

NEWSLETTER

APRIL - 2026 | Issue #5



EESA
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"A new financial year begins—fueling stronger collaboration and a unified vision as EESA continues to power the growth and professionalism of India's event ecosystem"

Wishing Everyone an Eventful New Year!

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Event Equipment Services Association

A photograph of Santana Davis, the President of EESA, standing in a large stadium at night. He is wearing a light blue polo shirt and is smiling slightly. The stadium is filled with a large crowd of people, and the lights are on, creating a vibrant atmosphere.

Message from the PRESIDENT **SANTANA DAVIS**

Dear EESA Members,

As we begin the new financial year, I wish all of you a year full of growth, stability, and new opportunities.

The business outlook looks positive, with good potential across sectors. Together, we can continue to raise the standards of our industry.

It's encouraging to see the strong response to membership renewals—this shows the growing trust and strength of our association.

At the same time, this is a reminder for us to stay united and support each other.

Let's continue to:-

Support fellow members during challenging times

- Encourage skill development and innovation
- Focus on improving Dry Hire practices and increasing
- Collaboration among members

EESA is also delighted to welcome GIS AG as an advertiser. Their expertise in advanced lifting solutions aligns well with our vision of strengthening technical excellence within the community.

Wishing everyone a successful and prosperous financial year ahead.

Warm regards,
Santana Davis
President, EESA

From the Desk of the **TREASURER** **ZAKIR ALLADIN**



Dear Members,

I hope this message finds you well.

As we step into a new financial year, I extend my best wishes to each one of you for a year filled with growth, stability, and continued success. It is a privilege to serve as your Treasurer, and I remain committed to strengthening the financial foundation of our association while supporting its long-term vision.

Over the past year, we have taken several important steps to streamline and strengthen our financial and operational framework:

Strengthened Financial Oversight: We are now working with M/s GTC & Associates, with the able support of Mr. Sai Kiran, whose efficiency and diligence have already added significant value to our processes.

Digital Transformation: We are in the process of migrating to Zoho CRM and integrated accounting systems. This move will bring greater transparency, faster processing, and improved accessibility across our financial operations.


Membership Growth: With the continued efforts of our General Manager, we have welcomed several new members into the EESA community, further strengthening our collective network.

These initiatives are designed to ensure that EESA remains agile, transparent, and future-ready.

Thank you for your continued trust and commitment to the association. Together, we will build on this momentum and create even greater value for our community.

My doors are always open—do drop me a line via WhatsApp or email for any financial query or assistance.

Warm regards,
Zakir Alladin
Treasurer, EESA

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 treasurer@eesa.in, finance@eesa.in

Celebrating 50 Years of Excellence – Mr. Felix Remedios

The Event Equipment Services Association (EESA) proudly celebrates a truly remarkable milestone—50 years of dedication and leadership by Mr. Felix Remedios at Reynold's.

A pioneer and visionary, Mr. Remedios has been a cornerstone of the event and entertainment industry. His journey is a testament to unwavering commitment, excellence, and a legacy that continues to inspire generations of professionals across the ecosystem.

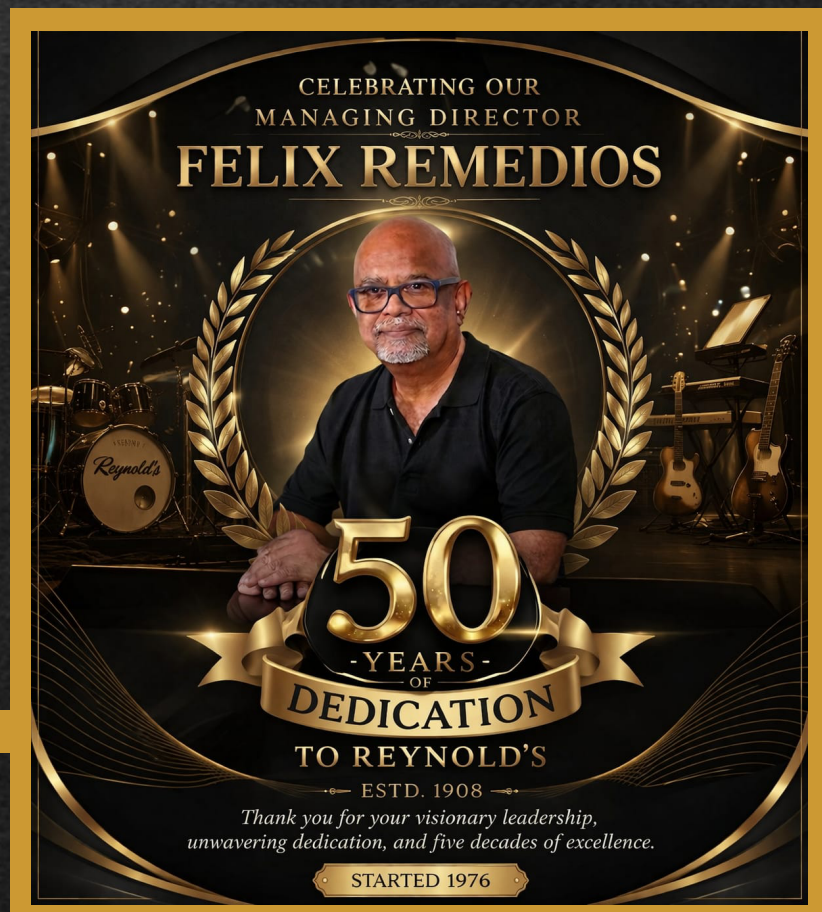
As the Founder President of EESA, Mr. Remedios played an instrumental role during the Association's formative years. His leadership helped transform EESA from a regional initiative into a strong national body. Among his many contributions, he was pivotal in establishing key frameworks such as the Dispute Resolution Committee, laying the foundation for a more structured and collaborative industry.

Today, as the Chairperson of the South Zone, he continues to guide, mentor, and strengthen the community with the same passion and vision that have defined his journey.

This milestone is not merely a celebration of years, but of impact, integrity, and enduring passion. It reflects a lifetime devoted to building not just a business, but an entire industry.

On behalf of the EESA community, we extend our heartfelt congratulations to Mr. Felix Remedios and wish him continued success, good health, and many more milestones ahead.

– Team EESA



CLAMPS



IST - 01
Single Swivel
Clamp



IST - 02
Single Swivel
Clamp



IST - 03
Double
Swivel Clamp



IST - 04
Clamp with
Conical Coupler



IST - 05
Clamp with
Eyebolt



IST - 06
Drop Forged
Swivel Clamp



IST - 07
Quick
Trigger Clamp



IST - 08
(Black) Quick
Trigger Clamp



IST - 09
G Clamp
(Small)



IST - 10
G Clamp (Big)



IST - 11
Trigger Clamp



IST - 12
Double Grip
Swivel Clamp

★ Design Subject to change



The Intelligence We Forgot to Name

Why this industry's greatest asset
is the one it never learned to sell!



VIJAY SABHLOK

Principal Synthesist, Empact Studio
& Chief Technical Strategist, Event Resource

3:47 AM. Venue floor.

The LED wall has a dead panel. Twelve hundred guests arrive in five hours. The creative agency is asleep. The client is asleep. The designer who approved the render three months ago is definitely asleep.

But you're not asleep. You're standing in a half-lit hall with a cup of cold chai, a walkie-talkie, and thirty years of knowing exactly what to do next. You reroute the content mapping. You adjust the pixel pitch on the adjacent panels. You call a rigger who owes you a favour. By 6 AM, the wall looks better than the original spec. Nobody will ever know it was broken.

And that's the problem. Nobody will ever know.

Not because they don't care. But because this industry has never built a language for the intelligence that lives in those moments. We have rate cards for gear. We have proposals that list speaker arrays, LED processors, and truss tonnage. But we have no vocabulary for the thinking that makes all of it actually work.

I've spent 35 years in this industry – starting as a sound engineer, ran lighting and AV companies, ran cables and lifted equipment, doing on site production .. to tech direction. Then built Event Resource and now Empact Studio into what they are today. And the longer I've been in it, the more convinced I am: the single biggest asset our industry has is the one it has never learned to name, value, or sell.

The Mastery of Disappearing

Think about the last truly great event you worked on. The one where everything just felt right. The sound wrapped around the audience without anyone noticing a single speaker. The lighting shifted mood so seamlessly that people felt the emotion change without ever looking up at a truss. The projection mapped so precisely onto the surface that it stopped being "projection" and became part of the architecture.

Now think about who got the credit. The creative agency. The brand. The event manager. Maybe the artist on stage. Almost never the people who made the invisible layer work.

And here's what I want to say to every equipment professional, every AV engineer, every lighting programmer reading this: that invisibility is not your failure. It is your highest form of mastery.

When a sound system is perfectly tuned, nobody talks about the sound engineer. They talk about how the keynote moved them to tears. When the lighting is perfect, nobody photographs the fixtures. They photograph the moment the light created. Our craft is the only craft in the world that succeeds by disappearing. That's not a weakness. That's an extraordinary skill. We just never learned to articulate it that way.

We keep selling the hardware. The spec sheet. The gear list. But the real value was never the hardware. It was the intelligence that decided which hardware, placed where, tuned how, timed to what. It was the thinking that made the technology vanish into the experience.

The Seat We Deserve

Here's a scene most of us have lived through. A creative agency sells a beautiful render to a client.

Everyone applauds. Then it lands on our desk and we know – within ten minutes – that half of it can't be built. Not within budget. Not within the timeline. Sometimes not within the laws of physics. And so begins the familiar dance: we re-engineer the vision to make it possible, we compress timelines, we find workarounds, and we deliver something that works. The client is happy. The agency takes a bow. And we load out at midnight.

What if we were in the room before the render was approved?

Not to kill the creativity. Not to say no. But to say: here's how we make this not just beautiful, but buildable. Here's what will actually work in this venue, with this ceiling height, with this power supply, in this monsoon season. Here's how to make the vision better by making it real.

The people who understand on-ground reality have enormous untapped strategic value. But the industry keeps them in the back-of-house, consulted only after promises have been made. I believe the equipment professional deserves a seat at the planning table – not as a vendor who gets briefed, but as a collaborator who shapes the brief. When feasibility is checked before the design is finalised and not after, everybody wins. The creative gets stronger. The budget gets more honest. And the client is saved from the expensive heartbreak of a render that can't be built.

This isn't about replacing designers or agencies. It's about recognising that the people who know what actually works on the ground are strategic assets, not service providers who show up after the thinking is done.

Let's Earn the Word Back

I need to talk about the elephant on the stage. The word "experience."

Somewhere in the last decade, every LED wall became an "immersive experience." Every truss rig became "experiential." Every event with a smoke machine and a DJ became a "transformative experience." The word has been used so loosely and so often that it has stopped meaning anything at all.

And I think that's partly on us. When we sell hardware and call it experience, we cheapen the word. When we bolt an LED panel onto a wall and call it immersive, we make the real thing harder to recognise. An experience is not a product you install. It's an outcome you engineer – through narrative, through spatial design, through understanding how humans actually move, feel, and behave in a space.

But here's the thing: if we do what I've described above – if we value the invisible craft, if we bring our on-ground intelligence into the planning room, if we stop leading with spec sheets and start leading with thinking – then we actually earn the right to call what we do “experiences.” Not because we stuck a screen in a ballroom. But because we engineered an environment where people felt something real.

The word isn't the problem. How loosely we've used it is. Let's earn it back.

The Intelligence Has Always Been Here

This industry doesn't need more gear. It doesn't need another LED panel with higher resolution or another software platform promising to revolutionise events. What it needs is something far simpler and far harder: a recognition of the intelligence it already has.

The intelligence of the sound engineer who tunes a room by ear. The lighting designer who knows that the pause between two cues is more powerful than either cue alone. The AV professional who can look at a venue floor plan and tell you in thirty seconds what will work and what won't. The rigger who sees structural risk before the structural engineer does. The project manager who holds together eighteen vendors, four time zones, and one very nervous client – and makes it look effortless.

That intelligence is real. It is valuable. And it is ours.

All we need to do is name it, own it, and learn to bring it forward – earlier in the conversation, higher up the table, and into a language that clients and collaborators understand. Not louder. Not flashier. Just earlier. Just clearer.

We've spent decades making other people's visions work. Maybe it's time we recognised that the thinking behind that work is the most valuable thing in the room.

Vijay Sabhlok is the founder of Empact Studio and Event Resource, Mumbai. With 35 years in the events, Audio, Lighting, AV, and experience technology industry, he works at the intersection of design thinking, spatial logic, and technical engineering to create environments that move people. He can be reached at vijay@eventresource.in & vijay@empactstudio.com



Compliances Calendar - Quarter 1 - 2026-27

Due date	Period	Particulars
		April 2026
10-04-2026	March	Filing of GSTR-7 (TDS) & GSTR-8 (TCS)
11-04-2026	March	Filing of GSTR-1 (Monthly filers > ₹5cr turnover)
13-04-2026	March	Filing of GSTR-6 (ISD) & GSTR-5 (NRTP)
13-04-2026	Jan to Mar (Quarter-4)	GSTR-1 for taxpayers under the QRMP Scheme(Jan-Mar 2026)
15-04-2026	March	Payment of ESI & PF contributions
18-04-2026	Jan to Mar(Quarter-4)	CMP-08 for Composition Scheme taxpayers Oct-Dec 2025)
20-04-2026	March	Filing of GSTR-3B (Monthly filers)
20-04-2026	March	Employee Professional Tax
22-04-2026	Jan to Mar (Quarter-4)	GSTR-3B for QRMP taxpayers (based on state category) for Q4.
30-04-2026	April -2025 To March-2026 (FY 2025-26)	GSTR -4 Annual Return of Composition supplier
30-04-2026	March	Deposit of TDS & TCS (Non-Government deductors)
		May-2026
07-05-2026	April	Deposit of TDS & TCS (Non-Government deductors)
10-05-2026	April	Filing of GSTR-7 (TDS) & GSTR-8 (TCS)
11-05-2026	April	Filing of GSTR-1 (Monthly filers > ₹5cr turnover)
13-05-2026	April	Filing of GSTR-6 (ISD) & GSTR-5 (NRTP)
15-05-2026	April	Payment of ESI & PF contributions
20-05-2026	April	Filing of GSTR-3B (Monthly filers)
20-05-2026	April	Employee Professional Tax
30-05-2026	Jan to Mar (Quarter -4)	Quarterly TCS Statement in Form 27D for Q4 (FY 2025-26)
31-05-2026	Jan to Mar (Quarter -4)	Quarterly TDS Statement in Form 27D for Q4 (FY 2025-26)
		June-2026
07-06-2026	May	Deposit of TDS & TCS (Non-Government deductors)
10-06-2026	May	Filing of GSTR-7 (TDS) & GSTR-8 (TCS)
11-06-2026	May	Filing of GSTR-1 (Monthly filers > ₹5cr turnover)
13-06-2026	May	Filing of GSTR-6 (ISD) & GSTR-5 (NRTP)
15-06-2026	May	Payment of ESI & PF contributions
15-06-2026	Financial Year 2026-27	First Installment of Advance Tax for FY 2026-27.
20-06-2026	May	Filing of GSTR-3B (Monthly filers)
20-06-2026	May	Employee Professional Tax
30-06-2026	Financial Year 2026-27	Company Directors DIR-3 KYC Updation
30-06-2026	Financial Year 2026-27	Updation of Import & Export Code.



Suryakant Bandavane | SURYA PRODUCTIONS LED VIDEO WALL
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Outdoor Led Screen P3.9mm
(Bought Between 1-5 years ago)



Michael James Williams | Audio Sciences
📞 +9380906246, ✉️ mike4sound@gmail.com

SC48 for sale. Bought from Ansata in 2019. 48 in / 32 out.
Sparingly used. With flight case
(Bought 5 years ago)



Monty Khanna | MIX
📞 +91 9810034744, ✉️ montykhanna28@gmail.com

SC48 MIXER
(Bought 5 years ago)



George Jacob | SHADOW LIGHTING AND SOUND
📞 +91 9573605905, ✉️ Shadow.slspro@gmail.com

Universal Truss 520mm Beam With 400mm Pillars 60/60/36
Box Truss In Good Condition
(Bought Between 1-5 years ago)



Sushant Mehrotra | IRS COMMUNICATIONS
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Near-new condition, complete setup, ready for immediate
delivery (Delhi)

EESA North Zone Meet & Greet March 25th, 2026

The EESA North Zone Meet & Greet in Delhi saw a strong turnout of ~35 participants, including existing, new, and prospective members.

The session opened with an overview of EESA's purpose and direction, followed by an honest discussion on the North Zone's current landscape and the path forward—focusing on collective growth.

An engaging Q&A with the North Zone Committee encouraged open dialogue, with a clear takeaway: the need for greater member participation—less talk, more action. Members also emphasized fair and ethical business practices, backed by real industry experiences.

Key challenges such as staff retention and poaching were discussed, alongside a proposed code of conduct involving NOCs before hiring. The welfare of staff and labourers also emerged as a priority, to be addressed collaboratively with NEC, EEMA, and hotel associations.

The meet marked a positive first step towards stronger collaboration, accountability, and unity within the North Zone.

Special thanks and acknowledgment to Sushant Mehrotra (Regional Chairperson - North Zone), Davinder Wadhwa (NCC - North Zone), Sandeep Dhawan (NEC - North Zone), Arvind (NCC - North Zone), Ravi Grover, and Suresh Madan for their valuable contributions and support.



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📍 The Monero & Moraki, New Delhi



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📍 Jio World Convention Center, Mumbai

WORKSHOP



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