



## **TRISTONE FLOWTECH GROUP – 2012 Indian Auto Expo Participation**

From the 5th to 11<sup>th</sup> January, TRISTONE Flowtech Group participated in the 11th Indian Auto Expo ([www.autoexpo.in](http://www.autoexpo.in)) in New Delhi. The booth was shared with local supplier Bony Polymers with whom TRISTONE currently have a Memorandum of Understanding (MOU).

The Expo gave good exposure to many local OEM's as well as the Indian branches of known European/American OEM's. In particular the following companies visited, showing specific interest in TRISTONE products.

Maruti/Suzuki, PSA, GM, Mahindra, Jaguar/Landrover, Volvo, Chrysler, JCB, Tata Motors, Behr, Delphi Motors.

Interest was generally shown in all products, with more specific questions relating to surge tank development capabilities and fibre cooling hose technology. Fibre is seen as a new development with potential cost savings in a historically standardised product area.

Participants present at the Expo from TRISTONE were Andrew Hoodless (Program Management), Stephane Thomas (Sales and Marketing) & Patricia Oliveira (R&D).

In conclusion the Expo was a real success both in increasing TRISTONE'S exposure in the Indian market and as a potential low cost supplier for European OEM's. The time spent with Bony Polymers also strengthened the relationship building trust between both parties.

