

Automotive Component Manufacturers Association of India

December-January 2019

# JTONE Vol 11 No 76

3rd NorthEast Aftermarket Expo 2018

Sum of all parts: India's Component Industry thinks ahead

Brief Glimpse on **Auto Component Industry** 

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The duration also saw several Workshops & Training sessions to upgrade the technical capabilities of employees of the member companies. 'Digital – Connect, Conclave cum Technology display on Smart Manufacturing' was also held in New Delhi. It brought together national and international experts in the field of 'Industry 4.0' who deliberated and presented case studies on the advantages of automation and digitalisation. The event hosted incisive sessions, addressed by industry luminaries.

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

Mr Vinnie Mehta Director General, ACMA dg@acma.in

ACMA AUTONEWS

## CONTENTS



- 09 India Nepal Aftermarket Auto Parts Show
  - 10 3rd ACMA Northeast Aftermarket Expo 2018
    - 11 Region-wise Business Development



- 14 Region-wise Training & Educational Events
  - 31 Member's Room

## NO 76 / DECEMBER-JANUARY, 2019

### **ACMA AUTONEWS**

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### Published in Autocar Professional

Latest ACMA-McKinsey study on the domestic component industry is a comprehensive analysis of past, present and key ongoing trends that heavily impact the sector. It also makes recommendations to the supplier community to pave the way for a progressive future.

The level of importance and support of the automotive component sector to the domestic automobile industry is well documented. In FY2018, suppliers or the component industry reported a turnover of Rs 345,635 crore, marking 18.3 percent YoY growth and a CAGR of about 10 percent over the last five years. The industry contributes 2.3 percent to India's GDP and accounts for a four percent share in total exports.

The industry, which provides 3,000,000 direct and indirect jobs in the domestic market, is a net importer as its imports exceed its exports. According to data released by ACMA, while total auto component exports stood at Rs 90,571 crore (up 24 percent YoY), total imports were recorded at Rs 106,672 crore (17.8 percent YoY). Although exports grew at a faster rate than imports last fiscal, it is difficult to forecast when the industry will become a net exporter. The main reason for this can be attributed to the anticipated import content that will be procured, at least initially, to adhere to the incoming regulatory norms.

At its 58th annual session in early September 2018, ACMA had released a detailed study compiled by global management consulting firm McKinsey & Company. The study lists all the incoming trends that will impact the auto and auto ancillary sectors in the foreseeable future. It also issued a few interesting recommendations for the ancillary units to pay attention to in order to sail through the future.

The study says, "India's consuming class is expected to expand from 27 million households in 2014 to 89 million households by 2025. The auto industry is expected to flourish with the burgeoning consumer class investing in better vehicles across segments to serve the rising mobility needs."

According to the Automotive Mission Plan 2026, India's auto industry should triple in size by then. This forecast also has a direct binding on the ancillary business. At present, the Indian auto industry leads the world in the manufacture of two-wheelers, segment-A cars (affordable hatchbacks) and tractors. These three starkly different categories are common when it comes to the requirement of low-

cost components with fundamental applications. India is also home to some of the most complex development centres in the area of frugal and scalable engineering, set up by multinational vehicle and component makers.

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Delhi-NCR-Uttarakhand in the north, Pune-Nasik-Aurangabad in the west and Chennai-Hosur-Bangalore in the south are the three large existing auto belts. While these three large auto clusters continue to serve the all-India demands of the OEMs, two more are visibly coming up to accommodate the ever-expanding market and the growing industrialisation — Sanand in Gujarat, and Sri City and the Anantapur region in Andhra Pradesh.

The ACMA-McKinsey study categorises multiple trends in four broad themes that are expected to change the future of the auto and auto ancillary industry. These are:

- Constantly shifting market dynamics
- Evolving OEM needs
- Evolving new tech, departure from old tech
- Evolving regulatory framework and trade ecosystem

### **FAST-SHIFTING MARKET DYNAMICS**

The extensive study lists seven driving factors that are consistently contributing to the shifting dynamics of the automotive industry worldwide. These are Make in India, traceability and zero defects, the rise of the east in the global economy, market volatility, upward

| Constantly shifting<br>dynamics   | market                         | Changing<br>OEM needs      | Technological<br>improvements &<br>discontinuities | Evolving<br>regulatory &<br>trade environment      |
|-----------------------------------|--------------------------------|----------------------------|--|--|
| Make in India,<br>for India and   | The rise of                    | Changing pockets of growth | ACES gathering<br>momentum                         | Emissions - BS-VI,<br>EV, methanol, CNG            |
| the world                         | 110 2000                       | Platform consolidation     | Industry 4.0                                       | fuel cells   |
| Traceability and<br>zero defects  | Volatility and forecastability | Shorter product lifecycle  | Advanced materials                                 | Safety -Braking,<br>cabin, roll over<br>protection |
| Auto component<br>manufacturers   | Evolving adjacent              | Rise of electronics        | Rise of new  | Scrappage –<br>Lead use, reverse                   |
| integrating up the<br>value chain | industries<br>in India         | Tier 1 rationalization     | challengers from<br>unrelated sectors              | value chain  |
| Consolidation in the              | global industry                | Tier 2 and 3 quality       | Mobility as a service                              | Dynamic global<br>trade policies                   |

The interplay of these four trends could give rise to attractive opportunities for component makers.

| Vehicle categor                       | ry | Average localization<br>in top selling models <sup>1</sup> | Details  |
|---------------------------------------|----|--|--|
| Hatchbacks,<br>compact<br>sedans/SUVs |    | 90-95%   | Segment leaders have achieved<br>95% localization     Foreign OEM launches also securing as high<br>as 98% localization  |
| Premium<br>sedans                     |    | 85-90%   | <ul> <li>Even smaller players have increased<br/>localization levels from -70% to &gt; 80% in the<br/>past -5 years and intend to increase to<br/>-90% in the next -5 years</li> </ul> |
| Commercial vehicles                   | 10 | >90%   | Home grown leaders have localization well<br>above 90%     Premium offerings have also increased thei<br>localization from ~80% to >90% in 2015  |
| 2-wheelers                            | 00 | >90%   | <ul> <li>Market leaders have started developing bikes<br/>which are 100% indigenous</li> <li>Mass foreign players have also surpassed<br/>90% localization</li> </ul>                  |
| Tractors                              | 00 | >95%   | Cost-sensitive segment dominated by<br>Indian players who have localization levels<br>close to 100%  |

Even premium sedans have a localisation level of 85 percent or more, due to cut-throat competition.

integration of component suppliers in the value chain, evolving adjacent industries and consolidation.

Make in India: The industry has complemented the government's push of positioning India as a manufacturing hub globally. According to the study, top-selling passenger vehicles including SUVs, premium sedans and commercial vehicles have already achieved localisation of 85 percent or more in India. The latest vehicle manufacturers to either set up fresh operations or expand their footprint in India include Kia Motors, Peugeot, MG Motor, Volkswagen, Skoda, Fiat Chrysler and others in the PV segment.

Among the premium two-wheeler companies looking to expand their presence in India are Triumph Motorcycles and KTM (via alliance with Bajaj Auto), BMW Motorrad (via TVS Motor), Harley-Davidson, Norton, Kawasaki, Yamaha, Suzuki Motorcycles and others. Honda, Japan's largest two-wheeler company, is looking at India as its largest manufacturing hub globally. Honda is the arch rival to India's own Hero MotoCorp, which claims to be the world's largest two-wheeler

manufacturer.

The rise of the east: Asia arguably is the most-soughtafter continent driving the world economy. "A majority of global manufacturers are already increasing their capacity to meet growing demand in these markets, with major OEMs choosing to set up most of their new plants in Asia. In 2017, 40 of the top 100 global auto suppliers were from Asia, a number that has constantly been on the rise," the industry study quotes.

Traceability and zero defects: The study quotes SIAM's estimation of total 2.2 million vehicle recalls during the 2012-2016 period, Increasing vehicle recalls suggest a growing trend of implementation of quality checks and renewed focus on following best practices in manufacturing. Automakers are increasingly deploying a zero-defect policy to mitigate losses arising from vehicle recalls. "The OEMs are also encouraging component manufacturers who do well on the zero-defect parameter and penalising those who do not," says the industry study.

Traceability, on the other hand, plays a crucial role in tracing the source of flaws up till the part-specific production and the batch numbers. To keep track of vast records, OEMs as well as suppliers are deploying real time parts management system. Best practices are also gaining importance in the wake of India's upgrade to global standards in the areas of emissions and safety.

Suppliers integrating up the value chain: Tier 1 suppliers are fast moving up the value chain by graduating from the role of supplying parts to becoming system integrators for the OEMs. Meanwhile, Tier 2 vendors are also understood to be following suite. Technology disruptions such as electric mobility, computing platform for self-driven vehicles, connected infotainment ecosystem and others are driving this visible shift.

Consolidation in the global industry: With the advent of fast evolving technologies, capital-intensive R&Ddriven approach, small suppliers are increasingly

struggling to survive. They are either teaming up with other companies or are merging into bigger corporations. According to the study, the number of suppliers in India reduced from nearly 30,000 in the early 1990s to about 3,000–3,500 in 2014. In 2017 alone, the industry witnessed 13 mergers and acquisitions.

### **CHANGING OEM NEEDS**

Dynamic consumer expectations are forcing automakers to become increasingly agile and address market needs in time. This, in turn, is putting pressure on component suppliers. Changing OEM needs are characterised by six parameters: changing consumer preferences to premium vehicles, platform consolidation by OEMs, shorter product lifecycle, rise of electronics, Tier 1 rationalisation and Tier 2 and 3 quality.

Changing consumer preferences to premium vehicles: The study rightly points out that while the traditional vehicle segments will continue to sell at their steady pace, much of the growth is expected to come from premium vehicles with bigger engines. The rise of SUVs and midsize motorcycles are two clear examples of this market trend. In the M&HCV segment, the study quotes SIAM and underlines the greatest growth in sales of vehicles above 31 tonnes.

Platform consolidation: The study quotes IHS Markit by underlining the trend that marks the rise of modular platforms among the carmakers. While vehicle production volumes have been rising across the spectrum, the number of vehicle platforms has fallen for most OEMs.

"On an average, the volume per platform has gone up by 44 percent over the five-year period," it quotes. It is understood that platform sharing offers bigger volumes and hence more scope for negotiation within the value chain. This aspect has also immensely impacted the competitiveness (in terms of strategies around product segments and relative pricing) and vice-versa.

Shorter product lifecycle: With fast changing customer preferences, product lifecycles have sharply declined. It can be seen that vehicle makers roll out variants of a new product within 12 months of its launch. "The number of new model launches in India's PV market stood at 18 in 2008 and 40 in 2018. Similarly, two-wheeler manufacturers are planning to launch about 50 vehicles in FY2018-19," is detailed in the ACMA-McKinsey report.

Rise of electronics: Increasing electronic content per vehicle is possibly the biggest pain point of the Indian auto ancillary industry. According to the study, imports address around 65-70 percent of OEM demand in India.

"By 2030, automotive electronics content is expected to contribute nearly 45 percent of total automobile cost in India." Technological disruptions and tightening regulations are the major contributory factors to this trend.

### TECH IMPROVEMENTS AND DISCONTINUITIES

New technology megatrends are disrupting the automotive industry worldwide like never before. These new-age technologies such as autonomous cars, connectivity, electrification and shared mobility, namely ACES forces, are gathering momentum.

According to the report, India currently has more than 51 start-ups working on innovative tech in the auto industry. Industry 4.0 is another revolution, which is redefining the development and manufacturing processes. "Innovation of processes, digital manufacturing and automated distribution could disrupt the industrial value chain and drive companies to rethink the way they do business," suggests the comprehensive report.

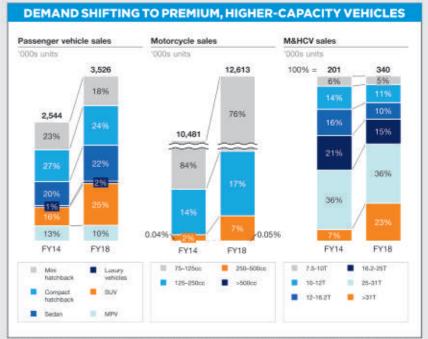
The automotive value chain is also under severe pressure to explore advanced materials to cut down vehicle weight and also save costs. Some of the new-age materials that are increasingly used by automakers include high-strength steel (HSS), aluminium, magnesium, carbon fibre and different forms of

polymers. Weight reduction is also a primary focus area while developing electric vehicles because it directly reduces the consumption of power from the battery to move the vehicle.

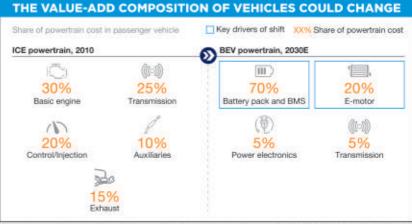
There are new players from unrelated sectors who are increasingly making an impact. According to the McKinsey Center for Future Mobility, around 95 percent of disclosed investments in companies focusing on disruptive technologies stemming from non-automotive players.

### **EVOLVING REGULATORY AND TRADE ENVIRONMENT**

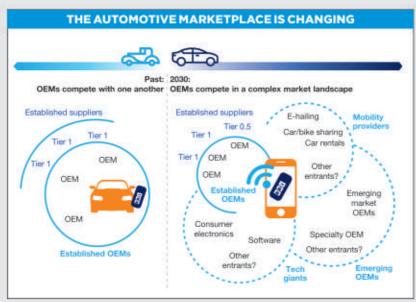
The mandatory shift to BS VI emission norms by 2020 has put forth several challenges for the automotive value chain while offering a global export opportunity. The government's push for stricter norms around safety, emissions, drive for EVs and bio-fuels is already putting tremendous pressure on the domestic supplier community, which has always followed a build-to-print model dictated by the



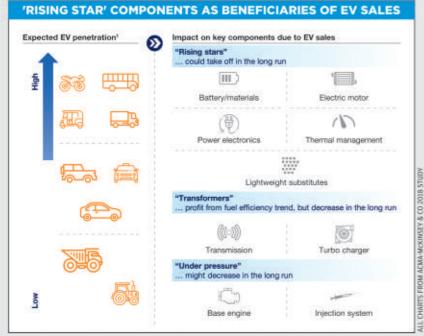
Share of SUVs in the PV segment and 250-500cc motorcycles has increased in the past four years.



Megatrends like ADAS, EVs, connecitivity and shared mobility will alter the existing value chain format.



As processes and revenue sources change, industry could see new challengers from unrelated sectors.



By 2030, EVs could penetrate at least 25% across public buses, two- and three-wheelers, and LCVs.

OEMs. However, thanks to the regulatory changes, the value chain is beginning to witness an R&D-driven approach in the development of new products of the future.

The vehicle scrappage policy, which is currently being drafted, is also expected to drive demand for new vehicles in the market. Other factors in this category include global trade policies such as free trade agreement (FTA), tariff and non-tariff protection and others.

### **OPPORTUNITIES AHEAD AND FOCUS AREAS**

The study points out that the Indian auto parts industry has more than tripled in under a decade with exports, at about Rs 91,000 crore, contributing more than 26 percent in FY2018. USA and

Europe account for the major share of exports of the Indian auto ancillary industry, suggesting its growing capabilities in the area of quality parameters. "However, India still has an only 3 percent share of the US\$ 1,690 billion global industry today," quotes the report, which has laid down 10 opportunity areas for suppliers to look at. These are:

- Pursue export opportunities aggressively.
- · Enhance import substitution.
- Offer premium features at Indian costs more than ever before.
- Focus on component categories that will contribute more to vehicle costs in the future.
- Expand aftermarket offerings to serve existing vehicle parc and aftermarket exports.
- Offer innovative and disruptive tech for future vehicles.
- Offer new features that will fit incoming trends such as shared mobility.
- Develop data-enabled services and solutions.
- Form partnerships and ecosystems to create value for consumers.
- Diversify to adjacent or associated industries.

## HOW SUPPLIERS COULD CAPTURE NEW OPPORTUNITIES

The ACMA-McKinsey study recommends four overarching focus areas that could help domestic suppliers to move towards rapid growth and global recognition. These are:

Strategise to win: The report suggests that existing organisations may look at mergers or acquisitions (M&As) to gain access to new technologies or new markets. It says that suppliers must set up dedicated teams to carefully identify and study potential M&As and associated risks before rushing into them. The companies must also govern performance via thorough strategy execution reviews and also specify and commit to export and aftermarket targets. Revamp leadership and talent: The companies preparing for the future are suggested to identify and develop nextgen leaders early on while actively developing the core skills necessary. Building best-in-class management practices and local teams globally are other key steps, as recommended.

Reset culture and mindset: Adapting to shifting market dynamics includes an agile approach at work, a start-up mindset, embracing risks, innovating at a rapid pace,

institutionalising flexibility, implementing a partnership-led operating model and other factors.

Achieve operational excellence: "Auto parts suppliers will need to embed excellence across their operations, ranging from supply-chain to data-infrastructure and product development efforts," points out the study.

All in all, the ACMA-McKinsey study provides a thorough analysis of the incoming trends and their potential impact on the value chain. It makes suggestions to how component suppliers as benefit from incoming opportunities stemming from global megatrends.

# 1 BUSINESS DEVELOPMENT



## INDIA NEPAL AFTERMARKET AUTO PARTS SHOW

ACMA organised the first Buyers & Sellers Meet in Kathmandu, Nepal from 9th to 11th January, 2019. The event was supported by Ministry of Commerce (GoI) and Embassy of India in Kathmandu.

The show witnessed participation by 23 Indian auto component manufacturers. The first day of the event was marked by visit to local spare-part market by participant companies, to understand the current market trends and local consumer demand. They visited, Teku (market for Two Wheelers), Satangul / Balaju (market for Passenger and Commercial vehicles) and Kuleshwor (accessories market).

Chief Guest, Dr. Ajay Kumar, Deputy Chief Mission, Embassy of India, inaugurated the seminar on the second day. The event was also graced by Mr. Manjeet Singh Puri, Indian, Ambassador to Nepal along with Mr. Amit Mukherjee, Deputy Executive Director (ACMA).

Dr. Kumar, while addressing the seminar, spoke elaborately on the status of current trade relation between India and Nepal. He further stressed, on the need of organising similar such events at larger scale with participation from both the sided.

Mr. Lokesh Raina, Senior Director (ACMA) gave presentation on Indian Automobile Industry and its capabilities. Mr Sunil Rizal from NADA discussed the future plans, expectations and concerns of Nepal's automobile & spare parts traders.

The event witnessed overwhelming response, with around 150 traders, dealers, distributors and retailers from Nepal's automobile industry attending the show. Encouraging feedback was received from the participants.



ACMA, Eastern Region, successfully organised 3rd edition of ACMA Aftermarket Expo (North-East) on 14th & 15th December, 2018 at Maniram Diwan Trade Centre, Guwahati.

It was organised under the aegis of Ministry of Heavy Industries & Public Enterprises (GoI) and was supported by Guwahati Motor Parts Traders Association (GMTA) & Federation of All India Automobile Spare Part Dealers' Association (FAIASPDA).

Shri Ravi Capoor, Additional Chief Secretary, Industries & Commerce, Government of Assam was the Chief Guest and inaugurated the show.

The Expo displayed capabilities and latest products from 52 auto component manufacturers. More than 1800 auto component dealers, distributors, wholesalers and retailers coming from various parts of North- east India and nearby countries like Myanmar, Nepal, Bhutan and Bangladesh visited the expo.

In addition to the show ACMA, also organised training session for local mechanics and repair shop workers, to upgrade their skills and to provide them insights about new and innovative repair technology and spare parts.













### **EASTERN REGION**

### MEMBERS' INTERACTION WITH PRESIDENT, ACMA

ACMA, Eastern Region, organized the annual meet and interaction with President and Vice President on 20th December, 2018 in Jamshedpur.

Mr. Ram Venkataramani, President ACMA, thanked the members for electing him as President and reposing faith in his leadership. He further shared, the restructuring exercise of ACMA with the members, which has streamlined ACMA activities to meet the requirements of members, operation in a dynamic environment.

Presenting the performance of industry, Mr. Ram Venkataranani, said despite significant challenges and uncertainties on the regulatory and technology front, the automotive industry in our country continues to do well, in fact, the performance of the vehicle industry in the last fiscal i.e. for 2017-18 has been one of the best ever, in the last few years. The President further mentioned that total vehicle sales grew more than 14 per cent, and growth has been witnessed in every segment of the vehicle industry.

Mr. Deepak Jain, Vice President, ACMA, elaborated upon crossfunctional teams under business development, who are working with the focus on electric mobility, MSME's and Supply Chain development for raw material. He encouraged the members to utilize the opportunities provided by ACMA, to explore, enhance and develop their business activities to stay relevant for the customers.

A total of 43 MD's, CEO's and Plant Heads attended the interaction.

### SOUTHERN REGION

### ANNUAL INTERACTION WITH PRESIDENT AND VICE PRESIDENT

ACMA, Southern Region, organized annual Interaction with Mr. Ram Venkataramani, President, and Mr. Deepak Jain, Vice President (ACMA) with its members on 22nd January, 2019 in Chennai. The annual interactive session was organized to discuss, share and exchange feedback on the industry and the services provided by the Association.

The chief guest of the meet was Mr. Vivek Agrawal, Vice President, Sourcing & Supply Chain, Ashok Leyland Ltd. Along with him, Mr. Suresh Krishna, Chairman, Sundaram Fasteners Ltd., also joined the Interaction.

Addressing the members, Mr. Venkataramani, mentioned that ACMA, has been at the forefront to provide new and innovative services to its members. He urged members to actively participate in the services rendered by ACMA.



















He further informed them about restructuring activities being concluded in ACMA, in which 22 sub-committees have been incorporated into five pillar, for efficient and innovative working. He also commended ACMA (SR) for having an active calendar with creative and innovative programs.

Mr. Jain, thanked members for their presence & continuous support and claimed that we need to be future ready. And if we are to becoming a developed economy, then we have to confront the challenges and disruptions and aim at continuous growth, by being together in close knit. The chief guest, in his address, stated that the Indian economy is growing at the fastest pace amongst the major economies and primarily it's been fuelled by domestic consumption. We would soon be among the top five conomies in the world, if the growth continues at the same pace, he added.

Overall the Interaction with President and Vice President remained insightful and and helped members to understand changing dynamics of the automotive industry.

# WORKSHOP ON 'STRATEGIC ROADMAP FOR INTERNATIONAL BUSINESS DEVELOPMENT & TECHNOLOGY ACQUISITION' (OE & AFTERMARKET)

ACMA, Southern Region, organized Interactive Workshop on Strategic Roadmap for International Business Development and Technology Acquisition at ACMA office, on 21st December, 2018. The objective of the program was to provide inputs to increase footprints and exports by Indian component suppliers through mergers, acquisitions, alliances and joint ventures.









A presentation was made during the interaction by Ms. Karishma Kukreja, Associate Director, Grant Thornton India. She presented the synopsis of the study conducted by Grant Thornton, India, which was released at the ACMA's Annual Session in New Delhi earlier in



September, 2018.

The study presented key observations and findings like; entry strategies for 13 countries, which included North America (USA & Canada), Latin America (Mexico & Brazil), Western Europe (Spain, Italy, France & Germany), Eastern Europe (Poland, Slovakia & Russia), Asia (Japan & South Korea) along with the aspects like:

- · Perspective and background
- · Growth and entry strategy
- · Statistics and trends
- · The role of disruptive technology in the particular geography
- · Key aftermarket players
- · Challenges and gaps
- · Key product categories
- · Strategy to enhance acquisitions
- · Areas to develop technology
- And most importantly 'do's & don't's' for M&A, JV & alliances.

Top competitors for Indian suppliers was also highlighted with statistics of imports by the respective countries under the study. Typical aftermarket products, key product category and top sellers in each country was informed about.

The study helped understand the key challenges and gap for Indian component suppliers like:

- · Lack in technological advancement & innovation
- Inability to bring out bundled product solutions
- Average product delivery time from India, which is 3 to 5 weeks (higher than Asian peers)
- · Inconsistency in Product Quality
- Non-adherence of emission norms and safety standards as per EU and USA regulations
- Price competitiveness in comparison with other countries
- Lack of cultural integration and response time, including styling of marketing products, as per international norms.

It was highlighted during the presentation that lack of vision and risk appetite by Indian component industry stays as major roadblock, for successful expansion in these markets. A strategy was laid bare for future mergers & acquisitions and Joint Ventures.

In all 19 participants from 15 companies, participated in the Workshop.

### NORTHERN REGION

## VISIT TO MAHINDRA & MAHINDRA (SWARAJ DIV.) & GILARD ELECTRONICS PVT. LTD.

ACMA, CFT (MSME and Supply Chain), organized a plant visit to Mahindra & Mahindra (Swaraj Div.) and Gilard Electronics Pvt. Ltd. for the members of Northern Region on 21st December, 2018 in Mohali.







Mr. J S Rangar, Chairman, ACMA - CFT (MSME & SC) led the 13 member's delegation, with the aim to expose member companies, understand and learn from experiences and journey toward digitization by the respective companies.

Mr. Jitender Gujral, Vice President (Manufacturing), M&M, facilitated the delegates along with his team. He provided various insights about the best practices in production process, procedures and digitation initiatives by M&M. He also put-forth company's history, growth and challenges in the tractor segment.

He further informed the audience, that they are the first company to indigenize the production of tractors in the country back in 1974 and their product portfolio consist of tractors from 15 HP to a 60 HP. The company has 349 component supplier associated with them and more than 63 per cent components is sourced locally.

They are the leaders in the tractor segment with 43 per cent market share. And have world class R&D center, working aggressively on the development of new products for local as well as international market, he added.

In the other visit, Mr. Sanjiv Singh Sethi (Director), Gilard Electronics, welcomed the delegates at their facilities. He took the delegates to Gilard's Design and Development center. The delegates experienced first-hand exposure to company's Stamping Shop, Molding Shop, Turned Part Shop, Electro Plating Shop and Assembly lines.

They also visited Gilard's in-house lab for Testing & Validation. The factory premise is spread over 1,50,000 sq. ft. It is worth remembering that, Gilard Electronics Pvt. Ltd. has won the ACMA Gold Trophy in 'Excellence in Digitization' (small category) in 2017.

The members came out impressed, to see the well maintained shop floor and tremendous work done towards increasing productivity and digitization at both the premises.

### WESTERN REGION

# WORKSHOP ON 'STRATEGIC ROADMAP FOR INTERNATIONAL BUSINESS DEVELOPMENT & TECHNOLOGY ACQUISITION' (OE & AFTERMARKET)

ACMA, Western Region, organized Interactive Workshop on Strategic Roadmap for International Business Development and Technology Acquisition (OE & After Market) at ACMA office, in Pune on 13th December, 2018.

The workshop was organized in collaboration with Grant Thornton, speaker presented the synopsis of the study conducted by Grant Thornton, India, and was released at the ACMA's Annual Session in New Delhi earlier in September, 2018.

The presentation elaborated upon:

- Entry strategy for 13 key countries, identified in the study
- Gaps, issues and challenges, prohibiting India, from becoming global leader
- How to create favorable brand perception globally, with respect to product development, technology and R&D
- Headwinds arising due to adoption of new technologies and inventions
- · Insights on global expansion via inorganic growth

Apart from background of study and key observations, business opportunities and challenges for component industry was also shared at the workshop. Lack of technological advancement, overcommitment on delivery time-lines, cultural integration and cost are identified as the key challenges for ACMA members in conducting international business.

Thirty Nine senior executives attended the workshop, and was very well received by the participants.

## 2 EDUCATION/SKILLING/ TRAINING MENTORSHIP

## **EASTERN REGION**

### IN-HOUSE TRAINING ON DFMEA

ACMA, Eastern Region, organized a day long in-house training program on Critical to Quality (CTQ) Tree and DFMEA for the employees of Emdet Jamshedpur Pvt. Ltd. in Jamshedpur on 12th January, 2019.





Mr. Ashish Tripathi, DGM, Product Engineering TCPL, Jamshedpur was the faculty for the training session.

Mr. Tripathy, gave interesting presentation, on the importance of DFMEA's and PFMEA's. He very elaborately defined the importance of the both the aspects, in improvement of design for various systems, sub-systems and components in efficient manufacturing process.

He further elaborated upon, the Failure modes and Effects analysis (FMEA) as a step-by-step approach to identify every possible failures in a design. An application of this process minimizes the failures, hence, resulting in efficient manufacturing.

He also shared the AIAG model, for quality planning, while discussing in detail about input, output and process flow of design FMEA. A step by step flow of DFMEA was laid out by Mr. Tripathi for the audience:

- · Detailed Header information on the DFMEA Form.
- Transfer functions from the p-diagram(s) or functional analysis sheet, including the measure.
- Identify potential failure modes for each function.
- · Determine potential effects of each failure mode.
- · Assign severity ranking to the most serious potential effects.
- · Identify the potential causes of each failure mode.
- List the current design prevention controls for each potential cause of failure.
- Assign occurrence rankings to the likelihood of the potential cause occurring, resulting in the failure Mode.
- List the current design detection controls for each potential cause of failure.
- Assign detection rankings to the detection controls based on the likelihood of detecting the failure before 'design freeze'.
- Calculate the risk priority number (RPN) and prioritize failure modes and to develop recommended actions.
- Review the FMEA regularly and rescore each line item after detailing the actions taken.
- After each appropriate program review create a new revision of the FMEA and transfer the new rankings to body of FMEA.
- At program completion document the FMEA as a technical report.

Seven employees of Emdet Jamshedpur attended the session.

## WORKSHOP ON CRITICAL TO QUALITY (CTQ) TREE

ACMA, Eastern Region, organized a day-long session on Critical to Quality (CTQ) Tree, at the Centre for excellence, Jamshedpur on 12th January, 2019.



The program aim remained to identify needs & importance of the product and services & requirements in ensuring the quality of the product. It elaborated upon how to break down broad goals into specific and measurable requirements.







He, started the presentation in a very interesting way by citing example of 'Ice Burg' to help participants understand, requirements of CTQ's and critical role it plays for the executive team to decide on process, product and project. He further informed that CTQ's can plays a vital role in the development of process, product and services for the internal customers also.

Majority of customer dissatisfaction is not caused by employee's error or attitude, but due to the faulty product, which cause disappointment "W. E Deming, said, 85 per cent reasons for the failure to meet customer requirements are related with the deficiencies in systems and processes, rather than the employee. The role of management is to change the process rather than badgering individuals to do better", he said.

Twenty Two delegates attended the training session, feedback received stayed encouraging.

### PLANT VISIT TO TATA CUMMINS PVT. LTD.

ACMA, Eastern Region, organized a visit to Tata Cummins P. Ltd. Jamshedpur on 10th January, 2019. The objective of the visit was to explore business opportunities and sharing of best practices.

Mr. Manish Jha, Director (Supply Chain) along with his team, welcomed ACMA delegation and gave detailed description about the plant and their vendor base.

The delegation was headed by Mr. Sanjay Sabharwal, Chairman, ACMA (ER), he gave detailed presentation about ACMA's initiatives and its activities for the host. The objective of the visit was to reconnect with TCL; to learn the best practices; business development opportunities for ACMA members and the facilitation role which ACMA could play to connect the two.

















Twenty Two MD's/CEO's and Plant Head from the member companies visited the Plant.

## NORTHERN REGION

### 4th INDOOR GAMES COMPETITION

ACMA, Northern Region, organized 4th Indoor Games Competition on 21st December, 2018 in Gurugram. Mr. A V N Rao (DDVM Quality) and Mr. Lal (DDVM, HR) from Maruti Suzuki India Ltd. inaugurated the Competition.













Total 225 players participated in different sports category like; Badminton, Carom, Chess, and Table Tennis. Badminton saw the highest participation by 92 players, followed by 55 in Carom, and 44 & 34 in chess and table tennis respectively. The details of the winners given below:

### Category: Badminton-Women

| Position                 | Winner's Name    | Name of the Organization    |
|--------------------------|------------------|-----------------------------|
| 1 <sup>st</sup> Position | Ms. Jyoti Yadav  | Musashi Auto Parts (I) Ltd. |
| 2 <sup>nd</sup> Position | Ms. Neha Rao     | Roop Automotives Ltd.       |
| 3 <sup>rd</sup> Position | Ms. Anupam Yadav | Musashi Auto Parts (I) Ltd. |

### Category: Badminton-Men

| Position                 | Winner's Name           | Name of the Organization   |
|--------------------------|-------------------------|----------------------------|
| 1 <sup>st</sup> Position | Mr. Puneet Sharma       | Roop Automotives Ltd.      |
| 2 <sup>rd</sup> Position | Mr. Harish Yadav        | Minda Industries Ltd.      |
| 3 <sup>rd</sup> Position | Mr. Ajay Kumar<br>Yadav | Jamna Auto Industries Ltd. |

### Category: Carrom

| Position                 | Winner's Name       | Name of the Organization   |
|--------------------------|---------------------|----------------------------|
| 1" Position              | Mr. Shailendra Soni | Ecocat India Pvt. Ltd.     |
| 2 <sup>nd</sup> Position | Mr. Saroj Sahoo     | Subros Limited, Sanand     |
| 3 <sup>rd</sup> Position | Mr. Rahul Rawat     | Sata Vikas India Pvt. Ltd. |

### Category: Chess

| Position                 | Winner's Name       | Name of the Organization     |
|--------------------------|---------------------|------------------------------|
| 1 <sup>st</sup> Position | Mr. Abhishek Kumar  | Shriram Pistons & Rings Ltd. |
| 2 <sup>™</sup> Position  | Mr. Roopak Mattoo   | Roop Automotives Ltd.        |
| 3 <sup>rd</sup> Position | Mr. Ajit Kr. Gautam | Shriram Pistons & Rings Ltd. |

### Category: Table Tennis

| Position                 | Winner's Name               | Name of the Organization |
|--------------------------|-----------------------------|--------------------------|
| 1" Position              | Mr. Akarsh                  | Subros Limited, Manesar  |
| 2 <sup>nd</sup> Position | Mr. Harish Bisht            | Subros Limited, Manesar  |
| 3 <sup>rd</sup> Position | Mr. Upendra Kumar<br>Sharma | Subros Limited, Manesar  |

Feedback shared by the participants stayed excellent and they wished similar such events should be organized often.

### 5th KAIZEN CONTEST - 31st January, 2019: Sonipat

ACMA, Northern Region, organised the fifth Kaizen Contest for the members of Delhi – NCR Zone on 31st January, 2019 in Sonipath. 52 teams from region participated in the competition, with participation of over 70 delegates. The four member jury consisted of Mr. Bhavnesh Taneja (AGM) Maruti Suzuki India Ltd., Mr. Anurag Srivastava (DGM-Mfg.) Yamaha India Motors Pvt. Ltd., Mr. Arun Handa (GM-Mfg.) SML ISUZU Motors India Ltd. and Mr. Sandeep Mahajan (Jt. GM – Vendor Devt.) International Tractors Ltd.

After the initial ceremony the guidelines for competition was laid out by the jury members among the participants. They also provided the information about the Kaizen Contest and its benefits.

ACMA Northern Region welcomed the dignitaries and the participants and highlighted the benefits of Kaizen practices which was started in Japan, stating that it's a strong contributor and fundamental part of a lean production process model in lean manufacturing.

ACMA (NR) Secretariat in the valedictory session, appreciated complimented for the overwhelming participation by the members. And informed that Kaizen as we all know, has been a successful methodology for achieving perfection by eliminating waste (muda) in the workplace (gemba), also for efficient production without wastes, through improvising standardized activities and processes.

### WINNER OF THE CONTEST:

| Company<br>Name                             | Team<br>Name       | Kaizen<br>Theme   | Winners<br>Position |
|---|--------------------|---|---------------------|
| Shiroki Tecnico India<br>Pvt. Ltd.          | Diamond            | Cost  | 131                 |
| Lumax Mannoh<br>Allied Technologies<br>Ltd. | Prayas             | Elimination of<br>Clinching Defect                      | 2 <sup>nd</sup>     |
| Ecocat India Pvt.<br>Ltd.                   | Perfect<br>Striker | To improve Product<br>Quality by Process<br>Improvement | 3"                  |
| Rockman Industries Ltd.                     | Ekta               | To Reduce MTTR of<br>Hole Pin Breakage                  | 4 <sup>th</sup>     |
| Anand Automotive<br>Pvt. Ltd. (Ansynsco)    | Risk<br>Bearers    | Safety<br>Improvement                                   | 5 <sup>th</sup>     |
| Lumax DK Auto<br>Industries Ltd.            | Surya              | Quality   | 5 <sup>th</sup>     |
| Polyplastics<br>Industries (I) Pvt.<br>Ltd. | Vision             | Defect Free AABM<br>Model                               | 5 <sup>th</sup>     |
| QH Talbros Pvt.<br>Ltd.                     | Aim                | To Reduce the<br>Torque in Ball &<br>Socket Joint       | 5 <sup>th</sup>     |

| Company<br>Name                     | Team<br>Name | Kaizen<br>Theme                   | Winners<br>Position |
|-------------------------------------|--------------|-----------------------------------|---------------------|
| Sandan Viakas (I)<br>Pvt. Ltd.      | Q Star IV    | Part Mix-up Control               | 5"                  |
| Minda Kosei<br>Industries Pvt. Ltd. | Parasite     | Elimination of<br>Muda of Quality | 6 <sup>th</sup>     |

### AWARENESS SESSION - ZED SCHEME

ACMA (CFT) on MSME and Supply Chain, organized Awareness Session on ZED Certification Scheme of Government of India on 3rd December, 2018 at ACMA, headquarter in New Delhi.



The session was conducted by Dr. Rakesh Gupta, CEO, ACE 1 Consulting. ZED Scheme is administered by QCI (Quality Council of India). There are 50 well defined parameters in the ZED Maturity Assessment Model. ZED (MAM) is an integrated and holistic certification system, which accounts for processes related to:

- · Production Management
- Quality Management
- · Design Management
- Safety Management
- Environmental Management
- · Energy Management
- Natural Resource Management
- Human Resource Management
- Intellectual Property Management
- · Performance Management

In the model, along with quality of products and services, equal emphasis has been laid for elimination of adverse impacts on environment. It is done through adequate planning at product & process design, pre-production, production and maintenance level activities. The net outcome stays as the sustainable development.

## DIGI-CONNECT CONCLAVE ON SMART MANUFACTURING

ACMA, Northern Region, organized Digi-Connect Conclave cum Technology display on Smart Manufacturing on 5th December, 2018. in New Delhi. Mr. Deepak Chopra, Chairman, Northern Region, welcomed ACMA members of Northern Region and informed that, NR, has taken keen interest in enlightening its members about 'Industry 4.0' as this is a challenge, as well as an opportunity for the industry.

Thanking the speakers, delegates and invitees, Ms. Meenakshi Narayanan, Sr. Director & Regional Secretary (NR) mentioned that a lot of insight and foresight about Smart Manufacturing, would be provided during the conclave. It would be useful for all the member companies to understand the impact of digitization, on Component Industry and help them learn from it.

Mr. Vijay Sethi, CIO, Hero MotoCorp Ltd., during the knowledge session, provided complete professional and technical details to the participants and touched upon requirements like:

- Managements' readiness to tackle 'mind-set' change in employees.
- 2. Awareness about the various Technologies.
- Understand organizational problems and keep the objective clear before implementing a new technology
- 4. Importance of clear plan/roadmap to run smart enterprise.

Mr. Kavan Mukhtyar, Partner & Automotive Leader, PwC India, presented a detailed impact on 'Digitization – Transforming your Business'. He defined digitization and touched upon benefits and challenges, and highlighted on the drivers for its adoption and opportunities for the industry.

He further elaborated that, the word 'Digital' is simply a way to say 'Invest in IT'. Digitalization success depends less on having the most advanced technologies and more on having the right operating systems, business skills, incentives and operating models.

According to him, 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. Digitization in automotive manufacturing would make companies to improve their competitiveness, while setting a strong foundation for the future growth in a steadily evolving manufacturing landscape.

Alongside the conference, AVAYA and LPS Bossard Pvt. Ltd. displayed their latest offerings in the exhibition.

## FIRST 5S COMPETITION & AWARENESS SESSION

ACMA, Northern Region, organized Awareness Workshop on 5S on 9th & 13th December, 2019 and in New Delhi. The session was organized for the members of Northern Region to showcase their best practices, and to learn from cross-learning opportunity, from the best implemented practices.

The 5S practice leaves a lasting impact on the workforce, which significantly motivate and promotes a sense of pride in their work. It leads to sense of enhanced ownership among the workers about their responsibilities, eventually making an organization profitable and competitive.

The 5S began as part of the Toyota Production System (TPS), the manufacturing method. This system, often referred to as Lean manufacturing in the West, targeting to increase the value of products or services for customers and is considered as the foundational part of the TPS.

The system emphasize upon clean and organized work place to achieve consistently good results. A messy and cluttered space can lead to mistakes, slowdowns in production and even accidents. All of which interrupt operations and negatively impact a company.

### IN - HOUSE TRAINING PROGRAM ON ADVANCED EXCEL

ACMA, Northern Region, organized a day long, training program on 'Advanced Excel' on 22nd January, 2019 at Jay Switches India Pvt. Ltd. The workshop aimed at training the work force of member companies in improvising data maintenance.

The faculty for the training was Mr. Pradeep Agrawal. During the workshop, he covered topics like; Key board shortcuts, controls, cell commands, naming cells & ranges, advanced formulas & functions, recording macros, using visual basic for applications (VBA), optimizing data and its analysis, presenting & reporting, validating and updating.

He also highlighted the importance of Excel, as a software application with almost unlimited depth and complexity. Excel is something that we work on, in our daily life, it's not just used in businesses but in other fields also such as; shop floor (data management), non-profit organizations, hospitals and educational institutions.

The objective of the workshop were:

- Understand advance functions of Excel.
- Understand and perform the most advanced calculations and functions, manipulate data using pivot tables and 'advanced' analysis, record macros and integrate with other office applications.
- · To develop better analytical skills.

### DAY LONG IN-HOUSE TRAINING PROGRAM ON 'PROBLEM SOLVING TECHNIQUES'

ACMA, Northern Region, organized a day long training program on 'Problem Solving Techniques' on 18th December, 2018 at Rudrapur. The workshop was held to train work force of member companies in data maintenance.

Mr. Ranjan Vasishtha, Ex-DGM, Maruti Suzuki, India, was the faculty for the training program.

The objective of the program was to:

 Keep what may seem like 'little problems' from adding up and becoming big problems in the future. The only way to work on tomorrow's problems is to work on the problems today while they are still small.

- To utilize visual management & standard work tools to catch problems before they start adding up.
- Build skills, tools and systems needed to deal with those problems as soon as possible.
- Start using 5-Why analysis. Continue asking "Why?" at different stages in order to dig deeper into the root cause of a problem.
- Use Plan-Do-Check-Act, or PDCA. Without fully understanding the cause of what is happening in a situation.
- Understand that identifying the small problems, are a valuable contribution for future outcomes.

The faculty further showed practical examples, discussed case studied and showed technical videos. The session ended with question and answer session.

## WORKSHOP ON BREAKTHROUGH & INNOVATIONS

ACMA, Northern Region, organized workshop on Breakthrough and Innovation on 18th & 19th December, 2018. The workshop was designed to enhance the creativity and innovativeness of the participants. Through fun and interactive activities, the program challenges participants to develop a breakthrough mind-set.

Breakthrough Workshop provides a pathway for creativity and innovation, leaving people open and positive about making change happen. Participants work through real-time business issues and are energized to take bold, new actions that deliver breakthrough outcomes.

Mr. V K Sharma, Head Cluster Program was the faculty for the workshop.

Participants of the workshop would undergo the training for another six months, spending three days of class room training every month till March 2019.

### Schedule from II to V:

| Module II      | 18th January 2019  |
|----------------|--------------------|
| Module III     | 15th February 2019 |
| Module IV      | 12th March 2019    |
| Final Module V | 29th March 2019    |

## DAY LONG TRAINING PROGRAM HELD ON DMAIC

ACMA, Northern Region, organized a day long training program on 'DMAIC' (Define, Measure, Analyse, Improve and Control) on 17th January, 2019 at Rudrapur. It was organised with an aim to train the workforce of member companies on improvising data maintenance techniques.

DMAIC, is a data-driven quality strategy used to improve processes. It is an integral part of a 'Six Sigma initiative', but in general can be

implemented as a standalone quality improvement procedure or as part of other process improvement initiatives such as lean.

The objective of the program was to:-

- To Identify or Validate the improvement opportunity and map related business processes.
- To Develop a Problem Statement and implement a plan for Improvement.
- To Generate, Evaluate Solution Ideas and communicate solution ideas to all communicators.
- To verify reduction in failures due to the targeted root cause and Integrate lessons learned.

The faculty for the training was Mr. Neeraj Shukla. Who covered the following topics:

Definition of Six Sigma Quality, Aim of Sigma, Six Sigma Methodology, Difference between Six Sigma, Lean Sigma & DFSS, Lean Six Sigma Integration, Six Sigma Project Screening, Black Belt Project, Introduction of DMAIC Process, Definition of Phase-5 Tools, Measure and Analysis Phase – 8 Tools, Improve – 4 Tools, Control – 5 Tools.

### RUN YOUR BUSINESS OPERATIONS WORKING ONE DAY A WEEK & DOUBLE YOUR PROFIT

ACMA, (CFT) on MSME & Supply Chain along with YBLF organised a day long workshop on 'Run Your Business Operations, Working One Day a Week & Double Your Profits' by Mr. Rahul Jain, on 23rd January, 2019 at New Delhi.

Mr. Rahul Jain introduced radical new concept, explaining number of tools, exercises and how to build an 'Action Plan' to put 'Business on Auto-Pilot' and 'Double your Profits'.

Mr. Jain stressed that every business owner is responsible for success or failure in his business. In order to succeed in business, owners need time to breathe and to get their ideas implemented. Every business owner should have a business vision for his company for next 5-10 years and monitor monthly percentage growth in profits.









Mr. Jain emphasized on setting up systems in the organisation, so that business works with or without business owners. He also touched upon why finances, cash flow, budgeting, collections is a challenge and how to master it.

He also laid emphasis on hiring good talent and create an environment, where people love working in the organisation by creating an easy to implement HR policy and organizational structure.

## YBLF SESSION ON DIGITIZATION: 1<sup>st</sup> DECEMBER, 2018

ACMA, YBLF, organized session on 'Digitization' and 'Industry 4.0' on 1st December, 2018 in Gurugram. The objective of the session was to understand about the impact of Digitization on the way the business is being run and to understand what Industry 4.0 is all about.

Some of the leading speakers, who took the session are; Mr. Rajib Kumar Jena, General Manager, Bajaj Auto Ltd., Mr. Lokesh Payik, Chief, Digital Enterprise & Connected Industry, Bosch Ltd., Mr. Amol Mate, VP, Industrial Business Unit, Altizon Systems, Mr. Kuldeep Deshpande, CEO, Ellicium Solutions, Mr. Sanjeev Jain, Director, TNS Networking Solutions Pvt. Ltd. and Mrs. Priyanka Kapuria, Enterprise Sales Consultant, LinkedIn Sales Solution.

The speakers put forward their views on topics of utmost importance like; future growth for the industry in the digital world, Internet of Things, Journey of Industry from 1.0 to 4.0, Industrial IoT matters, SWOT Analysis for Manufacturing Landscape in India, What is ROI, IoT Attitude, Challenges to implement – Cost, Quality, Delivery and Time to Market Pressures.











### SOUTHERN REGION

### 10th REGIONAL KAIZEN CONTEST

ACMA, Southern Region, organised 10th edition of Regional Kaizen Contest in Bangaluru, on 8th December, 2018. The contest saw 88 Kaizens presented in a day in the areas of Productivity, Quality, Cost, Delivery and Safety.















Welcoming the Jury and the participants at the session, Mr Anil Kumar Unni Regional Secretary, ACMA, mentioned that cost controls through waste elimination and motivating employees to perform better, are a constant effort for any company, especially in the tougher times of a slow-down. 'KAIZEN' does both effectively and has proven this in Automotive industry.

The event saw the participation from leaders of OEMs' like; Mr. Chandramohan CT, Department Head — Assembly Frame, Honda Motorcycle and Scooters India Pvt. Ltd., Mr. Nedumaran M, Head — Central Quality & Manufacturing Quality, Ashok Leyland, Mr. Rajesh Satish Bhat, PES Divison - Innovation Engg & SEIBI Dept, Toyota Kirloskar Motors Pvt. Ltd., Mr. J A Jothiswaran, GM - QAD ( Quality Assurance Department), TVS Motor Company, Mr. Deepak, Engineer, ACE Manufacturing System and Mr. B N Jagadeesh Prasad, QCFI-Mentor.

Addressing the participants, Mr. Nedumaran, congratulated the turnout from the member companies to compete in the contest and thanked ACMA for giving him and Jury team an opportunity to

evaluate, share and learn through the medium of contest.

As a special Gesture, ACMA felicitated, Dr. B N Jagadeesh Prasad, a veteran in the area of spreading the message of Quality across all forums.

Mr J A Jothiswaran, GM (QAD), Jury Chairman, appreciated the presentations given by different teams, and said that they were Dynamic and revolutionary. He also appreciated the positive aggression and enthusiasm displayed by the contestants during the day.

He also applauded ACMA for organizing the event for member companies and inviting jury from different locations, which helps in getting different perspectives about customers.

Total 150 teams from the industry participated in the event.

## The following teams were announced winners in the different categories:

| WINNERS - PRODUCTIVITY |  |       |  |
|------------------------|--|-------|--|
| S.No.                  | Company Name                               | Prize | Team Members                             |
| ূ্ৰ                    | Madras Engineering<br>Industries Pvt. Ltd. | 1     | Mr. VV Gopakumar &<br>Mr. Chandrasekaran |
| 2                      | SUBROS Ltd.                                | 2     | Mr. Dharmaraj &<br>Mr. Manikandan        |
| 3                      | Lumax Industries Ltd.                      | 3     | Mr. Sudeep &<br>Mr. Saurabh Shetty       |
| WINN                   | IERS - QUALITY                             |       |  |
| S.No.                  | Company Name                               | Prize | Team Members                             |
|                        |  | 1     | Mr. Voncennal A 9                        |

| S.No. | Company Name                              | Prize | Team Members                          |
|-------|---|-------|---------------------------------------|
| 6     | WEBCO INDIA Ltd.                          | 1     | Mr. Venugupal A &<br>Mr. Ramesh R     |
| 2     | Lumax Industries Ltd.                     | 2     | Mr. Chandradeep 8<br>Mr. Safee Ansari |
| 3     | Lumax Auto<br>Technologies Ltd.,<br>Kolar | 3     | Mr. Madhusudhan                       |

| WINNERS - COST |                                     |       |                                     |
|----------------|-------------------------------------|-------|-------------------------------------|
| S.No.          | Company Name                        | Prize | Team Members                        |
| 1              | Sundaram Fasteners<br>Ltd., Padi    | 1     | Mr. M Balaji                        |
| 2              | WEBCO India Ltd.                    | 2     | Mr. K. Venkateshwaran<br>& Mr. Raju |
| 3              | Wheels India Ltd.,<br>Padi          | 3     | Mr. Ashwin R                        |
| 4              | Mann and Hummel<br>Filter Pvt. Ltd. | 3     | Mr. Pradeep P                       |

| WINN                                 | WINNERS - SAFETY                         |              |  |  |
|--------------------------------------|--|--------------|--|--|
| S.No. Company Name Prize Team Member |  | Team Members |  |  |
| 1                                    | WEBCO INDIA Ltd.                         | 1            | Mr. Balsubramanian s. &<br>Anil Thomas |  |
| 2                                    | Toyota Kirloskar Auto<br>Parts Pvt. Ltd. | 2            | Mr. Basavaraj Gundoor                  |  |
| 3                                    | Autoliv India Pvt. Ltd.                  | 3            | Mr. Vaibhav &<br>Mr. Kanakappa         |  |

| WINNERS - DELIVERY |                             |       |                                      |
|--------------------|-----------------------------|-------|--------------------------------------|
| S.No.              | Company Name                | Prize | Team Members                         |
| 1                  | Sansera Engineering<br>Ltd. | 1     | Mr. Girish Naik &<br>Mr. Nagarjan S. |
| 2                  | Brakes India Pvt. Ltd.      | 2     | Mr. M. Shridhar                      |
| 3                  | WABCO India Ltd.            | 3     | Mr. Manikandan M &<br>Mr. Vinoth     |

| CERTIFICATE OF APPRECIATION - SSI |                                |                                  |
|-----------------------------------|--------------------------------|----------------------------------|
| S.No.                             | Company Name                   | Team Members                     |
| 1                                 | Besmak Components<br>Pvt. Ltd. | Mr. Juswin Joseph &<br>Mr. Albin |

## QUIZ PROGRAMME ON QUALITY AND BUSINESS

ACMA, Southern Region, organized quiz contest on 14th December, 2018 at ACMA office in Chennai, on the topic of Quality and Business. The contest was held under very competitive environment and was appreciated by all.

For the quiz, a preliminary written test was conducted among 12 teams, having two members each, out of which six teams were shortlisted for the quiz based on scores. Six 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. The Quiz master was Mr. V Thiagarajan.

According to the participants, the quiz is a refreshing change tor recall the concepts and it would definitely motivate them to perform better.

















The winners of the Quiz Competition were awarded certificates and individual prizes. The winning teams included:

| Position                 | Name of the Organization            |
|--------------------------|-------------------------------------|
| 1" Position              | WABCO India Ltd.                    |
| 2 <sup>nd</sup> Position | Wheels India Ltd.                   |
| 3 <sup>™</sup> Position  | Rane NSK Steering Systems Pvt. Ltd. |

## SPECIAL PROGRAMME ON JISHU HOZEN & QUIZ PROGRAMME

ACMA, Southern Region, organized special program on 'Jishu Hozen' (Autonomous Maintenance) for its members in Bangalore on 18th January, 2019.









# SALALAH FREE ZONE AUTOMOTIVE HUB

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- 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 & dividends for 30 years.
- Minimal omanisation requirements (20%).
- · No minimum capital investment or requirement.
- · No restrictions on repatriation of capital.
- Provision of one-stop services.
- Fast track custom handling & processing.

### **GLOBAL HUB**

### PORT

- On major int't 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 & 6 hours flight of Europe.

### ROAD

Direct highway access to GCC markets.

### RAIL

 Railway to GCC under consideration.





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www.sfzco.com





The faculties for the event was Mr. B Pravin Rao, Consultant, Shingo Institute of Japanese Management and Mr. Kesavan, consultant, Shingo Institute. Both are expert in Lean manufacturing and other Japanese techniques.

The autonomous maintenance is the restoration and prevention of accelerated deterioration and has a major positive effect on OEE. It is a step-by-step improvement process. Unlike traditional maintenance programs, where the operators run the machines, until they break or become due for maintenance and then hand them to the maintenance department. In autonomous maintenance operator perform simpler & safe maintenance routines, such as lubrication, bolt tightening, cleaning and also inspection and monitoring.

During the training the emphasis was laid upon 'Jishu Hozen' a very simple set of activities that do not over-stress the operators.

In the first half, the faculty focussed on the basics of Jishu Hozen, in the second half the participants were divided in groups and a quiz was conducted, to evaluate the understanding.

In all 16 participants from member companies joined the workshop.

## VISIT & INTERACTION TO CATERPILLER INDIA PVT. LTD.

ACMA, Southern Region, organized a visit for its members to Caterpillar India Pvt Ltd, Plant in Thiruvallur, Chennai on 4th December, 2018.

Mr Nagaraju Srirama, President & Director, J K Fenner (India) Ltd. was the mission leader for the Visit. He appreciated the host and informed that his last visit to Caterpillar plant was back in 2008, where the visiting member companies, later became the part of supply chain of Caterpillar.

Presenting the overview of Caterpillar, Mr Suresh Bakthavatchalu, Factory Manager, Caterpillar India Pvt Ltd., mentioned that Caterpillar is the world's leading manufacturer of construction, mining, diesel, natural gas engines, industrial gas turbines and diesel-electric locomotives.

He further informed that manufacturing line at the Thiruvallur facility is a flexible manufacturing line, which could produce diverse range of trucks ranging from 40, 50, 60 and 100 tons category trucks. According to him 80 per cent of the output are exported across the world markets, except North America.

Interacting with delegation, Mr. Vivekanand Vaneeganathan,



Facility Manager mentioned that Caterpillar considers its suppliers as partners. Caterpillar is catering to three main streams including mining, construction & energy and transmission, he added.

Sharing the purchasing policy and procedures, Mr. Jayavardhan Gupta, Head Site Purchase (India, Thailand and Russia), mentioned that 8000 part are purchased of which 50 per cent are sourced from its subsidiary companies. The outsourced purchase from other vendors includes; fabrication, castings, hydraulics, pumps, valves, electrical, electronics and other parts. Outsourced parts also varied from segment to segment like 50 per cent for OHTs, 65 per cent for excavators, 95 per cent for backhoe loaders and skid-steers. For the export segment there is an opportunity to localize 60 per cent, he added.

Thanking the CAT team, Mr. Srirama, mooted the idea of Caterpillar Tech Show to Procurement team, exclusively for the sourcing needs of Caterpillar, which could be conducted in the future.

The visit and interaction with Caterpillar, provided the participants details about the company, including its future plans, the company's procurement strategies, components for sourcing and Caterpillar's teaching, assessment & hiring initiatives.

## WORKSHOP ON PROCESS FMEA, PROCESS AND DESIGN FMEA

ACMA, Southern Region, organized workshop on Process FMEA, Process & Design FMEA, in Tamil on 29th January, 2019 at ACMA Office in Chennai.



The objective of the interaction was to understand the benefits of PFMEA in preventing failures and FMEAs' in systematic analysis of





potential failure modes. It also helped to understand that effective FMEA identifies corrective actions, required to prevent failures, from reaching customers and to assure the highest possible yield, quality and reliability.

This programme covered the following topics:

- What is FMEA, History of FMEA, Why it is used and When can be deployed
- Primary drivers of FMEA
- · Different components, definitions and calculations used in FMEA
- Different types of FMEA
- Elements of successful FMEA
- Learn the steps to develop FMEAs'
- Sample FMEA form
- Discussion on case study
- Quiz on FMEA related topics

Faculty for the event was Mr. V Thiagarajan and the program was attended by 16 delegates from 11 companies.

### 2<sup>nd</sup> SECTORAL EXHIBITION & MEET OF ENGINEERING INSTITUTION AND AUTOMOTIVE INDUSTRY

ACMA, Southern Region, with EDII (Entrepreneurship Development & Innovation Institute) Govt. Of Tamil Nadu organized the 2nd Sectorial Exhibition and Meet of Engineering Institutions and Automotive Industry on 22nd January, 2019 in Chennai. A total of seven institutions participated in the exhibition to showcase their student's talent and display their projects to the industry.









ACMA (SR) created this platform for the mutual benefit of industry and academia, where the engineering students presented interesting and creative projects to the leaders and decision makers





















of the auto component and related industry.

The Exhibition was inaugurated by Mr. Vivek Agrawal, Vice President & Head Sourcing and Supply Chain, Ashok Leyland Ltd. together with Mr Shiva Shankar, Deputy Director, EDII, Mr. Ram Venkataramani, President, ACMA, Mr Deepak Jain, Vice president, ACMA, Mr. Suresh Krishna, Past President, ACMA & Chairman, Sundram Fasteners Ltd. and Mr Kaniappan, Chairman (SR) ACMA.

Mr Biju Balendran, MD & CEO, Renault Nissan Automotive India Pvt Ltd. was the Chief Guest, who visited, interacted and encouraged the students. During the exhibition several companies offered internship and placement opportunities to the students.

The Exhibitor received encouraging response from the industry. Following institutions displayed their projects during the exhibition:

| Vision Conference             |  |   |
|-------------------------------|--|---|
| Name of the<br>College        | Project Displayed  | Students &<br>Faculty Name  |
| Agni College of<br>Technology | 1. Electric Go Kart  | Student: Venkat G<br>Surya & Vishnu<br>Shaji<br>Faculty: P<br>Purushothaman |
|                               | 2. Smart Automated<br>Car                                    | Student: J<br>Jayakumar & M<br>Nandhabalan<br>Faculty: S<br>Sudharsan       |
|                               | 3. Tumble Wheel  | Student: Ariharan T<br>& Hemantharajan V<br>Faculty: J P Josh<br>Kumar      |
|                               | 4. Robot Arm<br>Controlled by PLC                            | Student: Shorn<br>Philip & Dinesh G<br>Faculty: K Mahesh<br>Kumar           |
|                               | 2. IOT Based Solar<br>Powered Automatic<br>Irrigation System | Student: Deliganesh<br>N & Maniyarasan K<br>Faculty:<br>Karthikeyan         |
|                               | 3. Unmanned<br>Fertilizer Sprayer                            | Student:<br>Lakshmanan &<br>Harikrishnan<br>Faculty: Prasanaa<br>Kumar      |

| Name of the<br>College  | Project Displayed  | Students &<br>Faculty Name  |
|---|--|---|
| B.S. Abdur Rahman<br>Crescent Institute of<br>Science &<br>Technology | 1. Mini Baja ATV   | Student: Nekuri<br>Vineeth & V. Karthik<br>with Team members<br>of 25 students<br>Faculty: P.D.<br>Jayakumar &<br>S. Loganathan with<br>the faculty team<br>of Crescent |
|   | 2. Low Cost 3D<br>Printer                                    | Student: M. Haris<br>Abdullah<br>Faculty: K. Saran<br>Kumar   |
| Dr. Mahalingam<br>College of<br>Engineering and<br>Technology         | Accident &     Collision prevention     using smart Helmet   | Student: Karthick<br>MK, Madhan Kumar<br>U & Aravind<br>Krishna T<br>Faculty: Dr. Selva<br>Kumar, M, Dr.<br>Karthick Jayaram &<br>Mr. Veena<br>Raghavan S.              |
|   | 2. Automatic Speed<br>Control and<br>Accident Detection      |   |
|   | 3. Revolutionising<br>Car Delalership                        |   |
| Rajalakshmi<br>Engineering College                                    | Magnetorheol-<br>ogical Fluid Damper                         | Student: Ruthran R<br>Faculty: Mr. Pavan<br>P   |
|   | 2. Touch Sensitive<br>Steering                               | Student: Mohed<br>Aisque<br>Faculty: Dr. K<br>Bhaskar   |
|   | 3. Parallel Hybrid<br>Two-Wheeler                            | <b>Student:</b> Balakumar K <b>Faculty:</b> Mr. R Gowtham   |
|   | 4. Automatic<br>Actuation of<br>two-wheelers<br>centre stand | Student: Neil Joy<br>Janfy & Sivanesh S<br>Faculty: Mr. K.<br>Mohanraj  |
| Chennai Institute of<br>Technology                                    | 1. AIR COP   | Student: P. Barath<br>Chelliah & M.<br>Sathithya Yogi<br>Faculty: R. Bala<br>Murali   |
|   | 2. Smart Locker<br>System                                    | Student: P. Dinesh<br>& K R Vaishnav<br>RS Raja<br>Faculty: R. Bala<br>Murali   |

| Name of the<br>College                   | Project Displayed   | Students &<br>Faculty Name  |
|--|---|---|
| Chennai Institute of<br>Technology       | 3. Ergonomically<br>Smart Warehouse<br>Design Using Delmia      | Student: Lavanya<br>M<br>Faculty: G.<br>Karthick  |
|  | 4. Smart Energy<br>Management<br>System<br>(EMS)                | Student: ALEX<br>BENITICAR<br>DHAYALAN E. &<br>M. Monisha<br>Faculty: R. Bala<br>Murali |
|  | 5. Value Stream<br>Mapping                                      | Student: R.<br>Vigneshwari<br>Faculty: G. Karthick                                      |
| Muthayammal<br>College of<br>Engineering | Effective Power Generation from Train Wheels                    | Student: S.<br>Srinivasan &<br>R. Aadhithkrishna  |
|  | 2. Servo Actuated<br>Mini Robot Gripper<br>Mechanism            | Student: M.<br>Vasanth & S.<br>Praveenraj<br>Faculty: Dr. V.L.<br>Raja                  |
|  | 3. 3D Printing of<br>Automobile<br>Components                   |   |
| Sri Ramakrishna<br>Engineering College   | 1. Automated Vision inspection System                           | Student: Balaji   |
|  | 2. Graphene<br>Coating for<br>Corrosion<br>Prevention           |   |
|  | 3. Vehicle Tracking<br>System                                   |   |
|  | Capability on special purpose machine for Industry requirements |   |

The initiative to bring academia and industry together was appreciated by the industry members, and encouraged the participating students.

### WESTERN REGION

### 2<sup>nd</sup> INDOOR GAMES COMPETITION

ACMA, Western Region, organized 2nd edition of Indoor Games Competition on 6th January, 2019 at Pune. The competition included Carrom, Chess, Badminton and Table tennis.

The competition was organised with an aim to strengthen the bonding among members, colleagues and peer group.

Overwhelming response was received from members. In total 155 players participated in the event from member companies like; Bharat Forge, Mahle Behr, A Raymond Fastners, Minda Industries, GKN, Knorr-Bremse Systems, Indo Shottle Auto Parts, Flash Electronics India and Bosch Chassis.

### Following were declared winners:

### Badminton - Women's Single Category

| Position  | Winner's Name       | Name of the Organization             |
|-----------|---------------------|--------------------------------------|
| Winner    | Ms. Pranali Godbole | GKN Sinter Metals Pvt. Ltd.,<br>Pune |
| Runner Up | Ms. Ruuma Ghosh     | GKN Sinter Metals Pvt. Ltd.,<br>Pune |

### Badminton - Men's Single Category

| Position         | Winner's Name              | Name of the Organization                    |
|------------------|----------------------------|---|
| Winner           | Mr. Rahul Sonar            | Kalyani Maxion Wheels<br>Ltd.               |
| Runner Up        | Dr. Ujjan<br>Bhattacharjee | GKN Sinter Metals Pvt. Ltd.,<br>Pune        |
| 2nd<br>Runner Up | Mr. Tushar Ingale          | Siddhivinayak Aesthetics<br>Pvt. Ltd., Pune |

### Badminton - Men's Single Category

| Position         | Winner's Name              | Name of the Organization                    |
|------------------|----------------------------|---|
| Winner           | Mr. Rahul Sonar            | Kalyani Maxion Wheels<br>Ltd.               |
| Runner Up        | Dr. Ujjan<br>Bhattacharjee | GKN Sinter Metals Pvt. Ltd.,<br>Pune        |
| 2nd<br>Runner Up | Mr. Tushar Ingale          | Siddhivinayak Aesthetics<br>Pvt. Ltd., Pune |

### **Table Tennis**

| Position         | Winner's Name            | Name of the Organization                               |
|------------------|--------------------------|--|
| Winner           | Mr. Hrishikesh<br>Gandhi | KSPG Automotive India<br>Pvt. Ltd., Pune               |
| Runner Up        | Mr. Sagar Kashilkar      | Plastic Omnium Auto<br>Exteriors India Pvt. Ltd., Pune |
| 2nd<br>Runner Up | Mr. Swapnil<br>Bhosarkar | Indo Schottle Auto Parts<br>Pvt. Ltd., Pune            |

### Carrom Men's Single Category

| Position         | Winner's Name             | Name of the Organization                                 |
|------------------|---------------------------|--|
| Winner           | Mr. Nitin B Salvi         | Bharat Forge Ltd., Pune                                  |
| Runner Up        | Mr. Sandeep<br>Kshirsagar | Indo Schottle Auto Parts<br>Pvt. Ltd., Pune              |
| 2nd<br>Runner Up | Mr. Swapnil<br>Pandhare   | Plastic Omnium Auto Exteriors<br>(India) Pvt. Ltd., Pune |

### Carrom Women's Single Category

| Position | osition Winner's Name   | Name of the Organization             |
|----------|-------------------------|--------------------------------------|
| Winner   | Ms. Yogita J<br>Surwase | Windals Precision Pvt.<br>Ltd., Pune |

#### Chess

| Position         | Winner's Name         | Name of the Organization                                 |
|------------------|-----------------------|--|
| Winner           | Mr. Omprakash<br>Soni | Tata Toyo Radiator Ltd.,<br>Pune                         |
| Runner Up        | Mr. Omkar Pachpor     | Flash Electronics Pvt. Ltd.,<br>Pune                     |
| 2nd<br>Runner Up | Mr. Shivdas Dhende    | Plastic Omnium Auto Exteriors<br>(India) Pvt. Ltd., Pune |

### 10th HR SUMMIT HELD IN PUNE

ACMA, Western Region, orgainsed 10th successive HR Summit on 15th January, 2019 in Pune. The summit was held with continued foucs on HR, IR and Skill Development and has developed into a flagship calender event.

Leading HR professionals, industry leaders and decision makers attended the event. The speakers addressed the participants and imparted knowledge about different HR, IR & Skill Development topics.

The Speakers included Chief Guest, Mr. Satish Borwankar, COO, Tata Motors Ltd., Prof. Inder K Bhat, Vice-Chancellor, MIT-World Peace University, Dr. Santosh Bhave, Director, HR & IR Bharat Forge Ltd.

In his keynote address, Mr. Borwankar, said currently the Indian automotive industry is growing faster than ever before, and India will be the third largest car manufacturer in world by 2021. Regulations by Government such as BS-VI from April 2020 and E-Vehicles are clear indication of advancement of technology that will be key to sustain business. Linking the theme with advancement of technology he said, the HR require to play bigger role to develop people with tech mindset.

The summit was divided into three technical sessions, including panel discussion covering the following key areas of the HR/ IR:

### Technical Session - I

Title: "Culture that matters"

| Speakers:   |  |
|---|--|
| Mr. Sameer Dua, Renowned Writer   |  |
| Dr Veena Apte, Strategic Leadership Consultant,<br>Praj Industries Ltd. |  |
| Mr. Prakash Iyer, Renowned Writer                                       |  |

### Technical Session - 2

Title: Refocusing New Game plan of Industrial Relations

| Session Moderator.                                     |
|--|
| Dr. Santosh Bhave, Director-HR & IR, Bharat Forge Ltd. |
| Panel Member:  |

| TO A STATE OF THE |
|---|
| Mr. Dipak Gadekar, Head Industrial Staffing, Calibehr Business<br>Support Services  |
| Mr. Pramod Mahatme, Head - Group Employee Ralations, Wipro  |
| Dr. C. B. Patil, Head - H R KIA Motors India Pvt. Ltd.  |

### Technical Session - 3

Title: "Development of Technology based mindset"

| nt of the state of |   |
|--|---|
| Mr. Mohan Iver, General Manager & Business Head, Christian   | ń |

Mr. Mohan Iyer, General Manager & Business Head, Christian Sharpline Technical Training Pvt. Ltd.

Mr. Anand Khot, HR Leader - Pune & Mumbai, IBM India Pvt. Ltd.

Mr. Avinash Chintawar, Managing Director - Bosch Chassis Systems Pvt. Ltd.

### 9th ANNUAL REGIONAL KAIZEN COMPETITION

ACMA, Western Region, organized ninth edition of Region Annual Kaizen Competition on 18th December, 2018 in Pune.

The competition saw 74 case study presentations on improvements carried by ACMA member companies in their respective plants in the Western Region. Leading member companies such as Anand

Group, Aurangabad Electricals, Badve Group, Minda Group, Bosch, Bharat Forge, Schaeffler India, NRB Bearings, Polyplastics, Talbros, TACO Group, Varroc and Yazaki participated in the competition.

The Jury panel included the industry experts from OE customers like: Mr. Sharad Prabhudesai, Head (KAIZEN-CVBU), Tata Motors, Pune, Mr. Vaibhav Laad, DGM, General Motors, India, Mr. Vijay Aher, Executive Manager, John Deere Technology Center, Pune, Mr. Atul Patil, Head TPM & Manufacturing Excellence, MVML, Pune, Mr. Shashank Chavan, supplier selection for export business, PACCAR India and Ms. Sneha Jain from VW India.

### The following were declared winners:

### **TOP THREE**

| Position                 | Winner's Name | Name of the Organization        |
|--------------------------|---------------|---------------------------------|
| 1 <sup>st</sup> Position | Bramaastra    | Bosch Ltd., Nashik              |
| 2" <sup>d</sup> Position | Diamond       | Yazaki India Pvt. Ltd., Pune    |
| 3 <sup>rd</sup> Position | Finishers     | Bharat Forge Ltd., Pune<br>MCD1 |

### PRODUCTIVITY CATEGORY

| Position                 | Winner's Name               | Name of the Organization                   |
|--------------------------|-----------------------------|--|
| 1 <sup>st</sup> Position | KSPG 2                      | KSPG Automotive India<br>Pvt. Ltd.         |
| 2 <sup>nd</sup> Position | Harita Fehrer<br>Production | Harita Seating Systems Ltd.,<br>Ranjangaon |
| 3 <sup>rd</sup> Position | Inensy                      | Industrial Engineering<br>Syndicate, Vasai |

### SAFETY CATEGORY

| Position                 | Winner's Name      | Name of the Organization                       |
|--------------------------|--------------------|--|
| 1 <sup>st</sup> Position | Gabriel Innovators | Gabriel India Ltd., Chakan                     |
| 2 <sup>nd</sup> Position | Gati               | Varroc Engineering Ltd.,<br>VEL-I, Aurangabadl |
| 3 <sup>rd</sup> Position | Winners            | Minda Industries Ltd.<br>(Sensor Div), Pune    |

### **COST CATEGORY**

| Position                 | Winner's Name | Name of the Organization                    |
|--------------------------|---------------|---|
| 1 <sup>st</sup> Position | Achievers     | Windals Precision Pvt. Ltd.,<br>Chakan      |
| 2 <sup>nd</sup> Position | Roaring Lion  | Badve Engineering Ltd.,<br>Khalumbre        |
| 3 <sup>rd</sup> Position | Arjun         | Talbros Automotive<br>Components Ltd., Pune |

### **DELIVERY CATEGORY**

| Position                 | Winner's Name            | Name of the Organization                  |
|--------------------------|--------------------------|---|
| 1 <sup>st</sup> Position | Tenneco Bench<br>Markers | Tenneco Automotive (I) Pvt.<br>Ltd., Pune |
| 2 <sup>rd</sup> Position | Achievers                | NRB Bearings Ltd.,<br>Aurangabad          |
| 3" Position              | The Warriors             | MAHLE Behr India Pvt. Ltd.,<br>Chakan     |

### **BEST TURN AROUND CATEGORY**

| Position                 | Winner's Name             | Name of the Organization                             |
|--------------------------|---------------------------|--|
| 1" Position              | Schaeffler<br>Multipliers | Schaeffler India Ltd., Pune                          |
| 2 <sup>rd</sup> Position | Udan                      | Mubea Automotive<br>Components (I) Pvt. Ltd., Pune   |
| 3 <sup>rd</sup> Position | Poly Maintenance          | Polyplastics Industries (I)<br>Pvt. Ltd., Ranjangaon |

## CONFERENCE ON IR (INDUSTRIAL RELATIONS) IN AHMEDABAD

ACMA, Western Region, organized conference on IR (Industrial Relations) on 21st December, 2018 in Ahmedabad. Mr. M K Das, Principal Secretary, Industries & Mines, Govt. of Gujarat was the Chief Guest of the conference.

The conference was presided by eminent personalities like Mr. Vivek Bindra, GM-HR, Tata Motors, Sanand and Mr. Bhuwnesh Chauhan, AGM - HR & ADMIN, Suzuki Motors, Gujarat.

Addressing the participants, Mr. Das, said integration of culture is key to maintain the industrial relation. Single window clearance and ease of doing business are the policy and cultural changes which Gujarat Government has created over the years. He added that the state government is always ready to support the industry and make Gujarat an example in terms of Industrial relations.

Some of the key aspect discussed during the conference are: Importance of Labour Laws, Domestic Inquiry, Industrial Disputes Act, Industrial Employment Standing Orders Act; Misconducts under Industrial Employment Standing Order Act are & how to handle Misconducts to ensure correct Disciplinary Action.

Along with that sessions on experience sharing, case studies, statutory compliances with regards to Contract Labour, Minimum Wages, Gratuity, Bonus and Sexual Harassment at work place were widely discussed.

Over 60 delegates attended the conference, and feedback received stayed encouraging.

## TRAINING PROGRAM ON EFFECTIVE COMMUNICATION SKILLS

ACMA, Western Region, organized day long training program on Effective Communication Skills on 18th January, 2019 in Ahmedabad. The training was aimed at personel working in operations and support services.

The objective of this training was to rrecognise interpersonal orientation (Social Style), to understand the power of non-verbal communication, empathetically listen to others, how to communicate effectively under stressful situations & improve inter personal relationships with the help of effective communication skills

Ms. Deepali Patrikar, subject matter expert and Corporate Trainer was the trainer for the Event.

During the training Mrs. Patrikar, explained the importance of effective communication during negotiations to achieve goals. Communication is important within the business, and effective communication can help to foster good working relationship between a team leader and members, she added.

The topics covered in the training included:

- · Understanding Communication Dynamics
- Communication Styles
- Non Verbal Communication
- · Empathetic listening
- Improving interpersonal Skills
- · Power of Questions

## TWO-DAY WORKSHOP ON GEOMETRIC DIMENSIONING AND TOLERANCES

ACMA, Western Region, organized two day workshop on Geometric Dimensioning and Tolerances on 24th to 25th January, 2019 at ACMA office in Pune. The session aimed at senior draftsmen, designers and engineers.

The session was conducted to create awareness on understanding the fundamentals and workout examples in drawings using methods as per Geometric Dimensioning and tolerances.

The training was conducted by Mr. Jayant Karandikar. He explained in detail about geometric dimensioning and tolerances as per ASME y 14.5 2009.

And added that GD&T, which stands for geometric dimensioning and tolerances., standard method for dimensioning was coordinate geometry set in 1950, it has many pitfalls. So, a standard was published by ASME in 1957 as ASA Y 14.5 (1957). In this standard, dimensioning was put on a mathematical foundation. Current edition of this standard is ASME Y 14.5 (2009).

## TWO DAY WORKSHOP ON "PROBLEM SOLVING USING SHAININ DESIGN OF EXPERIMENTS (DOE)"

ACMA, Western Region, organized two day long workshop on Problem Solving using 'Shainin Design Of Experiments' (DOE) on 16th and 17th January, 2019 at ACMA office in Pune.

The workshop was conducted by Mr. Ram Narayan, key points of his presentation are:

- · Skills for correctly understanding the technical problem,
- · Identify the suspected causes for the problem
- Selection of right 'Shainin' tools depending on problem and process nature
- How to identify problems for solving using Shainin methodology
- Identification of problems from the organization for application of the DOE tools
- Identifying whether problem is Design or Manufacturing variation from the conclusion

The Selection of 'Shainin' tools was explained using live problems, data collection, analysis and conclusion was explained using handson exercises.

## MEMBERS ROOM

### NORTHERN REGION Associate Membership

Shree Balaji Alumnicast Pvt. Ltd. 6gKM Stone, Delhi Jaipur Highway, Behind Rico Auto Ind. Ltd., Dharuhera, Rewari-122106, Haryana

Product / Services: Molten & Ingots Certification to ISO 9000 & QS 9000: ISO 9001:2015 by TUV SUD

### **Ordinary Membership**

MSS Filtration Engineering Process Pvt. Ltd. Plot No.-95, Sector-IIDC, SIDCUL, Rudrapur, Dist.: US. Nagar, Uttarakhand-263153

SSI/Large & Medium/Etc.: SSI Products Manufactured: Automotive Filters Certification to ISO 9000 & QS 9000: ISO 9001:2015 by TUV SUD South ASIA P. Ltd.

### SOUTHERN REGION Ordinary Membership

Maini Plastics And Composites Pvt. Ltd. Shed No. 1 to 4, Sy No. 25/2 & 25/3, New No. 391, Hosur Main Road, Chandapura, Bangalore- 560099

SSI/Large & Medium/Etc.: SSI
Products Manufactured: Interior & Exterior
Automotive Parts
Certification to ISO 9000 & QS 9000:
IATF 16949-2016 by TUV NORD
ISO 14001-2015 by TUV NORD
ISO 9001-2015 by TUV NORD

### **Ordinary Membership**

Muthayammal Educational Trust and Research Foundation Muthayammal Engineering College Kakaveri, Rasipura Namakkal Dist. - 637408

SSI/Large & Medium/Etc.: NA Products Manufactured: Trust

### EASTERN REGION Associate Membership

Eastern Alloys Pvt. Ltd. AT: Goibhanga PO: Kalunga, Rourkela – 770031 Dist: Sundarharh (Odisha)

SSI/Large & Medium/Etc.: Medium Products Manufactured: Brakedrum, Hub Cover, Pedestal, Brackets, Hub Certification to ISO 9000 & QS 9000: IATF 16949-2016 by Quality Austria ISO 9001-2015 by DNV

### **Ordinary Membership**

Kross Limited M4, Phase VI, Adityapur Industrial Area, Gamharia, Jamshedpur-832108

SSI/Large & Medium/Etc.: Medium
Products Manufactured: Coupling Flange,
Axle Shaft, Gear Joint Assy., Spider, Control
Spring Assy., Arm Ram, Arm Hydraulic Lift,
PTO Shaft, Spindle Front Axle, Hydraulic Lift,
Shaft, Steering Universal Joint, Universal
Joint Crosses.
Certification to ISO 9000 & QS 9000:
IATF 16949:2016 by TUV NORD
ISO 9001:2015 by TUV NORD

### WESTERN MEMBERSHIP Ordinary Membership

PYN Autocomp Private Limited Gat No. 193-196, Sanaswadi, Tal. Shirur, Dist. Pune-412208

SSI/Large & Medium/Etc.: Medium Products Manufactured: Wheel Hub, Planetary Carrier, Middle Housing, and backing Plate. Certification to ISO 9000 & QS 9000: IATF-16949:2016 by BSI Shilpan Steelcast Private Limited Plot No. G2143, 2144, 2145/A, GIDC Lodhika,

Kishan Gate, Kalwad Road, At. Metoda, Rajkot-360021, Gujrat (India)

SSI/Large & Medium/Etc.: SSI

Products Manufactured: Investment Casting

& Machining

Certification to ISO 9000 & QS 9000: ISO 9001:2008 by TUV NORD ISO/TS16949:2009 by TUV NORD

