

**ACMA**

Automotive Component Manufacturers Association of India

Oct-Nov 2017

# AUTONEWS

Vol 10 No 69

## Building International Tie-ups *Gearing-up for future*



India Delegation and B2B Meet,  
**TAITRONICS 2017, Taiwan**

Business Match Making Expo,  
**Argentina & Mexico**

AAPEX 2017, Las Vegas,  
**USA**



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## EDITOR'S NOTE



The global automotive industry is on the verge of disruption. Digitization, increasing automation and new business models have revolutionized other industries, and the automotive industry will be no exception to such a revolution. The Indian automotive industry has started to experience the effects of this global disruption. How prepared are automotive stakeholders in India for this disruption?

Auto Electronics industry in India is currently at a very nascent stage and is lagging behind its foreign counterparts in terms of capacity and R&D capability. Over 65-70% of Auto electronics requirement of OEMs in India is met through import from countries like China and Taiwan. Product conceptualization and designing of electronic components is typically undertaken by OEMs while the child parts are mostly imported into India. Most Indian vendors are currently focusing only on assembling the imported parts. Therefore, giving emphasis on the future needs of electronics ACMA recently mounted a delegation to Taiwan at TAITRONICS 2017 to explore opportunities in auto electronics and EV. Besides this ACMA conducted other International events such as Business Match Making Expo in Argentina and Mexico and AAPEX 2017 in Las Vegas. This edition is dedicated to the measures taken by ACMA for business development of its members in international markets for OEMS as well as aftermarket.

Hope you enjoy reading the full coverage of the ACMA international activities.

**Vinnie Mehta**  
Director General, ACMA  
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**ACMA AUTONEWS**

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# INTERNATIONAL EVENTS

## India Delegation and B2B Meet @TAITRONICS 2017 in Taiwan



Electronics and information and Communication Technology (ICT) is transforming the idea of mobility. Globally the market for auto electronics is estimated to exceed USD 200 billion by 2020. The use of electronics in automobiles is the single largest driver of change in the sector-nearly all automotive innovation arises directly or indirectly from development in electronics. Most of the solutions designed to lower emissions, improve fuel-efficiency, increase safety and provide convenience services like infotainment for consumers are dependent on electronics and associated embedded applications

Based on the advantages of the ICT industry and the integrity of the auto parts supply chain, Taiwan has the advantage of developing automotive electronics. With the rapid development of the automotive electronics market, estimated revenue of Taiwan's electronics sales is USD 7 billion in 2016. Furthermore Taiwan has also developed a strong base in smart mobility including EV segment especially in 2 and 3 wheelers segment

With this background, ACMA along with FICCI and Department of Industrial policy & Promotion (DIPP) participated at TAITRONICS held on 11 to 14th October 2017, under the Make in India banner.

In order to gauge opportunity in Auto Electronics and EV components with Taiwanese companies, ACMA took a delegation of 7 member companies from 11th to 14th October, 2017. Shri Ajay Prakash Sawhney, Secretary, Ministry of Electronics & Information Technology (MeitY) led the Indian delegation. The Indian delegation witnessed active high level participation from States, various strata of Industry, prominent industry associations, manufacturers, etc.

During the visit, ACMA also participated at India-Taiwan Industrial Collaboration Summit 2017 which was jointly organized by the Chinese National Federation of Industries (CNFI) and Institute for Information Industry. The summit was focused on Electronic Manufacturing, Smart City, Green Technologies, Electric Mobility and Auto Electronics.

On behalf of the Indian Auto Component Industry, Mr. Kiran Deshmukh, Group CTO & Head- Business Excellence, SONA BLW Precision Forgings Ltd made a presentation on opportunities and challenges in the Electric Vehicles segment in India. While ACMA gave a presentation focussing on increasing automotive electronics in Vehicles. To Emphasize on importance of auto electronics in vehicles, Mr. Sandeep Sharma, DGM – Technology, Corporate, Minda Industries Ltd. also made the presentation at the Summit.

Both presentations from ACMA side were well received by the audience.

During the visit, ACMA also organized B2B meetings at TAITRONICS show to attract new joint ventures/collaborations with Taiwanese companies. Additionally ACMA managed to organize two plant visit to two Taiwanese companies:

### 1. Gogoro, Manufacture of Smart electric two-wheelers and electric motors:

Gogoro is a Taiwanese-based venture-backed company that develops and sells electric scooters (The Gogoro SmartScooter) and battery swapping infrastructure. The Gogoro Energy Network is a modular battery swapping infrastructure designed to be deployed across an urban region. Riders would be able to swap out depleted batteries at a network of kiosks called GoStations for a monthly subscription fee.

### 2. Mobiletron, Manufacture of Smart Auto Electronics Components

Mobiletron has long been dedicated to the development of automotive parts and components and industry tools. The products cover alternator's voltage regulators, rectifiers, high power rectifier, ignition module, wireless tire pressure monitoring system(TPMS), around view system(AVM) and night vision system.



## Business Match Making Expo, Argentina & Mexico

Latin American offers a huge aftermarket potential with a vehicle parc of 76.5 million. ACMA has identified certain Latin American countries as a business opportunity to OE and Aftermarket. The objective of the expo was to develop significant business prospects with Argentina & Mexico.

Considering the huge potential these markets have to offer to the

Indian auto component industry, ACMA organised a 'Business Match Making Expo' (BSM) in Argentina & Mexico from October 22 – 26, 2017. The BSM provided an opportunity to 24 Indian companies to showcase their growing capabilities in auto components as well a platform to interact / collaborate / expand the market with OEMs, Component Dealers and Distributors, Retails, and other stakeholders.

## Business Match Making Expo in Argentina: October 23<sup>th</sup> & 24<sup>th</sup>, 2017

Argentina is the third most populated country in South America having 13.6 million vehicles with aftermarket estimated at USD 2.5 billion in 2015. This offers a significant upside opportunity to the Indian auto component manufacturers to service the growing vehicle fleet and aftermarket demand. Total 24 Indian Auto Component Manufacturers participated at the expo and showcased their wide variety of auto components comprised of body and structure parts, engine and exhaust, suspension and braking, transmission and steering, electrical and electronics and rubber products which are developed under stringent quality norms.

The expo in Argentina was supported by Indian Embassy in Buenos Aires along with counterpart association AFAC, FACCERA & CIRA.

The country has presence of Hyundai, Ford, Skoda, Volkswagen & Nissan. Hyundai is one of the most imported brand from India, however most of the imported cars come from Brazil & Latin American countries. In terms of two wheelers Bajaj is the most imported brand from India. Most of the 2W comes from China due to joint ventures assembling lines and parts from the aftermarket.

The Expo was inaugurated by H.E. Mr Sanjiv Ranjan, Ambassador of Indian Embassy in Argentina. Around 90 buyers which includes retailers, wholesalers, dealers and distributors visited the expo at Hotel Emperador in Argentina.



# Seminar & B2B Meeting



## Business Match Making Expo in Mexico: 25<sup>th</sup> & 26<sup>th</sup> October, 2017



The total aftermarket in Mexico is estimated to be USD 11,407.8 mln. The 2 & 4 wheeler segments represent a significant opportunity for Indian auto component manufacturers due to presence of Indian models.

The increasing imports in PV segment of Indian manufacturer models from OEMs like VW, Veno, General Motors, Hyundai, Honda, Ford, Maruti Suzuki has substantially increased the market shares and business opportunity in Mexico. HeroMoto Corp. is also exploring to set-up an assembly unit in Mexico.

H.E. Mr. Muktesh Pardeshi, Ambassador of India in Mexico, inaugurated the Expo and was accompanied by the representatives of ARIDRA and INA. The ambassador highlighted the relationship between India & Mexico. It is important to build relationship for more intense business partnership between the two countries as trade and investment is very important. Mexico is No 1 in trade with certain advantages such as closure to Central America, excellent geographical condition & good logistics planning which makes Mexico a gateway for Indian Auto Component industry.

The National Autoparts Industry (INA) as well as the National Association of Representatives, Importers and Distributors of Parts for Automobiles (ARIDRA) supported the expo and promised to direct their efforts to strengthen the common market of components between India and Mexico.

The Indian companies also got a chance to visit the local aftermarket in Argentina & Mexico in order to study the market price and trends.





# AAPEX 2017, Las Vegas, USA



ACMA organized group participation of members at the AAPEX show 2017, USA from October 31 – November 2, 2017. The ACMA Indian pavilion was spread across 1800 sq. ft. with presence of 20 member companies.

Automotive Aftermarket Products Expo (AAPEX) is the premier global event representing the USD 740 billion global automotive aftermarket industry. It features more than 2,200 exhibitors, 5,000 booths, 40 AAPEXedu sessions and approximately 44,000 targeted buyers. More than 158,000 automotive aftermarket professionals from nearly 140 countries are projected to be in Las Vegas during AAPEX. AAPEX attendees include auto parts retailers, auto parts warehouse distributors, jobbers, automotive service professionals, service chains, automotive dealers, paint and body personnel, and automotive aftermarket industry leaders and innovators.

Leading ACMA member companies like Allied Autotech Intl. Pvt. Ltd., Ample Auto Tech Pvt. Ltd., Auto Ignition Ltd., Esteem Auto Pvt. Ltd., Jalex Automotive Pvt. Ltd., Japji Enterprises, Kalsi Engineering Company, JSK Bearings Company (P) Ltd., National Engineering Industries Ltd., Pranav Vikas (India) Pvt. Ltd., Roop Polymers Ltd., Stork Rubber Products Pvt. Ltd., Super Circle Auto Ltd., Talbros Automotive Components Ltd., Terminal Technologies (I) Pvt. Ltd., and others displayed their range of products including pistons, steering units, rubber parts, gaskets, exhaust valves, gears and shafts, Bearings, Heat Exchangers, Gauges, automotive axles, forgings et all for various vehicle segments. The show is a great networking platform to build business in the aftermarket.

AAPEX 2017 witnessed participation from many countries like Mexico, Thailand, Spain, China, Korea, Taiwan, Pakistan, Germany and Italy.

Alongside the show ACMA engaged with all the Global OEMs to explore opportunities for its member companies. ACMA is keen to develop a similar initiative with the leading aftermarket players by showcasing their display samples of their products, showcase their capabilities and convince a multi-disciplinary team of R&D, Engineering and Purchase.

With the above agenda in mind, ACMA approached few leading distributors of auto parts in US – AutoZone, Dorman, Aftermarket Auto



Parts Alliance, O'Reilly, Federated Auto Parts etc. to discuss about the possibility of arranging a Tech Expo/ Roadshow as well as invited them to visit Auto Expo.

The above idea was received positively and ACMA would be working more closely with them for a specialized event.

ACMA also met with MoU Partners Motor Equipment Manufacturers Association (MEMA), AutoCare and Automotive Aftermarket Suppliers Association (AASA) to strengthen linkages.



# BEYOND LIMITS

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# NATIONAL COMMITTEES

## National Committees

countries. According to the recent Automotive Mission Plan 2016-26 of the Government of India, auto component exports are expected to scale to USD 80 billion by 2026. Initiatives such as iAutoConnect will facilitate in achieving this goal." Gulnara I Arslangaraeva, Head Import Department, Kamaz, PTC, Russia said "We visited the reverse buyers sellers meet last year and the result of it was great. Last year we got acquainted to three of the component manufacturers and we signed a deal with one of them. I hope that we bear similar results this year and find our future corporate partners."

Umarov Gayrat, Director, Falconcar, Uzbekistan said "In Uzbekistan, the market for auto components is huge and the exhibition here has provided us the opportunity to interact with manufacturers offering world class technology."

Leslie A Fernandez, Purchasing Director, Bruck, Mexico said "It is for the first time that I have witnessed such an organized event. This is in terms of the fact that it is divided into two parts, one for exhibitors and the other for meetings. This kind of model has really worked for us to understand the technology on offer."

Speaking on the occasion, Arlando Mamede Director Superintendent, Universal Automotive System, Brazil said, "This is for the first time that we have come to India to explore the auto component market. We are here to develop suppliers as the potential of Indian auto parts maker is tremendous. As for Brazil, we have never sourced parts from India and this would be our first attempt, however, it is only in the long run that we would be able to review the quality of components obtained. We are an open market and all we need is an effort from the Government of India and ACMA to build this relationship of trade between the two countries."

Commenting on the success of the event, Vinnie Mehta, Director General, ACMA said, "It is indeed a delight that iAutoConnect – Reverse Buyers Sellers Meet is fast emerging as an ideal global sourcing platform where Indian auto component manufacturers can showcase their strengths and capabilities to a focused international buyers. I am confident that this event will help enhance component exports from India deepening trade ties with international automotive industry."

Besides the outstanding networking and trade opportunities at iAutoConnect, dedicated plant visits for the visiting international buyers were organised to ACMA Award Winning Companies, which helped them further appreciate India's excellence in manufacturing capabilities and product development.

## NATIONAL COMMITTEES

### 2<sup>nd</sup> iAutoConnect

#### GLOBALISATION COMMITTEE

After a successful edition of iAutoConnect in 2016, the Automotive Component Manufacturers Association of India - ACMA with support of Ministry of Commerce, Government of India organised a yet another hugely successful second edition of iAutoConnect 2017 on October 12, 2017, Gurgaon.



The event showcased a wide variety of quality products to 160 international buyers from over 45 countries including those from Iran, Africa, Central & Eastern Europe (CEE), CIS, ASEAN, West Asia, Japan, North America, LATAM etc. Over 140 Indian manufacturers displayed their products and technologies giving the visiting international delegates an insight into the rapidly growing capabilities of the Indian auto component industry. Further, ACMA signed a MoU with Asociación Nacional de Representantes, Importadores Y Distribuidores de Refacciones Y Accesorios Para Automóviles, AC (ARIDRA), Mexico and Asociación de Fabricas Argentinas de Componentes (AFAC), Argentina to support technology co-operation, promote bilateral trade and exchange regular market information between members of the associations. Expressing satisfaction on the success of the event, Mr Nirmal Minda, President, ACMA, said, "Export is a key growth indicator for any industry; in 2016-17 the Indian auto component industry exports stood at USD 11 billion, a third of its production to over 165



## EASTERN REGION

### MEMBER'S INTERACTION

ACMA Eastern Region organized an all members' interaction on October 16, 2017, Jamshedpur. Mr. Ranjot Singh, Co-Chairman, ACMA Eastern region said, "a stable government in Centre and State both have brought in new infrastructure & mining projects, catapulting the demand for commercial vehicles. The market is bullish and it is the time to invest in capacity building, upskilling the staff and introducing best practices in the facility."



On international investments Mr Kilol Kamani, Past Chairman, ACMA Eastern Region said, "Japan and Prague government both have plans to invest heavily in Jharkhand. Therefore we are here to interact regularly as ACMA members, as a community willing to face the challenges together and helping each other not only to grow but to keep sustaining in the difficult times".

Mr. Sanjay Sabharwal, Chairman, Eastern Region gave a small presentation to the members that highlighted activities organized by

ACMA-ER last year and shared this year's work plan. He introduced the entire regional council with their respective portfolio.

Mr. Tapas Sahu- the Coordinator, Jamshedpur gave a presentation on "The scope of business opportunities in Indian Railways" and spoke about;

- Ambitious investment outlay of Rs 8.56 lakhs Crores has been announced for FY16-20,
- Supported by external funding and participation of various stakeholders.
- ~Rs1 lakh Crores has already been expended in FY16, and almost same in Fy17
- Marking the government's determination to see these plans materialize within defined time frames.

Mr. Sahu put forward Indian Railways plans to invest \$ 142 billion in five years, bringing huge business opportunities. He explained in details how to enter into business with Railways, the processes and the requirements to fulfil.

### AWARENESS SESSION ON LABOUR LAW

As ignorance of law is not considered in the court of law, every manager must know the law of the land where he/she is working. The final goal of labour law is to bring employer and employee both on the same level, thereby mitigating the differences between the two. To bring out awareness ACMA Eastern Region organized an awareness session on labour law on 10th November 2017, Jamshedpur.



The session was divided in three segments, the first segment was on Contractual labour and related laws, second on POSH – Prohibition of sexual harassment against women in the workplace and the third on Factory law.



Mr. Pramod Kumar, retired senior executive from TML Jamshedpur addressed the first session on contractual and labour related law. As a part of continued efforts towards improving contract labour management, the session emphasised on that every company has to evolve, create and develop processes and systems to meet the challenges of the rapidly changing contract labour market in line with the vision and mission of the company. This approach has to be with a view to ascertain strict compliance of applicable labour laws and to facilitate management of contract workers to make them feel content and engaged.

As the principal employer, the employer has to ensure proper control and supervision of all statutory and non-statutory requirements. This has to be with a clear intention that both employee and employer should be aware about their duties, responsibilities, and obligations which are required to be properly and promptly discharged.

The second session on POSH- Prevention, Prohibition and redressal of Sexual Harassment against Women at workplace in India, was addressed by Ms. Preeti Sehgal, Company Secretary & DGM Corporate Social Responsibility, JUSCO.

The third session was taken up by Mr. S T Jamal on factory law on topics such as Central Labor regulations and State level labor regulations.

The labour laws of India aim to provide certain minimum level of wages and remuneration, certain Social security benefits (against risk of accident, sickness, maternity etc.) and Framework for settlement of disputes between workers and employers and between workers and workers.

With an attendance of thirty delegates, the program was a great success and the feedback received was encouraging.



- Mr. Pankaj Batta – Manager TPM – Bajaj Auto Ltd., Uttarakhand
- Mr. Vishwadeepak Khandelwal – Sr. Manager TQM- Ashok Leyland Ltd., Uttarakhand
- Mr. Piyush Vaidya - AGM QA- Maruti Suzuki India Ltd., Gurugram

Inviting the Chief Guest, Jury team members and the other participants to the valedictory session Mr. PBS Rawat, Plant head-Roop Polymers Ltd., Pantnagar congratulated ACMA's initiative for introducing the Poka Yoke competition in Uttarakhand region and complimented for the overwhelming participation. He mentioned that Poka Yoke has been a successful approach for mistake proofing, customer care, procurement and an effective tool to train workers. He briefed the participants on the list of activities being organised in NR.

## NORTHERN REGION

### FIRST REGIONAL POKA YOKE COMPETITION

ACMA Northern Region conducted its 1st Regional Poka Yoke competition in Rudrapur on October 06, 2017. 24 teams from the entire Northern Region participated at the competition which witnessed over 70+ delegates. The 3 member Jury team consisted of:-

Chief Guest, Mr. Kishor Naik - GM & Plant Head, Uttarakhand-Mahindra & Mahindra Ltd., said, "units should aim at preventing production of wrong products". He urged the participating companies to prepare themselves to all the changes happening in the regulatory, technology and environmental fields, so that improvement in Quality is consistently achieved despite the various types of revision.

**Winners of ACMA NR 1<sup>st</sup> Poke Yoke Competition were:**

S.No.	COMPANY
1 <sup>st</sup>	Team SURYA from Lumax DK Auto Industries Ltd.
2 <sup>nd</sup>	Team INNOVATORS from MAHLE Filter Systems (India) Private Ltd.
3 <sup>rd</sup>	Team Gladiator from Badve Engg. Ltd. & Team VISHWAAS from Asahi India Glass Ltd.

**PRELIMINARY INTERACTION OF HARYANA CM'S CORE GROUP FOR AUTO/AUTO COMPONENTS**

Mr. Nirmal Minda, President, ACMA convened a meeting of a Core Group for Auto / Auto Components consisted of leading OEMs in Northern Region along with ACMA Past Presidents and Auto Component Manufacturers. Mr. Sunil Sharma, Chief Co-ordinator-Industries cum HOD (Estate & Mines), HSIDC, Government of Haryana was also invited.



Briefing the participants on the objective, Mr. Minda, informed that the meeting was the resultant of the 9th October 2017 meeting with the Chief Minister of Haryana - Mr. Manohar Lal Khattar. Further he emphasized on the earlier Interactions of the Hon'ble Chief Minister of Haryana, with various groups of Associations and other captains of the industry and the suggested formation of Core Group for different Industry segments such as Automotive, Information Technology, Infrastructure, Education etc.

The participants discussed on the issues related to the automotive industry. During the deliberations, Mr. Minda requested the members to nominate their personnel who would further have few follow-up meetings and come out with few One pagers each outlining the critical issues faced by the automotive industry for onward submission to the Chief Minister of Haryana.

**The Core Group consisted of the following members:**

**OEM's:**

COMPANY	NAME	DESIGNATION
Hero MotoCorp Ltd.	Mr. Vikram Kasbekar	Head - Operations & Supply Chain
Honda Motorcycle & Scooter India Pvt. Ltd.	Mr. Harbajan Singh	Vice President GA & HR
JCB India Ltd.	Mr. Vipin Sondhi	Managing Director & CEO
Maruti Suzuki India Ltd.	Mr. Rahul Bharti	VP Corporate Planning & Govt. Affairs

**Component Manufacturers:**

COMPANY	NAME	DESIGNATION
ACMA - President & Minda Industries Ltd.	Mr. N K Minda	Chairman & Managing Director
Asahi India Glass Ltd.	Mr. Sanjay Labroo	Managing Director & CEO
Jay Bharat Maruti Ltd.	Mr. S K Arya	Chairman & Managing Director
Lumax Industries Ltd.	Mr. Deepak Jain	Managing Director & Chairman - NR, ACMA
Ricco Auto Industries Ltd.	Mr. Arvind Kaur	Chairman & Managing Director
Sandhar Technologies Ltd.	Mr. Jayant Davar	Co-Chairman & Managing Director

## 17<sup>th</sup> BATCH OF SIX SIGMA BLACK BELT CERTIFICATION PROGRAM (LEVEL 1)

The 17<sup>th</sup> batch of Six Sigma Black Belt Certification Program Level 1, which was launched on 17<sup>th</sup> April 2017, reached its concluding Module VI from 9<sup>th</sup> to 12<sup>th</sup> October, 2017. The faculty visited the shop-floors of the participating companies to validate the potency of the projects undertaken by them which was followed by the Project Presentation by the participants on 9-10<sup>th</sup> October 2017. The final assessment of written examination was held on 12th October and the eligible participants were certified with the Black Belt Certification on the same day evening.



After the full-scale six months training, the 22 participants from 9 NR Membership companies were certified as the Six Sigma Black Belts for successfully completing their final assessment exam and the validation of their projects.

The participants completed 36 projects that amounted to savings of INR. 20 Million

Mr. Ram Narayan, a Six Sigma Black Belt Person was the faculty for the training who provided intense training throughout the six months of training period.

With the completion of the 16th batch of Six Sigma Black Belt Certification program, ACMA (Northern Region) reached a figure of 288 Six Sigma Black Belts who completed 493 projects with a saving of INR. 206 million. ACMA (NR) will be launching its 18<sup>th</sup> Batch on 5<sup>th</sup> April, 2017 and the first module will be held from 5<sup>th</sup> to 7<sup>th</sup> April, 2017

and that the Final Module VI will be in October, 2017.



Conferring the Certificates on the participants, Mr. Sanjiv Paul, Sr. Vice President, Manufacturing, Yamaha Motor India Pvt. Ltd. congratulated the participants and urged participants to utilize their learnings in shop floors by using the data for finding the variance in different processes.

## MEETING WITH ADDITIONAL COMMISSIONER OF FARIDABAD

ACMA Northern Region met with Mr. Sameer Pal Srow Municipal Corporation, Faridabad, Government of Haryana on October 23, 2017 in Faridabad. It was a Courtesy call after he has taken over as also to seek a comfortable date with him to have an evening Interaction of ACMA NR Members based out of Faridabad, Palwal and Ballabhgarh with him and his team of officials.



He met ACMA representative along with his council of officials from the Electricity, Water, Pollution, Trade and Tax departments.

Ms. Meenakshi Narayanan, Regional Secretary and Director, ACMA Northern Region gave a brief overview of the industry to Mr. Srow. Ms. Manasi Das Head of Group HR (General Manager) of Vikas Group shared concerns of the industry pertaining to labour and infrastructure.

The Commissioner advised ACMA to submit the Representation from the Faridabad / Palwal based ACMA members which could then be followed by an interactive session, after thoroughly reviewing the presentation of issues pertaining to ACMA member units based in Faridabad and adjoining regions.

### TRAINING PROGRAM ON MEASUREMENT SYSTEM ANALYSIS (MSA)

ACMA Northern Region organised an In-House training program for Yazaki India Pvt. Ltd., on Measurement System Analysis (MSA-4th Edition-latest) at Pantnagar on October 25, 2017.



Measurement System Analysis (MSA) is a tool that helps to understand measurement systems, its variance and errors, enabling the process owners to decide the correct system to ensure right measurements and avoid any wrong judgements.

The objective of this program was to analyse variation error in measurement results, perform bias, linearity, and stability studies, perform gage R & R studies and apply techniques to attribute and variables.

The faculty for the training was Mr. Sanjeev Dhawan, covered the following topics during the course of the training on MSA which included Quality of Measurement Data, MSA Terminology, Summary of Standard and Basic equipment Terms, Location, Width & System Variation, Capability, Performance, Uncertainty, Standards & Traceability, Traceability chain, Calibration system, True value, Measurement System Process & Variability and others.

### TRAINING PROGRAM ON INDUSTRIAL OPERATIONAL IMPROVEMENTS THROUGH PRODUCTIVITY

ACMA Northern Region organised a training program on Industrial Operational Improvements through Productivity for its members on October 30, 2017 at New Delhi. The objective of the training was to find gap of Production Process and Operations to increase Productivity.

Operational Improvement in Productivity improves the Productivity by reducing the cycle time of the operations which are taking extra time than desired time by using the concept of work study and material handling techniques.

The faculty for the training was Mr. Shalabh Capoor who carried out case studies and technical and motivational videos.







## Annual Interaction with ACMA President & Vice President

ACMA organised an annual interaction of regional members with the ACMA President and Vice President on November 10, 2017 in New Delhi.

Welcoming the ACMA leadership and the members of Northern Region, Mr. Deepak Jain, Chairman – Northern Region emphasized on strengthening ties with OEM. To improve the communication with the OEMS it was suggested that ACMA NR should organize one interaction with the OEMs every quarter. He mentioned that this year too, one of the major focus would be to further increase the membership of ACMA, 47% of the total ACMA membership comes from Northern Region.

Addressing the participants, ACMA President – Mr. Nirmal Minda, started by thanking all the invited dignitaries and stated that MSIL had changed the 'Automotive Landscape' in India. MSIL played the role of a Friend, Philosopher and Guide to all Suppliers. He highlighted about Foreign missions and Domestic ACMA missions respectively. He stated that ACMA's interaction with government had its aim in presenting a proposal for a technology-neutral road map for electric mobility, encourage R&D in the auto component industry as also the need to set up an ACMA Centre of Excellence. He also mentioned about the new initiatives of ACMA 'New Tech show with Maruti'

Addressing the participants Mr. Sunil Kakkar, EVP – Supply Chain MSIL India expressed Maruti's achievement by increasing Maruti's market share by 50%. He appreciated ACMA's role as a catalyst, working hard to keep the growth momentum of the component industry.

Mr. Toshiya Miki, EVP – Senior Advisor MSIL India, said, Maruti is wanting more vendor partners. He clearly indicated that in Future, MSIL would only want Comprehensive Suppliers (Clearing all the Comprehensive Compliances of Maruti), Meeting all Regulations, Sustaining the Improvement Process and delivering products with



Zero Defects). This would ensure Safety, which is becoming one of the major desires of all Maruti processes.

The evening interaction was concluded with a vote of thanks by Mr. Deepak Chopra- Co-Chairman, ACMA NR. He highlighted on Maruti's belief on Safety and commended Maruti's growth in India. Mr. Chopra concluded by thanking everyone for their whole-hearted support.

## TRAINING PROGRAM ON "DIE CASTING" DENSO INTERNATIONAL INDIA

ACMA Northern Region organized a two days training program on "Die Casting" on October 24<sup>th</sup> & November 16<sup>th</sup>, 2017 at Denso International Ltd., Manesar.



Die casting is a metal casting manufacturing process that is characterized by forcing molten metal under high pressure into a mold cavity. The mold cavity is created using two hardened tool steel dies which have been machined into shape and work similarly to an injection mold during the process. Most die castings are made from non-ferrous metals, specifically Zinc, Copper, Aluminium, Magnesium, Lead, Pewter and Tin-based alloys. Depending on the type of metal being cast, a hot- or cold-chamber machine is used in Europe.

The objective of the program was to understand the importance of Die Casting to increase production rates, gain knowledge and techniques of Die Casting, understand the dimensional accuracy, understand smooth cast surface and formulate an effective overall plan to reduce or eliminate secondary machining processes.

The faculty for the training was Mr. Sanjay Mudgal, who possess more than two decades of experience in auto sector Industry.

The faculty further discussed on various methods of managing various problems related with Die Casting at shop-floors.

## TRAINING PROGRAM ON MSA USING ISO PLOT AND KENDALL'S CO-EFFICIENT OF CONCORDANCE

ACMA Northern Region organised a training program for its members of Northern Region on November 21, 2017 at New Delhi. The training session on MSA using ISO Plot and Kendall's Co-Efficient of Concordance aims to analyse various variables in the component industry less problematic.



Kendall's coefficient of concordance ( $W$ ) is a measure of the agreement among several ( $p$ ) judges who are assessing a given set of  $n$  objects. Depending on the application field, the "judges" can be variables, characters, and so on. They are Auto Components in the present article. Simulations were carried out to empirically compare the classical  $\chi^2$  test of the coefficient of concordance to a permutation procedure. When programming the permutation test for  $W$ , it was realized that different permutation strategies could be used.

The Kendall coefficient of concordance can be used to assess the degree to which a group of variables provides a common ranking for a set of objects. It should be used only to obtain a statement about variables that are all meant to measure the same general property of the objects. It should not be used to analyze sets of variables in which the negative and positive correlations have equal importance for interpretation.

Mr. Ram Narayan, a Six Sigma Black Belt was the faculty for the training who provided thorough knowledge about the training subject.

### The faculty covered the following topics:-

Introduction to Shainin tools, ISO Plot (Data collection, Analysis, Conclusion), Calculation of Tolerance to Delta P ratio, Attribute Agreement Analysis (AAA) (Datacollection, Analysis, Conclusion)

The training program also included Case Studies and Technical and Motivational Videos.

## TRAINING PROGRAM ON SUPERVISORY DEVELOPMENT PROGRAM

ACMA Northern Region organised an in-house training program in Roop Polymers Ltd., on Supervisory Development Program at Pantnagar on November 29, 2017.



Supervisory Development Program is a tool that helps develop practical skills to improve self and team effectiveness, effectively communicate, create a positive work environment, handle different personalities and inspire change.

The objective of the program was to create awareness amongst participants about the role of Supervisors in an organization, equip them for leadership roles, prepare them for managing and engaging team members in changing scenario, provide them a platform in building supervisory skills for managing resources and to acquaint them on manufacturing best practices.

The faculty for the training was Mr. Pradeep Kumar Sharma, covered the topics on supervisor's roles & responsibilities, qualities of a great supervisor, challenges of a supervisor, leadership skills; personal effectiveness (Self-management, Developing Attitude, Work ethics, Excellency at workplace, Art of Supervision); Managing Resources (Managing People, Managing Time, Managing Workplace, Managing Processes); Operational Excellence (Introduction to Total Quality Management, KAIZEN, 5S, Visual Control, and others).

## ANNUAL INTERACTION WITH ACMA PRESIDENT & VICE PRESIDENT

ACMA organised an interaction of Northern Regional members with Mr. Nirmal Minda, President on November 30, 2017 in New Delhi to understand the industry concerns.

During the address Mr. Vinnie Mehta, Director General ACMA, emphasized on increasing ACMA membership and stated that 47% of the total ACMA membership comes from Northern Region.



Addressing the participants – Mr. Nirmal Minda - President, ACMA highlighted that the industry required to focus on Quality Products. Indian Manufacturing industry has 16 Deming Prize winners, such accolades provide a drive for other companies in the world to compete and improve their Quality. Supplier Base needs to be strengthened and made robust, particularly the Tier II. He also mentioned that his efforts, along with the Committee of Government Affairs has been successful in reducing the GST rates for Auto Component Industry from 28% to 18%.



To ensure Overall Growth of the Value Chain - T1s need to play the role of Mentor and Guide to T2s & T3s. In view of Government's vision to introduce e-mobility, the change has to be brought gradually, without impacting jobs, investments and growth of the industry, he urged to all T1s and the other large companies in the membership to adopt at least couple of T2s/T3s in hand-holding them and providing them the required technological, financial support to these companies in the interest of the entire Indian automotive industry as the entire global OEs are looking at India for sourcing.

The leadership also answered to the queries that the membership posed to them on various issues concerning the industry as also the future plans of the Association.

Addressing the participants Mr. Viren Popli, COO – Swaraj Division



Mahindra & Mahindra Ltd. mentioned that in such competitive times, industry requires "Complete Value Chain Analysis". He shared the philosophy of Mahindra and Mahindra Swaraj that "Serve Customers with Sincerity, dedicated to the given tasks and Complete Transparency"...

The evening interaction was concluded with a Vote of thanks by Mr. U S Ahuja – Zonal Coordinator (Punjab & Chandigarh). He highlighted on Mahindra and Mahindra Swaraj belief on Mera Swaraj Campaign and commended Swaraj's growth in the Tractor Segment. Mr. Ahuja concluded by thanking everyone for their whole-hearted support.



# SFZ AUTOMOTIVE HUB

## ADVANTAGES

- Strategically good location on the world trade route.
- Advantages of distribution & re-distribution.
- Cost and time saving.
- FTA – Free Trade Agreement with USA.

## ECONOMIC INCENTIVES

- 100% foreign ownership
- No customs on imports & exports
- No taxes on profits and dividends for 30 years
- Minimal omanisation requirements (20%)
- No minimum capital investment or requirement
- No Restrictions on Repatriation of Capital, Profits and Investments
- Provision of one-stop services
- Fast Track Custom Handling and Processing

## GLOBAL HUB

### PORT

- On major international shipping routes with 2 weeks of major ports.
- Over 3,000 Commercial Vessel Calls per annum.

### AIRPORT

- 10km from SFZ
- Oman is within 4 hours of South Asia, 5 hours flight of Africa and 6 of Europe

### ROAD

- Direct highway access to GCC markets

### RAIL

- Railway to GCC under consideration



### CONTACT:

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# SOUTHERN REGION

## FIRST EVER HYUNDAI TECH SHOW

The first ever Joint Tech Show with a "Global Passenger Vehicle Manufacturer – Hyundai Motors India Ltd." was organized by ACMA (Southern Region) on October 9-10, 2017 at the R&D Center of Hyundai Motors India Ltd, Sriperumbudur.



ACMA has been striving towards creating platforms and avenues for business development for members both with OEMs and Aftermarket in India and Globally.

The tech show aimed at showcasing capabilities of ACMA members and others in supply chain for possible product development / localization of parts for Hyundai Motors India Limited.

A high-level team from Hyundai (including from Korea) shortlisted 27 companies in a phased exercise from amongst 800 ACMA member companies and select non-members identified by HMIL. The 27 companies were invited to put-up their products and



capabilities for the benefit of Hyundai purchase, engineering and R&D teams. The Hyundai team met and interacted with all the suppliers and had a fruitful discussions.

Over 530 visitors including from Purchase, R&D, Engineering, Production, including expats, select members and existing vendors to Hyundai visited the two-day Tech Show.

The Tech Show was inaugurated by Mr. Y. K. Koo, Managing Director, Hyundai Motor India Ltd. together with other senior officials Mr. D.I. Son, Executive Director, Procurement, Mr. S.T. Kwon, Executive Director, Mr S G Mani, Senior Vice President, Mr D Murali, Senior GM, from the company. The ACMA management

was led by Mr Ram Venkataramani, Vice President, ACMA and Managing Director, IP Rings, Mr. P. Kaniappan, Chairman Southern Region) and Managing Director, WABCO India Ltd., Ms. Shuba Kumar, Co-Chairperson, ACMA Southern Region and Director, Natesan Synchrocones Ltd. and Mr Vinnie Mehta, Director General, ACMA.



Speaking on the occasion, Mr. D.I. Son, Executive Director Procurement, Hyundai Motor India Ltd., mentioned that this was a first ever joint Tech Show by Hyundai for localization and was very happy and impressed with the professionalism of ACMA in organizing the same. He hoped that such a platform would encourage the Indian auto component manufacturers to invest more in technologies, quality, cost and delivery to meet the demands of the growing market and also the possibility of exports.

The following companies participated with their products on display:-

Company Name
Anand Motor Products Pvt Ltd
Ashley Alteams India Ltd
Borgwarner Emission System India Pvt Ltd
Bosch Ltd
Craftsman Automation Pvt Ltd
Faurecia Interior Systems India Ltd
Harita Fehrer Ltd
Hella India Automotive Pvt Ltd
Innova Rubbers Pvt Ltd
ITW India Pvt Ltd
Kalyani Maxion Wheels Ltd.
KSPG Automotive India Ltd.
Mahle Holding (India) P Ltd.
Minda Industries Ltd
Mudhra Fine Blanc (P) Ltd
Nippon Audiotronix (P) Ltd
Polyplastics Auto Components Pvt Ltd
Pricol Ltd
Right Tight Fasteners Pvt Ltd
Sansera Engineering Pvt Ltd
Stanson Rubber Products Pvt Ltd
Supreme Treon Pvt Ltd
Toyotetsu India Auto Parts Pvt Ltd
TRW Sun Steering Wheels Pvt Ltd
Rane TRW Steering Systems Pvt Ltd
Valeo India Pvt Ltd
WABCO India Ltd.

Exhibitors appreciated ACMA's efforts and recognized the efforts of ACMA in providing such a platform for members to start a business dialogue with Hyundai. This was a great opportunity provided for the benefit of the members and industry at large.

### TRAINING PROGRAM ON INVENTORY CONTROL FOR COST COMPETITIVENESS AT ROOTS INDUSTRIES INDIA LIMITED

ACMA Southern Region organized a training program on Inventory Control for Cost Competitiveness at Roots Industries India Limited on October 24, 2017. The faculty of this program was Mr P S Satish, Director, Saraswathi Industrial Services.



This one day program focused in understanding different aspects of inventory and its management, positive and negative side of inventory and various techniques, skills the inventory manager need to develop. Conflicts involved in inventory management, costs, measurement of inventory and various techniques for control.

The program started with round of introductions and a

questionnaire on Inventory management was circulated to gauge the knowledge levels of participants. Expectations from each participant was also captured by the faculty.

#### The topics covered during the program included:

- what is inventory management,
- conflicting views on inventory,
- why inventory in not required,
- link of inventory to type of demands,
- inventory reduction exposes problems,
- categories of inventory,
- types of inventory,
- factors affecting inventory,
- challenges of inventory for SMEs.

The program included exercises in Inventory management and videos to illustrate the theories. Articles on Application of Selective Inventory control Techniques for cutting tool Inventory modelling and inventory reduction – A Case study was circulated to participants.

9 delegates from 5 companies took part in the training program. The feedback from participants found the program relevant and generated few implementable ideas as takeaways from the program. Further the delegates found the training useful and informative.

### ACMA AT THE ELECTRIC MOBILITY STAKE HOLDER MEETING ORGANISED BY GOVERNMENT OF ANDHRA PRADESH

Mr. Nara Lokesh, Honourable Minister for IT, Panchayati Raj and Rural Development, Chaired a meeting of the stake holders for drafting the Electric Mobilty Policy for the state November 10, 2017.

Leading OEMs, start-ups and senior officials from the departments of Industries, Transportation, NRDECAP participated at this session.

ACMA was the only Association present at the meeting and was represented by Mr. Chakravarthi C. Director, Kusalava International a Regional Committee member of ACMA Southern Region along with Mr. Anil Kumar Unni, Regional Secretary, ACMA Southern Region.

The interactive session saw various companies give their views on what the Government should consider while preparing a holistic approach for adoption and implementation of E-mobility.

#### ACMA's recommendations for E-Mobility Vision included :

- State's vision on Electric Mobility Programme
- Understanding the EV Eco-System
- Developing manufacturing eco-system for EV
- Policies and incentives
- Encouraging industry to get into EV Ecosystem
- Sustenance
- Challenges
- Delivery Model and
- Support System for End users

Officials appreciated ACMA's detailed representation, which was presented to all the officials including the Minister.



## SPECIAL SESSION ON POST GST INTERACTIVE SESSION

ACMA Southern Region, as part of its series of interventions with officials from the Revenue Department and PwC organised a session on Clarification on Post GST issues as part of the Automotive Engineering Show organised by Messe Frankfurt at Chennai Trade Centre on November 11, 2017.



Ms. V. Sridevi and Mr. Karunakar Reddy, Superintendent from the Revenue and GST Department interacted with members. Ms. Sridevi mentioned that the Government will proactively consider the feedback from all players including the industry and had taken a bold step in revising downwards the rates on 10 November, 2017.

Mr. S. Vinodh, Director, PwC was the knowledge partner for the Session. Mr. Vinodh described various provisions and interpretations of notifications and its clauses to the participants. Mr. Vinodh cautioned that the industry should not trade on to "anti-profiteering" which could have adverse effect on the company.

48 participants included members and OEMs like Hindustan Motors, Caterpillar, Mahindra and Royal Enfield. Participants found this program extremely relevant and learning from presentations fairly high.

## FIRST EVER ACMA TOYOTA SKILLED PERSONNEL RECRUITMENT DRIVE

ACMA Southern Region in association with the Toyota Technical Training Institute organised a recruitment drive for the students on November 21, 2017, trained at Toyota under the ASDC program. 32 students were trained under the Toyota Tantrajna Scheme and were ready for recruitment in the areas of



- Logistics/Forklift Driving Operation (11 Students)
- Welding Operation (09 Students)
- Vehicle Assembly Fitter (14 students)



The students underwent rigorous training of 56 weeks under this new training scheme of Toyota Tantrajna @ Toyota. Training scheme module included, fundamental skill training (02 weeks), on the Job training (46 weeks) and theory, workshop calculation communication & computer (08 weeks).

Four Companies, namely Bill Forge Ltd, Harita Seating Systems Ltd, Rane Group and Suprajit Engineering Ltd participated at the job fair.

All the candidates were recruited which was a major success of the initiative.



The recruiters felt that level of training, attitude, and discipline of the candidates was very good and requested ACMA & Toyota to conduct such Job Fairs regularly.



They have also requested few areas like Paint shop, quality inspection and CNC operators, of skills that could be looked at for the next batch.

The whole initiative was well appreciated by members, Toyota and the candidates.

## FOUNDRY DEVELOPMENT COUNCIL MEETING

Given the importance of Foundry for many manufacturing sectors, the Government of Tamil Nadu formed a Foundry Development Council which had its meeting on November 22, 2017 at the SIDCO Office Chennai.

The meeting that was Chaired by Dr. Rajendra Kumar, IAS, Principal Secretary to the Government, Industries Commissioner and Director, Department of Industries, Govt. of Tamil Nadu and included senior

officials Mr. D.P. Yadav, IAS, Secretary, MSME, Ms. Jothi Nirmalashamy, IAS, Director Employment and Training, and other officials from the Pollution Control Board, Chief Engineer, TANGEDCO, Assistant Director, Department of Mines, Mr. Jagadish, Department of Industries from ACMA Mr. V. Balajikrishna, Senior Vice President – Commercial, Brakes India Ltd. along with Mr. Anil Kumar Unni, Regional Secretary, represented the auto component industry.

Chairman welcomed and gave a brief introduction on the initiative of the Government to formulate a special Foundry Development Council (FDC), which would be in sync with the National Development Council.

The aim, of the meeting was to improve the Foundry industry to make it globally competitive using efficient and eco-friendly technologies and make Tamil Nadu as No.1 State to go to for sourcing and/or investments for Foundry.

IIF made a presentation on the Foundry industry and the challenges the sector was facing in view of imports from China, lack of technology, infrastructure and other departmental procedures.

### The deliberations included:

- Ease of Doing Business
- Annual licence renewal periodicity
- Reduction in power tariff for non-peak hours
- Waste Disposal
- Skilling

Chairman reiterated the point of more industry representatives to be included onto the FDC and sought clear inputs from the industry with back-up data wherever possible.

## OPPORTUNITY TO ENHANCE & STRENGTHEN BUSINESS LINKAGE WITH IPOs

The ACMA All India IPOs' forum organized its quarterly meeting in Chennai on November 24, 2017.

ACMA Southern Region along with ACMA All India IPOs' Forum organized for the first time a special B2B Session on "Opportunity to Enhance & Strengthen Business Linkage with IPOs" on November 24, 2017, Chennai.

28 member companies had one-to-one meetings with the 11 IPOs present, which included- FCA, Isuzu, Navistar, Meritor, Mahle, Valeo, Visteon, Kubota, PACCAR, Polaris, Volkswagen.

Welcoming the IPOs and the participants, Ms. Shuba Kumar, Co-Chairperson, ACMA Southern Region and Director Natesan Synchrocones Ltd. appreciated the initiative of the IPO forum to conduct its meetings in various Regions and Zones and also give an opportunity to the members in the Region to interact and look at the possibility of business development. Ms. Shuba also requested the IPOs to voice their concerns from the automotive supply chain on what the industry should be working on to enhance confidence levels of the IPOs to source from Indian companies.

Speaking on the occasion, Mr. K.V. Praveen, Chairman, IPO Forum and Director – Purchasing, APAC & Global Commodity Strategy at Meritor gave a brief on IPO forum and what it was trying to communicate to the supply chain community through its interactions and meets.

## WESTERN REGION

### WORKSHOP ON VISUAL MANAGEMENT

Employed in many places where information is communicated by using visual signals instead of texts or other written instructions. The design is deliberate in allowing quick recognition of the information being communicated, in order to increase efficiency and clarity.



With this backdrop, ACMA Western Region organized a workshop on Visual Management on October 12, 2017 in Pune.

The objective of organizing the workshop was to increase visibility for all levels in the organization, track quality, cost, and delivery. Create dashboard to track data systematically, proactive decision making and monitor processes variation.

The workshop was conducted by Mr. Manjunath Powar, using short audio visual (AV) on visual management for experiential learning through games and introduction to standard visual symbols used in a work space.

31 delegates participated in the workshop and the same was concluded with Positive feedback .

### VISIT TO SONA KOYO STEERING SYSTEMS LTD. & JBM AUTO SYSTEM PVT. LTD.

ACMA Western Region organized a visit to Sona Koyo Steering Systems Ltd. and JBM Auto System Pvt. Ltd., Sanand on October 13, 2017 with the objective to see the best practices adopted by the two companies and to learn from their experience.

#### Sona Koyo Steering Systems Ltd., Sanand :

Mr. Jaydeep Kumar, Plant Head, Sona Koyo Steering Systems Ltd, Sanand, presented an overview of the Sona Group. Mr. Kumar mentioned, that apart from stringent quality standards, the company lays importance on two main factors that is Cultural Excellence and Process Excellence.

Mr. Praveen briefly touched upon some of the prime challenges that IPOs faced while considering sourcing from India:

- 1) Project Management
- 2) Development of Tier-2/3 suppliers by the companies
- 3) Supply Chain effectiveness
- 4) Design and Engineering capability
- 5) Competitiveness vis-à-vis China and East Europe.

Adding his views, Mr. A.B.K. Rao, Co-Chairman, IPO Forum and Head of Sourcing, Navistar International Pvt. Ltd. mentioned that while expectations may vary from company to company, all the companies and potential suppliers should focus on cost competitiveness, logistics and planning, since cost of capital was very high in India.

ACMA members appreciated the networking session and requested for similar interactions with other OEMs and Tier-1s.

Sona Group is accredited with Deming Application Prize 2003, QS 9000, ISO 9001, TS 16949, TPM Award, ISO 14001, ISO 10015+, Frost & Sullivan Award, TERI Environment Award, TERI CSR Appreciation, TPM Award, CII ITC Sustainability Commendation, HR Excellence Award, ISTD National Training Award, Golden Peacock National Training Award, IMC Ramakrishna Bajaj Commendation and TQM Practices. During the shop floor visit, Mr. Kumar said the plant was started in 2009 and got accredited with TS in 2013, TPM and ISO 14001 in 2014.



The members of delegation witnessed world class manufacturing and best practices like in house DOJO training centre with simulation trial activities like sorting, fitting and assembling all done in stipulated time and process, production performance management board, special purpose machines for assembly with fool proof systems inbuilt, daily team meetings using KAKOTARA sheets. Regular activities like supplier improvement quality, hawk eye award for employees reporting abnormality not mentioned in work instruction, employee engagement is all part of their routine activities.

**JBM Auto System Pvt. Ltd., Sanand:**

Mr. Nirmal Matharu, President, OG-9, Gujarat - JBM Auto System Pvt. Ltd. presented an overview of the JBM Group.

The Sanand plant is certified with ISO/TS 16949 & ISO 14001 equipped with high range of presses from 800T to 400T, supported with low range of presses from 40T to 200T and also with robotic weld shop to cater high level sub-assemblies to customers.

During the plant tour members of the delegation got opportunity to see the following :

- 1) Implementation of Kaizen, 5S and safety norms .
- 2) Robotic weld shop to cater high level sub-assemblies to customers.
- 3) Special swivel arm spot welding machines which can do spot welding in any component and position.
- 4) Raw Material store designed for each part
- 5) Bar code , Auto scrap system .

14 delegates from ACMA member companies participated in the visit. welding in any component and position.

**CONFERENCE ON - "3D PRINTING IN AUTOMOTIVE & ENGINEERING INDUSTRY"**

Continuing focus on "DIT" (Disruption, Innovation and Technology) the ACMA Western Region organized Conference on "3D Printing in Automotive & Engineering Industry" on November 8, 2017, Pune.

Automotive companies first used 3D printing in prototyping, 3D printing provided car manufacturers with a relatively quick method to fabricate unique components in a cost-effective way.





Conventionally, Tier -1 outsourced the process of prototyping to machine shops, which not only resulted in additional costs but also took weeks and even months to produce a part. Moreover, if the produced part needed modification, then the modified blueprint was sent to the machine shop again for production, resulting in a repeat of the entire process. Since time and cost are the key factor resulting in the price point and production. It was imperative that the conventional method is curbed to ensure efficiency in design thinking and faster execution of ideas for implementation, creating the prototypes in less than day or even hours.

Chief Guest Dr. Surendra Pal, Vice Chancellor, Defense Institute of Advance Technologies, Government of India, Scientist and Former Advisor, ISRO inaugurated the event.

The speakers at the conference include Mr. Dharmesh Raval, Deputy General Manager, Automotive Division, Mahindra & Mahindra, Mr. Ajay Purohit, Head Technical Craftman, Tata Motors, Ms. Nidhi Shah, Managing Director, Voxeljet India Pvt. Ltd., Mr. Ashwin Deshpande, Director Sales, Altair Engineering India Pvt Ltd., and Mr. Gopal Krishna, Founder, Global 3D Labs.

Ms. Nidhi Shah, Managing Director, Voxeljet India Pvt. Ltd. presented the case study how the manufacturing problem was solved using 3D Printing technology such as reduction in weight for aircraft door.

3D Printed PMMA patterns combined with Investment Casting  
Largest part size possible in a single piece, 1000 x 600 x 500 mm  
Geometric freedom of 3D printing and stability of Precision Casting.

## WORKSHOP ON ENERGY EFFICIENCY

Energy efficiency is a form of conserving energy, while keeping the same level of service. For example, if lights are turn off when it is not in use it is practicing energy conservation. However, If an inefficient incandescent light bulb is replaced with a more efficient compact fluorescent bulb, it is practicing energy efficiency.



With this backdrop, ACMA Western Region organised two day workshop on "Energy Efficiency" on 9th & 10th November in Pune.

**Mr. Punnet Hegde, was the faculty for the workshop. He explained the following topics in detail:**

- Energy audits & Energy Efficiency in manufacturing industry –Need, Process and benefits
- Electrical Network, Bill Analysis & Motors
- Electrical Power Quality
- Energy Efficiency in Compressed Air System , Pumping System, Lighting and Thermal System.

The Workshop was appreciated by participants, there were 29 participants and the feedback was encouraging.

## WORKSHOP ON ADVANCE COST ACCOUNTING

Advanced Cost Accounting provides the framework and features to incorporate relevant and valuable cost data into cost of goods sold. It enables companies to add Activity-Based Costing (ABC) cost components to standard inventory cost. The companies gain greater flexibility in determining the exact level of cost detail required to manage the business.



Activity-Based Costing (ABC) is a method for estimating the resources required to operate an organization's business processes, market and sell its products and serve its customers. Advanced Cost Accounting extends control over costs posted by allowing you to choose the cost basis for sales transactions and to selectively include the posting of activity based components as Flat Fees, Miscellaneous Charges, Time Sensitive Activity Cost Objects, and/or Services to inventory/COGS accounts.

To discuss and understand the main features of cost and management accounting and its applications in a business enterprise, ACMA Western Region organized two days workshop on "Advance Cost Accounting" on 16th -17th November 2017 at Pune.

The workshop was aimed for Managers and Executives who do not work in accounting but who need to know how basic accounting work and apply accounting related techniques when making business decisions particularly in the following functions :

- Marketing Department
- Production Department
- Purchase Department and
- Finance Department

## 5<sup>th</sup> GOLF TOURNAMENT & NETWORKING DINNER

ACMA Western Region organized the 5th edition of invitational golf tournament & networking dinner on November 19, 2017, Pune.

OEMs, ACMA Members and eminent Golfers from various parts of India participated in the event. In all 72 Golfers played at the tournament.

Key participants from OEMs include, Mr. Thomas Flac, President & Chief Purchasing Officer, TATA Motors , Tushar Karve – GM Press Factory PVBU , TATA Motors, Mr. Servos Karl, VP Product Line, TATA Motors, Mr. Ravi Gogia, Sr VP, FIAT India, Mr. J S Wilson, GM Power train Factory PVBU , TATA Motors, Mr. Rajiv Batra, CFO, Cummins India, Mr. Arun Balimane, Head – QA, TATA Motors and Mr. Tushar Karve – GM Press Factory PVBU, TATA Motors.

The event also saw participation from Defense sector. Many ACMA Members and Executive Committee Members also participated in the tournament.

Dr. Abhay Firodia was the Chief Guest for the Prize distribution ceremony.

Networking dinner saw the presence of ACMA Executive Committee members, senior officials from OEMs such as Tata Motors, Mahindra & Mahindra, Cummins India, KOEL, FIAT , Bajaj Auto, VW and Cummins .

**The winners of the tournament were :**

### Category - I

#### SILVER

<b>Winner</b>	Mr. Ratan Kapur, Past President - ACMA & CMD, Mark Exhaust Systems Ltd.
<b>1<sup>st</sup> Runner Up</b>	Mr. Ishaan Kanoi, Sr. Internal Auditor, Cummins India Ltd.
<b>2<sup>nd</sup> Runner Up</b>	Mr. Vaibhav Soni, CEO, Meenakshi Polymers Pvt. Ltd. Gurgaon

#### BRONZE

<b>Winner</b>	Mr. Arun Balimane, Head – QA, TATA Motors
<b>1<sup>st</sup> Runner Up</b>	Mr. J S Wilson, GM Power Train Factory PVBU, TATA Motors,
<b>2<sup>nd</sup> Runner Up</b>	Mr. Arun Garud

**Category – II**

**SILVER**

<b>Winner</b>	Mr. Raju Nageshkar, Sr. Vice President, Thyssenkrupp Industries India, Pune
<b>Runner Up</b>	Mr. Ajay Kapur



**BRONZE**

<b>Winner</b>	Mr. Sanjeev Dhand , CEO – Nuvotracks Financial Solutions
<b>Runner Up</b>	Mr. Bhaskar Ramchandra, Advisor -Business Development, Masu Brakes Ltd.



## Visit to JCB India Limited, Faridabad and Session with Mr. Shrirang Tambe, Founder & CEO, Origa Leasing



YBLF organized a visit to JCB India Limited, Faridabad. The delegation interacted with Mr. Vipin Sondhi, MD & CEO, JCB India Limited and Mr. Subir Chowdhury, EVP Operations, JCB India Limited.

JCB entered India in 1979 and are currently the market leader (~79% market share) in the construction equipment space. Product Range – 300 worldwide and around 50 products (110 variants) in India.

### Learnings from the Plant Visit to JCB

- JCB is World's top 3 suppliers of Construction Equipment
- Low Cost Automation : Developed and Patented robotics in India at a low cost that have transformed productivity of machines
- The strategic approach towards the solution of problems at shop floor level.
- For JCB the voice of the customer is paramount and they continuously use issues and complaints to change their products

During the visit all the participants took opportunity to learn and understand the level of automation of various models assembled in single assembly line and how to achieve higher level of customer satisfaction.

The response from the delegates was extremely encouraging and the participants were delighted to spend a day meaningfully.





# MEMBERS ROOM

## WESTERN REGION Ordinary Membership

**Adient India Pvt. Ltd.**  
Plot No. 1, Survey No. 235/245,  
Taluka Mulshi, Hinjewadi,  
Pune - 411057

SSI/Large & Medium/Etc.: Medium  
Products Manufactured: Seating Systems  
Certification to ISO 9000 & QS 9000: ISO/TS-16949 by TUV Rheinland  
ISO 14001 by TUV Rheinland  
OHSAS 18001 by TUV Rheinland

**Takshi Auto Components Pvt Ltd.**  
S. no. 292, Nanekarwadi, Chakan, Khed.  
Dist. Pune - 410501

SSI/Large & Medium/Etc.: SSI  
Products Manufactured: Axle Tube, Banjo Beam, Front Axle, Diffcase  
Certification to ISO 9000 & QS 9000: ISO TS 16949:2009  
by TUV NORD  
ISO/TS 16949:2009 by TUV NORD  
ISO 9001:2008 by TUV NORD

**Sintercom India Pvt Ltd**  
Gat no. 127, At Post Mangrul, Tal Maval,  
Talegaon Dabhade,  
Pune - 410507

SSI/Large & Medium/Etc.: Large  
Products Manufactured: Cam Gears, Timing Belt  
Pulley Synchro Hubs, and Balancer Gears  
Certification to ISO 9000 & QS 9000: ISO/TS 16949:2009

## SOUTHERN REGION Ordinary Membership

**Ordinary Membership**  
**Vinayak Rubber Products**  
No. 16/4, Anna Street, Grandlyon, Redhills,  
Chennai - 600052

SSI/Large & Medium/Etc.: SSI  
Products Manufactured: Rubber Flap, Testing Hoses, Moulded Parts  
Certification to ISO 9000 & QS 9000: TS16949 by Vincotte

## NORTHERN REGION Ordinary Membership

**Ordinary Membership**  
**UFI Filters India Pvt Ltd**  
Plot No. 123 BCD HSIIDC,  
Growth Centre Sec-6, Bawal,  
Haryana - 123501

SSI/Large & Medium/Etc.: Large  
Products Manufactured: Diesel Filters  
Certification to ISO 9000 & QS 9000: ISO TS 16949 by DHVGL

**J.S. Enterprises**  
Plot No: - 7, Sector-33,  
Behind M/S Hero Moto Corp Ltd.  
Distt - Gurgaon, Haryana

SSI/Large & Medium/Etc.: Medium  
Products Manufactured: Plastics Components, Rubber Components,  
Injection Moulds & Die, Die Cast Moulds, Bakelite Moulds,  
Pet Moulds  
Certification to ISO 9000 & QS 9000: ISO: 9001:2015 by  
KVQA Certification Services Pvt. Ltd.

## NORTHERN REGION Ordinary Membership

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### Senior Rubbers Pvt. Ltd. Fazilpur, Delhi Road, Sonipat, Haryana-131001

SSI/Large & Medium/Etc.: Medium  
Products Manufactured: Rubber Bushes, Rubber Bellows, Silent Block Bushes, Drum Rubbers, oil Seals, O Rings, Car Mat, 2&3 Wheelers Mats  
Certification to ISO 9000 & QS 9000: ISO 9001:2008 by Indraprastha SystemCert Pvt. Ltd.

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### Shree Amba Industries (SAI GROUP) Plot No. 14, Roorkee, Dehradun Road, Lakeshwar, Bhagwanpur, Haridwar, U.K.

SSI/Large & Medium/Etc.: SSI  
Products Manufactured: ABS, Diecasting, Cable, Filter, Mirrors, Head Light, Blinker, Helmet, Pamier Boxes  
Certification to ISO 9000 & QS 9000: ISO:9001:2008 by TUV Rheinland India Pvt. Ltd.

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### JSG Innotech Private Limited Plot No. 63, Sector-53, Phase-V, HSIIDC Kundli, Sonapat, Haryana-131028

SSI/Large & Medium/Etc.: Large  
Products Manufactured: Side Beading, Door Visors, Foot Mat, Head Light Cover  
Certification to ISO 9000 & QS 9000: ISO 9001:2008 by VINCOTTE  
ISO 16949:2009 by VINCOTTE  
ISO 14001:2004 by VINCOTTE

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### Ashimori India Private Limited Plot No SP2-11 Majrakath, Riico New Industrial Complex, Neemrana, Alwar, Rajasthan-301705

SSI/Large & Medium/Etc.: Medium  
Products Manufactured: Design & Manufacturing of Seat Belts, Airbags & Sunshades  
Certification to ISO 9000 & QS 9000: ISO/TS 16947:2009 By TUV NORD GmbH  
ISO 14001:2004 by TUV NORD GmbH  
BS OHSAS 18001:2007 by TUV NORD GmbH

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### Mandira Marketing Limited Plot No.30, Sector-5, IMT Manesar, Gurgaon - 122050

SSI/Large & Medium/Etc.: Medium  
Products Manufactured: Control Arms, Ball Joints

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## ASSOCIATE MEMBERSHIP

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### Visa Steel Limited Unit No. 427-429, 4th Floor, SRS Tower, New Metro Station, Mewla Maharajpur, CI Road, Faridabad - 121003

Products Manufactured: Round Bars, Wire Rod Coil, Flat Bars  
Certification to ISO 9000 & QS 9000: ISO 9001:2015 by BUREAU Veritas

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