mr. Manjit Singh,**  
Executive Director of  
KEC International Limited

"The world has adapted and accepted India with open arms. For the sustainable growth of our country, cable and wire needs to play a very important role. We need to do a lot of innovations. AI is the future, so we need to see how we can leverage it so that we can take advantage of the cost side, and quality

side, and improve on the productivity side."



**Mr. V K Bajaj,**  
Senior President - Business Strategy  
& Innovation at Apar Industries Limited

"In Europe from 1st of January, 2026, you have to label all your cable products or other products of how much carbon has been consumed in that product. They will put extra import duty other than the conventional duty, carbon border

adjustment tax, so you are also exporting carbon that you have used to that country, so they are going to put tax depending on how much carbon it is."



**Mr. Shreegopal Kabra,**  
Managing Director of RR Kabel  
Limited & Group President  
of RR Global

"Trust is the biggest thing in life, and wire and cable are very much connected with trust and safety."



**Mr. Sidharth Agrawal,**  
Chairman of Steel Wire  
Manufacture Association of India  
(SWMAI) & Managing Director of  
Systematic Group

"SWMAI's vision is to position India as a global preferred supplier of steel wire through innovative technology, sustainability, and reduced carbon footprint. We aim to make India the preferred choice on the global stage."



**Mr. Rohit Pathak,**  
Chief Executive Officer of Birla  
Copper (Hindalco Industries Limited)

"In the next 7 to 10 years, India will add as much electricity as we have done in our history so far over the 75 years, and 75 percent will be green electricity. The onus is on us as an industry to build it right. We don't want to build something that every five years you have to replace and change, so let's

focus on the growth and not on the short-term potential."



**Mr. Benoit Lecuyer,**  
Chief Executive Officer of  
Prysmian India & ACPL

"World needs much more electricity, but electricity is transported from generation to distribution through the grid, and worldwide there is a massive need for grid hardening, which means maintenance and uplifting of the grid, and a new grid to conduct and distribute electricity. So in the next 50 years,

a super opportunity for the cable industry."



**Mr. Anurag Agarwal,**  
Executive President - Strategic  
Initiatives & International Businesses  
at Polycab India Limited

"Indian industry is on the cusp of a wonderful scenario wherein the entire globe is watching us now. We see further more business growth, for exports from India is going to grow. The growth of the export market is certainly going to be double-digit

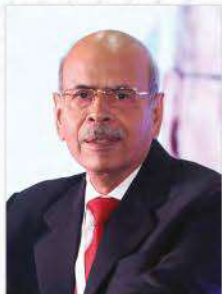
for all cable industries. Currently, the overall demand globally for wire and cable is approximately USD 250 billion per annum, and we are very clearly visualizing that this is going to grow to USD 410 billion by 2030."





**Mr. Nikhil Bhagchandani,**  
Deputy Director - Marketing,  
Aluminium Business at Vedanta Limited

"The Indian market outlook is very positive and from the current consumption levels, we see that it is going to cross the total consumption of aluminium by more than 5 million tons in the coming years. The need for the right cables and the right conductors in setting up all the infrastructure investment is required."



**Mr. Naveen Sawhney,**  
Chairman & Managing Director of  
Cords Cable Industries

"There has been a thrust on the electrification of transportation resulting in the rise of electric vehicles and the development of e-mobility infrastructure. Charging stations coupled with wires and cables are going to become the new face of our full fuel station."



**Mr. R Sridharan,**  
Chief Executive Officer of  
Birla Cable Limited

"The country-wide OFC coverage has doubled from 700,000 kilometers to 1.4 million cable kilometers, and expenditure on Bharatnet has already crossed the equivalent of around USD 8.5 billion, connecting 197,000 villages."



**Mr. Vipul Nagpal, Founder & Managing Director of Orient Cables India Private Limited**

"The newest technology that's now becoming prevalent is the single-pair ethernet, which is sort of like a revolution in networking technology, and the PoE technology. That PoE stands for Power Over Ethernet, which means on a single cable you have power as well as data."



**Mr. Mukesh Sanghvi,**  
Founder & Managing Director of  
Indore Composite Private Limited

"If we want to be really number one or number two in the world, there has to be an entire value chain that is available in India. So we are striving to bring some more raw material suppliers in India so that India as a country or entire cable value chain becomes more competitive."



**Mr. Nilesh Paranjape – General Manager of Steel Wire Solutions Business Unit at Bekaert Industries**

"The market will grow, and the steel consumption will grow – we are at 81 kilos per capita for steel consumption today, and the government wants to take it to 160 kilos per capita. There will be investment in infrastructure, there will be schemes like PLI."



**Mr. Sandeep Aggarwal,**  
Managing Director & Promoter of  
Paramount Communications Limited

"The market opportunities in the cable sector are substantial, which is estimated to be a USD 200 to USD 250 billion industry globally. India's current share in this market is only around 4 percent, indicating significant room for expansion. Subsea cables – there is a huge requirement, but what about the technical possibilities, need

to have 10-20 years of experience, that is the problem. So, we need to work harder and together in working out a solution."



**Mr. Manish Srivastava,**  
Director & Head of Power  
Cables - Global Products & Services,  
Sterlite Power

"In the transmission sector, we see an investment of 1-2 lakh crore in the next two years. In generation, the total installed capacity would be in the range of 800 GW by 2030, and out of this, 500 GW would come from renewable. This amounts to a 30 billion

dollar investment in the renewable sector, which could be a fast driver of cable industry growth"



**Dr. Peter A. Weimann,**  
Chief Technology Officer of HFCL -  
Optical Fibre and Cable Business

"India is the new world champ. As of this year, India is running about 31 GB per month per phone, the highest rate of bandwidth consumption in the world, higher than the Gulf GCC countries, North America."



**Mr. Pramod Srivastava,**  
Chief Executive Officer of  
West Coast Optilinks

"The consumption of fiber in the form of production in the last year was 55 million, while only 18 million were consumed in India, and almost 34 million were exported out of India whether it is the US, Europe, Middle East, South East, or Africa market."



**Mr. Mahesh Poddar – Chairman of Miki Wire Works Private Limited**

"We have to start with how we can manage the industry and talk about quality. The fact remains that we are saddled with a very poor quality wire rod, and unless these standards are raised, unless the quality of the wire rod is improved, please do not expect a big quality change in the wire."





**Mr. Ashish Maheshwari,**  
Managing Director of  
Bajrang Wire Private Limited

"Time is changing, this decade is going to be phenomenal for the steel wire industry in India. The LRPC demand is going to be good in terms of volumes since the big primary producers are chipping in this field."



**Mr. Ajay Vedmutha,**  
Managing Director of  
Bedmutha Industries Limited

"For sustainability, you need to have pollution control equipment, reduce the carbon footprints, use non-conventional sources of energy, etc. To generate funds, you need to keep margins, which we as an industry need to improve. The customer is ready to pay, only we need to change our mindset."



**Mr. Yashovardhan Chordia,**  
Non-Executive Director  
of Rajratan Group

"Sustainability is one of the biggest aspects. People want to de-risk the supply chain, but we as a country are probably not ready for that challenge. If we can overcome this challenge, I think the opportunity is much bigger."

## Exhibitors' Testimonials ■



**Rene Stoeckl**

Sales Director

Rosendahl  
Nextrom GmbH

The Cable & Wire Fair gave us the chance to meet our Indian customers after a long break once again. We had a lot of personal talks, and personal meetings, and could discuss a lot of new projects for us. I would like to express a big thanks to the organizer of the exhibition. The exhibition itself was organized very well, and the symposium was organized very well. Thank you for giving us a chance to make a speech at the symposium.

been able to get a lot of decision-makers to our stall, and they appreciated what we are producing. This time as compared to the previous years, the decor and the way CWF has been organized is better. The promotion which has been done has attracted a lot of wire and cable manufacturers to this exhibition. Thank You.



**Mike Hovey**

Director -  
Global Sales

Bartell Machinery  
Systems LLC

This Cable & Wire Fair is Bartell's first, and I have to say, the fair was beyond expectations. It is a great event. We saw everybody we wanted to see here, well most people. The turnout was great. It is just a great event and I cannot say enough about it.

We had a very positive experience coming here and we feel we were able to showcase our products and services to all the prospective customers. We got exposure to different kinds of companies to showcase the products and we were able to observe other companies' products in our categories and other categories as well. We were able to learn a lot about our competitors as well. Apart from that the fair gave us exposure to a lot of prospective customers and dealers. We were able to get lots of inquiries here and we hope we will be able to convert those inquiries into orders. So we think it will help our business in the long term.



**Vinod Kapoor**

Managing Director

Sarvasv Machinery  
& Equipments  
Pvt. Ltd.

We were expecting very good footfall and visitors, especially the decision-makers, and I am happy that we have



**Pankaj Tiwari**

Senior Area  
Manager- North

TATA Wiron/ Tata  
Steel Ltd.



**Daniel Döring**

Key Account  
Manager

IIM AG  
Measurement  
Engineering

Our experience at the Cable & Wire Fair has been great. We're very happy with the outcome of the fair. We've been here the first time at this fair and I think it's been great so far. We're very happy with the interaction we had. We had great comments, contacts, and good companies coming to us, regional and Indian-wide. So we are happy.





**Ravi Bansal**

Director

Ajex And Turner  
Wire Technologies  
Pvt. Ltd.

We are participating in Cable & Wire Fair Delhi and it is a very good experience we have had. The organizers are very good and the arrangement they have done is really good and awesome. We have no issues and the quality, the cleanliness, everything, is up to the mark. We got a lot of potential customers in the exhibition. It's a big crowd gathering, and people are appreciating. The customers have come from the Middle East and everyone appreciated the exhibition. Thank you.



**Melvin Sabu**

Director

Victory Plant &  
Machinery Pvt. Ltd.

Compared to the previous Delhi exhibition, this exhibition had a very high number of exhibitors. Significant people visited us, and there was a lot of order finalization. It was a good exhibition.



**Andrea Pizzorno**

Sales Manager

Conoptica AS

Well, we liked CWF 2023 a lot. The second day was really good for us. We have still room to grow in India and we already have plenty of customers here but we have a huge market and huge possibilities. So I believe the fair will help

us to increase the sales. I think in 2025 we will be here. Thank you so much.



**Patrick Weissinger**

Managing Director

NBG  
Systems GmbH

CWF 2023 has been an amazing experience so far. So it's my first time in India and at the exhibition, but I heard that the exhibition is getting bigger and bigger. So I'm excited to be here and I'm excited to be here the next time as well. I'm excited to meet all those people in India and get connected. I hope that more and more people know this and come to the exhibition next time as well. Thank you very much.



**Sanjay Mittal**

Business Head

KLJ Polymers &  
Chemicals Limited

Our experience at CWF has been great. That is the reason, every year we participate in this exhibition. We were busy throughout CWF 2023 networking with our customers, and in terms of our experience in this fair, I think this is the best platform for networking.



**Rajat Sharma**

Global Head -  
Flame Retardants

Hindalco  
Industries Limited

About the Cable & Wire Fair, I want to say the major USP of this CWF is the kind of crowd that we get. It is a very quality crowd and very specific discussions happen, and we got a lot of inquiries. Apart from India, we also got

some inquiries from the Middle East and Europe, Italy specifically. So, thank you so much, thanks for all the help that you are providing. Thank you!



**Dhaval Gada**

Business  
Manager

DOW Chemical  
company

We had a very good response here at CWF 2023, and we could see that customers could take benefit from us offering one-stop solutions. They will be getting a very good service from us. So it was a very good show. Good job! Thank you so much.



**Parag Saraf**

Director

Group Nirmal

CWF 2023 has been a great fair. It has been organized well, and I am quite happy to see the vast expanse with the whole foray of exhibitors and visitors who have come in. We are very excited to see the feedback we will get for NIZNAL. Thank You so much.



**A.S. Baghel**

CEO

Cable  
Tech  
Machines

We are the makers of rotating machinery for the cable and wire industry. CWF 2023 has been a good platform for networking. We can meet most of the people here instead of approaching them individually at their factory. It is a better place. You have done good.





**Enzo Stucchi**

Sales Manager

DEM SpA

I would say the exhibition was quite good as we got a good number of promising contacts and prospects, and we are looking forward to hearing from them in the next few months. We are satisfied with this participation and in the future, we will be here for sure. The exhibition was organized properly and the organization team met our expectations. We also realized that the attendance was quite good in terms of quality, the people who came here were quality-based people. So we are satisfied with the Cable & Wire Fair.



**Sarvesh Gilada**

Partner

Prestress Steel  
LLP

This is actually our first exhibition at the Cable & Wire Fair and it was definitely a good experience. Our purpose of exhibiting was mainly networking, building on existing customer relations as well as making new relations with the people who are visiting. We had good networking opportunities and also good opportunities to develop our business relations.



**Mike Patel**

Director of  
Marketing

Teknor Apex

This was our first time participating in the Cable and Wire Fair. We've had periods of very strong activity with

visitors. Hopefully, there will be some positive results that we get out of all the discussions we've had with many customers.



**Sidharth  
Agrawal**

Managing Director

Systematic  
Industries Pvt.  
Ltd. /Systematic  
Group of  
Companies

We are very happy to meet our old customers and it has been very good to see them after a long time. A lot of people are here, so we feel like a family. I think the Cable and Wire Fair team has done a good job. They have made it first time like an International exhibition, and they have given it an



**Edgardo Vado**

Manager  
International  
Business

PAN  
Chemicals  
SpA

It was a good experience and it was a good platform to find new partners. The second day brought many potential customers and actual customers further underscoring our appreciation for the chance to be present. We are developing new products and we think India for the future will be an important market for our company. The Indian market is booming, it's growing, and so it's important to be here.



**Dhruv Garg**

Director

Orbit Wires India  
Pvt. Ltd.

The Cable & Wire Fair 2023 was great. We got a lot of exposure in the Northern market since we have been a

South-based brand. We wanted to expand in North India and we are constantly doing that. So it was one of the stepping stones for us to expand in the Northern market and prove our presence in the North. That's great, thank you so much.



**Ashish Singh  
Rajput**

Senior Sales  
Manager

Sipcon  
Technologies  
Pvt. Ltd.

We are very grateful for CWF 2023 and we have got a lot of inquiries over there. The main thing is that we introduced some new products, and we can easily show our new product to our customers.



**Prateek Saraf**

Director

Group Nirmal

So I have seen CWF grow a lot over the last 5 years. This is the fifth exhibition you all are having, and the first one was just 1 hall, and even last year it was just 2 halls. So all the best, and I am sure it will keep on growing. We are always together you know.



**Pardeep Kumar**

Business Head -  
Wire Rod Steel  
Product

Jindal Steel and  
Power Limited

The experience at the Cable & Wire Fair was very good. We saw a lot of enthusiasm amongst our suppliers and our customers. Our aim was to showcase our products in this forum and it was a great opportunity for JSPL to come here and show our products. We are now coming into wires and



that was the main reason for us to let people know that now we will not only make wire rods, we will also make wires. The experience was very good and the ambience was very electric and we enjoyed it a lot.



**Sumant Bayaskar**

Head - Marketing and Business Development

KEC International Limited

This is the second time we are participating in the Cable & Wire Fair. We wanted to showcase all our latest products and solutions to all our domestic as well as international customers. We got very good customers to fall here on all the days like from day one to day three. Cable and Wire Fair was a good experience and we are thankful to Cable and Wire Fair that they have given us the opportunity. We will be participating next year also in the Cable and Wire Fair.



**Mario Neuenhaus**

Senior Sales Manager FR & Speciality

Huber Engineered Materials

CWF is one of the places where we have to be. We have highly qualified customers joining us to have technical discussions, to have commercial discussions, and it's a place for us to be. Please continue like that, continue more improvement, I think the fair's ground has improved a lot in the last couple of years, and the quality of the booth, of the exhibitors is increasing from year to year. So, continue like that, just continue doing this job.



**Arun Krishnakumar**

Director

Roll Ring Industries

We had a wonderful experience at the Cable & Wire Fair. We got to meet a lot of existing customers. Since we are based out in Kerala, we don't get much opportunity to meet and interact with our customers face to face. This is one platform where we met a lot of new customers and have a lot more new inquiries. We also launched a new product through this expo and the response has been wonderful. Overall, this has been one of the greatest moments in our company's history. With this, we will be able to take our company to the next level.



**Amit Ganeti**

Sales Head

Imerys Minerals

My opinion has always been very great about CWF. Every year, whenever this exhibition happens, we come here as a participant, we have our own stall, and a stall with our distributor Piyu Chem. I am very happy to announce that every year the response has been growing and growing and growing. So, we are happy to be here.



**Varun Saraf**

Director

Group Nirmal

India is in a good position and should be able to move forward. Everyone has that future thought in mind. We have been attached to CWF for a long time,

and we have seen the exhibition become much grander, if you keep on doing this, I think we are going to have a good future. We have seen a lot of expansion this time as well. This is good, and keep on doing what you all have been doing. Thank You so much.



**Sung Myun Kim**

Vice President

EB Tech Co., Ltd.

We started participating in CWF in 2015. So it has been several times. I always check the period of the exhibition and organization, and look for invitation mail. Particularly, this exhibition, CWF 2023, we have had so many guests, and the results were very good. So the next exhibition, we will participate again, wherever you organize, here and or any other place. Thank you for this exhibition.



**Ajeet Singh Saini**

Managing director

Saini Engineering Industries

It is a very good platform to exhibit the products and one platform to meet clients from around the globe. We had a very good experience.



**Prasad Sutar**

Assistant Manager Domestic Sales Marketing

Indore Composite Pvt Ltd

The benefit of coming to this exhibition is to connect with all the customers in one place which is one of the biggest advantages for us. The overall experience was good and we have connected with many stakeholders.



**Nitin Agarwal**Director - Sales  
& Marketing3R Polymers  
Pvt. Ltd.

We are a manufacturer of PVC and PE compounds for wire and cable segments. This is our fourth edition in which we are participating in the Cable & Wire Fair, Delhi, and again as per our expectation the response from our customers and customer feedback was excellent. We hope for the next edition to be better. Thank you..

**Aikjot Sandhu**

Director

Abrol Engineering  
Company Private  
Limited

CWF 2023 was pretty good. We have learned a lot and we have got so many queries also. Let us hope that the queries get converted into potential. I would like to say that more and more people should participate in fairs because if you participate you get to know many other things and what kind of upgrade in the market is going on. You get awareness, also you get business. So you learn and you make someone learn also. Thank you.

**Vishal Gupta**

Sales Manager

Supertec Machines  
Pvt. Ltd.

Our experience was very good. Many clients come from Gujarat, Bombay, South Africa, and Bangladesh.

**Dinesh Bakshi**

Director

Swastik Furnaces  
Private Limited

We are an equipment manufacturer so we are here at CWF 2023 to show our presence in this sector so that all the customers should know how we are doing this latest technology and all. For the last one or two years, the market has been growing, and that is why people are also going for new technology. CWF 2023 was a good experience.

**Vidit Periwal**

Director

Periwal Polymers  
Pvt. Ltd.

Overall the CWF 2023 experience was good. The footfall on the second day was such that we didn't get time to sit and have lunch, to be honest. Thank you!

**Mohan Nambiar**

Director

Sai Extrumech  
Pvt. Ltd.

Trade fairs are always helpful to interact with the customers as well as showcase our new products. This is always helpful to understand interaction with the customers and help customers to know about our new product and new development. We got an opportunity to expand our customer interaction and most of our customers who visited could identify, understand our products, like new innovations, new designs, and new technology.

**Abhishek Chhabra**

Director

Cab  
Device  
Industries

This is not my first time at CWF. I have been participating since Mr. Priyank ji initiated this exhibition in 2015. With only 50 stalls back then, I was one of the exhibitors. I expected that it would go higher and it has given that feedback. I got very high-quality footfall in CWF 2023, better than the similar Mumbai exhibition. If you compare the earlier Delhi exhibition, CWF 2023 was far better. You are very good at branding media also. Thank you so much.

**Partha Pratim Seal**Business Manager-  
Drawing LubricantsCarl Bechem  
Lubricants India  
Private Limited

Since the majority of the customers are of wire and tube drawing, this turned out to be a very good show for us. We got excellent feedback, many of our key customers have visited us here and we got excellent responses. It was a really good experience. More than 200 visitors have visited us. Additionally, we met new customers and discovered new applications, avenues, and areas as well. As of now, it is going great and this show is getting famous day by day. We should have this kind of show on a regular basis

**Nishant Garg**

Managing Director

Maiden  
Forgings Ltd.



At Cable & Wire Fair, we have been participating for a long time, and I think repeated participation in itself is a testimony of how our experience has been. The coming two decades belong to India, and being in the industry, be it wire and cable, steel, or any industry, India is the potential market. So, the industry is growing and we expect better every year. We expect good growth and such exhibitions are creating a buzz, and that helps us to market ourselves better. Thank You.



**Sajesh Nair**

Sales Executive

Bhavya Machine Tools

This was the first time we came to the Cable & Wire Fair and it was a new experience. We had interactions with a diverse group of customers and also came to know about the new machinery which we can also implement in our portfolio.



**Ranjan Mishra**

Assistant Manager - North

Puretronics

At the Cable & Wire Fair, we received a positive response, generating numerous leads. We intend to participate again next year, and the services provided were excellent, maintaining a high standard of cleanliness and efficiency.



**Jagdish Lal**

Walson Woodburn Wire Die Pvt. Ltd.

It has been successful at the Cable & Wire Fair, and we have received many inquiries during this fair. Everything was very good, from facilities to food, and all the other arrangements. Thank You!



**Aarti**

New Spool Specialist

Vikas Spool Private Limited

We got our potential clients. We connected with so many new clients in the export business. There is a lot of exposure we are getting in this. Thank you



**Jenet Ajmera**

Marketing Sales Manager

Taprath Elastomers LLP

CWF has always been a good experience. This is the third time we are participating. We love how it is growing and I think this is one exhibition which we will always be coming back to and exhibiting over here. We just hope that we can grow along with the cable industry, how fast and the scope that India has in this particular sector, and we would just like to be a part of that. Thank you. The CWF 2023 was all over good.



**Shreyesh Khandelwal**

Managing Partner

Shri Tirupati Enterprises

Overall, it was good to present ourselves over here at CWF 2023. It was a great experience. Thank you so much



**M. Balaji**

National Manager

Janatics India Private Limited

This is the first time we have participated in this fair, so we met lots of cable manufacturers as well as extrusion manufacturers. It was a really good response. Cable & Wire Fair is a good platform through which we can meet various manufacturers as well as OEMs. Already we have had lots of customers who are seeing the various products on display by us which creates an awareness about the products and the company. Last two days we have had almost 200 inquiries and since it is an integrated part of machines we had to sit and interact with the customers to change them into orders. So overall it was a good response.

































10  
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