

Building Competitiveness  
through Global Partnerships



# Annual Report 2006-07



**ACMA**

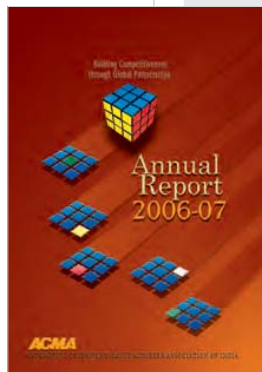
AUTOMOTIVE COMPONENT MANUFACTURERS ASSOCIATION OF INDIA

Annual  
Report  
2006-07

**ACMA**

Automotive Component Manufacturers  
Association of India

The Executive Committee of  
the Automotive Component  
Manufacturers Association  
of India is pleased to  
present its Forty Seventh  
Annual Report 2006-07



Global competitiveness is not a one-upmanship game.  
It is the sum total of expertise in all fields.  
In engineering, technology, manufacturing and servicing.  
Choosing, validating and upgrading technology from every corner of the world.  
Honing skills, nurturing craftsmanship and updating processes to establish international standards.  
Fostering units as diverse as in the Rubik's cubes.  
To produce lasting partnerships in the form of collaboration, MOUs and alliances.  
The cover depicts the puzzling combinations that manifest themselves in bringing about same colour partnerships in the Rubik's cubes.

## President's Message

Dear Friends,

As the curtain fall over another very eventful year for ACMA, I cannot help but look back at some of the developments that made the year an extremely memorable one for the industry.

During the last 12 months, India continued to be counted amongst one of the fastest growing automotive economies in the world. The year 2006-07 saw the vehicle industry growing by 14%, with passenger cars clocking 18%, Commercial Vehicles 33%, Two wheelers 11% and Tractors 19%. The component industry also cruised along smoothly as if on auto-pilot and recorded a growth rate of 25% during the period. The exports of auto-components continued to soar and almost touched the US \$ 3 billion mark. New investments continued unabated with many OEMs and component manufacturers establishing new Greenfield plants as well as enhancing capacities in their existing locations. The trend of Indian companies acquiring overseas companies gained further momentum with many Indian companies establishing global footprints through the M&A route. According to quick estimates, the component industry had already put in additional capacity worth US \$ 1 billion during the year. ACMA expects that the fresh annual investments by the auto-component industry would soon touch the US \$ 1.5 billion mark.

However, the rigours of sustained high economic growth have finally made themselves felt. As a result of unprecedented rise in the interest rates and the value of the rupee, the automotive market is now witnessing a correction in demand with decelerating growth in the domestic as well as reduced profitability in the exports markets. A shortage of skilled manpower is an added challenge that the industry is facing in its quest for exponential growth. The auto-pilot is now off and we have to steer the industry through this difficult patch successfully based on our own skill, ability and confidence. I would like to commend each and every member of ACMA for having withstood this onslaught valiantly, which is evidence of the high level of resilience and inherent competitiveness of the industry.

After more than 1 year of extensive deliberations, the Ministry of Heavy Industries & Public Enterprises finalised the Automotive Mission Plan 2016, commonly known as the AMP. This path-breaking document was officially released by Dr Manmohan Singh, Prime Minister of India in January 2007. The AMP has since been a beacon for industry and government alike and has brought some degree of consonance in the thinking of the various Ministries and Departments. ACMA distilled the spirit of the AMP and converted it into a Vision 20:20:1 – to generate US \$ 20 billion domestic market, US \$ 20 billion exports and 1 million additional employment by the year 2016.

During the year, ACMA continued its relentless focus on the growth priorities of the industry and serviced the multiple objectives laid down in the Association's work priorities.

The focus on private exhibitions to promote global outsourcing with global OEMs started last year received fresh impetus. Private Exhibitions were successfully organised for Fiat in Italy and for Kamaz in Russia. ACMA is now in dialogue with Bosch for organising a specialised event in Germany to develop SME level contacts between Indian and European Tier 2/3 companies to encourage partnerships that can support the Indian automotive supply chain in the domestic as well as in the global markets.

The Indian presence at the SAE Show in Detroit in April, 2007 and at the IAA Show in Germany in October, 2006 was strengthened. The Honorable Minister of Heavy Industries



& Public Enterprises Shri Sontosh Mohan Dev, personally led the Indian automotive delegation to Hannover in September 2006, supported by Dr Surajit Mitra, Joint Secretary, MOHI. Dr R C Panda, Secretary, MOHI led the Indian delegation at the SAE Show held in Detroit in April 2007. The SAE Show also included a buyer seller meet with DaimlerChrysler which was very useful for promoting one-to-one contact for global outsourcing opportunities.

The Productivity Clusters initiative started by the ACMA Centre for Technology (ACT) in 2001 has proved to be a boon to many ACMA members, specially to the SMEs. The Clusters initiative received a new boost this year with the launch of the long-awaited "Advanced Cluster". The Advanced Cluster has been designed by industry experts to take companies to the next higher level of productivity and quality and on the way towards Lean Manufacturing.

ACMA's close interaction with Government on Trade Policy issues further intensified during the year as many of the Trade Agreements entered into advanced stages of negotiation. The dialogue focused on broad policy on FTAs and RTAs, WTO, as well as specific aspects related to coverage and rules of origin of auto-components in the trade agreements.

The ACMA Regional Offices supported by the ACMA Centre for Technology, took the lead in designing and implementing a wide variety of programmes at the grass-root level to reach the ACMA membership in every corner of the country. Training programmes on Six Sigma problem solving techniques, Experience Sharing with industry thought leaders, visits to award winning companies, QC Competitions involving shop floor associates at the regional as well as at the National level were institutionalised with standard templates and formats. A new initiative was started in the Regions under which larger companies would "adopt" smaller suppliers and provide them with hand-holding support for upgrading quality and productivity. A Six Sigma Cluster was also launched where the cluster participants were provided in-company training. For the first time, the Southern Region took the initiative of organising a Golf Tournament in Bangalore, which proved to be a highly enjoyable event that also provided an excellent opportunity for the industry CEOs to network in an informal atmosphere.

ACMA and ACT continued to play an active part in the implementation of the ambitious NATRIP project, which is progressing as per schedule. ACT also made valuable contributions to the ongoing process of setting up and upgrading of automotive standards and also in the deliberations of WP-29, which aims to harmonise automotive standards the world over.

The YBLF, which made a modest beginning in 2003 has now developed into a highly vibrant forum for the young CEOs. The YBLF's hunger for learning and experience has been unmatched. The YBLF organised study missions to China and Thailand during the year. They also had interactions with Tata Cummins Ltd., Tata Motors Ltd. and Dr Dipak C. Jain, Dean, Kellogg School of Management, etc.

I take this opportunity to thank all members of ACMA for being the torchbearers of this industry. My thanks also goes to the Vice President, all the EC members, the Chairmen of the various Regions, National Committees and ACT for an extremely well coordinated operation throughout the year. I would also like to extend my gratitude to the Ministry of Heavy Industries & Public Enterprises, Ministry of Road Transport & Highways, Ministry of Commerce & Industry, Ministry of Finance, etc. and to our counterpart organisations CII, SIAM and IMTMA for their continued support and partnership.

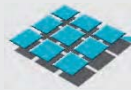
Finally, I would like to recount the glowing compliments that Mr Carlos Ghosn, President and CEO of Renault and Nissan, gave to the Indian auto-component industry when he referred to the "frugal engineering" capabilities of the Indian industry and benchmarked it as the new way of automotive manufacturing in the world. I feel proud that each and every one of you have contributed to this growing reputation of the Indian automotive industry.

The automotive industry is well poised to become a global role model and I would like to wish you the very best in your personal and our endeavours to achieve world class.

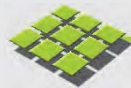
Thank You.

Yours sincerely,

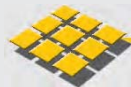
Raghu Mody

**C O N T E N T S****CHRONICLES****6-43**

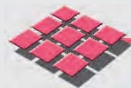
2006-07  
46th ACMA Annual Session and National Conference  
ACMA Awards for Excellence  
International Front  
From the Regions  
3rd Partmart and Autocare - 2007  
Executive Committee Interactions  
Young Business Leaders' Forum (YBLF)  
Networking with Government  
National Committees  
ACT-ACMA Centre for Technology

**PEOPLE AT ACMA****44-47**

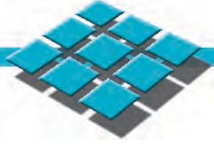
ACMA Past Presidents  
Executive Committee 2006-07  
ACMA Team

**ACKNOWLEDGEMENT****48-49**

Affiliations and Membership  
MoU Partners

**ACMA & THE INDUSTRY****50-60**

Industry Performance Indicators  
About ACMA  
ACMA in the Press  
Membership Distribution  
ACMA Members

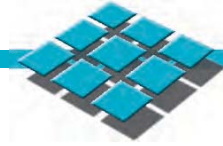


#### 46TH ACMA ANNUAL SESSION & NATIONAL CONFERENCE

8th September 2006 46th ACMA Annual Session and National Conference, New Delhi

#### INTERNATIONAL ACTIVITIES

|   |  |
|---|--|
| 3rd-6th April 2006  | Joint Stand Participation at SAE 2006 World Congress & Exhibition, U.S.A.  |
| 24th-28th April 2006                                      | Joint Stand Participation at the Hannover Messe 2006, Germany  |
| 12th-18th June 2006                                       | Automotive Parts Product Solution, Japan   |
| 18th-20th August 2006                                     | Made In India Show, Sri Lanka  |
| 20th-22nd September 2006                                  | India Delegation at 61st International Motor Show, Hannover, Germany   |
| 21st-28th September 2006                                  | 61st Internationale Automobil - Ausstellung (IAA-World's Largest Commercial Vehicle Show), Hannover, Germany   |
| 11th-15th October 2006                                    | Joint Stand Participation at Thailand Auto Parts & Accessories Show 2006, Thailand   |
| 24th-27th January 2007                                    | Iran International Auto Part Exhibition (IIAP 2007), Iran  |
| 15th-17th March 2007                                      | Participation at Dhaka Motor Show, Bangladesh  |
| 20th-21st March 2007                                      | Participation at SATCAR 2007, Clermont-Ferrand, France   |
| <b>Strengthening Global Linkages</b>                      |  |
| 13th September 2006                                       | Meeting with Mr Moti Gyamlani, Vice President –SFO, General Motors, New Delhi  |
| 22nd September 2006                                       | Meeting with Mr Deepak Goel, Manager – Body/ Security & EDS Subsystems, Ford, U.S.A.   |
| 19th October 2006   | Presentation at Renault Nissan Purchasing Organization (RNPO) International Seminar  |
| 9th January 2007  | Meeting with Trelleborg Automotive Europe team led by Mr Joergen Scholl, Director-Purchasing Europe, New Delhi   |
| 20th February 2007  | Meeting with Dr Rudolf Colm, Member of the Board of Management and Dr Thomas Wagner, Executive Vice President-Corporate Purchasing, Robert Bosch GmbH, New Delhi |
| 17th March 2007   | Meeting with Magna International Inc., New Delhi   |
| 20th March 2007   | Meeting with DaimlerChrysler Global Team, New Delhi  |
| 22nd March 2007   | Meeting with Mr Charlie Clevenger, Director-Material Cost Savings Thermal & Interior, Delphi, New Delhi  |
| 30th March 2007   | Participation of ACMA at Coordination Meeting in Pune for "DaimlerChrysler Suppliers' Conference" held in Sindelfingen   |
| 30th March 2007   | Meeting with Detroit Regional Chairman & Economic Partnership, New Delhi   |
| <b>Outgoing Missions</b>                                  |  |
| 3rd-6th April 2006  | ACMA-SIAM Delegation to SAE 2006 led by Mr Priyadarshi Thakur, Secretary, Ministry of Heavy Industries & Public Enterprises, Government of India                 |
| 12th-15th June 2006                                       | CEOs' Mission to Vietnam   |
| 10th-14th July 2006                                       | Suppliers Delegation to Germany  |
| 22nd-26th January 2007                                    | CEOs' Mission to South Africa  |
| <b>Expanding International Linkages with Counterparts</b> |  |
| 15th September 2006                                       | ACMA-SIAM Meeting with SAE President Mr Greg Henderson, New Delhi  |
| 12th January 2007   | Meeting with President, Portuguese Association of Automotive Suppliers (AFIA), New Delhi   |



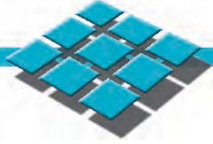
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| <p>3rd May 2006<br/>6th-7th December 2006</p> <p>29th October-7th November 2006<br/>29th January-15th February 2007<br/>29th-31st January 2007<br/>20th February 2007<br/>17th-25th March 2007</p> <p>9th September 2006</p> <p>22nd September 2006<br/>26th September 2006<br/>3rd October 2006<br/>5th October 2006<br/>5th October 2006</p> <p>5th October 2006</p> <p>5th October 2006</p> <p>25th October 2006<br/>31st October 2006<br/>9th November 2006<br/>9th January 2007<br/>15th January 2007<br/>16th January 2007<br/>15th February 2007</p> | <p><b>Specialised Buyer-Seller Meets / New Opportunities</b><br/>Magna Supplier Conference &amp; Business Meet, Chennai<br/>Arvin Meritor Supplier Conference &amp; Business Meet, New Delhi</p> <p><b>Incoming Delegations</b><br/><b>Specialised one-to-one Business Meetings</b><br/>Delegation from Forum Indien from Germany, New Delhi<br/>Delegation from Volkswagen, Germany<br/>Delegation from Singapore, New Delhi<br/>Delegation from Kamaz, New Delhi<br/>Visit by Mittelstand companies from Germany, Chennai &amp; New Delhi</p> <p><b>Other Meetings</b><br/>Indo-German Symposium on "Strategies for Alternative Drives and Fuels", New Delhi<br/>Meeting with Delegation from Mexico, New Delhi<br/>Meeting with Delegation from Thailand, New Delhi<br/>Meeting with Delegation from Mondragon (Spain), New Delhi<br/>Meeting with Ford Senior Management Team, Chennai<br/>Meeting with H.E. Mr David C. Mulford, Ambassador, Embassy of U.S.A., New Delhi<br/>Meeting with H.E. Mr Bernd Mutzelburg, Ambassador, Embassy of the Federal Republic of Germany, New Delhi<br/>Meeting with H.E. Mr Antonio Armellini, Ambassador, Embassy of Italy, New Delhi<br/>ACMA (WR) Presentation to Brazilian Delegation, Mumbai<br/>Meeting with Delegation from Forum Indien from Germany, New Delhi<br/>Interactive Session with BCG Automotive Group, New Delhi<br/>Delegation from Trelleborg, New Delhi<br/>Participation in Indo-Hungarian Joint Commission Meeting, New Delhi<br/>Meeting with Lombardy Region Government (Italy), New Delhi<br/>1st Globalisation Committee Meeting of ACMA, New Delhi</p> |
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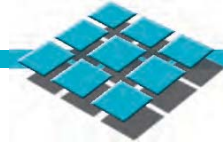
**FROM THE REGIONS**

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| <p>20th-21st April 2006<br/>24th-25th April 2006<br/>25th-26th August 2006</p> <p>30th August 2006<br/>28th October 2006<br/>21st December 2006</p> <p>21st December 2006</p> <p>21st December 2006</p> | <p><b>Eastern Region (ER)</b><br/>ER members joined the CEOs' delegation to SR companies, Chennai<br/>Six Sigma Green Belt Module II, Kolkata<br/>Shop Floor Manager Level Mission on Quality and Productivity to Southern Region, Chennai<br/>Seminar on Digital Machines, Jamshedpur<br/>1st Meeting of the ACMA (ER) Regional Council, Jamshedpur<br/>Interaction with ACMA President-Mr Raghu Mody &amp; Vice President-Mr Sanjay Labroo, Jamshedpur<br/>Presentation on Strategizing for Growth in respect to the SME Sector by Mr Sanjay Labroo, Managing Director &amp; CEO, Asahi India Glass Ltd., Jamshedpur<br/>Kick off of the Quality Circles Movement – Quality Circles-A Vehicle for Growth and Opportunity, Jamshedpur</p> |
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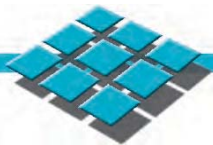


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| 21st December 2006       | Interaction with Tata Motors Ltd. on the Automotive Industry Potential, Challenges and Opportunities, Jamshedpur   |
| 16th-17th February 2007  | Joint delegation with ACMA (WR & SR) to Northern Region and visit to Shriram Pistons & Rings Ltd., Minda HUF, Maruti Udyog Ltd., Krishna Maruti Ltd & Rico Auto Ltd.   |
| 3rd March 2007           | ER members joined the WR Visit to and interaction with Piaggio Vehicles Ltd., Pune   |
|                          | <b>Northern Region (NR)</b>  |
| 15th April 2006          | Conference on Strategizing Vision to Reality: India and Beyond, New Delhi  |
| 15th April 2006          | 3rd Meeting of the NR Zonal Council, New Delhi   |
| 17th-19th April, 2006    | 5th Batch: Six Sigma Black Belt: Module IV, New Delhi  |
| 20th-21st April, 2006    | Joint NR, ER, WR CEOs' Mission to SR Companies, Chennai  |
| 20th-22nd April 2006     | Launch of 2nd Batch of Certification programme on Six Sigma Green Belt Module I, New Delhi   |
| 5th May 2006             | Session on GM's Outsourcing Plans vis-à-vis India and Asia, New Delhi  |
| 19th May 2006            | Meeting with Mr Kuldeep Ranka, MD, & other officials of RIICO (Rajasthan State Industrial Development & Investment Corporation Ltd) at their Industrial Promotion Meet for Set-up of Neemrana Auto Complex in Rajasthan, New Delhi |
| 1st-4th June, 2006       | Visit of Faculty for Validation of Six Sigma Projects of participating companies of 5th batch of Black Belt Certification programme, Northern Region   |
| 6th-7th June 2006        | 2nd Batch of Certification Programme on Six Sigma Green Belt Module-II, New Delhi  |
| 8th-9th June 2006        | Six Sigma Black Belt: Module V, New Delhi  |
| 9th June 2006            | Six Sigma Black Belt V Batch & Green Belt II Batch Certification Ceremony, New Delhi   |
| 13th June 2006           | Participation at WR Mission to General Motors India Ltd. & Setco Automotive Ltd., Baroda   |
| 29th June 2006           | Workshop on Work Place Improvement through Team Building, Ludhiana   |
| 6th July 2006            | Participation at the Buyers-Sellers Meet at Ghaziabad organised by O/o District Collector Ghaziabad, District Industries Centre, Ghaziabad and Small Industries Service Institute, Ministry of SSI, Govt. of India                 |
| 15th July 2006           | Workshop on Work Place Improvement through Team Building, Rohtak   |
| 20th July 2006           | 3rd Quality Circle Competition, New Delhi  |
| 7th-12th August 2006     | ACMA-JETRO Supporting Industry Programme on Rubber Components: Visit of Expert from Japan to 10 companies in Northern Region   |
| 14th-16th September 2006 | 6th Batch Six Sigma Black Belt Training Programme (Level 1), September 2006 to March 2007: Launch and Module I, New Delhi  |
| 9th-10th October 2006    | Workshop on Identification and Control of Critical to Quality (CTQ) Parameters, New Delhi  |
| 11th-14th October 2006   | Module II of Six Sigma (6th Batch) Black Belt Training & Certification Programme, New Delhi  |
| 30th October 2006        | 1st Regional Council Meeting, New Delhi  |
| 17th November 2006       | Initial Meeting with NR companies for Six Sigma Deployment Cluster Programme, New Delhi  |
| 17th-18th November 2006  | Follow-Up Workshop on Identification & Control of Critical to Quality Parameters, New Delhi  |
| 20th November 2006       | Seminar on Business Excellence through System and Process Approach, Rohtak   |

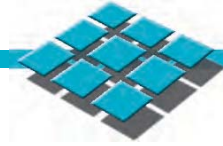


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| 30th Nov. - 2nd December 2006 | 6th Batch of Six Sigma Black Belt (Level 1) Certification Programme Module-III, New Delhi  |
| 6th-7th December 2006         | Buyer-Seller Business Meet & Exhibition, New Delhi   |
| 13th December 2006-March 2007 | Six Sigma In-Company Deployment (Cluster) Programme, New Delhi (Project to be completed in June 2007)  |
| 3rd-5th January 2007          | Visit of Six Sigma Faculty to the Six Sigma Cluster companies, NCR   |
| 4th January 2007              | Training Programme on 5S & Case Study Presentations on 5S Journey, Faridabad   |
| 15th-17th January 2007        | Six Sigma Black Belt Module IV, New Delhi  |
| 24th January 2007             | Training Programme on 5S & Case Study Presentations on 5S Journey, Gurgaon   |
| 31st January 2007             | One Day Workshop on Quality Circles, Ludhiana  |
| 12th-14th February 2007       | Visit of Six Sigma Faculty to the Six Sigma Cluster Companies in NCR   |
| 3rd March 2007                | NR members joined the WR Visit to and Interaction with Piaggio Vehicles Ltd., Pune   |
| 5th March 2007                | Visit of Faculty for Validation of Six Sigma Projects of participating companies of 6th batch of Black Belt Certification programme, Northern Region |
| 6th-7th March 2007            | Module V of 6th Batch of Six Sigma Black Belt Certification Programme, New Delhi   |
| 7th March 2007                | Certification of 6th Batch of Six Sigma Black Belt Programme, New Delhi  |
| 8th-10th March 2007           | Visit of Six Sigma Faculty to the Six Sigma Cluster Companies, NCR   |
| 12th-17th March 2007          | Visit of Mr H. Hamada, Expert under the JETRO Supporting Industry Programme on Rubber Components to 3 companies in NCR                               |
| 23rd March 2007               | One Day Workshop on 7 "QC" Tools, New Delhi  |
| 23rd March 2007               | Interaction with Visiting Mittelstand companies from Germany, New Delhi  |
| 24th March 2007               | Launch of Adoption of Small Scale companies programme, New Delhi   |
|                               | <b>Southern Region (SR)</b>  |
| 13th April 2006               | Seminar on Growth through Exports, Chennai   |
| 20th-21st April 2006          | CEOs' Mission to South   |
| 9th July 2006                 | 1st Quality Circle Competition, Chennai  |
| 27th July 2006                | 10th Meeting of Members in Chennai & Nearby, Chennai   |
| 17th August, 2006             | 11th Meeting of Members in Chennai & Nearby at Ucal Fuel Systems Ltd, Maraimalainagar  |
| 23rd-25th August, 2006        | Launch and 1st Module of Six Sigma Green Belt Programme, Chennai   |
| 1st September 2006            | 6th Meeting of Karnataka & Hosur Members at Autoliv IFB India Pvt. Ltd, Bangalore  |
| 8th September 2006            | 1st Meeting of the Apex Committee of Southern Region, New Delhi  |
| 21st September 2006           | 1st Meeting for 06-07 of Members in Chennai & Nearby – Session on ERP, Chennai   |
| 6th October 2006              | 1st Meeting for 06-07 of Karnataka & Hosur Members – Interaction with the MD of Karnataka Udyog Mitra, Bangalore                                     |
| 12th October 2006             | 2nd Meeting of Members in Chennai & Nearby at India Japan Lighting Pvt. Ltd, Chennai   |
| 13th October 2006             | 2nd Meeting of the Apex Committee of SR, Chennai   |
| 27th October 2006             | Six Sigma Green Belt Programme - Module-II, Chennai  |
| 27th October 2006             | Certification of Six Sigma Green Belt, Chennai   |



|                       |   |
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| 28th October 2006     | Meeting of Investors with Hon'ble Dy CM and Hon'ble Minister of Large & Medium Industries, Government of Karnataka, Shimoga                                     |
| 16th November 2006    | 3rd Meeting of Members in Chennai & Nearby – Session on Insurance for Exporters, Chennai  |
| 17th November 2006    | Interaction with the Industry Secretary, Govt. of Tamil Nadu, Shri Shaktikanta Das and Senior Govt. Officials on Development of Automotive Sector in Tamil Nadu |
| 17th November 2006    | Interaction with the Industry Secretary and Senior Officials of the Tamil Nadu Govt. on VAT   |
| 2nd December 2006     | 2nd Meeting of Karnataka & Hosur Members, Bangalore   |
| 9th December 2006     | 3rd Meeting of the Apex Committee of SR, Chennai  |
| 21st December 2006    | 4th Meeting of Chennai & Nearby Members at IP Rings Ltd, Maraimalainagar  |
| 28th December 2006    | Participation in Interaction with the Industry Secretary, Govt. of Tamil Nadu, Shri Shaktikanta Das and Senior Govt. Officials on CII Report on HR Skills       |
| 29th December 2006    | Participation in the Interaction with the Industry Secretary and Senior Officials of the Tamil Nadu Govt. on 11th State Plan                                    |
| 10th January 2007     | Interaction with ACMA President & Vice-President, Chennai & Bangalore   |
| 18th January 2007     | Participation in Delegation to IMTEX, Bangalore   |
| 2nd February 2007     | Invitational Golf Tournament at Eagleton Golf Resort, Bangalore   |
| 19th February 2007    | Participation in Meeting with Commissioner of Employment & Training, Govt. of Tamil Nadu, regarding skill development   |
| 3rd March 2007        | SR members joined the WR Visit to and Interaction with Piaggio Vehicles Ltd., Pune  |
| 3rd March 2007        | 3rd Meeting of Karnataka & Hosur Members: Stumpp, Schuele & Somappa, Bangalore  |
| 3rd March 2007        | 4th Meeting of the Apex Committee: Stumpp, Schuele & Somappa, Bangalore   |
| 21st March 2007       | MCCI meeting with Automotive Delegation from Germany – One-to-One meetings & Dinner, Chennai  |
| 22nd March 2007       | Meeting with Automotive Delegation from Germany (Mittelstand Companies) – Seminar & One-to-One meetings, Chennai  |
|                       | <b>Western Region (WR)</b>  |
| 7th April 2006        | Mumbai Zone Members Meeting, Mumbai   |
| 10th-12th April 2006  | Six Sigma Training Programme (5th Batch-Module-III), Pune   |
| 18th April 2006       | Aurangabad Zone Members Meeting, Aurangabad   |
| 20th-21st April 2006  | Members participated in Study Mission to Southern companies   |
| 22nd April 2006       | Nasik Zone Members Meeting, Nasik   |
| 12th-14th June 2006   | Six Sigma Training Programme (5th Batch-Module-IV), Pune  |
| 13th June 2006        | Visit to General Motors India & Setco Automotive Ltd., Baroda   |
| 13th June 2006        | Gujarat Zone Members Meeting, Baroda  |
| 10th-12th July 2006   | Six Sigma Training Program (5th Batch-Module-V), Pune   |
| 13th July 2006        | Six Sigma 5th Batch Certification Ceremony, Pune  |
| 2nd August 2006       | Quality Circle Competition, Pune  |
| 7th-8th August 2006   | Workshop on How to Strategize Cost Reduction in Auto Component Industry, Pune   |
| 13th-18th August 2006 | ACMA (WR) – JETRO Supporting Industry Programme on Rubber Components – Expert Visit to Rubber companies, WR   |
| 17th August 2006      | ACMA (WR) organised National Quality Circle Competition, Pune   |



2006-07

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|-------------------------|--|
| 25th October 2006       | ACMA (WR) Chairman made a Presentation to the Brazilian Delegation, Mumbai   |
| 1st November 2006       | Regional Council Meeting, Mumbai   |
| 3rd November 2006       | Members visit to Tata Motors Ltd., Pune  |
| 6th November 2006       | Members Participated in the Meeting organised by FIVE on Equip Auto 2007, Mumbai   |
| 27th-28th November 2006 | Members Participated in the Workshop on Production Management organised by AOTS – ACT, Pune                                    |
| 8th-9th December 2006   | Programme on "Attitudinal Change" for shop floor personnel, Pune   |
| 18th December 2006      | Zonal Coordinators Meeting, Mumbai   |
| 9th January 2007        | Meeting with ACMA President & Vice President, Pune   |
| 9th January 2007        | Meeting with ACMA President & Vice President, Mumbai   |
| 12th January 2007       | Visit to Yutaka Autoparts Pune Ltd. & Knorr Bremse & Taco Interior & Plastic Division in Pune for sharing best practices       |
| 16th-17th February 2007 | Members Participated in the All India Delegation to visit Northern Region companies in Delhi for sharing the best practices    |
| 3rd March 2007          | Visit to & interaction with Piaggio Vehicles Ltd., Pune  |
| 5th March 2007          | Mumbai Zone Members Meeting, Mumbai  |
| 6th March 2007          | ACMA (WR) Chairman Presentation at the Seminar on "Emerging Opportunities India" organised by Indian Merchants Chamber, Mumbai |
| 18th-24th March 2007    | ACMA (WR) – JETRO Supporting Industry Programme on Rubber Components – Expert Visit to Rubber companies in WR                  |

**3RD PARTMART & AUTOCARE 2007**

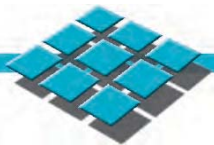
|                         |  |
|-------------------------|--|
| 13th-16th February 2007 | 3rd Partmart & Autocare 2007, New Delhi  |
| 15th February 2007      | National Conference on Automotive Aftermarket: Opportunities & Challenges- "Looking Beyond Borders", New Delhi |
| 16th February 2007      | Meeting with Automotive Delegation from Serbia during Partmart & Autocare 2007, New Delhi                      |

**EXECUTIVE COMMITTEE MEETINGS**

|                    |  |
|--------------------|--|
| 4th May 2006       | 6th Meeting of ACMA Executive Committee for the year 2005-2006, Chennai                      |
| 21st July 2006     | 7th & Final Meeting of ACMA Executive Committee for the year 2005-2006, Bangalore            |
| 8th September 2006 | 1st Meeting of the Re-Constituted ACMA Executive Committee for the year 2006-2007, New Delhi |
| 3rd November 2006  | 2nd Meeting of ACMA Executive Committee for the year 2006-2007, Pune                         |
| 14th December 2006 | 3rd Meeting of ACMA Executive Committee for the year 2006-2007, New Delhi                    |
| 3rd February 2007  | 4th Meeting of ACMA Executive Committee for the year 2006-2007, Bangalore                    |
| 9th March 2007     | 5th Meeting of ACMA Executive Committee for the year 2006-2007, New Delhi                    |

**YOUNG BUSINESS LEADERS' FORUM (YBLF)**

|                          |  |
|--------------------------|--|
| 11th April 2006          | JAPIA Kansai group meeting with ACMA-YBLF, New Delhi                         |
| 17th April 2006          | DLF Golf Clinic Programme, Gurgaon   |
| 29th May - 2nd June 2006 | Mission to Japan   |
| 6th-10th November 2006   | Mission to China   |
| 15th March 2007          | Visit to & Interaction with Tata Cummins Ltd. & Tata Motors Ltd., Jamshedpur |

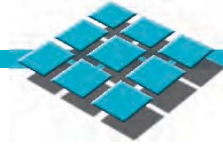


### NETWORKING WITH GOVERNMENT

|                     |   |
|---------------------|---|
| 21st August 2006    | Meeting of MOHI Sub-Group on 11th Five Year Plan, New Delhi   |
| 15th September 2006 | Meeting with The Hoda Committee on Inverted Duty Structure, New Delhi   |
| 28th September 2006 | Meeting with Mr Kamal Nath, Minister of Commerce, to assess the Impact of FTAs on Auto-Component Exports          |
| 5th October 2006    | Meeting with Mr Kapil Sibal, Minister of Science & Technology and Earth Sciences                                  |
| 6th October 2006    | Meeting with Mr S.S Menon, Foreign Secretary, New Delhi   |
| 17th October 2006   | Meeting with Dr Ajay Dua, Secretary, Department of Industrial Policy, New Delhi                                   |
| 17th October 2006   | Meeting with Dr R. C. Panda, Secretary, MOHI, New Delhi   |
| 17th October 2006   | Meeting with Dr Surajit Mitra, Joint Secretary, MOHI, New Delhi   |
| 20th October 2006   | Meeting of MOHI Development Council for Automotive and Allied Industries, New Delhi                               |
| 23rd October 2006   | Meeting with the Mr Shivshankar Menon, Foreign Secretary, New Delhi   |
| 10th November 2006  | Pre-Budget Meeting with the Ministry of Finance, New Delhi  |
| 23rd November 2006  | Meeting with Mr G.K. Pillai, Secretary, Ministry of Commerce, New Delhi   |
| 12th January 2007   | Meeting with Dr Surajit Mitra, Joint Secretary, MOHI for Indo-Hungarian Joint Commission and Pre-Budget Meeting   |
| 16th January 2007   | Meeting with Dr Surajit Mitra, Joint Secretary, MOHI, for release of Automotive Mission Plan 2006-2016, New Delhi |
| 29th January 2007   | ACMA-SIAM Press Conference on AMP Document, New Delhi   |
| 29th January 2007   | Official release of Automotive Mission Plan 2006-2016, New Delhi  |
| 7th February 2007   | Meeting with Mr G.K. Pillai, Commerce Secretary, on the ASEAN-India FTA (AIFTA)                                   |
| 13th February 2007  | Meeting with Mr Prithviraj Chavan, MOS (PMO), on the Impact of Customs Notification No. 6/2007                    |
| 13th February 2007  | Meeting with Mr Ashok Jha, Finance Secretary, on Impact of Customs Notification No. 6/2007                        |
| 12th March 2007     | Meeting of the Special Task Force for Industrial Development chaired by the CM of Tamil Nadu                      |

### NATIONAL COMMITTEES

|                         |  |
|-------------------------|--|
| 13th-16th February 2007 | <b>Anti-Counterfeiting</b><br>Asli-Naqli show during 3rd Partmart & Autocare 2007, New Delhi |
|                         | <b>Raw Materials</b>   |
| 11th May 2006           | ACMA Interaction with NALCO, Bhubaneswar   |
| 29th May 2006           | ACMA meeting with Alloy Steel Producers Association, Mumbai                                  |
| 30th June 2006          | National Steel Consumers Council Meet, New Delhi   |
| 26th July 2006          | Meeting of the Small Scale Co-ordination & Review Committee on Steel, New Delhi              |
| 16th November 2006      | ACMA Raw Material Committee Meeting, New Delhi   |
| 22nd November 2006      | Small Scale Industry Co-ordination & Review Committee on Steel, New Delhi                    |
| 3rd January 2007        | First meeting of the Steel Price Monitoring Committee, New Delhi                             |
| 7th February 2007       | Visit to and an interaction with CABOT & NOCIL, Mumbai                                       |

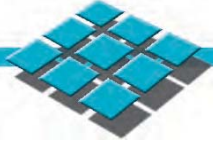


2006-07

|                                       |   |
|---------------------------------------|---|
| 23rd February, 2007                   | Small Scale Industry Co-ordination & Review Committee Meeting on Steel, New Delhi |
| 21st March, 2007                      | Meeting of the Small Scale Co-ordination & Review Committee on Steel, New Delhi   |
| 23rd March, 2007                      | Steel Price Monitoring Committee Meeting, New Delhi                               |
| <b>Small &amp; Medium Enterprises</b> |   |
| 5th August 2006                       | CEOs' Conclave on Competency Enhancement, Goa                                     |

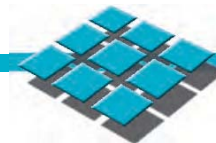
**ACMA CENTRE FOR TECHNOLOGY (ACT)**

|                                |  |
|--------------------------------|--|
| 5th June 2006                  | Project Review Committee Meeting at IILM on Knowledge Management, New Delhi  |
| 6th-7th June 2006              | 2nd Combined Review Meeting of ACT Cluster III, Chennai  |
| 8th June 2006                  | ACT Cluster III Delegates Visit to Sundaram Clayton Ltd, Padi Plant, Chennai   |
| 29th June 2006                 | 3rd Meeting of the Technical Advisory Team (TAT) of NATRIP, New Delhi  |
| 3rd July 2006                  | ACMA Awards Jury Meeting for 2005-06, New Delhi  |
| 10th-11th August 2006          | 2-Days National Conference on Low Cost Automation, New Delhi   |
| 17th August, 2006              | ACMA-ACT 1st National Quality Circles Competition, Pune  |
| 22nd August, 2006              | 8th MRM of ACT Cluster III (Northern Region), ASK Automotive Pvt. Ltd, Manesar   |
| 23rd August, 2006              | 8th MRM of ACT Cluster III (Southern Region), TATA Johnson Controls, Chennai   |
| 28th August-4th September 2006 | First Round of Meetings with NATRIP on finalising Specifications & layouts for different Homologation Labs, New Delhi  |
| 13th-26th September 2006       | ACT-AOTS Programme on Lean Machine System (INPL) Yokohama, Japan   |
| 18th September 2006            | 19th CMVR – TSC Follow up Meeting ARAI, Pune   |
| 18th-21st September 2006       | Second Round of Meetings with NATRIP & Global Consultants on different Homologation Labs, New Delhi  |
| 20th September 2006            | 9th MRM of ACT Cluster III (Northern Region), M & M Machine Craft Pvt. Ltd, Gurgaon  |
| 5th October 2006               | 23rd AISC Meeting, Ahmednagar  |
| 4th November 2006              | Participation at the Foundation Stone Laying Ceremony of NATRIP, Chennai Centre  |
| 9th-10th November 2006         | Participation by ACT in the 2-days seminar - SIMBA, organised by SIAM, New Delhi   |
| 14th-17th November 2006        | Participation in the 140th session of WP29, Geneva   |
| 23rd-24th November 2006        | ACT- AOTS Training Seminar on Production Management, New Delhi   |
| 25th-26th November 2006        | 3rd Combined Review Meeting (CRM) of ACT Cluster III, Pune   |
| 27th November 2006             | Launch of Second Round of Training Session by Katsumata San of JETRO   |
| 27th-28th November 2006        | ACT-AOTS Seminar on Production Management, Pune  |
| 4th December 2006              | Meeting with Joint Secretary, Ministry of Road & Surface Transport on De-Briefing of 140th Session of WP:29 and formulation of structure for the effectiveness of proceedings, New Delhi |
| 7th-8th December 2006          | Two days Seminar on Lean Machine System, organised by ACT-AOTS Japan, New Delhi  |
| 11th-15th December 2006        | ACT Participation at the JUSE International Seminar on TQM in Japan  |
| 12th-13th December 2006        | Two days Seminar on Lean Machine System, organised by ACT-AOTS Japan, Chennai  |
| 14th December 2006             | Concluding session of Katsumata San of JETRO, New Delhi  |
| 18th December 2006             | 11th MRM of ACT Cluster III, Southern Region, hosted by PHC, Chennai   |



|                      |   |
|----------------------|---|
| 18th December 2006   | 11th MRM of Northern Region at Sterling Tools Limited, Faridabad  |
| 20th December 2006   | 11th MRM of ACT Cluster-III, Western Region hosted by Setco Clutches, Baroda  |
| 22nd December 2006   | All GR Chairmen(WP:29) Review meeting with Mr Virender Singh, Secretary, MoSRT&H, about the various activities being done by different groups and India perspective |
| 23rd December 2006   | QC Convention organised by UNIDO-ACT Northern Region Cluster, Manesar   |
| 26th December 2006   | ACT Participation in the 20th CMVR meeting  |
| 6th-7th January 2007 | Visit to Mando Brakes & PHC, Chennai by all CEOs of UNIDO & ACT Cluster III followed by the Performance Review by Chief Mentor-ACT                                  |
| 10th January 2007    | ACT participation in CII Seminar on Standards & its Compliance, New Delhi   |
| 10th January 2007    | ACT meeting for need of COP along with the Safety Critical Component Suppliers organised at CIRT, Pune  |
| 12th January 2007    | ACT Participation at GM Supplier Conference on RFQ, New Delhi   |
| 15th January 2007    | Joint study by ACT & NASSCOM on Mapping IT Deployment in Auto Component Industry  |
| 19th January 2007    | ACT participation in a conference organised by SMERA (SME Rating Agency of India), Gurgaon on the process improvements for the sustenance and growth of the SMEs    |
| 20th January 2007    | 12th MRM of ACT Cluster III, Southern Region, hosted by Indo Shell, Coimbatore  |
| 24th January 2007    | 12th MRM of ACT Cluster III, Northern Region, hosted by ASK Automotive, Manesar   |
| 25th January 2007    | JAPIA Delegation visit to India (ACMA, NATRIP & MoSRT&H) about mutual exchange of views on Automotive Regulation and Certification System between two countries     |
| 29th January 2007    | 12th MRM of ACT Cluster III, Western Region, hosted by Paranjape Auto, Pune   |
| 7th February 2007    | ACT Participation in SIAM Seminar on "Diesel is Clean", New Delhi   |
| 8th February 2007    | Meeting with Dr S. Mitra, Joint Secretary, on ACMA's views of joining WP:29-1958 Agreement  |
| 12th February 2007   | 13th MRM & review of ACT Cluster III at Rockman Industries Ltd., Ludhiana   |
| 19th February 2007   | Participation in the follow-up meeting of CMVR, New Delhi   |
| 20th February 2007   | 13th MRM & review of ACT Cluster III at JKM Daerim Ltd. in Southern Region  |
| 20th February 2007   | 13th MRM & review of ACT Cluster III at Fairfield Atlas Ltd. in Western Region  |
| 26th February 2007   | Participation in the 12th meeting of the TED 6 (automotive body, chassis, accessories and garage equipments) of BIS, New Delhi                                      |
| 13th-16th March 2007 | Participation in the 141st Session of WP:29, Geneva   |
| 22nd March 2007      | 14th MRM of ACT Cluster III at PHC, Chennai   |
| 23rd March 2007      | 14th MRM of ACT Cluster III at M&M Machine Craft, Gurgaon   |
| 28th-29th March 2007 | Participation at VDA Technical Congress, Sindelfingen, Germany  |

## 46TH ACMA ANNUAL SESSION AND NATIONAL CONFERENCE



**A** CMA's 46th Annual Session and National Conference was held on September 8, 2006 in New Delhi.

The session was inaugurated by **Chief Guest Mr Sunil Bharti Mittal, Vice President, CII and Chairman & Group MD, Bharti Enterprises**. In his inaugural address, he said the auto companies in India are showing robust growth and is being recognised by the Government. Mr Mittal said, to scale up, the companies need to be customer focused. Today the customer looks for the best quality product in less price which is a big challenge for the companies. Mr Mittal emphasised on bringing transparency in the business. Mr Mittal said that no joint venture can ever fail if transparency is brought and this will build an excellent partnership.

**The Guest of Honour Mr Rajiv Bajaj, Managing Director, Bajaj Auto Ltd.** shared his learning/experience in Bajaj Auto which he termed as "my own learning from endeavouring building future by producing better product". He said that if a company has to grow, then its management needs to look for improvement inside and not outside. He mentioned that one must not stop until one knows what and how to achieve to become a star. Mr Bajaj said that doing things differently can change the world outside. He said, to be distinct, there are two important things to keep in mind are Innovation and Presentation.



Honourable guests at the session



Chief Guest Mr Sunil Bharti Mittal, Vice President, CII and Chairman & Group MD, Bharti Enterprises addressing the audience



Guest of Honour Mr. Rajiv Bajaj, MD, Bajaj Auto Ltd. at the Annual Session

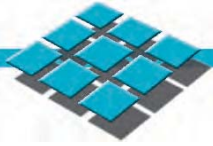


ACMA memento being presented to Mr Sunil Mittal



ACMA memento being presented to Mr Rajiv Bajaj





## 46TH ACMA ANNUAL SESSION AND NATIONAL CONFERENCE



Mr Anant J Talaulicar at the National Conference

Mr Anant J. Talaulicar, Chairman & Managing Director, Cummins India Ltd., made a presentation on "Scaling up for Global Excellence: Challenges of Organisational Transformation". He said that to become a global supplier one must set up a mechanism to listen to the voice of each and every customer. Also, the continuous improvement should be towards defect free process that satisfies customer needs and achieves business results.



Mr R. Mangaleswaran addressing the audience

Mr Ramesh Mangaleswaran and Mr Rajat Dhawan, Partners, McKinsey & Co. made a presentation on "Towards a new Global order for Automotive Suppliers -- Findings from China and India Supplier Survey". The key message which emerged from the presentation is the five traits of "winning suppliers of the future".



ACMA memento being presented to Mr Rajat Dhawan

Mr A.K. Taneja, President, ACMA in his address said that ACMA has aggressively promoted India as a good destination for large scale sourcing of auto components. This will give further fillip to sustained growth of the auto component industry, which should put the component industry into a virtuous cycle of scale, cost competitiveness and higher investment in Technology and Quality, and eventually enable the industry to become truly world-class. "The next challenge for the auto component industry is managing Partnerships and Alliances in a new, different and unique way, because we now live in a globalised world. The future is face-to-face with us and it is up to us to reach out; to scale up for global competitiveness. Business, like life itself, is a matter of ends and means. We know our destination: US \$ 40-45 bln by 2015. It's time to get ready for the exciting journey", he said.



Mr A.K. Taneja addressing the audience

## ACMA AWARDS FOR EXCELLENCE



### EXPORTS

- Certificates of Honour : i) Sundram Fasteners Ltd.  
 : ii) Indo Schottle Auto Parts Pvt. Ltd.

### NON SSI Category

- Gold Trophy : Ring Plus Aqua Ltd.  
 Silver Trophy : Guru Nanak Auto Enterprises Ltd.  
 Bronze Trophy : Bosch Chassis Systems India Ltd.

### SSI Category

- Gold Trophy (SSI) : Stork Rubber Products Pvt. Ltd.  
 Silver Trophy (SSI) : Jumps Auto Industries Pvt. Ltd  
 Bronze Trophy (SSI) : Accurate Products Corporation Pvt. Ltd.

### TECHNOLOGY

- Certificate of Honour : Pricol Ltd.  
 Gold Trophy : Subros Ltd.

### QUALITY AND PRODUCTIVITY

#### Non SSI Category

- Gold Trophy : TATA Yutaka Autocomp Ltd. (Pune Plant)

#### SSI Category

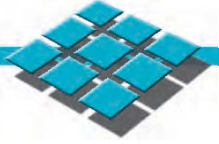
- Certificate of Merit : New Swan Enterprises (Ludhiana Plant)

### RECOGNITION FOR MANUFACTURING EXCELLENCE

- Gold Trophy : Delphi- TVS Diesel Systems Ltd. (Chennai Plant)  
 Silver Trophies : i) Sundram Fasteners Ltd. (Pondicherry Plant)  
 : ii) Pricol Ltd. (Coimbatore Plant)  
 Bronze Trophies : i) UCAL Fuel Systems Ltd. (Gurgaon Plant)  
 : ii) Endurance Transmission Systems (I) Pvt. Ltd. (Aurangabad Plant)



Line-up of ACMA's Awards



## INTERNATIONAL FRONT

**PARTICIPATION IN INTERNATIONAL AUTO SHOWS**

ACMA continued its sharp focus on international business promotion and to build "India brand". This was done through specialised activities which were conducted in the country as well as abroad. ACMA's emphasis has shifted from participating in international automotive aftermarket shows to the international OE shows. This reflects the growing maturity of the Indian auto-component industry which is today actively pursuing outsourcing opportunities and long-term relationships with the global OEMs and Tier-1 companies.

**SAE 2006 World Congress & Exhibition, U.S.A.**

ACMA, in succession for the 3rd time, organised the joint participation of its members at the SAE 2006 World Congress & Exhibition held from April 3-6, 2006. The stand at the Show saw participation from 18-member companies. The unique feature of the participation this year, was business meetings that were organised for exhibitors with OE & Tier-1 companies. The highlight of the ACMA's participation at the Exhibition was to provide its visitors a networking opportunity and promoting "India brand image" globally. A 10-member Indian delegation at SAE 2006 was led by Mr Priyadarshi Thakur, Secretary, Ministry of Heavy Industries & Public Enterprises, Government of India. Mr Thakur along with Mr Sunil Chaturvedi, CEO & Project Director, NATRIP, visited ACMA stand and interacted with ACMA member companies at the SAE show. The delegation also visited General Motors and Magna International and got an overview of various product capabilities of the organisation. The programme for the delegation included participation in technical sessions, various country specific seminars/ conferences, business meetings, networking with counterpart associations.

**Hannover Messe 2006, Germany**

The Indian auto component industry showcased its full strength at Hannover Messe 2006 Show organised by Engineering Export Promotion Council (EEPC) from April 24-28, 2006. India was the Partner Country at the Show, showcased its manufacturing strengths to the EU countries and especially Germany. The Show was inaugurated by the Chancellor of Germany Dr Angela Merkel along with Dr Manmohan Singh, Prime Minister of India. The Indian Pavilion was inaugurated by Dr Singh along with Dr Merkel and the Indian Union Minister for Commerce Mr Kamal Nath. Eight member companies participated with ACMA at its Joint Stand at this show displaying varied components. In a seminar attended by over 100 participants, Mr A.K. Taneja, President, ACMA, presented the strengths and advantages of doing business with India and investing in Indian market to the European business fraternity. Earlier, Mr S.N. Menon, Secretary, Ministry of Commerce, also put forth the conducive business environment and reiterated Government's commitment to promote manufacturing as one of the key areas for R&D in India.

**Participation at Auto Show India, Sri Lanka**

ACMA's participation in "Auto Show India" from August 18-20, 2006, in Colombo, Sri Lanka was to explore the business opportunity with the neighbouring countries. Sri Lanka has Free Trade Agreement (FTA) with India. The economy is growing at a higher rate. The automotive industry is basically refurbishing and re-conditioning the imported vehicles. The demand is shifting from Japan and other countries to Indian made vehicles.

**61st Internationale Automobil-Ausstellung, Hannover**

As a follow-through to the large VDA delegation that visited India during the ACMA/SIAM Annual Sessions, ACMA for the 2nd time organised a joint participation of its members at the 61st Internationale Automobil



Mr Greg W. Henderson, President, SAE International with Mr A.K. Taneja, ACMA President & other mission members



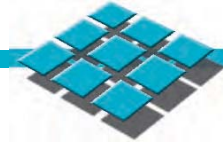
At the Hannover Messe (from L to R) Mr Arvind Kapur, ACMA (NR) Chairman; Dr Angela Merkel, Chancellor of Germany; Dr Manmohan Singh, Prime Minister of India; Ms Meera Shankar, Ambassador of the Republic of India to Germany; Mr A.K. Taneja, ACMA President



Mr Jeyaraj Fernandopulle, Hon'ble Minister of Trade, Commerce & Consumer Affairs & Chief Govt. Whip of Parliament of Sri Lanka at Auto Show India, Colombo



Indian delegation at 61st Internationale Automobil-Ausstellung, Hannover



## INTERNATIONAL FRONT

Ausstellung (IAA – World's Largest Commercial Vehicle Show) held from 21st-28th September, 2006, Hannover, Germany, organised by ACMA's counterpart in Germany Verband der Automobilindustries (VDA) and Turkey being the partner country. A delegation from India, led by Mr Sontosh Mohan Dev, Minister, MOHI, Government of India also visited the Show and Dr S. Mitra, Joint Secretary, MOHI also joined the show. The Minister was also invited by VDA to speak at the Inaugural Function of the IAA Show and also addressed a Seminar on the Indian Automotive Industry. ACMA and VDA are now drawing up a long term joint work plan, which would include building partnerships between Tier 2/3 companies in the SME category. Force Motors Limited along with MAN hosted the India Day reception at its stand. ACMA hosted a dinner on the occasion of the India Day Seminar at the Internationale Automobil-Ausstellung (IAA) and in the honour of Mr Sontosh Mohan Dev and his delegation. "India is an attractive partner for the German automotive industry," said Prof. Bernd Gottschalk, President of the German Association of the Automotive Industry (VDA), at an event "Doing Automotive Business with India".



Key people of the Thai Industry at the Inaugural of TAPA 2006

### Joint Stand Participation at TAPA 2006, Thailand

The bi-lateral trade between Thailand and India has taken a new and positive dimension which is evident from the first ever ACMA joint stand participation at the Thailand Auto Parts and Accessories–TAPA 2006 which was held from October 11-15, 2006. On the inaugural day the Chief Guest, Mr Kanun Kittisatoporn, Permanent Secretary General, Ministry of Commerce -- Royal Thai Government, Ms Chantra Purnariksha, Director, General Department of Export Promotion (DEP), Ministry of Commerce - Royal Thai Government and their colleagues visited ACMA Joint Stand and were appreciative of the India Projection.



Dr M.B. Rejal, Chairman, IAPMA at ACMA Stand

### Iran International Auto Part Exhibition–IIAP 2007, Iran

ACMA Joint Stand participation at the 1st Iran International Auto Parts Fair 2007 from January 24-27, 2007, which saw exhibitors mainly from Turkey, Thailand, China, Korea and Austria. In the overseas category Turkey had the largest display area whereas India was second. The Indian Embassy extended its full support to ACMA in regard to organising and exclusive Auto Show in Iran.

## OUTGOING DELEGATIONS

### CEOs' Mission to Vietnam

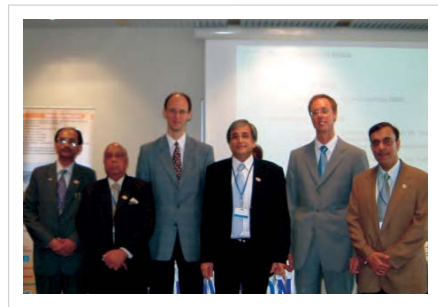
Vietnam is an emerging market with a lot of potential; with a view to understand the market, ACMA organised 4-days Mission to Vietnam from June 12-15, 2006. One of the key findings from the mission was that the Indian companies could consider investing in Vietnam as the Vietnamese Government is giving special focus to promote local manufacture. Investments in Vietnam would also provide a platform for accessing the entire ASEAN market through the AFTA. Other markets in ASEAN have more or less saturated their investment potential. ACMA has invited some of the key officials from the Vietnamese auto industry to India and hopefully we shall see an incoming Mission from Vietnam later this year.



CEOs' mission members at Toyota facility, Vietnam

### Supplier Delegation, Germany

ACMA organised a Supplier Delegation to Germany from July 10-14, 2006, which comprised of representatives of 15-companies representing Tier-1 and Tier-2 suppliers to the automobile industry. The companies were selected by BMW for a private exhibition as well as discussion. The delegation also had the opportunity to visit some other German companies as well, so as to build ties with the German Mittelstand (SME) Companies. In addition to BMW, the delegation met General Motors Opel in Russelheim and MAN Nutzfahrzeuge in Munich. An interactive event with the automotive chapter of the German-India Round Table was also organised.



ACMA delegates at Supplier Delegation, Germany

## INTERNATIONAL FRONT



South Africa Mission delegates with Mayor of Durban



MAGNA team at Supplier Conference &amp; Business Meet



Mr Theo Timmerman, VP LVS Worldwide Procurement being presented ACMA memento



Delegation from Trelleborg

The visit was organised in cooperation with Embassy of India, Berlin. This Private Exhibition was following the excellent response received from vehicle manufacturers in Germany during the ACMA CEOs' Mission in the month of October 2005. This exhibition was organised for a list of suppliers that was identified by the OEMs. During the private exhibition in Germany, companies had the opportunity of displaying their products at the customer's facilities, as well as, had direct interaction with the Managers and Engineers responsible for International Purchase. This private exhibition was a customised event for the OEMs. BMW one of the OEMs in Germany had planned to conduct this activity in two phases. Phase-I was a pre-visit to India in preparation of Phase-II, which is the Private Exhibition at its facility in Munich.

#### CEOs' Mission to South Africa

ACMA organised a CEOs' mission to South Africa from 22nd-26th January, 2007, led by Mr Raghu Mody, with his first delegation as President of the association, the programme was designed to have an understanding of the areas of possible co-operation between India and South Africa. India is also likely to sign a Free Trade Agreement with the country. The members of the mission visited some of the major OEMs that included BMW, Volkswagen and the Ford Engine plant. Meetings with the allied associations included ACMA's counterpart NAACAM, the vehicle industry association NAAMSA, the Automotive Research and Development Institute of South Africa - AIDC and the Dept. of Trade and Industry of South Africa-DTI.

#### SPECIALISED BUYER-SELLER MEET

##### Magna Supplier Conference & Business Meet

ACMA, in co-operation with Magna, organised a Magna Supplier Conference & Business Meet on May 3, 2006. All Magna Purchasing Groups that have planned sourcing activity from India participated in this event at which invitations were sent to members who had been short listed by Magna. Following the success of its First Supplier Conference and Business meet, Magna has planned to hold a Supplier conference in India every 6/12 months.

##### Arvin Meritor Supplier Conference & Business Meet

A 12-member delegation from Arvin Meritor led by Mr Theo Timmerman, Vice President, LVS Worldwide Procurement visited India. As requested by Arvin Meritor, ACMA organised a Supplier Conference & Business Meet from December 6-7, 2006. More than 40 pre-identified suppliers by Arvin Meritor participated at this meet and had individual business meetings. These business meetings held in 4 sessions/groups which was spread over 2 days.

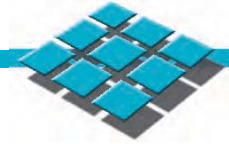
#### INCOMING DELEGATIONS

The year also saw many incoming delegations from various countries like Germany, Singapore, Mexico, Trelleborg, Thailand, Spain, U.S.A., etc. The main objective of these delegations was to understand the current status of the automotive industry in India.

#### OTHER MEETINGS

ACMA also had meetings with Ambassador of U.S.A., Germany, Italy, etc. The objective of these meetings was to give brief on the activities in their countries, some of the key policy issues concerning the industry. At these meetings, ACMA also briefed the Ambassadors on the current status of the auto component industry.

## FROM THE REGIONS



The Regions focussed on strengthening the industry by conducting programmes and interactions on a regular basis. They worked on increasing the involvement of members by starting Regional Councils. This membership outreach allowed them to hold meetings/ programmes/ workshops related to pertinent issues not only in the metro cities but in other towns in the regions as well. Initiative was also taken to deliver new programmes to the Industry. The ACMA Regions chartered a comprehensive work-plan for the members at the Regional and State levels. The Regional activities now offer holistic programmes involving employees at every level in the auto companies. This includes Experience Sharing programmes and visits to Award Winning companies for the CEOs, Six-Sigma training for middle managers and QC Circle competitions for the Associate level employees, thus touching the entire organisation. The Regions also charted new waters by organising Seminars to share experiences of companies in Global Outsourcing and by arranging Buyer-Seller Meets at the Regional Level.



Eastern Region members' mission to Southern Region

### Eastern Region

#### Shop Floor Manager Level Mission on Quality and Productivity to Southern Region

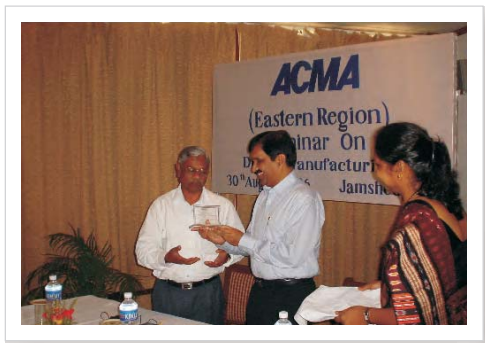
A special study Mission was taken for the Shop-Floor level managers on April 20-21, 2006, to learn and understand from the success of members in the Southern Region. This 2-days visit to the 4-member companies in Chennai was aimed at giving a learning opportunity through seeing implementation of best practices and interaction. The delegation comprised mainly of Shop floor engineers and Associates and few senior management personnel of members. The delegation programme included visit to Brakes India Ltd. a Deming Prize Winner who focused on TPM followed by a visit to Autotech Industries (India) Pvt. Ltd. with a focus on Poka Yoke & TEI. The 2nd day of the programme included visit to Rane TRW Steering Systems Ltd. a Deming Prize Winner, who focused on Shop Floor TQM, followed by a visit to Super Auto Forge Ltd., focusing on Cellular Manufacturing.



At the Launch of Six Sigma Green Belt training programme

#### Six Sigma Green Belt Module II

A training Programme was organised from April 24-25, 2006, on Six Sigma Green Belt, Module-II saw the participants learn new tools for finding the root cause of a problem, analysis and on how to allocate the corrective actions for these. The programme also saw project submissions by candidates and a written examination for qualification. Mr K.R. Kavra, Member Executive Committee, ACMA, encouraged the participants to take more interest in implementing what they have learnt and further improving their skills by attaining higher degree i.e., Black Belt, in Six Sigma. He mentioned that Six Sigma is not one time course but is an ongoing process and they have to keep improving their earlier projects as well as implementing new ideas.



Mr M.L. Bapna, CEO, Heavy Vehicle Axles Ltd., and Heavy Vehicle Transmission Ltd., at the seminar

#### Seminar on Digital Machines

Keeping an objective of enabling the members to manage information about getting innovative products to market on time to meet peak buyer demand and customer commitments, a seminar was organised on August 30, 2006, on Digital Manufacturing. With a view to introduce a new solution to the problems of today's Auto Industry, a solution to meet the core competency of the companies that is Digital Manufacturing or Manufacturing Process Management (MPM). Mr M.L. Bapna, CEO, Heavy Vehicle Axles Ltd. and Heavy Vehicle Transmissions Ltd. very meticulously started his presentation

by taking examples from the auto component industry, keeping manufacturing challenges in mind. He talked of customer focus which includes maximum value for money and building and retaining customer loyalty. Mr Bapna further added that as per automotive industry, the main challenges are more production in the given time frame, cost pressures on the vehicle programme, shorter time to market products and higher efficiency of the production line.

## FROM THE REGIONS

**Members Interaction with Mr Raghu Mody, President & Mr Sanjay Labroo, Vice President**

ACMA (ER) members had an interaction with Mr Raghu Mody, President and Mr Sanjay Labroo, Vice President, ACMA on December 21, 2006. The event which saw participation by non-members of ACMA and were apprised of the various initiatives and activities of ACMA and the vision of the Auto Component Industry. Mr Mody in his presentation highlighted the challenges that were faced by the industry. Sharing the industry's concern on the various FTAs, Mr Mody mentioned that ACMA has been regularly interacting with the Government for the interest of the industry.

Mr Sanjay Labroo, Vice President, ACMA, also gave a presentation on ACMA & its services for the auto component industry and interacted with members.

**Presentation on Strategizing for Growth in respect to the SME Sector by Mr Sanjay Labroo, Managing Director & CEO, Asahi India Glass Ltd.**

The industry which is on a steady growth path both at the domestic as well as exports level, needs to gear up to meet the challenges of change and growth. With the Indian industry represented mainly by the SME sector has to face this major challenge and emerge as a Global SME. Mr Sanjay Labroo, Managing Director & CEO of Asahi India Glass, was invited to talk to members on December 21, 2006, in the Eastern Region on Strategizing for Growth in Respect to the SME Sector. Mr Labroo opined that companies should build a moat of proprietary know-how, brand, superior, hard to replicate performance – operational excellence, protected market, size insensitive industry. Citing learnings from his company's experiences, Mr Labroo mentioned that what works for the SMEs are Operational Excellence with a focus on cost, a flatish transparent organization with clear authority / accountability / responsibility matrix, meritocracy with energized people where money is only a hygiene factor, reserved authority type delegation, constant training & learning, an overarching self improving system e.g. TQM, TPM, Six Sigma, etc. which implements system and procedures yet does not kill flexibility, out of box thinking and constant innovation. Mr Labroo invited members and the industry to use the services of ACT or similar change agent. Advising the SMEs on what should not be done, he said that companies should not look for handouts, blame others, pursue only turnover, not have a herd mentality, not get into unrelated diversification, be too aggressive and be too safe.

**Interaction with Tata Motors Ltd. on the Automotive Industry Potential, Challenges and Opportunities**

With a view to getting an OE perspective on the potential, challenges and opportunities for the automotive industry, ACMA (ER) invited Mr Anil Singh, General Manager (Materials & ADD), Tata Motors, Jamshedpur for an interaction on December 21, 2006. Referring to the Indian automotive industry, Mr Singh said that the Indian auto industry was growing in all segments, with exports accounting for a significant ratio. Mr Anil Singh mentioned that the auto market was getting consolidated and unified into a global market. The developed markets are raising the demand bar and quality standards with emerging economies providing high volume, low cost and productivity advantages.



Mr Raghu Mody at ER members' interaction

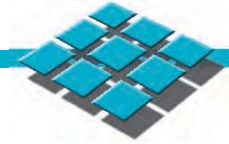


Mr Sanjay Labroo giving presentation at the interaction



Mr Anil Singh at interaction with ER members

## FROM THE REGIONS



### Certification Ceremony

Successful candidates of the Six Sigma Green Belt Training Programme conducted by ACMA, were conferred certificates by President and Vice President during the programme held on December 21, 2006. In all nine candidates representing member and non-member companies were awarded the certificates.

### Kick off of Quality Circles Movement

At the kick off of the Quality Circles Movement on December 21, 2006, Mr C. Narasimhan, Chief Mentor ACT and Advisor Sundaram Clayton, urged the companies to take best concepts and implement in their own companies. India is ranked No. 2 in Quality Circles Movement, Mr Narasimhan said. With regard to opportunities, Mr Narasimhan mentioned that Quality Control with competitive costs can result in opportunities for improved business. Companies should Export for sustenance of growth, Mr Narasimhan opined. Earlier, welcoming Mr Narasimhan, Mr Behera mentioned that Mr Narasimhan was considered as the Guru in the automotive and manufacturing circles for Quality movement and had been selflessly and actively participating in the growth and development of the Industry. Mr Narasimhan was also instrumental in implementing the ACT-UNIDO Cluster-I in the East, he mentioned.

### Joint delegation with ACMA (WR & SR) to Northern Region

11-Members from the Eastern Region joined the Joint Delegation from East, West and South to the North. The visit was held on February 16-17, 2007, in continuation with the inter-regional coordination and sharing of best practices initiative of ACMA. Members were exposed to best practices in some of the best companies in the Northern Region on TPM at Shriram Pistons & Rings Ltd., Horizontal Deployment of Cluster Improvement at Minda Huf Ltd., TQM Journey of Krishna Maruti Ltd., Six Sigma & TPM at Rico Auto Industries Ltd. The host companies shared their presentations on the best practices of the company and showed the implementation of the same on the Shop-floor. Member also got an opportunity to visit and interact with Senior Management of Maruti Udyog Ltd., led by Mr Jagdish Khatter, Managing Director. The delegation members also got an opportunity to interact with Executive Committee Members and Past Presidents of ACMA.

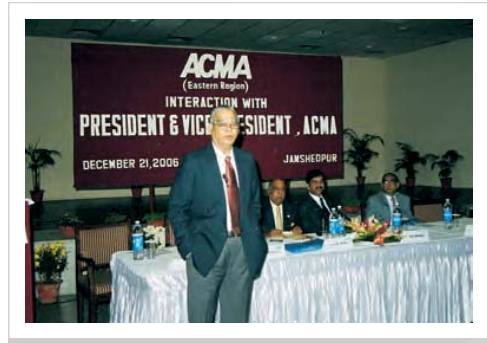
### Northern Region

#### Conference on Strategizing Vision to Reality : India and Beyond

A Conference on Strategizing Vision to Reality: India And Beyond, was organised on April 15, 2006. Mr Ashok Taneja, President, ACMA reiterated that 3 years back ACMA sensed that the Indian auto component industry needed a vision to galvanise the efforts of the component manufacturers. At the Conference, Mr V C Sehgal, Chairman, Motherson Sumi Systems Ltd. made a presentation on "Overseas Ventures: Acquisitions & Joint Ventures: Leaving Global Footprints" giving interesting insights into Joint Venture and Global Expansion. Making the presentation on "Managing Growth Through Mergers & Acquisitions : Do's & Don'ts", Mr Jayant Davar, Managing Director, Sandhar Technologies Ltd started the presentation with an encouraging remark of everyone over the world, looking at the Indians as lucky and even more so luckier those who were in the auto component manufacturing business. Mr Davar gave an interesting



At the ER Certification Ceremony



Mr C. Narasimhan at Kick-off of Quality Circles Movement in ER



Joint delegation members at Maruti Udyog Ltd.



At the Conference on Strategizing Vision to Reality: India & Beyond



## FROM THE REGIONS

insight into the Mergers & Acquisitions by sharing his own experience and gave a clear "road map" for others to follow. The presentation highlighted important aspects of "Mergers & Acquisitions". Mr C Narasimhan, President-APD, Sundaram-Clayton Ltd made a presentation on "Global Outsourcing-Opportunities & SCL's Experience" at the Conference. He said that by 2025 India & China would emerge as economic power because U.S.A. and Europe by that time would get saturated. This was followed by a presentation by Mr Rajat Dhawan, Partner, McKinsey & Co on "Transforming Vision into Reality - Growing the Indian Automotive Components Industry". In his presentation Mr Dhawan shared the "Fingerprint of the winning supplier and their profile" as per the Industry Survey "Profitable growth strategies in the automotive supply industry".

### Launch of 5 Days Certification Programme on Six Sigma Green Belt

After the successful completion of the First batch of Six Sigma Green Belt Certification Programme in September 2005, ACMA (Northern Region) launched its 2nd batch of the 5 days Certification Programme on Six Sigma Green Belt from April 20-22, 2006.



Faculty at the Certification Ceremony

### 5 Days Certification Programme on Six Sigma Green Belt Module-II

The Module II of the 5 days Certification Programme on Six Sigma Green Belt of ACMA (NR) was held on June 6-7, 2006, wherein the faculty taught the remaining tools such as "Variable Search", "Factorial Analysis", "Tool Selection", etc. This was followed by the Project Presentations by the participants and 4-hours objective test by the participants.

### Six Sigma Black Belt V Batch & Green Belt II Batch Certification Ceremony

The 5th Batch Black Belt and 2nd Batch Green Belt Certification Ceremony was organised by ACMA (NR) on June 9, 2006. Dr Surajit Mitra, Joint Secretary, Ministry of Heavy Industries & Public Enterprises was the Chief Guest at the Ceremony to confer the certificates to the successful candidates. After conferring the certificates to the winners, Dr Surajit Mitra congratulated the participants and reiterated the auto component industry as the "Sunrise industry" and said that it had come up with age.



Workshop on Work Place Improvement through Team Building

### Workshop on Work Place Improvement through Team Building

Workshops on Work Place Improvement Through Team Building were organised on June 29 and July 15, 2006, to motivate shop floor personnel to work in teams and to explain them how team work helps in enhancing the organisational excellence.

### 3rd Quality Circle Competition

Enthusied by the overwhelming response for the two QC Competitions organised in last two years, ACMA (NR) organised the next QC Competition – the 3rd in the series, on July 20, 2006. In all 26-QC teams from 26-member companies took part. Dr K. Kumar, Advisor, Maruti Udyog Ltd. was the Chief Guest at the Valedictory Session who presented the awards to the winning teams.

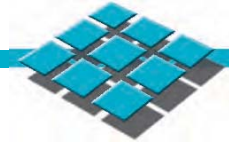


3rd Quality Circle Competition

### ACMA-JETRO Supporting Industry Programme on Rubber Components: Visit of Expert from Japan to 10 companies in Northern Region

After having two successful Supporting Industry Programmes on Casting & Forging; Sheet Metal and Plastic Components, ACMA-JETRO announced the Third Supporting Industry programme on Rubber Components from August 7-12, 2006, for the ACMA members in Northern and Western Region. Mr Hiroshi Hamada, a Japanese Expert visited 10 companies as part of the Initial visit in

## FROM THE REGIONS



Phase-I. The objective of the programme was to help member companies by providing technical support to improve quality, productivity and repeated trouble shooting at the shop floor for rubber components. The Phase-II visit has also been completed in February 2007.

### Launch of 6th Batch Six Sigma Black Belt Training Programme (Level 1)

6th Batch of the Six Sigma Black Belt Training Programme (Level 1) was launched from September 14-16, 2006. Like the earlier batches this batch also was an extensive Training Programme for 17 days spread over a period of 7 months. As per the inputs received from the participants of earlier batches, this time, the training material had been upgraded with latest case study presentations for every tool that were taught in the course as well as upgradation of the overall training booklet.



JETRO team at the programme

### Workshop on Identification and Control of Critical to Quality (CTQ) Parameters

A Workshop on Identification and Control of Critical to Quality (CTQ) Parameters (follow-up programme) was organised on October 9-10, 2006, in order to enhance the capabilities of the work force thereby driving the member companies towards organisational excellence. This was a programme with a different focus on identifying the critical parameters of the product and controlling them.



Workshop on Identification and Control of Critical to Quality (CTQ) Parameters

### Seminar on Business Excellence through System & Process Approach

One day seminar was organised on November 20, 2006, on Business Excellence through System & Process Approach. Mr B.B. Gupta, Head (Northern Region), Underwriters Laboratories and Dr P. Elangovan, Advisor, shared learning with delegates. Mr B B Gupta during his inspirational presentation, called Rohtak the "Mecca" of Fastener industry in India. Mr Gupta called the 3P, i.e; People, Process, Product as the key elements for company to be a Business Excellence organisation. Dr Elangovan, shared the experience of Minda Huf Ltd., Ashok Minda Group towards the journey to Excellence through improvement activities.



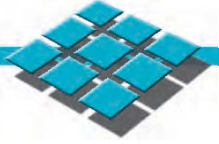
At the Seminar on Business Excellence through System & Process Approach

### Buyer-Seller Business Meet & Exhibition

Two days Buyer-Seller Meet was organised on December 6-7, 2007, in which there were 53 companies from the Northern Region, 5 from the Western Region and 2 from the Southern Region took part and exhibited. Purchasing teams from OEM/Tier-1/IPOs – Arvin Meritor LVS, AVTEC Limited, Continental Automotive Systems, Cummins India Ltd., Eaton Industries Pvt. Ltd., Electrolux, Escorts Limited, General Motors, Getrag Hi-Tech Gears (I) Pvt. Ltd., Hindustan Motors, Honda Motorcycle & Scooter India Pvt. Ltd., Iveco, Kubota India, Mahindra & Mahindra Ltd., MAN Nutzfahrzeuge AG, Maruti Udyog Limited, Tata Motors Limited, Trelleborg Automotive visited the show and had a business meeting with the exhibitors. Participants had given a positive and encouraging feedback for this programme as the members were able to make new contacts with the IPOs and OEMs.



At the inauguration of Buyer-Seller Business Meet & Exhibition



## FROM THE REGIONS

### Six Sigma In-Company Deployment (Cluster) Programme

An initial meeting with Northern Region companies was held to discuss the Six Sigma In-company Deployment (Cluster) Programme, wherein all Companies who have nominated their candidates for Six Sigma Black Belt Training (Level 1) were invited to participate. ACMA (NR) had taken the initiative in working out a strategy to make horizontal deployment of Six Sigma within the organisations to enable Black belt certified persons to implement their learning as also to give on the job training to others on Six Sigma tools to enhance the benefit of Six Sigma learning. Following this, Mr Ram Narayan, the faculty made a presentation on modalities of the programme on December 13, 2006. At the end of the programme, the present Black Belt holders will be upgraded as Expert Black Belts and new Green belt holders will be created.

### Training Programme on 5S & Case Study Presentations on 5S Journey

A programme was organised on 5S Training & Case Study Presentations on 5S Journey shared by Clutch Auto Ltd. and Nipman Fastener Industries Pvt. Ltd. The training programme was held on January 4, 2007, which helped the participants to understand, deploy and sustain the improvement through 5S practice in their organisations.

### Workshop on Quality Circles

One day workshop was organised on January 31, 2007, on Quality Circles, with the objective of promoting Quality Circle initiative at grass root level which brings in "Total Employee Involvement" in the organisations. This has proved to be a powerful tool to drive the grass root workers towards greater creativity. It motivates workers since they are able to appreciate the improvement brought about by the implementation of their recommendations.



Joint CEOs delegation at the company

### Joint delegation with ACMA (WR & SR) to Northern Region

Two Days joint delegation was organised from February 16-17, 2007. The CEOs delegation comprised members from South, East and West visited companies in the North, as a part of the sharing of best manufacturing practices. Total Employee Involvement (TEI) is the key to success in all the companies visited. The delegation also had an opportunity of interacting with Past-Presidents.

### Six Sigma Black Belt VI Batch: Certification Ceremony

The 6th Batch Black Belt Certification Ceremony was organised on March 7, 2007, in which Mr Rajeev Kapoor, Vice President & Plant Head, Hero Honda Motors Ltd. was the Chief Guest, to confer the certificates to the successful candidates. The Faculty for the Six Sigma Training Modules made a Presentation on "Six Sigma" basics and how the techniques transform an organisation and the benefits accrued to the transformed organisations.

### Workshop on 7 "QC" Tools

One day workshop was held on March 23, 2007, on 7 "QC" Tools which was organised for lower and middle level management to junior level management to know about the Quality Circles and its advantages with 7 tools which is implemented in industries for problem solving in their area of work.

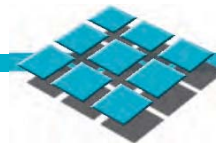
### Interaction with visiting Automotive Delegation from Germany

German-Indian Round Table - a forum of industrialists, company owners and top managers of medium-sized companies in Germany visited India. The objective of the 18-members automotive delegation was to visit India to see and assess the potential of Indian companies with a view to building relationships with the Indian automotive industry. The delegation members that already had linkages in India were looking at expanding and developing new relationships. ACMA (Northern Region) organised Business to Business Meetings with the delegation on March 23, 2007.



Interaction with visiting Automotive Delegation from Germany

## FROM THE REGIONS



### Launch of Adoption of Small Scale companies

In its endeavour to strengthen and guide the industry towards excellence, ACMA has initiated "a Concept of Adoption of Small Companies by Large & Medium Companies" for guiding and hand-holding the SSI companies in select areas. The programme was launched on March 24, 2007. This was done through a "Collaborative Approach" by a "pool of talent" from the large and medium companies. The Experts/ Facilitators from the large and medium companies would work closely with the selected SSI companies and visit the company on 2 days every month for 6 to 8 months. 9 SSI companies from the Northern Region have been selected for this programme, which would be getting the inputs and guidance by 9 Experts from 7 Large & Medium member companies of ACMA on selected areas of improvement.



Delegates at Launch of Adoption of Small Scale companies

### Southern Region (SR)

#### Seminar on Growth through Exports

With the objective of guiding members towards the Vision 2015 and realising the goals, ACMA Southern Region organised a seminar on Growth through Exports on April 13, 2006. The objective of the Seminar was to share the success stories of members who have had exemplary performance in exports. This gave participants an insight into the potential, challenges, opportunities and various other requirements in terms of logistics, insurance, etc, that one needs to look into, to become a successful exporter. Most importantly, participants also got an insight into what the international customer expect from the suppliers.



Seminar on Growth through Exports

#### Quality Circle Competition

QC brings about organisational development through TEI and has been in existence for more than 2 decades in the Region. 1st Quality Circle Competition held on July 9, 2006, aimed to promote QC movement amongst membership in a systematic manner. A record number of 57 teams from 38-companies in the Region participated in this Competition. There were more than 500 participants, mostly from the shop floor. The level of participation and enthusiasm was amazing. These 57 teams were divided into 3 streams of 19 presentations in each hall. Each of these streams had 3-eminent jury members. All the 9 Jury members were exponents of QC.

#### Six Sigma Green Belt Certification Programme

ACMA (SR) launched the Six Sigma Green Belt Certification Programme from August 23-25, 2006. 16 participants from 7 companies completed the programme. One of the members had nominated some of its vendors to upgrade them to their level. At the Certification Ceremony, Mr S. Viji, Past-President, ACMA & MD, Brakes India Ltd, was the Chief Guest.



Six Sigma Green Belt Certification Programme

#### Meeting of Investors with Hon'ble Dy CM and Hon'ble Minister of Large & Medium Industries, Government of Karnataka

ACMA (SR) had a meeting of Investors on October 28, 2006, with Hon'ble Deputy Chief Minister & Hon'ble Minister for Large & Medium Industries, Government of Karnataka. ACMA's presence was acknowledged by Mr Naidu, Minister as well as by the Dy Chief Minister Mr Yediyurappa. It was also mentioned that Govt. needs to attract International OEMs and Tier 1 as well, and ACMA can very much support on this. Mr Naidu valued ACMA's participation and agreed to include ACMA representative in various committees of GOK related to Industrial development in the state as requested by the delegation. Commissioner ID & Director of I&C suggested that if ACMA can be Co- Promoter for developing the SEZ at Shimoga and informally agreed to provide all support that is required for setting up of an SEZ (sector specific- Auto components)

## FROM THE REGIONS

**Invitational Golf Tournament at Eagleton Golf Resort**

An invitational Golf tournament was organised by ACMA (Southern Region) on February 2, 2007. This event was by invitation and open to everyone connected with the auto industry and had participation from ACMA Members, Potential Members, OEMs and Central & Karnataka State Govt. Officials. This was the initiative of the Karnataka and Hosur based members. The total field had 53 participants and the event was played on a stableford basis with a shot gun start at 1 pm. The participants were divided into various categories based on their handicap. Prizes were given for the longest drive, nearest to the pin and the straightest drive in addition to the 1st, 2nd and 3rd prizes in each category. ACMA is now looking at making this an annual event, to be held on a weekend to encourage greater participation. It is expected that larger numbers will take part in the event going forward with the ACMA-YBLF and all OEMs becoming active participants. The winners of this tournament were: Mr Tomonaga, DMD, Toyota Kirloskar Motor; Mr Koyama, Director-Finance, Toyota Kirloskar Motor; Mr D K Jain, Past-President, ACMA & CMD, Lumax Industries; Mr F R Singhvi, Director, Sansera Engg; Mr Azeezulla Baig, CMD, KSSIDC; Mr B M Parameshwara, Dy Conservator of Forest, Govt. of Karnataka; Mr Keizo Hara, CEO, Kirloskar Toyota Textile Machinery; Mr C V Patil, Superintendent Engineer, Minor Irrigation Dept, Govt. of Karnataka and Mr Chetan Meda, President-Golf Operations of Eagleton Golf course.



Participants at Invitational Golf Tournament

**Western Region (WR)****Visit to General Motors India Ltd.**

ACMA (WR) organised a visit to General Motors India at Baroda on June 13, 2006, and was also joined by ACMA (NR). Mr Ajay Tandon, Vice President, Global Purchasing & Supply Chain and his team received the ACMA members. Mr Tandon said that there is a huge opportunity ahead and Indian suppliers are required to work hard to achieve this. India and China are considered as high growth markets, he said.



WR members at GM India

**Quality Circle Competition**

ACMA (WR), for the first time, organised a Quality Circle Competition on August 2, 2006, in which 17 Quality Circle Teams from 15 companies participated in the competition. The companies who were practicing Quality Circle programmes have looked upon this programme to further strengthen their quality movement. The companies who were not practicing Quality Circles, this programme provided guidance and encouragement for the formation of Quality Circles.

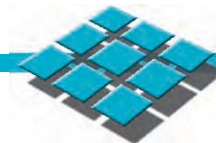


At the WR Quality Circle Competition

**Workshop on How to Strategize Cost Reduction in Auto Component Industry**

ACMA (WR) organised a Workshop on "How to Strategise Cost Reduction in Auto Component Industry" from August 7-8, 2006. The faculty for the programme was Mr V.G. Pethe; B.E. (Mech. & Elec.) who is a practicing consultant. Mr Pethe dealt with the eight wastages as per the Toyota Production Systems (TPS) and few other topics he touched upon were Identify Value Added and Non-Value Added activities; Use SPC to reduce and rework and Rejections; Use "SMED" to reduce Set-up time; Six Sigma for zero defect, etc. Mr Ramchandra Rao, Chairman, ACMA (WR) said that to survive in the present competitive environment and also to sustain the continuous demand of customers for price reduction, organisation whether big or small need to look at various options. The long lasting cost reduction cannot take place unless implemented with a strategy. There is a need to get all employees appreciate the needs and strategic approaches. This programme prepared such employees to acquire the right outlook.

## FROM THE REGIONS



WR members interaction with ACMA President &amp; Vice President



Western Region members' visit to plant to learn best practices implemented at company

**Members meeting with President & Vice President**

ACMA (WR) organised members meetings on January 9, 2007 in Pune and Mumbai to meet the ACMA President and Vice President. Mr Raghu Mody in his address said that ACMA has been effectively representing the interest of automotive component manufacturers for over the last 48 years. Over the years, ACMA championed the cause of the auto component industry and worked to achieve a steady and balanced growth of the industry. While explaining the challenges ahead Mr Mody said the industry need to ramp up the capacities and invest in production facilities to service this future demand. He further said that it would be a much bigger challenge to find the right kind of people and talent to manage this high growth. Mr Sanjay Labroo, Vice President started his address thanking the membership for electing him as Vice President of ACMA for the year 2006-07. He touched upon two important areas, manufacturing capacities, creating, and retaining talent, which have a very decisive role to play in the future growth of the industry.

**Members visit to Yutaka Autoparts Pune Ltd. & Knorr-Bremse & Taco Interior & Plastic Division for sharing best practices**

ACMA (WR) members visited Yutaka Autoparts Pune Pvt Ltd, Knorr-Bremse Systems for Commercial Vehicles India Pvt Ltd (KBSCV) and TACO Interiors and Plastic Division (TACO-IPD) on January 12, 2007. The objective of the visit was to learn from their experiences on the Best Practices implemented at shop-floor.

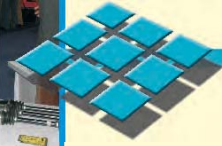
**Members visited & interacted with Piaggio Vehicles Ltd.**

ACMA (WR) organised a visit to Piaggio Vehicles Pvt Ltd, Pune, on March 3, 2007. 42 Members from all the regions participated in the visit. The delegation was led by Mr Surinder P Kanwar, Chairman, ACMA (WR). Mr. A Shashank, Director (Materials) and Mr J G Godhe, Director (Production) received the delegates.

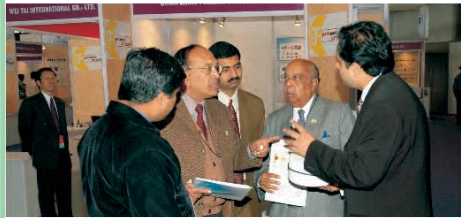


partmart & AUTOCARE 2007

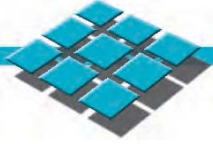




**partmart & AUTOCARE 2007**







## 3RD PARTMART AND AUTOCARE - 2007

The third edition of "Partmart & Autocare" - the automotive aftermarket and services exposition - was held from February, 13-16, 2007 in Pragati Maidan, New Delhi. The show was organised by ACMA jointly with Confederation of Indian Industry (CII) to coincide with 17th International Engineering & Technology Fair (IETF-2007) organised by CII, which had **Japan** as the "Partner Country".

The exposition was actively supported by the Society of Indian Automobile Manufacturers (SIAM), Federation of Automobile Dealers Association (FADA) and Federation of All India Automobile Spare Parts Dealers Association (FAIASPDA).

The objective of Partmart & Autocare-2007 was to highlight the business potential of the Indian automotive aftermarket. The show was inaugurated by Mr Brijmohan Lal Munjal, Chairman, Hero Honda Motors Ltd.

The show was also visited by Mr G K Pillai, Secretary, Ministry of Commerce and Industry; Mr Sushil Kumar, Industrial Advisor, Ministry of Heavy Industries & Public Enterprises; Dr Surajit Mitra, Jt Secretary, Ministry of Heavy Industries & Public Enterprises.

Leaders from the automobile industry, the auto-component sector, senior government officials addressed some of the key initiatives needed to be taken to strengthen the automotive aftermarket supply chain.

Fifty five companies from India and overseas participated in the show. The overseas participation was from China, Japan and Taiwan. The major Indian participation included Brakes India Ltd., Delphi-TVS, Lucas-TVS Ltd., L. G. Balakrishnan & Bros. Ltd., Shriram Pistons & Rings Ltd., Talbros Pvt. Ltd., Sundram Fastners Ltd., Ucal, Gati, Safe Express, etc. Partmart & Autocare 2007 was visited by representatives of vehicle manufacturing companies, dealers, distributors, exporters and importers. Individual buyers from Italy, USA, Germany, Russia and Japan also visited besides delegations from Germany and Serbia.

Coinciding with Partmart & Autocare following events were also organised:-

An anti-counterfeiting campaign to educate and create awareness on the menace of counterfeiting, a theme pavilion popularly known as **Asli-Naqli** where ACMA members displayed their genuine products and the corresponding fakes. The automotive aftermarket in India is plagued by a high incidence of counterfeiting of autoparts.

**"Conference on Automotive Aftermarket: Opportunities & Challenges – Looking Beyond Borders"** : The conference covered the Indian, European, North American Automotive aftermarkets where major leading players like Delphi, Motor Industries Co. Ltd., etc. made presentations. Leaders from the automobile industry, auto component sector, Senior Govt. officials addressed the conference.



Chief Guest Mr Brijmohan Lal Munjal, Chairman, Hero Honda Motors Ltd. at the inaugural

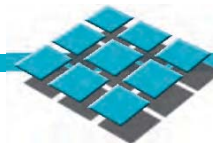


Conference on Automotive Aftermarket : Opportunities & Challenges "Looking Beyond Borders"



Asli-Naqli Pavilion

## EXECUTIVE COMMITTEE INTERACTIONS



### 6th Meeting of ACMA Executive Committee for the year 2005-06, Chennai : May 4, 2006

#### Interaction with Mr Rajiv Kumar, Director, ICRIER, on state of the Indian Economy: A Macro Perspective & India's Foreign Trade Policy

Mr Rajiv Kumar, Director, ICRIER and former Chief Economist, CII, had an interaction with the EC members on the Macro State of the Indian Economy. Mr Kumar made a presentation to the Committee and deliberated on the various economic factors having an impact on the industry's growth. He also dwelt upon some factors which the industry should be aware of, for planning the future sustenance and growth of the auto industry. It was a thought-provoking presentation.

#### Interaction with Dr V. Sumantran & Mr Sajid Mubashir, TIFAC on CAR Group Collaborative R&D Initiatives in auto component industry and Funding Support available for R&D

A session with Dr V. Sumantran and Mr Sajid Mubashir of TIFAC was organised on the subject of Opportunities for R&D in Automotive Industry and Government support schemes for promoting R&D. The attention was drawn on the Roadmap for Technology prepared by TIFAC for members' views and comments/suggestions for implementation. Dr Sumantran through his very inspirational presentation, experiences and examples from global auto industry, highlighted the need for industry to organise and invest for innovation and practical, cost-effective R&D.



Dr V. Sumantran & Mr Sajid Mubashir, TIFAC and Mr Rajiv Kumar, ICRIER at the interaction

An interaction took place with Dr V. Sumantran, TIFAC on CAR group collaborative R&D initiatives in auto-component industry and funding support available for R&D. The TIFAC CAR Group initiative has been a pioneering one in respect of Automotive R&D in the country. This project envisages building linkages and networking between the Industry and Indian Academia to facilitate the process of "consortia research". TIFAC has also prepared a detailed Roadmap for Technology.

### 7th & Final Meeting of ACMA Executive Committee for the year 2005-2006, Bangalore : July 21, 2006

#### Interaction with Mr Abhay Firodia, CMD, Force Motors

A session with the industry leader -- Mr Abhay Firodia, Chairman & Managing Director of Force Motors Ltd., was organised. Force Motors had entered into a unique Joint Venture with MAN of Germany. Mr Firodia talked about Force Motors plans for domestic market and talked about company's Vision for 2010. At the session Mr Firodia also talked about Force-MAN relationship and areas of export opportunity and business development.



EC members at TATA Motors Ltd.

### 2nd Meeting of ACMA Executive Committee for the year 2006-2007, Pune : November 3, 2006

#### Visit to & Interaction with TATA Motors Ltd.

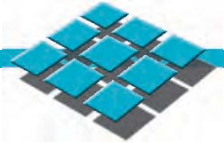
ACMA Executive Committee Members visited Tata Motors Ltd. Mr P. M. Telang, President and Mr B. B. Parekh, Chief, (Strategic Sourcing) received and welcomed the members at Pune facility. Mr Telang in his welcome address thanked ACMA for organising such a visit. He further said that Tata Motors would like to work very closely with the suppliers. We firmly believe in "Partnership to Grow", he said. Mr B. B. Parekh made a presentation on the overview of the Tata Motors.

#### Session with Officials of SIAM Technical Committee and Working Group on CMVR & ICRA

The EC members also had an interaction with Mr T.M. Balaraman, Chairman, SIAM Technical Committee on CMVR and Mr S. Ravishankar, Chairman, SIAM Working Group on CMVR. ICRA also presented its findings on the aftermarket study done for ACMA.



Interaction with Mr T.M. Balaraman, Chairman SIAM Technical Committee on CMVR and Mr S. Ravishankar, Chairman SIAM Working Group on CMVR



## EXECUTIVE COMMITTEE INTERACTIONS

### 3rd Meeting of ACMA Executive Committee for the year 2006-2007, New Delhi : December 14, 2006

The EC had discussions with Dr R.C. Panda, Secretary, and Dr Surajit Mitra, Joint Secretary, MOHI, on the issues of concern for the auto component industry.

At the session EC members also had an interaction with Dr Montek Singh Ahluwalia, Deputy Chairman, Planning Commission, in which ACMA made a presentation on the Indian auto component industry.

### 4th Meeting of ACMA Executive Committee for the year 2006-2007, Bangalore : February 3, 2007

#### Toyota Kirloskar Motor Pvt. Ltd.

ACMA Executive Committee members visited Toyota Kirloskar Motor P. Ltd. and had interaction with Toyota officials. This was ACMA's first visit to the Toyota plant after the Innova was launched. Toyota discussed its perceptions on how the Indian automotive market is moving and specially its future plans for India.

#### NASSCOM-ACMA Study on use of IT in auto component industry

ACMA had partnered with NASSCOM in conducting a detailed study on the use of Information Technology (IT) in the auto-component sector. This study was conducted by A C Nielson for NASSCOM. Mr Rajdeep Sharawat, Vice President and Ms Akanksha Pundir, Senior Manager, NASSCOM presented the preliminary findings of this study to the ACMA Executive Committee. NASSCOM together with ACMA had commissioned a study to understand the overall implementation of IT by the auto component industry. The presentation was aimed at getting a view on the preliminary findings of the Study. ACMA President and Vice President confirmed ACMA's support to NASSCOM for the successful conclusion of the study.

### 5th Meeting of ACMA Executive Committee for the year 2006-2007, New Delhi : March 9, 2007

#### Session with PwC & McKinsey & Co.

Mr S. Madhavan, Executive Director, PriceWaterhouse Coopers made a presentation to the Committee on the Union Budget 2007-08 and its implications.

Mr Rajat Dhawan of McKinsey & Company made a presentation to the Committee on its study on Competitiveness of the Chinese industry vis-à-vis the Indian industry in which some members of ACMA participated. The presentation also covered topic on Assessing Relative Cost Competitiveness for Indian Auto Components Suppliers.



Session with Dr R.C. Panda, Secretary, and Dr Surajit Mitra, Joint Secretary, Ministry of Heavy Industries



Interaction with Dr Montek Singh Ahluwalia, Deputy Chairman, Planning Commission

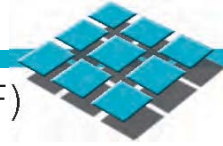


ACMA memento being presented to Toyota officials



Mr Rajdeep Sharawat, Vice President, NASSCOM making presentation to EC members

## YOUNG BUSINESS LEADERS' FORUM (YBLF)



A generational transition is quietly taking place concurrently, in the substantially family-owned and family-managed auto component industry in India. For the young, second-generation entrepreneurs, the high growth opportunity is adrenalin. The challenges are daunting, but there is strong determination to win. It is this group of "Just do it" generation that constitutes the Young Business Leaders' Forum (YBLF).

ACMA's response to the unprecedented change in the competitive scenario, the growth opportunity and a generational change in the industry, was the creation of the forum for Young Business Leaders where they could interact, exchange ideas, meet with Thought Leaders, visit industrial units, make friends and "live a life", as they prepare to takeover the management of their units.

What started as an "idea to network", in our auto component industry, is rapidly turning into a unique movement, where we are witnessing the development of potential leadership, through an organised structure: the YBLF.

In this exciting journey, YBLF has given members the most important opportunity -- to form bonds of friendship, which can be cherished for a lifetime. The ACMA-YBLF currently has 120+ members who largely represent small and medium enterprises from the Indian auto component industry, who are willing to share and learn together, to develop the business confidence and acquire the leadership skills required to face the emerging challenges in our industry. The YBLF member companies are existing members of ACMA and this is one eligibility criteria for being an ACMA-YBLF member.

### JAPIA Kansai group meeting with ACMA-YBLF

The YBLF members met a delegation from Young Business Leaders Management Study Group, JAPIA Kansai branch on April 17, 2006. The group was led by Mr Shigehiko Ikenaga, President & Representative Director, Diamond Electric Mfg Co., Ltd., who gave a presentation on the status of Japanese automobile industry.



JAPIA Kansai branch & ACMA-YBLF members

### DLF Golf Clinic Programme

A Golf summit, practice and a healthy competition took place at the DLF Golf & Country Club on April, 17, 2006. The YBLF members and their spouses got training on the basics of the game from Pros, and this was an apt session to those who were thinking on getting involved with the game. The members cherished the occasion and expressed to have more informal programmes which would involve the spouses' participation as well.



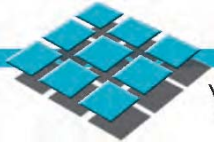
YBLF members with spouse at the DLF Golf Clinic

### Mission to Japan

With the young brigade's aim to learn best practices, a mission to Japan was organised from May 29 to June 2, 2006. The Japanese automotive industry was now very keenly looking at investing in India and also for outsourcing components from India. One of the industry leaders in Japan also said that it was not important whether a product was "made in India" or "made in Japan". The challenge for the industry today is to integrate into the global system with quality and operational efficiency. The Japanese Automotive Industry is very strongly focussing on the Environment, Emissions and Sustainable Development. The companies are also increasingly designing their products to facilitate recycling later and developing new recycling technologies and also adopting re-cycled materials for manufacture of automotive parts. The visit was highly educative and an excellent exposure to the Japanese way of doing things for the YBLF members.



YBLF Japan mission delegates



## YOUNG BUSINESS LEADERS' FORUM (YBLF)



YBLF China mission members



YBLF delegates at Tata Cummins Ltd.

### Mission to China

With India and China being the fastest growing economies in the world, it was much needed to track China's developments, hence, ACMA-YBLF organised a mission to China from 6th-10th November, 2006. The objective of the mission was to explore the opportunities for meaningful partnerships between Chinese and Indian auto component industries. The mission members came back with rich experience and better understanding of improving bilateral trade and investment ties with China in the auto-component sector. The entire mission was a journey of advanced learning for the mission members.

### Visit to & Interaction with Tata Cummins Ltd. & Tata Motors Ltd.

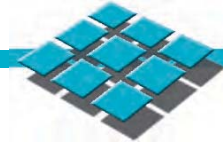
The YBLF members visited Jamshedpur on March 15, 2007 for an interactive session with Mr V. K. Jayaswal, Sr. Vice President (Ops) & Plant Manager, Tata Cummins Ltd. (TCL). The session was then followed by visit to TCL facility and was an eye-opener and inspired the participants by demonstrating how a leader can really "Walk the Talk". The members then had a session with Mr A.P. Arya, President (Heavy & Medium Commercial Vehicles), TCL, which took off with presentation on "Changing Automotive Industry in India and Tata Motors".

It has been some time since ACMA-YBLF began, an initiative that is now widely recognised in the Industry. In this short span of time, YBLF has many Quality Sessions, both National & International.



Delegates at Tata Motors Ltd.

## NETWORKING WITH GOVERNMENT



### Automotive Mission Plan 2006-2016

The year saw intensive discussions with various Ministries and Departments of Government of India. A number of new Industry-Government initiatives also took shape. Ministry of Heavy Industries & Public Enterprises, which is the parent ministry for the automotive industry, in cooperation with the automotive industry associations-ACMA, SIAM, TMA and ATMA took up the work of evolving a new Automotive Policy and Mission Plan (AMP) for 2016. A number of specialised sub-committees were formed covering key areas like International Brand Building, Exports and Outsourcing, Environment & Emissions, Human Resource Development, etc, which were chaired by ACMA and SIAM office bearers.

The Prime Minister Dr Manmohan Singh officially launched the Automotive Mission Plan (AMP) 2006-2016 of the Ministry of Heavy Industries and Public Enterprises (MoHI), in New Delhi on 29th January 2007. The AMP reflects the new spirit of partnership that has evolved between government and industry in developing a shared National Vision for the industry through a process of Inter-Ministerial consensus. The release of the AMP was followed by a Press Conference which was jointly addressed by SIAM, ACMA and the Ministry of Heavy Industries & Public Enterprises.

ACMA's close involvement in the NATRIP project continued and ACMA signed a MoU with the Ministry of Heavy Industries & Public Enterprises for providing sustained support in ensuring the success of the NATRIP Project.

An ongoing dialogue was also established with the MOHI on all Government related issues e.g. Fiscal Policy, R&D Policy, International Trade Policy etc. The MOHI played a crucial role as a catalyst and a clearing house for all the policy related recommendations of the automotive industry.



At the AMP Launch

### International Trade Policy

ACMA continued its close interaction with the Ministry of Commerce and Industry on various issues connected with International Trade Policy.

Intensive dialogue took place on WTO issues like the sectoral approach under NAMA, import of re-manufactured goods, etc. Regular consultations also took place on aspects connected to the various FTAs under negotiation, specially on the coverage of the products and the rules of origin.

### Fiscal Policy

On the fiscal policy front, ACMA continued with its established practice of providing specific suggestions to the Ministry of Finance for the Union Budget. Some of the specific recommendations made by ACMA related to extension of R&D incentives for a period of 10 years, raising the abatement rate for MRP based Excise Duty to 50%, maintaining a three tier import duty structure under FTAs, early introduction of a nation-wide GST, etc. ACMA also highlighted to Government, at every occasion, the cost disadvantage borne by the industry due to the "external factors" which was eroding the competitive position of the industry.

### Standards and Certification

ACMA continued to play its role in the establishment and constant revision of automotive standards under CMVR, AIS and BIS. ACMA also participated in WP29 meetings and discussions organised by the Ministry of Road Transport. During the year, ACMA, jointly with SIAM also took up the matter of import of non-Ozone Depleting Substances (ODS) compressors by the air-conditioner manufacturers with the Ministry of Environment and successfully resolved this long standing issue.

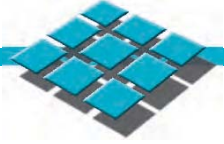
This year, ACMA also initiated a discussion on setting up some minimum technical/quality standards for components sold in the spare parts market.

### Parliamentary Standing Committee

A number of interactions were held with the Parliamentary Standing Committee on Industry where ACMA highlighted all the key recommendations for promoting the growth of the auto-component industry.

### National Manufacturing Competitiveness Council

A new dimension this year was a very close dialogue with National Manufacturing Competitiveness Council (NMCC). A comprehensive policy paper was submitted to NMCC, which was accompanied by an interaction between NMCC and ACMA Executive Committee. A number of follow-up meetings were held with NMCC. NMCC also commissioned ICRIER to conduct a comprehensive study to benchmark the auto-policies of other competing nations with the policy support provided to the Indian automotive industry. This study has started and its report is expected to be submitted later this year.



## NATIONAL COMMITTEES

### SMALL & MEDIUM ENTERPRISES

#### CEOs' Conclave on Competency Enhancement

A CEOs' Conclave on Competency Enhancement was organised on August 5, 2006, for the SMEs. Mr Vijay B. Pusalkar, CMD, Indo Schottle gave a presentation on the company growth under whose dynamic leadership sales turn over has increased to 17 million USD from INR 2.42 lacs during 1980's. With many SMEs in ACMA membership working on capacity expansions, access to finance still remains one of the major bottlenecks. The equity funding in India has yet to pick up the desired growth, as few funders are willing to invest risk capital in SMEs. To prepare companies that could attract banks for disbursing easy loans at the most competitive rates, Mr Ranjit Khattar, CEO, Medfin Capital Group highlighted on the merits of a strong balance sheet that should be transparent and offer a fair assessment of the company. Mr Sanjay Kher, Asst General Manager, SMERA, while addressing participants informed members that as "India's only credit rating agency for SMEs, a rating from SMERA could help lower collateral requirements, lower interest rates and simplified lending norms". With a number of queries on the financial needs of the companies, members immensely benefited from the presentations made at the programme.



Speakers at The Conclave: (from L to R): Mr Sanjay Kher, Asst. GM, SMERA; Mr S. Ganesh, ACMA Chairman-SSI; Mr Ranjit Khattar, CEO, Medfin Capital Group; Mr Ram Vohra, MD, Aventus Advisors P.Ltd.

### ANTI-COUNTERFEITING

The Association's efforts to eradicate counterfeiting received priority. ACMA's Anti-Counterfeiting Working Group provided insights on the prevailing situation of counterfeiting in the aftermarket and contributed suggestions to combat it. The Association held an anti-counterfeiting campaign through its *Asli-Naqli* (Genuine Vs. Fake) campaign in 3rd Partmart & Autocare 2007, where companies, displaying genuine parts and their corresponding fakes, educated the visitors. The Anti-Counterfeiting Working Group conducted a few programmes to give direction to the Association's anti-counterfeiting measures.



Display at Asli-Naqli Show

### RAW MATERIALS

A regular dialogue with the raw material suppliers has been one of the priorities of ACMA over the years. In recent years, the rising prices and inconsistent availability of various raw materials, especially steel, has been a key area of concern for the component manufacturers. A competitive domestic raw material industry can confer a very high degree of global competitiveness to the auto-component industry.

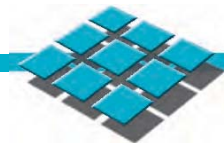
#### ACMA Interaction with NALCO

On May 11, 2006, ACMA met with the senior management of National Aluminium Company Limited (NALCO). The meeting enabled NALCO and auto component sector to understand each other industries and also to meet the requirements of the auto component sector. ACMA was ready to try and collect information on primary and primary metal based alloys from membership on per annum basis consumption along with projections for the next two to three years for looking into short-term contracts. NALCO has assured ACMA of deliveries at closer vicinities to auto component centres where-ever possible. NALCO would also look into the proposal mooted by ACMA members of short term contracts and for exploring on supplies of primary metal based alloy requirement of ACMA members based on their inputs.



Interaction with NALCO

## NATIONAL COMMITTEES



### Meeting with Alloy Steel Producers Association

To review the developments at the alloy steel front over the past one year and to understand the availability of the material, ACMA met Alloy Steel Producers Association (ASPA) on May 29, 2006. ASPA requested ACMA members to come out with the present and future requirements of various grades of steel to help them plan their production. Some of ASPA members like SAIL, Kalyani Carpenter, Usha Martin, informed of the up-gradations at their plants through installation of sophisticated equipments to improve quality levels and capacity expansions. It was also agreed that review meetings between ACMA and ASPA would be held at least once in six months.



Meeting with ASPA

### Visit to and an interaction with CABOT & NOCIL

To study and understand the availability scenario and to discuss issues related to carbon black, the Raw Material Committee, ACMA organised a visit to and an interaction with National Organic Chemical Industries Limited (NOCIL) and Cabot India Limited (CABOT) at their respective facilities in Mumbai on February 7, 2007. CABOT highlighted its attempts for innovation, with partnership and growth with customers. Engaged in production of innovative series of SPHERON carbon black, CABOT aims at reducing mixing time with high compound electrical resistivity and flexibility in use. NOCIL while giving an overview of the company services informed ACMA that beyond product quality and sales, the company was constantly engaged in serving customers as per their requirements. The manufacturing plants of NOCIL were fully automated through Programmable Logic Controllers and supported by sophisticated Electronic Instrumentation.



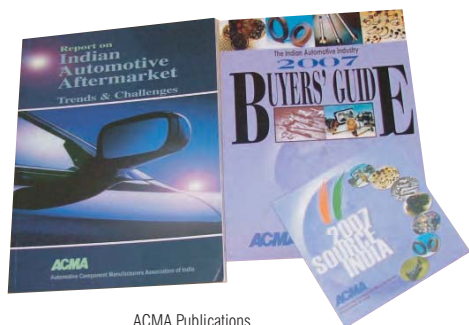
Members at CABOT

## ACMA PUBLICATIONS

A Report titled "Indian Automotive Aftermarket—Trends & Challenges" was released. ACMA appointed ICRA Management Consulting Services Limited (IMaCS) to assess the market for genuine spare parts in India. The scope of the study including assessing the market for OES parts, branded, unbranded, reman and imported parts for two wheelers, cars/ MUVs, Commercial vehicles and tractors. The key objectives of the study included identifying key trends and structural changes that would impact the replacement parts market in India, in addition to estimating the size of the market.



Members at NOCIL

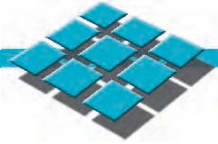


ACMA Publications

The Association continued to publish its newsletters such as AutoNews, Customs & Exim Newsletter, Indirect Tax Newsletter, International Newsletter, etc.

For the 22nd year in succession, ACMA published the 2007 edition of the Buyers' Guide which has now become the only sourcing guide for the auto-component industry.





## ACT-ACMA CENTRE FOR TECHNOLOGY

ACMA Centre for Technology (ACT) with a vision to make ACMA members technically competitive in the global auto component market is assiduously and continuously hand holding its member companies with the help of its various activities. ACT provides the members one stop shop to improve their company competitiveness by providing technical support with the help of its unique initiative i.e. ACT & UNIDO Cluster Programmes which are specially customised for its member companies.

ACT has also been actively involved with different agencies to help members meet global standards and kept ACMA members updated in the process of harmonization of automotive standards and regulations through WP29, CMVR, BIS, AIS, development of Testing and R&D facilities in the country through NATRIP and various technology up-gradation and interventions through TIFAC.

**ACT Cluster Programmes** follow Cluster approach which is defined as an improvement process wherein a group of companies work together for the overall excellence in the business by establishing world class shop floor practices in their respective organisations. This is achieved through mutual learning, sharing and motivated work force for the sustenance & compliance. 5S, Total Employees Involvement (TEI), Quality & Productivity Improvement, Equipment & Inventory Management are the key areas focused in the cluster programmes. It is applicable to Large & Medium sized companies having Annual Sales Turnover > 50 crores. At present, the duration of cluster programmes is 24 months.

| Cluster Details ACT |                 |          |          |                  |           |           |
|---------------------|-----------------|----------|----------|------------------|-----------|-----------|
| Region              | No. of Clusters |          |          | No. of Companies |           |           |
|                     | Completed       | Ongoing  | Total    | Completed        | Ongoing   | Total     |
| North               | 2               | 2        | 4        | 10               | 9         | 19        |
| South               | 2               | 2        | 4        | 12               | 10        | 22        |
| East                | 2               | 2        | 4        | 0                | 1         | 1         |
| West                | 2               | 2        | 4        | 12               | 10        | 22        |
| <b>Total</b>        | <b>2</b>        | <b>2</b> | <b>4</b> | <b>34</b>        | <b>30</b> | <b>64</b> |

| Cluster Details UNIDO |                 |          |          |                  |           |           |
|-----------------------|-----------------|----------|----------|------------------|-----------|-----------|
| Region                | No. of Clusters |          |          | No. of Companies |           |           |
|                       | Completed       | Ongoing  | Total    | Completed        | Ongoing   | Total     |
| North                 | 2               | 1        | 3        | 11               | 25        | 36        |
| South                 | 2               | 1        | 3        | 11               | 16        | 27        |
| East                  | 2               | 1        | 3        | 8                | 0         | 8         |
| West                  | 2               | 1        | 3        | 10               | 18        | 28        |
| <b>Total</b>          | <b>2</b>        | <b>1</b> | <b>3</b> | <b>40</b>        | <b>59</b> | <b>99</b> |

as on March 31, 2007



ACT Cluster III delegates visit to Sundaram Clayton Ltd., Padi plant

The CEOs\* and Co-ordinators of ACT Cluster III companies along with all the counsellors and Mr Rajiv Mandke had visited Sundaram Clayton Ltd, Padi Plant. The delegates were impressed with the extensive use of best practices in the shop floor and in all manufacturing operations. The visit was an eye-opener for the delegation and they got many useful information which they could take back home and implement in their organisations.

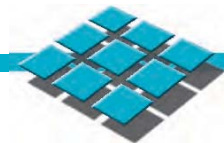
**ACT-UNIDO Partnership Programmes** have been developed to evolve the change process in the Indian Industries especially SMEs. It is supported by the United Nations Organisation, Government of India and ACMA. Cluster approach is chosen as an improvement tool for the overall growth of the Indian industries. ACT-UNIDO Cluster is applicable to SMEs / ACMA / Non-ACMA members having Annual Sales Turnover of <50 crores. Presently, the programme duration is 30 months in total.

**ACT-UNIDO Cluster programmes** are based on mutual sharing and learning. With a view for CEOs to visualise the best practices on the shop floor, a plant visit to Mando Brakes & PHC, Chennai was organised for the CEOs of UNIDO Partnership Programme Phase III & ACT Cluster III to visualise the best practices on the shop floor followed by the performance review of cluster by Mr. C Narasimhan, Chief Mentor, ACT. Around 60 companies and their CEOs participated in this event. It was an opportunity for the participating companies to share their experiences and achievements among each other.

1st QC Competition was organised by UNIDO Cluster (NR) in which ACT participated as one of the Jury Members. ACT was invited as a member of Panel Jury in the QC convention organised by UNIDO Cluster at Raneer Polymers, Manesar. Mr M K Pajan (Advisor, Minda Huf), Dr P Elangovan (Consultant, TQM Division, Minda Huf) also participated on this occasion.

**Low Cost Automation (LCA)** is another interest of ACMA members which is cautiously taken care of by ACT by organising seminars on the subject at national level from time to time. ACMA felt that one of the very practical, safe, economical and rewarding strategies for the industry will be the application of Low Cost Automation (LCA). ACT with the support of ACMA organised two days National Conference on LCA. Over 200 delegates attended this conference from the industry. Mr R. Wasan, General Manager, Honda Sael Cars Ltd. was the Chief Guest for the conference. This Conference was conducted by a team of Senior Experts and through live case study presentations from the industry as well as by solution providers. The programme was designed in such a

# ACT-ACMA CENTRE FOR TECHNOLOGY



National Conference on Low Cost Automation

way that the participants were able to understand the need, participate actively and learn the usage easily for successful implementation in their respective companies. It showcased many types of devices available from simple to sophisticated systems that enhance quality, productivity, cost and lead-time reduction.

**The Association for Overseas Technical Scholarship (AOTS)** was established in 1959 with the support of Japanese Ministry of Economy, Trade and Industry (METI) to support industries of developing countries by the means of providing training related to shop floor improvement practices, exposure to Japanese culture & environment. The main objective of engaging AOTS is to facilitate and provide an opportunity to ACMA members to understand and learn Japanese shop floor manufacturing practices for the benefit and overall growth of Indian Industries.



ACT-AOTS Training programme on Production Management

In addition to AOTS training programmes held in Japan, Workshops, Seminars & Educational Tours to Deming companies are also arranged by ACT within the country primarily for the Counsellors & ACT-UNIDO cluster companies. Experts from JETRO & AOTS are invited to train the people within India on various subjects like Lean & Flow Manufacturing.

Two days seminar on **Production Management** was organised by ACT in association with AOTS, Japan. The programme was offered to all ACMA members to participate. Mr Tanaka (Sensai) had taken over the session as a faculty from AOTS, Japan. The training was focussed on the adoption of Toyota Production System (TPS). Many case studies being adopted by various auto industries in Japan were explained during the session.



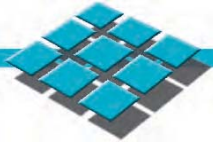
ACT-AOTS Training programme on Lean Machine System

AOTS Experts visited India and trained over 100 persons. ACT in association with AOTS, Japan organised a training programme on December 7-8 and 12-13, 2006, in India for the third time in succession on **Lean Machine System**. The main objectives of the training programme were to have improvement in productivity, which is essential to enhance the competitiveness of Indian Automotive Component Manufacturing Industry; to help participants in understanding the concept of Lean Machine System, Role of Managers and the Lean Thinking deployment across the organisation. A total of 47 and 53 members participated in the training programme held at Delhi and Chennai respectively. Mr Susumu Takashashi, the Consultant, Intelligent Production Japan, took the session as a faculty. For understanding of Lean Machine System which describes Low Cost, Efficient and Lean Production Equipment which contributes to cost reduction of the product & process both; Lean Machine should have the flexibility to accommodate various production models at the demands of the customers without adding any extra cost. "Lean" means "muscular power, without carrying extra fat", a need for the change with time. Other important topics covered under the programme included case studies with respect to work environment required to introduce Lean System, problems arising when introducing the system, successful stories of introducing the system in Japan and in India, etc., were shared by the former participants of AOTS programme. At the end of the programme, participants made presentations on various learning from the two days training programme and issues being faced by them in their respective organisations.



Members from JAPIA, ACT & SIAM

**JAPIA Delegation visited ACMA** for mutual exchange of views on Automotive Regulation and Certification System between Japan and



## ACT-ACMA CENTRE FOR TECHNOLOGY

India. A 9-member delegation from Japan Auto Parts Industries Association (JAPIA) visited India on 25th January, 2007 with a purpose to have discussion with ACMA, Ministry of Shipping, Road Transport & Highways (MoSRT&H) and National Automotive Testing & R&D Infrastructure Project (NATRIP) on the matters relating to Homologation and Type Approval for the vehicles as a whole, Auto Components Certification and Mutual Recognition of Regulations / Test Certificates under WP:29 1958 agreement. Mr Jayant Davar, Chairman ACT, along with Director & Deputy Director ACT and a representative from Society of Indian Automobile Manufacturers (SIAM) were present in the meeting held at ACMA head office in Delhi. Delegation also met NATRIP and MoSRT&H for exchange of views on the above issues.



Indian Delegation at VDA, Germany

**VDA Technical Congress held at Germany**, a delegation comprising members from ACMA & SIAM i.e. NRB Bearings, TACO, TATA Motors, Mahindra & Mahindra, Daimler Chrysler (India) along with ACMA & SIAM secretariat attended VDA Technical Congress held on 28th & 29th March, 2007 at Mercedes Event Center, Sindelfingen, Germany. The delegation also had an opportunity to visit Microsoft Head office & Mico Bosch Technical Centre on 26th March, 2007 & Mercedes Benz Museum, DaimlerChrysler Plant & Technical Centre on 27th March, 2007.

**WP:29 (World Forum for Harmonisation of Vehicle Regulations)** was established on 6th June, 1952 as Working Party 29, which is presently known as World Forum for Harmonisation of Vehicle Regulations under the Inland Transport Committee of the United Nations Economic Commission for Europe (UNECE) with an objective to have harmonized vehicle regulations and promote Free Trade worldwide. Like CMVR in India, every individual country follows

its own automotive regulations. In case of export, the exporting country has to follow certain regulations / norms of that country and get its product approved by them, which sometimes results in delaying the process and creating bottlenecks to the Free Trade.

A Government delegation which comprised of MORTH, MOHI, NATRIP, SIAM, ACMA and TMA attended the 140th session of WP:29 at Geneva under the leadership of Mr S.K. Dash, Joint Secretary, Ministry of Shipping, Road Transport and Highways. Few key issues that emerged were India would have to play a more active role in the deliberations of the various GTR Committees (Global Technical Regulations). ACMA is now setting-up a consultative mechanism to ensure that the views of all concerned members are taken before the GTR meetings and adequate feedback is provided to the concerned members after the GTR meetings. A joint committee will be set-up by Government to assess India's readiness to join the 1958 Agreement of WP-29, a notification in this regard has also been issued by MOHI. ACMA is a member of this Committee. Three new Global Technical Regulations (GTRs) under WP:29, 1998 agreement were proposed for voting and adopted in consensus.

ACMA-ACT is represented as a member of **Project Review Committee (PRC)** to assess and view the project being undertaken by IILM on Knowledge Management in Selected Knowledge-Intensive SMEs Clusters (Auto Component Cluster of SMEs in NCR Delhi). First PRC meeting was held to review and understand the objective of the project and its progress. The focus of the meeting was on how this project would add value to the industry, academia and the country and emphasised the commitment of DSIR in supporting the creation of and spreading of new knowledge. The PRC members were requested specifically to provide data on experts and help in data collection. Members promised to provide all necessary help. A need for another PRC meeting with higher attendance was also emphasised.

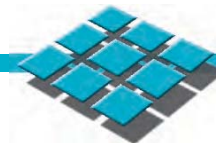


At the 1st National QC Competition

**National QC Competition** is aimed to bring a cultural change in the organisation by involving associates in the improvement process. It is a fact that the operator is the best person to know its process and the product. QC initiative is an effort to bring the operators closer and make them think towards improvements in their own area and get recognised by the management. It ultimately evolves many motivated teams within the organisation.

Six Sigma Black/ Green Belt Certification Programmes have been successfully implemented by ACMA with an objective to deal with the rising demand of "Zero Defect" from the customers. It also helps in analyzing root cause of the chronic quality problems and taking counter-measures through various scientific techniques. In spite of good response for both the certification programme, execution of the same at the actual work place was found to be lacking due to the lack of time and focus. It was therefore felt that there is a need to

## ACT-ACMA CENTRE FOR TECHNOLOGY



bring back an excitement not only among the participating companies but also within the Black / Green Belt holders by creating **Six Sigma Club at the National level**. ACT is in the process of launching Six Sigma Club with an objective to bring Six Sigma Culture in ACMA member companies. Six Sigma Club would enhance the implementation of actual learning within the participating companies to make them more competitive in terms of Quality, Cost and Delivery and meeting the global challenges ahead. The total BB Certified are 273 and GB Certified are 42 in the industry from all Regions.

**Technology Information Forecasting & Assessment Council (TIFAC)**, under the Department of Science & Technology, has set-up the **Core Group on Automotive R&D (CAR)** as an Academia – Industry collaborative forum to facilitate the process of consortium R&D. The objective of CAR is to develop the technology, which would help Automobile Industry to become more competitive globally. ACT, through ACMA members, is continually supporting TIFAC to achieve its objectives.

The dynamics of the global auto industry are changing rapidly and component manufacturers are today expected to contribute much higher levels of value addition and engineering inputs as compared to the past. In order to meet these challenges and fulfil the expectations of the OE customers, the components Industry needs to develop a strong “Design Development” capability.

For the component industry, this is a great opportunity to develop a strong R&D base and developing cutting-edge automotive technologies that would enable build sustained competitiveness. To promote this activity a detailed meeting was held between ACMA and Mr Sajid Mubashir of TIFAC to decide the action plan for future.

**National Automotive Testing and R&D Infrastructure Project (NATRIP)** is an initiative taken by Government of India under the Department of Heavy Industries and Public Enterprises to address today's and future needs of Automobile & Automotive Component Manufacturers by establishing World Class automotive homologation, testing and R&D facilities in India, enabling Industry to become competitive enough not only in domestic but also in the global markets. Total 6 testing facilities are coming up at various locations i.e. Manesar, Chennai, Pune, Raibareilly, Silchar & Indore. The entire project is likely to be completed by 2011. The Project Consultants have now initiated a study of the industry's needs and requirements in terms of testing and certification of components. This study would assist in identification of the specific Test facilities that would be set up at the various centers.

All the automotive related industry Associations e.g. ACMA, SIAM, TMA, ATMA and ARAI have also signed an MOU with the MOHI committing their full support to the NATRIP project and also committing that the Associations would provide guidance and technical support whenever required by the Project. In order to understand the present situation and the requirement of the Indian auto industry, a team of Global Consultants was hired by NATRIP to conduct the survey and submit the project report. First formal review meeting with the team of Global consultants was held wherein presentation was made to the committee for the review of progress of the project.

After the review and finalisation of layout and equipment specifications in principle for the various homologation labs planned to be set-up at different locations under Phase-I of NATRIP project, another milestone of NATRIP was achieved by laying the foundation stone for its Chennai centre. Hon'ble Prime Minister of India laid the foundation stone at the ceremony. ACMA President, Senior ACMA members including some of ACMA Past Presidents attended the ceremony. NATRIP, Chennai Centre would have full-fledged homologation lab and also going to be a Centre for Excellence for Passive Safety, Infotronics & EMC. As per Draft Project Implementation Report (DPIR), first phase of the project which would cater Homologation Services is going to be completed by the year 2008 whereas Phase-II of the project, i.e. Centre of Excellence and R&D facilities are going to be installed by the year 2011.

At the 3rd Meeting of the Technical Advisory Team (TAT) of NATRIP, the key observations of the Members of the TAT were noted/ discussed by the Global Consultants and the same have been incorporated in the final report prepared by the Global Consultants. The final report of Detailed Project Implementation Report (DPIR) by them is likely to be presented to NATRIP Implementation Society (NATIS) for their approval.

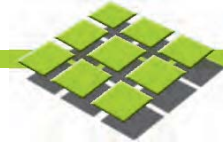
**Automotive Research Association of India (ARAI) / Bureau of Indian Standards (BIS) / Central Motor Vehicle Rules (CMVR)** are the Government agencies involved in formulation process of automotive standards. ACT provides a platform to ACMA members to seek their opinion regarding formulation of new automotive standards or modification of existing standards and convey the same to Government to safeguard their interest.

The members are aware that as per the current CMVR Rules, auto components being sold in the aftermarket including the imported auto components do not require to conform to any quality standards. On the other hand, the OEM supplies need to conform to BIS Standards and also very stringent OEM standards. This lacuna in the applicability of quality standards, especially on safety critical auto components is a matter of grave concern due to proliferation by local, sub-standard and spurious parts in the aftermarket; unfair competition from cheap, sub-standard imported parts, especially from other low-cost countries in the aftermarket. This unfair competition to the OEM suppliers in the Indian aftermarket is only expected to increase in the coming days due to the progressive lowering of Customs Duties on auto-components. With a view to correcting the situation, the CMVR Committee is considering various ways and means to address this issue and create a level playing field for the domestic component manufacturers in respect of aftermarket sales.



## ACMA PAST PRESIDENTS

|                          |           |
|--------------------------|-----------|
| (Late) Dr Pranlal Patel  | 1959-1966 |
| Mr M.K. Raju             | 1966-1968 |
| (Late) Mr W.N. Talwar    | 1968-1970 |
| (Late) Mr P.V. Shah      | 1970-1971 |
| Mrs Sharayu Daftary      | 1971-1972 |
| Mr M.S. Shastri          | 1972-1973 |
| (Late) Mr D.R. Sondhi    | 1973-1974 |
| Mr V.R. Sivaraman        | 1974-1975 |
| (Late) Mr M.K. Jhavar    | 1975-1976 |
| Mr Harjan Singh          | 1976-1977 |
| Mr S. Muthukrishnan      | 1977-1978 |
| Mr R. Bhandari           | 1978-1979 |
| Mr N. Venkataraman       | 1979-1980 |
| (Late) Mr V. Chidambaram | 1980-1981 |
| Mr Abhay N. Firodia      | 1981-1982 |
| Mr Suresh Krishna        | 1982-1984 |
| (Late) Mr Pran Talwar    | 1984-1986 |
| Mr L. Lakshman           | 1986-1987 |
| Mr Amar Singh            | 1987-1989 |
| Mr T.K. Balaji           | 1989-1991 |
| Dr Surinder Kapur        | 1991-1992 |
| Mr S. Viji               | 1992-1994 |
| Mr D.K. Jain             | 1994-1996 |
| Mr K. Mahesh             | 1996-1998 |
| Mr Dinesh Munot          | 1998-1999 |
| Mr V.K. Mehta            | 1999-2000 |
| Mr L. Ganesh             | 2000-2001 |
| Mr K. Kejriwal           | 2001-2002 |
| Mr Deep Kapuria          | 2002-2003 |
| Mr K.V. Shetty           | 2003-2004 |
| Mr Deep Kapuria          | 2004-2005 |
| Mr A.K. Taneja           | 2005-2006 |



EXECUTIVE COMMITTEE 2006-07

**PRESIDENT**

Mr Raghu Mody  
Hindustan Composites Ltd.

**VICE PRESIDENT**

Mr Sanjay Labroo  
Asahi India Glass Ltd.

**IMMEDIATE PAST PRESIDENT**

Mr A.K. Taneja  
Shriram Pistons & Rings Ltd.

**REGIONAL CHAIRPERSONS**

**Eastern Region**

Mr S.K. Behera  
RSB Transmissions (I) Ltd.

**Northern Region**

Mr Arvind Kapur  
Rico Auto Industries Ltd.

**Southern Region**

Mr V. Ramachandran  
Kar Mobiles Ltd.

**Western Region**

Mr Surinder P. Kanwar  
Bharat Gears Ltd.

**ELECTED MEMBERS**

Mr Beni Daga  
Baynee Industries Ltd.

Mr Nirmal K. Minda  
Minda Industries Ltd.

Mr K.R. Kavra  
Special Engineering  
Services Ltd.

Mr Suresh Bhojwani  
Bright Brothers Ltd.

Mr Yogesh Munjal  
Munjal Showa Ltd.

Mr Ramesh Suri  
Subros Ltd.

Mr J.S. Chopra  
Delphi-TVS Diesel Systems Ltd.

Mr U.S. Ahuja  
New Swan Enterprises

Mr R. Ramasubramanian  
Sundaram Brake Linings Ltd.

Mr S.C. Gandhi  
Gajra Gears Pvt. Ltd.

Mr Jatender Kumar Mehta  
Omax Autos Ltd.

Mr C. Narasimhan  
Sundaram-Clayton Ltd.

Mrs Pilloo C. Aga  
Gold Seal Engineering  
Products Pvt. Ltd.

Mr Harish Lakshman  
Rane TRW Steering  
Systems Ltd.

Mr S. Seetharamaiah  
Susira Industries

Mr T.M. Lalani  
Indication Instruments Ltd.

Mr S.D. Ganage  
Rojee-Tasha Stampings  
Pvt. Ltd.

Mr Shekhar Viswanathan  
Toyota Kirloskar  
Auto Parts Pvt. Ltd.

Mr S.K. Arya  
Jay Bharat Maruti Ltd.

Mr Jayant Davar  
Sandhar Technologies Ltd.

Mr Srivats Ram  
Wheels India Ltd.

Mr Prasan AbhayKumar Firodia  
Jaya Hind Industries Ltd.

Mr K. Mohan  
SEP India Pvt. Ltd.



## EXECUTIVE COMMITTEE 2006-07

**CO-OPTED MEMBERS OF THE COMMITTEE**

Mr Gursaran Singh  
GNA Axles Ltd.

Mr Rattan Kapur  
Mark Exhaust Systems Ltd.

Dr Ferdinand Allerkamp  
Motor Industries Co. Ltd.

Mr S.D.M. Rao  
Samkr Pistons and  
Rings Ltd.

Mr Umesh Talwar  
Talbro Automotive  
Components Ltd.

Mr Raman Nanda  
Tata Johnson Controls  
Automotive Ltd.

Mr J. Sridhar  
Western Thomson (India) Ltd.

**SPECIAL INVITEES**

Mr Amit Baba Kalyani  
Bharat Forge Ltd.

Mr Anil Haridass  
Bill Forge Pvt. Ltd.

Mr S. Thiagarajan  
Harita Seating Systems Ltd.

Mr Vijay Pusalkar  
Indo Schottle Auto Parts  
Pvt. Ltd.

Mr K.M. Joshi  
Kirloskar Oil Engines Ltd.

Mr Arvind Balaji  
Lucas-TVS Ltd.

Mr Deepak Jain  
Lumax Industries Ltd.

Mr Anuj Mehta  
Macas Brakes Automotive  
Pvt. Ltd.

Mr Surinder Mahendru  
Nicks Auto Industries

Ms Harshbeena S. Zaveri  
NRB Bearings Ltd.

Mr N.V. Krishnan  
Roots Industries Ltd.

Mr S. Seetharaman  
Super Auto Forge Ltd.

Mr S.J. Taparia  
The Supreme Industries Ltd.

Mr Utkarsh Munot  
ZF Steering Gear (India) Ltd.

Mr A. Viswanathan  
Visteon Automotive Systems  
India Pvt. Ltd.

**SUB-COMMITTEES/ PANELS, DIVISION AND THEIR CHAIRMEN****Steering Committee**

Raghu Mody  
Hindustan Composites Ltd.

**Raw Material**

Mr Suresh Bhojwani  
Bright Brothers Ltd.

**Defence**

Mr V.K. Mehta  
Clutch Auto Ltd.

**Trade Fairs**

Mr D.K. Jain  
Lumax Industries Ltd.

**Finance**

Mr K.V. Shetty  
IP Rings Ltd.

**Economic Affairs and WTO**

Mr A.K. Taneja  
Shriram Pistons & Rings Ltd.

**Consumers Affairs and Anti-Counterfeiting**

Mr J.S. Chopra  
Delphi-TVS Diesel Systems Ltd.

**Membership Committee**

Mr Sanjay Labroo  
Asahi India Glass Ltd.

**Globalisation & India Brand Building**

Mr Deep Kapuria  
Hi-Tech Gears Ltd.

**Small & Medium Enterprises**

Mr K.R. Kavra  
Special Engineering Services Ltd.

**YBLF****Mentor**

Mr A.K. Taneja  
Shriram Pistons & Rings Ltd.

**National Coordinator**

Mr Deepak Jain  
Lumax Industries Ltd.

**ACT Division****Chief Mentor**

Mr C. Narasimhan  
Sundaram-Clayton Ltd.

**Chairman**

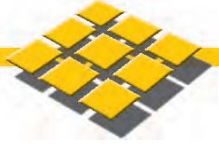
Mr Jayant Davar  
Sandhar Technologies Ltd.

## ACMA TEAM



|                             |                                    |
|-----------------------------|------------------------------------|
| Abhishek Chopra (HO)        | R. Hari Ram (SR)                   |
| Amit Mukherjee (HO)         | R. Raja Shekhar (SR)               |
| Anand Nair (HO)             | Rajender S. Dhanola (HO)           |
| Anil K. Unni (HO)           | Rajeshwar Rai (HO)                 |
| Anjali Ramachandran (HO)    | Rajiv Mandke (ACT)                 |
| Anu Bahl (HO)               | Rakesh Gupta (ACT)                 |
| Anupam Kaushik (ACT)        | S. Raj (SR)                        |
| Arvind K. Gupta (ACT)       | S. S. Palankar (WR)                |
| Ashok Kumar (HO)            | Suhas A. Padave (WR)               |
| Ashok K. Kamat (ACT)        | Sanjeev Prabhakar (ACT)            |
| Ashwani Jotshi (HO)         | Sapna Vijh (HO)                    |
| Ashwani Kumar (HO)          | Som Dutt (HO)                      |
| Ashwini A. Kulkarni (WR)    | Subhag Naqvi (HO)                  |
| Chandu Choudhary (ACT)      | Sumita Sharma (HO)                 |
| Dimple Saini (HO)           | Sushil Rajput (HO)                 |
| Dinesh A. Vedpathak (ACT)   | V. Harish (ACT)                    |
| Harish Kapoor (HO)          | V. K. Sankaran (WR)                |
| Jitender Rana (ACT)         | Vishnu Mathur (HO)                 |
| K. N. D. Nambudiripad (ACT) | Yogita Satpathy (ER)               |
| K. R. Bhoopalan (ACT)       |                                    |
| Lokesh Raina (HO)           |                                    |
| Manoj Mathur (ACT)          |                                    |
| Meenakshi Narayanan (HO)    |                                    |
| Monika S. Handa (HO)        | (ER) – Eastern Region              |
| Niladri Mallick (HO)        | (HO) – Head Office                 |
| Paltu Sana (HO)             | (SR) – Southern Region             |
| Pooja Sharma (HO)           | (WR) – Western Region              |
| Prem Kumar (HO)             | (ACT) – ACMA Centre for Technology |





## AFFILIATIONS AND MEMBERSHIP

### Affiliations

ACMA continued its affiliation with the Associated Chambers of Commerce and Industry of India (ASSOCHAM), Confederation of Indian Industry (CII) and Federation of Indian Chambers of Commerce and Industry (FICCI). The year also saw interface with the Society of Indian Automobile Manufacturers (SIAM), Automotive Research Association of India (ARAI), Indian Machine Tools Manufacturers Association (IMTMA), National Automotive Testing and R&D Infrastructure Project (NATRIP) and other member Association of the Associations Councils of CII.

### Membership

ACMA continued its membership of the prestigious European Association of Automotive Suppliers (CLEPA).

The Association also continued to be a member of the Australian Automotive Aftermarket Association (AAAA), Automotive Aftermarket Industry Association (AAIA) U.S.A. and the Indian Trade Promotion Organisation.

### Representation on Government Bodies

ACMA continued to be represented on the following government bodies:

Governing Council of Automotive Research Association of India (ARAI)

Central Motor Vehicle Rules Technical Standing Committee

Automotive Industry Standards Committee (AISC)

Bureau of Indian Standards (BIS)

Development Council for Automobiles and Allied Industries

Development Council for Earthmoving and Road Construction Equipment

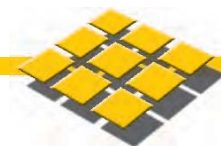
TIFAC-Core Group on Automotive Research (CAR) Committee

National Manufacturing Competitiveness Council (NMCC)

National Automotive Testing and R&D Infrastructure Project (NATRIP)

### Acknowledgement

ACMA would like to thank the Associations and other organisations mentioned, government bodies and other external agencies, for all the support and cooperation extended to the Association in its activities for the year.



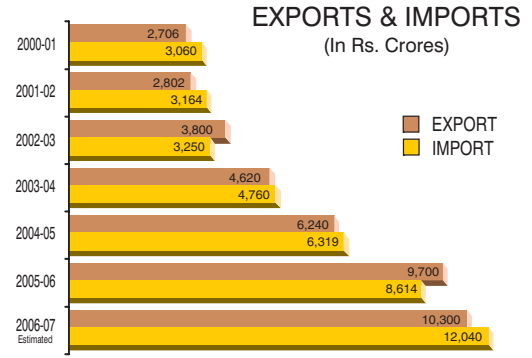
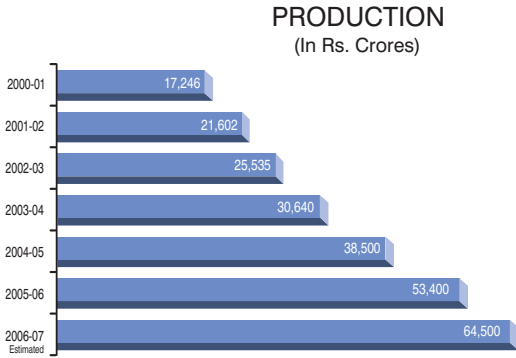
## MoU PARTNERS

|                     |   |
|---------------------|---|
| <b>AUSTRALIA</b>    | Federation of Automotive Products Manufacturers (FAPM)                                |
| <b>CANADA</b>       | Automotive Parts Manufacturers Association (APMA)                                     |
| <b>EGYPT</b>        | Egyptian Auto Feeders Association (EAFA)  |
| <b>FRANCE</b>       | Federation des Industries des Equipments pour Vehicules (FIEV)                        |
| <b>GERMANY</b>      | Verband der Automobilindustrie e. V. (VDA)  |
| <b>IRAN</b>         | Iranian Auto Parts Manufacturers Association (IAPMA)                                  |
| <b>ITALY</b>        | Unione Industriale Torino (UIT)   |
| <b>JAPAN</b>        | Japan Auto Parts Industries Association (JAPIA)                                       |
| <b>KOREA</b>        | Korea Auto Industries Cooperative Association (KAICA)                                 |
| <b>MALAYSIA</b>     | Malaysian Automotive Component Parts Manufacturers Association (MACPMA)               |
| <b>PAKISTAN</b>     | Pakistan Association of Automotive Parts & Accessories Manufacturers (PAAPAM)         |
| <b>SOUTH AFRICA</b> | National Association of Automotive Component and Allied Manufacturers (NAACAM)        |
| <b>SPAIN</b>        | Asociacion Espanola De Fabricantes De Equiposy Componentes para Automocion (SERNAUTO) |
| <b>SWEDEN</b>       | Scandinavian Automotive Suppliers Association (SASA)                                  |
| <b>THAILAND</b>     | Thai Auto-Parts Manufacturers Association (TAPMA)                                     |
| <b>TUNISIA</b>      | L'Association Tunisienne des Fabricants de Composants Automobile (ATFCA/UTICA)        |
| <b>TURKEY</b>       | Association of Automotive Parts & Components Mfrs. (TAYSAD)                           |
| <b>UK</b>           | The Society of Motor Manufacturers and Traders Ltd. (SMMT)                            |
| <b>USA</b>          | Motor and Equipment Manufacturers Association (MEMA)                                  |
| <b>USA</b>          | Society of Automotive Engineers (SAE)   |
| <b>UZBEKISTAN</b>   | Uzbek Association of Automobile Industry Enterprises (UZAUTOSANOAT)                   |



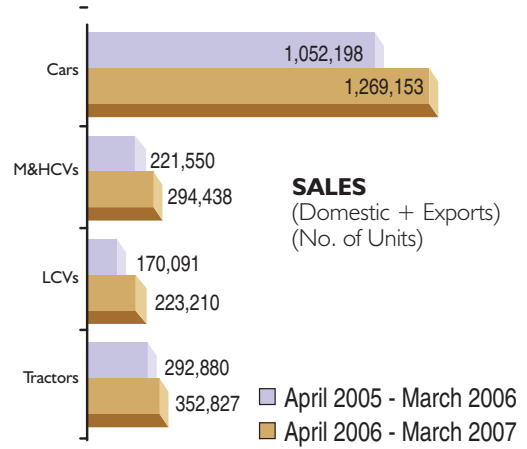
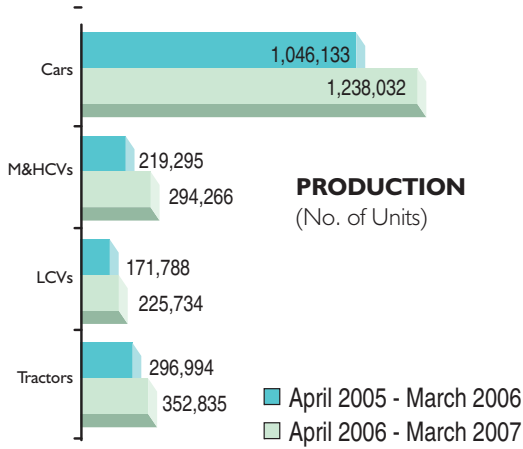
INDUSTRY PERFORMANCE INDICATORS

AUTO COMPONENT SECTOR

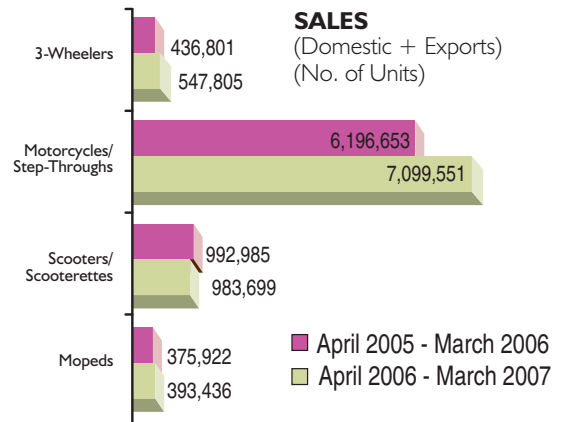
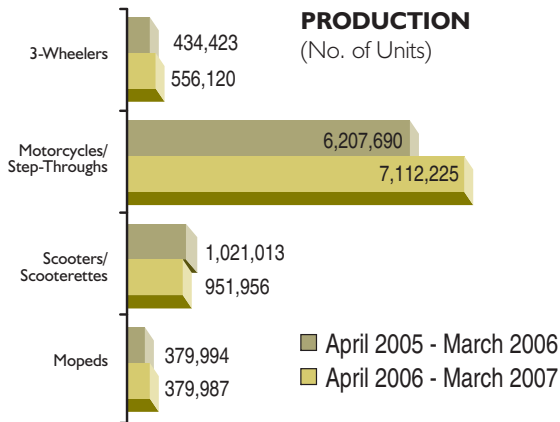


VEHICLE SECTOR

4/6 WHEELERS



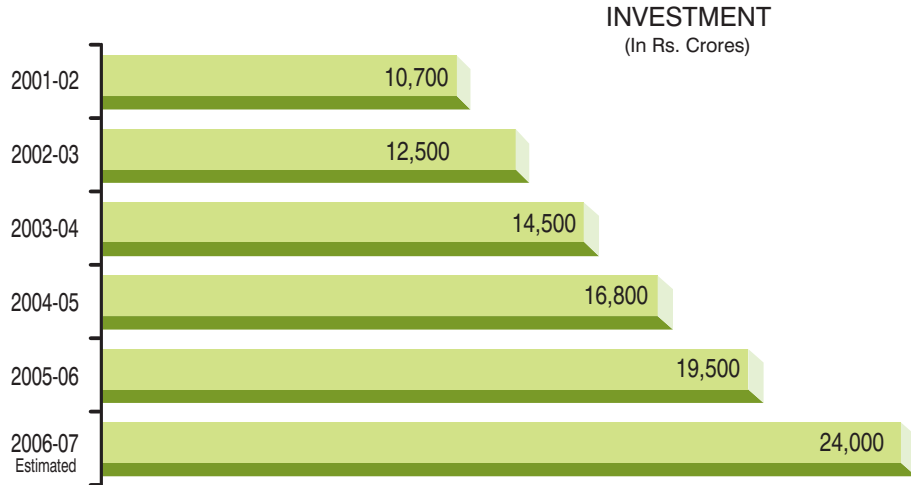
2/3 WHEELERS





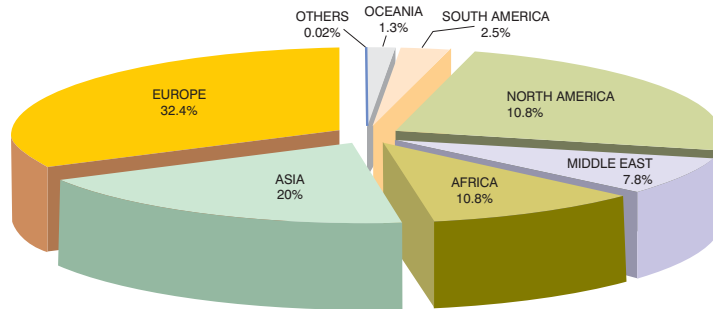
INDUSTRY PERFORMANCE INDICATORS

AUTO COMPONENT SECTOR

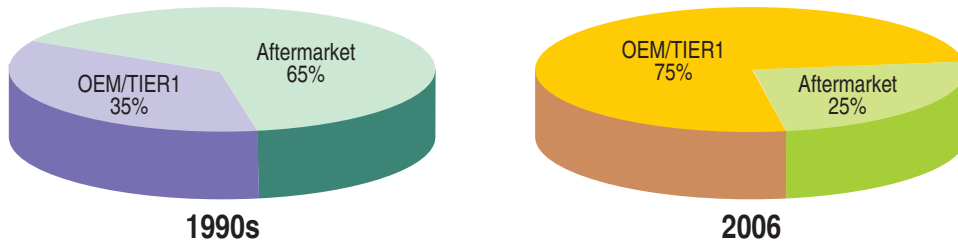


INDIAN COMPONENT INDUSTRY EXPORTS TO OEM/TIER 1 SUPPLIERS

CONTINENT-WISE EXPORT OF AUTO COMPONENT 2005-06



COMPOSITION OF EXPORTS - 2006





## ABOUT ACMA

# ACMA

**T**he Automotive Component Manufacturers Association of India (ACMA) has been representing the Indian auto component industry for the last 47 years. It has a membership of over 540 companies which are major contributors to the total output of the organised sector.

The Association's active involvement in trade promotion, technology upgradation, quality enhancement and collection and dissemination of information has made it a vital catalyst for the progress of this industry. ACMA is represented on a number of panels, committees and councils of the Government of India through which it helps in the formulation of policies pertaining to the Indian automotive industry.

For an exchange of information and for cooperation in trade matters, ACMA has signed MoUs with many overseas counterpart Associations.

### Quality Policy

ACMA is committed to provide leadership and quality "automotive related" services for members. This would be achieved by:-

- Evolving services through consensus and in partnership with members and delivering them
- Contributing positively to the changing needs of the membership and the internal & external environment

ACMA is committed to comply with the requirements of the Quality Management System and to continually improve its effectiveness through employee involvement.

President

Executive Director



ACMA IN THE PRESS

*Auto component productivity takes big leap*

■ Increasing use of technology, skilled workers bring the chance

|                           | 2002-03  | 2003-04  | 2004-05  |
|---------------------------|----------|----------|----------|
| ▶ Turnover in \$m         | 5,400    | 6,700    | 8,040    |
| ▶ Direct Employment       | 2,40,000 | 2,50,000 | 2,60,000 |
| ▶ Revenues/employee in \$ | 22,500   | 26,800   | 30,923   |

**Auto components industry voices concern over excise**

MRP-based duty has led to 2-fold problem

**Auto components cruise on top gear this fiscal**

**10-year auto mission to set pace in sector**

PM unveils plan aimed at automobiles contributing to 10% of GDP

**On fast lane**

Domestic output rises 17% to \$10 billion  
Exports jumped by 30% to \$1.8 billion

Mission 2006-16:  
Automotive sector to grow three fold

**Component cos sprint to keep pace with auto boom**

**Local auto parts makers head to Europe for buys**

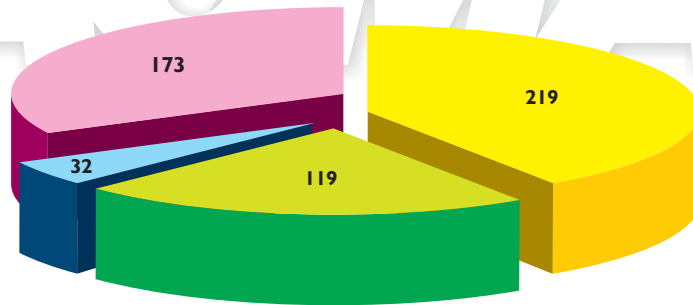
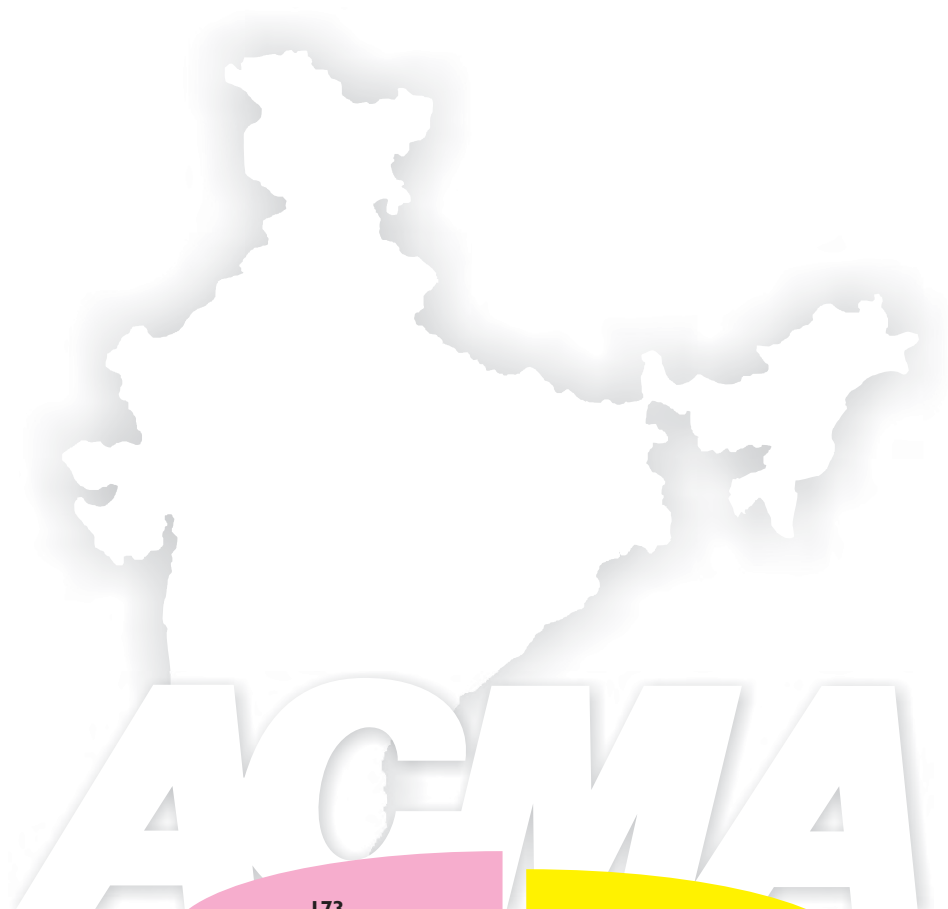
**Auto sector is set for investment boom**

Auto parts cos go shopping, get bargain rates

**Auto parts firms chart global route**



# MEMBERSHIP DISTRIBUTION



- Eastern Region
- Northern Region
- Southern Region
- Western Region



## ACMA MEMBERS

**A**utomobiles and other transport such as two-wheelers, etc., have undergone a huge change in their content and their technologies. These changes have not only impacted sectors directly linked to the automotive industry such as automotive components, tyres, batteries, but have given birth to companies/firms making and providing peripheral products and services such as those involved in Automotive Design and Logistics. Companies/ firms in these businesses have been repeatedly contacting ACMA for membership as they believe that there is no other relevant Body that can represent them.

ACMA has carefully considered these requests and introduced a new membership category (other than ordinary members) namely "Associate Members".

In order to make it easy for member companies having multiple plants located in different regions to participate in activities organised by ACMA Regions a system of multiple memberships of such multi-state located plants has been introduced.

According to the system introduced the primary membership of the company would continue to be from the Region where its main unit is located. But the other Regions would include these multiple plants into their regional membership list and involve them in their Regional activities on a regular basis.

### A

A.G. Industries Pvt. Ltd.  
 Abhijat Engineers  
 Abhishek Auto Industries Ltd.  
 Abilities India Pistons & Rings Ltd.  
 Accurate Products Corporation Pvt. Ltd.  
 Acey Engineering Pvt. Ltd.  
 Aditya Auto Products & Engineering (I) Pvt. Ltd.  
 Adroit Industries (India) Ltd.  
 Advik Hi-Tech Pvt. Ltd.  
 Agrim Components Pvt. Ltd.  
 Aisin NTF Pvt. Ltd.  
 ALF Engineering Pvt. Ltd.  
 Allena Auto Industries Pvt. Ltd.  
 Allied Nippon Ltd.  
 Alpump Limited  
 Amalgamations Repco Ltd.  
 Amara Raja Batteries Ltd.  
 American Axle and Manufacturing Services (I) Pvt. Ltd.  
 Amtek  
 Amtek Auto Ltd.  
 Amul Industries Pvt. Ltd.  
 Amul Polycure Industries Ltd.  
 Anand Motor Products Pvt. Ltd.  
 Anand Nishikawa Company Ltd.  
 Anand NVH Products (P) Ltd.  
 ANG Auto Ltd.  
 Arham Plastics Ltd.  
 Arvin Exhaust India Pvt. Ltd.  
 Arvind Engineering Works Ltd.  
 Asahi India Glass Ltd.  
 Ashok Iron Works Pvt. Ltd.  
 Ashra Consultants Pvt. Ltd.  
 ASK Automotive Pvt. Ltd.  
 ASL Industries Pvt. Ltd.  
 Associated Manufacturing Company

Aurangabad Electricals Ltd.  
 Auto Ignition Ltd.  
 Auto Shell Perfect Moulder Ltd.  
 Auto Window  
 Autocomp Corporation  
 Autofit Ltd.  
 Autoflex Pvt. Ltd.  
 Autoline  
 Autolite (India) Ltd.  
 Autoliv IFB India Pvt. Ltd.  
 Automotive Composite Systems (International) Ltd.  
 Automotive Stampings and Assemblies Ltd.  
 Autotech Industries (India) Pvt. Ltd.  
 AVR Valves Pvt. Ltd.  
 AVS Brake Linings Pvt. Ltd.  
 Axles India Ltd.

### B

Badve Engineering Pvt. Ltd.  
 Bajinath Plastic Products Pvt. Ltd.  
 Bajaj Motors Ltd.  
 Balu India  
 Banco Products (India) Ltd.  
 BASF Catalysts India Pvt. Ltd.  
 Baynee Industries  
 BCL Forgings Ltd.  
 BCL-Springs  
 Benara Bearings & Pistons Ltd.  
 Benara Udyog Ltd.  
 Beta Industrial Products  
 Bharat Forge Ltd.  
 Bharat Gears Ltd.  
 Bharat Seats Ltd.  
 Bhavani Industries  
 BIC Auto Pvt. Ltd.  
 BIL Metal Industries Ltd.  
 Bill Forge Pvt. Ltd.





## ACMA MEMBERS

Bimetal Bearings Ltd.  
 Birla Corporation Ltd.  
 Birla Perucchini Ltd.  
 BMC Metalcast Ltd.  
 Bohra Rubber Pvt. Ltd.  
 Bombay Commercial Syndicate  
 Bond Safety Belts  
 Bony Polymers Pvt. Ltd.  
 Borgwarner Cooling Systems India Pvt. Ltd.  
 Borgwarner Morse Tec Murugappa Pvt. Ltd.  
 Bosch Chassis Systems India Ltd.  
 BPL Limited  
 Brakes India Ltd.  
 Brakewel Automotive Components (I) Pvt. Ltd.  
 Bright Brothers Ltd.  
 Bundy India Ltd.

**C**

C.M. Smith & Sons Ltd.  
 Calnex Auto  
 Caltherm Thermostats Pvt. Ltd.  
 Caparo Engineering India Pvt. Ltd.  
 Car International  
 Carraro India Ltd.  
 Cast Master  
 Ceekay Daikin Ltd.  
 Chanda Enterprises Pvt. Ltd.  
 Chandok Automotive Manufacturers Ltd.  
 Chaphekar Engineering Pvt. Ltd.  
 Climate Systems India Ltd.  
 Clutch Auto Ltd.  
 Concentric Engineering Pvt. Ltd.  
 Continental Engines Ltd.  
 Cooper Foundry Pvt. Ltd.  
 Crest Geartech (P) Ltd.  
 CRP (India) Pvt. Ltd.  
 Cummins Turbo Technologies Ltd.

**D**

D. D. Industries Ltd.  
 Dali & Samir Engineering Pvt. Ltd.  
 DCM Engineering Products  
 Deccan Radiators and Pressings Pvt. Ltd.  
 Dee Ess Buhin Pvt. Ltd.  
 Delphi Automotive Systems Ltd.  
 Delphi-TVS Diesel Systems Ltd.  
 Demanik Enterprises  
 Denso Haryana Pvt. Ltd.  
 Denso India Ltd.  
 Denso Kirloskar Industries Pvt. Ltd.  
 Deusch Mediquip Pvt. Ltd.  
 Devendra Exports Pvt. Ltd.

DGP Hinoday Industries Ltd.  
 Dhoot Transmission Pvt. Ltd.  
 Diamond Dynamics (India) Pvt. Ltd.  
 Dipty Lal Judge Mal Pvt. Ltd.  
 D-M-E Company (India) Pvt. Ltd.  
 Durovalves India Pvt. Ltd.  
 Dyna-K Automotive Stampings Pvt. Ltd.

**E**

Eco Auto Components Ltd.  
 Eicher Engineering Components  
 Electrica Engineers (India) Pvt. Ltd.  
 Electromags  
 Elofic Industries Ltd.  
 Emdet Jamshedpur Pvt. Ltd.  
 Emkay Automobile Industries Pvt. Ltd.  
 Emmbros Autocomp Ltd.  
 Endurance Systems (India) Pvt. Ltd.  
 Endurance Technologies Pvt. Ltd.  
 Enginetech Systems Pvt. Ltd.  
 Enkei Castalloy Ltd.  
 Ennore Foundries Ltd.  
 Escorts Ltd.  
 Essae Aucom Pvt. Ltd.  
 Everitwist Control Cables Pvt. Ltd.  
 Excel Packaging  
 Expansion Tools

**F**

Fag Bearings India Ltd.  
 Fairfield Atlas Ltd.  
 Federal-Mogul Goetze (India) Ltd.  
 Fenner (India) Ltd.  
 Fiem Industries Ltd.  
 Fine Blanking Pvt. Ltd.  
 Fine Brakes  
 Flywheel Ring Gears Pvt. Ltd.  
 Friends Castings Pvt. Ltd.

**G**

G B Rubber Products  
 G. S. Auto International Ltd.  
 Gabriel India Ltd.  
 Gajra Gears Pvt. Ltd.  
 Galaxy Bearings Ltd.  
 Garg Industrial Corporation  
 Gatiman Auto Pvt. Ltd.  
 Gearock Forge Pvt. Ltd.  
 Ghaziabad Precision Products Pvt. Ltd.  
 Gilard Electronics Pvt. Ltd.  
 GKN Driveline (India) Ltd.  
 GKN Sinter Metals Ltd.  
 Global Automotive Components (P) Ltd.



## ACMA MEMBERS

Global Autotech Ltd.  
GNA Axles Ltd.  
GNA Duraparts Pvt. Ltd.  
Goindi Industries Pvt. Ltd.  
Gold Seal Engineering Products Pvt. Ltd.  
Goldy Precision Stampings Pvt. Ltd.  
Gujarat Metal Cast Industries Ltd.  
Guru Nanak Auto Enterprises Ltd.

**H**

Harinder Industries Pvt. Ltd.  
Harita Seating Systems Ltd.  
Harsha Engineers Ltd.  
Hella India Electronics Pvt. Ltd.  
Hella India Lighting Limited  
Hema Engineering Industries Ltd.  
Hero Motors Ltd.  
HFH Auto Pumps  
Highco Engineers (P) Ltd.  
Highway Industries Ltd.  
Hi-Lux Automotive Pvt. Ltd.  
Hindalco Industries Ltd.  
Hindustan Composites Ltd.  
Hindustan Hardy Spicer Ltd  
Hi-Tech Gears Ltd.  
Hodek Vibration Technologies Pvt. Ltd.  
Horizon Industrial Products Pvt. Ltd.

**I**

I P Rings Ltd.  
Ibex Products Pvt. Ltd.  
IFB Automotive Pvt. Ltd.  
IFB Industries Ltd.  
IM Gears Pvt. Ltd.  
Imperial Auto Industries Ltd.  
Imperial Engineers (Auto) Pvt. Ltd.  
India Japan Lighting Pvt. Ltd.  
India Nippon Electricals Ltd.  
India Pistons Ltd.  
Indian Diecasting Industries  
Indication Instruments Ltd.  
Indo Autotech Ltd.  
Indo-Schottle Auto Parts Pvt. Ltd.  
Indo-Shell Mould Ltd.  
Indrad Auto Components  
Industrial Engineering Syndicate  
Industrial Forge & Engineering Co. Ltd.  
Industrial Rubber Products Pvt. Ltd.  
Injectoplast Pvt. Ltd.  
Innova Rubbers Pvt. Ltd.  
International Auto Ltd.  
Investment & Precision Castings Ltd.  
IST Ltd.

**J**

J.P. Tools & Components  
Jai Parabolic Springs Ltd.  
Jamna Auto Industries Ltd.  
Jay Bharat Maruti Ltd.  
Jay Switches (India) Pvt. Ltd.  
Jay Ushin Ltd.  
Jaya Hind Industries Ltd.  
Jayashree Polymers Pvt. Ltd.  
Jayem Auto Industries Pvt. Ltd.  
JBM Auto Limited  
JHS Taigene Electrical Co. Pvt. Ltd.  
JKM Daerim Automotive Ltd.  
JMT Auto Ltd.  
John Fowler (India) Pvt. Ltd.  
Johnson Matthey India Pvt. Ltd.  
Jumps Auto Industries Ltd.  
JVR Forgings Ltd.

**K**

K.B. Poly Industries Pvt. Ltd.  
K.M.P. Manufacturing Company  
Kailash Vahan Udyog Ltd.  
Kalyani Forge Ltd.  
Kalyani Thermal Systems Ltd.  
Kamal Rubplast Industries Pvt. Ltd.  
Kar Mobiles Ltd.  
Karnataka Hybrid Micro Devices Ltd.  
Kavia Engineering Private Ltd.  
Kay Jay Forgings Pvt. Ltd.  
Keihin Panalfa Ltd.  
Kemen Springs Pvt Ltd.  
Keystone Appliances Pvt. Ltd.  
King Exports  
Kiran Udyog  
Kirloskar Oil Engines Ltd.  
Kiswok Industries Pvt. Ltd.  
KLT Automotive And Tubular Products Ltd.  
Knorr-Bremse Systems for Commercial Vehicles India Pvt. Ltd.  
Kongovi Electronics Pvt. Ltd.  
Krishna Auto Industries  
Krishna Maruti Ltd.  
Kriti Industries (India) Ltd.  
Kross Manufacturers (I) Pvt. Ltd.  
Kulkarni Engineers  
Kunstocom (India) Ltd.  
Kusalava International Ltd.

**L**

L. G. Balakrishnan & Bros. Ltd.  
Lakhani Rubber Works  
Lakshmi Precision Screws Ltd.  
Leo Fasteners



## ACMA MEMBERS

Lifelong India Ltd.  
 Liners India Ltd.  
 Lohia Starlinger Ltd.  
 Lucas TVS Ltd.  
 Lumax Automotive Systems Ltd.  
 Lumax Filters Pvt. Ltd.  
 Lumax Industries Ltd.  
 Luxite Industries Ltd.

**M**

M & M Machine Craft Pvt. Ltd.  
 M And M Auto Industries Limited  
 M.D. Industries  
 M.K. Auto Industries  
 M.V.D. Auto Components Pvt. Ltd.  
 Macas Brakes Automotive Pvt. Ltd.  
 Maco Pvt. Ltd.  
 Madhusudan Auto Ltd.  
 Madras Engineering Industries Pvt. Ltd.  
 Magnum Strips & Tubes Pvt. Ltd.  
 Mahindra Sar Transmission Pvt. Ltd.  
 Mahindra Sona Ltd.  
 Mahindra UGINE Steel Co. Ltd.  
 Mahle Filter Systems (India) Pvt. Ltd.  
 Mahle Migma Pvt. Ltd.  
 Maini Precision Products Pvt. Ltd.  
 Makino Auto Industries  
 Mandap International Pvt. Ltd.  
 Mando Brake Systems India Ltd.  
 Manshatalla Engineering Works Pvt. Ltd.  
 Mark Exhaust Systems Ltd.  
 Mayur Industries Ltd.  
 Meenakshi Polymers Pvt. Ltd.  
 Mehta Engineers Ltd.  
 Menon and Menon Ltd.  
 Metal Form  
 Metaldyne Industries Ltd.  
 Metalman Auto Pvt. Ltd.  
 Metlon Engineers Pvt. Ltd.  
 Micro Turners  
 Microsign Products  
 Mikroflo Filters Pvt. Ltd.  
 Milton Plastics Ltd.  
 Minda Corporation Ltd.  
 Minda Industries Ltd.  
 Minda Sai Limited  
 Minda Stoneridge Instruments Ltd.  
 Mindarika Pvt. Ltd.  
 Mitsuba Sical India Ltd.  
 MK Autocomponents India Ltd.  
 Moon Paper & Machinery Pvt. Ltd.

Motherson-Sumi Systems Ltd.  
 Motor Industries Co. Ltd.  
 Multitech Auto Ltd.  
 Multivac India Pvt. Ltd.  
 Mungi Brothers  
 Munjal Auto Industries Ltd.  
 Munjal Showa Ltd.  
 Mutha Founders Pvt. Ltd.  
 Mutual Industries Ltd.

**N**

Nalin Rubber (P) Ltd.  
 Napino Auto & Electronics Ltd.  
 Natesan Synchrocones Pvt. Ltd.  
 National Engg. Industries Ltd.  
 National Industrial Apparels  
 National Rubber Engineers  
 Nelcast Ltd.  
 Neolite Industries  
 New Engineering Works  
 New Swan Enterprises  
 Nicks Auto Industries  
 Nipman Fastener Industries Pvt. Ltd.  
 Nippon Audiotronix Ltd.  
 Nippon Thermostat (India) Ltd.  
 Nishan Automobiles  
 NRB Bearings Ltd.  
 NSSL Limited  
 NTF (India) Pvt. Ltd.  
 NTTF Industries Ltd.

**O**

Ocap Chassis Parts Pvt. Ltd.  
 Omax Autos Ltd.  
 Oswal Electricals  
 Owari Precision Products (India) Pvt. Ltd.

**P**

Pacco Industrial Corporation  
 Panse Autocomps Pvt. Ltd.  
 Paracoat Products Ltd.  
 Paranjape Autocast Pvt. Ltd.  
 Parkash Automotive Industries (P) Ltd.  
 Patodia Glass Industries Ltd.  
 Paul Components Pvt. Ltd.  
 Pee Cee Castings (P) Ltd.  
 Pefco Foundry  
 Pembriil Industrial & Engg. Co. Pvt. Ltd.  
 Perfect Circle India Ltd.  
 PHC Manufacturing Pvt. Ltd.  
 Phoenix Lamps Ltd.  
 Pinnacle Industries Ltd.  
 PMP Components (P) Ltd.



## ACMA MEMBERS

Polybond India Pvt. Ltd.  
 Polyflex (India) Pvt. Ltd.  
 Polymer Papers Ltd.  
 Polyplastics  
 Pooja Forge Ltd.  
 Poona Shims Pvt. Ltd.  
 Porwal Auto Components Ltd.  
 Prabha Engineering Pvt. Ltd.  
 Prabhat Industries  
 Precision Auto Industries  
 Precision Autowares Ltd.  
 Precision Camshafts Ltd.  
 Precision Castings & Components  
 Precision Pipes and Profiles Co. Ltd.  
 Premium Mouldings & Pressings Pvt. Ltd.  
 Presco-Mec Autocomp Pvt. Ltd.  
 Pricol Limited  
 Pritika Auto Products Pvt. Ltd.  
 PRS Permacel Pvt. Ltd.  
 Punjab Bevel Gears Ltd.  
 Purolator India Ltd.

**Q**

QH Talbros Ltd.

**R**

R.K. Profiles Pvt. Ltd.  
 Radiant Polymers Pvt. Ltd.  
 Raghu Engineering  
 Raja Forgings & Gears Ltd.  
 Rajhans Pressings Pvt. Ltd.  
 Rajsriya Automotive Industries Pvt. Ltd.  
 Rajsriya Enterprises Pvt. Ltd.  
 Rambal Ltd.  
 Ramkrishna Forgings Ltd.  
 Rane (Madras) Ltd.  
 Rane Brake Linings Ltd.  
 Rane Engine Valves Ltd.  
 Rane TRW Steering Systems Ltd.  
 Ranee Polymers Pvt. Ltd.  
 Rangamma Steels & Malleables  
 Rasandik Engg. Industries (I) Ltd.  
 Raunaq Automotive Components Ltd.  
 Rawats International Pvt. Ltd.  
 Reliable Autotech Pvt. Ltd.  
 Remsons Industries Ltd.  
 Rico Auto Industries Ltd.  
 Rico Castings Ltd.  
 Right Tight Fastners Pvt. Ltd.  
 Rinder India Pvt. Ltd.  
 Ring Plus Aqua Ltd.  
 Rising Sun International  
 Rockman Industries Ltd. (Auto Division)

Rojee-Tasha Stampings Pvt. Ltd.  
 Roop Automotives Ltd.  
 Roop Polymers Ltd.  
 Roots Industries Ltd.  
 RSB Transmissions (I) Ltd.  
 Rucha Engineers Pvt. Ltd.

**S**

S. M. Auto Engineering Pvt. Ltd.  
 Sadhu Forging Ltd.  
 Saint-Gobain Sekurit India Ltd.  
 Samarth Engg. Co. Pvt. Ltd.  
 Samkrp Pistons And Rings Ltd.  
 Sanauto Engineers (India) Pvt. Ltd.  
 Sandeep Axles Pvt. Ltd.  
 Sandeep Metalcraft Pvt. Ltd.  
 Sandhar Technologies Ltd.  
 Sanjeev Precision Components Pvt. Ltd.  
 Sansera Engineering (P) Ltd.  
 Satyam Auto Components Ltd.  
 Sawalka Kel Pvt. Ltd.  
 Schefenacker Motherson Ltd.  
 Sellowrap Manufacturing Pvt. Ltd.  
 SEP India Pvt. Ltd.  
 Setco Automotive Ltd.  
 Shanti Metalfab Pvt. Ltd.  
 Sharda Motor Industries Ltd.  
 Shivam Autotech Ltd.  
 Shivani Locks Pvt. Ltd.  
 Shree Ambica Iron Industries  
 Shriram Fuel Injection Industries Ltd.  
 Shriram Pistons & Rings Ltd.  
 Shutham Electric Ltd.  
 Siemens Ltd.  
 Sigma Corporation (India) Ltd.  
 Sigma Freudenberg NOK Pvt. Ltd.  
 Sigma Vibracoustic (India) Pvt. Ltd.  
 Simmonds Marshall Ltd.  
 SKH Metals Ltd.  
 Sona Koyo Steering Systems Ltd.  
 Sona Okegawa Precision Forgings Ltd.  
 Sona Somic Lemforder Components Ltd.  
 Southern Auto Castings Pvt. Ltd.  
 Spaco Carburettors (India) Pvt. Ltd.  
 Special Engineering Services Ltd.  
 Spring India  
 Spun Micro Processing (P) Ltd.  
 Sree Lakshmi Industrial Forge & Engineers Ltd.  
 Sri Ramdas Motor Transport Ltd.  
 Standard Radiators Pvt. Ltd.  
 Stanzen Toyotetsu India (P) Ltd.  
 Steel Strips Wheels Ltd.



## ACMA MEMBERS

Sterling Tools Limited  
 Stork Auto Engineering Pvt. Ltd.  
 Stork Rubber Products Pvt. Ltd.  
 Stumpp Schuele & Somappa Pvt. Ltd.  
 Subros Limited  
 Sujan Industries  
 Sun Steering Wheels Pvt. Ltd.  
 Sunbeam Auto Ltd.  
 Sundaram Auto Components Ltd.  
 Sundaram Brake Linings Ltd.  
 Sundaram Clayton Ltd.  
 Sundaram Industries Ltd.  
 Sundram Fasteners Ltd.  
 Sunpac Auto (India) Pvt. Ltd.  
 Sunrise Automotive Ltd.  
 Super Auto Forge Ltd.  
 Super Auto India Ltd.  
 Super Circle Auto Ltd.  
 Super Seals India Ltd.  
 Supercircle Pvt. Ltd.  
 Suprajit Engineering Ltd.  
 Suraj General Engineers (P) Ltd.  
 Surya Springs  
 Susira Industries Ltd.  
 Swathanthra Industries  
 Syndicate Exhaust Systems Pvt. Ltd.  
**T**  
 T.K. Precision Pvt. Ltd.  
 Talbros Automotive Components Ltd.  
 Talbros Engineering Ltd.  
 Talbros Pvt. Ltd.  
 Tata Ficosa Automotive Systems Ltd.  
 Tata Johnson Controls Automotive Ltd.  
 Tata Toyo Radiator Ltd.  
 Tata Yazaki Autocomp Ltd.  
 Taurus Flexibles Pvt. Ltd.  
 Taylor Rubber Pvt. Ltd.  
 Tech Auto Pvt. Ltd.  
 Technical Stampings Automotive Ltd.  
 Technico Industries Ltd.  
 Tenneco RC India Pvt. Ltd.  
 Texspin Bearings Ltd.  
 Textek Electronics Pvt. Ltd.  
 TG Kirloskar Automotive Pvt. Ltd.  
 The Indian Smelting & Refining Co. Ltd.  
 The Supreme Industries Ltd.  
 TKW Fasteners Pvt. Ltd.  
 Tork Fastners (I) Pvt. Ltd.  
 Toyo Springs Ltd.  
 Toyota Boshoku Automotive India Pvt. Ltd.

Toyota Kirloskar Auto Parts Pvt. Ltd.  
 Trelleborg Automotive India Pvt. Ltd.  
 Trigno Engineering Pvt. Ltd.  
 Trim India Pvt. Ltd.  
 Tube Investments of India Ltd.  
 Twenty First Century Auto Locks Pvt. Ltd.  
 Tyco Electronics Corporation India (P) Ltd.

**U**

Ucal Fuel Systems Ltd.  
 Ucal Machine Tools Ltd.  
 Ucal Products Pvt. Ltd.  
 UMC Auto Industries Pvt. Ltd.  
 Unique Suspensions Pvt. Ltd.  
 Unitech Machines Ltd.  
 Universal Wire Forms  
 Urastun Metal Industries Pvt. Ltd.

**V**

Vaid Elastomer Processors Ltd.  
 Varroc Engineering Pvt. Ltd.  
 Vibrant Auto Components Pvt. Ltd.  
 Vijayshree Industries Pvt. Ltd.  
 Vikrant Auto Suspensions  
 Vimal Moulders (India) Ltd.  
 Vinayaka C.N.C. Centre (P) Ltd.  
 Vir Rubber Products Pvt. Ltd.  
 Viral Engineers  
 Visteon Automotive Systems India Pvt. Ltd.  
 VNM Polymers Pvt. Ltd.

**W**

West Bengal Corporation  
 Western Pressing Pvt. Ltd.  
 Western Thomson (India) Ltd.  
 Wheels India Ltd.  
 Wings Automobile Products (Pvt) Ltd.  
 Wire Rings

**X**

XLO India Ltd.

**Y**

Yeshshree Press Comps. Pvt. Ltd.  
 Yoshama And Company Pvt. Ltd.  
 Yutaka Autoparts Pune Ltd.

**Z**

ZF Steering Gear (India) Ltd.

(Membership status as on August 10, 2007)



Automotive Component Manufacturers Association of India

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Website: www.acmainfo.com

#### REGIONAL OFFICES

##### Eastern Region

Room No. 309,  
C/o Adityapur Industrial Area Development Authority (AIADA),  
Vikas Bhawan, Adityapur,  
Jamshedpur - 831013, Jharkhand  
Tel.: +91-657-3203261  
E-mail : acmaer@gmail.com

##### Southern Region

1-B, "Crystal Lawn",  
20, Haddows Road, First Street,  
Chennai - 600 006, Tamil Nadu, India  
Tel: +91-44-2833 0968, 2833 0949  
Fax: +91-44-2833 0590  
E-mail: acmasr@airtelbroadband.in

##### Western Region

80, Dr. Annie Besant Road, Worli,  
Mumbai - 400 018, Maharashtra, India  
Tel: +91-22-2493 3507, 2497 5877, 2498 0502  
Fax: +91-22-2493 6527  
E-mail: acmawr@vsnl.net