

**ACMA**

Automotive Component Manufacturers Association of India

October-November 2016

# AUTONEWS

Vol 9 No 63

**1<sup>st</sup> ACMA  
AFTERMARKET EXPO  
North East**



**inside**

Panel Discussion; Winning with Quality & Innovation

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## EDITORS'S NOTE

The Look East Policy to develop the North East region of India is a 'strategic vision' by the government of India which could bring China, India, and Southeast Asia—closer to high levels of economic integration and capable of making the region a thriving economic hotspot.

The government has proposed to build a multi-mode Bangladesh-China-India-Myanmar (BCIM) Economic Corridor that includes a highway from China to Bangladesh through Myanmar and India. This will originate from Kolkata and will cross through Guwahati before entering Bangladesh. With such infrastructural developments, Guwahati will soon emerge as a major distribution hub for auto components, servicing domestic demand from neighboring states and eventually for exports.

With this thought ACMA for the first time organised ACMA Aftermarket Expo - North East with the support from Ministry of Heavy Industries & Public Enterprises, Government of India. A study highlighted that the North-East region, has an estimated 1 million vehicle parc accounting for 1.7% of the total vehicle population in the country. Therefore auto component manufacturers have a huge upside opportunity in this region for aftermarket which is expected to grow Rs 2000 crore by 2016-17 from the existing Rs 1,700 crores.

ACMA wishes to create Guwahati a hub of auto components distribution for the aftermarket in the region for domestic markets as well as for exports to the Southeast Asian markets. We are confident that the expo will help scale-up business in the region leading to its holistic growth

It was although a humble beginning for us with eighty leading auto component manufacturers exhibiting while over a thousand dealers and distributors from across the country including several from Nepal and Bangladesh attend the expo. The North East region is plagued by a significant amount of counterfeit and fake products and through this expo, ACMA attempted to create awareness of using genuine parts through workshops on 'maintenance best practices' for garage mechanics.

We are indeed delighted with the response from the exhibitors and visitors for the maiden ACMA Aftermarket Expo – North East, we endeavour to make this an annual feature so that genuine parts and components reach this part of the country and the market evolves in a responsible manner. We thank you and look forward to your continued support.

On behalf of ACMA, I wish you a very prosperous New Year.

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



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## ACMA AUTONEWS

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# COVER STORY

1<sup>st</sup> ACMA Aftermarket Expo - North East concludes successfully reflecting positive industry sentiments



The Automotive Component Manufacturers Association of India (ACMA), the apex body representing the interest of the Indian auto component manufacturers organised 1st ACMA Aftermarket Expo - North East on 26th and 27th November 2016 at Maniram Dewan Trade Centre, Guwahati.

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

An estimated 155 automobile dealers, 2,000 auto component retailers and 1,800 repair workshops/garages are concentrated in the North-East region in cities such as Guwahati, Jorhat, Silchar, Tinsukhia, Tezpur, Shillong, Dimapur, Kohima, Imphal, Aizawl, Itanagar, Agartala and Gangtok.

Speaking on the occasion, Chief Guest, Hon'ble Governor of Assam, Banwarilal Purohit said, "The 1st ACMA Aftermarket Expo – North East is a unique initiative which will foster economic development of the North East region. The region offers several incentives for

80 LEADING COMPONENT MANUFACTURERS DISPLAYED THEIR PRODUCTS

1000 DEDICATED DEALERS AND DISTRIBUTORS VISITED THE EXPO

manufacturing and with establishment of several engineering colleges, could be ideal destination for automotive manufacturing. The ACMA Aftermarket Expo will certainly encourage trade prospects in the region."

Rattan Kapur, President, ACMA expressing satisfaction on the successful culmination of the expo said, "I am glad to mention that the 1st edition of ACMA Aftermarket Expo has received an overwhelming response. Eighty leading auto component manufacturers displayed their products while over a thousand dealers and distributors from across the country including several from Nepal and Bangladesh attend the expo. We plan to make this an annual feature so that genuine parts and components reach this



part of the country and the market evolves in a responsible manner."

"The North East region is plagued by significant amount of counterfeit and fake products and through this expo ACMA is spreading awareness of using genuine parts through workshops on maintenance best practices for garage mechanics", added Kapur.

Parvin Agrawal, Director, Ministry of Heavy Industries & Public Enterprises said, "The auto industry in India contributes significantly to our national economy. The government aims to develop India into a global automotive manufacturing hub; with government's focus on the development of the North East region through its 'Look East policy', the region is expected to emerge as one of the key contributors in this direction. The auto component manufacturers have a huge upside opportunity in this region as it has a vibrant aftermarket which is expected to grow Rs 2000 crore by 2016-17 from the existing Rs 1,700 crores.

Speaking on the occasion, Mr Vinnie Mehta, Director General, ACMA said, "The North East is still an untapped market; the ACMA Aftermarket Expo – North East has been able to establish a direct link between the local dealers and the auto component manufacturers which will ensure availability of quality and genuine products. We want to create Guwahati a hub of auto components distribution for the aftermarket in the region - domestic markets as well as for exports to the South-East Asian markets. We are confident that the expo will help scale-up business in the region leading to its holistic growth."

The government has proposed to build a multi-mode Bangladesh-China-India-Myanmar (BCIM) Economic Corridor that includes a highway from China to Bangladesh through Myanmar and India. This will originate from Kolkata and will cross through Guwahati before entering Bangladesh. With such infrastructural developments, Guwahati will soon become a major sourcing ground for

auto components servicing domestic demand from neighbouring states and eventually for exports.

Currently India's North-East region, has an estimated 1 million vehicle parc accounting for 1.7% of the total vehicle population in the country. Two-wheelers account for 50%, passenger vehicles for 16% and trucks for 14% of the total vehicles registered in the North East. While the Auto component aftermarket is estimated at 1,737 crores for the entire North East Region, which is 4.4% of the total market in India. Below is a break-up of potential market for spare parts amongst various vehicle categories.

**ACMA**  
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# AUTOMOTIVE PARTS POTENTIAL IN NORTH EAST

## at the ACMA AFTERMARKET EXPO - NORTH EAST

in the aegis of Public Enterprises, Government of India  
 17th November 2016



	2W	3W	CAR	CAR	CAR	CAR	CAR	CAR
Arunachal Pradesh	8.5	1	11.4	9	18	1.59	0.9	50.39
Assam	163.42	24.95	175.47	70.65	386.05	27.26	34.91	882.7
Manipur	28.75	3.55	16.21	7.21	37.9	9.57	5.4	108.58
Meghalaya	9.9	2.03	35.97	10.81	93.03	7.97	0.9	160.62
Mizoram	8.14	0.76	10.28	7.21	13.78	1.59	-	41.76
Nagaland	8.95	3.8	36.37	24.03	310.1	11.16	3.6	398.01
Tripura	21.56	6.08	14.23	14.42	34.46	3.19	0.9	94.84
North East	249.22	42.16	299.93	143.33	893.32	62.34	46.61	1736.91

# PANEL DISCUSSION

## PANEL DISCUSSION ON WINNING WITH QUALITY & INNOVATION



A panel discussion was held during the 56th ACMA Annual Session themed Winning with Quality and Innovation. The session was moderated by Mr Ashok Taneja, Managing Director & CEO, Shriram Pistons & Rings along with key panelists Mr. Girish Shankar, Secretary, Department of Heavy Industry, Government of India, Mr. Vinod Dasari, President SIAM & Managing Director, Ashok Leyland, Mr. Rajan Wadhwa, President & Chief Executive - Truck & Powertrain, Head - Mahindra Research Valley, Mahindra & Mahindra, Mr. C V Raman, Executive Director (Engineering) Maruti Suzuki India Ltd., Dr. Christian Brenneke, Vice President - Product Engineering, WABCO Inc., Mr. Malo Le Masson, Head - Global Product Planning, Hero MotoCorp, Mr. David Keeling, Senior Partner, McKinsey & Company. The panel discussion saw the speakers analyse in detail the pros and cons of introducing the latest technologies in a price-sensitive and an emerging market like India and also about the growing usage of advanced materials in the automotive industry.

Presenting his views to a discerning audience of around 1200 industry representatives, Mr Taneja said, "in order to stay competitive, the industry will be required to develop capabilities for in-house design, harness frugal engineering and create product differentiation through innovations. A move towards product & process innovation and organisation wide culture of quality and innovation will be integral to this change".

Besides this, the panelist also discussed on the growing concern of introducing of BS-VI vehicular emission norms from BS- IV by skipping BS-V. The panelists dwelled on the feasibility whether India has the bandwidth to embrace this new technology that requires training of thousands of associates and technicians, upgrade technology, new investments and new processes which will further lead to higher costs of vehicles.

The discussion lead to the outcome where the industry will need to collectively work towards transformation with a strong focus on technology. This includes efforts aimed at promoting new product development, spreading quality culture and improving the capabilities of suppliers to support the changing needs of OEMs, strengthening of Tier-2 and Tier-3 suppliers, facilitating development of emission and safety standards, and popularising digital technology in manufacturing.





## INTERNATIONAL

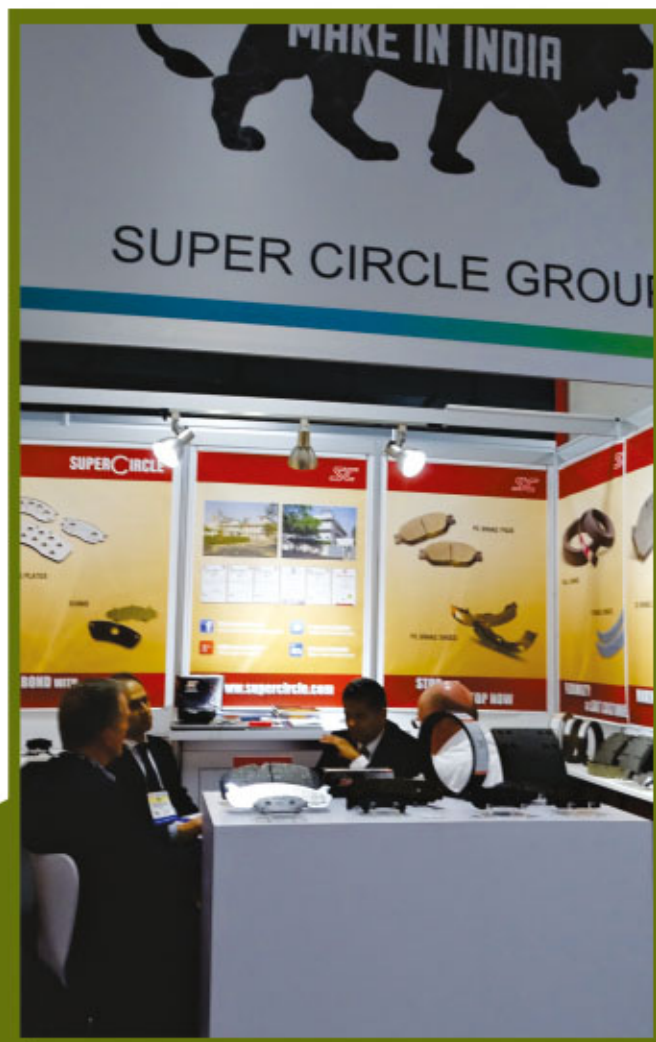
AAPEX 2016  
LAS VEGAS

ACMA participated at the AAPEX show 2016, USA with the support of Ministry of Commerce and Industries, Government of India from November 1-3, 2016. The ACMA Indian pavilion was spread across 1600 sq. ft. with 14 member companies.

Automotive Aftermarket Products Expo (AAPEX) is the premier global event representing the USD 356 billion global aftermarket auto care industry. Located at the majestic Sands Expo, AAPEX 2016 featured over 2,200 automotive aftermarket manufacturers and suppliers showcasing innovative products, services and technologies to 44,000+ targeted buyers.

Leading ACMA member companies like Allied Autotech Intl. Pvt. Ltd., Ample Auto Tech Pvt. Ltd., Anand Motor Products Private Limited, Delux Bearings Pvt. Ltd., Gajra Gears Pvt. Ltd., Global Automotive Components Pvt. Ltd., Gould Automotive, Japji Enterprises, JSK Bearings Company Ltd., Luthra Industrial Corporation, Roop Polymers Ltd., Stork Rubber Products Pvt. Ltd., Super Circle Auto Ltd., Talbros Automotive Components Ltd., displayed their range of products including pistons, steering units, rubber parts, gaskets, exhaust valves, gears and shafts, Bearings, Heat Exchangers, Gauges, automotive axles, forgings et all for various vehicle segments. The show in particular provides a platform to generate business in the aftermarket.

The ACMA – India stand was well appreciated by all the exhibitors, visitors and other dignitaries.



# ACMA PARTICIPATES AT THE 11<sup>th</sup> INTERNATIONAL AUTO PARTS FAIR 2016, TEHRAN, IRAN



With the support from Ministry of Commerce, ACMA organized a group participation of ACMA members/companies at the recently concluded 11th Iran International Auto Parts Exhibition held at Tehran International Permanent Fair Ground from 15th to 18th November 2016.

ACMA represented the India Pavilion in Hall 6 with 35 exhibitors spread over 400 Sq.mtrs. With an increase of 60% in space compared to last year, ACMA Pavilion was 4th largest pavilion after China, Korea & Germany.

The ACMA Pavilion was inaugurated by Excellency Shri Saurabh Kumar, Ambassador of India to Iran. Shri Rohit Vadhvana, Second Secretary (Commercial) also visited the India Pavilion. The business visitors at the exhibition were mainly from Iran & Middle East.

Iran being the second largest economy in the Middle East and North Africa (MENA) region after Saudi Arabia, with an estimated Gross Domestic Product (GDP) in 2015 of US\$397 billion. With the Government support/intervention to boost the local production, global ranking of Iranian Vehicle industry reached at 20th in production and 15th in sales in 2015. To meet the domestic demand of auto components, Iran Auto Component Industry imported USD 3 billion worth of auto components in 2015, showing a huge upside opportunity for Indian auto component players to gain market share as currently India's share is only 3%.

The initial analysis of the member's participation suggests that all exhibitors were able to make new business contacts & could also intensify existing business relationship. During the show, disclosed enquires of USD 18.68 Million from 10 companies and many participated companies felt that Iran is a good market and likely to grow rapidly in near future. Based on the received feedback, 91% exhibitors confirmed that they will participate next year.



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Jai Bhavani Group of Companies  
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# NATIONAL COMMITTEES

## GLOBALISATION COMMITTEE

### IAUTOCONNECT 2016: ACMA REVERSE BUYERS SELLERS MEET

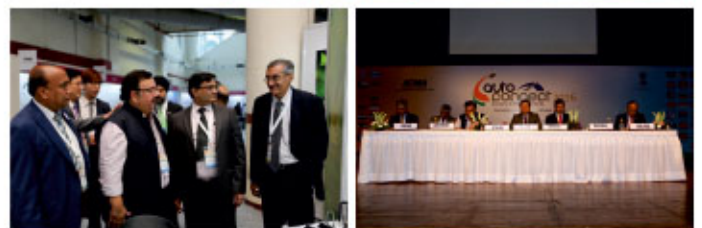


ACMA with the support of the Department of Commerce, Ministry of Commerce & Industry, Government of India, organised the first ever iAutoConnect 2016: ACMA Reverse Buyers Sellers Meet in Gurgaon.

The meet had participation from over 145 international auto component aftermarket distributors from 45 countries such as Iran, Africa, Central & Eastern Europe (CEE), CIS, ASEAN, West Asia, Japan, and North America. The exhibits by over 180 Indian manufacturers gave the visiting international delegates an insight into the rapidly growing capabilities of the domestic Automotive Component Industry.

Over the years India has evolved as a global automotive hub for vehicle and auto component manufacturing. In-line with Government of India's vision of 'Make in India', the event congregated international delegations and Indian Component Manufacturers under one roof putting the spotlight on innovative products and technologies to build strong trade relationships between auto component industry of India and overseas markets.

The first day of the meet i.e October 6, 2016 was dedicated for B-2-B



meetings and networking opportunities. While the second day of the event was focused on plant visits selected by the visiting Buyers.



Speaking on the occasion, Chief Guest Mr. Pravin Agrawal Director, Department of Heavy Industry, Ministry of Heavy Industries & Public Enterprises, Government of India said, "the Government has identified auto-components as a key thrust area for exports. We have been supporting the industry in its export efforts and are willing to partner with it in creating a credible image for the components manufacturing sector. Our Ministry has therefore supported ACMA in its study of the global aftermarket and we are pleased that iAutoConnect is a follow through to the study".

Mr. Rattan Kapur, President, ACMA said, "ACMA has recently conducted a detailed analysis of twenty countries spanning Africa, Latin America and the CIS region, for aftermarket across the segments of passenger cars, commercial vehicles, two wheelers, three wheelers and tractors. The estimated aftermarket opportunity in these identified countries is around USD 41.6 billion. It is against this backdrop that ACMA has organized this first ever iAutoConnect 2016 to present to the Indian companies buyers from the potential identified aftermarkets."

The tremendous response from international buyers to this event is a proof of growing credibility of Indian manufactured auto components. We intend to make this event an annual feature to help promote exports of aftermarket products from India, said, Vinnie Mehta, DG, ACMA

Approximate orders and Business enquiries generated during the event:

Orders Received by companies = USD 3 million  
Enquiries generated = USD 8 million

The success of the event has portrayed the great potential of Auto

Component Industry hence for the next year's event Ministry of Commerce has approved the dates to scheduled iAutoConnect 2017 from October 11-13, 2017.

You may visit the website: [www.iautoconnect-acma.in](http://www.iautoconnect-acma.in)

## ACMA PARTICIPATES AT THE PACCAR, SUPPLIERS CONFERENCE



Paccar organized its first Suppliers Conference in India on 21st October in Mumbai. Senior leadership from North America, Europe and Australia participated and shared their outlook, strategy and growth prospects. Over 20 select Suppliers along with ACMA were invited to participate at this event.

Mr Vinnie Mehta , Director General ACMA also made a detailed presentation on the Growing capabilities in the Indian Auto Industry.

# FROM THE REGIONS

## EASTERN REGION

### TRAINING PROGRAM ON COMMUNICATION SKILL



In today's competitive business world and difficult economy, effective communication skills training is more essential than ever before. It is the foundation on which companies and careers are built and a crucial component of lasting success.

Whether it's a face-to-face conversation or a professionally written e-mail exchange, a meaningful message entails establishing a connection that leaves a powerful impression.



With this intent ACMA-Eastern Region organized one day training program on communication skills on October 21, 2016 in Jamshedpur, to train the workforce to enhance their communication

## From the Regions

skills, to communicate better and effectively with their team.

The faculty for the program was Ms. Nandita Sinha who explained the importance of communications and body language being a critical aspect of communication.

The program was an interesting mix of classroom teaching, anecdotes, open discussion and stories telling. It was attended by twenty nine delegates and the feedback received was very encouraging.

### Training Program on Supply Chain Management - SCM



Supply Chain is network of entities involved in producing, shipping & distributing products, within company & across companies. Each entity is a link in the movement of product from raw material stage to its consumption by the customer. Understanding the importance and the need of Supply Chain, ACMA- Eastern Region organized one day workshop on supply chain management on November 18, 2016 Jamshedpur.

The objective of organizing the program was to make the delegates learn about the basics of supply chain, logical thinking, performance measurement and creating value to the target market so that company can become competitive by understanding the weak links in its supply chain & initiating improvements.

The faculty for the program was a team of two executives from Tata Cummins Ltd, Jamshedpur Ms. Archana Kashyap, operations excellence leader and Mr. Shiva Kumar, a certified six sigma green belt, took various topics to train the delegates.



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### DOMESTIC REVERSE BUYER SELLER MEET (RBSM)

Dates: 20<sup>th</sup> & 21<sup>st</sup> January 2017

The highlight of this year's Expo is organizing of "Reverse BSM" concurrently. This would be a 2 day event happening on second and third day of the show. In this meet, the Buyers will be given the opportunity to display their desirable Rubber Components to be procured from the industry.

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The program was an interesting mixture of classroom teaching and game play. Feedback received was very positive & very encouraging. It was well attended by twenty seven participants.

## NORTHERN REGION

### FINAL ASSESSMENT & CERTIFICATION CEREMONY OF 16TH BATCH OF SIX SIGMA BLACK BELT CERTIFICATION PROGRAM



The 16<sup>th</sup> batch of Six Sigma Black Belt Certification Program Level 1, which was launched on 21<sup>st</sup> April 2016, reached its concluding Module VI held from 4<sup>th</sup> to 7<sup>th</sup> October, 2016. The faculty visited the shop-floors of the participating companies to validate the potency of the projects undertaken by them which was followed by a project presentation by the participants on 6<sup>th</sup> October 2016. The final assessment of written examination was held on 7<sup>th</sup> October and the eligible participants were certified with the Black Belt Certification.



After six months of training, 13 participants from 8 companies were certified as the Six Sigma Black Belts for successfully completing their final assessment exam and the validation of their projects. Conferring the Certificates on the participants, Mr. Vinnie Mehta, Director General, ACMA congratulated the participants and urged them to create Six Sigma group within their companies and ensure producing quality products.

### ONE DAY TRAINING PROGRAM ON VENDOR MANAGEMENT – AUDITING, MANAGEMENT & UPGRADATION

ACMA Northern Region organised a training program for its members of Delhi NCR zone, Vendor Management – Auditing, Management and Upgradation on October 14, 2016.

Vendor Management comes as a discipline that enables organizations to control costs, drive service excellence and mitigate risks to gain increased value from their vendors throughout the deal life cycle.



ACMA's Vendor Management training targeted, vendor and buyer towards working together to minimize the impact of their differences. The objective of this program was to establish business goals, select best vendors (matching the requirements of the company), efficient supplier management, creation of Lean Supply Chain and improve cash flow.

Mr. Ranjan Vasishtha, ex-DGM, Maruti Suzuki India was the faculty for the training program. The faculty covered the following topics during the course of the training Vendor Management, which included:-

Definition, Needs, Elements & Attributes of Vendor Management, Daily Work Management, KPI Development .

The course emphasised Vendor Management as a process in the best interest of both company and vendor. The faculty, trained the participants on the Vendor Management processes framework from which a company could begin to define their specific Vendor Management needs.



## NATIONAL CONFERENCE ON CHANGING TRENDS IN AUTOMOTIVE SUPPLY CHAIN

Leading OEMs put forward their expectations from the supplier community



In order to accentuate the rapidly changing environment of the automotive ecosystem, ACMA, the apex body of the Auto Component Industry in India organised a National Conference on the Changing Trends in Automotive Supply Chain on July 25, 2016. The conference witnessed eminent dignitaries from leading automotive entities and various MSME companies sharing their valuable insights on the subject.

The Indian automotive industry is experiencing an interesting evolutionary phase with increasing customer expectations from products, price sensitivity, shorter product life cycles, frequent change in product ownership and focus on safety and entertainment features and the automotive supply chain has a big role to play in this evolution. There are high product design and modification costs involved in the supply side as well, which are influencing the supply chain.

The conference involved discussions on the impact of the technology and regulatory developments on emerging business models of vehicle manufacturers and auto component manufacturers. The platform provided deeper insight on these trends that are shaping the market and the challenges they pose to the Indian automotive industry. It also outlined the current state of the industry and indicated the way forward as well as the opportunities that could exist for suppliers in the near future.



The Chief Guest for the occasion, Mr. R C Bhargava, Chairman, Maruti Suzuki India Ltd said, "World-class automotive supply chains are essential sources of competitive advantage. Global automotive Original Equipment Manufacturers (OEMs) and suppliers recognise India as a key market today. The sector is witnessing significant changes in line with the global industry. With the advent of new technologies and trends in the automotive industry, transformation of the value chain is inevitable, as capability building of capacities may require close collaboration and cooperation of almost all players in the supply chain. Participants who are best equipped to seize upcoming opportunities and counter the associated challenges would emerge as a successful supply chain. The challenge for supply chain professionals will be to build a supply chain that is prepared to manage long-term growth but is also flexible and responsive enough to handle short-term volatility."

While addressing, Mr. Arvind Balaji, President, ACMA said, "Today's economies are dramatically changing, triggered by development in emerging markets, the accelerated rise of new technologies, sustainability policies, and changing consumer preferences around ownership. To keep up this on-going growth the industry has to overcome challenges in technology, high cost of capital, capacity utilisation, infrastructure, input costs, government policies and human capital. A focus is also required on investments in technology and collaboration with the supply chain, apart from other factors. Digitization, increasing automation, and new business models have revolutionized other industries, and automotive is no exception."

Speaking on the occasion Mr. Abhay Damle, Joint Secretary Road Transport, MoRTH said, "The Indian government has always played a key role in formulating policies and creating an enabling environment so that OEMs and suppliers can bring appropriate and relevant technologies to the market. Automotive players may have to embrace new technologies and trends, driven by changing customer demands as well as government regulations regarding safety and environmental concerns. In the Indian market, the price-sensitivity of the consumer could drive critical changes in the industry and may require innovations in both products and processes. This transformation may not just need an active collaboration between all the existing players of the value chain, but may also require leveraging synergies of non-automotive industries. The government too would have to be in sync with the needs of the industry and play an active role in the transformation."

Mr. Rattan Kapur, Vice President, ACMA said, "The impact of such effective supply chains is felt not only in containing the traditional elements of logistics, warehousing, and administrative costs, but

also in minimizing the costs of inventory holding, lost sales, and obsolescence. India's dynamic business environment requires a smart, agile supply chain that can become a real differentiator in the marketplace. The evolution has already started."

In the Indian market, the price-sensitivity of the consumer could drive critical changes in the industry and may require innovations in both products and processes. This transformation may not just need an active collaboration between all the existing players of the value chain, but may also require leveraging synergies of non-automotive industries. The government too would have to be in sync with the needs of the industry and play an active role in the transformation. The auto and auto component industry turnover is expected to go to \$200B in 2026 with exports of \$80 billion. The foundation of this growth can only be built on quality and technology.

The conference allowed the industry to come together and deliberate on the possible measures to work towards an effective supply chain, which is a driver of growth for the Indian Automotive Industry.

## TRAINING PROGRAM ON AUTONOMOUS MAINTENANCE

ACMA Northern Region organised a training program for its members of Delhi NCR zone, on Autonomous Maintenance on November 18, 2016.

The training session on Autonomous Maintenance aimed to equip participants with the knowledge and understanding to implement Autonomous Maintenance activities in order to deliver tangible and sustainable improvements in equipment reliability.

Autonomous Maintenance is one of the pillars of the TPM which lays the foundation of TPM in any organization and it aims at independent maintenance to be carried by the associates working on the machines rather than by dedicated maintenance personnel.

ACMA's Autonomous Maintenance (AM) training aimed at, improving machine condition thereby achieving zero breakdown, zero defects and zero accidents.

The objective of the program was to understand the concepts of TPM, role of employees and management in implementing AM, master the steps involved in conducting AM, enable and prepare AM and enabling to conduct and maintain AM initiative at work place.

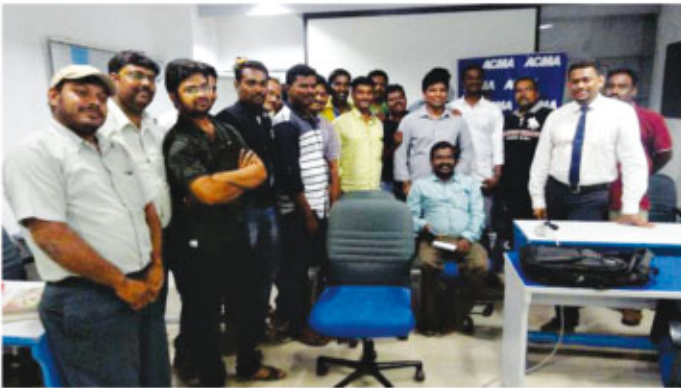
The faculty for the training was Mr. Shalabh Capoor.

The course emphasised Autonomous Maintenance as a methodology to extend the life of the machine beyond its nameplate lifespan. The faculty, trained the participants on the Autonomous Maintenance processes framework including the importance of preventive maintenance.

## SOUTHERN REGION

### 2<sup>nd</sup> BATCH OF TWO DAYS TRAINING ON STATISTICAL PROCESS CONTROL (SPC) IN TAMIL

ACMA Southern Region organized a training program on statistical process control (SPC) in Tamil from October 21- 22, 2016.



This two days program was focused on identifying different uses of control charts, explain common and special causes, explain the relationship between C and P indices, and different methods of estimating standard deviations, explain the relationship between the capability indices to determine process improvement actions and finally explain the relationship between process control and process capability.

The program was organized with the support of Mr Ganesh Kumar, Senior Consultant, OMNEX, as the faculty for the program.

Many implementable ideas were shared by the participants in the form of feedback. The training was found relevant and interactive. 20 delegates from 4 companies participated in this program.

### 3<sup>rd</sup> BATCH ON TRAINING ON STATISTICAL PROCESS CONTROL

With an overwhelming response to ACMA Southern Region's training on Statistical Process Control (SPC) in Tamil saw the 3<sup>rd</sup> Batch launch on November 17 and 18, 2016.



The faculty for the program was Mr. V V Iyer who has a fellowship in Quality Management and also a PG Diploma in SQC & OR from Indian Statistical Institute, New Delh.

The training was interactive and participants suggested many implementable ideas as takeaways from the program.

21 members from 7 member companies participated in this program.

### LAUNCH OF STRUCTURED INDUSTRY-ACADEMIA PLATFORM

The growing complexity and demands of the industry is pushing automotive component suppliers to significantly improve their capabilities.



ACMA's Southern Region felt the importance for industry to work closely with engineering institutions with an intent to engage proactively and spread latest industry practices among the institutes and students. Thus help churn out industry relevant and industry ready candidates.

A directory was formally launched by Mr. Hemant Sikka, Executive Vice President & Chief Purchase Officer – Automotive & Farm Sector and Senior Commercial Vehicle Team, Mahindra and Mahindra, at the ACMA Executive Committee meeting in Pune on November 19, 2016.

This compendium is available for members in ACMA's website and is based on response from select institutions who have been proactive and showed interest to take this engagement with industry in a structured way forward. This directory would be dynamic and updates would be available to members on ACMA's website from time to time.

## QUIZ PROGRAM ON TQM

For the first time ACMA Southern Region organized a quiz program on Total Quality Management (TQM) on November 26, 2016 in Chennai. In all 25 teams from 14 companies participated in the program.



The quiz format included both objective and narrative questions. At the end of the first round, answers were evaluated by the quiz master, Mr T R Narasimhan, Chairman QCFI and advisor Sundram Clayton Limited.

Top 5 scoring teams were selected for the final round of the quiz. In the final round, the participant went through 5 rounds. The questions were divided into 5 sections, namely, questions and answers, find the jumbled word, identify the QC tools, name the famous personality and choose the best answer.



Winning certificates and prizes were distributed by Mr J Sridhar, Zonal Co-ordinator, ACMA and CEO, Magal Engg Tech Pvt Ltd.

Mr J Sridhar in his address complemented the teams and appreciated the efforts of Mr T R Narasimhan. He also thanked the sponsors, Borgwarner Cooling Systems India Pvt Ltd and Rane Brake Lining Ltd for supporting ACMA in this program.

The following teams were adjudicated winners at the first ever Quiz program on TQM

**1st position** : Pricol Limited, Team 1  
Mr Jagadeesh, Mr S Viswanathan

**2nd position** : Rane Brake Lining Ltd, Team 2  
Mr Jeeva, Mr Shahul Hameed

**3rd position** : Brakes India Pvt Ltd.  
Mr G Vengatesh, Mr R G Ganesh

**4th position** : Lucas TVS Ltd  
Mr Alphonse, Mr K Srinivasa Raghavan  
Rane Brake Lining Ltd  
Mr B Satish, Mr G Hariharan

The feedback from the participants was encouraging.

## NETWORKING AND BRAINSTORMING SESSION WITH HR MANAGERS AT ACMA OFFICE



HR Connect - a networking and brainstorming session with HR managers was organised at ACMA office in Bangalore and Chennai on October 5 and 6, 2016 respectively.

HR managers from ACMA's Southern region membership were invited for a brainstorming session to understand the needs, trends and concerns of the industry in terms of training and manpower development.

Valuable inputs were received to enable ACMA to achieve a higher level of satisfaction on the services rendered especially on training and development.

## SUPERVISORY DEVELOPMENT PROGRAM

ACMA Southern Region organized a Supervisory Development program for its members on November 9, 2016 at ACMA office, Chennai.

The objective of this program was to train communication skills, behavioural aspects and supervisory skills and work ethics.

Delegates were also trained on the importance of developing

communication skills, improving their listening skills, tips to improve verbal and non-verbal communication. 13 delegates from 5 companies participated in this training. The feedback was encouraging.

## VISIT TO ADANI PORT, KATUPALLI

A new initiative by ACMA Southern Region saw an interactive session organized with Port Customs official and a visit to Adani port, Kattupalli, Chennai on November 25, 2016.

The session was organized at the facilities of Adani Port where Mr R.Rajkumar, Deputy General Manager, Marketing welcomed ACMA members and gave a brief overview of the company and its facilities in Chennai.



Adani Port Chennai is an all-weather port and is capable of handling cargo up to 6 hours before sailing. Further the port has wide internal roads and close proximity to CFSs and empty yards providing better turnaround time for trailers.

Capt C V Ramnath, Business Unit Head for Kattupalli and Ennore port mentioned that the company was looking at an investment to the tune of Rs.5000 crores in 10 years that would include SEZs, Heavy Engineering Parks in close proximity to the Port. Members can benefit by saving in terms of time, he opined. The investments included Rs.400 crore for road connectivity and Rs.150 crores for railways. He further confirmed that the port would grow and be transformed in the next 10 years.

Members also got an opportunity to interact with Mr Jeykar, Deputy Commissioner of Customs. Mr Jeykar confirmed to members that the ground facility was better than the Chennai port at Adani and the Government was keen to attract more cargo, especially in the automotive sector. He further added that direct port delivery would be provided to ACP clients, especially the automobile and ancillary industry.

Members were also taken around the port to showcase the berths and quay cranes. Members were immensely benefitted by this visit as they came to know about the facilities offered at the Port and also gained insight from Mr Jeykar, Deputy Commissioner of Customs. They also found the visit relevant and useful.

During the interactive Session, Mr. Anil Kumar Unni, Regional Secretary, ACMA Southern Region informed the port and customs officials of ACMA's efforts in streamlining business through the "AutoDx" EDI initiative. The Port and customs officials showed interest in working with the IT Committee of ACMA to see the possibility of doing pilot projects with the industry.

## VISIT TO ROYAL ENFIELD

ACMA Southern Region organized a visit to Royal Enfield on

November 14, 2016 – the first ever to its Oragadam plant near Chennai. The visiting dignitaries were also given the opportunity to interact with the Senior Management of the company.



Royal Enfield has been associated with leisure and adventure motorcycling and is also a motorcycle experience company where they retain the design having the customer focus at all times. "Riding Experience" is the core for customer and the philosophy on which the company focuses, said Mr. B. Govindarajan, COO, Royal Enfield.

The shop floor was well lit, ventilated with zero liquid discharge. Royal Enfield also showcased some of their best practices like the cathodic electro deposition and robot painting. The plant tour covered the shop floor, paint shop, assembly line, engine assembly line and machine shop. The participants were given the opportunity to experience the making of hand crafted bike which was well appreciated. Other best practices included:

- Online SPC
- Washing of Components
- Built-in "Q" through quality validation
- Job element sheets being updated collaboratively
- Vertical manufacturing in certain areas
- Retired people being taken on board as consultants for field trips, customer interactions and for mentoring mechanics etc.

Mr. Ram Venkataramani, Chairman Southern Region, led the 20 member ACMA delegation thanked Mr. Govindarajan and the team at Royal Enfield for hosting the delegation. The participants found the visit valuable and enriching.

## WORKSHOP ON SUPERVISORY DEVELOPMENT PROGRAM

ACMA-SR- Karnataka & Hosur Zone organized a workshop on Supervisory Development for K & H members in Bangalore on 16 November, 2016. The Supervisory Development Program (SDP) provides participants with the proven fundamental skills necessary to become an effective and successful supervisor. The development of effective supervisors has a direct correlation to an increase in the productivity and profits of a company. Mr. Satish P.S., promoter of Saraswati Industrial Services, an M. Tech (IIT) was the faculty for the workshop.



The workshop was intended to assist the participants in identifying the preferred behavioral work styles. Attendees had to identify the strengths and weaknesses of each style and discuss various ways of capitalizing on each different style. In the end, the intent was to offer the supervisor some skills so that they might improve their work environment. Supervisors understood different work styles and techniques to improve working with others.

17 participants joined the program and found it interactive and valuable.

## CERTIFICATE PROGRAM ON ENHANCING EXPORT CAPABILITIES THROUGH PROJECT MANAGEMENT, PHASE I

ACMA Southern Region with the support of the IPO Forum and the Ministry of Commerce, Government of India organised a four day workshop spread over two months on Enhancing Export Capabilities through Project Management at its Chennai office on November 2-3, 2016. The faculty for this program was Mr B K Bose, CEO and Chief Consultant of AND Consulting.

15 delegates from 10 companies attended this program.

The delegates found the program relevant and useful and learnings from the presentation were fairly high.

The phase-2 of the programme is scheduled for December 1-2, 2016 in Chennai.

## CONFERENCE WITH MSME DEPARTMENT AT DISTRICT LEVEL

Government of Tamil Nadu's MSME Department as part of its regular All Districts General Manager's conference, for the first time included an exclusive session with sector specific association.

ACMA was invited for the first ever sector specific session in Chennai on 28th November 2016. The Conference was Chaired by Mr. Ambuj Sharma, IAS, Additional Chief Secretary to the Government, Industries Commissioner and Director of Industries and Commerce, Government of Tamil Nadu.

Mr. P. Kaniappan, Co-Chairman, ACMA Southern Region and Managing Director, Wabco India Ltd. along with Mr. Anil Kumar Unni, Regional Secretary, ACMA Southern Region made a presentation and interacted with the officials at the conference. The presentation followed by an interactive session, included industry status, State specific points including strategies adopted for growth, investment opportunities and others.

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Engineered Above 3500 CMH



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Engineered Above 4070 IR



**HAD series**  
Hot Air Dryer  
13 kg to 400 kg



**HAD (L) series**  
Hot Air Dryer  
600 kg to 2500 kg  
Engineered Above 3500 kg

## CONVEYING



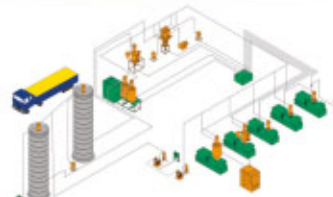
**BVL (F) series**  
Auto Loader  
150 kg/hr to 1000 kg/hr  
Engineered Above 1000 kg/hr



**BVL (T) series**  
Auto Loader Twin  
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Engineered Above 500 kg/hr



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## WESTERN REGION

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

ACMA Western Region organized the 4th edition of invitational golf tournament & networking dinner on November 20th, 2016 at Oxford Golf and Country club, Pune.



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



Key participants from OEMs include, Mr. Piyush Arora, ED-Operations, Mercedes Benz, Mr. Ravi Gogia, Sr VP, FIAT India, Mr. Wilson Jayakaran, Head Adv. Mfg. Engineering, Tata Motors, Mr. Milind Gunjal, Tata Motors, T. Vinod Kumar, CEO, KOEL, Mr. Sanjay Verma, Head – HR, CVBU, Tata Motors, Mr. Nalin Mehta, Managing Director – Mahindra & Mahindra Ltd – Bus & Truck and Mr. Rajiv Batra, CFO, Cummins India.

The event also saw participation from Defense sector. Key Participants from Indian navy include Capt. Vinayak Gijare, Cdr. Sumit Bhatnagar, Commandant Indian navy Mumbai and Col JS Mangat. Many ACMA Members and Executive Members also participated in the tournament.

The winners of the tournament were :

#### Category - I

##### Silver:

WINNER– Mr. Murali Baiger , Director, Disha Fixtures, Bangalore .  
1st RUNNER UP– Mr. Vaibhav Soni, CEO, Meenakshi Polymers Pvt. Ltd. Gurgaon .  
2nd RUNNER UP— Mr. FR Singhvi , Joint Managing Director, Sansera Engineering Pvt. Ltd. , Bangalore .

##### Bronze:

Winner – Mr. JS Wilson, Plant Head, Tata Motors Car Plant , Pune  
1st RUNNER UP – Mr. Manoj Kolhatkar, Managing Director, Gabriel India Ltd.  
2nd RUNNER UP – Mr. Jinendra Munot, Joint Managing Director , ZF Steering Gear (I) Ltd.

#### Category – II :

##### Silver:

WINNER – Mr. Raju Nageshkar, Sr. Vice President , Thyssenkrupp Industries India, Pune  
RUNNER UP – Capt. Rajiv Pusalkar, Managing Director , RA Inida Exporters , Pune

##### Bronze:

WINNER – Mr. Ashwin Gawde, Diredctor, Kunal Automobiles, Pune  
RUNNER UP– Mr. Srikrishana Ambardekar, Chief Mentor, Zensman Consultants , Pune  
Nearest to Pin – Mr. Srikrishana Ambardekar , Chief Mentor, Zensman Consultants , Pune  
Straights drive – Mr. Bharat Soni, CEO, Meenakshi Polymers Pvt. Ltd. Gurgaon.

### WORKSHOP ON 'LOW COST AUTOMATION

ACMA Western Region organized a workshop on “Low Cost Automation” on 20th October 2016 in Pune.

The workshop was aimed to train participants on importance of low cost automation and to understand the different types of low cost automation with practical guidelines to implement the same.

The program was conducted by Mr. Amol Chaphekar, who explained different types of low cost automation such as using gravity belt before setting up line. Many times cycle time reduction is not possible so at that cycle time overlapping can be reduced.

The workshop was a class room session coupled with group discussion and group activity. There were 39 participants who appreciated the program.

### TRAINING PROGRAM ON OPERATIONAL LEADERSHIP

A manger is often tasked with ensuring that operations are both efficient and effective. This requires not only understanding a business's overall goals and objectives but using the information to run the organization successfully. In other words, to create systems that support the values of the organization and encourage a culture and behavior pattern that is congruent with organizational goals.



With this objective to increase company's overall business performance through effective leadership, ACMA Western Region organized a training program on Operational Leadership on October 17, 2016, Ahmedabad.

The workshop covered topics like essentials of effective leadership, performance management, problem identification, decision making, managing conflict & stress, communications & assertiveness.

The workshop was aimed for team leaders, shop floor supervisors, junior & middle management personnel, senior operators & executives.

The training was conducted by Mr. Dipak Mangtani, an internationally certified peak performance corporate trainer.

11 delegates attended the training and the feedback was encouraging.

## WORKSHOP ON STRATEGIC HUMAN RESOURCE MANAGEMENT

Strategic Human Resource Management is the practice of aligning business strategy with that of HR practices to achieve the strategic goals of the organization. The aim of SHRM (Strategic Human Resource Management) is to ensure that HR strategy is not a means but an end in itself as far as business objectives are concerned. The idea behind SHRM is that companies must "fit" their HR strategy within the framework of overall Business objectives and hence ensure that there is alignment between the HR practices and the strategic objectives of the organization.

To discuss this in depth and understand the connectivity of SHRM ACMA Western Region organized one day Workshop on " Strategic Human Resource Management" on 15th October 2016, Pune. The objective of the workshop was to develop positive thinking process, explain the benefits of Strategic Human Resource Management and help participants to ensure execution of positive HR changes to strengthen business planning.

The workshop was aimed for mid / senior level executives connected with development of Human resource inclusive of operations/ sales & marketing and HR.

The workshop was conducted by Dr. S.V. Bhawe, Mentor , HR / IR & skill development committee , ACMA & Senior Vice President (HR,IR & Admin), Bharat Forge Ltd.

The workshop was a class room session, coupled with exercises & case study to enhance participants understand the subject. The participants appreciated the workshop and the feedback received was excellent.

## TWO DAY WORKSHOP ON VALUE STREAM MAPPING

ACMA Western Region organized two days workshop on Value



Stream Mapping from 11th – 12th November 2016 for it members and non-members in Pune.

The workshop was aimed for Value Stream Leaders, Managers, Executives from Production, Planning, Purchase, Qulaity, Maintenance, Operational Excellence, Lean, Kaizen, Continual improvements managers, leaders & coordinators to train participants on importance of Value stream mapping and to understand Value Stream Mapping with practical guidelines to implement the same.

Mr. Vishal Kulkarni, conducted the workshop.

There were 15 participants who appreciated the program and gave an encouraging response.



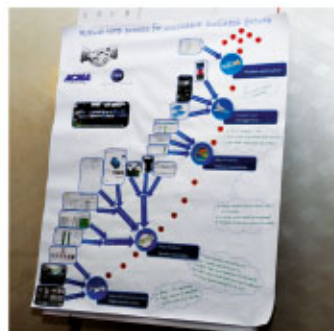
# LAUNCH OF 4 NEW CLUSTERS & CULMINATION OF 1<sup>ST</sup> NPD FOUNDATION CLUSTER



The Launch of 4 New Clusters & Culmination of NPD Foundation Cluster was held on 24 Oct 2016, Chennai.

### The launch of 4 new Clusters:

1. 1st ACT New Product Development Design Cluster
2. 2nd ACT New Product Development Foundation Cluster
3. 2nd ACT ZERO Defect & ZERO Effect Cluster
4. 10th ACT Advance Cluster






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## 3<sup>rd</sup> CASE STUDY COMPETITION



With the overwhelming response received during the 2nd Case Study competition in 2015, ACT organized 3rd edition of Case Study Competition on 15 & 16 November 2016, Pune.

The event commenced with lamp lighting by Mr. Shirish Bhide - Leader Operations - Power Systems Business Unit Cummins India Ltd and key address by Mr. Dinesh Vedpathak, Head Cluster Program, ACT.

Leading companies participated in the completion namely Cummins India Ltd- Pune, Delphi TVS Diesel Systems Ltd- Mannur, Force Motors Ltd., Pithampur, Hero Motors - Gautam Budh Nagar, Yazaki Wiring Technologies Pvt Ltd – Chennai, Sanjeev Auto Parts Manufacturers Pvt. Ltd - Aurangabad and many others.

The competition received huge response and more than 500 case studies were submitted in the first level. 123 case studies were shortlisted for second level of the competition and were invited to present their case studies at Pune. There were total 34 winners who were awarded during the valedictory session in the competition in their respective streams.

Continuing the Tradition, we were invited Jury to witness the Case Study presentation. The Jury comprised of Mr. Sanjay karne (Ex. GM - Mercedes Benz), Mr. Ahin Bhatt (Former Head Plant Quality - Former Tata Motors Ltd), Mr. Arup Kumar Basu (SRT-Strategic Group -Tata Motors Ltd), Mr. Surendraj Gadgil (Former GM), Mr. P. Y. Deo (Former DGM QA - Tata motors Ltd), Mr. Prakash Avachat (Former GM - Business Excellence - Tata Motors Ltd), Dr. M. Y. Khaladkar Madam (Associate professor of chemistry, department of Applied Science, College of Engineering, Pune)



WINNERS OF 3<sup>rd</sup> CASE STUDY COMPETITIONACT 3<sup>rd</sup> CASE STUDY COMPETITION - NOVEMBER 2016 WINNERSPUNE LOCATION - 15<sup>th</sup> & 16<sup>th</sup> November 2016

COMPANY NAME	PROJECT NAME	AWARD
<b>STREAM 1: INNOVATION/AUTOMATION</b>		
Delphi TVS Diesel Systems Ltd, Mannur	Pressure Fatigue Life Improvement in diesel fuel injection	GOLD
Metalman Auto Pvt Ltd, Aurangabad	To Increase productivity of frame painting in PTCED Plant	SILVER
Endurance Technologies Ltd, Pantnagar	To reduce alloy melting cost through innovation & Automation of melting furnace	SILVER
Sanjeev Auto Parts Manufacturers Pvt Ltd, Aurangabad	Auto offset correctio on ID Turning Process for part RE75/76	BRONZE
J K Fenner India Ltd, Sriperumbundur	Automation of oil seal Inspection process	BRONZE
Cummins India Ltd, Pune	Capacity improvement of K19/Q19 Block machining from 8 block to 10 block per day within 2 Weeks through Innovative conservation of tools & Fixture	BRONZE
Force Motors Ltd, Pithampur	Reduction in cycle time of Power steering operation	PRESENTATION AWARD
Lucas TVS Ltd, Padi	Rooftop Solar	PRESENTATION AWARD
<b>STREAM 2: ZERO DEFECT</b>		
Wheels India Ltd, Rampur	Elimination of paint coverage rework in Tractor Front Wheels	GOLD
Yazaki Wiring Technologies Pvt Ltd, Chennai	ZERO DEFECT (Terminal Push out to be made zero in Main Inline connector)	SILVER
Rockman Industries Limited, Bawal	Resolution of quality problem in cover comp cylinder head (CCCH)	SILVER
Sterling Tools Ltd, Prithla	To eliminate quality problem in M8X1.25X16 Gimlet Flange Screw	BRONZE
ZF Steering	Process Improvement	PRESENTATION AWARD
Cummins India Ltd, Pune	Customized Make honing sticks for connecting rod honing operation for crank end	PRESENTATION AWARD
Hero Motors (A Div of Hero Cycles Ltd) Gautam Budh Nagar	Chain case wrinkle Elimination	PRESENTATION AWARD
Sanjeev Auto parts manufacturers Pvt Ltd, Aurangabad	To eliminate ovality quality issue in Gear primary Driven (GPD)	PRESENTATION AWARD
<b>STREAM 3: ZERO DEFECT</b>		
Wheels India Ltd, Rampur	Elimination of paint wastage due to accumulation on CED line Jigs	GOLD
Wheels India Ltd, Padi	Reduce D.M. water consumption in clear coat Pretreatment process	SILVER
Lucas TVS Ltd, Padi	BLDC	SILVER
Sanjeev Auto Parts Manufacturers Pvt Ltd, Aurangabad	To design lean coolant management system for Grinding Machines	BRONZE
J K Fenner India Ltd, Pallapati	Heat Recovery system	BRONZE
Wheels India Ltd, Padi	Coolant Management system for Chiron machine	PRESENTATION AWARD

WINNERS OF 3<sup>rd</sup> CASE STUDY COMPETITIONACT 3<sup>rd</sup> CASE STUDY COMPETITION - NOVEMBER 2016 WINNERSPUNE LOCATION - 15<sup>th</sup> & 16<sup>th</sup> November 2016

COMPANY NAME	PROJECT NAME	AWARD
<b>STREAM 4: IOT</b>		
Cummins India Ltd, Pune	Implementation of broken tool sensor unit of Hass 1 to reduce tool breakage issue	GOLD
Yazaki Wiring Technologies Pvt Ltd, Chennai	To Implementation of E-Planning system for Sub Assembly	SILVER
Wheels India Ltd, Sriperumbudur	Elimination of Valve Hole Depth variation	BRONZE
<b>STREAM 5: IMPROVEMENT IN PRODUCTIVITY</b>		
A Raymond Fasteners India Private Ltd	2 Million parts per month	WINNER
Meenakshi Polymers (P) Ltd, Haridwar	Auto closing of PU mould line	RUNNER UP
Chopra Industries (P) Ltd, Ludhiana	To improve the productivity	RUNNER UP
<b>STREAM 6: IMPROVEMENT IN QUALITY</b>		
Abilities India Pistons & Rings Ltd, Ghaziabad	Sensor aided POKA YOKE for taper face detection of piston ring to achieve ZERO DFFECT	GOLD
Nippon Thermostat India Ltd, Gummidipoondi	To eliminate warranty complain	SILVER
Nipman Fastener Industries Pvt Ltd, Haridwar	Improvement in Quality	BRONZE
<b>STREAM 7: COST REDUCTION</b>		
M.G.M. Springs (P) Ltd, Anantpuram	Cost Saving	WINNER
Chopra Industries (P) Ltd, Ludhiana	To reduce the cost through process saving	RUNNER
Abilities India Pistons & Rings Ltd, Ghaziabad	To eliminate plastic bins from company for material handling	RUNNER UP

# 12<sup>th</sup> MRM OF 3<sup>rd</sup> ENGINEERING EXCELLENCE CLUSTER



The 12<sup>th</sup> MRM of 3<sup>rd</sup> Engineering Excellence Cluster was held on 18th October 2016 at ZF Steering India Limited, Pune.

The event commenced with the inauguration of training center by Mr. Utkarsh Munot – Director ZF steering India Limited and Mr. Dinesh Vedpathak – Head cluster program - ACT in presence of cluster counselors and cluster delegates. The training center is named after Indian Production System (IPS - CN).



## 7<sup>th</sup> MRM of 1<sup>st</sup> ZED CLUSTER



The 7<sup>th</sup> MRM of 1<sup>st</sup> ZED Cluster was held on 23 & 24 November 2016 at J K Fenner (India) Ltd, Pallapatti – Madurai.

S. Nagaraju President & Director, J K Fenner Group gave the welcome address and opening remarks by C. Narasimhan, Chief Mentor, ZED Cluster. This was followed by Plant visit and then training by C. Narasimhan, Chief Mentor, ZED Cluster.

J K Fenner Pallapatti – Madurai achieved "HOSPITAL CLEAN & GARDEN GREEN" plant status under ACMA Centre of Technology – ZERO DEFECT AND ZERO EFFECT (ZED) cluster program. On 24th Nov 2016, C. Narasimhan, Chief Mentor, ZED Cluster explained about the Operation Standard -2020 & De-skilling.

More than 45 professionals participated and appreciated the presentations. The next meeting is scheduled for December 2016.





# INDUSTRY NEWS

## Demonetisation: Auto sector likely to emerge as a safe bet for 2017

**Invest in companies with a strong domestic network where the impact of demonetisation is least, and sales are almost back to normal levels.**

*Excerpts from ET.Auto*

With demonetisation casting its shadow on the stock market, the auto sector has emerged as a safe bet for 2017 if you buy a bouquet of such stocks. ETAuto gives you a lowdown on how to pick your stocks in times of uncertainty.



First, invest in companies with a strong domestic network where the impact of demonetisation is least, and sales are almost back to normal levels. India's largest car maker Maruti Suzuki and largest leisure motorcycle maker Eicher Motors, for instance, have recorded footfalls and orders that are almost normal now.

Maruti's December order volumes increased 7% on a YoY basis, and average discount levels are similar to that of last December. Interestingly, rural sales, which are expected to be hit hard due to note ban, have been encouraging in December -Maruti's rural sales rose 21% in the first 22 days of December versus 11% between April and November.

Similarly, order bookings for Royal Enfield bikes have returned to average levels from the third week of November and order inflows are consistently higher than production. After demonetisation,

Maruti stock has outperformed the BSE Auto index by 4% and Eicher Motors has been a market performer. But both stocks have been beaten by benchmark indices by a wide margin this year.

The recovery in volumes despite the disruption reinforces the confidence that Maruti and Eicher Motors enjoy, and the latent demand for passenger cars and leisure bikes.

Secondly, investors will be raising wagers on exports-focused stocks like Tata Motors, Bharat Forge and Motherson Sumi. Tata Motors will benefit from a strong product pipeline and demand for UK arm Jaguar Land Rover. Also, depreciation of pound could help boost its operating margins.

Post the recent correction, Tata Motors stock is trading at an attractive valuation of 7.5 times FY18E earnings. Similarly, Bharat Forge may benefit from a recovery in crude prices for its high-margin non-auto business and bottoming of truck business in North America. Motherson Sumi may be back on investors' radar with recovery in market share of Volkswagen in Europe and lower start cost as its several plants are being commissioned next year.

Lastly, several MNC auto ancillaries such as Bosch, Wabco and FAG Bearings are trading at attractive valuations too. Market is likely to reward companies with a strong network which focus on exports, and which are hitting the recovery track faster than others.

## Rane Holdings Q2 PAT jumps 470%; co divests entire stake in SasMos

*Excerpts from ET.Auto*

The company's revenues from Indian customers went up by 12 percent year-on-year during Q2 FY17. For the passenger vehicle market, few group companies benefited by the supplies to successful new vehicle models launched by major OEMs.



## Govt makes airbags mandatory for new cars from October 2017

**Speed alert will warn vehicles if they exceed 80 km per hour and then a continuous audio alert if speed exceeds 100 kmph, the road transport and highways ministry said in a draft notification issued on Wednesday.**

*Excerpts from ET.Auto*

Carmakers will have to provide airbags, vehicle reverse gear sensors for child pedestrian safety, speed-warning systems and seatbelt reminder system as standard equipment from October 2017.



Speed alert will warn vehicles if they exceed 80 km per hour and then a continuous audio alert if speed exceeds 100 kmph, the road transport and highways ministry said in a draft notification issued on Wednesday.

The move will ensure that Indian cars are on par with those sold globally as far as safety parameters are concerned. The government has also sought comments from the auto companies for the same. "These four safety features would be mandatory for all car models.

A timeline has been set for auto companies that they would have to abide by," a senior government official told ET. Currently, few auto companies provide airbags and ABS in entry level models. According to the government's rough estimate, including these two features would add 10% to the cost of the base model.

The government plans to set up its own safety authority, Bharat National Car Assessment Programme (NCAP), which will rate vehicles on safety. India will also have a rating system for cars based on fuel efficiency. Bharat NCAP will also mandate the front of the vehicle be designed in such a way that injury to pedestrians is minimised.

The road transport and highways ministry has set October 2017 as the deadline for new model cars to pass minimum frontal and side crash tests besides pedestrian protection tests. The frontal crash tests will be at 64 kmph, while the speed norm set for side crash tests is 50 kmph. India has among the highest motoring accident rates in the world and part of this stems from companies producing vehicles without safety features for price-conscious buyers.

Rane Holdings Limited (RHL) has registered 470 percent jump in its consolidated net profit (PAT) for the second quarter of fiscal 2017 and stood at Rs 57.5 crore. Its total operating income was Rs 738.8 crore for Q2 FY17 as compared to Rs 600.4 Crore in the Q2 FY16, an increase of 23 percent.

The company's revenues from Indian customers went up by 12 percent year-on-year during Q2 FY17. For the passenger vehicle market, few group companies benefited by the supplies to successful new vehicle models launched by major OEMs. Group sales to the commercial vehicle market saw muted growth mainly due to slowdown in M&HCV segment.

Revenues from international customers grew 75 percent year-on-year which also factors the performance of the company's overseas acquisition by Rane (Madras) Limited. The company also achieved volume ramp-up at new Die-casting plant of Rane (Madras) Limited to support increased demand from international customers.

"Our healthy performance in Q2 FY17 was driven by strong growth in passenger vehicle segment. On the balance, we faced muted growth in commercial vehicle segment. We remain optimistic about the market environment as we progress into the second half of this fiscal and in the long term, we stay committed towards delivering profitable growth," said L Ganesh, Vice Chairman, Rane Holdings Ltd.

The company's consolidated net profit for first half of fiscal 2017 stood at Rs 72.5 crore for H1 FY17 as compared to Rs 32.3 crore in H1 FY16, an increase of 125 percent. Its total operating income was Rs 1,428.9 crore as compared to Rs 1,151.4 crore in H1 FY16, an increase of 24 percent.

Rane Holdings Limited has also announced the divestment of entire 45.26 percent equity stake in SasMos HET Technologies Limited (SasMos). This would enable RHL to unlock value in its investment made into SasMos, an unlisted associate company of RHL.

This decision was approved by the RHL's board of directors at their meeting held on Thursday, considering various factors with a view to streamline and consolidate investments in the automotive, aerospace and defence sectors in alignment with the vision of Rane group.

In August 2011, RHL in its move to diversify into Aerospace & Defence Sector, acquired 26 percent equity stake in SasMos, a manufacturer of wiring harnesses and electrical interconnection systems for aerospace, defence and marine industry. RHL further increased its stake to 45.26 percent in November 2014.

L Ganesh, Chairman Rane group said, "SasMos has been a rewarding investment and the group will continue to seek out investment opportunities in the aerospace sector."

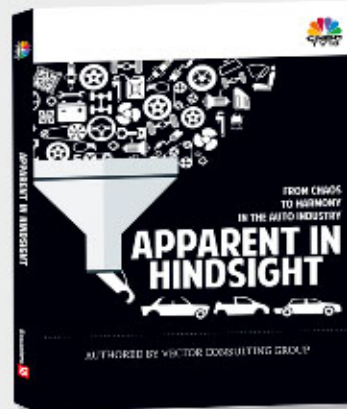
RHL and the promoters of SasMos are in discussion to conclude the terms of the sale and the transaction is subject to regulatory approvals and other closing conditions that are customary for similar transactions.

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GETTING EACH PART IN THE MIX RIGHT, HOWEVER,  
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