

The Energy and Resources Institute ...towards global sustainable development



Supported Under :
MSME Financing & Development Project
(MSMEFDP)



Mr. Pankaj Patel of TUV India at workshop on quality certification

Workshop on ISO 9001 & Other Quality Certification

Date : 20th Dec.'09

Venue : Rajkot Engineering Association Conference Hall, Rajkot.

An awareness workshop on the ISO 9001 Quality Management System was organized on 20 December 2009 in Rajkot for the benefit of local entrepreneurs. A specialist team from TUV India Pvt Ltd part of the TUV NORD group provided details on the activities of TUV Nord nationally and internationally, with specific focus on its management and quality certification services such as Quality Management System-ISO 9001, Environment Management System ISO 14001, OHSAS-ISO 18001, and Pressure equipment Directive 97/23/EC. The specialists from TUV NORD included Mr Pankaj Patel, Gujarat Head of TUV India Pvt Ltd; Mr Mahesh Gaur, 'CE' Marking Auditor; Mr Harshad Soni, PED/AD Auditor; Mr Satchit Palekar, Business Development Manager; and Mr Vimal Amlani, Auditor.

2nd Cluster Coordination Committee meeting

Date : 29th Dec.'09

Venue : Rajkot Engineering Association Conference Hall, Rajkot.

The 2nd Cluster Coordination Committee (CCC) meeting was held on 29 December 2009 in the Conference Hall of Rajkot Engineering

Association (REA). The participants reviewed the progress under the project during the last quarter, during which the following points emerged:

- An increasing number of local entrepreneurs are evincing interest in acquiring new technology. For instance, three new DBCs are in the process of being installed.
- Linkages are growing between related associations in the cluster (e.g., motor & pump associations) and between MSMEs and BDS providers (both local and external)
- Initial steps have been taken to select a suitable agency for preparation of a Detailed Project Report (DPR) to set up a Common Facility Centre (CFC) for the pump industry. The purpose of the CFC is to provide testing and R & D facilities for pump sets. Towards this, a lab will be set up which will be accredited by the National Accreditation Board for Testing and Calibration Laboratories (NABL) so that it can award BIS certification to pump sets that meet the required standards. Availability of local BIS certification services will be of great benefit to the manufacturers of pump sets in Rajkot, as currently they have to take their pump sets to the NABL-accredited labs in Ahmedabad. Typically, each manufacturer makes a wide range of pumps (depending on the head and quantity of water delivery required by the end-user), making it very difficult and time-consuming to transport each model to Ahmedabad for BIS certification.

Mr. Arunkumar from SIDBI described funding schemes of SIDBI related to energy conservation and energy efficiency. ITI, Rajkot promised to support training of MSME personnel under their modular training schemes, which could be modified if needed to suit the requirements of the industry.

The meeting ended with the formal launching and live demonstration of the Rajkot cluster website www.rajkotbds.com. Mr Vimal Dhamecha, Web Developer from Rudra Software, described the various features and tools offered by the website.

Participants

CCC members

1. Mr. Arunkumar - SIDBI, Rajkot
2. Mr. D S Bhatt, Ex. Secretary REA (on behalf of President REA)
3. Mr. Subhash Patel, Representative Rajkot Motors & Pump Manufacturers Association
4. Mr. H R Borania ITI, Rajkot
5. Mr. Hitesh J Dave ITI, Rajkot
6. Mr Brijesh Dudhagara Chairman, IIF, Rajkot Chapter

Invitees

1. Mr. Vimal Dhamecha, Web Developer
2. Mr. A K Balajee, Jr. Cluster Expert MSME Foundation

Project team

1. Mr. Bharat Davda, Cluster Manager, Rajkot Engineering Cluster
2. Mr. Kamlesh Sakariya, Networking Expert, Rajkot Engineering Cluster



2nd CCC Meeting in progress



Soft skills development workshop

Soft skills development: workshop on general awareness and attitudinal change

Date : 17th Jan'10

Venue : Rajkot Engineering Association Conference Hall, Rajkot.

An industrial unit can function optimally only if its personnel at all levels - from factory floor workers to proprietor - share a common vision regarding the unit's purpose and feel a sense of participation in and responsibility for its management and functioning. Building this kind of solidarity requires an attitudinal shift among both employers and workers. To strengthen awareness in this regard, the project facilitated a workshop on 'General awareness and attitudinal change' for the benefit of MSME entrepreneurs in the Rajkot cluster. The workshop was conducted on 29 December 2009 by Mr Bhavin Y Parekh, soft skills trainer and proprietor of Rudram Consultants. The workshop focused on developing and enhancing soft skills - that is, attributes such as leadership abilities, team spirit, motivation, empathy, and so on - that enable a person to function more effectively in the workplace as well as at home. Mr Parekh also used games and exercises to describe '5S', a basic and systematic approach for improving productivity, quality and safety in all types of business. The 5 S's are:

- Sort - the first step in making things neat and organized
- Set in order - organize, identify and arrange every thing in a work area
- Shine - regular cleaning and maintenance

- Standardize - make it easy to maintain; simplify and standardize
- Sustain - maintaining what has been accomplished

The workshop had a considerable impact on the participants. So much so, that two of the participating firms, Power Products and Rollwell Forging Ltd invited, Mr Parekh to conduct in-house training programmes for their respective factory personnel.

Power Products is a small-scale unit located in the Atika Industrial Area. It undertakes electrical discharge machining (EDM) for forging and casting units, and has around 8 personnel. Mr Parekh conducted the training programme over three days. Interestingly, the sessions were held from 9 p.m to midnight each day to accommodate the workers' shift timings.

Rollwell Forging Ltd., is a large unit located in the Saper Industrial Area. It specializes in flanges, and has around 200 personnel. The training programme here was conducted over 20 days, with 3 days for top management; 15 days for middle management; and 2 days for supervisors and other other lower-level management functionaries. The sessions were scheduled from 9 a.m to 11.30 a.m each day to suit the workers' timings.

The enthusiastic feedback on these workshops indicates that they have broken new ground in creating awareness, among all the participants, on the importance of soft skills as a management tool to build workforce solidarity and improve overall productivity.



Training workshop on safety in foundries

Awareness-cum-training workshop on safety in foundry industries

Date : 27th Jan.'10

Venue : Rajkot Engineering Association Conference Hall, Rajkot.

The project and the Rajkot Chapter of Institute of Indian Foundrymen (IIF) jointly organized an awareness-cum-training workshop on 'Safety in foundry industries' for casting manufacturers in the Rajkot cluster on 27 January 2010. The programme was attended by around 30 leading casting manufacturers, as well as representatives from REA, IIF Rajkot chapter, MSME Foundation, and TUV India Pvt Ltd (member of the TUV Nord Group).

Mr. Kailash Parmar, Mr. Satchit Palekar, and Mr. Vimal Amlani, safety auditors from TUV India Pvt Ltd, spoke on safety issues related to different operations in the foundry industry such as moulding and core making (involving hazardous chemicals), melting, lifting of molten metal by crane, fettling, etc. TUV India Pvt Ltd offers internationally recognized industrial safety certification under OHSAS 18001 - a globally recognized occupational health and safety management system.

Mr. Venkatraman, from the Foundation for MSME Clusters, suggested that the process of establishing safety norms in foundry units could take place in two levels. Very small units, which might not be able to afford certification under OHSAS ISO-18001, could still introduce usage of safety gear/equipment such as helmets, goggles, gloves, aprons, safety shoes, ear plugs, etc. (A local supplier, Jyoti Enterprise, had placed such equipment on display during the workshop.) Large foundry units such as Gujarat



Mr. Kailash Parmar, Auditor, TUV India at the workshop

Forging Ltd could consider obtaining OHSAS ISO-18001 certification. He suggested that the project could assist local entrepreneurs in this regard.

Representatives from Rajkot cluster attend 58th Indian Foundry Congress

Date : 5th - 7th Feb.'10

Venue : Ahmedabad.

The project sponsored around 20 representatives from the Rajkot foundry cluster to participate in the 58th Indian Foundry Congress from 5-7 February 2010 at the Gujarat University Exhibition Centre in Ahmedabad. This prestigious event was hosted by the Western Region of the Institute of Indian Foundrymen (IIF), and attended by over 1600 delegates. The conference comprised technical sessions, Cast Source Meet (in which four leading buyers of cast products made presentations), Tech Mart sessions (in which six companies presented information on their products and technologies) and CEO Meet (a panel discussion).

The Rajkot delegates comprised foundry entrepreneurs and office bearers/members of IIF Rajkot including Mr Brijesh Dudhagara, Chairman; Mr Samir Monpara, Secretary; Mr Jignesh Patel, Vice Chairman; and Mr Rajesh Tanti, Treasurer.

The conference was inaugurated by Mr Saurabh Patel, Minister of Industries, Mines and Energy, Gujarat. He called upon foundrymen to set up new, modern foundries in Gujarat. Mr Tulsi Tanti, CMD, Suzlon Group, was the guest of honour. In his keynote address he highlighted the role of metal castings in the energy sector including wind energy, and specifically pointed to the rapid growth in demand for high quality castings for windmill projects.

IIF President Mr Jagat Shah delivered the presidential address. He mentioned the MoU that was being signed between IIF and TERI to promote the adoption of improved energy efficient technologies in foundry clusters across the country, and said that it was an example of IIF's commitment to bring about qualitative improvements in the Indian foundry industry.



Completion of 60 years celebration of IIF at 58th IFC in Ahmedabad

The Rajkot delegates also had the opportunity to attend two exhibitions that were held alongside the conference: the 6th International Exhibition on Foundry Technology, Equipment and Supplies ('IFEX 2010'), and Cast India Expo 2010. Over 220 exhibitors, including 40 from abroad, displayed their products and services at these exhibitions.

The conference and the exhibitions enabled the Rajkot delegates to interact and share knowledge with other foundry stakeholders from both India and abroad, and also exposed them to new/innovative technologies and products related to the foundry sector.

Quality standards for pump sets - local engineer trained in BEE star labeling

The project sponsored Mr Shailesh Goswami, a local consulting engineer in the field of submersible pumps and a registered BDS provider under the project, to attend a training programme conducted by Bureau of Energy Efficiency (BEE) in 'How to apply Star Labeling' for submersible pump sets. The programme took place from 24 - 26 February 2010 in BEE, New Delhi. The training covered all the necessary steps - technical verification of the efficiency factor, testing of the pump set in an independent laboratory recognized by the Bureau of Indian Standards, obtaining an ISI mark, and so on - that must be taken by a pump manufacturer before applying online for a Star Rating from BEE for submersible pump sets.

It may be mentioned that the Star Ratings for pump sets are awarded under BEE's Standards & Labeling Program, which aims to provide the consumer an informed choice about the energy

saving, and thereby the cost saving potential of the marketed equipment. Obtaining a BEE Star Label will enable pump manufacturers to compete in markets where norms for energy efficiency are mandatory.

Buyer Supplier meet on quality castings

Date : 21st March'10

Venue : Rajkot Engineering Association Conference Hall, Rajkot.

A 'Buyer Supplier meet on quality castings' was organized on 21 March 2010 in the REA Conference Hall, Rajkot. The event provided an opportunity for manufacturers as well as buyers of castings to interact and discuss issues of mutual interest. It was attended by over 40 participants, including both buyers and producers of castings.

Mr Kamlesh Sakariya, Networking Expert, provided an overview of the Rajkot foundry cluster and the objectives of the project. There are over 500 foundries in Rajkot cluster manufacturing castings of different kinds (cast iron, steel and special grades) using various processes. Their total turnover is around Rs 2700 crores, of which exports account for around Rs 350 crores. Around 20,000 people are employed in the Rajkot foundry cluster.

Two export - import consultancy organizations, Prompt Services, Rajkot and S V Modi, Ahmedabad, provided details on various rules, schemes, procedures and documentation requirements related to shipment of goods, customs clearances, excise laws, bank finance, etc.

An open-house discussion took place among the participants. Mr Manoghar and



Mr. Venkatraman from Foundation for MSME Clusters at the Buyer-Suppliers Meet

Mr Rakesh of Vortex Systems (buyer/exporter of castings), stressed the importance of producing castings of good and consistent quality. For this, it is necessary for foundry units to put into place strict quality control systems including testing facilities for castings. Mr K P Jadeja of Jyoti CNC Automation Pvt Ltd (Foundry Division) suggested that a Common Facility Center (CFC) could be established for providing such quality control services to foundry units. A number of suggestions were made on the facilities/equipment that the CFC should have, including sand testing facilities which would improve mould quality and thereby improve the quality of castings and reduce rejections.

Mr Venkatraman of the Foundation for MSME Clusters suggested that the project could facilitate the following:

- Setting up of a testing facility center (lab) to check casting quality
- Visits by experts to the cluster in order to improve technical know-how and methodology among local entrepreneurs / operators
- Increasing awareness on and promoting the DBC to save energy and reduce pollution
- Procuring design software for pump design (for casting components)

3rd CCC Meeting

Date : 25th March'10

Venue: REA Conference Hall, Rajkot

The participants reviewed the major initiatives that have been undertaken under the project in the first quarter of this year. These include:

1. strengthening industry associations
2. capacity building workshops for entrepreneurs on government schemes for MSMEs, quality certification, soft skills, etc.

3. energy savings through installation of DBCs
4. Energy auditing
5. Pilot project on Green Rating with SMERA
6. CAD/CAM and CNC machining
7. Technical assistance to REA for establishing a facilitation centre for BEE labeling of pump sets
8. Exposure visits for REA and other organizations in Rajkot

Mr. Prosanto Pal, TERI, presented an overview of activities that are planned for the year 2010-11. These include:

- Establishment of a CFC for testing of pump sets
- Creation of an Energy Management Cell (EMC)
- Promotion of the DBC and development and demonstration of a pollution control system for foundry units
- Strengthening BEE star labeling service providers in Rajkot for the benefit of pump manufacturers in the cluster
- Strengthening linkages between industries and technical/academic institutes
- Creation of mobile testing facilities



**Mr. Prosanto Pal
addressing CCC Members**

During the discussions, participants expressed interest in knowing the design and cost of the venturi scrubber pollution control system (PCS) for foundries. Prof. Kamlesh Sangani and Prof. K R Siddhpura, of V V P Engineering College, Rajkot, offered to develop and deliver needs-based training modules for the benefit of entrepreneurs at the VVP Engineering College. Mr Ketan Kakkad of GITCO, Ahmedabad, suggested that a facility be set up for testing mould and casting quality in order to enable units to improve product quality and productivity.

Participants

CCC members

1. Mr. Rishi Dwivedi DGM, SIDBI, Rajkot
2. Mr. Bhavesh Patel, President, REA
3. Mr. Maganbhai Antal, Secretary, REA
4. Mr. Subhash Patel, Representative Rajkot Motors & Pump Manufacturers Association
5. Mr. Jignesh Patel, Treasurer, REA

Invitees

1. Mr. B K Rakshit, Foundry Consultant
2. Mr. Ketan Kakkad, GITCO, Ahmedabad
3. Mr. A K Balajee, Jr. Cluster Expert - MSME Foundation
4. Prof. Mr. Kamlesh Sangani - V V P Engineering College, Rajkot
5. Prof. K R Siddhpura - VVP Engineering College, Rajkot

Project Team

1. Mr. Prosanto Pal, TERI
2. Mr. Bharat Davda, Cluster Manager, Rajkot Engineering Cluster
3. Mr. Kamlesh Sakariya, Networking Expert, Rajkot Engineering Cluster

:: Contact Us ::

TERI-SIDBI Rajkot Engineering Cluster

Rajkot Engineering Association

Bhaktinagar Industrial Estate, Rajkot-360 002. Gujarat.

Ph. : 0281-2375403 **E-mail :** teri.rajkotenggcluster@gmail.com

Bharat Davda - Cluster Manager, Rajkot Engineering Cluster

Kamlesh Sakariya - Networking Expert, Rajkot Engineering Cluster

Headquarters : (New Delhi)

TERI- The Energy and Resources Institute

Darbari Seth Block, IHC Complex, Lodhi Road,

New Delhi-110003, India E-mail : mailbox@teri.res.in

Girish Sethi - Project Co-Ordinator - E-mail : girish@teri.res.in

Prosanto Pal - Subject Matter Expert - E-mail : prosanto@teri.res.in

Sachin Kumar - Subject Matter Expert - E-mail : sanchink@teri.res.in