

BECOMING AN R&D POWERHOUSE:  
THE NEXT FRONTIER

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Automotive  
Component  
Manufacturers  
Association of India

**ACMA**

**FORTY  
EIGHTH**

**Annual Report  
2007 - 08**



The Executive Committee of the  
Automotive Component Manufacturers  
Association of India  
is pleased to present its  
**Forty Eighth Annual Report 2007-08**

## President's Message

Dear Friends,

The automotive industry faced perhaps one of its most difficult and testing times during the last 12 months. The last one year was a period of great contradictions and instability for the entire automotive industry. On the one hand the launch of the Rs 1 lakh Tata Nano turned the entire international attention on India - tinged with disbelief that such a feat was possible. The Indian automotive industry basked in this new global respect and attention that it received. The announcements made by many other global OEMs to enter into the low cost car segment created further excitement in the component manufacturers who are now looking forward to participating in these ventures with their newfound strengths in developing components for low cost vehicles. On the other hand there were also many significant factors that contributed to economic instability and fluctuating business prospects for the industry. These were rising interest rates, strengthening of the rupee, an unprecedented increase in the cost of raw material and more recently, sharply rising international price of crude oil – making the year a mixed bag of extreme highs and extreme lows. I must compliment each and every one of you in the auto-component sector for having weathered this difficult phase with confidence and grit.



Rising interest rates and drying up of finance for certain segments of vehicles had an immediate and negative impact on the output of the vehicle industry. The two-wheeler segment was the worst hit with a decline in the production by over 5%, sending shock waves amongst the component manufacturers. The Commercial Vehicle segment also could only clock a 4.8% growth in the wake of higher cost of finance. The passenger car segment, however, managed to sustain a reasonable growth of over 14% as a result of innovative marketing strategies.

Exports of vehicles, which have become a very significant part of our automotive exports continued to grow at a brisk overall rate of 22%, with car exports increasing by over 9%, CV exports by 19% and two wheeler exports by 32%. This was the silver lining during the year – a testimony to the fact that India is rapidly moving towards fulfilling the Vision of the AMP by becoming an automotive hub for the global market.

The auto-component industry had to contend with a much more moderated growth of 11% during the year. However, the negative impact of rising interest rates on exports of auto-components was quite significant. Export growth slipped from 20% in 2006-07 to about 15% during 2007-08 as a result of the rising rupee and raw material cost with continuously declining export margins. The overall exports in 2007-08 stood at US \$ 3.6 billion as against US \$ 2.8 in the previous year. On the other hand, import of components into India continued to grow at a breakneck rate of 35% bringing up the imports from US \$ 3.3 billion last year to US \$ 4.9 billion in 2007-08. Companies are currently facing the challenge of renewing their long term export contracts at re-negotiated prices. These long-term exports have been built over years of hard work by the component manufacturers and what has happened only shows how cold and unforgiving the global markets can be. We have to reverse this trend in imports and exports if we want to once again emerge as a net exporter of auto-components in line with the Vision of the AMP.

ACMA responded proactively to these new challenges being faced by the industry and drew up a focused workplan to address these issues.

Efforts to promote global outsourcing were redoubled aided by the new respect gained by the component industry in the global sphere. The ACMA events organised in Europe and in USA received overwhelming response like never before with European companies eagerly seeking tie-ups with Indian counterparts. Hon'ble Minister of Heavy Industries and Public Enterprises, Mr. Sontosh Mohan Dev continued to provide his strong support to the industry by leading the Indian presence at the IAA Show in Frankfurt. Encouraged by this response, ACMA took a revolutionary step in establishing a special IPO Forum to coordinate the work of all the International Purchasing Offices (IPOs) in the country. A new initiative was also launched in close cooperation with Bosch to catalyse technology partnerships at the SME Tier 2/3 level. The Partnership Meet and Exhibition held in Stuttgart received tremendous response and more than 135 European companies had business meetings with the 50 participating Indian companies.

The response by the US automotive companies to the Indian participation at the SAE Show held in April 08 was unprecedented, specially to understand how the components for the Tata Nano and Mahindra Scorpio was designed and developed. The Indian presence was led by Dr. Surajit Mitra, Additional Secretary, MOHI. For the first time, ACMA organised a Private Exhibition with Nissan in Detroit where more than 200 Buyers from Nissan Purchasing met with the selected potential Indian suppliers.

## President's Message

The 9<sup>th</sup> Auto Expo 08 was the best and the largest ever. The Indian automotive industry scaled new heights with the launching of many new models including the Tata Nano and the Mahindra Hybrid Scorpio. The international response was like never before and this reaffirmed India's position as an emerging leader in the world map.

The work being done by ACT in helping the companies to improve their productivity has been one of the most significant contributions made by ACMA for the benefit of the industry at large. This work by ACT was further intensified by launching many new Clusters, specially in the Eastern region and in Nashik. I must thank member companies for their invaluable contributions in this respect by deputing experts from their companies to strengthen the team of Counsellors, which has provided ACT with the necessary resources to launch many of these new clusters.

ACMA's rapport with Government and its agencies continued to strengthen, specially in relation to Trade and Fiscal Policies. ACMA was regularly consulted by Government on aspects concerned with FTAs and WTO matters. ACMA also played a key part in the development of technical standards and automotive regulations under AIS and CMVR as well as in the WP-29 activities which concern global harmonizing of automotive standards. ACMA also continued to be an active member of the NATRIP Governing Council. In order to enhance knowledge based decision making on key issues, specially related to Government and Policy, Price Waterhouse was engaged by ACMA as a Knowledge Partner.

The Regional offices of ACMA did splendid work under the leadership of the Regional and Zonal Chairmen. A new benchmark was set up with the establishment of two new ACMA offices in Jamshedpur and Bangalore. The Bangalore office is the first ever Zonal office of ACMA catering to the needs of the ACMA membership in Karnataka and Hosur zone. The regional offices are the real grass-root level contact with the ACMA membership and played a critical role in delivering the ACMA services to the entire membership as per the priorities laid down at the National level. For the first time Deputy Chairpersons were nominated in each region to support the Regional Chairmen in strengthening and sustaining a much higher level of activities at the regional level.

Specialised Task Groups were also set up as a new initiative, to address key issues like Human Resource Development in the Component industry, use of Information Technology, Auto Expo, etc.

The regular ACMA Committees on Globalisation and Brand Building, Consumer Affairs, Economic Affairs, Trade Fairs etc continued to guide the association in its ongoing activities.

A number of new activities on skill development were also initiated. A special thrust on developing R&D capability is at the forefront. ACMA worked out a specialized programme with MIT, Boston to train CEOs on how to take structured steps in creating R&D infrastructure in their companies. The first of the training programmes will be held in November 08 at MIT. A special training programme on management aspects is also under preparation jointly with ISB of Hyderabad.

The Young Business Leaders Forum continued to carry excellent work. Many relevant programmes were organised by the YBLF which included meetings with key OEMs, Overseas Missions and interaction with Thought Leaders. I have no doubt that this ACMA initiative will empower and hone the young CEOs to make them world leaders in their own areas of businesses.

In addition to the normal interactions with the OEMs, ACMA also started a new tradition of inviting Thought Leaders to its various meetings, sharing successful experiences and presenting special studies on issues of key interest. This brought in variety and a more intellectual stimulating dialogue in the EC meetings. I would like to thank the entire membership of ACMA, specially the EC for their unconditional support to the ACMA activities, which makes ACMA so different from many other similar organizations. My special thanks to all the Past Presidents, Regional and Zonal Chairmen, Committee and Task Group Chairmen whose efforts brought in the real depth in the activities of the Association. I would also like to thank our counterpart organizations – CII, SIAM, IMTMA for their close partnership, constant guidance and support.

ACMA's media relations were further strengthened during the year by engaging The Communications Council. I would like to thank the media for their continuous support to ACMA during the year, specially during the Auto Expo.

Today, the world recognizes that the future growth of the automotive industry will happen in India. Despite the current feeling of uncertainty in the economy, we are, today, the envy of the world. Today, no strategy of any global company is complete without an India strategy. There was a time, when India was making efforts to reach out to the world. Today, the world is making the same efforts to reach India. This is a time to be proud that we are born Indians!

The resultant opportunities are therefore immense.

I wish you all the very best.

Thank You!



Sanjay Labroo

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## ACMA ANNUAL SESSION & NATIONAL CONFERENCE

**September 6, 2007**

47th Annual Session & National Conference, New Delhi

## GLOBALISATION & INDIA BRAND BUILDING

### Participation in International Auto Shows

**April 16-19, 2007**

Group Participation in SAE 2007 World Congress & Exhibition, U.S.A.

**August 29-September 2, 2007**

Group Participation at Moscow International Motor Show (MIMS), Moscow, Russia

**September 13-23, 2007**

Group Participation at IAA 2007 Show (Passenger Cars), Frankfurt, Germany

**October 3-5, 2007**

Group Participation at South African Automotive Week, Port Elizabeth (SAAW), South Africa

**October 15-20, 2007**

Participation at Equip Auto Show, Paris, France

**December 18-21, 2007**

Group Participation at 2nd Iran International Auto Parts Exhibition Tehran, Iran

### India Projection

**May 3-4, 2007**

Participation in the Forum Indien Conference, Stuttgart, Germany

**May 3-4, 2007**

Presentation by Mr L. Ganesh, Past President, ACMA, at Forum Indien Conference, Stuttgart, Germany

**May 24, 2007**

Presentation by Mr Deep Kapuria, Past President and Chairman-Globalisation & India Brand Building, ACMA, at Indian Supplier Expo in Sindelfingen, organised by DaimlerChrysler, Germany

**June 7, 2007**

Presentation by Mr A. K. Taneja, Immediate Past President, ACMA at 1st Volkswagen Suppliers Conference, Pune

**September 13-14, 07**

India Delegation led by Hon'ble Minister Shri Sontosh Mohan Dev, MoHI&PE to IAA 2007 Show, Germany

**September 14, 2007**

India Day Seminar at IAA 2007 Show, Germany

**September 25, 2007**

Participation at APMA Seminar, Toronto, Canada

### Outgoing Missions

**May 14-21, 2007**

CEOs' Mission to Italy

**March 10-15, 2008**

CEOs' Mission to China

### Incoming Delegations / Meetings

**May 21, 2007**

Meeting with the Delegation from Mexico led by H.E. Dr Eduardo Sojo, Minister of Economy, Government of Mexico, New Delhi

**June 14, 2007**

Follow-up meeting with Delegation from FIAT led by Mr Gianni Coda, Sr. V.P., Group Purchasing Coordination & FIAT Auto Sector Purchasing, Mumbai

**September 17-20, 2007**

Visit of Delegation from France to India, Chennai & Mumbai

**January 21, 2008**

Meeting with Delegation from APMA (Canada), Chennai

**March 13, 2008**

Meeting with Delegation from Chongqing (China), New Delhi

### Specialised one-to-one Business Meetings

**June 23-26, 2007**

KAMAZ's Private Exhibition and visit to GAZ Holding, Nizhny Novgorod, Russia

**October 22-23, 2007**

India-Europe Automotive Supplier Meeting Esslingen, Stuttgart, Germany, supported by BOSCH

**November 1, 2007**

2nd Magna Suppliers Conference, New Delhi

### Expanding International Linkages with Counterparts

**September 6, 2007**

MoU signed with Original Equipment Suppliers Association (OESA), U.S.A.

### Other Meetings

**April 4, 2007**

Meeting with Mr Carlos Ghosn, President & CEO, Renault & Nissan Motor, Mumbai

**April 17, 2007**

Interactive Session with Mr Rick Wagoner, Chairman and CEO, General Motors Corporation, New Delhi

**July 10, 2007**

Virtual Trade Mission (Video Conferencing with Ministry of Economic Development and Trade, Investment and Trade Division, Toronto, Canada) joined by members from NR, SR & WR

**August 18, 2007**

Globalisation and India Brand Building Committee Meeting, New Delhi

**September 19, 2007**

Meeting with Mrs Sheila Bhide, Chairman, ITPO regarding India Show in Argentina, New Delhi

**October 12, 15, 17 & 19, 2007**

B-2-B meeting with Automation Alley's Trade Mission to India from U.S.A., New Delhi, Pune, Bangalore and Chennai

**October 22-26, 2007**

ACICAE (Cluster de Automoción del País Vasco) Business Delegation from Spain, New Delhi

**October 26, 2007**

Meeting with Mr Philippe Advani, Vice President- Global Sourcing, European Aeronautic Defence and Space Company (EADS), New Delhi

**November 29, 2007**

Private Meeting PSA Peugeot Citroen, New Delhi

**EXECUTIVE COMMITTEE MEETINGS****May 4, 2007**

6th Meeting of the ACMA Executive Committee for 2006-2007, Mauritius

- Meeting with Mauritius Chamber of Commerce, Interaction with Mr Mahmood Cheeroo
- Meeting with Honourable President and Deputy Prime Minister of Republic of Mauritius
- Meeting with Mauritius Board of Investment
- Luncheon Meeting with Mauritius Enterprise
- Interaction with Mr B. Jaishankar, High Commissioner of India

**June 22, 2007**

7th Meeting of the ACMA Executive Committee for 2006-2007, Nashik

- Plant Visit & Interaction with Mahindra Renault (Visit to the Logan Plant)

**August 1, 2007**

8th & Final Meeting of the ACMA Executive Committee for 2006-2007, Chennai

- Session on Thailand with Mr Liam Benham, Vice-President (Governmental Affairs-Asia-Pacific & Africa), Ford Motor Company, Thailand
- Session on FTA current status and future scenario by Mr T. S. Vishwanathan, Senior Advisor, CII

**September 6, 2007**

1st Meeting of the Re-Constituted ACMA Executive Committee for 2007-08, New Delhi

**October 12-13, 2007**

2nd Meeting of the ACMA Executive Committee for 2007-08, New Delhi

- Visit to & Interaction with Maruti Suzuki India Ltd., Gurgaon
- Interaction on "Growth through international Acquisition" with Mr Gautam Thapar, Chairman, Ballarpur Industries Ltd. (BILT) & Crompton Greaves

**December 14-15, 2007**

3rd Meeting of the ACMA Executive Committee for 2007-08, Chennai

- Plant visit and Interaction with Hyundai
- "Professionalising Family Business" an interactive session with Mr M. M. Murugappan, Chairman, Carborandum Universal Ltd.
- Presentation on "China's Auto Component Manufacturing Strategy and its Competitiveness vis-à-vis India" by Mr C Premchand, Partner, Avalon Consulting

**February 8, 2008**

4th Meeting of the ACMA Executive Committee for 2007-08, Mumbai

- Interaction with Volkswagen (VW)
- Session with Mrs Anu Aga, Chairman, Thermax Group on "Succession Planning"

**March 4, 2008**

5th Meeting of ACMA Executive Committee for 2007-08, New Delhi

- Presentation by PwC on Implications of Union Budget 2008-09
- Interaction with NASSCOM

**YOUNG BUSINESS LEADERS' FORUM (YBLF)****April 29, 2007**

Bowling Alley Programme & Dinner, New Delhi

**May 28, 2007**

Interaction with Dr Dipak C. Jain, Dean, Kellogg School of Management, Northwestern University, Evanston, IL, U.S.A., New Delhi

**June 11-15, 2007**

Mission to Thailand

**September 27-28, 2007**

Visit to Bangalore International Airport Ltd. (BIAL), Presentations on "Brand without Borders" and "HR-Challenges of the Future" and Toyota Day, Bangalore

**February 16, 2008**

Members' Visit to Honda Motorcycle & Scooter India Pvt. Ltd. (HMSI), Manesar facility & Interactive session with Mr Vijay Batra, THINK INC. Gurgaon

**9th AUTO EXPO****January 9, 2008**

Meeting with Delegation from Japan, New Delhi

**January 10-17, 2008**

9th Auto Expo 2008, New Delhi

**January 10, 2008**

Meeting with Delegation from Forum Indien, Germany

**January 11, 2008**

Meeting with Delegation from VDA, Germany, followed by One-to-One Business Session

**January 11, 2008**

Interactive Session with Malaysian Automotive Component Parts Manufacturers (MACPMA)

**January 12, 2008**

"Investing in India" – An Interactive Session with Tamil Nadu, Orissa and Rajasthan State Governments

**January 12, 2008**

Meeting with Delegation from NAACAM, South Africa

**January 14, 2008**

Meeting with Delegation from Piemonte, Italy, followed by One-to-One Business Session

**January 15, 2008**

ACMA Conference on Access to Global Markets through International Purchasing Offices (IPOs)

**January 15, 2008**

ACMA-CII India Latin America Project Partnerships – Auto Metering 2008 – Seminar on Opportunities in Automotive Sector in LAC Region

**January 15, 2008**

1st Meeting of the IPOs Forum

**January 16, 2008**

Meeting with APMA, Canada & Seminar on "India-Canada Collaborations – Partnerships to Compete Globally", followed by One-to-One Business Session

**January 16, 2008**

ACMA-SIAM Office Bearers Meeting

**January 16, 2008**

Meeting with Japan Automobile Manufacturers Association (JAMA)

**January 17, 2008**

Meeting with delegation from SINDIPECAS, Brazil

**January 17, 2008**

Luncheon Session on Auto Sector at the CII Partnership Summit, Gurgaon

**NETWORKING WITH GOVERNMENT**

**April 16-17, 2007**

ACMA–Ministry of Heavy Industries & Public Enterprises (MoHI&PE) – SIAM delegation to SAE 2007, U.S.A.

**April 16-17, 2007**

Dr R.C. Panda, Secretary, Ministry of Heavy Industries & Public Enterprises, led ACMA/SIAM/NATRIP, India Delegation to SAE World Congress & Exhibition, Detroit, U.S.A.

**July 10, 2007**

1st Meeting with Parliamentary Standing Committee on Industry, New Delhi

**July 16, 2007**

Meeting with Mr P. K. Dash, Joint Secretary, Ministry of Commerce and Industry (MoC&I), on Indo-ASEAN FTA, New Delhi

**July 16, 2007**

Meeting with Mr Dinesh Sharma, Deputy Joint Secretary, MoC&I, on Indo Korea CEPA Negotiations, New Delhi

**July 18, 2007**

Meeting with Mr Arun Bhatnagar, Office of UPA, Chairperson, with regard to various FTAs, New Delhi

**July 18, 2007**

Meeting with Honourable Minister of Heavy Industries & Public Enterprises, Shri Sontosh Mohan Dev, New Delhi

**July 25, 2007**

2nd Meeting of Parliamentary Standing Committee on Industry, New Delhi

**July 27, 2007**

Meeting with NMCC reference issues faced by Foundry Industry

**August 3, 2007**

ACMA-SIAM Auto Trade Dialogue – Phase-V, New Delhi

**August 3, 2007**

3rd Meeting of Parliamentary Standing Committee on Industry, New Delhi

**September 5, 2007**

Meeting with UNCTAD & Mr Bipin Menon, Joint Director, DGFT reference India EU Trade Negotiations

**September 19, 2007**

Meeting with Dr Surajit Mitra, Joint Secretary, MoHI&PE, New Delhi

**September 19, 2007**

Meeting with Mrs Sheila Bhide, Chairman, ITPO, New Delhi

**September 20, 2007**

Meeting at Planning Commission reference "Skill Development Mission", New Delhi

**October 11, 2007**

Meeting with Mr R.S. Ratna reference PPSR of Origin for Korea & Sri Lanka, New Delhi

**October 16, 2007**

Meeting with Dr R.C. Panda, Secretary, Ministry of Heavy Industries & Public Enterprises, New Delhi

**October 16, 2007**

Meeting with Dr Surajit Mitra, Joint Secretary, Ministry of Heavy Industries & Public Enterprises, New Delhi

**October 17, 2007**

Meeting with Honourable Minister of Commerce & Industry, Mr Kamal Nath, New Delhi

**October 19, 2007**

Meeting with Mr S.K. Das, Joint Secretary, Ministry of Shipping, Road Transport & Highways, New Delhi

**October 19, 2007**

Meeting with Dr V.K. Krishnamurthy, Chairman, National Manufacturing Competitiveness Council, New Delhi

**November 2, 2007**

Meeting with Dr. R.C. Panda, Secretary, MoHI&PE, New Delhi

**November 2, 2007**

Meeting with Mr R.S. Gujral, Director General of Foreign Trade, reference Foreign Trade Policy, New Delhi

**November 7, 2007**

Meeting with Dr Surajit Mitra, Jt. Secretary, MoHI&PE on ACMA's Pre-Budget Recommendations, New Delhi

**November 13, 2007**

Participation in ICRIER Seminar on "Determinants of Competitiveness of the Indian Auto Industry", New Delhi

**December 6, 2007**

Meeting with Ministry of Finance on ACMA's Pre-Budget Recommendations, New Delhi

**December 10, 2007**

Conference on "Competitiveness of Auto Component Manufacturers - Focus China vis-à-vis India", New Delhi

**January 29, 2008**

ACMA-SIAM Meeting with Honourable Prime Minister Dr Manmohan Singh on the Automotive Industry, New Delhi

**February 13, 2008**

Meeting with Dr Surajit Mitra, Addl. Secretary, MoHI&PE, to discuss ACMA's Pre-Budget recommendations, New Delhi

**February 13, 2008**

Meeting with Mr Ajay Shankar, Secretary, Ministry of Commerce & Industry, to discuss ACMA's Pre-Budget Recommendations, New Delhi

**February 25, 2008**

Meeting with Dr R. Khullar, Addl. Secretary, Ministry of Commerce & Industry, for India's Sensitive List for FTA with European Union, New Delhi

**March 11, 2007**

Meeting with Dr Surajit Mitra, Addl. Secretary, MoHI&PE for SAE World Congress & Exhibition 2008, New Delhi

**March 24, 2007**

Preliminary Meeting with Dr Surajit Mitra, Addl. Secretary, MoHI&PE for Parliamentary Standing Committee Meeting, New Delhi

**March 25, 2008**

Parliamentary Standing Committee Meeting to discuss implications of Union Budget 2008-2009, New Delhi

**NATIONAL COMMITTEES****Raw Materials****April 5, 2007**

ACMA meeting with ASPA, New Delhi

**May 11, 2007**

ACMA meeting with CII Precision Tube Division, New Delhi

**August 27, 2007**

Seminar of Automotive Plastics: Trends & Challenges, New Delhi

**Anti-counterfeiting****July 25, 2007**

Seminar on New IPR Regime & Benefits, New Delhi

**January 12-17, 2008**

Asli-Naqli Campaign during 9th Auto Expo

**January 15, 2008**

Consumer Affairs Committee Meeting, New Delhi

**Small & Medium Enterprises****August 17, 2007**

Finance & Development Needs of SMEs, New Delhi

**February 15, 2008**

NDTV Profit -We the SMEs- Budget Expectations

**ACMA CENTRE FOR TECHNOLOGY (ACT)****Cluster Approach****April 9-10, 2007**

4th Combined Review Meeting (CRM) of ACT Cluster-III, hosted by M/s Rockman Industries Ltd., Ludhiana

**April 22, 2007**

1st QC Convention of UNIDO-ACT Cluster companies (Phase-III) at Bellpoly Moulders (P) Ltd., Noida

**May 5, 2007**

15th MRM (WR), ACT Cluster-III at Kores India Ltd., Pune

**May 8, 2007**

15th MRM (SR), ACT Cluster-III at Indo Shell Moulds Ltd., Coimbatore

**May 19, 2007**

15th MRM (NR), ACT Cluster-III at Jamna Auto Industries Ltd., Gwalior

**May 23, 2007**

Launch of ACT Advanced Cluster, Chennai

**June 11, 2007**

16th MRM (SR) of ACT Cluster, at JKM Daerim Automotive Ltd., Chennai

**June 18, 2007**

16th MRM (WR) of ACT Cluster, at Polybond India Pvt. Ltd., Pune

**June 23, 2007**

16th MRM (NR) of ACT Cluster, at Sterling Tools Ltd., Faridabad

**July 21, 2007**

17th MRM of ACT Cluster-III at PHC Manufacturing Ltd., Chennai

**July 22, 2007**

17th MRM of ACT Cluster-III at Setco Automotive Ltd., Vadodra

**July 26, 2007**

17th MRM of ACT Cluster-III at Rockman Industries Ltd., Ludhiana

**August 23-24, 2007**

18th MRM of ACT Cluster-III was held at Indo Shell Moulds Ltd., Coimbatore & ASK Automotives Pvt. Ltd., Manesar

**September 11, 2007**

Chairman ACT made a presentation at a UNIDO Conference on Partnerships with South Africa under the South-South Cooperation Initiative of UNIDO, New Delhi

**September 25-26, 2007**

Last CRM & Closing of ACT Cluster-III along with kick-off session of ACT Cluster IV, Baroda

**October 31 & November 1, 2007**

Closing of UNIDO Cluster (Phase-III), Indore

**November 29, 2007**

Participation by Chairman, ACT, in CII National Cluster Meeting, New Delhi

**February 2, 2008**

Launch of UNIDO Cluster in Eastern Region, Jamshedpur

**February 14, 2008**

Launch of ACT SSI Demo Cluster in Northern Region, Gurgaon

**March 3, 2008**

Visit of UNIDO delegation to India meeting ACMA & GOI to work out various opportunities for the growth of the industry particularly SMEs, New Delhi & Pune

**CRMs/ MRMs**

**August 4, 2007**

2nd MRM of UNIDO at Imperial Auto Industries Ltd., Faridabad

**September 8, 2007**

3rd MRM of UNIDO (Phase-III) at Onasis Auto Ltd., Manesar

**October 6, 2007**

4th MRM of UNIDO (Phase-III) at Jain Industrial Products, Rohtak

**October 24, 2007**

3rd MRM of Advance Cluster at I P Rings, Chennai

**November 5, 2007**

1st MRM of ACT Cluster-IV (NR) at AG Industries, Manesar

**November 14, 2007**

1st MRM of ACT Cluster-IV (WR) at Hindustan Composites Ltd., Aurangabad

**November 30, 2007**

1st MRM of ACT Cluster-IV (SR), Indo Shell Mould, Coimbatore

**November 30, 2007**

4th MRM of Advance Cluster, Stumpp Schuele & Somappa Pvt. Ltd., Bangalore

**December 8, 2007**

UNIDO MRM (Phase-III), Jaipur

**December 17, 2007**

2nd MRM of ACT Cluster-IV (WR), held in Wheels India Ltd., Pune

**December 19, 2007**

2nd MRM of ACT Cluster-IV (NR), held in Autofit Pvt. Ltd., Dharuhera

**December 20, 2007**

5th MRM of Advance Cluster held at UCAL Fuel Systems Ltd., Chennai

**December 27, 2007**

2nd MRM of ACT Cluster-IV (SR), held in Minda Sai Ltd., Chennai

**January 9, 2008**

3rd MRM of ACT Cluster-IV (WR), held at Ring Plus Aqua, Nasik

**January 18, 2008**

6th MRM of Advance Cluster held at Sandhar Auto Component Ltd., Manesar

**January 24, 2008**

3rd MRM of ACT Cluster-IV (NR), held at Raunaq Auto, Gajraula

**January 31, 2008**

3rd MRM of ACT Cluster-IV (SR), held at UCAL Fuel Systems Ltd., Pondicherry

**February 15-16, 2008**

1st CRM of ACT Cluster-IV hosted by Imperial Auto Industries Ltd. and Satyam Auto Components Ltd., Faridabad & Manesar

**February 29, 2008**

7th MRM of advance cluster held in Nipman Fasteners Industries Ltd., Ghaziabad

**March 13, 2008**

4th MRM of ACT Cluster-IV (SR), Indo Shell Mould Ltd., Coimbatore

**March 18, 2008**

4th MRM of ACT Cluster-IV (NR), Pinnacle Industries Ltd., Indore

**March 24, 2008**

4th MRM of ACT Cluster-IV (WR), BCL Forgings Ltd., Nasik

**March 29, 2008**

8th MRM of Advance Cluster at Madhusudhan Auto Ltd., Gurgaon

**ACMA Awards 2006-07**

**August 8, 2007**

2nd ACMA Awards Jury Meeting held in New Delhi under the Chairmanship of Mr Jagdish Khattar, MD, MUL, New Delhi

**ACT Task Force**

**November 6, 2007**

1st Meeting of ACT Task Force, New Delhi

**December 20, 2007**

2nd meeting of ACT Task Force held in Sandhar Technologies Ltd., Gurgaon

**ACT-AOTS**

**December 6-7, 2007**

ACT-AOTS Programme on Lean Machine System, New Delhi

**December 11-12, 2007**

ACT-AOTS Programme on Lean Machine System, Pune

**January 30-February 1, 2008**

3-Days ACT-AOTS Training Program on Production Management, Chennai

**Six Sigma Club****July 28, 2007**

1st Meeting of the Six-Sigma Club, New Delhi

**August 9, 2007**

2nd Six Sigma EC meeting, New Delhi

**September 29, 2007**

3rd EC Meeting of Six Sigma Club, New Delhi

**October 26, 2007**

4th EC Meeting of Six Sigma Club, New Delhi

**November 27, 2007**

5th EC Meeting of Six Sigma Club, New Delhi

**November 19-21, 2007**

1st Batch of Refresher Course for Six Sigma Club BB/GB Holders, New Delhi

**December 24, 2007**

1st Review meeting of Six Sigma Refresher Course, New Delhi

**January 4, 2008**

6-months Review by Chairman ACT, with EC Six Sigma Club, New Delhi

**January 24, 2008**

2nd Project Review Meeting of Six Sigma Club Refresher Course, New Delhi

**February 26, 2008**

Closing Ceremony of 1st Batch of Six Sigma Refresher Course, New Delhi

**March 19, 2008**

Six Sigma Refresher course 1st Batch Closing Ceremony, New Delhi

**March 20, 2008**

8th EC Meeting of Six Sigma Club, New Delhi

**WP.29****April 16, 2007**

De-briefing meeting on 141st session of WP.29, called by Mr S. K. Dash, Joint Secretary, Ministry of Road Transport, New Delhi

**June 26-29, 2007**

Participation at 142nd Session of WP.29, Geneva

**September 27-28, 2007**

2-days JASIC - WP.29 conclave was organised by MoSRT&H, Govt of India, in partnership with ACMA & SIAM addressing WP.29 1958 issues, New Delhi

**October 11, 2007**

WP.29 Review Meeting with Joint Secretary, MoSRT&H, New Delhi

**November 13-16, 2007**

Participation at 143rd Session of WP.29, Geneva

**March 11-15, 2008**

Participation at 144th Session of WP.29, Geneva

**Building Competencies****August 10, 2007**

2nd National QC competition, New Delhi

**September 28, 2007**

One-day conference on Kanban, New Delhi

**February 22, 2008**

Training on 7QC Tools by Mr Sanjeev Prabhakar (Faculty) to NR member companies, Ludhiana

**February 29, 2008**

Training programme on 5S to NR member companies, Rohtak

**NATRIIP****June 15, 2007**

GC Meeting, Chennai

**July 20, 2007**

Participation at the NATRIIP Governing Council Meeting, Manesar

**July 20, 2007**

Participation at the NATRIIP AGM, Manesar

**August 17, 2007**

13th GC Meeting of NATRIIP

**BIS/ AIS/ CMVR****April 24, 2007**

ACT Meeting with BIS & TED 21 on various issues related to Automotive Springs & Suspension, New Delhi

**April 27, 2007**

ACT Participation at the 25th meeting of AIS was held for addressing various issues related to Head Lamp & lighting Devices, Pune

**July 23, 2007**

Participation in the 13th Meeting of the TED 6, Bangalore

**New Initiatives****May 3, 2007**

Launch of "ACT Now" publication, New Delhi

**Other Programmes****June 4, 2007**

ACT Participation in National Hydrogen Roadmap Conclave: Opportunities for Public Private Partnership organised by SIAM, New Delhi

**June 5, 2007**

ACT Participation in the meeting on Hybrid Vehicles organised by SIAM, New Delhi

**September 13, 2007**

Review meeting with Joint Secretary, MoSRT&H on WP.29 1958 Conclave organised by Ministry in partnership with ACMA & SIAM, New Delhi

**October 11, 2007**

CMVR meeting under the Chairmanship of Mr S. K. Dash, J.S., MoSRT&H, New Delhi

**October 22, 2007**

Interactive Session with Mr Amory Lovins of Rocky Mountain Institute of America, on Ultra lighting and Advanced Design Integration for Radial Transport Efficiency, New Delhi

**November 5-6, 2007**

Participation in 2-days Symposium on Precision Forging partnered with NPL, New Delhi

**November 19-20, 2007**

Participation in EFV Conference, Dresden, Germany

**REGIONAL ACTIVITIES - EAST**

**Building Competencies**

**November 1-3, 2007**

Six Sigma Green Belt Training Programme, Module I, Jamshedpur

**December 7-8, 2007**

Six Sigma Green Belt Training Programme, Module II, Jamshedpur

**February 16, 2008**

Shop Floor Manager's Study Mission to South, Chennai

**OEMs Interaction**

**February 2, 2008**

Interaction with Tata Motors, Jamshedpur

**New Initiatives**

**April 14, 2007**

1st New Business Opportunities: Buyer-Seller Meet, Kolkata

**Other Programmes**

**April 27, 2007**

Signing of Agreement with Adityapur Industrial Area Development Authority for ACMA (Eastern Region) Office, Jamshedpur

**October 5, 2007**

Regional Council formation & first Regional Council Meeting, Jamshedpur

**November 16-17, 2007**

Pre-assessment of 6-companies participating in UNIDO Cluster Programme, Jamshedpur

**January 5, 2008**

2nd Meeting of Regional Committee Meeting, Jamshedpur

**February 2, 2008**

Interaction with ACMA President, Jamshedpur

**February 2, 2008**

Launching of UNIDO Cluster Programme, Jamshedpur

**February 2, 2008**

Eastern Region Office Inauguration by Mr S. K. Behera, Regional Chairman (ER), ACMA

**REGIONAL ACTIVITIES - NORTH**

**Building Competencies**

**April 16-18, 2007**

Visit of Six Sigma Faculty to the Six Sigma Cluster Companies, Gurgaon

**April 27, 2007**

Workshop on Energy Audit, New Delhi

**May 18, 2007**

Training Programme & Case Study Presentation on Total Employee Involvement (TEI), Ludhiana

**May 25, 2007**

Meeting of member companies under the Strengthening of SSI Sector: Adoption of Small Companies Programme, New Delhi

**May 28-30, 2007**

Visit of Six Sigma Faculty to the Six Sigma Cluster Companies, Gurgaon

**June 1, 2007**

Training Programme on Flow Manufacturing & Case Study Presentation, Gurgaon

**June 18, 2007**

Visit of Six Sigma Faculty to the Six Sigma Cluster Companies, Gurgaon

**June 19, 2007**

Programme on Developing Supervisory Skills, New Delhi

**July 5, 2007**

4th QC Competition, New Delhi

**July 20, 2007**

Training Programme on Effective Communication Skills, New Delhi

**August 8, 2007**

3rd Meeting of member companies under the Strengthening the SSI Sector: Adoption of Small Companies Programme, Gurgaon

**August 14, 2007**

Training Programme & Case Study Presentation on Total Employee Involvement (TEI), Faridabad

**August 24, 2007**

Training Programme on Effective Communication Skills, Ludhiana

**September 24, 2007**

Launch of Six Sigma Black Belt Certification Programme, Batch-VII, New Delhi

**September 24-26, 2007**

1st Module of Six Sigma Black Belt Certification Programme, Batch-VII, New Delhi

**September 28, 2007**

Training Programme on Kanban System, New Delhi

**October 17, 2007**

Training Programme on Retention Management, New Delhi

**November 12-15, 2007**

2nd Module of Six Sigma Black Belt Certification Programme, Batch-VII, New Delhi

**November 27, 2007**

Interaction with Shri Manpreet Singh Badal, Hon'ble Minister of Finance, Government of Punjab, Ludhiana

**November 28, 2007**

Training Programme on Developing Supervisory Skills, Ludhiana

**December 7, 2007**

Workshop on 7 QC Tools, Gurgaon

**December 20-22, 2007**

3rd Module of Six Sigma Black Belt Certification Programme, Batch-VII, New Delhi

**February 7-9, 2008**

4th Module of Six Sigma Black Belt Certification Programme, Batch-VII, New Delhi

**February 22, 2008**

Workshop on 7 QC Tools, Ludhiana

**February 29, 2008**

Training Programme on 5S & Case Study Presentation, Rohtak

**March 18-19, 2008**

5th Module of Six Sigma Black Belt Certification Programme, Batch-VII, New Delhi

**March 19, 2008**

Certification Ceremony of 7th Batch of Six Sigma Black Belt Training Programme, New Delhi

**OEMs Interaction****October 12, 2007**

Members visit to Maruti Suzuki India Limited and interaction with Senior Management, Gurgaon

**Export Drive Initiative****November 1, 2007**

2nd Magna Supplier Conference & Business Meet, New Delhi

**New Initiatives****January 14, 2008**

Golf Tournament coinciding with Auto Expo, Greater Noida

**Other Programmes****August 13, 2007**

Members Meet with President & Vice President, New Delhi

**November 27, 2007**

Members meet with ACMA President & Vice President, Ludhiana

**REGIONAL ACTIVITIES - SOUTH****Building Competencies****May 24-26, 2007**

Launch & Module-I of Batch-V of Six Sigma Black Belt Programme, Chennai

**June 2, 2007**

Meeting of the QC Organising Committee, Bangalore

**June 4, 2007**

Meeting of the QC Organising Committee, Bangalore

**July 3, 2007**

2nd QC Organising Committee Meeting, Bangalore

**July 4-7, 2007**

Batch-V Six Sigma Black Belt Programme (Module-II), Chennai

**July 11, 2007**

2nd QC Organising Committee Meeting, Bangalore

**July 15, 2007**

2nd Quality Circles Competition, Bangalore

**August 16-18, 2007**

Batch-V Six Sigma Black Belt Programme (Module-III), Chennai

**September 27-29, 2007**

Batch-V Six Sigma Black Belt Programme (Module-IV), Chennai

**November 3, 2007**

Presentation on New Product Development & visit to Karnataka Hybrid Micro Devices Ltd. for ACMA (SR) Karnataka-Hosur based members, Bangalore

**November 16-17, 2007**

Final module of 5th Batch of Six Sigma Black Belt Training Programme for ACMA (SR), Chennai

**November 17, 2007**

Certification ceremony of 5th Batch of Six Sigma Black Belt Training Programme for ACMA (SR), Chennai

**January 5, 2008**

Presentation on SMED by NTTF Industries Ltd., Bangalore

**March 1, 2008**

Presentation on Best Practices followed by Visit to Bosch Ltd., Bangalore

**OEMs Interaction****April 11, 2007**

CEOs Delegation to Hyundai Motor India & Sona Koyo Steering Systems, Chennai

**September 25, 2007**

CEOs Delegation to Toyota Kirloskar Motor and Toyota Kirloskar Auto Parts, Bangalore

**February 2, 2008**

CEOs delegation to Tata Motors Ltd. & Bosch Chassis Systems India Ltd. (WR members also joined), Pune

**Export Drive Initiative**

**May 21-22, 2007**

Global Business Opportunities – Buyer-Seller Meet, Chennai

**Other Programmes**

**April 7, 2007**

4th Meeting of Karnataka & Hosur Members: Presentation on ERP by SAP & Wipro, Bangalore

**April 26, 2007**

5th Meeting of Chennai & Nearby members at Swathanthra Industries, Chennai

**May 21, 2007**

5th Meeting of the SR Committee, Chennai

**June 8, 2007**

5th Meeting of the Karnataka & Hosur members at Toyota Boshoku Automotive, Bangalore

**August 4, 2007**

6th Meeting of the Karnataka & Hosur members: Visit to Maini Precision Products, Bangalore

**August 23, 2007**

6th Meeting of Chennai & Nearby Members: Visit to CRP India Pvt. Ltd., Chennai

**September 6, 2007**

1st Meeting of ACMA (SR) Committee for 2007-2008, New Delhi

**September 17, 2007**

Presentation by Mr Srivats Ram, Chairman (SR), to French Automotive Delegation, Chennai

**September 27, 2007**

Presentations on “Brand without Borders” and “HR-Challenges of the Future” for YBLF and Karnataka & Hosur members, Bangalore

**October 30, 2007**

Meeting with Society of Indian Aeronautical Industry, Bangalore

**November 3, 2007**

1st Meeting of the Karnataka-Hosur based members, Bangalore

**November 5, 2007**

Participation at the Launch of Tamil Nadu Industrial Policy by the Chief Minister, Chennai

**November 15, 2007**

Presentation on Factoring by Global Trade Finance for Chennai & Nearby members, Chennai

**November 15, 2007**

1st Meeting of the Chennai & Nearby members, Chennai

**December 1, 2007**

2nd Meeting of the Karnataka-Hosur based members, Bangalore

**December 13, 2007**

2nd Meeting of the Chennai & Nearby members meet, Chennai

**December 29, 2007**

Members interaction with Mr M.F. Farooqui, Secretary, Government of Tamil Nadu, Chennai

**January 5, 2008**

3rd Meeting of Members in Karnataka & Hosur, Bangalore

**January 25, 2008**

2nd Meeting of Members of Chennai & Nearby, Chennai

**January 25, 2008**

Presentation on How ERP Helps CEOs, Chennai

**February 1, 2008**

Members Interaction with President & Vice President & Presentation on Supply Chain Management by Nokia, Chennai

**February 16, 2008**

4th Meeting of Karnataka & Hosur members, Bangalore

**February 16, 2008**

Presentation on Hazardous Waste Management by Dr. D.C. Sharma, RAMKY, Bangalore

**February 16, 2008**

Presentation on Benefits of ERP to Top Management – How ERP Helps CEOs of SMEs by ASM Technologies Ltd., Bangalore

**February 28, 2008**

3rd Meeting of Chennai & Nearby Members, Chennai

**February 28, 2008**

Presentation on Forex Hedging Tools for SMEs by HSBC Ltd., Chennai

**March 1, 2008**

5th Meeting of Karnataka & Hosur Members, Bangalore

**REGIONAL ACTIVITIES - WEST**

**Building Competencies**

**April 5-7, 2007**

Launch of Six Sigma Training Programme, Batch-VI in Pune

**June 7-10, 2007**

Six Sigma Training Programme, Batch-VI (Module-II), Pune

**July 12-14, 2007**

Six Sigma Black Belt Programme, (Module-III), Pune

**July 26, 2007**

Quality Circle Competition, Pune

**August 9-11, 2007**

Six Sigma Training Programme (Module-IV), Pune

**September 13-14, 2007**

Six Sigma Training Programme (Module-V) and Certification Programme, Pune

**October 5-6, 2007**

Workshop on Quality Circles, Pune

**October 26, 2007**

Launch of Six Sigma Training Programme, Batch-VII, Pune

**November 21, 2007**

Six Sigma Training Programme (Module-II), Pune

**December 11, 2007**

Training Programme on Enhancing Supervisory Skills, Pune

**December 19, 2007**

WR Members Meeting with President & Vice-President and Magna International Inc., Pune

**December 20, 2007**

WR training Programme on Enhancing Supervisory Skills, Aurangabad

**January 7, 2008**

WR training Programme on Enhancing Supervisory Skills, Pune

**January 7-9, 2008**

Six Sigma Training Programme (Module-III), Pune

**January 25, 2008**

Training Programme on Enhancing Supervisory Skills, Pune

**February 19, 2008**

Training Programme on Enhancing Supervisory Skills, Pune

**February 22-24, 2008**

Six Sigma Black Belt Training Programme, Batch-VII (Module-IV), Pune

**March 11-12, 2008**

Workshop on Quality Circle, Pune

**March 21-22, 2008**

WR Six Sigma Training Programme (Module-V) and Certification Programme, Pune

**OEMs Interaction****September 25, 2007**

Members joined the Plant visit to Toyota Kirloskar Motors and Toyota Kirloskar Auto Parts organised by Southern Region, Bangalore

**December 7, 2007**

Visit to John Deere & Carraro India, Pune

**February 2, 2008**

Members joined the Southern Region members to visit Tata Motors Ltd and Bosch Chassis System Ltd., Pune

**Other Programmes****May 8, 2007**

Members meeting with Delegation from Argentina, Mumbai

**May 21, 2007**

Members meeting with PSA Peugeot Citroen Purchasing Team, Mumbai

**May 22-23, 2007**

Presentation by ACMA Vice President at AutoIndia 2007, organised by Worldwide Business Research, Mumbai

**October 25, 2007**

WR Committee Meeting, Mumbai

**November 20, 2007**

WR Committee Meeting, Mumbai

**November 26, 2007**

WR Meeting with JAPIA Delegation, Mumbai

**December 21, 2007**

WR Committee Meeting, Mumbai

**January 22, 2008**

WR Committee Meeting, Mumbai

**February 15, 2008**

WR Nashik Members meeting, Nashik

**February 27, 2008**

WR Committee Meeting, Mumbai

**March 25, 2008**

WR Committee Meeting, Mumbai

**47TH ANNUAL SESSION & NATIONAL CONFERENCE  
NEW DELHI:  
SEPTEMBER 6, 2007**

**4**7th ACMA Annual Session & National Conference, the biggest annual gathering of giants from automotive industry, senior government policy makers, officials from diplomatic corps and other dignitaries, was held on 6th September 2007, in New Delhi. The theme for Annual Session and National Conference was "Building Competitiveness through Global Partnerships".

only by meeting stringent demands of OEMs but also the global OE requirements through operational excellence. OEMs, he said, fully share the sentiments of rising commodity costs and cost escalations involved in meeting stringent global emission norms in the automotive sector. However, he added, given the circumstances, there was a need for the industry to understand how sourcing economy could come in a different way. One such opportunity lies in using market access as a driver for trade relations. To address the issues of brainpower in the country, he emphasised on industry to partnership by building institutions and train manpower through industry-institution partnership. Mr Seshasayee suggested for ACMA and SIAM to jointly set-up an University to meet the specialised requirements of the automotive sector.



Honourable Guests at 47th Annual Session & National Conference

**Chief Guest, Shri Sontosh Mohan Dev, Hon'ble Minister for Heavy Industries & Public Enterprises,**

inaugurated the Annual Session. The Minister mentioned that "Innovation, Design, Technology are mantras for sustained competitive edge". Technology is changing very fast and the industry should explore all options including collaborative research to meet this challenge. Shri Dev said that though India has successfully managed its transition to WTO –compatible regime without hurting local industry, India may still face stiff competition from emerging economics of South East Asia, Latin America and China. On the subject of FTAs, he assured the industry that the Ministry would make all efforts to ensure that consensus as reflected in the AMP is adhered to in the FTA Negotiations.

**Mr Neil De Koker, President & CEO, Original Equipment Suppliers Association (OESA), U.S.A.,**

made a scintillating presentation on "Global Competition, Partnership Opportunities : The Supplier's Perspective from the United States". Mr Koker mentioned that trends that will continue to drive globalisation are Labour cost disadvantage, Improving quality trends, Falling regulatory barriers and Improving infrastructure. He said that key partnership factors include, to deliver best total cost, to close the gap between global expected cost savings and realised cost savings. His presentation carried a very significant point that India is on the U.S.A. Supplier Radar Screen and trade with India is positioned to grow.



Chief Guest, Shri Sontosh Mohan Dev, Minister, MOHI&PE, addressing the audience

**The keynote address was delivered by the Guest of Honour, Mr R. Seshasayee, Managing Director, Ashok Leyland,**

who complimented the auto component industry on carving a place for the sector not

**Mr Gerald B. Fedchun, President, Automotive Parts Manufacturers Association (APMA), Canada,**

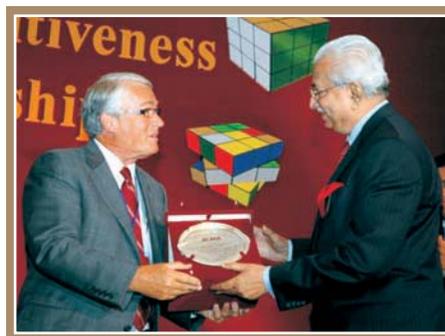
made presentation on "Collaborating with Canadian Automotive Suppliers". Mr Fedchun said that the key factors for successful partnerships are strived to remain globally competitive with enhanced R&D, innovation and investments in human resources. On collaboration, he mentioned that one of the various methods for successful collaboration



Mr Sanjay Labroo, Vice President, ACMA, at the Conference



ACMA memento being presented to Guest of Honour, Mr R. Seshasayee, Managing Director, Ashok Leyland



ACMA memento being presented to Mr Neil De Koker, President & CEO, OESA

**47TH ANNUAL SESSION & NATIONAL CONFERENCE  
NEW DELHI:  
SEPTEMBER 6, 2007**

is to have agreement between companies to collaborate – sales agency, marketing alliance, distributor agreement, new product development and R&D.

**Dr Harsh Vardhan, Partner & Director, The Boston Consulting Group (India) Pvt. Ltd.,** made a presentation on “Successful M&A”. Dr Vardhan mentioned that it is very important to ensure smooth process in a time-pressured environment with multiple parties involved in M&A.

**Mr Ajay Arora, Partner, Ernst & Young** made a presentation on “M&A implementation”. Presenting overview of M&A, mentioned the key factors for successful M&A implementation. He also talked about the key points emerged from the experiences of M&A in regard with Tata-Corus, Hindalco-Novelis and Aban Offshore-Sinvest ASA transaction.

**Mr Raghu Mody, President, ACMA,** in his address highlighted the need for the auto component industry to seek greater investments from all parts of the world as there is stiff competition and many other countries that are targeting the same investment. On building global partnerships, Mr Mody mentioned that larger companies have the wherewithal to locate and manage partners in the Tier-1 position but the real challenge is to make this happen at the Tier-2/3 level. Touching on the trends of outgoing M&A in the industry, Mr Mody advised the industry to exercise caution to ensure that long term success and benefits from such partnerships. President also urged Government to set-up many more IITs and Regional Engineering Colleges in such a manner that these are available to the economically challenged, thereby enabling inclusive growth in the economy.



Mr Gerald B. Fedchun, President, APMA, being presented ACMA memento



Mr Raghu Mody, President, ACMA, addressing the audience



ACMA memento being presented to Mr Ajay Arora, Partner, Ernst & Young



Guests at the National Conference



Dr Harsh Vardhan, Partner & Director, The Boston Consulting Group (I) Pvt. Ltd., being presented ACMA memento

**ACMA AWARDS  
2006-07  
FOR EXCELLENCE**



Line-up of ACMA Awards for Excellence

The Awardees had been selected by a panel of eminent Jury members. Mr Jagdish Khattar, Managing Director, Maruti Udyog Ltd., Chaired the ACMA Awards Jury panel for 2006-07. Other members of the Jury were: - Mr Vinod Dasan, COO, Ashok Leyland Ltd.; Dr Arun Jaura, Sr. Vice President, Mahindra & Mahindra Ltd.; Mr Rajeev Kapoor, Vice President, Hero Honda Motors Ltd. & Mr Shrikant Marathe, Director, ARAI.

Over the years, the ACMA Annual Awards have emerged as highly coveted recognitions of excellent performance in various fields of operation, for the Indian auto component industry. The ACMA Awards process has been refined and honed continuously to make these awards more meaningful and reflective of true excellence.

Winners of ACMA Awards for the year 2006-07 were:

**EXPORTS**

**Non-SSI Category**

- Gold Trophy : Bharat Forge Ltd., Pune
- Silver Trophy : Indo Schottle Auto Parts Pvt. Ltd., Pune
- Bronze Trophy : Hi-Tech Gears Ltd., Bhiwadi

**SSI Category**

- Gold Trophy : Hindustan Hardy Spicer Ltd., Nasik
- Silver Trophy : Jumps Auto Industries Ltd., Gurgaon
- Bronze Trophy : Accurate Products Corporation Pvt. Ltd., Chennai

**TECHNOLOGY**

- Gold Trophy : Lucas TVS Ltd., Chennai
- Silver Trophy : Shriram Pistons & Rings Ltd., Ghaziabad
- Bronze Trophy : Sundram Fasteners Ltd., Hosur

**QUALITY AND PRODUCTIVITY**

**Non-SSI Category**

- Gold Trophy : Ucal Fuel Systems Ltd., (Gurgaon Plant)
- Silver Trophy : IP Rings Ltd., (Chennai Plant)
- Bronze Trophy : Ucal Fuel Systems Ltd., (Pondicherry Plant)

**SSI Category**

- Gold Trophy : Nipman Fastener Industries Pvt. Ltd., (Manesar Plant)
- Silver Trophy : Nipman Fastener Industries Pvt. Ltd., (Ghaziabad Plant)
- Bronze Trophy : New Swan Enterprises (Ludhiana Plant)

**RECOGNITION FOR MANUFACTURING EXCELLENCE**

- Gold Trophy : (i) Rane TRW Steering Systems Ltd., (Chennai Plant)  
(ii) Motor Industries Company Ltd., (Bangalore Plant)
- Silver Trophy : Ucal Fuel Systems Ltd., (Chennai Plant)
- Bronze Trophy : (i) Pricol Ltd., (Coimbatore Plant)  
(ii) Lumax Industries Ltd., (Dharuhera Plant)

**ACMA QUALITY CIRCLE COMPETITIONS**

Over the years, training and development of skills has emerged as a critical requirement for the auto component industry in its current high growth phase. The industry has taken many initiatives in this direction, some of which are firm-level steps and some are industry-level initiatives taken through ACMA.

One of the most important initiatives taken by ACMA is to involve the Shop-Floor Associates in the Quality Circle Movement. ACMA and ACT organised QC Competitions at the Regional and National Level with the objective of bringing Organisational Development through Total Employees Involvement, by promoting Team Building and problem solving skills at the grass root level.

All the Regional QC Circle Competitions had been successfully held in the Northern, Southern and Western Regions. Total 102 teams participated at the regional level competitions. The 2nd National QC Competition was held on 10th August, 2007, in New Delhi, wherein the winners of the Regional Competitions participated for the 1st, 2nd and 3rd Positions at the National Level.

An eminent Jury comprising of experts from OEMs and QCFI adjudged the presentations made by all the QC Teams in the National Competition. The Jury comprised of Mr M. Muthuraj, Senior Vice President (Operations), TVS Motor Company Ltd.; Mr Bharat Rajadhyaksha, General Manager (TQM), Force Motors Ltd.; Mr A. K. Verma, Asstt. GM, Hero Honda Motors Ltd. and Mr Mahendra Aggarwal, Director, QCFI.

Dr Krishan Kumar, Director, Maruti Centre for Excellence, was the Chief Guest for the programme and also graced the occasion by distributing the trophies to the winning teams.

A brief summary of the top three award winning QC Circle Teams at the National and Regional level are as follows:-

**NATIONAL WINNERS**

Position	Name of QC Team	Company Name
First	Lupinus	Sundaram Auto Components Ltd., Hosur
Second	Magic	Delphi-TVS Diesel Systems Ltd., Chennai
Third	Newton	Rico Auto Industries Ltd., Gurgaon

**REGIONAL WINNERS**

Position	Name of QC Team	Company Name
<b>Northern Region</b>		
First	Utsah	Motherson Sumi Systems Ltd., Noida
	Lakshya	Minda Corporation Ltd., Noida
Third	Newton	Rico Auto Industries Ltd., Gurgaon
Third	Tiger	Asahi India Glass Ltd., Rewari
<b>Southern Region</b>		
First	Lupinus	Sundaram Auto Components Ltd., Hosur
Second	Magic	Delphi-TVS Diesel Systems Ltd., Chennai
Third	Vikasa	Rane Madras Ltd., Mysore
<b>Western Region</b>		
First	Prajakta	Harita Seating Systems Ltd., Pune
Second	Patang	Jaya Hind Industries Ltd., Pune
Third	Rajgarh	Kirloskar Oil Engines Ltd., Ahmednagar
Third	Achievement	Tata Yazaki Autocomp Ltd., Pune

**WINNERS OF THE QUALITY CIRCLE COMPETITION 2006-07**



Line-up ACMA Awards for Quality Circle Competition

**GLOBALISATION & INDIA BRAND BUILDING**

The year saw ACMA reaching out to the world and the world reaching out to India with greater intensity. The Association spent a lot of time in promoting the Indian auto component industry, internationally, through multi-country delegations, participation in relevant and high-profile exhibitions, hosting numerous meetings with visiting delegations to India and organising buyer-seller meets. The Association also had meetings with commercial consulates of various Embassies in India from other countries.



Dr R. C. Panda at the ACMA V.I.P. Lounge, SAE Show



Dr Pawan Goenka, Mahindra & Mahindra, at ACMA Stand, SAE Show



Indian delegation members at DaimlerChrysler Technology Centre, Detroit



ACMA Private Exhibition at Kamaz, Russia

**Participation in International Auto Shows**

India's presence was quite evident and visible at **SAE 2007– World Congress and Exhibition, at Cobo Centre, Detroit, Michigan, U.S.A., from April 16-19, 2007.** ACMA had booked 3,000 sq. ft. for its 23-members. The event is organised by Society of Automobile Engineers (SAE). Toyota, the host of the SAE World Congress, this year had chosen sustainable mobility as this year's theme.

The India presence at SAE was led by Dr R.C. Panda, Secretary, Ministry of Heavy Industries and Public Enterprises, visited the Show.

Reception was hosted by **DaimlerChrysler (DC) at the Supplier's Meet on 18th April 2007,** at Chrysler Museum at Auburn Hills. The session started with a welcome address by Mr Richard Chow-Wah, VP – Powertrain Manufacturing, followed by the opening remarks by Mr Peter Rosenfeld, Executive VP – Procurement and Supply.

Few members participated at **Asia Pacific American Chamber of Commerce (APACC) for B2B meet on 17th April, 2007,** and it was a good opportunity to network with Buyers and to discuss with APACC for a joint event for 2008.

Reception and Dinner was hosted by ACMA along with the American Society of Engineers of Indian Origin (ASEI) on 16th April, 2007, in honour of Secretary MoHI, and was attended by over 50-NRI Engineers based in Detroit. Secretary, MoHI&PE, made a detailed presentation on the developments in the economy, especially in the Indian automotive sector and the business climate.

The Secretary, MoHI&PE visited the Indian Pavilion at the SAE Show, on April 17, 2007, and visited participating company stands at the India Pavilion and personally interacted with the exhibitors which was organised by ACMA with the financial support from the Ministry of Heavy Industries & Public Enterprises.

ACMA organised a delegation visit to **DaimlerChrysler plant and Technology Centre at Auburn Hills, on April 19, 2007.** A high-level team from DC met the Indian delegates and made a detailed presentation. The Indian team met Mr Dennis Krozek, Engineering Director and Mr Donald M Kurowski, Director-International Procurement & Strategy Mopar Procurement. The team also met Mr Tom Lasorda, CEO Chrysler Group and Mr Frank Kleegan, Executive VP, Product Development. Mr Lasorda informed the delegates that DC is likely to increase its outsourcing from India and was felt that ACMA could play an important role for the DC's initiatives.

Russia's auto market has huge growth potential with its economic recovery. There were 8-companies with 13-delegation members who participated in **Private Show at KAMAZ Inc. from June 23-26, 2007,** and also visited at Kamaz's permanent exhibition ground at Chelny, Russia.

The delegation visited **Kamskiy Avtomobilny Zavod (Kamaz) Inc's** R&D division, engine assembly plant and its model display yard. Kamaz Inc. top management including Mr Seregey Kogoghin, Director General, visited the show and interacted with the participating company.

The delegation interacted with MD of **Gorkovsky Avtomobilny Zavod (GAZ)**, and also visited their company facility. As the demand for quality auto component is on rise, ACMA would organise more private show for the OEMs like GAZ and Avto Lada.

After a gap of one year, ACMA participated at **Moscow International Motor Show (MIMS), from August 29-September 2, 2007**, with a view to track Russia, which is creating huge opportunities to low cost countries for procuring quality auto components.

ACMA organised a joint stand with 15-member companies who exhibited their products at the Show. There is a huge demand from the replacement market as 80% of the vehicles are ageing more than 5 years. Some participating companies got huge number of business enquiries and expecting a good business in this region.

ACMA for the first time organised a joint participation of its members at the **62nd Internationale Automobil Ausstellung (IAA – World's Largest Passenger Car Show), held from September 13-23, 2007**, organised by ACMA's counterpart in Germany, Verband der Automobilindustries (VDA), in Frankfurt.

September 11th and 12th were organised as the Press Days. On September 13, 2007, the German Chancellor, **Dr Angela Merkel**, officially inaugurated the IAA Show. In addition to the Chancellor and VDA President Mr Wissmann, other speakers at the IAA opening ceremony were the Indian Minister for Heavy Industries, **Shri Sontosh Mohan Dev**, and Frankfurt's Mayor, **Dr Petra Roth**.

At **India Day on 14th September 2007**, a high-level delegation from India, led by **Shri Sontosh Mohan Dev**, Hon'ble Union Minister, MoHI&PE, Government of India, also visited the Show.

The Hon'ble Minister and other delegates made presentations informing the representative about the potential and future growth of Indian economy.

**Mr Sanjay Labroo, President of ACMA** hosted a dinner on **September 14, 2007**, in honour of **Shri Sontosh Mohan Dev** and the Indian Delegation along with the participating companies. ACMA saw a group participation of 6-companies and 8-ACMA members had displayed their product catalogue at the ACMA Information booth.

To build on relationships with the South African market that could be mutually beneficial to the two countries, ACMA participated for the first time in a focused automotive trade show of **South Africa- SAAW 2007, held in Port Elizabeth from 3-5th October, 2007**, had participation from a number of automobile and component manufacturers with support of ACMA's counterpart NAACAM (National Association of Automotive Components and Allied Manufacturers); NAAMSA (The National Association of



ACMA members at the KAMAZ facility, Russia



Visitors at ACMA Stand, MIMS, Moscow



Speakers at IAA India Day, Germany



Dignitaries at IAA Show, Germany



Union Minister **Shri Sontosh Mohan Dev**, MoHI&PE, and ACMA President **Mr Sanjay Labroo** at the IAA Show



Participants at IAA India Day, Germany

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Automobile Manufacturers of South Africa) and RMI (The Retail Motor Industry of South Africa).



ACMA participation at SAAW, South Africa

The Premier of the Eastern Cape Province of South Africa- Ms Nosimo Balindlela visited the India Pavilion and met with the ACMA members participating at the show. Her visit to the ACMA Pavilion was taken note of by the local media with very prominent coverage on the cost competitiveness of the Indian autoparts and on ACMA & India's participation in the South African Automotive Week.



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

Apart from a number of Conferences and Seminar during SAAW 2007, NAACAM also had its AGM that included presentation by the senior team from Tata Motors on their future vehicles and on Tata's upcoming project in Rosslyn, South Africa.



Mr L. Ganesh , ACMA Past President, making a presentation at Forum Indien Conference, Germany

ACMA also organised a plant visit to General Motors South Africa, the COEGA Industrial Development zones, business and logistics parks and the new harbour of Port Elizabeth for container loads. Members visited the body shop, paint shop and assembly area of the Hummer and Opel model of GMSA. In all, there were 7-ACMA member companies who participated in SAAW 2007. The show was personally visited by Mr Sushil



Mr Deep Kapuria, Past President & Chairman-Globalisation & India Brand Building, ACMA, at the lamp lighting ceremony of Indian Supplier Expo organised by DaimlerChrysler, Sindelfingen, Germany



Mr A. K. Taneja, Past President, ACMA, at the VW Supplier Conference, Pune

Dobhal, Vice Consul (Com), CGI- Durban, who interacted with the participating member companies and apprised them on the South African automotive market.

**2nd Iran International Auto Parts Fair- IAP 2007, Tehran, Iran, from December 18-21, 2007**, saw participation from 8-ACMA member companies.

The ACMA Stand was visited by the Indian Embassy officials Mr Manbeer Singh, Ambassador; Mr Ashish Padhi, Commercial Counsellor; Mr A P Narayan, Second Secretary and Mr A K Puri, Marketing Assistant. ACMA also had a meeting with Dr M B Rejal, Chairman of Iran Auto Parts Manufacturing Association (IAPMA). There was coverage in prominent Iranian Press about the Indian auto component manufacturer's joint participation at the 2nd IAP 2007.

**India Projection**

ACMA was once again invited by Forum Indien, Germany, to make a presentation on the Indian auto component industry at their Annual Conference in Stuttgart. Mr L. Ganesh, Past President, ACMA, represented ACMA and made a presentation on "Global Competitiveness of Indian Auto Component Industry & It's Sustainability" at the **Forum Indien Conference on May 3, 2007**.

Mr Deep Kapuria, Past President and Chairman-Globalisation & India Brand Building, ACMA, represented Indian auto component industry at the **Indian Supplier Expo organised by DaimlerChrysler, in Sindelfingen, Germany, on May 24, 2007**, and made a presentation on "Global Competitiveness and Indian Auto Component Industry & It's Sustainability". More than 25 pre-selected Indian suppliers from the Indian auto industry where invited to show case their potential in this Suppliers' meet organised by DaimlerChrysler.

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ACMA has been very closely working with Volkswagen for the past few years and have already organised pre / post audit tours for VW. ACMA was invited to support VW's 1st Conference.

Mr A.K. Taneja, Immediate Past President, ACMA, made a presentation on "Global Competitiveness of Indian Auto Component Industry & It's Sustainability" at the **1st Volkswagen Suppliers Conference, on June 7, 2007, in Pune, India.**

**Outgoing Missions**

ACMA organised a **CEOs' Mission to Italy** from **May 14-18, 2007**, with the support of it's counterpart in TurinUnione Industriale Torino and Confindustria (Emilia Romagna Region) in Bologna and Modena. The mission was led by Mr Raghu Mody, President, ACMA, and Deputy Mission Leader, Mr Sanjay Labroo, Vice President, ACMA, along with 20-delegates from the Industry.

Both the Associations extended their full support to ACMA and felt there are lot of opportunities for the Indian auto component manufacturers with the Italian companies. The mission delegates visited FIAT Auto, IVECO/CNH, FPT, etc.

Mr Sanjay Labroo, President, ACMA, led a 22-member delegation to **China from March 10-15, 2008.** The ACMA members had visits to and interactions with the leading OEMs, viz., Beiqi Foton Motor Co. Ltd, Dongfeng Motor Corporation, Chery Automobile Co. Ltd., Geely Group Zhejiang Motorcycle Co. Ltd, Shanghai General Motors, Tianjin FAW Toyota Motor Corporation, Tianjin FAW Xiali Automobile Co. Ltd etc. The delegation had an opportunity to interact and visit the facilities of auto component manufacturers such as, Dongfeng BEHR Thermal System Co., Ltd.; Tianjin FAW Toyota Engine Co., Ltd.; Wuhu Shengli Brake Co., Ltd.; Siemens VDO Wuhu Automotive Instruments Co., Ltd.

; Shejiang Zomax Auto Transmission Co. Ltd., Zhejiang Yue Ling Wheel Hub Manufacturing Co. Ltd. It was unequivocally felt that every company should have a China strategy, even if there is no direct engagement with China. The mission members brought back a lot of learning from the Chinese auto industry.

**Incoming Delegations / Meetings**

On **May 21, 2007**, ACMA had an **interactive session with H.E. Dr Edurado Sojo, Minister for Economy, Mexico;** along with a high-level Mexican delegation. The objective of the delegations' visit was to strengthen the economic and commercial relationship between both the countries. Mr Solis spoke about the challenges and opportunities in Mexico laying importance on the business opportunities with the Mexican automotive industry. It was also agreed to work together on the areas of similar interest with Mexican Industry and a possible delegation and mutual co-operation to be strengthen between the two industry.

ACMA had a **meeting with Delegation from Chongqing, China, on March 13, 2008, in New Delhi.** Mr Deep Kapuria, Past President and Chairman (Globalisation & India Brand Building), ACMA, welcomed Mr Qian Zhaogang, Vice Director, Chongqing Foreign Trade & Economic Relation



CEOs' Mission members, Italy



Delegates at Meeting with Confindustria, Italy



CEOs' Mission members, China



Meeting with Chinese delegation from Chongqing, New Delhi



Meeting with H.E. Edurado Sojo, Minister of Economy, Government of Mexico, at New Delhi

**GLOBALISATION & INDIA BRAND BUILDING**



ACMA memento being presented to Dr Karl Nowak, President-Corporate Sector Purchasing, Robert Bosch, at Indian Europe Automotive Supplier Meet, Stuttgart, Germany



Dr Ferdinand Allerkamp, Bosch India, addressing the participants at the Indian Europe Automotive Supplier Meet, Stuttgart, Germany



Business meetings at Indian Europe Automotive Supplier Meet, Stuttgart, Germany



2nd Megna ACMA Indian Supplier Conference & Business Meet, New Delhi

Committee. Mr Kapuria made a presentation on "Global Competitiveness of Indian Auto Component Industry & It's Sustainability". Mr Zhaogang presented the information about motorcar industry in Chongqing. Mr Kapuria mentioned ACMA will be pleased to extend all support to strengthen the business relation with Chongqing province.

**Specialised one-to-one Business Meetings**

ACMA-Bosch organised a **India Europe Automotive Supplier Meet at Stuttgart, Germany: October 22-23, 2007**. ACMA proposed Bosch to organise an event in Germany with a broader objective of match-making between Tier-2/3 suppliers of Bosch and Indian SMEs to strengthen and build linkages for JV and technology transfer as well as to create new opportunities for the industry.

The Indian participants made new contacts and renewed the

opportunities with OE Tier-1 as well as with Tier-2/3 companies. Each company on an average was able to meet at least 8-potential contacts for future co-operation.

ACMA in co-operation with Magna organised the **2nd Suppliers Conference, New Delhi, on November 1, 2007**.

8-members delegation from Magna global sourcing operations along with the Indian operation participated at the meet. More than 110-companies were short-listed by Magna for participation this time.

Mr Carl Smiley, Executive Director (Asia-Pacific), Magna, touched upon the commitment that Magna has towards India and being further strengthened with such Suppliers Meet.

Mr Deep Kapuria, Past President and Chairman-Globalisation Committee & Brand Building, ACMA, made a presentation on the "Global Competitiveness of Indian Auto Component Industry & It's Sustainability". Mr Kapuria briefed Mr David McKinnon, Minister Counsellor, Canadian High Commission, about the initiatives being taken by ACMA in strengthening the relationship with its counterpart in Canada, APMA, as well as, the support being provided by the Canadian High Commission.

Mr McKinnon during his address said that the High Commission would continue to strengthen the relationship and talked about participation of Canadian Industry in India as well as possible co-operation between the two countries in the field of technology and R&D institution.



Business meetings at 2nd Indian Supplier Conference & Business Meet, New Delhi

**Expanding International Linkages with Counterparts**

Building linkages globally for strengthening mutual business cooperation has been ACMA's initiative over the years. The latest link to its global scenario was the **signing of the Memorandum of Understanding (MoU) with Original Equipment Suppliers' Association (OESA) at a ceremony on September 6, 2007 in New Delhi,**



ACMA signs MoU with OESA, U.S.A., in New Delhi

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coinciding with the ACMA's 47th Annual Session. The Indian industry has good relations with the U.S.A. industry and looks at further strengthening its ties with the signing of this MoU.

**Other Meetings**

During ACMA's participation at SAE show 2007, ACMA had a meeting with APMA, Canada, and it was felt that there is a keen interest of Canadian companies towards Indian companies. To take this interest further a **Virtual Trade Mission (Video Conferencing) with Canada and Chennai, Delhi & Mumbai, was conducted by Ministry of Economic Development and Trade, Investment and Trade Division, Toronto, on July 10, 2007.** The video conference was held with Windsor and Kitchner, Canada and ACMA Offices in New Delhi, Mumbai and Chennai from India. Participants from Canada included representatives of auto component manufacturing companies, APMA, Windsor Essex Development Commission, Mr Abhijit Chattopadhyay, Vice Consul (Commercial) Consulate General of India, Toronto, Canada. It was the first such joint initiative between SIAM, ACMA and CII with the Canadian Government and Auto Parts Industry.

The objective of this meeting was to facilitate better understanding of the Indian and Ontario automotive sector, and to discuss the business potential in the respective countries. Mr Deep Kapuria, Past President & Chairman-Globalisation Committee, ACMA, made a presentation on "Global Competitiveness of Indian Auto Component Industry & It's Sustainability". Mr Sudam Maitra from SIAM also made a presentation on "The Indian Automobile Industry". The Canadian conference was coordinated by Mr Matthew Fischer, Windsor and similar presentations were made by the Canadian side.

ACMA supported CII at the Joint Stand participation in **Equip Auto 2007, Parc des Expositions, Paris, France, from October 15-20, 2007,**

organised by FIEV, ACMA's counterpart in France. The CII-ACMA stalls had 16-participants including 5-ACMA members in an area of 272 sq. mts. It is an aftermarket show and attracts buyers from Europe, Africa and South America.

ACMA had meeting with the Chairman, CEO, International Head & India Club Chairman of FIEV, for furthering the co-operation between the two organisations.

ACMA organised a **meeting with European Aeronautic Defence and Space Company (EADS), October 26, 2007, in New Delhi.** Mr Deep Kapuria, Past President and Chairman-Globalisation & India Brand Building Committee, ACMA, made a presentation about Global Competitiveness of Indian Auto Component Industry & It's Sustainability. Mr Philippe Advani, Vice President Global Sourcing Network, EADS, made a presentation about the organisation. ACMA and EADS have agreed to work closely with the industry to look at possible co-operation and new opportunity with the aero space industry.

ACMA organised a **meeting with PSA Peugeot Citroen, on November 29, 2007, in New Delhi.** Mr Sanjay Labroo, President, ACMA welcomed Mr Gerard Laboisie, Supplier Assessment Executive Manager and Mr Prevost, Industrial Expert, PSA Peugeot Citroen. Mr Labroo made a presentation on Global Competitiveness of Indian Auto



Video Conferencing with Canada – Virtual Trade Mission, at Chennai, New Delhi, Mumbai



Visitors at Equip Auto 2007. Paris



Meeting with FIEV at Equip Auto 2007. Paris



ACMA President interacting with PSA Peugeot Citroen team, New Delhi



Meeting with EADS, New Delhi

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Component Industry & It's Sustainability, which was then followed by a presentation by Mr Laboisse about PSA. PSA Peugeot Citroen is looking for a possibility of establishing a factory in Russia and are trying to understand the Indian market as they have plans of establishing a factory in India as well by 2010.

"Chinese Auto Component Industry". Avlon Consulting made presentation on "China's Auto Component Manufacturing Strategy and its Competitiveness vis-à-vis India".

There was a panel discussion and panelists at the Conference were:-

- Dr V. Krishnamurthy, Chairman, NMCC, Government of India;
- Dr Surajit Mitra, Joint Secretary, Ministry of Heavy Industries & Public Enterprises, Govt. of India;
- Dr V. Govindarajan, Member Secretary, NMCC, Government of India;
- Mr L. Ganesh, Past President, ACMA; and
- Mr Deep Kapuria, Past President, ACMA.

The seminar saw a gathering of both component manufacturers as well as OEMs and Government.

To judge the Indian auto component industry's competitiveness vis-à-vis Chinese auto component industry, ACMA organised a one-day seminar on **Competitiveness of Auto Component Manufacturers Focus: China vis-à-vis India, December 10, 2007, in New Delhi**. Guest of Honour was Mr. G.K. Pillai, Secretary – Commerce Ministry of Commerce & Industry; Key Note Address was delivered by the Chief Guest, Dr. V. Krishnamurthy, Chairman, NMCC, Government of India. Mr Tetsuya Kobayashi, Dy Senior Researcher, Research Dept. – Economic Research Institute, Japan Society for the Promotion of Machine Industry, and Japan on



Mr Sanjay Labroo, ACMA President, addressing the participants at Conference of Auto Component Manufacturers Focus: China vis-à-vis India, New Delhi



Mr Tetsuya Kobayashi, Dy. Senior Researcher, Research Dept.- Economic Research Institute, Japan, giving a presentation at the Conference, New Delhi



ACMA memento being presented to Dr V. Krishnamurthy, Chairman, NMCC at the Conference, New Delhi

**EXECUTIVE  
COMMITTEE  
MEETINGS**

**6th Meeting of the  
ACMA Executive Committee for  
2006-2007, Mauritius: May 4, 2007**

The visit to Mauritius was combined with business and pleasure as the spouses also joined for the programme. The main objective of the meeting was to understand how Mauritius can be a gateway for our exports to Africa, especially to South Africa.

EC members interacted with Sir Anerood Jugnauth, President; Dr Ahmed Rashid Beebeejaun, Deputy Prime Minister; Mr M Choonee, High Commissioner to India, of Republic of Mauritius and Mr B. Jai Shankar, High Commissioner, Mauritius, Mr Gaurav Shrestha, First Secretary, also joined for the meeting.

The members gathered information on the business climate in Mauritius and what kind of manufacturing activities does Mauritius encourage.

**7th Meeting of the ACMA Executive  
Committee for 2006-2007,  
Nashik: June 22, 2007**

The ACMA Executive Committee members interacted with Dr Pawan Goenka and the Mahindra-Renault team. This was members' first visit to the Nashik facility.

The auto component industry sees Mahindra & Mahindra as a shining star of the new-age Indian automotive industry. The successful development of the Scorpio which has been a big hit has not only proved to the world that India is a automotive power to reckon with, but has also given the component industry a new confidence that we do have the capability of being second to none.

The Mahindra-Renault tie-up has created further excitement in the industry. As component manufacturers, ACMA is proud to be associated with M&M and with Mahindra Renault as partners and assured ACMA's

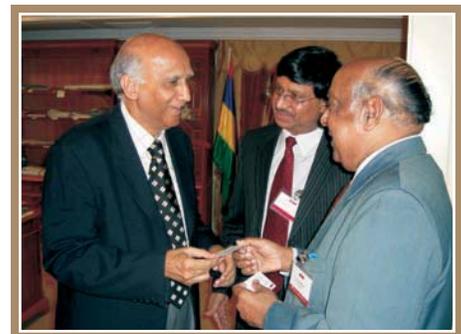
wholehearted cooperation and support to Mahindra Renault's future growth and development strategies. ACMA would be delighted if M&M could join the Supplier Development movement of ACMA and support this movement.

**8th & Final Meeting of the  
ACMA Executive Committee  
for 2006-2007,  
Chennai: August 1, 2007**

The ACMA EC meeting at Chennai saw a lot of discussions on FTAs. The members interacted with Mr Liam Benham, Vice President, Ford Thailand and Mr T. S. Vishwanathan, Senior Advisor, CII, to learn about the current developments in Trade Policy with special focus on FTAs and PTAs, including the Indo-Thai FTA and Indo-ASEAN FTA. The sessions covered the overview of the status on various FTA negotiations. FTAs are a lot relevant subject in today's scenario and were discussed in-depth debate at the meeting.



(L to R) H.E. Mr M. Choonee, High Commissioner to India, Republic of Mauritius; Mr Raghu Mody, ACMA President; Sir Anerood Jugnauth, President of Republic of Mauritius; Mr J.S. Chopra, ACMA EC Member, during the members interaction at Mauritius



Dr Ahmed Rashid Beebeejaun, Deputy Prime Minister of Mauritius, interacting with ACMA President



ACMA memento being presented to Dr Pawan Goenka, Nashik



H.E. Mr B. Jai Shankar, High Commissioner, High Commission of India, during the interaction



EC members at the interaction with Mahindra & Mahindra, Nashik



Mr Liam Benham, VP, Ford-Thailand, interacting with EC members, Chennai

**EXECUTIVE  
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ACMA memento being presented to Mr Liam Benham,VP, Ford-Thailand, at Chennai



Mr Raghu Mody, Immediate Past President, ACMA, congratulating, the newly elected ACMA President, Mr Sanjay Labroo



The newly elected ACMA, Vice President, Mr J. S. Chopra, being welcomed by Mr Raghu Mody, Immediate Past President, & Mr Sanjay Labroo, President, ACMA



EC members interaction with Mr. Jagdish Khattar, MD, & Mr. S. Maitra, ED, Maruti Suzuki

**1st Meeting of the  
Re-Constituted ACMA  
Executive Committee  
for 2007-08,  
New Delhi: September 6, 2007**

Mr Raghu Mody, President, ACMA, welcomed the members to the 1st meeting of the Re-constituted Executive Committee for the year 2007-08. President recounted the earlier session of the day and expressed happiness at the excellent attendance and the outstanding talk and presentations by Hon'ble Minister Shri Sontosh Mohan Dev, Mr R. Seshasayee, Mr Gerry Fedchun, Mr Neil DeKoker, Mr Ajay Arora and Dr Harsh Vardhan. He also placed on record his appreciation and thanks to the ACMA Past Presidents and members for their presence and making the event a grand success. Mr Mody, then welcomed Mr Sanjay Labroo, the newly elected ACMA President. This was then followed by welcome of Mr J.S. Chopra, the newly elected ACMA Vice President.

**2nd Meeting of the ACMA  
Executive Committee  
for 2007-08,  
New Delhi: October 12-13, 2007**

The visit to and meeting with Maruti Suzuki India Ltd., Gurgaon, was an integral part of the Association's activities and provided many insights into best practices being followed, knowledge about customers' strategy and business plans, requirements from vendors in terms on new product development, technology and quality and customers' perspectives on the growth and future trends of the industry.

The meeting with vehicle manufacturer enabled ACMA to continue its momentum of a close working relationship with the vehicle sector. Mr Gautam Thapar, Chairman, BILT and Chairman Crompton Greaves, interacted with the EC members on the subject of "Growth Through International Acquisitions". This was a subject of great interest for the auto component industry in its current growth



EC members interaction with Mr Gautam Thapar, Chairman, BILT and Chairman, Crompton Greaves, New Delhi

**3rd Meeting of the ACMA Executive  
Committee for 2007-08,  
Chennai: December 14-15, 2007**

After a long gap since August 2003, ACMA EC members visited Hyundai facility and interacted with their top management. Hyundai is today the second largest car manufacturer after Maruti having made 3.15 lakh cars in the FY 2006-07. It is today a market leader which is a great achievement for any MNC operating in India. The arrival of Hyundai in India had started a new chapter in the small car industry in India. That was a time, when many global car manufacturers were entering into the country and there



ACMA memento being presented to Mr. T. Kobayashi, Sr. JMD, Maruti Suzuki

**EXECUTIVE  
COMMITTEE  
MEETINGS**

Hyundai in India had started a new chapter in the small car industry in India. That was a time, when many global car manufacturers were entering into the country and there was excitement as well as apprehensions all round.

Mr M.M. Muruguppan, Chairman, Carborandum Universal Ltd., interacted with the EC on "How to Professionalise Family Businesses", which is very relevant to the auto component industry. Mr Muruguppan is a member of the Group Supervisory Board and Chairman of the Murugappa Group.

The presentation of Avalon Consulting on China was extremely informative specially the way China provides subsidies to their various industry sectors and global dominance in manufacturing. The session also included Redefining Competitiveness in Manufacturing- The Emerging Future, Subsidies and WTO Obligations, Implications for Indian auto component industry manufacturing sector in China. The Government has managed to put in place policies to potentially transform the manufacturing sector and redefine the competitiveness of China.

**4th Meeting of the ACMA  
Executive Committee for 2007-08,  
Mumbai: February 8, 2008**

The EC members interacted with VW team. The EC meeting have seen a lot of interaction with the Thought Leaders in the past. At the 4th EC meeting, Ms Anu Aga, Director & Former Chairperson, Thermax Group, interacted with the members on "Succession Planning", as the Thermax Group has moved from strength to strength over the years. She talked on how it is important to preserve both the family and the business, there needs to be a



EC Members visit to Hyundai

balance between the two. The interaction reinforced the importance of human resource development as the key to success. The President and the EC placed on record their appreciation to Ms Aga and her team for the excellent work being done.

**5th Meeting of ACMA  
Executive Committee  
for 2007-08,  
New Delhi : March 4, 2008**

While deliberating on the presentation made by PwC on the implications of the Union-Budget, PwC provided some inputs on the key issues which need to be taken up with the Government. One of the suggestions by PwC was to seek a 125% weighted deduction in R&D on work outsourced to foreign R&D institutions. At the moment the institution needs to be registered in India.

An interaction with NASSCOM was organised earlier in the day where a presentation on "IT adaptation in the Indian auto component sector" was made by Professor Pankaj Chandra, IIM Bangalore and Mr Rajdeep Sharawat, Vice President, NASSCOM. ACMA thought that NASSCOM should have flexibility built in the IT system and need to understand the importance of soft skills. NASSCOM should also have more cluster programmes like the one they already have in Jamshedpur which would be very beneficial to SSI members of ACMA.



Memento being presented to Mr. H.J. Shin, ED (Procurement) Hyundai Motors



Memento being presented to Mr Muruguppan, Chairman Carborandum Universal Ltd., Chennai



EC Members interaction with Ms Anu Aga, Director & Former Chairperson, Thermax Group, Mumbai



Mr. Christofweiss of Volkswagen, India and Dr. Thomas Dahlem addressing the ACMA EC meeting at Mumbai

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

The ACMA's Young Business Leaders' Forum, which made a modest beginning in 2003, has now developed into a highly vibrant forum for the young CEOs. The membership of YBLF grew substantially during the year. The YBLF's hunger for learning and experience has been unmatched.

interaction with Dr Dipak C. Jain, Dean, Kellogg School of Management, Northwestern University. The topic of the interaction was encapsulated under "Globalization, Entrepreneurship, and Innovation: A New Brand Experience". The interaction with Dr Jain surely made the members take back a lot of knowledge.

**Mission to Thailand:  
June 11-15, 2007**

Over the last few years, the Indian auto component industry has been increasingly focussing attention "eastwards". ACMA-YBLF organised 5-days Mission to Thailand with support of the Thai Auto-Parts Manufacturers Association (TAPMA), ACMA's counterpart. The Thai market is different from the Indian market as it is predominantly a "One ton Pickup" market. Pickups are used by the Thai people as an alternative to passenger cars and thus the total demand for cars is much less compared to pick-ups.

The YBLF delegation met with the **Board of Investment** to get an overview of the Government policies for the automotive industry. The delegates visited **Thailand Automotive Institute** which is under the Ministry of Industry which provides R&D and testing and certification support as well as makes recommendations for automotive industry policy formulation. ACMA and TAPMA had a joint meeting in which delegates exchanged their views. The members visited **Auto Alliance Thailand (AAT)** The members interacted with Mr Liam Benham, Vice President, Governmental Affairs, Ford Asia-Pacific & Africa. The members had a plant visit and meeting with **F.C.C.** To get the feel of the Thai auto industry, members had a session with **PwC**. During the visit to **GM Thailand**, it was found that Duty structure in India is more complicated than that in Thailand.

At the **Thai Summit Eastern Seaboard Autoparts Industry Co., Ltd.**, members visited Plastic and Stamping plant. YBLF members' visited **Honda Thailand** facility. The delegates visited **Thai Summit Autopart Industry Co., Ltd.**

**Bowling Alley Programme & Dinner  
New Delhi: April 29, 2007**

A bowling alley programme was organised on April 29, 2007, for YBLF members and their spouses. This casual recreational evening surely helped members to build personal bonding. Mr A. K. Taneja, Immediate Past President, ACMA; Chairman, ACMA-YBLF & President, Shriram Pistons & Rings Ltd. also joined the members for bowling alley.

Mr D.K. Jain, ACMA Past President & CMD, Lumax Industries Ltd., along with Mrs Usha Jain and Mr Arvind Kapur, ACMA Chairman (NR) & MD, Rico Auto Industries Ltd., also joined the members later in the evening for an interaction. This social interaction for sure fostered friendship amongst the group.

**Interaction with  
Dr Dipak C. Jain, Dean,  
Kellogg School of Management,  
Northwestern University  
New Delhi: May 28, 2007**

The ACMA-YBLF members got a much awaited opportunity for an



Mr A. K. Taneja, Chairman, ACMA-YBLF & Mr D. K. Jain, Past President, ACMA, at the YBLF Bowling Alley programme, New Delhi



Mr Arvind Kapur, Chairman-NR, ACMA, giving away prizes to YBLF members at the Bowling Alley programme, New Delhi



ACMA-YBLF memento being presented to Dr Dipak C. Jain, Dean, Kellogg School of Management, Northwestern University, at New Delhi



YBLF Members at TAPMA dinner, Thailand



Mission members at Bol, Thailand

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

The members visited **Aeroflex International Co., Ltd. (AIC)**, which manufacturers extruding plastic sheet together with bedliner. During the plant visit at **Tokai Rika**, it was observed at the shop-floor visit that the company has a live training room. The mission members' visited **Pacific Rubber**, which manufactures rubber and plastic parts and is a family owned company.

**Visit to BIAL & Toyota Day Bangalore: September 27-28, 2007**

ACMA-YBLF members' visited Bangalore International Airport Ltd. (BIAL), Toyota Kirloskar Motor Pvt. Ltd. (TKM), Toyota Kirloskar Auto Parts Pvt. Ltd. (TKAP), and Transsystem Logistics International System (TLIS). On September 27, 2007, members visited BIAL, where Mr Sivaramakrishna Iyer, Chief Projects Officer, BIAL, took the delegates for a guided tour of the project site to the Runway, Apron and Passenger Terminal building and explained the Master plan. The members had an interaction with Mr S Ramanujam, Professor at IIM, Cricket Columnist and Branding Expert, on "Brand without Borders" and Mr Vidya Sagar, Former HR Director of Philips, on "HR -- Challenges of Future".

On September 28, 2007, delegates visited Toyota Kirloskar Motor Pvt. Ltd. (TKM). The delegates interacted with Mr T. S. Jaishankar, Senior General Manager, TKM. At the facility the members saw the assembly line of Innova and Corolla. YBLF members then visited TKAP, where members saw a presentation on "Safety". The delegates interacted with Mr Masahiko Naruse, DMD; Mr Shekar Viswanathan and TKAP team. The members visited its plant and saw how well TKAP is applying the concept of safety. TLIS, which is a logistic partner for TKM. The members interacted with Mr Kentaro Kataoka, MD. TLIS uses GPS to control abnormalities, designated rest points for

driving crew members, etc. TLIS plans to develop and provide logistic solutions which conform to international standards and requirements.

**Visit to Honda Motorcycle & Scooter India Pvt. Ltd. (HMSI), Manesar facility & Session with Mr Vijay Batra, Think Inc. February 16, 2008: Gurgaon**

ACMA-YBLF members' session started with introductions by HMSI management followed by welcome address by Mr S. Aoyama, President & CEO. Mr Arvind Kapur, ACMA (Northern Region) Chairman, briefed HMSI team about YBLF. This was then followed by various presentations on environment vision, quality initiatives, etc. The delegates visited the Engine Assembly and Frame Assembly Section of HMSI. HMSI management shared their views on market projection, company's expectations from Union Budget 2008-09, etc. Mr Deepak Jain, National Coordinator, ACMA-YBLF, thanked HMSI team for their kind hospitality and complimented HMSI for the quality of detailing done to make YBLF members visit extremely fruitful.

Visit to HMSI was followed by an interactive session with Mr Vijay Batra, Think Inc. The topic of the session was encapsulated as "Good to Great... taking a leap forward".



YBLF members at BIAL, Bangalore



ACMA-YBLF memento being presented at TKM, Bangalore



ACMA-YBLF memento being presented at TKAP Bangalore



Interaction with Mr Vijay Batra, Think Inc., Gurgaon



ACMA-YBLF members at HMSI, Manesar

**9th AUTO EXPO  
NEW DELHI:  
JANUARY 10-17,  
2008**

9th Auto Expo, the complete automotive show, was the largest ever in the history of the Auto Expo. Over 1,900 component manufacturers and 41 vehicle manufacturers displayed their products during the 8-days show jointly organised by ACMA, CII and SIAM.

said that “Deriving from sophisticated engineering skills, formidable cost advantage and end-to-end production capabilities, India is becoming a destination of choice for sourcing of auto parts”.



ACMA President at the Inaugural ceremony of 9th Auto Expo

Auto Expo is the only Automotive Exhibition in this part of the world with OICA accreditation. Largest ever overseas participation with country pavilions from Canada, China, France, Germany, Italy, Japan, Malaysia, Spain, Taiwan, UK, USA, etc. In addition to interaction at the Association level, many company level meetings also took place.

Speaking at the occasion, Minister for Heavy Industries and Public Enterprises, Mr Sontosh Mohan Dev said that the Government will provide appropriate incentives relating to large investment both in automobile and auto component sectors. The joint effort between the industry and the government will succeed in giving a major boost to the auto sector.

ACMA organised more than 1,400 pre-arranged business meetings with the visiting international delegations as well as with the IPOs in India.

President CII, Mr Sunil Bharti Mittal commented that the auto sector has boosted the fate of the manufacturing sector in India. Mr Sanjay Labroo, President, ACMA, at the inaugural said, in order to maintain the competitiveness we must pay attention to all those aspects which adversely affects the healthy competition before finalising policies for the auto component industry.

**India — The destination of choice for sourcing of auto parts**

Speaking on the occasion Mr Ravi Kant, President, SIAM, mentioned that the industry is also facing difficult issues such as escalating input costs and the high cost of finance.

While inaugurating the 9th Auto Expo 2008, Union Commerce and Industry Minister Mr Kamal Nath



Ribbon cutting ceremony at the Auto Expo inauguration



Audience at the Inaugural ceremony



Mr Kamal Nath, Union Commerce & Industry Minister, speaking at the Inauguration ceremony of 9th Auto Expo



Meeting with delegation from Japan

ACMA played host to more than 19 international delegations from Sri Lanka; APMA, Canada; Center for Automotive Research, USA; Forum Indien, Germany; Iran; Japan (Global Exchange); Japan Automobile Manufacturers Association Inc. (JAMA); MACPMA, Malaysia; NAACAM, South Africa; Nepal Automobile Dealer's Association (NADA); Pakistan; Panama and El Salvador; Piemonte, Italy; Russia; SAE International, USA; SINDIPEÇAS, Brazil; SMMT, U.K.; Sweden; VDA, Germany, etc. who also visited the Show.

**Delegation from Japan**

The delegation from Japan had meeting with ACMA members on 9th January followed by plant visit to Sona Koyo Steering Systems Ltd. and

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Maruti Suzuki India Ltd. Welcoming the delegation at a meeting, Mr Deep Kapuria, Past President and Chairman-Globalisation & India Brand Building Committee, ACMA, briefed the delegation about the Indian auto component industry. The Japanese delegation was led by Mr Saeki Katsumi who shared the main interests for the delegates visit and participation at the 9th Auto Expo.

**Meeting with Delegation from Forum Indien, Germany**

Forum Indien organised a delegation to India from January 5-11, 2008. Few plant visits were also organised for the delegation during their visit to India. On January 10, 2008, Mr A.K. Taneja, Past President, ACMA, briefed the delegation on the status of the Indian automotive industry and informed them about the unique capabilities of the Indian companies and the opportunities that exist in building and strengthening linkages with the Indian auto component industry.

**VDA Team from Germany: Participates & Visits Auto Expo**

ACMA along with Society of Indian Automobile Manufacturers (SIAM) and Indo German Chamber of Commerce organised B-2-B meetings with the visiting delegation from VDA (counterpart of ACMA & SIAM in Germany) on 11th January 2008. Mr Achim Rauber, MD, VDA, led one of the largest delegation, having more than 30-companies participating from Germany. Mr Sanjay Labroo, President, ACMA, said that both SIAM-ACMA are delighted to carry forward their relationship with VDA. The platform gave an opportunity in establishing contacts, exchanging information and discussing cooperation between the Indian and Germany companies in the automotive industry.

**Meeting with MACPMA delegation from Malaysia**

The MACPMA delegation visited the Auto Expo for the first time. There were 10-member companies from Malaysia who exhibited their products at the Auto Expo. On 11th January, MACPMA had a meeting with ACMA members to exchange their views and interests. The Malaysian delegation was led by Mr Herman Leong, Honorary Secretary, MACPMA and from ACMA the meeting was

Chaired by Mr Deep Kapuria, Past President and Chairman-Globalisation & India Brand Building Committee, ACMA. Both MACPMA-ACMA briefed the each other about the respective area of cooperation and future plans. MACPMA informed that the objective of their visit was to study the market for small car segment in India and specially the launch of "NANO" the 1Lac Tata Motors cars.

**Interaction with NAACAM**

The South African delegation organised by the ACMA counterpart NAACAM believes that there are many untapped opportunities between India and South Africa that need to be explored. During the interaction, on January 12, 2008, NAACAM ED, Mr Roger Pitot gave an introduction on the South African auto component sector and invited ACMA's attention to build synergies through partnerships by identifying and building on each others' strengths as both the countries shared similar interests. ACMA President, Mr Sanjay Labroo, gave a detailed presentation of the Indian auto component industry and extended ACMA's support in building relationships with the South African industry mutually beneficial to both ACMA and NAACAM.

**Visiting delegation from Piemonte, Italy**

ACMA organised a seminar and B-2-B meetings with the visiting delegation from Italy. The visit was co-organised by ACMA's counterpart Unione Industriale Torino (UIT) on 14th January 2008. The delegation was led by Mr Jochen Oebels, Marketing Coordinator - From Concept To Car, c/o Centro Estero per l'Internazionalizzazione s.c.p.a. Mr Deep Kapuria, Past President & Chairman-Globalisation & India Brand Building, ACMA, he indicated that ACMA's 70% membership represents Small and Medium family-owned Enterprises and there exists a lot of potential in Indo-Italian Partnership which is further portrayed by today's participation. ACMA had organised



Meeting with delegation from Forum Indien, Germany



Meeting with VDA delegation, Germany



ACMA-NAACAM interaction



Meeting with delegation from Piemonte, Italy

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one-to-one meetings for the delegation from Italy in which more than 50-Indian companies participated. The platform gave an opportunity in establishing contacts, exchanging information.

with an 18-member delegation to Indian during Auto Expo.

On 17th January, 2008, Mr K.D. Rathod, ACMA EC Member, mentioned that there was a lot of focus on opportunities available in developing nations for the Indian auto component industry not only in terms of exports but also for JVs. Presenting the Brazilian auto industry scenario, Mr Marcio Faveri from SINDIPEÇAS, mentioned that the lending mechanism in the country was affordable for automobiles and that a person could own a car by paying 99 instalments. Mr Rathod proposed that ACMA could sign an MoU with SINDIPEÇAS to look at reinforcing the relation with Brazil.

**Golf Day**

ACMA organised a Golf Day on January 14th 2008 at the JAYPEE GREENS, Greater Noida, to bring in a closer interaction amongst its members and customers. This tournament was conducted for all players connected with the automotive industry and would, therefore, include members of ACMA, the OEM's, Auto Expo overseas visitors and senior Government officials.

**Conference on Access to Global Markets Through International Purchasing Offices (IPOs)**

ACMA organised a Conference on Access to Global Markets Through International Purchasing Offices (IPOs), on 15th January 2008. Mr Sanjay Labroo, President, ACMA, thanked Dr Surajit Mitra, Additional Secretary, MoHI&PE, Govt. of India, for being an advocate for the automobile industry and in actually thinking and formulating policy in determining the future 8-10 years down the line. Inaugurating the Conference, the Chief Guest - Dr Surajit Mitra, He urged to the representatives of the IPOs to help the Indian auto component industry in creating the demand which was required and the demand particularly would lead on to economy of scale; once the economy of scale comes, the companies could create capabilities, bring technology, leading to innovative designing.

Mr Deep Kapuria, Past President & Chairman-Globalisation and India Brand

**APMA delegation to India on India-Canada Collaboration – Growing Globally in the Auto Sector**

ACMA's Canadian counterpart Automotive Parts Manufacturers' Association (APMA) for the first time led a business development mission from January 15-22, 2008, to India (New Delhi, Pune and Chennai). The main objective of the delegation was to help Canadian companies benefit from this growth and to help them diversify and reduce their dependence on the traditional North American markets. On January 16, 2008, ACMA organised a seminar and one-to-one meetings for the Canadian Delegation in New Delhi. The programme started with a meeting in which Mr Sanjay Labroo, ACMA, President, which was then followed by one-to-one meetings. Mr Labroo briefly touched upon the new developments and challenges which the auto component industry has witnessed recently. Mr Sugato Sen, Director, SIAM, gave an overview on the India auto industry. Mr Gurban Sobti, Advisor (Trade), Consulate General of Canada, mentioned that Canada is supplying 500 CNG engines to Delhi government for Common wealth Games 2010. At the seminar the Mr Gerry Fedchun, President, APMA, did a presentation on "India-Canada Collaborations". The delegation visited Sumi Motherson Innovative Engineering Ltd., a plastic injection moulding company, and Maruti Suzuki India Limited.

**ACMA's counterpart in Brazil, SINDIPEÇAS, Visits Auto Expo 2008**

ACMA's counterpart in Brazil, SINDIPEÇAS, visited for the first time



Mr Sanjay Labroo, ACMA President, addressing the participants at the interaction with APMA, Canada



Meeting with SINDIPEÇAS, Brazil



Members at ACMA Golf Day



Speakers at Conference on Access to Global Markets through IPOs

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Building Committee, ACMA, emphasised how Dr Mitra was instrumental in getting the AMP released as also thanked him for the same. The presentation session was chaired by Mr J S Chopra, Vice President, ACMA, who introduced the speakers to the participants.

Mr Thomas Thym, Head – IPO in India, BMW group made the presentation. Mr Sanjay Tamhankar & Mr Vijay Inamke, Sourcing Leaders –IPO, Cummins India Ltd made the presentation on behalf of Cummins – one of the oldest IPOs. Dr Venki Padmanabhan, Managing Director – South East Asia Procurement Operation, Chrysler LLC., made the presentation on behalf of Chrysler – a very new company which was not directly a part of Daimler any more.

Mr Massimiliano Trantini, Head – Purchase, Fiat India Automobiles Pvt. Ltd. shared Fiat's activities in India. Mr Prashant Swadia, Director – SFO, General Motors India Pvt. Ltd., shared on GM's vision, and stated that GM wants to be the leader in transportation and related products. Mr Ashwani Gupta, DGM – Purchase & Exports, Renault India Pvt Ltd narrated their experience on their first product in India – the Logan.

Mr Jorgen Scholl, Director – Purchasing, Trelleborg Automotive shared their company's history, efforts & structure as IPOs, sourcing plans and process. Mr Trevor Mendoza, General Manager – Business Development, Pricol Ltd., shared his company's experiences on their successful journey of supplying to multiple IPOs & Tier-1s worldwide.

Wrapping-up the Session, Mr J.S. Chopra, Vice President, ACMA, urged to the auto component manufacturers to have robust manufacturing process as also to have very firm SOP. He further added that he found in his experience, although performance specification or criteria had been met but what was equally important was the visual. The session was attended by around 200 participants represented by the members of ACMA and other auto component exhibitors who had exhibited at Auto Expo. One-to-one Business Meetings were scheduled for

the participants with the Purchasing Teams from the Speaker companies. In addition to these 7-Speaker companies, there were Purchasing teams from Arvin Meritor, DaimlerChrysler India and Volkswagen also who met with the participants.

**“Investing in India”: An Interactive Session with State Governments**

India is one of the most happening destinations for investment in the automotive sector. Accordingly, new investments in capacity enhancement and Greenfield projects are happening from both domestic and international players in the component sector. However, there are several questions which a potential investor has in terms of location, incentives at State level, availability of infrastructure, industrial environment, etc. With this in the backdrop, ACMA, for the first time had organised an Interactive Session with 3-State Governments on the policy and incentives offered to investors, on January 12, 2008, during 9th Auto Expo.

The State Governments of Tamil Nadu, Orissa and Rajasthan participated in the Session and apprised participants on the various policy initiatives taken by their respective governments to encourage investments, particularly in the automotive sector. The Tamil Nadu Government was represented by Mr M F Farooqui (IAS), Secretary, Industries Department and Mr M Velmurugan, Director, Tamil Nadu Industrial Guidance Bureau. Orissa was represented by Mr Hemand Sharma (IAS), Director, Department of Industries and Dr Ashish Kumar, Investment Promotion Officer, Department of industries. Rajasthan was represented by Mr Anil Kumar Sharma, Sr DGM (BP), Rajasthan State Industrial Development & Investment Corporation Ltd. (RIICO) and Mr Lokesh Vijay, DGM (BP), RIICO. There were more than 50 participants from amongst the industry and exhibitors – both domestic and international.



Chief Guest, Dr Surajit Mitra, Additional Secretary, MoHI&PE, addressing the audience at Conference on Access to Global Markets through IPOs



Conference on Access to Global Markets through IPOs



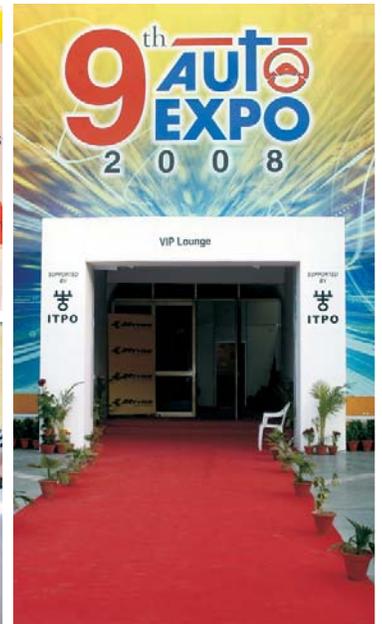
ACMA memento being presented at the Conference

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## NETWORKING WITH GOVERNMENT

**A**CMA took several initiatives with Government of India bodies on issues affecting the industry and also continued to be a member of most of the Ministry level Committees and Sub-Committees concerned with laying down policy prescriptions for the automotive industry.

### Fiscal Policy

ACMA provided specific recommendations to the Ministry of Finance for the Union Budget. Some of ACMA's recommendations related to extension of R&D benefits, no further reduction in customs duty on components, introduction of nation-wide GST, etc., were considered favourably by government. 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.

### Meeting with the Hon'ble Prime Minister of India

ACMA and SIAM had a joint meeting with Dr Manmohan Singh, Prime Minister of India to highlight the state of the industry and to flag key issues that were impeding the growth of the industry. A joint letter was submitted to the Prime Minister by the two associations highlighting the problems and seeking the Prime Minister's intervention to resolve the issues.

### Ministry of Heavy Industries and Public Enterprises

A continuous dialogue was maintained with Ministry of Heavy Industries & Public Enterprises on issues pertaining to Fiscal policy, appreciation of the rupee, increase in raw material prices, appreciation of the rupee, R&D Policy, International Trade Policy, Skill Development, etc

### Ministry of Commerce & Industry

ACMA continued its close interaction with the Ministry of Commerce and Industry on various issues connected with International Trade Policy. Regular consultations took place on issues connected with FTAs and RTAs, Rules of Origin, WTO Matters, etc.

### Ministry of Steel

ACMA had meetings with the Ministry of Steel to highlight the impact of increase in raw material / input prices on the automotive industry. This issue has been highlighted by ACMA across Ministries and at different levels in the government.

### Ministry of Shipping, Road Transport & Highways (MoSRT&H)

ACMA continued to be a member of the various Committees and sub-committees of the Ministry of Shipping, Road Transport & Highways concerned with the setting up of AIS standards, Global Harmonisation of Automotive Standards, Safety and Emission norms etc. ACMA also continued to be a member of the Government delegations for the WP-29 Meetings at Geneva. ACMA also submitted a proposal to MOSRTH to bring

in minimum quality standards for the automotive components sold in the aftermarket.

### National Automotive Testing and R&D Infrastructure Project (NATRiP)

In order to meet the requirement of Automotive Testing and R&D facility within the country, a world class infrastructure, NATRiP, has been set-up under the Ministry of Heavy Industries and Public Enterprises. The project is scheduled to be completed by year 2011. ACMA has been working very closely with NATRiP by involving all its members in various meetings organised by NATRiP starting from the survey conducted to identify the needs, deciding the facilities with all centres and the specifications of the equipments to be brought in the respecting test centres. ACMA has also very closely being associated and actively participating in GC Meetings and the Special Task Force meetings to keep a track and monitoring the progress on implementation of the project.

### National Manufacturing Competitiveness Council

ACMA further continued its close dialogue with NMCC this year on various issues that are impacting the competitiveness of the Indian auto component industry. A number of follow-up meetings were held with NMCC. NMCC had commissioned ICRIER to do a study on the Determinants of Competitiveness of the Indian Auto Industry. The first phase of study has since been released and the second phase of the study pertaining to benchmarking the auto-policies of other competing nations with the policy support provided to the Indian automotive industry is expected to commence soon.

### Parliamentary Standing Committee

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.

**A** CMA Raw Material Committee spent a lot of time on issues of concern relating to steel and other raw materials in terms of pricing, availability and quality. The Associations also organised an Asli-Naqli campaign at the 9th Auto Expo which drew tremendous attention.

**ACMA meeting with the Alloy Steel Producers Association (ASPA) New Delhi: April 5, 2007**

Continuing with the exercise of interaction with Raw Material manufacturers, ACMA held meeting ASPA which focused on :

- i) capacity expansion programmes of ASPA members.
- ii) onus on product liability in exports once the defects were tracked at the raw material stage.
- iii) initiate steps on quality supplies which could happen only if ASPA started considering defects in PPM terms instead of the earlier concept of percentage
- iv) improvement in material packaging
- v) customised services through the steel service centres. Also, to emphasise on quality production at the raw material stage itself.
- vi) ASPA was apprised of regulatory norms related to end of life vehicles (ELV) that required curb in usage of chemically hazardous materials at the raw material stage. This was in keeping with the international environmental and safety norms into consideration.

ACMA through these meetings is also wanting ASPA to focus on issues of environmental sustainability wherein suppliers will have to meet environmental requirements of that country down the line like ISO 14001, TS, OHSAS (Safety, health and environment standard).

**ACMA Interaction with CII-Precision Tube Division New Delhi: May 11, 2007**

ACMA gave following suggestions to CII-PTD:

- i) To produce high value items and supply tubes as per size and quality specifications
- ii) Supply of GI pipes with automotive applications from pre-coated sheets keeping in view the requirements of Big 3.

- iii) Investments in tooling
- iv) Under new product development, critical applications of filler tubes
- v) Product feasibility with combined involvement of OEMs, component makers and raw material manufacturers right from the designing stage.
- vi) Steps to initiate cost reduction
- vii) CII-PTD to hold similar interactions with steel suppliers
- viii) With component manufacturers being penalised for defects in supplies by their customers, component manufacturers were close to "recall" situation for raw material suppliers as well, with defects identified at the raw material stage.
- ix) It was important to have batch numbers or to emblem tubes with batch codes to facilitate traceability of suppliers name and time of supplies.

**New Intellectual Property Rights Regime and Benefits New Delhi: July 25, 2007**

With business processes getting more and more diverse from mere export-imports to mergers and acquisitions, combined with the fact that many Indian component manufacturers also into designing of products, ACMA organised a programme with the objective to enhance SME awareness on multiple dimensions of IPR with regard to patents, trade marks and designs. Mr Rattan Kapur, Member, Regional Council (Northern Region), while chairing the session gave an overview on the transitions happening in current business processes and also on the role of IPRs in curbing the menace of counterfeits.

The faculty, Mr V Lakshmikumar, covered various aspects of IPR that could be of particular significance to a company in terms of its intangible assets. He spoke on safeguards while acquiring technology within and outside the country, on protection of technology through patents and on bargaining on technology if it was required for further up-gradations. This involved creating some systems and procedures to ensure identification and cataloguing of inventions and the damages involved if infringing on someone else's patents.



ACMA meeting with ASPA, New Delhi



ACMA interaction with CII-Precision Tube Division, New Delhi



Programme on New IPR Regime & Benefits, New Delhi

**NATIONAL  
ACTIVITIES**

**Finance and Development  
Needs of SMEs  
New Delhi: August 17, 2007**

To apprise members on the solutions that exist through various forms of financing and to provide a comprehensive overview on the range of services offered by various financial institutions, ACMA organised a programme on Finance and Development needs of SMEs on 17th August, 2007.



Programme on Finance & Development Needs of SMEs, New Delhi



Seminar on Automotive Plastics-Trends & Challenges, New Delhi



ACMA members display at Asli-Naqli



ACMA Asli-Naqli campaign at 9th Auto Expo

Kotak Mahindra Bank Ltd, New Delhi; Blendfinancial Services Pvt Ltd, Mumbai; SIDBI, New Delhi; Mosaic Capital Services Pvt Ltd, Mumbai; Worbus International Ltd, New Delhi and ICICI Bank Ltd, New Delhi gave presentation on the range of services being offered by these institutions. Speakers gave deliberations on some of the essential prerequisites to raise funds, on support through risk management by financial institutions and valuations & associated deal terms to diversify and reshape the competitive scope of organisations. Over 50 participants took part in the event. Members also had several queries with regard to their financial needs. The programme was Chaired by Mr K R Kavra, Chairman-SME, ACMA. The programme was well taken and there are proposals to organise similar programmes in other regions.

**Automotive Plastics-  
Trends & Challenges  
New Delhi: August 27, 2007**

To provide an insight on the use of advanced, high performance plastics in automotive applications, ACMA organised a seminar on "Automotive Plastics- Trends & Challenges" on 27th August, 2007 at New Delhi. The programme was designed to apprise members on the recent trends and applications of new generation polymers in various automotive applications. Members were apprised of various material

types supplied by key Raw Material suppliers, marketing organisation of polymer business, their growth plans in the automotive sector, new applications and developments on the R&D front.

The companies who made presentations included Reliance Industries Ltd, Mumbai; Lanxess ABS Ltd, Baroda; G E Plastics India Ltd, Chennai, and Hydro S & S Industries Ltd, Chennai. Very senior members from the supplier companies took part in the deliberations. The programme was chaired by Mr Suresh T Bhojwani, Chairman-Raw Material Committee, ACMA. Around 55 participants participated in the seminar to understand the current trends in advanced plastics for automotive applications.

**ACMA Asli-Naqli Campaign at Auto Expo 2008**

ACMA's endeavour to educate masses on the dangers of fake parts and also on how to discriminate a real product from its fake continued in Auto Expo 2008 also. 11-member companies displayed their real parts along with the fakes as being sold in the market.

Dr Ferdinand Allerkamp, Chairman-ACMA, Consumer Affairs Committee & Jt. Mg Director, MICO, toured the ACMA Asli-Naqli pavilion and took deep interest in understanding members' issues on this problem. Dr Allerkamp also shared the MICO's experiences for a control in sale of their counterfeits. MICO later made a presentation at the ACMA Consumer Affairs Committee meeting on the 15th January, 2008 during Auto Expo 2008. Dr Allerkamp called for a concerted effort of the membership to curb this menace.

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The ACMA Centre of Technology successfully continued its Productivity Clusters. As of now 5 ACT Clusters have 74-companies and 3 UNIDO Clusters with 121-companies have/ are been benefited.

Specialised Training Programmes on Toyota Production Systems, Lean Machines, Inventory Management, Process Improvement, etc. evolved jointly by ACT and AOTS of Japan, and which are conducted in Japan, continued to rank high with the members.

ACT continued to play a meaningful role with BIS/ CMVR/ AIS in setting-up of various automotive standards. ACMA also actively participated at the WP.29 meeting for the harmonization of automotive components' standards worldwide and NATRiP project for world-class R&D testing facilities in India.

The 1st UNIDO-Phase III **SGIA Convention was held at Bell PolyMoulders, Greater Noida on 2nd April 2007.** While 6-companies belong to the UNIDO Cluster Programme, Northern Region, participated in the convention.

The team members included the operators from the shop floor. Mr Sanjiv Kapoor, CEO, Bell PolyMoulders, was of view that this convention helped in promoting TEI activities in each company. The trophy and Certificates were distributed by the Jury.

**1st Advance Cluster Launch took place on 23rd May 2007, Chennai.** under the leadership of Mr C. Narasimhan, Chief Mentor-ACT, which aims to take on the cluster companies (ACT & UNIDO) ahead towards the journey of excellence. The advance Cluster programme is open to only those ACMA members who have undergone and completed foundation course successfully. All applicant member companies underwent the initial assessment process by a team of Senior Counsellors and then 13-companies were selected for the Advance Cluster.

Mr C. Narasimhan presented the overview of the Advance Cluster programme. Emphasising on the fact that the foundation

programme was about 40% of the Advance Cluster Programme, he said that the programme implementation requires the CEOs' in-depth commitment and dedication to complete the journey in two years of time. Mr Jayant Davar, Chairman ACT, congratulated all the member companies for being selected for Advance Cluster. He mentioned that it is a national cluster since it comprises 4 companies from North, 1 company from East, 4 companies from West and 4 companies from South.

Mr Rajiv Mandke, Director ACT, explained about the methodology of the Advance Cluster Programme. He informed that Monthly Review Meeting (MRM) would be convened by rotation in each company. Regular visits and training programmes would be conducted by the counsellors in the 2-years journey.

At the end of the programme, Mr Jayant Davar and Mr C. Narasimhan distributed books on "Statistical methods for Quality Improvement" written by Hitoshi Kume to CEOs of each company. After the successful completion of Phase I & II of ACT-UNIDO Partnership Programme, **new UNIDO Cluster with 5-companies from Northern Region was launched on May 29, 2007, at Gurgaon.** While, Mr D. K. Jain (National Programme Director, UNIDO) informed about the cluster approach, Mr Jamil Ashraf (Executive Director, Sandhar Technologies Ltd.), Mr Pravin Malhotra (Managing Director, Nipman Fastener) and Mr P.K. Gupta (CEO, Ucal, Gurgaon) shared their views about the cluster and the benefits enjoyed by their organisations. All members had shop-floor visit to Ucal, Gurgaon and Nipman Fastener, Manesar, to observe the best practices.

National Automotive Testing and R&D Infrastructure Project (NATRiP) and the Vehicle Certification Agency (VCA) of the Government of United Kingdom co-hosted a series of conclaves in the country to apprise the automotive Industry on the emerging infrastructure



Lamp lighting ceremony by jury at 1st QC Competition of UNIDO (ER)



Mr C. Narasimhan, Chief Mentor-ACT, addressing the delegates at Launch of 1st Advanced Cluster, Chennai



Mr Jayant Davar, Chairam-ACT, addressing the delegates at Launch of 1st Advanced Cluster, Chennai



Mr D. K. Jain, National programme Director, UNIDO Partnership Programme, interacting with the delegates at the Launch of New Cluster

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at different locations under NATRiP and the services of export certification available under the aegis of VCA.

The first **NATRiP - Conclave on Automotive R&D and Testing Infrastructure Validation and Certification**, took place on **18th June, 2007, Chennai**. The conclave aimed at providing an insight into the vision of NATRiP and the plans for setting up of the state-of-the-art facilities at different locations in the country. The conclave also elaborated upon unique features of Centres of Excellence being created under NATRiP.

The **First Meeting of Six Sigma Club** was held at ACMA, New Delhi, on **July 28, 2007**, with an objective to elect Executive Committee consisting President, Vice President, Secretary and EC Members for the club out of the total members present in the meeting. Mr Jayant Davar, Chairman, ACT, welcomed all the participants and explained the utility and need of Six Sigma Club.

Six Sigma Club has acknowledged a great response from ACMA members since its inception. A presentation was on the present status, future plans of the club and a demonstration was given about the Six Sigma Club website and its features.

**Six Sigma Club website was launched in ACMA Annual General Meeting on 6th of September, 2007, New Delhi.**

The **2nd National Quality Circle Competition** was organised on **August 10, 2007, in New Delhi**. It was organised on all India basis and was witnessed by over 250 delegates. All 10-QC Circle Teams, who won 1st, 2nd & 3rd Position, in their respective zone, took part in the National QC Competition. Presentations by all contestant QC Teams were minutely examined by the jury which included Mr Mahendra Aggarwal, Director, QCFI, Mr A. K. Verma, Asst. General Manager, HHML, Mr Muthu Raj, Sr. VP, TVS Motor Co., and Mr B. K. Rajadyaksha, GM, Force Motors. Finally the winner teams were presented trophies by Hon'able Chief Guest, Dr. K. Kumar, Director, Maruti Centre for Excellence.

**Concluding CRM of ACT Cluster-III, combined with opening ceremony of ACT Cluster -IV, organised in Vadodara on September 25-26, 2007.** Mr Jayant Davar, Chairman ACT, Mr C. Narasimhan, Chief Mentor ACT, Director ACT and Counsellors ACT, apart from 13 Companies of ACT Cluster-III and 18 Companies of ACT Cluster-IV participated in this occasion. Mr C. Narasimhan made a presentation on Modern Manufacturing Plant and emphasised the importance of CEOs involvement for the success of any company.



Indian delegation at 142nd Meeting of WP. 29, Geneva



First Meeting of Six Sigma Club, New Delhi



Winners at 2nd QC Competition, New Delhi



Launch of ACT Cluster IV, Vadodra

Indian delegation under the leadership of Shri Vijay Singh, Secretary, MoSRT&H, participated in the **142 Session of World Forum for Harmonization of Vehicle Regulations (WP:29) in Geneva from June 26-29, 2007.**

The session of WP:29 focused on a number of issues related to 1958 agreement and 1998 agreement, along with a host of other policy issues and areas like Environmental Friendly Vehicle Conference, etc.

Indian delegation opined that in order to take lead in WP:29 activities, it would be required for India to take up a number of studies / research in a number of upcoming areas and issues of concern to India. It would also be necessary for India to participate in the WP:29, GR and informal group meetings on regular basis. This requires presence of industry, ACMA, SIAM, TMA and other stake holders. As these activities require significant funding, it was felt ARAI & NATRiP should prepare a joint proposal with industry for funding required for these activities, for consideration of MoSRT&H and MoHI&PE.

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(ACT)

The **website of the ACT-Six Sigma Club got inaugurated by Guest of Honour, Mr R. Seshasayee, Managing Director, Ashok Leyland Limited, on 6th September, 2007**, in ACMA's Annual General Meeting, New Delhi.

Any ACMA member company can become a member of ACT-Six Sigma Club and nominate any number of its employees, who had successfully completed Black & Green Belt Certification Course, as a member of the club.

The **1st batch of Six Sigma Refresher Course for Six Sigma Club Black / Green Belt holders held from November 19-21, 2007**, wherein 11-participants from 6-companies took part. The course was aimed at refreshing the knowledge of Six Sigma Tools to Black / Green Belt holders, enabling them to identify and execute a project by each individual in three months time in their respective organisation.

A batch of 15-people from ACMA membership visited Aichi, Japan for **AOTS Lean Machine System Training Programme (INPL) from October 3-16, 2007**. This was a 2-weeks residential programme wherein participants were exposed to in-house training on Lean Machine System by Japanese faculty. The group also got an opportunity to visit a number of Japanese companies, including Toyota, to witness the actual shop floor practices and the Lean Management System. Participants not only learnt the subject topic but were also able to experience the dedication and Japanese culture which they would like to implement in their respective organisation.

A 2-day **Conclave on WP.29 1958 Agreement** was organised by Ministry of Shipping, Road Transport & Highways (MoSRT&H), Government of India in **New Delhi, on September 27-28, 2007**, in association with ACMA, ARAI, ICAT, NATRiP and SIAM, with an objective to seek international perspective on accession to WP.29 1958 Agreement.

Mr S. K. Dash, Joint Secretary, MoSRT&H, made a presentation on Rule Making in

India, covering the complete process of automotive standards formulation, various stakeholders involved in preparing the standards, testing and type approval for the automobile and auto components and its approval process from the competent authorities.

Mr Tadaomi Akiba, Executive Director, JASIC, during his presentation, talked about the technical and commercial implications of joining WP.29 1958 Agreement.

Mr Brahm Dutt, Secretary, MoSRT&H, in his address opined that such deliberations will enable the Ministry to take an informed decision.

Mr Juan Ramos - Garcia, Chief of Technology Section, UNECE Transport Division and Mr Shigeo Yoshizawa, JAMA, gave a presentation on perspective of joining 1958 and 1998 Agreements.

Mr Susumu Umezawa, Chief Engineer of National Traffic Safety and Environment Laboratory (NTSEL), Japan, made a presentation highlighting that NTSEL is the only Government Authorized Test Laboratory in Japan which carries out the tests, as per the standards, for type approvals and homologations and issues test reports to Ministry of Land, Infrastructure & Transport (MLIT) for certification.

Dr G. K. Sharma, Director (Technical), NATRiP and Mr T M. Balaraman, General Manager, Bajaj Auto, also made presentations to share India's perspective on accession to 1958 Agreement.

A panel discussion, chaired by Mr S. K. Dash, JS, MoSRT&H, was held with participation of Mr Balraj Bhanot, Former Director (ARAI), Dr Sharma, Director (NATRiP), Mr Ramos, Chief of Technology Section (UNECE), Mr Shrikant Marathe, Director (ARAI), Dr Ajay Sehgal, Director (MoSRT&H) wherein queries raised by participants on various issues related to



Mr Jayant Davar, Chairman, ACT and Mr R. Seshasayee, MD, Ashok Leyland, inaugurating ACT-Six Sigma Club Website in ACMA AGM



ACT-Six Sigma Refresher Course (1st Batch), New Delhi



Speakers at the Conclave on WP.29 1958 Agreement Meeting, New Delhi

**ACMA  
CENTRE FOR  
TECHNOLOGY  
(ACT)**



Closing Ceremony of UNIDO  
(Northern Central Region) Cluster, Indore



Training programme on Lean Machine System,  
New Delhi



ACT-AOTS Programme on Lean Machine &  
Production Management System in India, New Delhi

WP.29 1958 Agreement were discussed. It is clear from the deliberations that there is a serious need to take up this subject on priority.

The **143rd Session of WP.29 was held in Geneva during November 13-16, 2007.** Mr Brahm Dutt, Secretary, Ministry of Shipping, Road Transport & Highways, headed the Indian delegation.

The session of WP.29 had deliberations among all the stakeholders on harmonization of worldwide automobile standards. Chairmen of all Six Working Groups (WP.29 1958 & 1998 Agreement) updated the status of the progress being done by their respective group.

**3rd International Environmentally Friendly Vehicles Conference held on 19th & 20th November, 2007 in Dresden, Germany.** hosted by Federal Ministry of Transport, Building and Urban Affairs, Germany. India is going to be the host for the 4th International Conference on Environmentally friendly vehicles planned to be held in Delhi sometime in November, 2009.

**Closing ceremony of ACMA-UNIDO, Northern/Central Region Cluster, hosted by M/s Raghu Engineering on 31st October, 2007 and 1st November, 2007, in Indore.** The cluster of 9-companies was started in May, 2005, and all have achieved substantial success.

In continuation to the earlier meeting of AISC, held on 31st July, 2007, **a meeting under the Chairmanship of Mr S. R. Marathe, Director, ARAI, was held on 1st August, 2007, in Pune,** wherein status report was presented.

Implementation period for AIS-084 is recommended as 2-years for new vehicles & 3-years for existing vehicles, from the date of notification. During the AISC Meeting, apart from review of Panel Chairmen's report, issues on other standards like readiness of

component industry for Implementation of ABS were also discussed. ACMA presented a Status report.

**A follow-up meeting on October 10, 2007,** discussed in detail on Safety Road Map regulation.

Mr S. R. Marathe, Chairman, AISC, presented an overview of various standards and the status of AIS under formulation at the **CMVR-TSC Meeting under Chairmanship of Mr S. K. Dash, Joint Secretary, MoSRT&H & Follow-up Meeting on October 10, 2007 & October 30, 2007, New Delhi.** ACMA brought to the Committee's notice its interest to bring "Sale of Aftermarket Components" under CMVR control, or any other agency, by which circulation of substandard and spurious parts would be made difficult if not impossible. This got a positive response for suitable consideration later.

ACT in association with AOTs, Japan, organised a training programme on India on **Lean Machine and Production Management Systems.** In order to cover a wider membership, the programme was held at two different locations namely, **Delhi and Pune on December 6 and 7, 2007, and December 11 and 12, 2007, respectively.**

Mr Jayant Davar, Chairman, ACT, inaugurated the programme with his welcome address to the faculty and participants. He has also emphasised on the waste elimination and advised all the participants to make use of this great opportunity and implement the learning in their respective organisations.

Japanese expert, Takahashi San, Sensai, visited India and gave a specialised training, on the subject, to more than 65-participants and explained methods to improve productivity, which is essential to enhance the competitiveness of the Indian automotive component industry.

After the successful completion of the programme on Lean Machine System, another training programme on Production Management was organised in **Chennai from January 30 to February 2, 2008,** in

which over 27-participants were explained the concept of Lean Machine System, Role of Managers and Lean thinking development across the organisation.

A batch of 25-ACMA members and non Members, visited **Japan for AOTS Production Management Programme from 5th-18th March, 2008**. This was a 2-weeks residential programme in which the participants were exposed to in-house training on production management by Japanese faculty. Selected individuals also got the opportunity to visit a number of Japanese companies. These individuals not only had the opportunity to learn from the training but also got exposed to the best shop-floor practices being followed by most of the Japanese companies in Japan.

An **interactive session on Lean Management & Implementation Concept was organised with Mr Eric Decourtye, Director, Kaizen Institute**, on 12th December, 2007 in, New Delhi. World wide, the core focus of all manufacturing and service industries is on improving quality, delivery and reducing cost to both producer and customer. The session was aimed at educating Lean Management and Implementation Concept to Indian companies striving for business excellence.

**Closing of 1st Batch and Launch of 2nd Batch of Six Sigma Refresher Course for ACT-Six Sigma Club Green/ Black Belt Holders.**

The **1st Batch of Six Sigma Refresher Course which was launched in November, 2007, was successfully completed**. A total of five projects have been successfully completed by the six participant companies under the guidance of the faculty Mr Arvind Gupta, Deputy Director, ACT.

After receiving the overwhelming response from the 1st Batch, ACT has launched the **2nd Batch of Six Sigma Refresher Course on 2nd April, 2008**, and deputed a total of 13 Black / Green belt holders to identify and execute one Six Sigma Project within a period of three months.

The participants would be contesting for a national level recognition in the Six Sigma Annual Convention scheduled to be held on 5th July, 2008, in New Delhi. A panel of jury would evaluate the projects undertaken and the best projects of the year would be awarded with first, second and third positions.

At the **Launch of SSI Demo Cluster, in Gurgaon on February 14, 2008**, a total of 17-companies, around NCR, have shown interest in this unique initiative. CEOs from all the companies were present during the launch. Mr Jayant Davar, Chairman ACT, formally inaugurated the launch by lighting the candle. Mr Pravin Malhotra, MD, Nipman Fasteners Pvt. Ltd. and Mr Bakshi, MD, Kirat Plastics, were also invited as a Guest Speakers to share their experience of the cluster journey.

A delegation from India led by Shri Brahm Dutt, Secretary, MoSRT&H, attended **144th session of WP.29 in Geneva from March 11-14, 2008**. Other members of the delegation were Mr Dilip Chenoy, Director General, SIAM, Mr S. Marathe, Director, ARAI and Mr Arvind K. Gupta, Deputy Director, ACT.

In order to spread awareness regarding the developments achieved by SMEs' through cluster initiatives, CII, ACMA, UNIDO, MACE and NIQR organised a **Cluster Summit at Chennai on 22-23 April, 2008**. Presentations and panel discussions on importance of cluster formation in different sectors was the highlight of the summit. Eminent speakers like Mr C. Narasimhan, (Sundaram-Clayton), Mr Yogesh Munjal (Hero Honda), Dr Krishnamoorthy (NMCC), Mr Radhakrishnan (TVS), Mr Jamil Ashraf (Sandhar) and Dr Sarita Nagpal (CII) gave their valuable inputs on cluster approach and its necessity for the industry in changing scenario.



Interactive session on Lean Management & Implementation Concept, New Delhi



Closing of 1st Batch & Launch of 2nd Batch of Six Sigma Refresher Course for ACT- Six Sigma Club Green/ Black Belt Holders



Lamp lighting ceremony at Launch of SSI Demi Cluster, Gurgaon



Programme of Launch of SSI Demi Cluster, Gurgaon

FROM THE REGIONS  
EASTERN REGION

ACMA's calendar for the year was filled with numerous activities at the regional level. The ACMA Regions continued their excellent work in carrying forward the National Agenda through Experience Sharing, Plant Visits, Six Sigma Training Programmes, workplace Improvement Programmes and Seminars in topical issues.



Programme on New Business Opportunity – Buyer Seller Conference, Kolkata



Launch of Six Sigma Green Belt Training Modules, Jamshedpur



Delegates at the programme, Jamshedpur



ACMA (ER) Office inauguration ceremony, Jamshedpur

In an attempt to highlight the potential of the auto component sector in the East to Global Automobile and Tier-1 IPOs, ACMA (ER) organised the **“New Business Opportunity – Buyer Seller Conference” in Kolkata on April 14, 2007, in Kolkata.** Global Automobile Majors and IPOs — Volkswagen, General Motors, Bosch & Mahindra & Mahindra attended the conference and shared their policies and requirements for sourcing. The conference provided a platform to the participants to enhance their business potential by way of one-to-one business meetings with the Buyers. Speaking at the Conference, ACMA President, Mr Raghu Mody mentioned that ACMA was committed for the development of the auto component industry and promoting Exports from the Country.

Mr S.K. Behera, Chairman (ER), mentioned that ACMA had taken special initiatives for enhancing the competitiveness of companies through training programmes and inter-Region visits, specialised talks by industry leaders and export promotion drives.

Reinforcing ACMA's commitment to the industry, Mr Behera mentioned that this special programme was extended to the non-members of ACMA as well. The Conference was inaugurated by Mr Naveen Prakash (IAS), Executive Director, West Bengal Industrial Development Corporation (WBIDC). Mr K.R. Kavra, Member Executive Committee and Regional Council of ACMA (ER), mentioned that the opportunity of initiating business dialogues with the Global Majors is

a first in the Region and he urged the companies to take benefit of such an opportunity. The Conference Session saw presentations and discussions by the Guest Speakers and their team on the sourcing policies, their expectations of the suppliers for global purchase, criteria, etc.

This was then followed by one-to-one business meetings of the participants with the IPOs and OEMs, providing an opportunity for the participants to introduce their company and initiate a dialogue to see future prospects of getting into the global supply chain.

After the successful completion of the 1st batch of Six Sigma Green Belt Certification Programme in December 2006, ACMA (ER) launched its 2nd batch of the **5-days Certification Programme on Six Sigma Green Belt on November 1-3 & December 7-8, 2007, in, Jamshedpur.**

Mr Killoi D. Kamani, Dy. Chairman, ACMA (ER) and MD, Samarth Engg. Co. P. Ltd., mentioned the growing popularity of Six Sigma Green Belt Training programme, as in a short period of 5-days, it educates the participants not only to find out the exact location of errors in the manufacturing process but also provides the solution to remove it.

ACMA (ER) organised Six Sigma Green Belt Programme (Module II), **November 1-3 & December 7-8, 2007, in, Jamshedpur.**

Mr S. K. Behera, Chairman (ER), ACMA, urged the participants to recognise their own capabilities, visualise the project strength, follow the best practices and then apply the techniques learnt at the Six Sigma Training Programme. By successfully completing their course, they not only benefit themselves but help their employer too by saving cost.

ACMA Eastern Region Office was **inaugurated on February 2, 2008, in Jamshedpur.**

ACMA Eastern Region members had an interactive session with **Mr Sanjay Labroo, President ACMA on February 2, 2008, at Jamshedpur.** Mr S. K. Behera, Chairman (ER), ACMA, welcomed Mr Labroo and Mr S. B. Borwankar, Plant Head, Tata Motors Ltd., Jamshedpur. Mr Behera, while discussing ACMA (ER) activities, urged the non-member companies to enter into the folds of ACMA and take advantage of the activities organised for them.

Mr Labroo, talked about the challenges of today's automotive industry and how ACMA is instrumental in addressing these challenges. Mr Labroo mentioned that ACMA had engaged PwC as its knowledge partner to take up policy issues with the Government and help us formulate our positions. ICRA had been appointed to analyse and interpret data of the component Industry. The professional PR agencies are hired to provide the industry with a unified voice based on facts. For corporate R&D, the talk is in the final stage with MIT for designing special programmes for the CEOs of member cos. of ACMA.

Mr Labroo also spoke about the social responsibility of the industrialists and requested them to give something back to the society. In the second part of his talk, Mr Labroo spoke about his perception of the macro world and how is it going to affect the Auto Industry?

On **February 2, 2008, in Jamshedpur,** Mr Sanjay Labroo, President ACMA and Mr S. B. Borwankar, Plant Head, Tata Motors Ltd., were present at the **launch the 2nd Cluster in Eastern Region under the ACT-UNIDO Banner.** Mr V. R. Janardhanam, National Coordinator for UNIDO Cluster gave the background of the cluster approach. He said that the initiative to start such movement was taken in 1998 by CII and MUL but ACMA, started propagating this movement very forcefully among the members and the vendors in all the regions. From the participating companies, Mr Sanjay Sabherwal, MD, Metaldyne Industries Ltd., spoke of their expectations from the cluster programme.

Mr Vishnu Mathur, Executive Director, ACMA, gave a presentation to update members on **FTAs & What they Mean, on the 2nd of February 2008 at Jamshedpur.** Mr Mathur discussed in detail about the various and informed about the existing FTAs and PTAs and on the agreements that were under negotiations and some Dos and Don'ts for FTAs for the industry. ACMA has also made detailed representations to the Government in the interest of the auto component industry and suggested to the Government to develop world class infrastructure to match that available in the FTA countries to reduce cost of transaction.

Mr S. B. Borwankar, Plant Head, Tata Motors Ltd., Jamshedpur, gave a presentation on **"Towards World-Class Manufacturing and World Truck- Tata Motor's Journey of Excellence", on February 2, 2008.** He started by defining the enabling objectives of The TWT programme encompassing the company goal, Market scenario, in fractural trends and customer preferences. TWT is a unique platform of vehicles covering a tonnage of 11 to 49 ton category and engine power up to 565HP. It will be made for the global markets in two locations in India (Jamshedpur & Lucknow) and in Korea. The segments will be tractor, tipper and cargo. The vehicles are jointly developed by TML and Tata Daewoo Commercial Vehicle and benchmarked against global brands for all parameters. Mr Killol Kamani, MD, Samarth Engineering Co. P. Ltd. and Dy. Chairman, ACMA (ER)



Lamp lighting ceremony at interaction with ACMA President & Vice President, Jamshedpur



Mr Sanjay Labroo, President, ACMA, speaking at the programme, Jamshedpur



Mr S. K. Behera, Chairman-ER, ACMA, addressing the delegates, Jamshedpur



Q&A session at the interaction with ACMA President & Vice President, Jamshedpur



ACMA memento being presented to Mr S. B. Borwankar, Plant Head, Tata Motors, Jamshedpur

**FROM THE REGIONS**  
EASTERN REGION

thanked TML Jamshedpur for the interactive session with ACMA members.

As a part of continuous learning process.

ACMA (ER) organised a **Shop Floor Manager's visit to Chennai on February 16, 2008**. 17-delegates joined the delegation and visited 3-companies, namely, Susira Industries Ltd, Rane Brake Lining Ltd. and Sundaram Clayton Ltd. in Chennai.

1. Susira Industries Ltd.: Mr Shahul Hameed, President, received the delegation. The delegates saw the shop floor, safety messages and posters and the discipline amongst the employees to follow the quality rules.

2. Rane Brake Lining Ltd.: The Rane Group claimed Deming award in 2003 and were the second company in India to get this award. Mr B. Palaniappan, GM, Corporate HR and TQM along with Mr S. Rajendra Kumar, Manager-OHS/TQM received the ER group.

3. Sundaram Clayton Ltd.: The delegation was welcomed by Mr T. R. Narasimhan, Manager (TQC) and Mr S. Ravi Kumar, AGM (Purchase). Sundaram Clayton Ltd. truly defines the name TVS which stands for Trust, Value and Service. This is the first co. in India and fourth co. outside Japan to receive Deming Prize.

The first **MRM of UNIDO-ACT Cluster Programme in Eastern Region was held on March 27, 2008, Jamshedpur**. The host company was Emdet Jamshedpur Pvt. Ltd. During the programme, welcome speech by the host Company CEO, Mr Ranjot Singh, followed by speech by Mr Killol Kamani, Dy. Chairman, ACMA (ER) and address by Mr V. R. Janardhanam, National Coordinator, UNIDO Cluster Programme.

The presentations were given by the respective CEOs and the coordinators of the each participating company. Mr V. R. Janardhanam, National Coordinator, UNIDO Cluster Programme, spoke about his observations made and suggestions to improve. At the end of the programme, the banner was given to Mr Tapas Sahu of Highco Engineers (P) Ltd. by the host company as Highco Engineers (P) Ltd. will be the host company for the second MRM scheduled for April 29, 2008.



Mr Killol Kamani, Deputy Chairman (ER), ACMA, addressing the delegates, Jamshedpur



Shop Floor Manager's visit, Chennai



Mr Killol Kamani presenting ACMA memento during the Shop Floor Manager's visit, Chennai

**A**s audit is the most common methodology to identify the areas of energy conservation and devise energy conservation programmes. ACMA, Northern Region along with UL India Pvt. Ltd. organised a one day **Workshop on Energy Audit on 27th April 2007, New Delhi**. The workshop was organised keeping in view the ever increasing energy needs and the importance of energy conservation in the developing countries. Mr Somesh Rastogi of UL India Pvt. Ltd., the faculty for the workshop, specialises in Energy, Environment and Safety.

ACMA (NR) organised a **workshop on Total Employee Involvement & Case Study presentation on TEI Journey on May 18, 2007, Ludhiana**. The objective of the programme was to understand the need of TEI, how TEI could be implemented & how it would help in enhancing the Quality & productivity and thereby bring-in overall Culture change in the organisation for the sustenance of benefits & growth.

Dr P. Elangovan, Consultant, Minda Corporate Ltd., shared his organisation's experience towards their journey of TEI, which helped them to identify the causes likes time constraint, less awareness, ownership, facilitation, resources, and review mechanism for less involvement of employees in suggestion scheme.

In the closing remarks, Mr U.S. Ahuja, Regional Council Member, ACMA (NR) & Group Managing Director, New Swan Enterprises, appreciated Minda Corporate Ltd. for the tremendous work done by them. Mr Ahuja said it was a good opportunity for all of us in "cross-learning" and participants would have made a note of more new ideas for implementing these ideas in their respective organisations.

A programme on **Flow Manufacturing & Case Study Presentation on June 1, 2007, in Gurgaon**, was organised for the senior, middle and junior management. At the training programme, by Mr N. K. Minda, Regional Council Member (NR), ACMA and Managing Director, Minda Industries Ltd., introduced Mr Sanjeev Prabhakar, Counsellor, ACT, the faculty and thanked Mr S. B. Kumar, General Manager

(Engg. & Mfg. Systems), Clutch Auto Ltd. for making a case study presentation on Flow Manufacturing, which started under the guidance of Takao San.

Continuing the effort of organising various training programmes on HR related subjects to improve the soft skills of the work-force of the membership, ACMA (NR) organised a **Training Programme on Developing Supervisory Skills, on June 19, 2007, in New Delhi**. The objective of the training was to define the role of the supervisor; to develop key supervisory skills including planning, organising and controlling; to improve communication skills and to develop skills for running effective meetings.

Mr Arvind Kapur, Chairman-NR, ACMA, mentioned that the leaders in the company are very important as machines and equipment are available everywhere, the only difference is people. The survival of the companies will depend on the leaders companies have as we have to train our-self to become global.

Mr Rajiv Mathur, President & CEO, Aakansha Management Group, the faculty for the training, programme focused on the following key skills that a supervisor should possess in order to align and synchronise the organisational goals with the needs of the workgroup.

Enthused by the overwhelming response for the three QC Competitions organised in last three years, ACMA (NR) organised its **4th Quality Circle Competition, on July 5, 2007, In New Delhi**. To accommodate an overwhelming participation of 34-QC Teams from 26-members, the Competition was held in two streams. Mr Arvind Kapur, Chairman – NR, ACMA, urged to the participants to interact with each other as lot can be learnt from each other through networking and also to share the learnings of the day with colleagues who were not present. He stressed on the importance of grass route



Workshop on Energy Audit, New Delhi



ACMA memento being presented to Dr P. Elangovan, Consultant, Minda Corporate Ltd.



Token of Appreciation being presented to Mr S. B. Kumar, GM, Clutch Auto Ltd., Gurgaon



Mr Arvind Kapur, Chairman (NR), ACMA, addressing the participants at the Training Programme on Developing Supervisory Skills, New Delhi

**FROM THE REGIONS**  
NORTHERN REGION

people and training them as they are the strength of an organisation.

Mr K. K. Muthu, President, Corporate Consultancy Services gave an overview of the competition at the valedictory function. Speaking at the Valedictory function, the Chief Guest, Mr M.M. Singh, Executive Director (Prod.), Maruti Udyog Ltd., stressed on the importance of these factors in enhancing their contribution to the organisation. Mr Singh also gave away the Certificates and the Trophies to the winning teams and Participation Certificates to the participating QC teams. All the 4-winning teams would be taking part at the 2nd National Quality Circle Competition scheduled for 10th August 2007 in New Delhi.

current and future team in ACMA to plan.

On the challenge of growth and development, President mentioned that all the industries in India are doing well. OEMs and MNCs are looking towards India to make India a global base. Mr Mody in his address highlighted the challenges that were facing the industry. Mr Mody mentioned that ACMA has been regularly interacting with the Government for the interest of the industry. Highlighting the change in the mindset of Indian entrepreneurs, Mr Mody said India has become a land of global entrepreneurs.

Mr Sanjay Labroo, Vice President, ACMA & Managing Director & CEO of Asahi India Glass, talk to members on "Strategising for Growth in Respect to the SME Sector". While making the presentation Mr Labroo also shared his company's experience. It was lucky to be an Indian and an entrepreneur in the current industrial and economic scenario. Mr Labroo invited members and the industry to use the services of ACT or similar change agent. Members appreciated the presentation and had useful discussions with Mr Labroo after the presentation. One of the issue discussed at length pertained to R&D.

ACMA (NR) organised a training programme on **Total Employee Involvement (TEI) & Case Study presentation on TEI Journey on 14th August, 2007 at Faridabad**, for the industry in and around Faridabad. The objective of the programme was to understand the need of TEI, how TEI could be implemented & how it would help in enhancing the Quality & productivity and thereby bring-in overall Culture change in the organisation for the sustenance of benefits & growth.

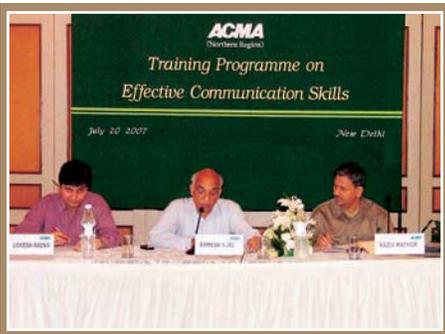
Mr V.K. Sethi, COO, Bony Polymers Pvt. Ltd. welcomed the participants and the faculty Mr Arvind Gupta, Deputy Director, ACMA Centre for Technology and Mr A.V.V. Rao, Head (TQM), Continental Engines Ltd. and thanked them for agreeing to share their experiences on the TEI journey. Emphasising on TEI as a very powerful tool, Mr Sethi mentioned that to motivate employees, build self confidence, develops

Continuing with our efforts in organising programmes in the fields of HR, a **Training Programme on Effective Communication Skills, was organised on July 20, 2007, in New Delhi**. Welcoming the participants, Mr Ramesh Suri, Member-Regional Council, ACMA (NR) and Chairman, Subros Ltd., said that communication plays a very important role in the present scenario of stiff competition in the industry and one need to learn how to be more effective in that front. Mr Rajiv Mathur, President, Aakash Management Group – the faculty for the programme.

ACMA (NR) organised members' **interaction with Mr Raghu Mody, President and Mr Sanjay Labroo, Vice President, ACMA, on 13th August, 2007 in New Delhi**. Mr Arvind Kapur, Chairman, ACMA (NR) made a brief presentation on the activities organised by the Northern Region held during September 2006 to August 2007. Mr Mody in his address said that these meets provide an opportunity to interact with members and understand the expectation of members which will help the



Winners at the 4th QC Competition, New Delhi



Mr Ramesh Suri, Member-Regional Council (NR), ACMA, addressing the participants at the Training Programme on Effective Communication Skills, New Delhi



Mr Arvind Kapur addressing the participants during the programme



Members' interaction with Mr Raghu Mody, President & Mr Sanjay Labroo, VP, ACMA

work related healthy competition, upgrade the problem solving capability, building team work, bringing involvement of employees in an organisation for continuous improvement activities, take ownership & responsibility and improves relationship among employees, TEI is very effective.

Mr Arvind Gupta, in his training on TEI emphasised it as an improvement process, which brings a culture change and improves the health of the organisation.

Mr A.V.V. Rao, Head (TQM), Continental Engines Ltd., shared his organisation's experience towards their journey of TEI which started in the year 2004 with the ACT-UNIDO Cluster with formal training to associates in best practices. Mr Raj Bhatia, Member, Regional Council, ACMA (NR) appreciated Continental Engines Ltd., for the tremendous work done. This was a good opportunity for all participants "cross-learning" and for implementing these ideas in their organisations.

ACMA (NR) organised a training programme on **Effective Communication Skills on 24th August 2007 in Ludhiana.**

Mr Surinder Mahendru, Regional Council Member, ACMA (NR) & Managing Director, Nicks Auto Industries, informed why it was important to improve the ability to influence, persuade, convince, motivate, inspire and communicate with others. Addressing the participants, Mr U.S. Ahuja, Regional Council Member, ACMA (NR) & MD, New Swan Enterprises, informed the audience about the NR activities and explained in detail few of the activities. He also gave some specific points relevant to the programme and stressed the importance of communication not only in the professional and business world, but also in the personal front. In his presentation, Mr Rajiv Mathur described communication as a process by which a source sends a message to a receiver by certain means of a channel to produce a response (effect), in accordance with the intention of the source (feedback). Mr Mathur also gave a group exercise and shared a case study on communication

skills to find out problems & its root cause and the suggested areas for improvement.

ACMA (NR) launched the **7th Batch of the Six Sigma Black Belt Training Programme (Level 1) on 24th September 2007 in New Delhi.** Like the earlier batches this batch too will be an extensive Training Programme for 17- days (15 days of Class-room training & 2 days of Project validation) spread over a period of 7-months from September 2007 to March 2008.

Mr Arvind Kapur, Chairman-NR, ACMA, while addressing the participants, stated that NR took the lead in Six Sigma Black Belt Certification Programme and in all 121 black belts had already been certified in NR till then in 6-batches and at the National level, 275 black belts had been created. The amount of saving from the projects done by these participants was to the tune of Rs. 10.45 crores in NR & Rs. 23 crores at national level.

Mr Kapur urged to the participants to share what they had learnt with their management, their colleagues and others when they get back to companies. He then formally introduced Mr Ram Narayan – the faculty for the training to the participants.

ACMA (NR) organised a training programme on **Kanban System on 28th September 2007 in New Delhi,** focusing the middle and junior management.

Addressing the participants, Mr Raj Bhatia, Regional Council Member, Northern Region and Managing Director, Bony Polymers (P) Ltd., KANBAN is a chain process in which orders flow from one process to another, the production or deliveries of components are pulled to the production line. In contrast to the traditional forecast oriented method where parts are pushed to the line, Mr Bhatia said.



Workshop on TEI & Case Study Presentation on Journey, Faridabad



Mr Surinder Mahendru, Regional Council Member (NR), ACMA, addressing the participants at training programme on Effective Communication Skills, Ludhiana



Launch of Six Sigma Black Belt (Batch VII) Training Programme, New Delhi



Mr Raj Bhatia, Regional Council Member (NR), ACMA, addressing the participants at training programme on Kanban System, New Delhi

**FROM THE REGIONS**  
NORTHERN REGION

Explaining the guidelines for data collection Mr Sanjeev Prabhakar, Counsellor, ACT, the faculty, said that the data should be realistic and consistent. The programme included an exercise to the participants to calculate replenishment time and calculate buffer quantity.

Mr Arvind Kapur, Chairman, ACMA (NR) welcomed the participants and gave a brief on the auto component industry with a special thrust on the key challenges to be tackled by the industry. He also outlined the NR activities held so far in the region with the list of future activities planned for, during the year to come.



Training Programme on Retention Management, New Delhi

ACMA (NR) organised a training programme on **Retention Management on 17th October, 2007 in New Delhi**. Welcoming the participants at the inaugural Session, Mr Ramesh Suri, Regional Council Member, Northern Region and Chairman, Subros Ltd. introduced Mr Rajiv Mathur, President & CEO, Aakansha Management Group who was the faculty for the training programme.

Mr Sanjay Labroo, President, ACMA & Managing Director & CEO of Asahi India Glass, made a presentation on "Strategizing for Growth for SME Sector" wherein he said that there were enormous opportunities but there was a need to do right things and be a leader in the field.



Mr Manpreet Singh Badal, Minister of Finance, Govt. of Punjab, interacting with the delegates, Ludhiana

Addressing the participants, Mr Suri stressed on employee retention which really matters for organisations as they invest a lot in developing and grooming an employee to suit the industrial needs and losing trained and efficient employees regularly proves costly in the longer run.

He dwelled on the potential that SMEs have to grow into highly competitive business entities through proper strategy and planning. Mr Labroo emphasised the need for Operational Excellence - which the SMEs have competitive advantage over others, with a focus on cost, a flattish transparent organisation with clear authority and accountability.



Mr Arvind Kapur, addressing the participants during the interaction

Mr Rajiv Mathur in his training programme said "Retention is a day in and day out process". Mr Mathur touched upon the various components of Retention Management, which included the organisational components, career opportunities, rewards, job design & work and employee relationships among others. Mr Mathur also talked about the Retention Myths and what motivates talented people to stay in an organisation.

The Hon'ble Minister of Finance, Govt. of Punjab, Shri Manpreet Singh Badal, while addressing the participants revealed that a draft of the new Industrial Policy for Punjab State would be circulated within the next 4 weeks. Touching on the importance of skill building in the State, Shri Badal highlighted the shortage of skilled personnel in the State and invited the industry to join hands with the Govt. to adopt ITIs and participate in up-gradation of the training institutes to world-class levels. Plans were on to develop Infrastructure in the State to make it world class with Expressways & Airports in Mohali & Chandigarh to strengthen the industrial development, he added.



ACMA memento being presented to Mr Manpreet Singh Badal, Minister of Finance, Govt. of Punjab

An **interaction with Mr Sanjay Labroo, President and Mr J. S. Chopra, Vice President, ACMA, was organised on 27th November, 2007, in Ludhiana, Punjab** wherein Shri Manpreet Singh Badal, the Hon'ble Minister of Finance, Govt. of Punjab was invited to interact with the **members of the Northern Region.**

The session was concluded by Mr J. S. Chopra, Vice President, ACMA, who thanked Shri Badal and the participants for their presence as also for a fruitful interaction.

ACMA (NR) organised a **training programme on Developing Supervisory Skills on 28th November 2007 in Ludhiana**, to improve and enhance the supervisory skills among the supervisors. The objective of the programme was to

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improve the efficiency of the supervisors as also to train them on proper planning, organising and controlling.

Mr U.S. Ahuja, Regional Council Member, (NR) ACMA, advised the participants about the present day's requirement in the competitive world.

Mr Rajiv Mathur, the faculty gave valued inputs and emphasised the need to develop supervisory skills and how important this skill in everyone's life.

ACMA, (NR) organised a one day workshop on **"7 QC" Tools on 7th December, 2007, at Gurgaon**. This workshop was organised for lower 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.

At the workshop Mr N.K. Minda, Regional Council Member, NR & Managing Director, Minda Industries Ltd., recommended the participants to learn and use the QC Tools and techniques for problem solving and target for zero customer complaints. Mr Sanjeev Prabhakar, the faculty, explained the PDCA cycle and 7 steps of problem solving i.e., Define, Observation, Analysis, Counter measures, Check effectiveness, Standardisation, Conclusion. The training programme also included few exercises and case study on problem solving to the participants, to understand its effectiveness.

ACMA (NR) organised a workshop on **"7 QC" Tools on February 22, 2008, at Ludhiana**.

This workshop was aimed at sensitising the lower middle level management to junior level management about the Quality Circles and its advantages with 7-tools which is implemented in industries for problem solving in their area of work. Welcoming the participants Mr U.S. Ahuja, Regional Council Member (NR) and Group MD, New Swan Enterprises, mentioned that the auto component industry is going through an interesting phase with many new launches

and India being projected as a hub for small cars. Mr Ahuja welcomed the participants and introduced Mr Sanjeev Prabhakar, Counsellor, ACMA Centre for Technology, who was the faculty for the workshop.

Mr Surinder Mahendru, Regional Council Member (NR) and Partner, Nicks Auto Industries, also addressed the participants and said that things are changing very fast and in order to grow we have to train ourselves to keep up the pace.

ACMA (NR) in its endeavour to strengthen the zones in the region organised a **5S Training Programme & Case Study Presentations on 5S Journey on February 29, 2008 at Rohtak**, Haryana. Mr N.H. Maheshwary, Head Quality, Lakshmi Precision Screws Ltd., welcomed the participants and thanked Mr Arvind Gupta, Deputy Director, ACMA Centre for Technology and Mr S.B. Kumar, General Manager (Engg. & Mfg. Systems), Clutch Auto Ltd. for sharing their experience of 5S journey.

Mr Maheshwary, briefed the delegates on the activities of ACMA (NR) of its efforts to help companies to become competitive on Quality, Delivery & Cost achieved through focused approach on creating Safe Work Place, High Morale of Employees & need of Training to Employees. Highlighting 5S as a fundamental improvement process, which creates a healthy culture in an organisation, Mr Maheshwary also emphasised 5S as a first step to any higher-level initiative like TPM, TQM or Six Sigma, which any organisation would like to undertake. Mr Arvind Gupta shared the potential areas for practicing 5S and the benefits like recovering space, search time elimination, team building and visual factory by practicing 5S.

Mr S.B. Kumar, Clutch Auto Ltd., shared that 5S is a way of life in his organisation after joining the ACT cluster. Mr Lalit K. Jain, Member Regional Council, ACMA (NR) said that in today's scenario when the land costs are going up day by day 5S can



Mr U.S. Ahuja, Regional Council Member, ACMA (NR) addressing the participants at the training programme on Developing Supervisory Skills, Ludhiana



Workshop on 7 "QC" Tools, Ludhiana



Training Programme on 5S & Case Study Presentation on 5S Journey, Rohtak

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play a significant role in fully utilising space available in our plants.

The **Six Sigma Black Belt (VII Batch) & Green Belt (Cluster Programme) Certification Ceremony** was organised on **March 19, 2008, New Delhi**. Mr Arvind Kapur, Chairman (NR), ACMA, informed the participants that in order to horizontally deploy these Six Sigma Tools within the organisation.

NR, ACMA, conferred the Certificates to the successful candidates. He also emphasised on the horizontal deployment of Six Sigma to create Six Sigma culture within the organisation and spreading of knowledge by sharing the learning with other colleagues.

**ACMA ties-up with the India School of Business, Hyderabad, on March 26, 2008, at New Delhi**, for a mutually beneficial educational tie-up arrangement.

The programme is being exclusively designed and developed for ACMA/YBLF membership, aimed at providing state-of-the-art management tools and techniques to business leaders to take the industry forward by creating a vision and giving a global outlook to the Indian auto component industry. The select business excellence model is being especially tailored for the auto components industry will be divided into two main stages, the first stage will be centred around pre-designing and development and last over a period of 120-days. While the latter will deal with programme implementation, divided into three independent programmes, spread over a period of 9-days.

Mr Parvinder Singh, Production Supervisor, Phoenix Lamps Ltd. and Mr Perdeep Kumar, Assistant Manager & Mr Pradeep Singh Dhankhar, Assistant Manger, Pricol Ltd. made the presentations which were adjudged as the best presentations among the Black Belt group. Mr Yogender Singh, Engineer, Autofit Pvt. Ltd. made the presentation which was adjudged as the best presentation among the green belt group.

At the programme of Green Belt training saw 27 of the 35 candidates certified. They completed 15 Six Sigma Projects with a collective saving of Rs. 2 Crores. Mr Arvind Kapur, Chairman-



Mr Arvind Kapur, Chairman (NR), ACMA, addressing the participants at the Certification Ceremony, New Delhi



ACMA ties-up with ISB Hyderabad, New Delhi

**A**s a part of the continuous learning and interacting with the OEMs, ACMA (SR)organised a **CEOs delegation to Sona Koyo Steering Systems and Hyundai Motor India, on April 11, 2007, Chennai.**

The 21 members' delegation was led by Mr J Sridhar, Zonal Coordinator- Chennai & Nearby, ACMA (SR).

**On May 21-22, 2007, Global Business Opportunities - Buyer-Seller Meet, Chennai,** was organised, to provide a platform for Buyers to identify Suppliers and vice-versa under one roof was a resounding success. There were 40-

members who participated in the event and showcased the capabilities of the Indian auto component industry. More than 50-buyers from over 20 IPOs/OEMs met with the exhibitors and had discussions on sourcing.

Inaugurating the event, Mr Vinod Dasari, CEO, Ashok Leyland, said that while India is known for IT and its enablers, the auto component industry beat the IT sector in exports by 1% in a particular year, sometime back.

Mr V Ramachandran, Chairman, ACMA (SR), said that the Indian automotive industry is in the threshold of a major transformation and have witnessed unprecedented growth in the last few years. There is a cautious rush to capitalise this boom. In his address, Mr Srivats Ram, Convener of the Event, highlighted the objectives and mentioned that this event is a successful format of ACMA and, therefore, anticipated both the buyers and sellers to benefit mutually.

A Conference was organised on the 2nd day of the event, wherein 8 - IPOs/OEMs shared their sourcing plan and expectations. While the event helped some to re-establish contacts, some made new contacts and saw new opportunities. Some found the participation useful to benchmark against global standards and requirements. Many OEMs were enlightened by new products and technology showcased at the event.

**Six Sigma Black Belt Programme: Launch of 5th Batch & Module 1 Chennai: May 24-26, 2007**

Having successfully completed the 4 Batches of Six Sigma Black Belt programme and producing more than 60 Six Sigma Black belts in the Region, ACMA (SR) launched the **5th Batch of Six Sigma Black Belt Programme on May 24, 2007, Chennai.**

Inaugurating the 5th Batch, Mr Srivats Ram, Convener-Membership Committee, ACMA (SR) and JMD, Wheels India, said while adoption of Six Sigma will help ACMA members align with values of some customers, it is a structured approach to problem solving that has helped in cutting costs and improving productivity in organisations.

There are 18-participants from 6-member companies in the Southern Region. This is the 1st Module of the 5 Module Programme spread over a period of 6 months. There would be continuous assessment after each module by Mr Ram Narayan, the faculty. The participants, who score 70% in the assessment and complete 3 projects, are eligible for Level-I Black Belt Certification.

**The 2nd Quality Circle Competition was organised in Bangalore on July 15, 2007.** A record number of 63-teams had applied for participation of which 51-teams from 34-companies were selected for participation in the Competition. There were more than



CEOs delegation visit, Chennai



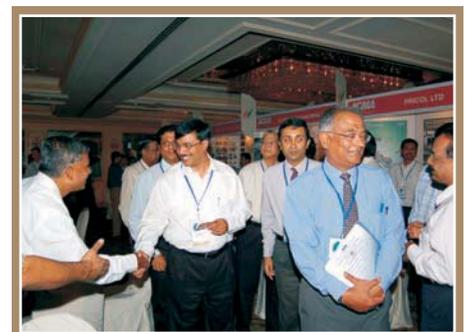
Ribbon cutting ceremony at Global Business Opportunities – Buyer-Seller Meet, Chennai



Speakers at the Global Business Opportunities – Buyer-Seller Meet, Chennai



Mr Srivats Ram, Convener-Membership Committee, ACMA (SR), speaking at the Six Sigma Black Belt programme, Chennai



Guests interacting with participating companies

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400 participants, mostly from the shop floor. These 51 teams were divided into 3-streams of 17-presentations each, held concurrently. Each of these streams had 3 eminent jury members. All the 9 Jury members were exponents of QC, which was headed by Mr V Kovai Chelvan, Sr VP-HRD & TQC, TVS Motor Company Ltd. Speaking at the Inaugural Session, Mr K. Ito, MD, Toyota Kirloskar Auto Parts Pvt Ltd, said that the Quality Circles have a big role to play in improving the process. The potential is huge and, therefore continuous process improvement was necessary.

As a part of the continuous learning and interacting with the OEMs, ACMA (SR) organised a **CEOs delegation to TKM & TKAP on September 25, 2007, Bangalore.** The delegation of 40-members including 10 from the West, was led by Mr Srivats Ram, Chairman (SR), ACMA.

Interacting with the delegation, Mr K K Swamy, Dy MD of TKM, opined that the Indian component industry had more experience than Toyota in India. The interaction was followed by a presentation on TPS and plant tour. The presentation highlighted the use of Visualisation, JIT, Kanban, Kaizen, PokaYoke, etc.

At TKAP, the delegation was received by Mr Naruse, Dy MD and Mr Shekar Viswanathan, Director-Finance, Legal & Admin and team. The focus of the presentations and plant visit was on Safety. The company followed the principle of consciousness, no-recurrence and prevention for its safety policy.

ACMA (SR) members had a **Presentation on New Product Development & Visit to Karnataka Hybrid Micro Devices Ltd., Bangalore, on November 3, 2007.**

Mr K. S. Kamath, General Manager (Mktg.), KHMDL, mentioned that such interactions were fruitful and members could learn from each other.

Mr S. Thiagarajan, Zonal Coordinator (Karnataka-Hosur), mentioned that the subject being talked about by KHMDL – New Product Development - was apt as the topic is also key to all, as the focus is shifting from development from a design provided by the OEM to a collaborative or in some cases innovate new products and designs, he said.

Prof. Dwarkadasa mentioned that the company's focus was to manufacture hybrid micro devices. He mentioned the company's outlook was not to compete but to compliment the industry. The company wanted its product to be present in all vehicles and also wanted to get into the satellite technology.

Speaking at the Valedictory Session of the programme, the Chief Guest, Mr N Reguraj, MD, NTTF Industries Ltd & Chairman, CII Karnataka State Council, complimented ACMA for its proactive role in spreading the quality movement in the auto component sector. The Cluster Programmes of ACMA have brought in an excellent improvement to the sector, he said.

Earlier in the day, Mr V Ramachandran, Chairman, ACMA (SR), said that QC brings about organisational development through TEI and has been in existence for more than 2 decades in the Region. The competition aims to promote QC movement amongst membership in a systematic manner. The Chairman of the Jury, Mr Kovai Chelvan, said that the winners were selected after a systematic, 2 step evaluation process.



Lamp lighting ceremony at the 2nd QC Competition, Bangalore



Winners at the QC Competition, Bangalore



CEOs delegation, Bangalore



ACMA memento being presented during the CEOs delegation visit, Bangalore



ACMA (SR) members' at the presentation on New Product Development & Visit to Karnataka Hybrid Micro Devices Ltd., Bangalore

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Mr S.G. Raghavan, Vice President (Operations), mentioned that the company was founded in 1992 with a core competency in Thick Film Hybrid, Avionics Assembly, Micro-Control based systems and ECUs.

The visit to the facilities of the KHMD was a unique experience for many members, as they saw hi-tech products being made for the automotive and aerospace at the same premises.

Continuous availability of funds to manage business, particularly for the SMEs is a challenge. While there were many financing options available through banks as loans, etc., these involve many formalities documentation, etc. In views of exploring an alternate source of faster cash flow and management, ACMA Southern Region organised a **Presentation on Factoring, on November 15, 2007, in Chennai.**

The presentation was made by Global Trade Finance Limited (GTF) - a Joint Venture of Export-Import Bank of India, FIMBank (Malta), International Finance Corporation (Washington-USA) and the Bank of Maharashtra. The company claims to have established as the market leader in International Factoring services.

Mr M. Sankaranarayanan in his presentation mentioned that Factoring is an ongoing arrangement between the client and factor where invoices raised on open account sales of goods and services are regularly assigned to the factor for financing, collection and sales ledger management.

Mr J. Sridhar, Zonal Coordinator – Chennai & Nearby, mentioned that the programme would be definitely of use for the SMEs.

Having successfully completed 4 batches of Six Sigma Black Belt Training Programme, which saw over 60 candidates being certified, the Southern Region owing to a good response from members launched the 5th Batch of Six Sigma Black Belt programme on 24th May earlier this

year. The programme culminated with **Certification Ceremony** wherein the successful participants were certified on the **17th of November, 2007, at Chennai.**

Mr Srivats Ram, Chairman (SR), gave a brief overview of ACMA's activities and its efforts to enhance company level competitiveness through specialised training programmes and cluster approach.

The Chief Guest Mr John Barkhouse, MD, Caterpillar India Pvt. Ltd., is the author of the CAT Production System and a master Black Belt. Mr Barkhouse commended the Association for spreading the Six Sigma wave within the industry. He mentioned that Six Sigma was a methodology and not just a tool for Quality in Caterpillar.

Earlier, Mr Ram Narayan, the faculty for the training programme gave a brief overview of the training modules and the processes involved for certification.

13 successful participants received certificates from Mr Barkhouse for the Black Belt level-1 of Six Sigma Training. Mr Harish Lakshman, Deputy Chairman (SR), thanking the participants and Mr Barkhouse mentioned that there was a lot to imbibe from Mr Barkhouse's experiences. Mr Lakshman mentioned that Six Sigma was a philosophy through which many improvements can be implemented in the workplace.



Mr S. Thiagarajan, Zonal Coordinator (Karnataka-Hosur) at the ACMA (SR) members' visit to Karnataka Hybrid Micro Devices Ltd., Bangalore



Presentation on Factoring, Chennai



Members during the programme on "Presentation on Factoring", Chennai



Participants given Certificates at the Six Sigma BB programme Certification Ceremony



The Chief Guest, Mr John Barkhouse at the Six Sigma BB programme Certification Ceremony

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Coinciding with the members' meet of Karnataka & Hosur, in **Bangalore on the 5th of January 2008, a Presentation on SMED was organised by NTTF Industries.** Mr Thiagarajan, Zonal



Presentation on SMED by NTTF Industries, Bangalore

Coordinator (Karnataka & Hosur) mentioned that NTTF, while servicing the automotive industry also in a way does CSR activity by way of training people for industrial use. Mr N. Reguraj of NTTF, mentioned that the company was a part of the 1st ACT Cluster as its journey for improvement. Presenting the SMED practices of the company, Mr C.V. Madhu mentioned that the company was working on an A3 Sheet programme for controls and improvements. The company was using "Preactor" software and found it very useful. Members also got a chance to look at the excellent training school, parts gallery and the tool room of the company.

An 18-member delegation from Canada organised by the **APMA visited Chennai on January 21-22, 2008.** Welcoming the



Mr Srivats Ram, Chairman (SR), ACMA, at the meeting with APMA delegation, Chennai

delegation, Mr Srivats Ram, Chairman (SR) briefed the delegation on the Southern Region and mentioned that the Region was also considered as the Quality Hub in automotive manufacturing. Mentioning that India and the Southern Region in particular was a good investment ground in terms of Greenfield sites, setting up JVs or sourcing. Mr Ram mentioned to members of ACMA and the delegation to look at the possibility of forging new linkages with the auto component industry in the South.

A presentation on **How ERP Helps CEOs was organised on January 28, 2008, in Chennai.**

Presentation was made by Valgen Business Solutions (P) Ltd. The presentation dealt upon the challenges that CEOs face and the various options in ERP which could

help them take the right decision at the right time.

Mr Hariharan mentioned that ERP facilitates business process integration enterprise wide on a real time basis, which helps achieve better planning, productivity and better control.

Members of Southern Region had a **interactive session with Mr Sanjay Labroo, President, ACMA, on February 1, 2008, at Chennai.** Mr Labroo shared industry's challenges and ACMA's steps to address these challenges both in the short and long term scenario. Mentioning of the steps being taken by ACMA to address challenges, Mr Labroo mentioned that ACMA had engaged PwC to be its knowledge partner to take up and address policy issues with the Government. For the backup information for the Government interactions based on data analysis, ICRA had been appointed to analyse data of the component manufacturers (whose information was available) on a Quarterly basis.

To address and highlight the industry status and views, ACMA had appointed a professional PR agency. Mr Labroo mentioned. To improve relations with its principals, ACMA had taken an initiative of working closely with SIAM and dialogues between the office bearers would take place on a quarterly basis. President stressed that the Association's focus was to strengthen the SMEs mainly through the services of ACT. He also mentioned of a project being undertaken by ACT of an SSI Cluster for about 200 companies. He urged members to access these services which were being subsidised heavily by ACMA.

President also informed members of special programmes being designed with MIT on R&D for the CEOs. Task Groups on ERP, CSR would also be formed by ACMA to address these important areas for the industry. Earlier, welcoming President, Mr Srivats Ram, Chairman (SR), ACMA, outlined the activities of ACMA and key initiatives identified by the Association for its members in the Southern Region.



Presentation on How ERP Helps CEOs, Chennai



Members' interaction with ACMA President, Mr Sanjay Labroo, Chennai

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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 in the Southern Region on **Strategizing for Growth in the SME Sector on February 1, 2008, Chennai.**

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. Growth & profits will attract banks and investors, entrepreneurs can then unlock enormous potential of equity.

To update members on the various agreements being done by the Government of India, Mr Vishnu Mathur, Executive Director, ACMA was invited to update members on the status of various **FTAs & What they Mean, on the February 1, 2008, at Chennai.** FTAs and RTAs are about tariff reduction or elimination, removing non-tariff barriers and fixing rules of origins, said Mr Mathur.

Members got an opportunity to witness perhaps the best supply chain management practices implemented by Nokia in the electronics industry during the **Presentation on Supply Chain Management by Mr Pekka Stahlberg, Head of India Sourcing, Nokia, February 1, 2008, Chennai.**

During the Q&A Session, Mr Sathlberg mentioned that 10% of Nokia's production cost was R&D and the rest 80% being materials and 10% marketing costs. On the inventory, Mr Stahlberg said, was 1 week in transit and 2 weeks was being maintained at the Hub which was near its plant. Nokia was able to deliver its planned orders within 24 hours and unplanned orders within 1 week. On the issue of Raw materials, Mr Stahlberg mentioned that 75% of the Raw Materials were Nokia specific and were procured through a Global Contract system.

Mr Srivats Ram, Chairman (SR) mentioned that the industry in its efforts to meet global challenges and achieve its potential as mentioned in the Automotive Mission Plan, is gearing up and looking at the best practices across industries to adopt. Mr Harish Lakshman, Deputy Chairman (SR), appreciated the Supply Chain Management process adopted by Nokia because of which the company was able to meet its customers' expectations innovatively. He mentioned that members of ACMA found the interaction useful and that there were lot of takeaways and implemental ideas.

CEOs and Senior Management from member companies of the Southern and Western Region companies visited **Tata Motors Ltd. and Bosch Chassis Systems on February 2, 2008, in Pune.**

At Tata Motors, members were briefed upon the company's plans in respect to the Commercial Vehicles. On the expectations from vendors Tata Motors wanted the component industry to face challenge together and get involved in the early stages itself. The company wanted the component industry to self certify its products and ensure quality through PPAP. The visit included a guided tour to the Commercial Vehicle and the Passenger car unit of the company. At the interaction with the senior management that followed, Mr Ambardekar, Plant Head, Tata Motors mentioned that the management was involved in regular communication and the level of involvement by the employees of Tata Motors at all levels had gone up.

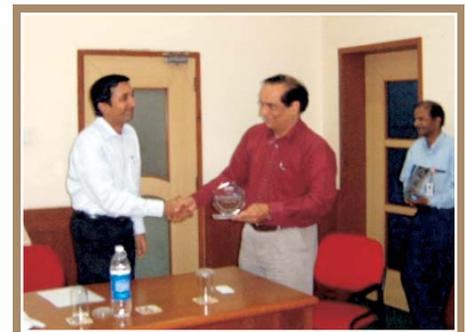
Following the visit to Tata Motors Ltd., members also witnessed excellent practices of manufacturing at the Bosch Chassis Systems India Ltd. shop-floor. Mr Srivats Ram, Chairman (SR), ACMA, thanked both the companies for receiving the delegation and also placed on record the support extended by Mr S.P. Kanwar, Chairman (WR) for organising the visit to Bosch Chassis Systems India Ltd.



Members' interaction with Mr Pekka Stahlberg, Head of India Sourcing, Nokia



ACMA (SR) memento being presented at Tata Motors, Pune



ACMA (SR) memento being presented at Bosch Chassis, Pune

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**A** CMA (WR) organised a **Workshop on Quality Circle on October 5-6, 2007, in Pune.** The objective of the program was to provide guidance to companies who are keen to stimulating the Quality Circle Movement in their companies.

Coordinators: Mr Kirti Rathod for Pune; Mr Udit Sheth for Gujarat; Mr Pratap Mungi for Nashik and Mr S C Gandhi for Madhya Pradesh. WR Regional Council also discussed and finalised the WR Activities Plan for 2007-08.



Workshop on Quality Circle, Pune

On the second day of the programme, there was a presentation on "Quality Circle" by M/s Harita Seating System Ltd., Pune, who were the winning Team at the ACMA (WR) Quality Circle competition. The Faculty was Mr Vinay Kelkar who has 30 years of experience in the field of manufacturing, quality, materials in various organisations related to Automotive Industry.

ACMA (WR) members had a meeting with 5-members of **JAPIA team in Mumbai on 26th November 2007.** The objective of the visit was to learn about the Indian auto component industry and also to assess the potential of Indian companies with a view to building relationship.

Mr Surinder Kanwar, Chairman (WR), ACMA, said that over the years the Indian automotive industry gained a high-level of maturity and grown into an industry manufacturing wide range of vehicles and components. Members present at the meeting made brief presentations of their respective companies.



Participants at Workshop on Quality Circle, Pune

ACMA (WR) launched **Six Sigma Black Belt Training programme -- 7th Batch, on October 26, 2007, Pune.** As usual this program will have 5-modules spread over 6-months from October 2007 to March 2008. 2-modules have already been completed, on 26- 28 October 2007 and November 21-24, 2007.

ACMA (WR) organised a **visit to John Deere Equipments Pvt. Ltd. and Carraro India Ltd., on December 7, 2007, Pune.** Mr Luigino Ricitto, CEO, Carraro India Ltd., received the delegation and accompanied the delegation during the plant visit. Mr Ricitto was of the opinion that the engg. capacity of India is at a higher point than China. Carraro is planning to strengthen 10 key suppliers of transmission parts, castings, lights interiors, plastics and fabricated parts. Set up an Engineering Center in Pune. Around 660 Engineers are working. Turnover is around Rs 450 crores. Plant to enter into high value added segments and markets.



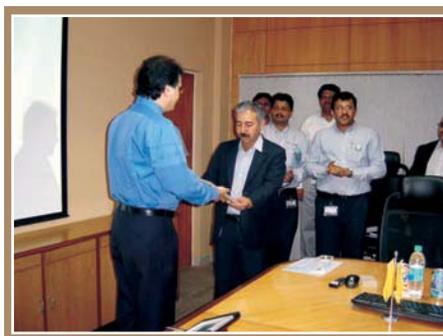
ACMA (WR) members' meeting with JAPIA Team

**Regional Council (Western Region) met on 25th October 2007 and 20th November 2007, Mumbai.** The important decisions taken were the appointment of Ms Harshbeena Zaveri as the Deputy Chairperson for Western Region, in addition, being the Zonal Coordinator for Aurangabad area. The following members were appointed as Zonal

ACMA (WR) organised a training programme on **Enhancing Supervisory Skills on December 11, 2007 in Pune; December 20, 2007 in Aurangabad and January 7 & 25, 2008, in Pune.** Mr Kirti Rathod, EC Member, ACMA, and also Zonal Coordinator for Pune inaugurated the training programme on December 11, 2007. Mr Rathod said that ACMA (WR) organised several programmes to improve the firm level competitiveness of member companies. He further said that most of our programmes are designed to



Members' interaction with JAPIA Team



Mr Surinder P. Kanwar, Chairman (WR), ACMA, presenting memento during the visit, Pune

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WESTERN REGION

educate the shop floor personnel and also to improve the manufacturing process 40 delegates participated. Mr Vinay Kelkar, the faculty for the programme The training Programme on "Enhancing Supervisory Skills" was also held in Aurangabad on 20th December 2007. Mr A Chaudhuri, Sr Vice President (Mfg Operations), NRB Bearings Ltd., said that this course is designed to bridge the gap their full potential as effective and efficient team leaders.

**ACMA (WR) organised a members meeting with Mr Sanjay Labroo, President and Mr J S Chopra, Vice President, ACMA, on December 19, 2007 in Pune.**

Mr Surinder Kanwar, Chairman (WR), ACMA, welcomed the participants and gave an overview of the Western Activities. He requested members to actively participate in all the activities of ACMA to take maximum advantage of ACMA membership.

Mr Sanjay Labroo, President, in his address mentioned that it is important to talk to members and get their views on various issues, which will help to formulate the views of ACMA. To make this process more effective, we will be visiting you again at the end of the year. Giving a brief of the economics scenario of the country, Spurious products are creating serious problems in the aftermarket. Mr Sanjay Labroo, President, ACMA & Managing Director & CEO Asahi India Glass, made a presentation on "Strategizing for Growth for SME Sector." He said that companies are required to target and strategise based on their strengths.

SMEs have to grow into highly competitive through proper strategy and planning. Mr J S Chopra, Vice President, ACMA spoke on the importance of building engineering skills.

ACMA (WR) organised **2nd Workshop on Quality Circle on March 11-12, 2008, in Pune.** The objective of the workshop was to increase the awareness on the "Quality Circle" concept among the Western Region members. On the second day of the workshop, Harita Seating Systems Ltd, winner of WR Quality Circle Competition made a presentation and shared their experience. Also few companies who had attended the first workshop held in October 2007, were also made presentations.



Speakers at Training Programme on "Enhancing Supervisory Skills"



Presentation at Enhancing Supervisory Skills Programme



Participants at 2nd Workshop on Quality Circle, Pune



Faculty interacting with the participants at Enhancing Supervisory Skills Programme



2nd Workshop on Quality Circle, Pune

## 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. Jhawar	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
Mr Raghu Mody	2006-2007

## EXECUTIVE COMMITTEE 2007-08

### REGIONAL CHAIRPERSONS

<b>EASTERN REGION</b> ▶	Mr S. K. Behera RSB Transmissions (I) Ltd.
<b>NORTHERN REGION</b> ▶	Mr Arvind Kapur Rico Auto Industries Ltd.
<b>SOUTHERN REGION</b> ▶	Mr Srivats Ram Wheels India Ltd.
<b>WESTERN REGION</b> ▶	Mr Surinder P. Kanwar Bharat Gears Ltd.

### DEPUTY REGIONAL CHAIRPERSONS

Mr Killol Kamani Samarth Engineering Co. Pvt. Ltd.
Mr Anuj Mehta Clutch Auto Ltd.
Mr Harish Lakshman Rane TRW Steering Systems Ltd.
Ms Harshbeena S. Zaveri NRB Bearings Ltd.

### ELECTED MEMBERS

Mr Beni Daga Baynee Industries Ltd.
Mr Suresh Bhojwani Bright Brothers Ltd.
Mr S. C. Gandhi Gajra Gears Pvt. Ltd.
Mrs Pilloo C. Aga Gold Seal Engineering Products Pvt. Ltd.
Mr S. Thiagarajan Harita Seating Systems Ltd.
Mr T. M. Lalani Indication Instruments Ltd.
Mr Vijay Pusalkar Indo Schottle Auto Parts Pvt. Ltd.
Mr S. K. Arya Jay Bharat Maruti Ltd.
Mr Prasan Abhaykumar Firodia Jaya Hind Industries Ltd.
Mr S. Ganesh Liners India Ltd.
Mr Deepak Jain Lumax Industries Ltd.
Mr Kirti Rathod Luxite Industries Ltd.
Mr Nirmal K. Minda Minda Industries Ltd.
Mr Yogesh Munjal Munjal Showa Ltd.
Mr U. S. Ahuja New Swan Enterprises

Mr Jatender Mehta Omax Autos Ltd.
Mr Harish Lakshman Rane TRW Steering Systems Ltd.
Mr S. D. Ganage Rojee-Tasha Stampings Pvt. Ltd.
Mr Jayant Davar Sandhar Technologies Ltd.
Mr K. R. Kavra Special Engineering Services Ltd.
Mr Ramesh Suri Subros Ltd.
Mr S. Seetharamaiah Susira Industries Ltd.
Mr Shekar Viswanathan/ Mr K. G. Mohan Toyota Kirloskar Auto Parts Pvt. Ltd.

### CO-OPTED MEMBERS OF THE COMMITTEE

Mr Raman Nanda/ Mr R. S. Thakur Automotive Stampings & Assemblies Ltd.
Dr Ferdinand Allerkamp Bosch Ltd.
Mr Bijon Nag IFB Automotive Pvt. Ltd.
Mr Ashok Kapur Krishna Maruti Ltd.
Mr Rattan Kapur Mark Exhaust Systems Ltd.
Mr Umesh Talwar Talbro's Automotive Components Ltd.
Mr A. Viswanathan Visteon Automotive Systems India Pvt. Ltd.

### PRESIDENT

**Mr Sanjay Labroo**  
Asahi India Glass Ltd.

### VICE PRESIDENT

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

### IMMEDIATE PAST PRESIDENT

**Mr Raghu Mody**  
Hindustan Composites Ltd.

## EXECUTIVE COMMITTEE 2007-08

### SPECIAL INVITEES

Mr Anil Haridass  
Bill Forge Pvt. Ltd.

Mr Satish Sekhri  
Bosch Chassis Systems  
India Ltd.

Mr Anuj Mehta  
Clutch Auto Ltd.

Mr Pranav Kapuria  
Hi-Tech Gears Ltd.

Mr Randeep Jauhar  
Jamna Auto Industries Ltd.

Ms Harshbeena S. Zaveri  
NRB Bearings Ltd.

Mr Surinder Mahendru  
Nicks Auto Industries

Mr Kabir Bhandari  
Padmini VNA Mechatronics Pvt. Ltd.

Mr N. V. Krishnan  
Roots Industries Ltd.

Mr Killol Kamani  
Samarth Engineering Co. Pvt. Ltd.

Mr F. R. Singhvi  
Sansera Engineering Pvt. Ltd.

Mr Harish K. Sheth  
Setco Automotive Ltd.

Mr Sunjay Kapur  
Sona Koyo Steering Systems Ltd.

Mr Ravi Machani  
Stumpp, Schuele & Somappa Pvt. Ltd.

Mr Ashok Kumar Munjal  
Sunbeam Auto Ltd.

Mr Vijay Vaid  
Vaid Elastomer Processors Ltd.

### SUB-COMMITTEES/ PANELS, DIVISION & OTHER CHAIRPERSONS

#### Consumers Affairs & Anti-Counterfeiting

Dr Ferdinand Allerkamp  
Bosch Ltd.

#### Defence

Mr V. K. Mehta  
Clutch Auto Ltd.

#### Economic Affairs and WTO

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

#### Finance

Mr K. V. Shetty  
IP Rings Ltd.

#### Globalisation & India Brand Building

Mr Deep Kapuria  
Hi-Tech Gears Ltd.

#### Membership Committee

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

#### Raw Material

Mr Suresh Bhojwani  
Bright Brothers Ltd.

#### Small & Medium Enterprises

Mr K. R. Kavra  
Special Engineering Services Ltd.

#### Steering Committee

Sanjay Labroo  
Asahi India Glass Ltd.

#### Trade Fairs

Mr D. K. Jain  
Lumax Industries Ltd.

### YBLF

#### Mentor

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

#### National Coordinator

Mr Deepak Jain  
Lumax Industries Ltd.

### ACT Division

#### Mentor

Mr C. Narasimhan  
Sundaram-Clayton Ltd.

#### Chairman

Mr Jayant Davar  
Sandhar Technologies Ltd.

#### Vice Chairman

Mr Arvind Kapur  
Rico Auto industries Ltd.

### Head Office/ Northern Region (NR)

Mr Abhishek Chopra  
 Mr Amit Mukherjee  
 Mr Anand Nair  
 Ms Anjali Ramachandran  
 Mrs Anu Narang  
 Mr Ashok Kumar  
 Mr Ashwani Jotshi  
 Mr Ashwani Kumar  
 Mr Deepak Rajput \*

Ms Dimple Saini  
 Ms Ecktta  
 Mr Harish Kapoor  
 Mr Lokesh Raina (NR)  
 Mrs Meenakshi Narayanan (NR)  
 Mrs Monika S. Handa  
 Mr Niladri Mallick  
 Mr Paltu Sana  
 Mrs Pooja Sharma  
 Mr Prem Kumar  
 Mr Rajender S. Dhanola  
 Mr Rajeshwar Rai  
 Mr Rupender Kaushik \*  
 Mr S. Raj  
 Mrs Sapna Vjrh  
 Mrs Subhag Naqvi  
 Ms Sumita Sharma  
 Mr Sushil Rajput (NR)  
 Mr Vijay Kanojia  
 Mr Vishnu Mathur

### Eastern Region (ER)

Mr Rahul Kumar  
 Mr Vadivelan Gounder  
 Mrs Yogita Satpathy

### Southern Region (SR)

Mr R. Hari Ram  
 Mr R. Raja Shekhar  
 Mr Anil Kumar. Unni

### Karnataka & Hosur Office

Ms Preeti Chandrasekhar D'Roza \*

### Western Region (WR)

Mrs Ashwini A. Kulkarni  
 Mr S. S. Palankar  
 Mr Suhas A. Padave  
 Mr V. K. Sankaran

### ACT Division

Mr Anupam Kaushik  
 Mr Arvind Kumar Gupta  
 Mr Ashok Kumar Kamat  
 Mr Chandu Choudhary  
 Mr Dinesh A. Vedpathak  
 Mr Jairaj Kumar  
 Mr Jitender Rana  
 Mr K.N.D. Nambudiripad  
 Mr K.R. Bhoopalan  
 Mr Manoj Mathur  
 Mr Rajiv Mandke  
 Mr Rakesh Gupta  
 Mr Ravishankar Honrao  
 Mr Sanjeev Prabhakar

\*Joined after 31st March, 2008

## AFFILIATIONS AND MEMBERSHIPS

### 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 close 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 (NATRIIP) 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) USA 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
- Bureau of Indian Standards (Transport Engineering Div.)
- Development Council for Automobiles and Allied Industries
- TIFAC-Core Group on Automotive Research (CAR) Committee
- National Automotive Testing and R&D Infrastructure Project (NATRIIP)
- WP.29 Committees under MoSRT&H

### 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.

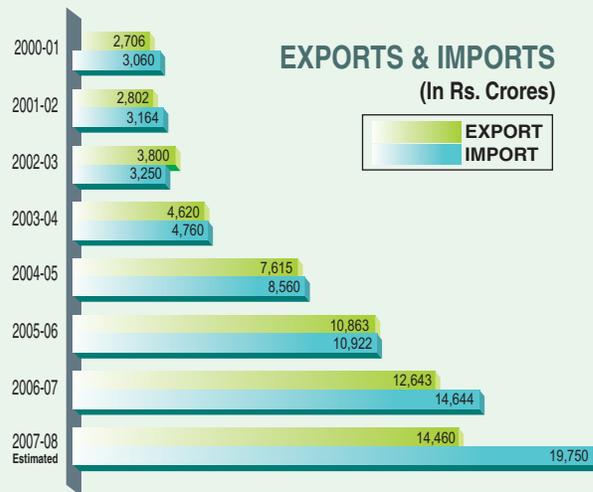
## MoU PARTNERS



<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>USA</b>	Original Equipment Suppliers Association (OESA), U.S.A.
<b>UZBEKISTAN</b>	Uzbek Association of Automobile Industry Enterprises (UZAUTOSANOAT)

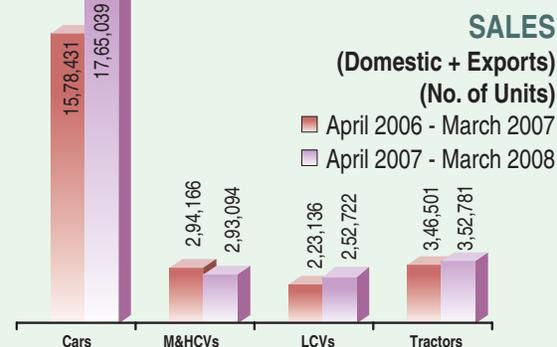
# INDUSTRY PERFORMANCE INDICATORS

## AUTO COMPONENT SECTOR

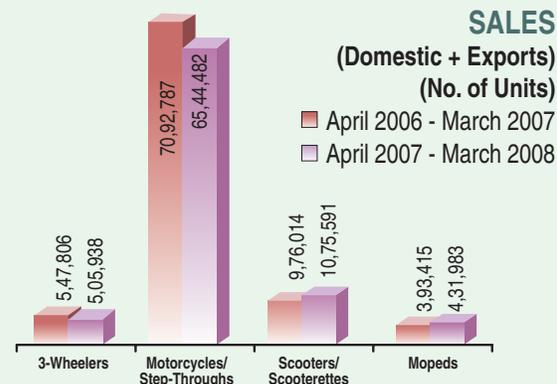


## VEHICLE SECTOR

### 4/6 WHEELERS

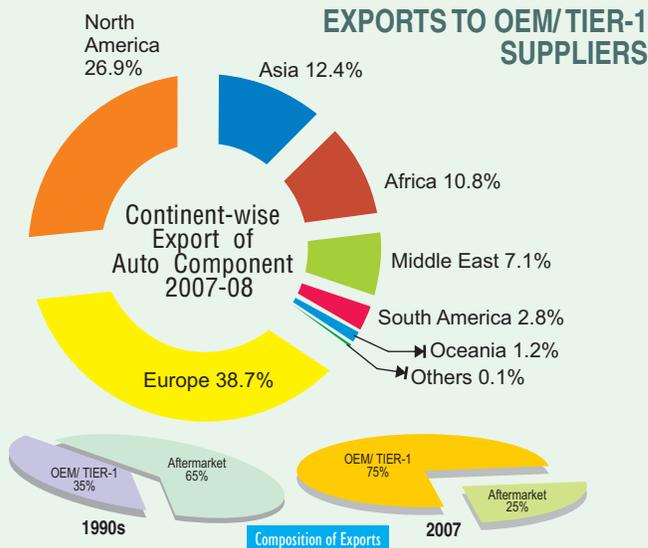


### 2/3 WHEELERS

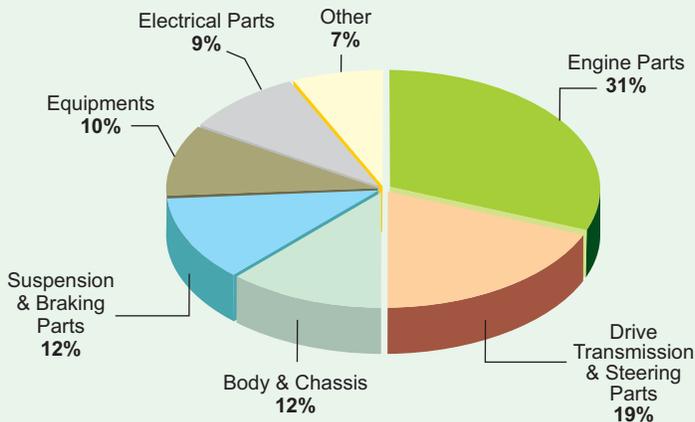


INDUSTRY PERFORMANCE INDICATORS

**AUTO COMPONENT SECTOR**

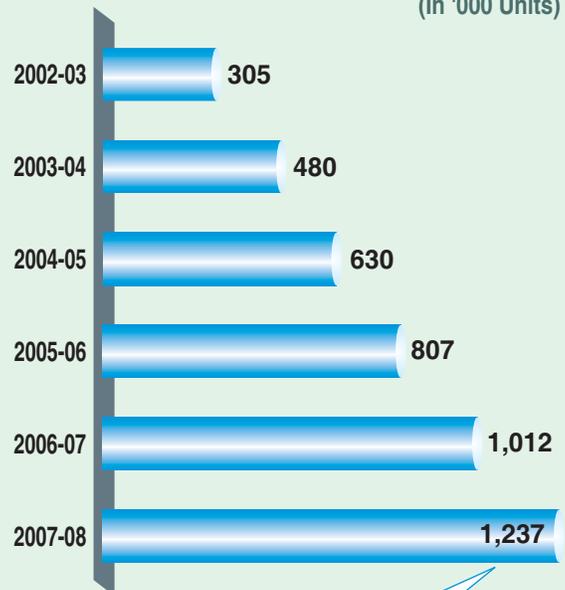


**INDUSTRY PRODUCT RANGE**



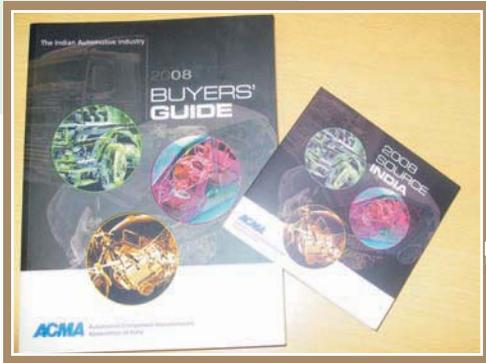
**VEHICLE SECTOR**

**INDIAN AUTOMOBILE INDUSTRY EXPORTS**  
(In '000 Units)



CAGR 2002-2007  
32%

ACMA IN THE PRESS & PUBLICATION



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

For the 23rd year in succession, ACMA published the Buyers' Guide 2008 edition which has now become the only sourcing guide for the auto-component industry.

Auto cos can hit global highway with govt support & quality: KPMG survey

Auto components in reverse gear

SWARAJ BAGGONKAR & AMRITESHVAR MATHUR  
Mumbai, 16 June

The rumble of the slow-down in vehicles sales has begun to find an echo among the makers of automobile parts. Several top executives of auto component companies that supply diverse products — needle bearings and gear shafts to starter motors and electrical equipment — said the demand from vehicle makers had fallen 5-10 per cent over the last couple of months. Some said they would



to confirmed the slow-down, especially from the two-wheeler companies and said he anticipated a drop in demand from four-wheeler makers as well. To offset this, the company is focusing on increasing its exports. Pune-based engineering and component manufacturing company RSB Transmission has witnessed a drop of about 10 per cent in the last couple of months. Said its chairman R K Behera: "We are seeing a slow-down in demand from our clients including Tata Motors and other players which have already announced production cuts for the current period. If the situation does not improve before September, even the second quarter net profit will come under pressure and the component industry as a whole will suffer badly", he further added.

Auto component makers seek customs relief  
Govt plans to set up centres of excellence

To promote research and development in auto sector

New Delhi not to freely ink trade pacts with controlled economies

Move Follows Warning By India Inc; Impact Of Current Pacts May Also Be Monitored

**FACT FACT**  
A broad agreement on the need to temper FTAs has been reached at the top level and a formal approval is expected in the National Development Council meeting on Wednesday.

Rajeev Jayaram & C. Ganeshy Subramaniam  
New Delhi

The government may take a cautious approach while negotiating free trade agreements (FTAs) with countries such as China that do not have market economy status and a market-driven exchange rate policy. India is currently negotiating FTAs with several countries, but the move will be heavily scrutinised by the business community. The move will be heavily scrutinised by the business community. The move will be heavily scrutinised by the business community.

Rupee hits export of auto parts

Pankaj Doshi & Isha

**Headed for a TOUGH RIDE**

	2006	2007	2008	2007	2008 (est)
Turnover	30,448	38,500	51,480	64,500	74,200
Growth Rate	20%	25.6%	32.7%	21%	15%
Exports	3,755	7,615	10,563	12,643	15,071
Growth Rate	51%	21%	43%	18%	20%
Imports	6,099	8,560	10,922	14,644	19,000
Growth Rate	86%	32%	28%	34%	30%
Investment	14,300	16,800	19,500	24,000	28,000
Growth Rate	16%	16%	16%	23%	20%

Export Share to Global: 14.9% 19.5% 20.3% 20.2% 20.2%

\*Production All figures in US\$ mn, unless stated. Source: ACMA

"I am a little concerned that if this trend continues it could lead to a serious problem for the industry players who are reluctant with new investment plans", Lakshmi said, demanding support from the Government. He said companies usually entered into long term five-year contracts with foreign buyers and retaining prices midway was not possible. Sharada Patra, managing director of A. R. Tansa, also said that the going was tough for companies, especially in foreign markets. "The export of auto parts has started slipping on a 'revert business'", he said.

ACMA wants status quo on customs duty

Our Bureau  
New Delhi, Dec 18

Surging imports of auto parts has led the Components Manufacturers Association to ask the Government to maintain the current duty structure and not reduce it further in its pre-memorandum. Last year's duty that reduced to 10 per cent and the subsequent reduction to 7.5 per cent in January this year, ACMA said: "Imports of auto components are higher than total exports. Under the circumstances, there is no need for any further reduction in the duty."

Autopart cos piggyback JVs with MNCs

Meenakshi Verma & Sushmita Mohapatra  
NEW DELHI/BANGALURU

With automobile sales slowing down, auto component makers are looking for a big way to grow by 25-30% this year, say industry analysts. The Automotive Component Manufacturers Association (ACMA) managing director Vikram Mathur, is also looking at the overseas market. Companies such as Rio Auto, Amtek have recently signed joint ventures where foreign partners have a buy-back clause. Usually 25-30% of the production is sold to the foreign partner. "Raw material prices like steel and copper are high and the current automobile slowdown has caused concern for all of us. For any auto component maker, it is a must to have a strong foothold in the MD-AT&T market," says Rio Auto. It has signed two joint ventures with a Chinese and a Russian firm. In the past two years, both these firms have a buy-back component. Says Amtek India Group CEO Deepak Singh: "Component makers generate higher margins on exports than in the domestic market. That is the global footprint. India is a global footprint." India is a global footprint.

Auto Expo ends in top gear with Rs 20k cr biz

Corporate Bureau  
New Delhi, Jan 17

The ninth Auto Expo, that gave the Indian automotive industry an international recognition, has ended on a high note, with the show generating a business of around Rs 20,000 crore or \$500 million and drawing over 18 million visitors. This is indeed big, when compared to the auto expo in 2006. While, the business generated that year was Rs 546 crore, the number of visitors was about 1 million. "There has been an overwhelming response with over 27,000 business enquiries generated this time. While 32% of this was from domestic players, the rest was from overseas players," says Gaurpal Singh, deputy director general, CIET. The biggest auto expo till date also saw over 100 memorandums of understanding (MoUs) being signed, out of which 73% were from overseas and 27% from domestic players.

Delhi Metro drives profit from Auto Expo

Vrishti Beniwal  
New Delhi, Jan 20

It's not only the Auto Expo organisers and exhibitors who made money during the eight-day long exhibition. The Pragati Maidan station of the metro rail generated a whopping Rs 28 lakh business for the Delhi Metro Rail Corporation (DMRC) during the show. On a normal day, the average revenue for the station, which is next to Pragati Maidan, is Rs 1.25 lakh. But during the 9th Auto Expo it hovered around Rs 3.5 lakh on weekdays and Rs 3.75 lakh on weekends. This is the highest ever revenue generation in a day after the India International Trade Fair in November last. If the 9th Auto Expo saw over 18 lakh visitors—the highest ever in the last 22 years—that was partly due to the metro rail. Nearly 5.5 lakh people used the metro to commute to and from Pragati Maidan during the show. The station saw about 60,000, 70,000 commuters every day with their number touching 75 lakh on the weekends. On a normal day, only about 10,000 to 15,000 people enter and exit this station. Though the five-minute frequency of the trains was not altered, the DMRC took number of ticket counters to the station. "Normally, the metro has 2-3 ticket counters, but to take care of the show, we opened additional counters," said Dyalal, spokesperson for DMRC.

Auto components industry reels under high steel price burden

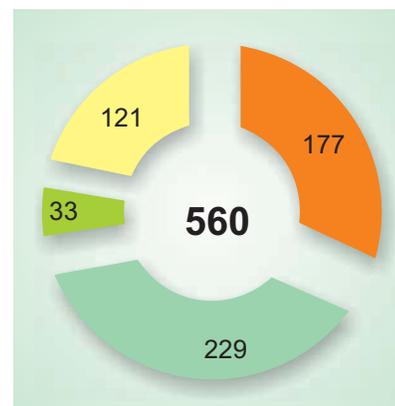
Raw material imports costlier than finished product

Auto components imports surge, exports dip

Raw material imports costlier than finished product

Auto component imports in 2006-07 stood at \$2.8 billion, up from \$2.4 billion in 2005-06. Exports, however, fell to \$2.4 billion in 2006-07 from \$2.8 billion in 2005-06. The industry is expected to see a 30% growth in 2007 over the

## MEMBERSHIP DISTRIBUTION AND ACMA MEMBERS



■ East ■ North ■ West ■ South

### A

A.G. Industries Pvt. Ltd.  
A.V. Auto 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.  
Agrasen Engineering Industries Ltd.  
Agrim Components Pvt. Ltd.  
Aisin NTTF Pvt. Ltd.  
ALF Engineering Pvt. Ltd.  
Allena Auto Industries Pvt. Ltd.  
Allied Nippon Ltd.  
Alpump Ltd.  
Amalgamations Repco Ltd.  
Amararaja 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.  
Arvind Engineering Works Ltd.  
Asahi India Glass Ltd.  
Ashok Iron Works Pvt. Ltd.  
Ashra Consultants Pvt. Ltd.  
Asia Motor Works 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 Panse Pvt. Ltd.  
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.  
Avtec Ltd.  
Axies India Ltd.

### B

Badve Engineering Pvt. Ltd.  
Bajjnath 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  
Bhushan Steel Corporation  
BIC Auto Pvt. Ltd.  
BIL Metal Industries Ltd.  
Bill Forge Pvt. Ltd.  
Bimetal Bearings Ltd.  
Birla Corporation Ltd.  
Birla Perucchini Ltd.  
BMC Metalcast Ltd.  
Bohra Rubber Pvt. Ltd.  
Bond Safety Belts  
Bony Polymers Pvt. Ltd.  
Borgwarner Cooling Systems India Pvt. Ltd.  
Borgwarner Morse Tec Murugappa Pvt. Ltd.  
Bosch Chassis Systems India Ltd.  
Bosch Limited  
BPL Limited  
Brakes India Ltd.  
Brakewel Automotive Components (I) Pvt. Ltd.  
Bright Brothers Ltd.  
Bundy India Ltd.

### C

C.M. Smith & Sons Ltd.  
Calex Auto  
Caltherm Thermostats Pvt. Ltd.  
Caparo Engineering India Pvt. Ltd.  
Car International  
Carraro India Ltd.  
Cast Master  
Ceekay Daikin Ltd.  
Chandok Automotive Manufacturers Ltd.  
Chaphekar Engineering Pvt. Ltd.  
Climate Systems India Ltd  
Clutch Auto Ltd.  
Concentric Pumps (India) 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.  
Demani Enterprises  
Denso Haryana Pvt. Ltd.  
Denso India Ltd.  
Denso Kirloskar Industries Pvt. Ltd.  
Deusch Mediquip Pvt. Ltd.  
Devendra Exports Pvt. 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.  
Emcon Technologies India Pvt. Ltd.  
Emdet Jamshepur Pvt. Ltd.  
Emkay Automobile Industries Ltd.  
Emmbros Autocomp Ltd.  
Endurance Systems (India) Pvt. Ltd.  
Endurance Technologies Pvt. Ltd.  
Engineering Technologies  
Enginotech Systems Pvt. Ltd.  
Enkei Castalloy Ltd.  
Escorts Ltd.  
Essae Aucom Pvt. Ltd.  
Estee Auto Pressings Pvt. Ltd.  
Everitwist Control Cables Pvt. Ltd.  
Excel Packaging

### 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  
Flash Electronics (I) Pvt. Ltd.  
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.  
Global Autotech Ltd.  
GNA Axles Ltd.  
GNA Duraparts Pvt. Ltd.  
GNA Udyog 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.  
Hinduja Foundries Ltd.  
Hindustan Composites Ltd.  
Hindustan Hardy Spicer Ltd.  
Hi-Tech Gears Ltd.  
Hodek Vibration Technologies Pvt. Ltd.  
Horizon Industrial Products Pvt. Ltd.

### I

I E Auto Industrial Enterprise Pvt. Ltd.  
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 Electron Devices Ltd.  
Investment & Precision Castings Ltd.  
IST Ltd.

### J

J.P. Tools & Components  
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.  
Keihin Panalfa 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.  
Lear Automotive India Pvt. Ltd.  
Leo Fasteners  
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.  
Machino Polymers Ltd.  
Maco Pvt. Ltd.  
Madhusudan Auto Ltd.  
Madras Engineering Industries Pvt. Ltd.  
Magnum Strips & Tubes Pvt. Ltd.  
Mahindra Hindoday Industries Ltd.  
Mahindra Sar Transmission Pvt. Ltd.  
Mahindra Sona Ltd.  
Mahindra Ugin Steel Co. Ltd.  
Mahle Migra Pvt. Ltd.  
Maini Precision Products Pvt. Ltd.  
Makino Auto Industries  
Mandap International Pvt. Ltd.  
Mando Brake Systems India Ltd.  
Mann And Hummel Filter Pvt. Ltd.  
Mantri Metallics Pvt. Ltd.  
Mark Exhaust Systems Ltd.  
Mayur Industries Ltd.  
Meenakshi Polymers Pvt. Ltd.  
Menta Engineers Ltd.

## ACMA MEMBERS

Menon and Menon Ltd.  
Metal Form  
Metaldyne Industries Ltd.  
Metalman Auto Pvt. Ltd.  
MEW Suspensions Pvt. Ltd.  
Micro Turners  
Microsign Products  
Mikrofilo 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.  
Mobility Solutions Ltd.  
Moon Paper & Machinery Pvt. Ltd.  
Motherson-Sumi Systems Ltd.  
Multitech Auto Ltd.  
Multivac India Pvt. Ltd.  
Mungi Brothers  
Munjali Auto Industries Ltd.  
Munjali Showa Ltd.  
Mutha Founders Pvt. Ltd.  
Mutual Industries Ltd.

**N**

Nalin Rubber (P) Ltd.  
Napino Auto & Electronics Ltd.  
Nash Products  
Natesan Synchrocones Pvt. Ltd.  
National Engg. Industries Ltd.  
National Industrial Apparels  
National Rubber Engineers  
Neepaz V. Forge (India) Ltd.  
Nelcast Ltd.  
Neolite ZKW Lightings Pvt. Ltd.  
New Engineering Works  
New Swan Enterprises  
Nicks Auto Industries Pvt. Ltd.  
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  
Padmini VNA Mechatronics Pvt. Ltd.  
Panse Autocomps Pvt. Ltd.  
Paracoat Products Ltd.  
Paranjape Autocast Pvt. Ltd.  
Parkash Automotive Industries (P) Ltd.  
Paul Components Pvt. Ltd.  
Pee Cee Castings (P) Ltd.  
Pefco Foundry  
Perfect Circle India Ltd.  
Pfedra Synthetics Pvt. Ltd.  
PHA India Pvt. Ltd.  
Phoenix Lamps Ltd.  
Pinnacle Industries Ltd.  
PMP Components (P) Ltd.  
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 Ltd.  
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.  
Rajatdeep Overseas Pvt. Ltd.  
Rajhans Pressings Pvt. Ltd.  
Rajsiya Automotive Industries 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 Fasteners 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 India Ltd.  
Roulunds Braking (India) Pvt. Ltd.  
RSB Transmissions (I) Ltd.  
Rucha Engineers Pvt. Ltd.

**S**

S. M. Auto Engineering Pvt. Ltd.  
Sadhu Forging Ltd.  
Saint-Gobain Sekurit India Ltd.  
Sakthi Auto Component 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.  
Santech Motors Pvt. Ltd.  
Satyam Auto Components Ltd.  
Sawalka Kel Pvt. Ltd.  
Scheffenacker Motherson Ltd.  
Seinumero Nirman Pvt. 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 Moulds & Stampings 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 Carburetors (India) Pvt. Ltd.  
Special Engineering Services Ltd.  
Spicer India 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.  
Sterling Tools Limited  
Stork Auto Engineering Pvt. Ltd.  
Stork Rubber Products Pvt. Ltd.  
Stumpp Schuele & Somappa Pvt. Ltd.  
Subros Limited  
Sujan Industries  
Sumit Enterprises  
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.  
Suraj Precision Engineering Works Pvt. Ltd.  
Surya Springs  
Susira Industries Ltd.  
Swathanthra Industries  
Syndicate Exhaust Systems Pvt. Ltd.  
Syndicate Wiper Systems Pvt. Ltd.

**T**

T.K. Precision Pvt. Ltd.  
Talbro's Automotive Components Ltd.  
Talbro's Engineering Ltd.  
Talbro's Pvt. Ltd.  
Tata Ficoso 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.  
Technovision Auto Components Pvt. 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.  
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  
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**

Z F Steering Gear (India) Ltd.



The Automotive Component Manufacturers Association of India (ACMA) has been representing the Indian auto component industry for the last 48 years. It has a membership of over 550 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**



Automotive Component Manufacturers Association of India

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