

THE **IGEP** NEWSLETTER

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Stop Protectionism's Revival Now

Rarely the world economy has been facing as many risks as in the current year. With its new president the position and development of the United States has become nearly unpredictable. One does not get the impression that a stable and sustainable upswing is just around the corner. The relations vis-a-vis Iraq, Syria, Afghanistan and Turkey have not improved. Iran may become a trouble spot again and North Korea has emerged as the biggest menace for peace in world. A nuclear war with terrible consequences for the whole mankind is no longer totally unlikely. Even professional optimists have difficulties to see silver linings at the horizon.

Diplomacy and highly motivated diplomats are more than in great demand. If they are successful and can extinguish some of the most dangerous fire sources, the economic outlook does, however, not change into a rosy picture. The situation of the European Union is only slowly improving. In spite of some progresses too many member countries are confronted with growing nationalism which endangers the fundamentals of the EU and its stability. Russia is fighting with the impact of the western trade embargo and China has not yet found the way back to its high growth path.

Against this background it must be seen as a really positive development that most international organisations recently have reviewed their forecast for 2017 and slightly changed it to the better. They have done this for the gross national product (GNP) as well as for foreign trade. In addition they all agree upon the assumption that the coming two years will see a slightly accelerated further growth. The optimistic figures may become real if one danger can be averted which is apparently totally underestimated till today. This is the renaissance of protectionism. The US-president and the British Brexit supporters are not the only ones who follow this strange illusion. Globalisation, free trade, international division of labour, and liberalism have become dirty words in many countries and society groups. A good seventy years of successful fights against wide spread protectionism were apparently sufficient to find only the allegedly negative aspects of free liberal economies. Egoism and selfishness happily celebrate their resurgence. It is therefore high time to take a strong position in favour of economic liberalism and against protectionism. It will be impossible to further develop the world economy with slogans like "America first" or similar nationalistic phrases. If we confess to economic ethics we cannot act in this way. There is a responsibility for the poorer and backward countries and their inhabitants. How will they succeed if big countries drastically reduce their imports? How will they create the urgently needed additional employment if their exports are strangled? It is not the time for reviving protectionism, but for removing the still existing barriers!

With best regards

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SCHLESWIG – HOLSTEIN BUSINESS CENTRE

IGEP represents the WTSH-Business Development and Technology Transfer Corporation of the German Federal State of Schleswig-Holstein, located in Kiel. Germany is the largest economy as well as the biggest market in the EU. It is strategically located in the heart of the European Union that makes it an ideal springboard for foreign companies to enter the European market and to get a strong foothold there. Among all German federal states, Schleswig-Holstein offers an ideal location for any company that wishes access and entry to the European market. Its unique position between the North and the Baltic Sea enables it to also act as a bridge to Scandinavia as well as to Eastern Europe and the Baltic states.



WTSH is a unique promotional organization, especially for small and medium sized companies. It supports firms and entrepreneurs from Schleswig-Holstein which are interested to get access to the Indian market as buyers, suppliers or manufacturers. Assistance is therefore provided for trade, investment and technology transfer. At the same time special emphasis is given to Indian companies which plan to enter the German market. Most of these companies are highly specialized using niches in the market which gives them a strong international position.

Harvesting of Wind with Innovative Technology

Wind energy is one of the most environmental friendly energy sources available today. The use of fossil fuel has been identified as a major contributor to global warming and climate change. Wind energy is permanently renewable and does not create any greenhouse gases. This makes it an ideal source of energy production especially for developing countries. The field of wind energy has tremendous scope for economic development. It is crucially important for India, as the energy demand continues to grow, and cleaner energy alternatives are needed. Clean and sustainable domestic sources of energy are essential to fulfil the economic potential of India. Renewable energy especially wind energy can play a major part in shaping India's energy future. To utilise wind energy in an optimized manner, efficient and reliable onshore and offshore wind power plants and turbine technology are essential. The

company Aerodyn, based in Rendsburg, Schleswig Holstein, is an independent full-service provider for wind energy projects offering comprehensive design and services for every task related to wind energy projects since 35 years. With the experience of 27 complete wind turbine designs, Aerodyn offers comprehensive support for every individual engineering service from wind energy technology studies, component design, re-certification process and high level due diligence. Aerodyn's wind engineering has made substantial contributions to the development of numerous types of wind turbine generators and rotor blades. Aerodyn has produced many innovative concepts and developments in the field of wind energy. It played a key role in making China the number one in wind energy production. In India the first contracts have been implemented. Here it will be important to work with higher towers and bigger blades which will also be usable in other countries with lower wind intensity. It can be expected that the new off-shore solutions will bring a breakthrough for wind energy in many other locations. The off-shore wind turbines which are tested at present by Aerodyn create 5MW.

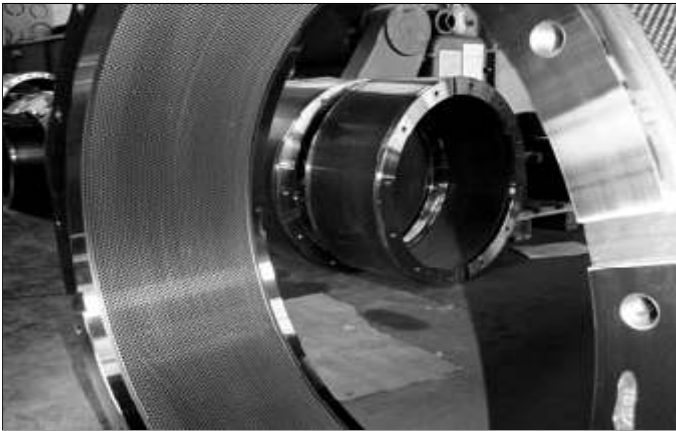


Optimization of Animal Feed through Advanced Pellet Dies

The results of keeping of animals depend to a large extent on the quality of feed. Long practical experience and scientific research show that the best results in providing the appropriate feed can be achieved through pelleting. Various feed components are properly mixed and then pressed through dies into the form of small pellets. The process is easier described than done because the dies with normally hundreds and thousands of drilled holes must be of first class quality.



Therefore generally stainless steel is used. In addition the dies have to be absolutely exactly fitting to the pressing machines and the consistence of the feed must guarantee that the holes never get congested. The demand for such feed arises especially in the fast growing poultry and aquacultures sector. Due to increasing costs of raw materials of feeds, many poultry and aquaculture companies are vertically integrating



and setting up their own feed processing plants in India. It has become a market with intensive competition in which foreign companies still play an important role. Optima, a leading German manufacturer and supplier of pellet dies and press roll rings to 75 countries around the globe has extended its services to India, too. Optima has earned a strong reputation due to high quality and durability of parts. Optima has helped improving the efficiency of many Indian animal feed factories by guaranteeing higher profits because of offering outstanding cost/performance ratios.

Optical Sensors Replace Conventional Methods of Measuring

Today's measuring processes move so quickly that they can no longer be detected using the human eye. Conventional measuring and testing systems that were used in the past are no longer sufficient. That is why modern sensor technology relies on optical sensors and laser-based systems. These measuring technologies have become



indispensable in industry and the skilled trades as well as in science and medical engineering. Light's precision, flexibility and ease of use, make it ideal for a wide variety of control and monitoring tasks. TriOS manufacture devices which are routinely used to measure light distribution in the water column as well as to validate and calibrate modern environmental parameters. The sensors and controllers provided by TriOS are applied in the fields of marine research, water quality monitoring, drinking water and waste water monitoring



as well as in applications for determining oil in water content. It currently has more than 11 different types of sensors for measurement of pH, colour, turbidity, conductivity as well as several other parameters. It also provides innovative solutions for controllers and accessories used with the sensors. Among other things, TriOS is one of the leading companies in the field of oil-in-water monitoring and thus makes a significant contribution to the reduction of environmental pollution caused by oil infiltration. The sensors have proved their reliability and versatility under many adverse environmental conditions. TriOS products are in good demand extending well beyond marine engineering to water quality, drinking water monitoring and waste water monitoring.

Clean Energy Initiatives by Herose

Herose GmbH in an important business partner of WTSB in India. It belongs to the world's leading manufacturers of Cryogenic valves with excellent projects for clean energy initiatives with its range of LNG valves.



Recently, Herose got an order for specialized valves for a liquid natural gas (LNG) project in Scotland. It came from an Indian customer. He supplies LNG equipments for a new plant in Scotland which will supply clean energy for the fish and aquaculture industry.

The fish feeding plants will use Liquid Natural Gas for most of its energy supply. Often located in off grid locations, fisheries and fish processing plants will be among the biggest beneficiaries of this unique project. Not only will it help reduce energy costs, but it will also reduce carbon emissions.

LNG is created by cooling natural gas to an extremely low temperature (-162°C) to turn it into a liquid that takes up 600 times less space than gas. LNG is non-toxic and non-polluting, making it ideal for off-grid high energy users looking for a greener, more cost-effective alternative to oil.

India Day in HUSUM Wind Fair

HUSUM Wind belongs to the world's leading trade fairs for wind energy. Since 1989 the small pictorial town which is located 80 km from Kiel and 140 km from Hamburg is the meeting point of the "Who is Who" from the wind sector.



Stall of WTSH

This year in September 650 exhibitors presented their newest developments. As always the show which is still seen as "the cradle of the wind industry" was accompanied by a special congress programme.



Left to Right: Mr. Christian Decker (Our counterpart in WTSH), Dr. Dietrich Kebschull (Chairperson, IGEP), Mrs. Sharda Subramaniam (Director, IGEP), Mr. Buchholz (Minister of Economic Affairs, Transport, Employment, Technology and Tourism of Schleswig Holstein), Dr. Boesche (Managing Director, WTSH)

The Business Development and Technology Transfer Corporation of Schleswig-Holstein (WTSH) participated in an India focused afternoon organised by its sister organization, the Network Agency Renewable Energie Schleswig-Holstein (ee.sh). The topic which attracted numerous visitors and experts was "Wind Energy and Market Possibilities in India." The event was started by the Indian Consul General in Hamburg, Mr. Madan L. Raigar. He emphasized the traditionally good relations between India and Hamburg and convinced the audience that there is much space for further

cooperation with mutual benefits. This statement was continued by Dr. Kebschull, who spoke about "India as a Business Place." The presentation included the recent policy initiatives such as the introduction of the Goods and Service Tax (GST) and how it is going to impact business in India. He also mentioned various other reform initiatives with special emphasis on the "Make in India" programme. He received a very good response. Many questions were raised regarding the new reforms such as GST and also last year's demonetization programme. Dr. Kebschull mentioned that these are long term reforms which despite temporary initial difficulties may benefit the Indian economy after some time.

Reunification Day Celebration in Embassy of Republic of Germany

October 3 is an important date in the German calendar. It was on this day in 1990 when the German Democratic Republic joined the Federal Republic of Germany to



Left to Right: Mrs. Sharda Subramaniam (Director, IGEP) with Mr. Karol Pećzak (Commercial Counsellor) and Mr. Jan Kucharz (First Secretary from the Embassy of the Republic of Poland in New Delhi)



Left to Right: Mr. Joshi (Leather Exporter), Mrs. Sharda Subramaniam (IGEP), Mrs. Birit Gairola (Orange Tree Consultancy), Mrs. Joshi (German writer), Dr. Dietrich Kebschull (IGEP), Prof. Dr. Ing. Arun K. Gairola (CEO Orange Tree Consultancy)



Left to Right: Mrs. Dua, Mrs. Geetanjali Subadar (German Embassy), Dr. Subadar (Army Doctor), Mrs. Sharda Subramaniam (IGEP), Mr. Chandan Dua (Ex. Head of Cargo, Lufthansa)

form the reunited nation of Germany. Berlin also was reunited into a single city and later was once again designated as the capital of united Germany. The Day of German Unity on 3 October has been the German national day since 1990. On the occasion of the Unity Day 2017, the German Embassy in New Delhi hosted a big reception. As usual this was the get together of business, politics, arts and academia diplomats from many countries. Among the invitees were also the German nationals working and studying in India, as well as members of various other Indian and international organisations and institutions.

Vermifiltration: Worms as Wizards

Vermifilters are commonly used for sewage treatment (either at a centralized level or in an on-site sewage treatment facility) and for agro-industrial wastewater treatment. Applications include those where wastewater quality requires treatment before discharging to the environment. Vermifilters are a low cost aerobic wastewater treatment option. External energy input for aeration is not required, making the process a low-energy process, also called



Mr. Andrew Kelynack with IGEP team

a "passive treatment" system. Pumps are only needed if gravity flow is not possible. Vermifilters also has a high level of treatment efficiency with a relatively low space requirement.

Andrew Kelynack from UK (Scotland) visited India in September and had a meeting with IGEP members. He introduced the concept of vermifiltration and its applications and requirements in India. Vermifiltration systems are suitable for most liquid organic waste streams which include sewage from households as well as waste streams from commercial properties (dairies, distilleries, breweries, farms, food processing, hotels, resorts etc). Their technology can be applied for business that produces an organic waste stream. This Scottish company is already a part of "Clean Ganga Mission" in India. To further extend its roots in India the company joined hands with IGEP for proper assistance and guidance in India.

Natural Stones Audits (ISES 2020)

India is one of the largest producers and exporters of granite in the world. With a market that has grown and modernized successfully since the early Seventies, the Indian granite industry is a world renowned supplier and manufacturer of granite countertops, statues, monuments and especially of grave stones. Germany is the biggest European buyer.

However, exports and the related employment generating opportunities to thousands of workers and their families are in danger, because it is alleged that granite grave stones etc. are made with child labour. To avoid setbacks and losses to the trade, IGEP developed an appropriate certification strategy to properly deal with these claims.

- A memorandum of understanding (MoU) is signed by individual buyers who seek certification in procuring stones that are devoid of child labour.
- IGEP regularly undertakes social auditing in the stone quarrying and manufacturing sector in India. This is done in strong cooperation with quarry owners, manufacturers, exporters and buyers without prior announcement and several times per year.
- The IGEP inspections are carried out for the entire value chain of stone manufacturing. All audits follow IGEP's comprehensive International Social and Environmental Standard (ISES 2020) which has been developed in 1996. ISES 2020 has its own copyright and comprises apart from child labour, forced labour, occupational

health and safety, freedom of association and right to collective bargaining, discrimination, disciplinary practices, working hours, compensation, upstream suppliers and environment protection. The standard is dynamic. It can always be adjusted to new challenges e.g. to new protective measures in the field of environment and renaturation.

Principles of Certification

The social and environmental auditing and certification of natural stones is offered by IGEP, for whole India. IGEP already has 25 years of experience in the production



Transportation of Stones



Photo of a mine worker



Workers working in the mines

control and certification of industries such as the manufacturing of carpets, shoes, and other leather products, textiles and clothing, home textiles, handicrafts and gift items, jewelry, automotive components, etc. IGEP is offering the regular and comprehensive systematic control and monitoring of the entire value chain on voluntary basis. The controls also comprise important social and environmental aspects and are not announced. Sellers and buyers pay a fixed amount which covers the expenditures for the controls as well as for social projects, mainly in the field of health and education.

Teachers' Day Celebration in Rugmark Schools

Teacher's Day is celebrated in India on September 5. The



Students blowing up balloons for decoration



Students eagerly waiting to surprise their teachers



Cake cutting ceremony organised by students for their loving teachers

day coincides with the birthday of Dr. Sarvepalli Radhakrishnan who was a teacher and professor. Dr. Radhakrishnan is acknowledged as one of India's most distinguished twentieth-century scholars of comparative religion and philosophy. He later became India's second President and served from 1962 to 1967.

The Rugmark Foundation has taken initiatives to help poor communities by empowering under privileged children through education, innovative healthcare and vocational training. The Foundation says that every Indian child has a right to education which opens the way to a better life. This is done by proper education and supplemented with vocational training in trades with a good future demand. The foundation is running seven schools including Rugmark Balashraya (A Rehab Centre in form of a boarding school) where former child labourers are provided with a homely environment, education and vocational training.

The Rugmark schools celebrated Teachers' Day on 5 September, 2017 to honour the contribution of teachers in their lives. Functions were organised by the students which included dance performances, singing and speeches delivered by students for their appreciated teachers. Flowers and best wishes were given too. Tribute was also paid to Dr. Sarvepalli Radhakrishnan. This celebration strengthened the bond between the teachers and students of the Rugmark schools.

Independence Day Celebration in The Little Keb Schools

The Little Keb-School is a project of IGEP Trust for the children of the disadvantaged social segments in Delhi. It was established in 2003 with a mission to provide the children from deprived communities with basic education, healthcare and hygiene, clean clothes, food and a happy life. The mission and vision of the school is 'Basic Education for All'. The Little Keb-School has been striving hard to develop the children from poor societies through its educational and vocational programs. Because of its systematic and efficient work it has been supported by the Rotary Club of Delhi Midtown. Further, companies working with IGEP and friends have also given a helping hand. The Little Keb School has become the reference project for three more schools, a small health centre and vocational training activities in the mica mining belt of the state of Jharkhand. Here the pharmaceutical company Merck from Germany agreed to follow the IGEP concept of helping the poor in these simple ways. The schools are located in the villages of Panchrukhi (Dhanbad Dist.), Barkitand (Giridih Dist.) and Sapahi (Koderma Dist.) in the state of Jharkhand.



Some Glimpses of The Little Keb Schools

Independence Day Celebrations: It was a joy to see the feeling of patriotism amongst the students of The Little Keb School, Neb Sarai commemorating the Independence Day celebrations. The enthusiastic participation of the students in various activities enthralled and impressed the audience. It was simply a joy to behold! The students decorated their respective classrooms and pasted Indian flags all around the school corridor. The bulletin boards were filled with creative works of students depicting their love for their motherland. Students participated in a march-past which was followed by a flag hoisting ceremony by Dr. Kebschull. Students also delivered speeches on famous Indian freedom fighters, gave dance performances and sung patriotic songs. In the end, food hampers were distributed to all the students along with an Indian flag. All the students raised their flags high in the air shouting "Jai Hind" in chorus with the teachers and IGEP staff bringing the celebration to conclusion.



Students gathered for celebrating Independence Day



Happy faces of students



Students hoisting Indian Flag and celebrating Independence Day



Distribution of food hampers

Education on Wheels Project

Facilitating education to the children of slum dwellers is important because these children are often forgotten. In a bid to make education accessible just for these children, IGEP partnered with the NGO Sukarya for the projects Education on Wheels. As the name suggests, Education on Wheels (EOW) is a special programme where the school comes at the doorsteps of the children. EOW works with a well-equipped bus with computer, TV and other essential education related materials. This innovative model in education is introduced in order to reach out to the children living in vulnerable conditions directly from slum areas with no access of education and learning environment. The financing of this project was only possible by the cooperation of the Rotary Clubs Gelsenkirchen-Buer in Germany and Delhi Midtown with Rotary International. Sukarya is taking care for the proper running together with IGEP.



A boy & girl stepping in the bus at Saraswati Kunj



Children learning alphabets



An activity in the class

Imprint



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