

**ACMA**

Automotive Component Manufacturers Association of India

April-May 2018

# AUTONEWS

Vol 10 No 72



ACMA Value  
Chain Summit, **Gujarat**  
Automechanika  
**Dubai**

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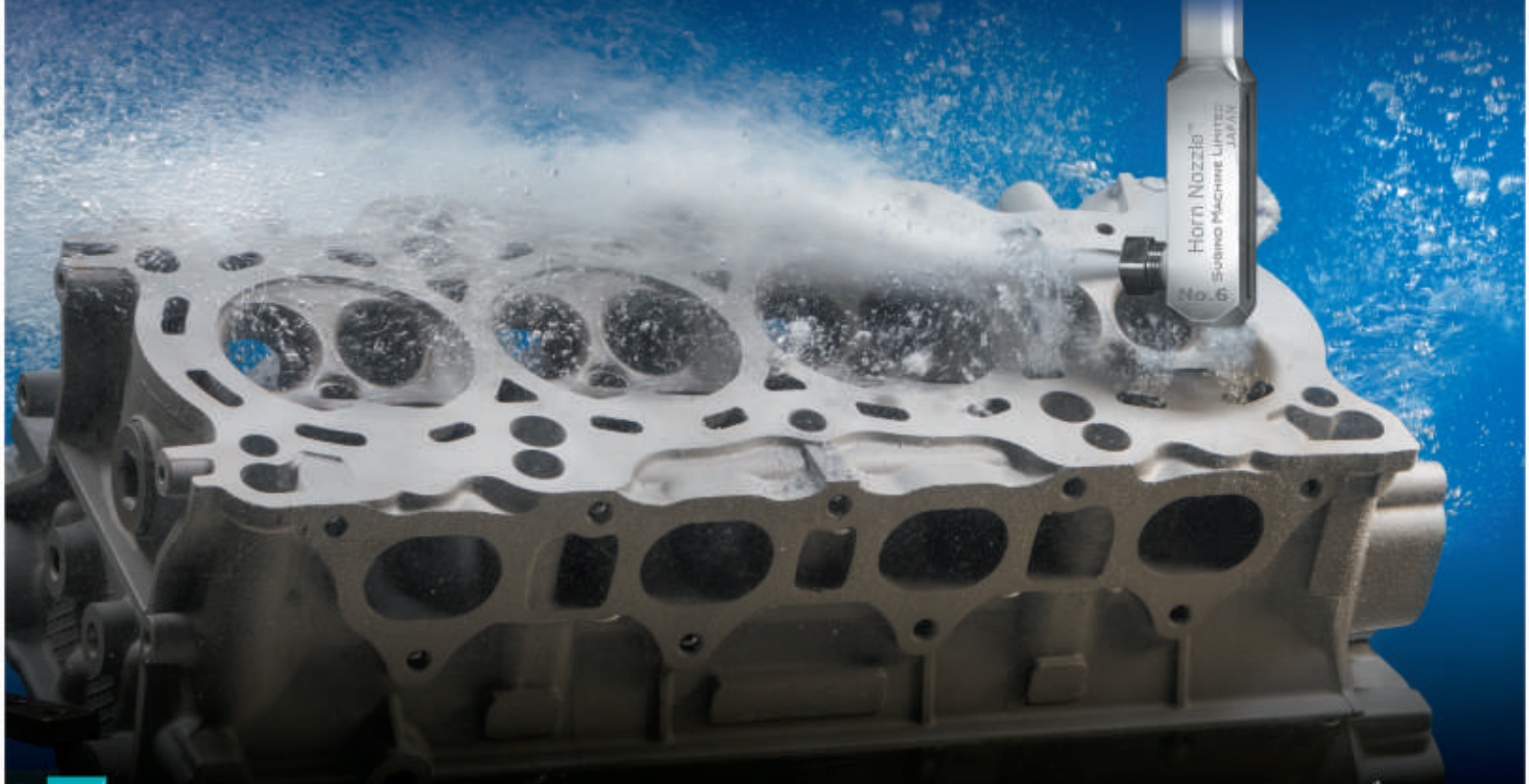


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## EDITOR'S NOTE

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I hope you would have already noticed the change in the first few pages. With this note I would like to apprise you that ACMA has undergone a realignment that will enable us to innovate with greater speed, efficiency and capability in a fast changing world. This enables us to execute even better on our strategy to deliver a range of services that best empower our stakeholders, the activities they value most in their business.

With this restructuring all ACMA activities will be executed under five main pillars; (i) Business Development, (ii) Education/skilling/training/mentorship, (iii) Government Advocacy/ Regulations/ Research, (iv) JV/ TA/ M&A/ Overseas Investments/Industry Associates and lastly (v) ACMA branding and PR Communication.

The last two months have been extremely exciting and thrilling with a number of international and domestic events. ACMA participated for the 5th time in a row at Automechanika Dubai from 1st - 3rd May 2018 with 100 Indian exhibitors, 50 ACMA member companies and an equal number from Engineering Export Promotion Council of India (EEPC). The Indian exhibitors showcased their latest and best aftermarket products, technologies and capabilities. Earlier in the month ACMA participated in Automechanika Istanbul to explore business opportunities in the Eurasia region.

On the domestic front ACMA for the first time organized Value Chain Summit in Gujarat from 18-19 May, 2018. The event was inaugurated by Hon'ble Chief Minister of Gujarat Vijay Rupani. The two-day summit showcased the capabilities of 200 auto component makers, both Tier-1s and Tier-2s, to OEMs in Gujarat. The event aimed at creating a robust automotive ecosystem in the state, business opportunities for the auto component manufacturers and build a forum for dialogue between the government and industry. At the occasion Mr Vijay Rupani assured the industry that his government stands committed to further strengthen the automotive ecosystem in the state.

Hope all of you will enjoy reading the details of the ACMA activities and keep supporting our initiatives.

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**Vinnie Mehta**

Director General, ACMA  
dg@acma.in

**ACMA AUTONEWS**

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Editor: Vinnie Mehta, Director General, ACMA |  
Associate Editor: Harkaran Malhotra, Dy Director, ACMA

Editorial Delhi Office:  
Automotive Component Manufacturers Association of India,  
The Capital Court, 6<sup>th</sup> Floor, Olof Palme Marg, Munirka,  
New Delhi - 110 067  
For Advertisement enquiries, contact Harkaran Malhotra,  
harkaran.malhotra@acma.in | 9873784038

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ashesdesignstudio@gmail.com | 9999114295



# 1

## BUSINESS DEVELOPMENT



### Automechanika Istanbul

ACMA has been making concerted efforts to explore business opportunities for Indian auto component manufacturers in markets beyond India. Considering the importance and vast untapped aftermarket in the Middle East, ACMA participated at the Automechanika Istanbul 2018 along with its 19 members who displayed their products in the common area of 162 sq.mts at Hall 5 from April 5-8, 2018.

Automechanika Istanbul is considered to be one of the prime automotive trade shows in transcontinental geography of Eurasia. The show featured key aftermarket products including workshop equipment, bodywork and paintwork, car wash, IT & management, tyres and batteries.

The Automechanika Istanbul has grown monumentally over the years and has almost doubled in size since its last edition. The ACMA joint stand received buyers from the OE and aftermarket segments from Turkey, Western and Eastern Europe, CIS, Egypt, South Africa, US, Middle East and Iran.

The Automechanika Istanbul plays a critical role for the Indian auto component makers since the cost of manufacturing is high in Turkey and with the vision to expand footprints in the global arena, was the right platform to display India's technology. Keeping this in mind many Indian OEMs have also set up their offices in Turkey seeing the importance of the market.

ACMA members at the joint stand confirmed to have generated good business leads with a few orders for their products. The response from the show was encouraging and many members showed interest in participating at the Automechanika Istanbul next year.



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# ACMA Value Chain Summit facilitates creation of robust automotive ecosystem in Gujarat



The first ever Value Chain Summit in Gandhinagar, Gujarat by Automotive Component Manufacturers Association (ACMA) was inaugurated on 18 May, 2018 by Hon'ble Chief Minister of Gujarat Vijay Rupani at Mahatma Mandir, Gandhinagar.

The two-day summit showcased the capabilities of 200 auto component makers, both Tier-1s and Tier-2, to OEMs based in Gujarat. The event aimed at creating a robust automotive ecosystem in the state, business opportunities for the auto component manufacturers and build a forum for dialogue between the government and industry.

Speaking on the occasion, Nirmal Minda, President, ACMA said, "We are honoured that the Hon'ble Chief Minister of Gujarat is here to inaugurate the ACMA Value Chain Summit. The state of Gujarat is in the making of Detroit of India and ACMA is delighted to host 200 leading auto component manufacturers, both Tier-1 and Tier-2 suppliers, who would help create a strong automotive ecosystem in the state. With complete alignment of industry initiatives with those of the State Government, I am confident that Gujarat would emerge as the key destination for automotive manufacturing in not to distant a future."

Addressing the gathering, Hon'ble Chief Minister of Gujarat, Vijay Rupani said, "Gujarat has been proactive in attracting investments especially in the automotive sector. We have not only attracted the leading automotive players but have also earned the trust of all stakeholders in the industry. Building on this trust, I would like to assure the industry that my government stands committed to further strengthen the ecosystem in the state. I compliment ACMA for organising this Summit and for creating a unique industry forum for the development of the automotive industry in Gujarat."

Several key leaders from the vehicle industry graced and addressed

the Summit, including Kenichi Ayukawa, Managing Director & CEO, Maruti Suzuki, Anurag Mehrotra President & Managing Director, Ford India, Minoru Kato, President & CEO, Honda Motors Cycles & Scooters and Thomas Flack, Chief Purchase Officer- Tata Motors, among others.





## 16<sup>th</sup> Automechanika Dubai 2018

Auto Component Manufacturers Association of India (ACMA), the apex body representing the interest of Indian Auto Component Industry with the support of 'Ministry of Commerce' participated at Automechanika Dubai 2018 for the 5th straight edition. The show, organized by Messe Frankfurt Middle East was held in Dubai World Trade Centre from 1st - 3rd May 2018.

Being one of the largest dedicated automotive aftermarket trade fairs, the 16th edition of Automechanika Dubai had 25 country pavilions and 36 trade associations. This year, the event hosted 1,812 exhibitors from 61 countries, who interacted with 27,639\* visitors from 146 countries and 36 international trade associations. From India 100 Indian exhibitors participated, 50 ACMA member companies and an equal number from Engineering Export Promotion Council of India (EPC). The Indian exhibitors showcased their latest and best aftermarket products, technologies and capabilities.

Establishing ACMA's distinct presence at the Automechanika Dubai, Mr. Vinnie Mehta, Director General, ACMA said "We are thrilled to be a part of one of the most significant automotive trade shows in United Arab Emirates. According to a joint ACMA - Frost & Sullivan study, it has been estimated that light vehicle sales in Middle East will grow at a CAGR of 8 per cent, reaching 4.1 million units by 2021, that'll put the total number of cars in operation in the region at 41.36 million, compared to an estimated 37 million in 2017. This depicts a huge upside opportunity for the Indian aftermarket component manufacturers to service the vehicle parc. Also, with respect to trade with UAE, India exported USD 346 million worth of auto components in 2017 which grew by 12% since 2016 CY."

India pavilion was inaugurated by Shri Vipul, Counsel General of India in Dubai. ACMA President Mr. N K Minda visited the ACMA India pavilion. Business visitors to ACMA joint stand included those from South East Asia & Middle East/Gulf, China, Africa, Europe, USA and Pakistan.



Exhibitor at ACMA India pavilion gave a very positive feedback as they were able to make new business relation/distributors and strengthen the existing business relations with large number of buyers. Orders worth USD 2.2 million were booked and Enquiries were received for 1.3 million orders. 3 exhibiting in auto component manufacturers received request for joint ventures.





# Exploring EV Technology in China



India is at nascent stage in adoption of Electric Mobility when compared with the other developed markets such as USA, China and Europe. With the objective of supporting Hybrid/ electric vehicle market development and the manufacturing ecosystem, the Government of India is working on a policy -FAME II which aims to make the country's public transport system fully electric and promote e-mobility. FAME-II proposes to invest Rs. 8730 crore in the shift of public transport to battery operated vehicle. Also they are working on a policy to encourage Zero Emissions Mobility in India in line with the objective of having ZEV (Zero Emission Vehicles) by 2030. Recently government of India announced to double the mandatory local content in electric vehicles at 50% in first year, 60% in second and to 70% in the subsequent year.

Therefore, ACMA under the leadership of Mr. Nishant Arya, JBM Group, took the delegation from 7 – 10 May, 2018 to China comprising of 13 Indian auto component manufacturers to meet companies that are into EV ecosystem. With the objective to understand and explore possible ways of cooperation, opportunities for enhancing business linkages, possible areas of collaboration and JVs in the EV technology.

During the five day mission the delegates visited Dynamic Power, Beijing, CATL, Fujian, BYD, Shenzhen, Sin Excel, Shenzhen and an EV Expo in Guangzhou





## India Auto Parts Business Match Making Expo

ACMA organized the second edition of the "India Auto Parts Business Match Making Expo" in Yokohama, Japan from 23 – 25 May, 2018. The Expo was organized concurrent to the Automotive Engineering Exposition to showcase capabilities of Indian Suppliers frugal engineering and manufacturing excellence.

The broad objectives of India Autoparts Business Match Making Exposition was to create strategic partnerships and agreements with Japanese auto-component manufacturers/Tier 2 companies and other stake holders, explore possibilities of acquiring/JVs/collaboration for technology - Auto-electronics, vehicle safety, emission control, anti-collision intelligence, new opportunities with OEMs/ Tier 1 and visit to SAE show to witness next level of technology changes.

The event witnessed participation from over 45 delegates from 33 ACMA member companies.

### Some key highlights of the Expo are:

- Over 750 visitors attended the 2days event.
- Over 150 B2b meetings arranged
- 17 leading OEMs visited the show
- Presence of leading top large distributors visiting the show
- 2 RFQs issued and 5 will follow shortly
- Visit to SAE show was also very engaging and many companies have shown keen interest to participate in a similar event for next year.

The expo was inaugurated by H.E. Shri Sujan R. Chinoy, Ambassador, Embassy of India, Tokyo Japan; Ms. Hojo Naoko, Chief Director, Japan External Trade Organisation, Yokohama; Mr. Takao Kubozuka, Executive Director, Society of Automotive Engineers of Japan, Inc.; Mr. Masashi Oshita, Vice Chairman and Executive Managing Director, JAPIA

The overall assessment of Indian companies with regard to their participation was good. With this initiative we expect that India – Japan Automotive business will further strengthen our tie-ups.





## Gyan Darshan - Visit to Sandhar Technologies Ltd. and Honda Vocational Training Institute

As a part of Gyan Darshan visit ACMA's Northern Region HR Forum organized a visit to Sandhar Technologies, Pathredi & Honda Vocational Training Institute (HVTI), Tapukara, Rajasthan, 4th May 2018.



At Sandhar Technologies, 30 participant from ACMA member companies closely observed Poka-Yoke validation, training on cutting tools, training given to operators before getting them to the shop floor, shadow board for tooling, use of 5s and visual improvements.

The participants also visited Honda Vocational Training Institute (HVTI) to understand skilling initiative by OEMs.

The HVTI was built with an objective to improve employability of youth so as to help them gain useful employment opportunities across the Auto Value Chain. With an increasing challenge of skilled manpower scarcity, companies like Honda are looking at taking

proactive measure to groom and hire manpower for their growing manufacturing activities in India. HVTI will help create a pool of skilled manpower for other players, suppliers and dealers will also benefit with the availability of skilled employable manpower. Reduce the training time, cost of the industry. Provide hands on experience of tools & equipment. Need to skill large quantity in automobile skills to cope with the growth of sector.

# YBLF Mission to Japan



To strengthen the existing linkages as well as explore new opportunities for the auto component industry in India, ACMA organised a 25 member delegation under its Young Business Leaders Forum (YBLF) to Japan from 21-25 May, 2018. Mr. Sanjay Labroo, Chief Mentor of YBLF & Past President ACMA led the 25 member delegation of young CEOs.

The objective of this mission was to strengthen the economic and commercial relationship between both the countries, understand the existing levels of technology, quality, productivity, R&D in the Japanese's automotive industry and assess the possibilities of developing long term business relationship with the Japanese vehicle manufacturers.

The delegates were exposed to prevailing best practices followed by OEMs in Japan like Toyota, Suzuki and Honda. They also got an opportunity to participate in Business Match Making Show organised by ACMA and Automotive Engineering Exposition organized by SAE (Society of Automotive Engineers).

Mission began with the visit to Toyota Takoaka Plant followed by Toyota Kaikan Museum. The delegates had the opportunity to interact with O Suzuki San, Chairman and CEO, Suzuki Motor Corporation and SMC Team, Mr. Kazuhiko Ayabe, Managing Officer Executive General Manager, Purchasing, Mr. Yasuhiko Nakamura, Senior Advisor - Group II, Global Automobile Purchasing Dept. and Mr. Kenichi Ayukawa, Managing Director & CEO, Maruti Suzuki India Limited. Delegation also visited Suzuki Plaza where they witnessed different stages of Suzuki's history, represented by many different products the company has made over the years, as well as an exhibit showing a modern production line of cars. On the second day, delegation had a Plant Visit to Suzuki Motor Corporation, Kosai Plant.

The delegates participated at the Business Match Making Show organised by ACMA and Automotive Engineering Exposition organized by SAE (Society of Automotive Engineers).

The delegates also visited Honda Motor Co., Ltd. Yurii factory – An

Advanced Plant for a New Era. This finished automobile plant came on line in 2013 with the capacity to produce 250,000 vehicles per year. Based on the triple zero principle, the Yorii Automobile Plant is contributing to the solution of such problems as climate change, energy and resource scarcity while envisioning the zero-environmental-burden society of the future. The visit to this facility was an eye-opener. It was a state of the art plant and added another dimensions to the thoughts of the delegation members for future growth.

The overall feedback received from members was very encouraging and it was an eye opening experience for all the participants after seeing the level of automation used in the plants.



# EASTERN REGION

## SESSION ON VALUE STREAM MAPPING

ACMA Eastern Region organized a session on Value Stream Mapping on 5th April 2018, Jamshedpur. The objective of the program was to make the delegates understand the language of Lean Manufacturing that improves the flow of inventory and information.



Mr. Ranjan Vasishtha, a Lean Expert, explained the importance of value stream mapping that creates a baseline to measure improvements, defines a vision of the future process, identifies opportunities for improvement, designs an implementation plan for improvements, plans tools to optimize results of eliminating wastes, and most importantly without the map, one may focus on the wrong areas to try to improve.

A total of 22 delegates attended the session & feedback received was encouraging.

## 6<sup>th</sup> KAIZEN COMPETITION

ACMA Eastern Region organised the 6th Kaizen competition on May 15, 2018. There were total 38 kaizen presentations and 60 viewers from member companies. The Chief Guest for the competition was MR. A. B. Lall, Head, Manufacturing, CVBU, Tata Motors Ltd.

The Rules and the guidelines were presented by Mr. Tapas Sahu,



Regional Coordinator, Jamshedpur. He also introduced the Jury members to all. The three jury members were Mr. Lokesh Paliwal from Tata Steel, Mr. Shubhashis Das from Tata Motors and Mr. Ramphal Nehra from Tata Cummins Ltd.

The Chief Guest, Mr. A. B. Lall, said, "I have been attending the Kaizen competition from the beginning and I have seen that the maturity of the delegates has increased tremendously. The Kaizens have improved drastically and the level of competition has certainly gone up. Success is the sum of small efforts repeated day in and day out. This is so true in case of Kaizen".

Kaizen brings change for better. It is a perfect idea to achieve Quality. When we work passionately, putting our mind, energy and soul in our work, improvement in quality happens. We should always strive for continuous improvement instead of perfection. Kaizen is small changes for greater goods. So one should always open his mind to think differently, to accept changes and challenges and grow his potential, said Mr. Ranjot Singh, Dy. Chairman, ACMA(ER).

### The result of the competition were:

1st Position	Mr. Sagar Dewangan from Plant V- RSB Transmissions (I) Ltd.
2nd Position	Mr. Santosh Biswakarma from Plant I- RSB Transmissions (I) Ltd.
3rd Position	Mr. Deepak Kumar from Ramkrishna Forgings Ltd.

## Education/Skilling/Training Mentorship

Three consolation prizes went to the Kaizens in 4th, 5th and 6th position:

1.	Mr. Kewal Kumar from Sudisa Foundry Pvt. Ltd.
2.	Mr. Prabhunath Prasad from Multitech Auto Pvt. Ltd.
3.	Mr. Prem Prasad from Metaldyne Industries Ltd.

## NORTHERN REGION

### 18<sup>th</sup> BATCH OF SIX SIGMA BLACK BELT CERTIFICATION PROGRAM - LEVEL 1

The Six Sigma Certification Program has been receiving an excellent response from the ACMA Members, and Northern Region has successfully completed 17 batches and created 288 black belt personnel out of 541 personnel created overall in ACMA membership.



The Northern Region black belts, have done a saving of Rs 206 millions in their companies, through 493 shop-floor problem solving, cost reduction and productivity and process improvement projects. With this background, ACMA Northern Region launched its 18th batch on 17 April, 2018 and the Module I with six module certification program from 17th to 19th April 2018 in New Delhi.

Mr. Ram Narayan with his wide experience has helped the industry in implementing FMEA, and is a Six Sigma Master Black Belt.

There were 19 participants in this batch from 8 NR membership companies, they will undergo this training for the next six months, spending 2-3 days of class room training every month uptill October 2018. During this period, the participants will undertake 2 shop-floor improvement projects on which they would be guided by the faculty.

The dates for the subsequent modules are provided below:-

- Module – III – June 19 - 20, 2018
- Module – IV – July 17, 18 and 19, 2018
- Module – V – August 21, 22 and 23, 2018
- Module – VI – October 24 and 25 (Factory Visit on October 22-23, 2018)

### TRAINING PROGRAM ON STRATEGIC INVESTMENT

ACMA Northern Region organised a training program for its members of Delhi NCR zone, on Strategic Investment Why, When and How on April 27, 2018.



Strategy is a carefully devised plan of action to achieve goal, or the art of developing or carrying out any specified objective.

Strategic investments are made by organizations to build capacity, enter new markets or develop new capabilities e.g. new products. Returns from most strategic investments are achieved after a lagged period of time and therefore are subject to significant uncertainty and risk. It is therefore imperative to embed a process of high quality decision making such that strategic investments yield optimum results more often than not. Such decision-making processes are based around both the analytical as well as the people dimensions of decision-making.

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Contact: **Ms. TRIPTI PARSANI**, SFZ Country Manager - India  
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## Education/Skilling/Training Mentorship

As strategic investments are often critical to the future of the organization and entails significant capital outlay, they should be undertaken only when current capacity and capabilities have been exploited to their fullest potential.

ACMA's Training on Strategic Investment targeted, all officials from the Top and senior management level persons of Costing, Finance, SCM, Inventory Management, Purchasing, Supply Chain and IT.

The objective of this program was to maximise production by selecting optimum investment opportunities, using investment models that maximise expected returns in absolute terms as minimum risk, implement investment decisions using risk – adjusted wealth maximising criteria, which satisfy the firm's owners by placing them in an equal, optimum and financial position, identify potential fund sources required to sustain investment, evaluates the risk-adjusted returns expected by each and then selects the optimum mix that will minimise their overall weighted average cost of capital, maximise cash inflow of cash profit and thereafter corporate value, subject to acceptable levels of risk associated with investment opportunities, having acquired capital efficiently at minimum cost.

### 4<sup>th</sup> ZONAL QUALITY CIRCLE COMPETITION (UTTARAKHAND ZONE), RUDRAPUR

ACMA Northern Region conducted the 4th Zonal Quality Circle Competition for Uttarakhand Zone on 7th May, 2018 at Rudrapur 25 teams from ACMA Uttarakhand Zone participated in the competition which witnessed over 150 delegates. The 3 member jury consisted of Mr. Dharmendra Kumar, DGM, Engine & Machine Shop, Ashok Leyland Ltd., Mr. Pradeep Dwivedi, AGM, Quality Assurance, Maruti Suzuki India Ltd. and Dr. H N Singh, CEO, VHPS Enterprises



Mr. Hitesh Jain, Zonal Co-ordinator of Uttarakhand Zone at ACMA Northern Regional Council and JMD of Roop Polymers Ltd. welcomed the Jury members and the QC Team participants. He further highlighted the benefits of Quality Circle movement which was started in Japan, and acts as a successful tool for problem solving and team building in every company when implemented. He further stated that QC movement brings - in high level of bonding and confidence amongst the team members and in turn with the management, too.

The jury members were introduced and the Guidelines for the Competition were provided to the competing teams.

After the successful completion of presentations by all the QC teams

at the 4th Zonal QC, the valedictory ceremony was organised wherein Mr. Rajesh Deshpande, Head - Launch Management, Tata Motors Ltd. was the Chief Guest.



The winners of 4th Zonal Quality Circle Competition, Uttarakhand Zone were:

Company Name	Team Name	Position
Minda Industries Ltd. (Acoustic Division)	Rockstar	1 <sup>st</sup>
Lumax Industries Ltd.	Udaan	2 <sup>nd</sup>
Badve Engg. Ltd.	Tara	3 <sup>rd</sup>
Rane (Madras) Ltd.	Shristi	3 <sup>rd</sup>
Lifelong India Private Limited	Target	4 <sup>th</sup>
Rockman Industries Ltd.	Achiver	5 <sup>th</sup>



# SOUTHERN REGION

## SPECIAL SESSION ON E-WAY BILL- AUTOMOTIVE INDUSTRY

After the successful implementation of GST, the Govt. has now introduced the E-Way Bill System and is compulsory for intra-state movement of goods in Karnataka from 1st April 2018 and in Andhra Pradesh, Gujarat, Kerala, Telangana, Uttar-Pradesh from 15th April 2018.



ACMA Southern Region organized a special session on e-way bill system at Bangalore to clear queries on e-way bill system and for the industry.

The Superintendent of Central Taxes- Mr Chetan G Rao was the keynote speaker at the event. Mr. Chetan comes with over 25 years of experience in taxation and trained officers in Central Excise, Service Tax, Customs, Commercial Tax and Vidhana Soudha Secretariat, KPTCL, AIR, DRDO, Banks, CA's, Cost A/c's, Ecoms, Postal, PSU, Trade and Public on GST.

Mr Chetan made an elaborate presentation on the purpose, features and use of E-Way Bill with ample examples for the benefit of participants. He started with the meaning of E-Way Bill which is the short form of Electronic Way Bill. It is a unique document / bill, which is electronically generated for the specific consignment / movement of goods from one place to another, either inter-state or intra - state and of value more than Rs.50000. He went on to say that when an E-Way bill is generated a Unique e-Way bill number EBN is made available to the supplier, recipient and Transporter. The e-Way Bill

replaces the Way Bill, which was a physical document and existed during the VAT regime for the movement of goods.

Mr Dev Ramane, VP & Business Head, Clear Tax was invited to speak about the technology part with regard to E-Way bill implementation. The Session was very interactive, during the Q&A session where participants cleared their doubts on the taxation aspect with Mr. Chetan. Mr Dev responded on the Technology aspects. 45 participants from 20 ACMA member companies and 5 OEMs attended this session. They appreciated ACMA for conducting this sessions.

## QUIZ PROGRAM ON QUALITY

ACMA Southern Region organized a quiz contest on April 28, 2018 at ACMA office, Chennai on the topic of Quality.



A preliminary written test was conducted for 22 delegates and 10 delegates were shortlisted for the Quiz based on scores. The entire scoring system was done live and transparently to rule out any possibility of biasness.

5 rounds of questions were planned for the participants with questions passing over to the next team if the first team could not answer the question correctly. A final round robin quiz session was conducted with live and transparent scoring system.

Mr V Kartheeban who has over 15 years of qualitative experience in Quality Systems - ISO/IATF 16946:2016 Quality Assurance was the Quiz Master.

The winners of the Quiz Competition:

1 <sup>st</sup> Position	WABCO India Ltd: Mr S Ramkumar and R Ramesh
2 <sup>nd</sup> Position	WABCO India Ltd: Mr P Vijayakumar and Mr E Nagaraj
3 <sup>rd</sup> Position	WABCO India Ltd: Mr M Dharmasastha and Mr R Swaminathan

22 delegates participated in the quiz and found the quiz well organized.

Best Presentation Category:		
Productivity	Spicer India Private Ltd.	Team Innovation
Cost Reduction	Sundram Fasteners Ltd.	Path Finder
Safety	Lumax DK Auto Industries Ltd.	Path Finder
Facility	L.G. Balakrishnan & Bros Ltd.	Path Finder

### TRAINING PROGRAM ON ENERGY AUDITS

ACMA Northern Region in association with PCRA organised one more training program for its members of Delhi NCR zone, this time on Energy Audit on 11th May, 2018.

The Energy Audit is the process that seeks to identify opportunities for energy conservation and acts as a help to develop an energy conservation program. It identifies where energy is being consumed and assesses energy saving opportunities. It aims to cut down the cost of energy as it identifies areas of conserving energy thus reducing energy costs. It is an integral and essential part of any Energy Management program as the solutions are found on the basis of problems identified during the energy audit exercise.



The objective of this program was to understand the need for Energy Audit, different types of Energy Audit, way to conduct an Energy Audit and initiatives taken by PCRA for Efficient Energy Utilization.

### TRAINING PROGRAM ON VALUE STREAM MAPPING

ACMA Northern Region organised a training program for its Uttarakhand zone members on Value Stream Mapping on May 17th 2018 at Lumax Industries Rudrapur followed by a shop floor visit.



The purpose of value stream mapping is to create a process which lays out a vision for the implementation of a value-adding flow in the production and design of products or the delivery of services.

The Value Stream Mapping training is a practical experience that focuses on the seven types of waste and the difference between value-added versus non-value-added activities in a process.

The objective of the program was to understand the meaning and purpose of Value Stream Mapping, prepare current and future state map, identify wastages and identify improvement opportunities.

Mr.Ranjan Vasishtha, ex-DGM, Maruti Suzuki & Founder of QJCC Consultancy, India was the faculty for the training program.

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## WORKSHOP IN TAMIL ON EMPLOYEE INVOLVEMENT IN SHOPFLOOR & VISIT TO TIDC INDIA

ACMA Southern Region organized a Workshop in Tamil on Employee Involvement in Shop Floor and a visit to Witness at TI Diamond Chain (TIDC), Chennai on May 19, 2018.



The faculty for the program was Mr V Kartheeban. The trainer covered topics on Morale and how it reflects productivity.

The program taught ways of increasing employee efficiency, the importance of communication and how it plays a major role in both personal and professional life. He explained steps of how to handle absenteeism and tardiness.

The program stressed on how decision making is a skill and can be acquired and showed how decisions are made. TQM, PDCA, basics of Quality, Quality Assurance were also dwelled upon.

A visit to TIDC plant was organized for participants to understand how TQM is implemented. The practical session on TQM and Quality concepts were demonstrated during the plant visit. The plant visit was very useful for the participants.

The program was well attended by 19 delegates from 8 companies. Feedback from the participants was interactive and useful.

## TRAINING PROGRAM ON WORK PLACE WASTE MANAGEMENT AND VISIT TO SAINT GOBAIN INDIA PVT. LTD.

ACMA Southern Region organised a highly interactive and engaging training program on Work Place Waste Management on May 24, 2018.



Dr. N. Rangaswamy, Director, Institute for Knowledge Potential Management was the faculty for the program.

Alongside the program a visit to the shopfloor of Saint Gobain India Pvt. Ltd., was organised to show the trainees different wastes and various stages of the production.

This workshop was conducted in the Regional language Tamil to give more clarity to members in understanding the program objectives. The delegates found the workshop relevant with many implementable ideas as take aways from the workshop and plant visit. The use of role play and case study as part of the workshop was much appreciated by members.

The workshop has given members an opportunity to identify and understand waste, effective strategies to eliminate waste in the workplace and thereby contribute to improved performance of their companies.

# WESTERN REGION

## WORKSHOP ON 5S

The method of 5S is a way to engage team and bring about a shift in the mind set of team. 5S is a visually-oriented system for organization, designed to facilitate greater employee involvement. With this backdrop ACMA Western Region organized one day workshop on 5S to improve Employee Engagement on April 13,2018 at Pune.



The workshop was aimed for HODs from production, quality, store, purchase, HR department and managers from respective departments.

Mr. Sigh discussed preventive measures to maintain '3S'. He mentioned that preventive measures includes use of dust collecting covers or devices, investigate the cause of dirtiness and implement a plan and operators to develop habit of self cleaning.

A total 24 participants attended the workshop and the feedback was excellent.

## WORKSHOP ON INNOVATION/ IMPROVEMENT THROUGH FAILURE MODES- DESIGN REVIEW BASED FAILURE MODES

Two day workshop on Innovation/ Improvement through failure modes- Design review based failure modes was organized by ACMA Western Region on April 18-19,2018 at Pune.

The workshop was conducted by Mr. Jayant Karandikar for 20 participants

The two day workshop was aimed for manufacturing engineers, product engineers, design engineers, quality engineers, validation and testing engineers and managers.

### The content of the workshop included :

- Theory and the logic behind this technique and how to develop a thought process that lead a team through the steps of DRBFM.
- Various roles and responsibilities including management, design engineers, production engineers, process development engineers, facilitators, and other technical experts.
- Relationship between the engineering and management knowledge

Explaining the Design Review Based on Failure Modes (DRBFM) Mr. Jayant Karandikar said DRBFM is a technique concentrated on change management and nonstop, permanent improvement. DRBFM focuses on failure prevention on early stages and depends on engineering knowledge, he added.

## TRAINING PROGRAM ON PRODUCING ZERO DEFECT WITH MSA & SPC

In today's competitive business environment producing Zero Defect is the need of the hour and particularly crucial for Automotive Supply Chain. Understanding of MSA and SPC tools are basic requirement for Process Enhancement.



With the objective to provide an overview of MSA & SPC and how it can benefit organization's overall performance, ACMA Western Region organized a two day training program on Producing Zero Defect with MSA & SPC on 18th & 19th April 2018 at Ahmedabad.

The training was aimed for process owners and activity owners from manufacturing, quality, product and process design and supply chain.

## Education/Skilling/Training Mentorship

The training was conducted by Mr. Sudhir Maheshwari. The two day training covered topics such as Process Control System, Measurement and Monitoring System, Measurement Strategy and Planning, Measurement Issues, Measurement Source Development, Measurement Problem Analysis, Offline and Online SPC Tools, Process Control and Process Capability, Control Charts and Tools for Process Control .

The training enabled the participants to understand the fundamentals of MSA and SPC and how to use them for defect prevention.

8 delegates attended the training and the feedback was encouraging.

## 4<sup>th</sup> KAIZEN COMPETITION

The 4th Kaizen Competition was organized on April 26, 2018 at Aurangabad. Leading member companies based out of Aurangabad namely Aurangabad Electricals, Badve Group, Endurance, Hindustan Composites, NRB Bearings, Sanjeev Auto, Varroc Group, Yeshshree, Grind Master Machines , Eaton and Laximi metal nominated their teams for the competition.



The Kaizen case study presentation made by companies focused on:

- Rejection Control
- Man power cost
- Reduction in noise level
- Reduction in re-work
- Safety
- Reduction in set-up time
- Energy Savings
- Inventory Control
- Productivity improvement

The Jury comprised of Mr. Yogesh Patil, New Project & Process Quality Škoda Auto India Private Limited, Aurangabad and Mr. Nitin Saraf , Dy. GM – Maintenance, Greaves Cotton Ltd., Aurangabad .

The Jury members were impressed to see the Kaizen implemented by the ACMA member companies and appreciated the team work and efforts made for continuous improvements.

Addressing the participants at the valedictory ceremony , the Chief Guest Mr. B G Walture, DGM ( Machining -MCD) , said that there are visible losses, creating losses and hidden losses in an organization. kaizen is a tool to overcome such loses. Kaizen helps to resolve the challenges being faced by the organization and sustain the improvement.

Participation trophy was presented to all the participants. Following teams were announced winners:

### Top three Winners

Position	Team Name	Team Name
1 <sup>st</sup>	Vision	Varroc Polymers Pvt. Ltd.
2 <sup>nd</sup>	Nathsagar	Hindustan Composites Ltd.
3 <sup>rd</sup>	Impulse	Badve Engineering Ltd.

### Best Turnaround

Position	Team Name	Team Name
1 <sup>st</sup>	Robotics	Grind Master Machines Pvt. Ltd.
2 <sup>nd</sup>	Compo Innovators	Hindustan Composites Ltd.
3 <sup>rd</sup>	Bullet	Durovalves India Pvt. Ltd.

**Best Under Safety**

Position	Team Name	Team Name
1 <sup>st</sup>	Achievers	Aurangabad Electricals Ltd.
2 <sup>nd</sup>	Himalaya	Endurance Technology Ltd.
3 <sup>rd</sup>	Bellite Springs	Bellite Springs Pvt. Ltd.

In addition to the above, the presentation made by Team Earth from Aurangabad Electricals Ltd and Team Gati from Varroc Engineering Ltd VEL-I, Aurangabad were judged the best under Cost Category and Team Urga from NRB Bearings Ltd was judged the best under Energy.

**WORKSHOP ON PERSONAL GOAL SETTING AND ALIGNMENT TO ORGANIZATION GOALS**

ACMA Western Region organised a workshop on personal goal setting and alignment to organization's goals on May 4th, 2018 in Pune.



The workshop was aimed for individual contributors, section heads and people managers, leaders across functions responsible for translating goals into needs.

Ms. Trupti Shrimali, MBTI Certified Practitioner, behavioural facilitator and consultant was the faculty.



Ms. Trupti Shrimali explained how to recognize attitude required for goal setting and alignment. She also discussed about identifying self-limiting beliefs and develop positive attitude, become proactive and responsible. Ms. Trupti Shrimali touched upon how to develop priorities and time management skills and balance work and life to strive for organization goals and action plan for self-development.

**WORKSHOP ON MSA USING ISO PLOT AND KENDALL'S CO-EFFICIENT OF CONCORDANCE**

ACMA Western Region organized a workshop on MSA using ISO Plot and Kendall's Co-efficient of Concordance on 14th May 2018 in Pune.



Measurement System Analysis (MSA) is an experimental and mathematical method of determining the amount of variation that exists within a measurement process. Variation in the measurement process can directly contribute to our overall process variability. MSA is used to certify the measurement system for use by evaluating the system's accuracy, precision and stability.

The workshop was aimed for quality engineers /managers, quality systems implementers, manufacturing process engineers, continuous improvement engineer/ manager and production supervisors

Mr. Ramnarayan, Mechanical Engineer and Post Graduate Diploma in Business Administration was faculty.

Explaining Kendall's co-efficient of concordance, Mr. Ramnarayan

## Education/Skilling/Training Mentorship

mentioned the tools viz: Paired Comparison, Product/Process Search, Component Search, Modified Component Search, Multi-Vari analysis, Variable Search and also explained in detail how and when these tools need to be applied. Kendall's co-efficient of concordance can be used to assess the degree to which a group of variables provides a common ranking for a set of objects, he added.

The program was appreciated by participants.

### TRAINING PROGRAM ON BEST PRACTICES: TOTAL MATERIAL FLOW & STOCK MANAGEMENT

As the cost of logistics increases manufacturers are looking to inventory management as a way to control costs. The success or failure of any enterprise can be greatly affected by the efficiency of its stores. Efficient stores management can save an enterprise money, help to retain customers and maintain production; stores "mismanagement" can lose enterprise money, customers and production.

With this backdrop, ACMA Western Region organized Training Program on Best Practices: Total Material Flow and Stock Management on May 24, 2018 at Ahmedabad.

The workshop was attend by executives and middle management from Stores, Materials, Purchase, Planning, Sourcing & Vendor Development departments.

The training was conducted by Mr. Ravindra Biswas an Ex-Tata Group.

Mr. Biswas explained in order to reduce cost associated with Inventory and Materials one should have good pool of resources, automate activities, update IT base systems and controls, use JIT and Vendor Managed Inventory concept.

### TRAINING PROGRAM ON INVENTORY MANAGEMENT THROUGH KANBAN

Inventory management is the backbone of any business operation. It is very important function that determines the health of the supply chain as well as the impacts the financial health.



With this backdrop ACMA Western Region organised a training on inventory management through Kanban on May 29,2018 in Pune.

Mr. Vishal Singh, with Master degree in Production and Materials Management was the faculty.



Mr Vishal explained the aim of Inventory management through Kanban was to achieve optimum inventory level through use of inventory model using Kanban system, Improved space utilization through better material management using Kanban, how to avoid stockout situation and maintain on time supply of material, Maintain supply chain with help of Kanban system at various level in origination.

In all 19 delegates attended the program





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## National Conference & Technology Display on

### Leapfrogging from BS-IV to BS-VI:

### Implications for Auto Component Industry in India

29<sup>th</sup> May 2018

New Delhi



## Leap Frogging from BS IV to BS VI: Implications for Auto Component Industry

The industry is now gearing to leapfrog BS-V to reach the next level of BS-VI in order to make vehicles non-polluting, a feat that no other country has been able to achieve in an interim of 3-4 years.

Migration to BS-VI will necessitate use of oxygen sensors, a complex coding of the electronic control unit and ignition control. On board, diagnostics will also become mandatory as it will advance the selective catalytic reduction technology and electronic exhaust gas recirculation valves to control emission.

In order to provide the complete details on Leapfrogging from BS IV to BS VI, ACMA took the initiative and organized a National Conference on the same and also did a Technology Display at the same venue on 29th May 2018 in New Delhi.

Welcoming the ACMA members of Northern Region, Mr. Deepak Jain, Chairman – Northern Region, informed that ACMA Northern Region has taken a keen interest in enlightening its membership about BS IV to BS VI as this is a challenge as well as an opportunity for the industry as none of the Euro 6 markets have bikes with small engines. He highlighted that ACMA (NR) has been working towards preparing the member company officials through various training programs and highlighted the major ACMA NR activities for the current year.

Addressing the participants Mr. N K Minda, President, ACMA highlighted that the purpose of organizing the conference is to share the knowledge and discuss various opportunities linked to BS VI.

Addressing the participants, Chief Guest, Mr. Yudhvir Singh Malik,



Secretary, MoRTH, Government of India welcomed ACMA's initiative and praised its efforts. He urged the component industry to invest in R&D to stay competitive and evolve in tune with global standards, with focus on world as its market.

## NEW LAUNCHES, RURAL DEMAND DRIVE PV SALES BY 20% IN MAY

In May last year, the passenger vehicle sale stood at 251,764 units and commercial vehicle sale was at 53,457 units. **WORKSHOP ON 55**

*Excerpts from ET Auto*

Continuing the growth momentum, the auto sector posted robust numbers in the month of May, with overall sales growing 12.13 per cent, fuelled by new launches, higher infrastructure expenditure, positive monsoon outlook and pickup in rural sales. The sales growth in May 2018, however, is a reflection of low numbers in the same month last year, due to slowdown ahead of GST rollout and pre-buying, owing to BS IV implementation in April 2017.

While the passenger vehicle segment grew 19.65 per cent in May to 301,238 units riding on new launches from the house of Honda and Toyota, the total commercial vehicle sales stood at 76,478 units during the month, up by 43.06 per cent. In May last year, the passenger vehicle sale stood at 251,764 units and commercial vehicle sale was at 53,457 units. As per Society of Automobile Manufacturers Association (SIAM), heavy discounts on BS III models before the announcement of implementation of BS VI from April 1, 2017, led to pre-buying in March, especially in commercial vehicle and two-wheeler space, thereby killing the number post March.



Besides, in anticipation that GST implementation from July 1 will lower down car prices, consumers postponed their sales, which also led to low base in May and June, said Vishnu Mathur, Director General at SIAM. Sales from the newly launched Toyota Yaris and Honda Amaze besides highest numbers from largest carmaker Maruti Suzuki added to the spike in May's passenger car numbers, which saw sales of 199,479 units last month as against 166,732 units in May 2017.

The exports of passenger cars, however declined marginally by 1.69 per cent to 44,904 units compared to 57,657 units in the year ago month. Maruti Suzuki sold 1,61,497 units in May led by popular models such as Swift, Celerio, Ignis, Baleno and Dzire, while Honda Cars sales grew 41 per cent to 15,864 units on the back of the new Amaze launch in May clocking sales of 9,789 units during the month.

Tata Motors, which is riding on the success of Tiago and Nexon, saw its domestic sales growing 61 percent in the PV portfolio to 17,489 units. We will continue to strive towards driving volumes and increasing our market share as part of our on-going turnaround journey," said Mayank Pareek, President – Passenger Vehicles Business, Tata Motors. Hyundai Motor India (HML) reported a decent 7.14 per cent increase in its domestic sales of 45,008 units in May 2018 against 42,007 units in the same month during the previous fiscal. Rakesh Srivastava, Director - Sales and Marketing, HML attributed the sales growth momentum to its power brands the Creta, Elite i20, Grand i10 and the next Gen Verna.

Toyota Kirloskar Motor (TKM) sold a total of 13,113 units in May backed by newly launched Yaris and popular models such as Fortuner and Innova. N Raja, Deputy Managing Director, TKM said: "Along with the Fortuner and Innova Crysta, Yaris has been a significant contributor to the overall positive sales growth as compared to the same period last year."

Sales of utility vehicles grew 17.53 per cent to 82,086 units as against 69,845 in May 2017. The exports also rose 21.23 per cent to 14,492 units in May 2018. In the two-wheeler space, the industry saw a reverse in trend, with scooter sales declining after around 15 months by 1.40 per cent to 555,467 units in May, as against 563,326 in the same month last year. The overall two-wheeler sales, however, grew 9.19 per cent to 1,850,093 units in May as against 1,694,323 units in the year ago period led by highest numbers from Hero MotoCorp, which sold 706,365 units in May compared to 633,884 units in the year ago month, up by 11 per cent.

In the commercial vehicle segment, the medium and heavy commercial vehicles (M&HCVs) saw a massive 80 per cent jump in sales at 30,128 units in May as against 16,716 units in the year ago month. The light commercial vehicle (LCVs) sales grew 26.15 per cent to 46,350 units in May. ICRA Sector Head-Corporate Ratings Shamsher Dewan the growth appears to be secular across tonnage segments with both ICVs and HCVs driving growth. Sectors like construction, automobile car carriers, petroleum carriers and container traffic are driving demand. "The strong growth of 95 per cent in unit sales in M&HCV (Truck) segment comes on back of a very low base of the previous year when industry sales had declined sharply because of pre-buying in Q4 FY 2017 and limited availability of BS-IV compliant stock," he added.

In the three-wheeler segment, exports remained the driver, growing 70.32 per cent at 46,243 units as against 27,150 units May 2017. Domestic sales also gained momentum with sales growing 51.97 per cent at 54,809 units in May compared to 36,066 units in the same month last year. Overall, the exports grew 23.84 per cent to 398,798 units in May 2018, with the majority coming from the two wheelers. The total two-wheeler exports during the month stood at 284,573 units. The PV exports, however, remained almost flat, with growth of just about 3.5 per cent at 59,648 units in May. The commercial vehicle exports grew 21.40 per cent to 8,055 units as against 6,635 in May 2017. On the outlook, Mathur said, "Going forward, the growth will further increase on the back of monsoon sales and infrastructure spending".

26<sup>TH</sup> OCTOBER 2018, PUNE, INDIA

# REVERSE BUYERS-SELLERS MEET

Opportunity to meet over Global 150 buyers

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## Do Not Miss!!

iAutoConnect is a one of its kind event which provides a platform for the Indian Component Industry to showcase its growing capabilities to the visiting international delegations (large aftermarket distributors/ dealers). It will be a unique opportunity for ACMA members to meet around top 150 Buyers from the following regions under one roof.

### Key highlights of iAutoConnect 2018 will be:

- Around 175 new buyers from developed and emerging countries
- 6 sq. mtrs. fully furnished Booth at the iAutoConnect 2018 for component display and meetings
- Buyer Profile Directory
- Pre-fixed b-2-b meetings with visiting buyers

All interested companies participating at the **iAutoConnect 2018** are requested to send across the duly filled in registration form.

- Company Participation fees Rs. 41,300/- (Including 18% GST. One delegate per company) \*
- Additional Delegate fees: Rs. 11800/- (Including 18% GST per delegate - Maximum 2 delegates allowed per booth)\*

\* Participation will be on first-come-first serve' basis and fees once paid is non-refundable

For plant visits, members having plant in Pune to please confirm availability to receive visit of buyers on 26<sup>th</sup> October. Group visits will be organised as per buyers' interest.

For further information you may visit the website  
[www.iautoconnect-acma.in](http://www.iautoconnect-acma.in).  
For any clarifications, please feel free to contact:

Ms. Sapna Vijh  
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