

**ACMA**

Automotive Component Manufacturers Association of India

June-July 2021

# AUTONEWS

Vol 14 No 91

*inside:*

## **TOYOTA KIRLOSKAR SIGNS *MOU* WITH **ACMA****



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## EDITORS'S NOTE

In this edition of the Auto News, ACMA brings to you information about slew of activities held inspite of the onslaught of the 2nd wave of Covid pandemic. The events were held virtually, the conference featured presentations from industry experts on a variety of topics, including the impact of the pandemic on the automotive industry, the opportunities presented by the shift of American and European companies to India, and the demand for "Made in India" components.

A Virtual Buyers & Sellers Meet was held in collaboration with the Ministry of Commerce and Industry, on June 28-30, 2021. The event focused on WANA and African aftermarket buyers. A total of 40 Indian companies exhibited their latest product line-up at the event with 83 unique aftermarket international visitors from over 22 countries visited the show from WANA and African regions.

The 8th SME Summit was also held in on July 7, 2021. The event focused on business continuity measures for Indian auto component SME sector. The keynote speaker at the event was Mr. Veeraraghavan R, Head - Strategic Sourcing, Mahindra & Mahindra Ltd.

A virtual conference on EVs was also held in collaboration with SIAM, on July 22-23, 2021. The event was held in view of renewed thrust by the Government of India and State Governments to promote electric mobility and announcements of various schemes like PLI for ACC Battery manufacturing and the modifications in the FAME - II scheme. At the event industry leaders discussed the roadmap of electric mobility in India, also domestic EV technology capabilities & products manufactured were displayed. Global e-mobility players from Korea, Taiwan and UK among others had also exhibited and joined the conference.

That apart various training and mentoring activities from different regional chapter, National Conference on Design & Engineering was also organised in collaboration with the IPO Forum and NASSCOM, on July 30, 2021. A first-ever internship project in collaboration with Christ University was also launched on April 20, 2021.

I hope the information provided will be fruitful for your and you would enjoy reading them!!

**Vinnie Mehta**  
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**ACMA**  
AUTONEWS



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**ACMA** AUTONEWS

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Editorial Content:  
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Design & Production: Ashes Design Studio, New Delhi |  
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## TOYOTA KIRLOSKAR MOTOR signs MoU with ACMA for training auto components manufacturers in its best practices

In line with its unwavering commitment to contribute to the human development efforts of the automotive industry, Automotive Component Manufacturers Association of India (ACMA) today announced the signing of a Memorandum of Understanding (MoU) with the Toyota Kirloskar Motor (TKM). As per the MoU, TKM through its training arm Toyota Learning and Development India (TLDI) will share its best practices like people development and lean management principles with the industry members of ACMA.

The MoU aligns with TKM's continuous efforts in providing 'Lifelong Learning' to all its stakeholders including employees, suppliers, and industry peers to help them achieve their fullest potential in the ever-evolving skilling landscape. As per the MoU, TKM will impart 131 training programs focusing on principles of lean manufacturing, automobile & electrified vehicle technologies, industrial safety, environmental management systems, quality & supply chain management and trades such as automobile welding, car painting, mechatronics, automation & robotics. The training programs will be conducted either at the TKM manufacturing plant or at the premises of the ACMA member companies. TKM will deploy trainers who are certified by the Toyota Motor Corporation (TMC), Japan and Toyota's Asia-Pacific Global Production Center (AP-GPC), Thailand.

Commenting on the joint initiative, **Mr. Vinnie Mehta, Director General, ACMA, said**, "The MoU between ACMA and Toyota Kirloskar Motor (TKM) for people's development is a step in the right direction to prepare our human resources for the future. It will not

only benefit ACMA member companies but will also help India to become a world-class automotive manufacturing hub through the deployment of efficient, agile, and best-in-class practices.

Further, the pandemic has led to the realigning of the shop floors to ensure sustainable manufacturing with safety. Auto components manufacturers who will undergo skilling under this joint TKM-ACMA initiative, will be endowed with skills and knowledge for creating a manufacturing ecosystem that can overcome disruptions and ensure business continuity," he added.

Sharing his thoughts on the tie-up, **Mr. G. Shankara, Vice President, Human Resources and Services, TKM, said**, "People are the most important asset at Toyota and thus developing them forms the fulcrum of our company's philosophy. The 'Toyota Way' focuses on the quest for improvement by encouraging both incremental and breakthrough innovative thinking. Today, every organization is looking for a silver lining as they adapt to the new normal and make work more productive and flexible. Toyota Production System which is a globally renowned approach for the auto industry helps in building lean and agile systems. We are happy to share Toyota's know-how and contribute to the human development of the auto components industry. We are hopeful that our association with ACMA in facilitating skill-upgradation for the components manufacturers will go a long way in creating a sustainable, robust and future-ready automotive supply chain in the country," he added.



# 1

## BUSINESS DEVELOPMENT



### NORTHERN REGION

#### EXPLORING NEW OPPORTUNITIES IN THE GLOBAL AFTERMARKET BUSINESS

ACMA, Business Development initiative, organized a virtual conference on 'Exploring new opportunities in the Global Aftermarket Business - Post Covid' on 23rd, June 2021. The event was organised in the wake of Covid-10 pandemic, due to which the industry is undergoing transformational changes.

Given the evolving situation, a lot of opportunities are coming India's way and it is also making a positive change for the Indian aftermarket. Post Covid, the first wave of the pandemic, the revival of the Industry was quick and exports grew well. Furthermore, the shift of American & European companies on China + 1 Policy could create a new opportunity for India and a huge demand is expected for 'Made in India' components.

At the event Frost & Sullivan made a presentation on Global Automotive Aftermarket Outlook and Key Market Trends for the year 2020-21 & beyond. Leading distributors like; NEXUS, Autozone from US and Europe, for the first time addressed the component manufacturers at the conference and shared their business plan.

Inkanyezi Events, a South African-based trade show organiser & marketing communications company, gave an overview on African Automotive Aftermarket and elaborated upon African Free Trade Agreements.

#### Some of the Key outcome of the event remained:

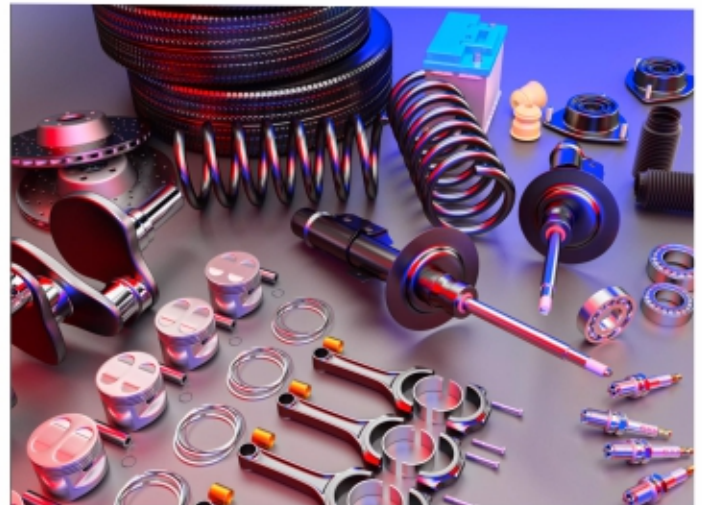
- Growth opportunity is significant, as African markets represent major opportunity in the automotive sector.
- Five major economies in Africa like; Algeria, Egypt, Morocco, Nigeria and South Africa accounts for 55 % of Africa's growth in 2019.

- While global demand will exceed pre-2019 level in 2022, it is projected to increase by 7.1% in 2021 and at a CAGR of 5.6% over the next five years.

The session witnessed participation by over 100 delegates, and the feedback received remain robust.

#### VIRTUAL BUYERS & SELLERS MEET WITH WANA AND AFRICAN AFTERMARKET BUYERS

ACMA, Business Development Initiative, in support with Ministry of Commerce & Industry, GoI organised a Virtual Buyers & Sellers Meet on 28th to 30th June, 2021. The show focussed on WANA and African Aftermarket buyers, and a total of 83 new aftermarket buyers and distributors from over 22 countries participated in the virtual show.





**Some of the key highlights of the show were:**

- A total of 40 Indian companies exhibited their latest product line-up at the event
- 83 unique Aftermarket International Visitors from over 22 countries visited the show from WANA and African regions
- Visitors were from 2 wheelers, 4 wheelers, Tractors, Commercial vehicles, Trailer components etc.
- Senior purchasing team of Nexus, AutoZone, eBay visited the show and had prefixed meetings

- Senior purchasing team of PACCAR IPO visited the show and had prefixed meetings
- Avg. Time spent on Exhibition Hall page was 20 minutes
- More than 150 prefixed B2B meetings took place
- Total Chat/Video Chat clicks were 126

The overall feedback from buyers & sellers remained excellent. Feedback for Quality of pre fixed meetings were about 70 % excellent from Exhibitor perspective and 80 % excellent from buyer's perspective.

**SESSION ON BUSINESS CONTINUITY MEASURERS FOR INDIAN AUTO COMPONENT SME SECTOR**

ACMA, CFT on SME & SCM along-with Western Region, organised the 8th ACMA SME Summit on 'Business Continuity Measurers for Indian Auto Component SME Sector' on 7th July, 2021.

Mr. Jagdeep Rangar, Chairman, CFT (SME & SCM), ACMA extending his welcome to the Chief Guest, panellists and participants. The SME's need to adopt and work on the product life cycle management with focus on design & engineering capabilities with innovations, he added.

The chief guest for the event was Mr. Veeraraghavan R, Head - Strategic Sourcing, Mahindra & Mahindra Ltd. He in his address

emphasized on SME's to identify areas of disruption, have long term backup and mitigation plan to responds to disruption of any kind, which is key for business continuity. He also highlighted upon the risks like; Finance, Labour, Political which are key for the business continuity.

Mr. Saket Mehra, Partner & Leader – Automotive Practice, Grant Thornton Bharat LLP, then presented the theme presentation on 'Business Continuity Measurers for Indian Auto Component SME Sector'. Mr. Mehra, shared with the participants, how to redefine growth for MSMEs in India, how to build a sustainable supplier ecosystem, what financial measures would support the MSME sector, how to have a robust environmental, social and governance (ESG) – framework and how to build global competitiveness through MSMEs.

Speaker for the first session were Mr. Alok Dave, Head of Purchasing,



Schaeffler India, Mr. Mandar Vaidya, Head - Materials, ZF India Pvt. Ltd., Mr. Shailendra K. Agarwal, Managing Director, ZAT Automobiltechnik India Pvt. Ltd. and Mr. Stefan Braitsch, General Manager, ZAT Automobiltechnik GmbH.

While the second session focused on 'Financial Measurers to Support SMEs Sector'. And the participants were; Mr. Ravi Tyagi, Chief General Manager, SIDBI, Mr. Samir Sathe, Executive Vice President, Wadhvani Foundation & Mr. Sagar Khandelwal, Wadhvani Foundation; Mr. Rupesh Kumar Sharma, Assistant General Manager, Exim Bank and Mr. Nirmal Gangwal, Trustee – Brescon Foundation & Founder.

The third session focusses on 'Environmental, Social, Governance and Sustainability – framework and leading practices'. And the speakers remained Mr. Shailesh Tyagi, Partner and specialist in ESG, E&Y; Dr. Sumit Sharma, Director of Earth Science and Climate Change Division, TERI; and Mr. Sunil Paralikar, General Manager – Business Development, Shilpan Steel Cast Pvt. Ltd.

Over 100 participants participated and the feedback received remained excellent.

## NATIONAL CONFERENCE AND EXHIBITION: EVS- TRANSFORMING MOBILITY

ACMA, Business Development initiative, with SIAM organized virtual 'National Conference & Exhibition on EVs (Transforming Mobility)' on 22nd & 23rd July, 2021. The event was held in view of renewed thrust by the Government of India and State Governments to promote electric mobility and announcements of various schemes like PLI for ACC Battery manufacturing and the modifications in the FAME - II scheme.

At the event industry leaders discussed the roadmap of electric mobility in India, also domestic EV technology capabilities & products

manufactured were displayed. Global e-mobility players from Korea, Taiwan and UK among others had also exhibited and joined the conference.

### Some highlights of the event were as follows:



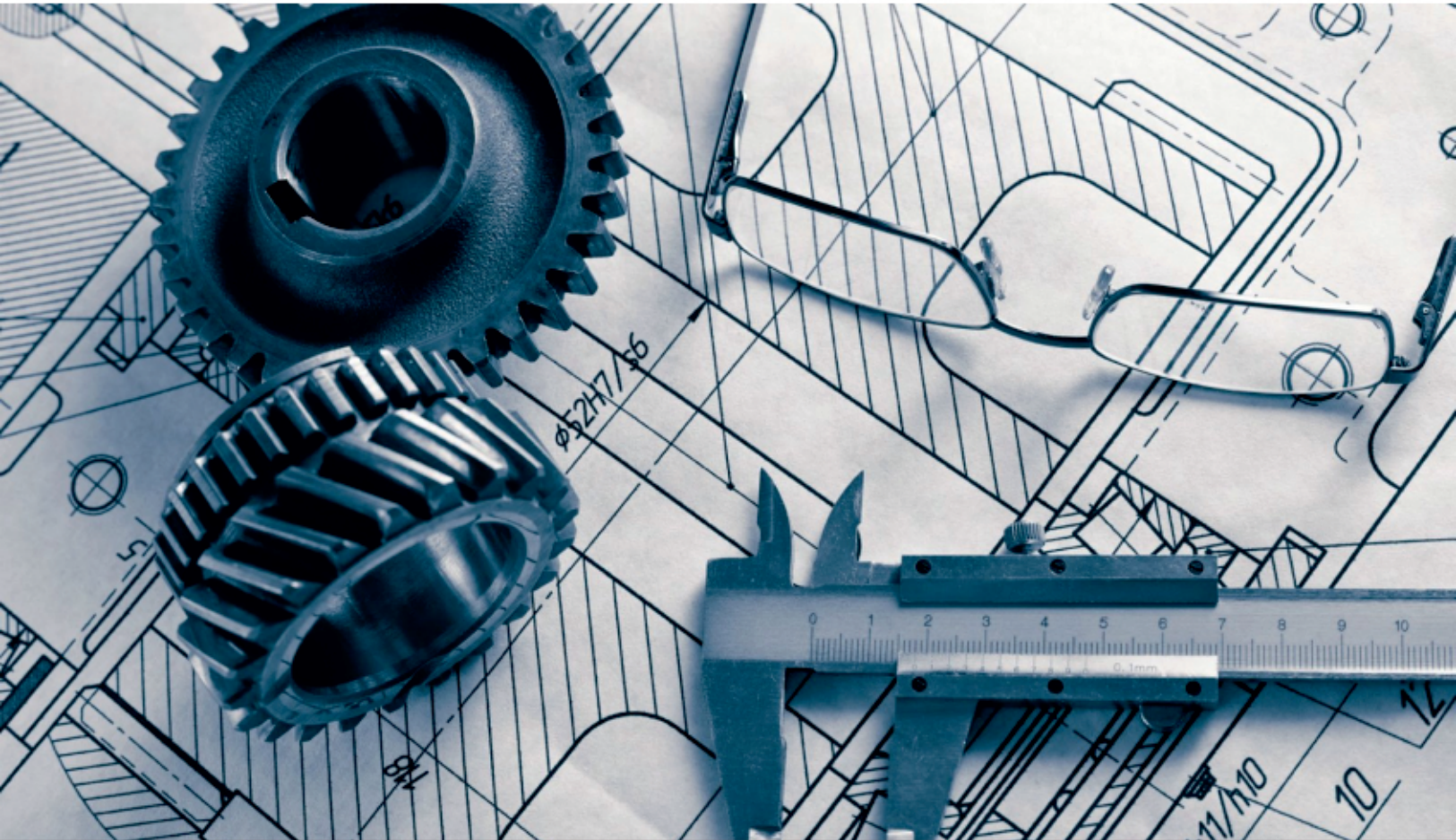
- Speakers from stakeholders like, OEMs, Tier 1s/Tier 2s, Ecosystem Players, Technology Players, Start-ups, policy makers, etc. exchanged thoughts on - how to make India global power house for EV & EV Components and ; how to build a robust EV Ecosystem
- 30 exhibitors (including 4 overseas companies) , around 200 relevant visitors visited the expo (consisting of OEMs, Tier1s/2s, Ecosystem players etc)
- OEMs who shared their perspective on localisation included Mr. Naveen Munjal, Managing Director, Hero Electric; Mrs. Sulajja Motwani, Kinetic; Mr. Rajeev Chaba, President & Managing Director, MG Motors; Mr. Veejay Nakra, Chief Executive (Auto Div.), Mahindra & Mahindra to name a few. We are also expecting the confirmation of Mr Bhavesh Aggarwal, Ola.
- Yes Bank was the knowledge partner for this conference. They



unveiled a study on **'EV Landscape Opportunities for India's Auto Component Industry'**. The scope of study covered - localisation opportunities in E-Vehicle segments & sub-segments; Components -Powertrain & Power electronics; Battery and Associated components; Connectivity & Control Systems; Body parts, and Vehicle Assembly (near, medium & long-term view); recommendations etc.

A total of 300 people joined the conference and 200 relevant visitors visited the event. The feedback remained excellent.

ACMA, Business Development initiative, together with the IPO



## NATIONAL CONFERENCE ON 'GRADUATING TO A DESIGN & ENGINEERING CAPABLE SUPPLIER'

Forum and NASSCOM organised a National Conference on 'Graduating to a Design & Engineering capable supplier' on 30th July, 2021. The conference was organised to provide a understanding on the business and dynamics of engineering & designing capabilities and its integration with the business needs of the customer.

A host of automotive industry leaders like Mr. K.V. Praveen, Chairman, IPO Forum ACMA & Director – Purchasing BCC India and Australia, Meritor, Mr. Suresh Sivalingam, Head of Procurement, Daimler India Commercial Vehicles Pvt. Ltd., Mr. Ravikumar Tirumukulu, General Manager, ZF India Pvt. Ltd., Mr. Ramachandran Raghupathy, CTO, Valeo India, Mr. Hrishikesh Kulkarni, Group

Purchasing Director, Valeo India, Mr. Vinoth Raghavendran, Manger -Chassis Purchasing, Ford Motor shared their insights on the prospects of engineering & designing capabilities in India.

The event touched aspects like creating an ecosystem for design & engineering, international perspectives, expectations from suppliers, and was followed by a panel discussion.

A total of 100 delegates from different companies joined the conference, the feedback received remained positive.



## SOUTHERN REGION

### INVESTITURE CEREMONY FOR 1st INTERNSHIP COLLABORATION WITH ACADEMIA

ACMA, Southern Region, who have initiated 1st ever internship project in collaboration with Christ University was successfully completed on 20th April, 2021, the investiture ceremony will be scheduled on 30th April, 2021.



The one-of-a-kind internship project was initiated by the Digital committee on the Development of 'Digital Technologies Service Providers Database' for ACMA member companies.

This initiative was developed under the guidance of Mr Vinod Khode, Project Lead, Member of ACMA Digital Committee & CIO of Varroc Group and Mr. Ranganathan Iyer, Project Lead, Member of ACMA Digital Committee & Group CIO & EVIT-IT of JBM Group.

Specifically, MBA students were selected for the project and they started work from November 2020 onwards. Ms. Anchal Aneja, Ms. Nithya Chalapathy, Ms. Rikita Basu and Ms. Sindhura S did tremendous work during the internship and helped develop a database, which will eventually help a lot of automotive companies.

The project took five months to reach a level, where, data of Digital Technologies Service Providers could be shared with the members. Most of the vendors available in this database cater to the auto industry, which makes the database more valuable for ACMA member companies.

The database is being further developed by adding the verified vendors, the data for which will be provided by the ACMA Digital Committee. This database will soon be available on the ACMA website.

## WESTERN REGION

### 2nd BATCH - ONLINE GST CERTIFICATION PROGRAM

ACMA, Western Region, organized 2nd batch of Online GST Certification Programme (18 days, 40 hours) on 3rd to 24th May, 2021. The objective was to impart knowledge in the area of GST in a systematic manner and enhancing analytical and problem-solving skills for decision making.

The programme was conducted by CMA Rahul A. Chincholkar, a prominent faculty of GST at Pune Chapter with rich experience in GST and it's major issues.



Following topics were covered during 18 days and 40 hours session:

- Day 1:** Constitutional Background of GST, Concepts of GST & Definitions in GST, Taxable event.
- Day 2:** Meaning of Supply, Scope of Supply Under Schedule I, II, III
- Day 3:** Valuation under GST, Valuation rule
- Day 4:** Place of Supply of goods and services
- Day 5:** Time of supply
- Day 6:** Zero Rated Supplies, Mixed Supply, Composite Supply, Imports and Exports
- Day 7:** Composite supply, mixed supply, Composition Scheme, Composition rules, persons not eligible for composition
- Day 8:** Classification, HSN, SAC
- Day 9:** Input Tax Credit
- Day 10:** Input Tax Credit
- Day 11:** E way Bills
- Day 12:** Basic Procedures and Registrations
- Day 13:** RCM, ISD, TDS, TCS and other misc. provisions
- Day 14:** Return under GST
- Day 15:** Accounting under GST
- Day 16:** Annual Return and Audits under GST
- Day 17:** Penalties and Prosecutions
- Day 18:** Payment, Tax invoice, Debit Note credit note etc., Transitional provisions, Assessment

This 18-day long program was appreciated by all the participants, a total of 16 participants participated and the feedback received remained encouraging.

# 3

## EDUCATION/ SKILLING / TRAINING/ MENTORSHIP



### EASTERN REGION

#### 1st REGIONAL QUIZ COMPETITION ON QUALITY & BUSINESS

ACMA, Eastern Region, organised 1st Regional Quiz Competition on Quality & Business on 29th May, 2021 via online platform. The objective was to understand the knowledge levels and rejuvenate focus on Total Quality Management, Statistical Process Control (SPC), Advanced Product Quality Planning (APQP) & Business & Manufacturing Excellence Concepts in a sportive environment.



Mr. Anil Kumar Unni, Regional Director, ACMA in his address welcomed all the participating teams and expressed his thanks to the management of the companies for their active participation and allowing their employees to join the event.

The quiz master for the event was Mr. V. Thiagarajan, who has more than 35 years of experience of working in companies like; HAL, Sundaram Clayton and Wabco. The target audience for the session were Shop floor/ Operator level employees, particularly those involved in Quality.

#### The following top seven teams were shortlisted for the quiz:

<b>Team 1</b>	Mr. Devanand Pati from Wabco India Ltd.
<b>Team 2</b>	Mr. Sanjeev Kr. Thakur from Wabco India Ltd
<b>Team 3</b>	Mr. Vivek Kumar from Ramkrishna Forgings Ltd.
<b>Team 4</b>	Mr. Abhishek Dubey from Sudisa Foundry
<b>Team 5</b>	Mr. Sandeep Pradhan from Sudisa Foundry
<b>Team 6</b>	Mr. Roshan Kr. Gupta from Emdet Jamshedpur
<b>Team 7</b>	Mr. Subham Kr. Shashi from BMC Metalcast Ltd.

A total of six rounds quiz was held, which included; QC tool knowledge, Fill in the blanks, Quality Gurus, Guess what is hidden, Simple calculations & various problem solving methodologies.

#### The following were declared winners at the Quiz:

<b>1st</b>	Mr. Sandeep Pradhan	Sudisa
<b>2nd</b>	Mr. Sanjeev Kr. Thakur	WABCO
<b>3rd</b>	Mr. Devanand Pati	WABCO

Feedback received remained excellent and a total of 11 participants from six companies attended the competition.

#### TRAINING SESSION ON HOW TO FORMULATE QC & 7QC TOOLS

ACMA, Eastern Region, organised virtual training session on 'How to formulate QC & 7QC on the 6th July, 2021. The objective was to help in carrying out systematic Root Cause Analysis and then finding out right solutions for Problem Resolution. QCC tools can be applied across any industry starting from product development phase till delivery.



The faculty for the training Session was Mr. Ranjan Vasishtha, a Bachelors in Mechanical Engineering from BITS Pilani (Rajasthan) and a Diploma in Management from IGNOU.

Mr. Vasishtha explained the steps of problem solving tools and ways to formulate QCC. The training deliberated with examples on:

- What is creative problem solving?
- Approach to Improve Work Place
- Daily Work Management
- Basic Seven QC tools
- Mistakes we commit while Problem Solving
- Data Collection, Data Analysis
- QC vs QA

- How to formulate QC ; How to make Teams; History of QC in Japan
- QC Story – How to carry out Systematic Root Cause Analysis ?
- How to formulate 7- QC Tools
- 5- Why Analysis

Mr. Vasishtha also explained about the various mistakes committed while problem Solving like:-

- Not able to prioritize the problems
- Inability to understand and implement PDCA.
- Working on less important problems/ wrong problems
- Inability to define the problem – This at times is the most important aspect while problem solving
- Not collecting enough data/ Not collecting right data

The program was attended by 26 delegates from seven companies and the feedback received was very encouraging.

## NORTHERN REGION

### 2 DAYS E- CERTIFICATION SESSION ON HAZARD IDENTIFICATION AND RISK ASSESSMENT (HIRA)

ACMA, Northern Region, organised virtual training program for its members on 'Hazard Identification and Risk Assessment (HIRA) on 14th & 15th June, 2021. The HIRA and Control Measures are an effective tool for Occupational Health & Safety Assessment and Control in the Industry.



The session was conducted by Ms. Seema Suri, a B.Tech (Electrical), and a certified Lead Auditor for ISO 14001, ISO 9001, ISO 450001, Certified Energy Auditor from Bureau of Electrical Efficiency & QCI certified ZED Consultant.

During the session analytical approach for calculation and prioritization of risks was taught and methods to control high risk areas were explained by showing examples of automotive manufacturing processes. Pictures & videos were used in order to leave a long lasting impression on the minds of participants.

**The following topics were discussed during the trainings:**

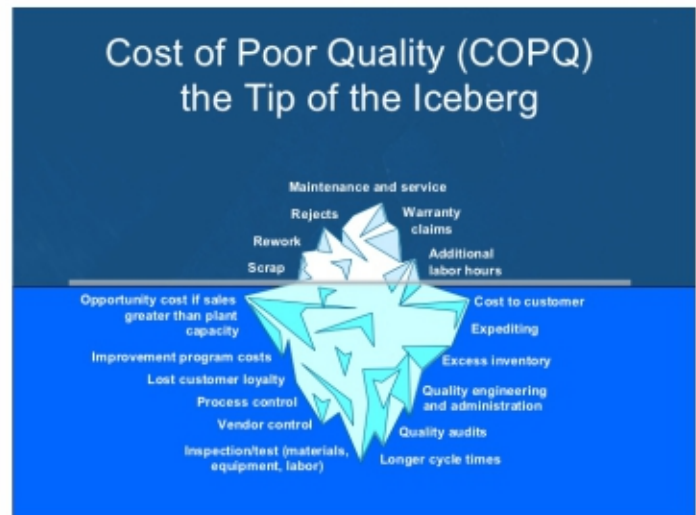
- Background of Hazard Identification and Risk Assessment
- Terms and Definitions
- Introduction to ISO 45001:2018
- Need of Hazard Identification and Risk Assessment
- Methodology of Hazard Identification and Risk Assessment
- Preparation of Hazard Identification and Risk Assessment for various processes of the Automotive Industry.



The session was well attended by ACMA NR Membership and the queries of the participants were answered.

### TWO DAYS IN-HOUSE: E – CERTIFICATION TRAINING PROGRAM ON COST OF POOR QUALITY (COPQ)

ACMA, Northern Region, organised an In-house training program for a member company – Napino Auto and Electronics Ltd. on the topic 'Training on Cost of Poor Quality (COPQ)' on 16th & 17th June, 2021.



Mr. Ranjan Vasishtha, ex-DGM, Maruti Suzuki India was the faculty for the training program. The faculty covered the following topics during the two days course of the training on Cost of Poor Quality which included:-

He in his address stated that the cost of Poor quality (COPQ) is the aggregate impact of an organization's errors and defects on the company. It includes costs associated with scrap, rework, inspection, data management, data collection, redesign, warranty claims, lawsuits, lost sales, loss of reputation, additional inventory, and any other expense that is incurred to make sure customers are not stuck

with products that don't work.

**The objective of this program was:**

- To Understand the impact of measuring the cost of poor quality
- To identify the quality costs in an organization
- To Understand the process for measuring the cost of quality

The course emphasised on reducing COPQ for increasing profits, for improving quality management systems, various rules were discussed for reducing COPQ, formula for calculating COPQ taught, then root cause analysis and countermeasures were imparted during the training session.

The well attended session received encouraging feedback.

**2 DAY E-CERTIFICATION TRAINING PROGRAM ON MOTIVATION IN MANUFACTURING**

ACMA, Northern Region. Organised two-day long session on 'Problem Solving Techniques' on 16th and 17th June, 2021.



Mr. Ranjan Vasishtha, ex-DGM, Maruti Suzuki India was the faculty for the training program. He covered the following topics during the two day-long course which included:

Definition of Roles & Duties, Motivation, Self-Motivation, Motivating others, moving from Conformance to Performance, Communication Styles, Leadership Qualities, Determinants of Personality, Maslow's Hierarchy Theory, Hoshin Kanri and Train the Trainer (ToT).

**The objective of this program was:**

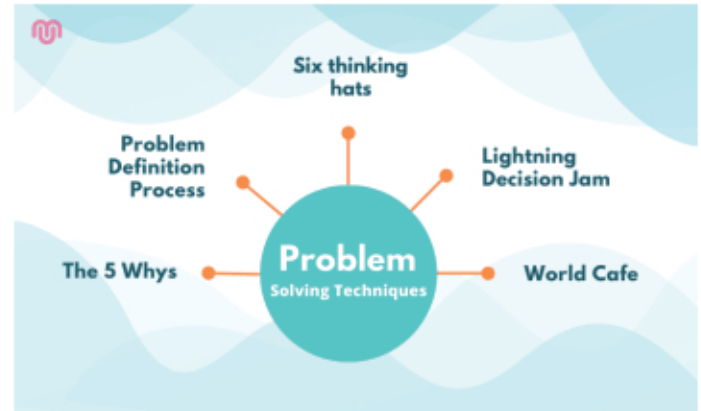
- To understand the motivational level of the employees
- To access the working of all employees
- To Understand the factors affecting the motivation of the employees

The course emphasised on coping with daily stress, for improving self-confidence, personal ambition, emotional control, importance of maintaining consistency and commitment in the work field.

The well attended session was warmly received by all the participants.

**TWO DAYS E – CERTIFICATION TRAINING PROGRAM ON PROBLEM SOLVING TECHNIQUES**

ACMA, Northern Region, organised training program for its members, on 'Problem Solving Techniques' on 16th & 17th July, 2021. The objective of this program was to define a Problem, Identify the root cause, Understand the process of implementing Effective, Temporary & Permanent counter measures, Validate the resulted measured & monitored and to prevent recurrence.



Mr. Ranjan Vasishtha, ex-DGM, Maruti Suzuki India was the faculty for the training program. He covered the following topics during the training which included; Definition of TQM, Hoshin Kanri, 2 Approached for problem solving, Prioritize problems, Impact Difficulty Matrix; 4-Quadrant Matrix; ABC Analysis, Define Problem, QC Story, Systematic Root Cause Analysis, 7 QC tools, PDCA, CAPA, Divergent vs Convergent Thinking, 6-HAT Theory, CFT and CFM Approach.

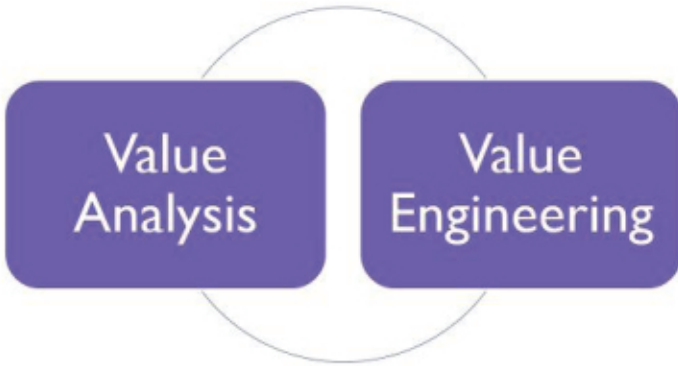
The course emphasised on reducing problems for increasing profits, for improving quality management systems, various rules were discussed for identifying the root cause, formula for calculation were taught.

**2 DAYS E-CERTIFICATION SESSION ON VALUE ANALYSIS & VALUE ENGINEERING (VA/VE)**

ACMA, Northern Region, organised virtual training program on Value Analysis and Value Engineering (VA/VE) on 22nd & 23rd July, 2021.

The virtual session was conducted by Mr. Ranjan Vasishtha, who has 41 years of rich experience in production, production engineering, supplier and dealer up-gradation and assembly. He was ably supported by Mr. Sapan Banerji, having 35 years of experience in various Industries.

The course was thoughtfully designed with emphasis on VAVE to evaluate products and supply chain from an unique perspective allowing for cost reduction and improved quality.



**The following topics discussed during the course:**

- History of VAVE
- Concepts and Approaches of VAVE

- Difference between VAVE
- Difference between Traditional Cost Reducing Approach and VAVE
- Understanding the concept of Function and Cost
- Systematic Approach to understanding of Cost Reducing Techniques
- Understanding of Importance of Function of the Product and aiming towards 'No Compromise in Function'
- Understanding of Costs which has no relationship with Customer needs and Customer desires.
- How to Build up a Team for VAVE ( Include members from different functions)
- How to Identify the Product
- Explore ideas for Cost Reduction ( by having no compromise on the FUNCTION)
- Preparation of a schedule for validation of each idea

The session was well attended by NR membership.



## 2 DAYS IN-HOUSE TRAINING ON ADVANCE EXCEL

ACMA, Northern Region, organised two-day long 'In-house Training on Advance Excel' at the premise of Studds Accessories Ltd on 24th & 25th June, 2021.

The training was conducted by Mr. Pradeep Agrawal, a Qualified Corporate Trainer with over 12 Years of experience in Training, Data Analysis & MIS Reporting. He covered following topics during the two day of interaction like;

- Introduction to Excel 2013
- Working with formulas/function
- Data sorting and filtering

- Lookup and reference function
- Reporting with Excel
- Pivot tables & Charts
- Protecting Worksheet Styles, Contents and Elements
- VBA macro

The session was well attended by Studds officials and the queries of the participants were answered to their satisfaction during the training.

## FIRST TOWN HALL WITH ACMA PAST PRESIDENTS

ACMA, Northern Region, in one of the kind initiative organised 'Townhall with ACMA Past Presidents' themed 'Surviving Disruptions: Lessons on Business Continuity' on 28th June, 2021.

The industry leaders who joined the Townhall session, included: Mr. Deep Kapuria, Past President, ACMA & Chairman, Hi-Tech Group; Mr. A K Taneja, Past President, ACMA and MD & CEO, Shriram Pistons & Rings Ltd.; Mr. Sanjay Labroo, Past President, ACMA & MD & CEO, Asahi India Glass Ltd.; Mr. Jayant Davar, Past President, ACMA & Co-Chairman & MD, Sandhar Technologies Ltd.; Mr. Nirmal K Minda, Past President, ACMA & Chairman & MD, Minda Industries Ltd.; Mr. Hemant Sikka, President – Farm Equipment Sector, Mahindra & Mahindra Ltd.; Mr. Deepak Jain, President, ACMA & CMD, Lumax Industries Ltd.; Mr. Sunjay J Kapur, Vice President, ACMA & Chairman, Sona Comstar; Ms. Shradha Suri

- Deep Kapuria, Past President, ACMA & Chairman, The Hi-Tech Group
- Mr. A K Taneja, Past President, ACMA and MD & CEO, Shriram Pistons & Rings Ltd.
- Mr. Sanjay Labroo, Past President, ACMA & MD & CEO, Asahi India Glass Ltd.
- Mr. Jayant Davar, Past President, ACMA & Co-Chairman & MD, Sandhar Technologies Ltd.
- Mr. Nirmal K Minda, Past President, ACMA & Chairman & MD, Minda Industries Ltd.
- Mr. Hemant Sikka, President – Farm Equipment Sector, Mahindra & Mahindra Ltd.

Mr. Deep Kapuria, Past President, ACMA & Chairman, The Hi-Tech Group has mentioned that in February 2020 WHO has declared COVID as matter of concern but the recovery from this pandemic was very quick. We all know that it is not going to over soon as we are hearing about Delta & Delta plus variants of Covid. It is very important to take care of our people and their families during this time and also to get them vaccinated soon as the government has also made it free. Also we have to utilize this time to upgrade our skills so that we can handle multiple things at one time.

Mr. A K Taneja, Past President, ACMA and MD & CEO, Shriram Pistons & Rings Ltd. has mentioned that all the industry whether it is Retail, Banking, constructions etc. are going through disruption some of them by Covid, some by technology and some by competition. It is important for all of us to learn from other industries that how they are dealing with these disruptions. We have to improve our supply chain and also to improve our ability to act fast for any kind of disruption and always be ready for the future. Mr. Taneja also mentioned that how we can convert the fixed cost into variable cost. He mentioned about three things -:

- 1) Right Sizing of the organization, Multitasking of people, Training to the shop floor personnel's
- 2) Outsource the Non-Core activities of company/organisation
- 3) Digitalization as WHF has reduced various cost.

During the panel discussion Mr. Sikka, mentioned that we have to rethink and redraw the supply chain as the days of the single sourcing are over, look for local and multiple suppliers, strengthen the suppliers. Mr. Sanjay Labroo, mentioned that resilience through scientific structure and simulation is important. A mindset of continuous improvement is also needed - you have to be paranoid.

While Mr. Nirmal K Minda, emphasized upon importance of policies, as everyone wants to grow, every organisation has to be agile, communicate & look into cost efficiency - but the people need to be involved more. Once this is done, the organisations can achieve what they plan to do. Mr. Jayant Davar, mentioned that a lot of foreign companies and MNCs are now looking at coming into India, and looking at us as the new manufacturing destination. No crisis should go to waste we should convert the crisis into opportunity.

At the conclusion of the session Mr. Sunjay J Kapur, gave the 'votes of Thanks to all the panellists & participants.

## TOWN HALL MEETING



Marwah, Chairperson, Northern Region, ACMA & CMD, Subros Ltd.; Ms. Anjali Singh, Co-chairperson, Northern Region, ACMA & Executive Chairperson, Anand Automotive Pvt. Ltd. and Mr. Kavan Mukhtyar, Partner & Leader – Automotive, PwC.

Welcoming the panelists and participants, Mr. Deepak Jain, mentioned that it is a great opportunity to learn from the industry visionaries on how companies could navigate through disruptions such as the ones that were encountered by everyone currently. He urged the Past Presidents to throw some light also on how ACMA, as an organisation, should prepare itself to be future ready.

Ms. Shradha Suri Marwah, set context for the session and urged the panelists to do a deep-dive on many of the disruptions that have impacted on the industry very badly and made a permanent dent in the industry.

Mr. Kavan Mukhtyar, in his presentation on the theme mentioned about the eight key areas of disruptions that would present short & long term risks like: Regulatory Norms, Operational, Technology, Health, Business Model, Socio Political, Supply Chain, and Financial Risk.

The introductory session was followed by the panel discussion. The participants remained:

# COMPETITION

## 18th QUALITY CIRCLE COMPETITION

ACMA, Northern Region, organized 18th Quality Circle Competition on 30th July, 2021 via online platform. A total of 102 teams from the Northern Region participated in the competition.

Ms. Shradha Suri Marwah, Chairperson, ACMA, Northern Region welcomed all the participating teams & delegates and highlighted the benefits of Quality Circle Competition which is an old Japanese practices used for continuous improvement in shop-floors and complimented all the participating teams for their efforts in practicing QC at their facilities.

### The jury for the competition remained:

- Mr. Parveen Chauhan, Sr. Manager, BMW India Pvt. Ltd.
- Mr. Prasad Kumar Srinivasan, Deputy Manager, BMW India Pvt. Ltd.
- Mr. Saurabh Bhandari, Member - Central Business Excellence, Hero MotoCorp Ltd.
- Mr. Sukhdev Bhatia, Section Head - Business Excellence, Hero MotoCorp Ltd.
- Mr. Sanjiv Narula, Section Head - Quality Excellence, Hero MotoCorp Ltd.
- Mr. Krishna Mukund, Deputy General Manager – Quality Assurance, Maruti Suzuki India Ltd.
- Mr. Piyush Vaidya, Deputy General Manager - Quality Assurance, Maruti Suzuki India Ltd.
- Mr. Sumit Khurana, Assembly Division, Yamaha Motor India Pvt. Ltd.
- Mr. Naveen Pratap Singh, Chief Manager, Yamaha Motor India Pvt. Ltd.
- Mr. Murari Lal, Chief Manager - Mgf. Skill Development-Yamaha Motor India Pvt. Ltd.

During the valedictory ceremony, Ms Marwah, warmly welcomed the Chief Guest Mr. Sunil Kakkar, Executive Director (Supply Chain), Maruti Suzuki India Ltd.

Addressing the participants, Mr. Kakkar, complimented ACMA secretariat for organising such competition time to time, virtually to keep-up the momentum going. He complimented all the participating teams for their spirit and efforts and requested them to continue with that momentum.

Delivering the Vote of Thanks, Mr. Vinnie Mehta, DG, ACMA congratulated all the participating teams. He thanked Mr. Kakkar, for his continued support to the Component industry as also for his

leadership and contribution as the head of SIAM Localisation group and hoped that the Joint study between SIAM & ACMA under his leadership on localisation would bring the desired results.

**The Winners of 18th Quality Circle Competition, ACMA Northern Region who moved on to participate at the National level QC Competition were :**

Position	WINNERS
1st	MOTHERSON-SUMI SYSTEM LTD., NOIDA
2nd	JAY BHARAT MARUTI LTD., GURUGRAM
3rd	BOSCH LTD., JAIPUR

**The other Category-wise Winners at the QC Competition were:**

### COST REDUCTION -

Position	WINNERS
1st	YAZAKI INDIA PVT. LTD.
2nd	MAHLE ANAND THERMAL SYSTEMS PVT. LTD.
3rd	TATA AUTOCOMP (TM AUTOMOTIVE SEATING)

### CUSTOMER COMPLAINT -

Position	WINNERS
1st	LUMAX MANNOH ALLIED TECHNOLOGIES LTD., MANESAR
2nd	LUMAX INDUSTRIES LTD., PANTNAGAR
3rd	ASAHI INDIA GLASS LTD.



**PRODUCTIVITY IMPROVEMENT -**

Position	WINNERS
1st	SUBROS LTD., MANESAR
2nd	QH TALBROS PVT. LTD., GURGAON
3rd	MAHLE ANAND FILTER SYSTEMS PVT. LTD., PARWANOO

**SAFETY -**

Position	WINNERS
1st	MINDARIKA PVT. LTD., GURGAON
2nd	QH TALBROS PVT. LTD., GURGAON
3rd	MAHLE ANAND FILTER SYSTEMS PVT. LTD., PARWANOO

The four member jury consisted of Mr. Sameet Chhajlani, General Manager, Maruti Suzuki India Ltd; Mr. Saurabh Bhandari, Member, Central Business Excellence, Hero MotoCorp. Ltd.; Mr. Ram Narayan, Founder, WCMS (World Class Manufacturing Solutions) and Mr. K Vishwanath, ACMA's Faculty for Six Sigma Programs. The jury members were introduced and the guidelines for the competition were provided to the competing teams.

After the successful completion of presentations by all the Six Sigma participating teams at the competition, a valedictory ceremony was organised.

**The winners of the 3rd Six Sigma Competition :**

Position	WINNERS
1st	SUBROS LTD.
2nd	ASAHI INDIA GLASS LTD.
3rd	MINDA CORPORATION LTD.

**3rd SIX SIGMA COMPETITION**

ACMA, Northern Region, organized the 3rd Six Sigma Competition on 30th June, 2021 vial virtual mode. A total of 13 teams from the Northern Region participated in the competition.

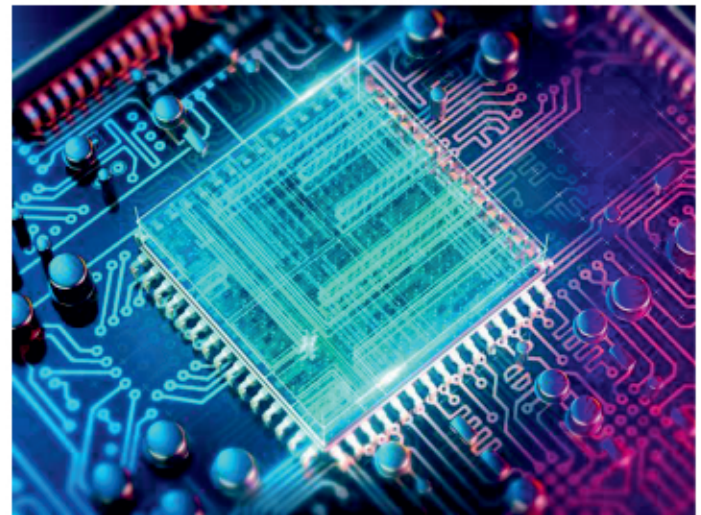


Welcoming the dignitaries and participants, Ms. Shradha Suri Marwah, Chairperson, Northern Region, ACMA, highlighted the benefits of Six Sigma Black Belt, and stated that the initiative was started way back in 2003 -04. She, further urged the participants to take advantage of the platform and take it as a learning opportunity.

**SOUTHERN REGION**

**SESSION ON IMPACT OF SEMICONDUCTORS SHORTAGE**

ACMA, Southern Region, in a unique initiative organized a special session on 'Impact of Semiconductors shortage on Auto Industry' on 4th June, 2021.



Addressing the participants in the inaugural session, Mr. Deepak Jain, President, ACMA & Chairman & MD, Lumax Industries Ltd. thanked the efforts of Southern Region in organizing the session. It is a most important impediment in the growth of automotive industry

and it has left a huge impact. He also added that ACMA & SIAM has identified five segments for localization where the electronics & semiconductors remains the imports component to localize.

While Ms. Shuba Kumar, Chairperson –ACMA (SR) & Managing Director, Natesan Synchrocones Ltd. introduced the speakers & spoke about the importance of semiconductors shortage and its effects.

Mr. Prashanth Doreswamy, Country Head & Managing Director, Continental Automotive Components India Pvt Ltd and Mr. Vinay Shenoy, Managing Director, Infineon Technologies India Pvt Ltd. were invited as speakers to address the concerns & help to understand the challenges faced due to the Semiconductor Industry.

Mr. Doreswamy and Mr. Shenoy, gave comprehensive perspective about the semiconductor industry, they mentioned that 40 per cent of the semiconductor demand comes from automotive industry & due to EVs & from autonomous vehicles it is going to increase furthermore, in the next 5-10 years. The 5G will get the attention of the semiconductor industry, but it will not compete with auto industry as the products/technology used for 5G are more advanced compared to automotive. They also predicted that this shortage will continue for some more time.

The session was attended by senior management representatives from over 70 companies from the members & Non-member. The feedback received had appreciation for the efforts of ACMA to organize such a webinar & mentioned the session to be a useful & knowledgeable.

## **ACMA – TKM JOINT VIRTUAL TRAINING ON AUTOMATION WITH HUMAN TOUCH (JIDOKA)**

ACMA, Southern Region, in collaboration with Toyota Kirloskar Motors Pvt. Ltd. (TKM) organised joint training modules on 'Automation with Human Touch (JIDOKA)' on 9th July, 2021. The enthusiastic response led ACMA & TKM to roll out 3 batches of the training module viz. Batch-1 on 9th July 2021 and Batch 2 & 3 on 16th July, 2021 respectively.



Mr. Anil Kumar Unni, Deputy Executive Director & Regional Head, ACMA – Southern Region, welcomed companies to the training program and gave a brief background on the TKM & ACMA partnership, to extend its training and skilling to the component industry – 'learning the Toyota Way'.

The faculty for Batch 1 & 2 was, Mr. Ramesh Babu S, Manager, Toyota Kirloskar Motors Pvt. Ltd., who has a Bachelor's degree in Industrial Engineering and also a Post-Graduation diploma in

Operations Management. He is a Toyota Way: Certified Trainer by TMC - Japan and TPS and Kaizen: Certified by TDEM – Thailand.

The faculty for the 3rd batch was Mr. R Manmathan, Deputy Manager, Vehicle Assembly Division, he is certified by TDEM – Thailand & Jishuken: Certified by Internal TPS Task Force.

The presentation by the faculty covered the aims of JIDOKA and mentioned that the sole purpose of JIDOKA is 'Stopping the machine when there is trouble, forces awareness on everyone. When the problem is clearly understood, Improvement is Possible'.

The faculty also mentioned that JIDOKA works by stopping operations of machinery and equipment if there any abnormalities to prevent failures in the assembling and processing parts. The benefits of JIDOKA is 100% Quality, Equipment Breakdown prevention and Problem Solving in detail which in turn improves and promotes Kaizen culture in the organisation, they further added.

The topics were explained with examples consisting of videos, photographs & animations which gave the participants better understanding of the topics covered.

Participants were encouraged to share instances of JIDOKA at their workplace and cleared numerous doubts and queries that came up during the session.

The session was followed by competitive quiz, on topic covered during the session. Also all the participants were presented with E-certificates.

A total of 103 participants from 27 companies joined the session and the feedback received remained encouraging.

## **ACMA HELP KIOSK SESSION ON NEW TDS & TCS PROCESS**

ACMA, Southern Region, organised the 16th edition of ACMA Help Kiosk on 'New TDS & TCS Process' on 16th July, 2021. The session was organized to give members a clear understanding on the New TDS & TCS process.

The moderator for the session was Mr. Rajagopal Sastry, CFO, WABCO India Ltd. He elaborated on the Government's initiative to widen taxes & the new TDS & TCS are quite complex in itself & also in terms of implementation.

Mr. Vikram Surana, Director, Tax & Regulator Services & Mr. Manish S, Manager, Tax & Regulatory from Ernst & Young were invited as facilitators at this edition. They provided a general overview on the TDS on purchase of goods & TCS. They also addressed what are the general & key issues of TDS & TCS processes. EY Shared questions that have been raised on the two taxes from various segments of the industry and the automotive sector in particular.

This session was attended by more than 70 participants from Member & Non-Member companies participating virtually.

The Help Kiosk also held interactive Q&A session and the feedback received remained encouraging.



## ACMA 16th QUALITY CIRCLE COMPETITION

ACMA, Southern Region, organised the 16th edition of 'Regional Quality Circle competition' on 23rd July, 2021. The competition was held to promote & continue the culture of Quality Circles by the shop floor associates and workers.

The event was held in three parallel virtual halls to accommodate the number of teams and with the intent of motivating and recognizing more teams as winners. Top three winners were identified from each hall and were awarded. Teams participated in two categories the Diploma and Shop floor category, and a level playing field was created by the juries.

Welcoming the participants Ms. Shuba Kumar, ACMA Chairperson-SR & Managing Director, Natesan Synchrocones Pvt. Ltd. mentioned that it is encouraging to see 58 teams competing in these times, which is encouraging & thanked the management of the participating teams for their support for the Quality circle.

Mr. Nagaraju Srirama, President & Director, JK Fenner (India) Ltd. mentioned that to see 58 teams competing in these tough times, was very encouraging and thanked Toyota Kirloskar Auto Parts Ltd., IP Rings Ltd. & Hanon Automotive System Pvt Ltd. for extending their support to ACMA by way of sponsorship.

To showcase the resolve of the supply chain community to address, promote and develop the culture of Quality through QC, ACMA invited and formulated an eminent panel of jury for the competition that included:

S.No.	NAME	DESIGNATION	COMPANY NAME
1	Mr. Sreedhar Reddy S	Assistant General Manager (AGM)- Process Excellence	Ashok Leyland Ltd.
2	Mr. Prasanna Nanjappa	Group Manager	Caterpillar India Pvt. Ltd.
3	Mr. Krishnamurthy	Assistant General Manager - Sourcing & Cost Control	Isuzu Engineering and Business Centre India

4	Mr. K. Manivannan	Manager - Technical Training - Mfg. Operations	Mahindra Electric Mobility Ltd.
5	Mr. Balakrishnan Pachiappan	Sr. Manager - Alliance Production Way	Renault Nissan Automotive India Pvt. Ltd.
6	Mr. Mahesh Manjunath	Lead Supplier Quality Manager	Scania CV India Pvt. Ltd.
7	Mr. Aravind Vatsala	Lead Supplier Quality Manager	Scania CV India Pvt. Ltd.
8	Mr. Mohan Ram B	Manager - Purchase Engg Div.	Toyota Kirloskar Motor Pvt. Ltd.
9	Mr. N. Hari	Sr. Manager - TQM	Tractors and Farm Equipment Limited
10	Mr. P Kailasanathan	General Manager	Operations - TVS Motor Company Ltd.

The jury also shared their knowledge and experience with the competing teams by asking them questions to test their knowledge and skills.

### The following teams were adjudged winners:

S.No.	COMPANY	TEAM NAME
1	Rane (Madras) Ltd, Mysore	Cauvery
2	Rane Brake Lining Ltd, Pondy	Rane Winners
3	WABCO India Limited	AGNI

A total of 300 participants from member companies including teams & delegates participated in this Annual Regional Event & appreciated the by ACMA and suggested to conduct more such events.

## ONLINE TRAINING PROGRAM ON APQP & PAPP

ACMA, Southern Region, organized two-day-long online training program on APQP & PPAP on 26th & 27th July, 2021.



The faculty for the program was Mr. Ranjan Vasishtha, who has over 40 years of experience. In his presentation he covered the objectives & elements of APQP and PPAP, he taught about the 5 phases of APQP, 1-10-100 rule, Control and validation of processes. He also brought out the benefits of APQP and PPAP, where and how to use / apply these tools.

The interactive session witnessed Q & A, which helped clear doubts of the participants. The session also helped participants to understand & implement APQP & PPAP process in their respective organisation.

This program was attended by 48 delegates from 9 companies.

## WESTERN REGION

### SESSION ON TOTAL EMPLOYEE INVOLVEMENT (TEI)

ACMA, Western Region, organized online session on 'Total Employee Involvement' on 1st June, 2021. The session was held to make sure that the organization meets its goals for 'Quality' & 'Productivity' at all levels of the organization by involving maximum employees.

The session was conducted by Mr. Milind Dhere, a Six Sigma Green Belt and IATF – 16949 Certified Internal Auditor, Consultant & Trainer. During the session, he explained the basic fundamentals of TEI and why it is needed in the. He also covered, management .



perception towards the employee wants and ways to keep an employee motivated.

Further, Mr. Milind Dhere, he also described different TEI activities like Suggestion Scheme, Quality Circles, Kaizen activities etc. and how one can involve its employees in this TEI activities using video. He also explained its benefits to all the participants with examples.

This online session was appreciated by all the participants, and a total of 38 participants participated in the session which received encouraging feedback.

### SESSION ON MAINTAINING WORK LIFE BALANCE THROUGH POSITIVE THINKING

ACMA, Western Region, organized online session on 'Maintaining Work - Life Balance through Positive Thinking' on 11th June, 2021. The objective was to help the participant understand how to maintain a healthy Work - Life Balance and positive thinking to keep one motivated through these challenging times.

The program was conducted by Dr. Aruna Kulkarni, PhD in Psychology. Dr. Kulkarni, in his session explained how to maintain focused work/life balance and that in the pandemic which has turned so many lives upside down. Many of us will continue to work at home, simultaneously juggling multiple roles, for some time to come during the pandemic.

Further she added, one should think of this pandemic as getting an opportunity to utilise the available time in the best possible way, which one would otherwise have never been able to do. The attitude should remain positive and should be used as an opportunity for learning new things and mastering other skills.

The well attended session was appreciated by everyone.



## WORKSHOP ON IMPROVE BOTTOM LINE THROUGH HR ANALYTICS

ACMA, Western Region, organized virtual workshop on 'Improve Bottom Line through HR Analytics' on 18th & 19th June, 2021. The workshop taught how to starting HR Analytics in organization to improve bottom line and the Role of HR Analytics by improving overall HR performance and business.

The workshop was conducted by Mr. Satish Lengare, a bachelor degree holder in Instrumentation, MMS HR, Ph. D (In Progress) and Six Sigma Black Belt with 25+ yrs. of experience.

### Following key topics were covered during the workshop:

#### Day 1

- What is Analytics?
- What is HR Analytics? Business Analytics and HR Analytics?
- Why is it so important for HR and organisations today?
- How do I get started with HR Analytics?
- Understanding HR indicators, metrics and data
- What are the skills needed to succeed in People Analytics and how do you get stakeholder buy-in?

#### Day 2

- What do HR departments and HR business partners need to do to get traction with People Analytics today?
- How HR analytics will help to improve overall HR function performance?
- How HR analytics will help to take decisions based on data and improve predictability of HR actions.
- HR Metrics to look at in different domains of HR function and make impactful HR management.
- Statistical tools used in HR analytics
- Alignment of Business and HR Analytics

This program was appreciated by all the participants, and a total of 38 participants participated.

## 6th GUJARAT ZONE QUALITY CIRCLE COMPETITION

ACMA, Western Region, organized the 6th edition of Gujarat Zonal Quality Circle Competition on 22nd June, 2021.

The competition witnessed 27 case study presentations on problem solving and improvements carried by ACMA member companies in Gujarat namely, Badve Engineering Ltd, Caparo Engineering India Ltd, Delux Bearings Ltd, Gabriel India Ltd, Jay Bharat Maruti Ltd, Krishna Maruti Ltd., Lumax Industries Ltd., Mahle Anand Thermal System Pvt. Ltd., Minda Kosei Aluminum Wheel Pvt. Ltd., Mindarika Pvt. Ltd., Schaeffler India Ltd, Setco Automotive Pvt. Ltd., Subros Ltd., Synnova Gears & Transmissions Pvt. Ltd., Tata Autocomp Systems Ltd-IPD, Toyoda Gosei Minda India Pvt.Ltd and Yazaki India Pvt. Ltd.

The jury for the competition included Mr. Arunabh Sinha, Sr. Engineer – Process, Ford India Pvt. Ltd. Sanand Engine Plant and Mr. Manish Rajwar, DGM – Manufacturing Operations, TATA Motors Sanand.

Addressing the participants at the valedictory session, the Chief Guest, Shri D.R. Parmar, Jt. Commissioner of Industries, Industries Commissionerate office, Govt. of Gujarat shared State Government's incentive schemes and policies which were particularly very informative for the participants.

### The following adjudged winners:

TOP 3	
Position	WINNERS
1st	ABSOLUTE - MINDARIKA PVT. LTD., DETROJ
2nd	GABRIEL STRIKERS - GABRIEL INDIA LTD., SANAND
3rd	SHIKHAR - CAPARO ENGINEERING INDIA LTD., MODHERA
RUNNER UP - 3 nos	
Position	WINNERS
1st	EKLAVYA - APOLLO TYRES LTD., VADODARA
2nd	SANKALP - KRISHNA MARUTI LIMITED SEATING DIVISION - III, AHMEDABAD
3rd	INCREDIBLES - TOYOTA GOSEI MINDIA INDIA PVT. LTD., DETROJ

## WORKSHOP ON CUSTOMER RELATIONSHIP MANAGEMENT

ACMA, Western Region, organized virtual workshop on 'Customer Relationship Management' on 24th to 25th June, 2021. The aim to organize the session was to let the participants understand how cloud software could bring revolutionary improvement in business & improved customer satisfaction.

The session was conducted by Mr. Ashish Amalnerkar, Thought & Technology Evangelist & COO, SplendorNet Technologies Private Limited.

Following key topics were covered during the session:

#### Day I:

- Traditional method of managing sales leads and enquiries
- Limitations of traditional method
- How CRM helps improve the situation drastically
- What is CRM?
- Why cloud-based CRM is important
- Free / low-cost cloud-based CRM options
- CRM workshop

#### Day II:

- Practical demonstration and hands on experience of how easy it is to implement a CRM
- A total of 24 participants attended the virtual workshop, and it was appreciated by all the participants.

## ONLINE TRAINING ON WELDING TECHNOLOGY

ACMA, Western Region, in association with International Automobile Centre of Excellence (iACE) organized online training session on Welding Technology on 6th to 9th July, 2021.

The training was conducted by Mr. Rahul Mishra, having 10+ years of experience in welding domain and an expert of robotic welding applications.



Following key topics were covered during the training:

### **Day 1: Welding Technology-An Overview**

- History of welding
- Evolution of welding process
- Brief introduction of all type of welding processes
- Effects of welding on health
- How to prevent from welding hazards
- Work place safety for welding

### **Day 2: Welding Equipment**

- Basic welding equipment
- Evolution of welding equipment technology
- Types of welding joints
- Types of welding position
- Best welding practices
- Advanced welding equipment

### **Day 3: Welding Process**

- GMAW process description
- Characteristics of GMAW
- Effect of process parameter in GMAW
- FCAW process description
- Type of gases in GMAW & FCAW process Filler wire in GMAW & FCAW

### **Day 4: Gas Metal Arc Welding (GMAW)**

- GMAW

- Metal transfer modes
- Equipment
- Types of welding current
- GMAW variables
- Welding Positions
- Safety
- Weld defects

A total of 34 participants attended the session and the feedback received remained excellent.

## WESTERN REGION 16th QUALITY CIRCLE COMPETITION

ACMA, Western Region, organized the 16th edition of Quality Circle Competition on 20th July, 2021. The objective of the competition was to provide chance to all the employees of different organisations to showcase their creativity & wisdom and also to encourage team spirit, cohesive culture of QC among different levels and sections of the employees.

### QUALITY CIRCLE DEFINITION



The competition was led under two categories; Engineer Category and Non-Engineer Category. The case study presentation made by companies mainly focused on productivity improvement, cost reduction, reduce in rejection & cycle time.

The chief guest Mr. Parag Auty, General Manager Productivity & Business Process Excellence, CVBU, Tata Motors Ltd. Continuing the tradition, the OE customers were invited as Jury to witness the case study presentation.

### **The Jury comprised of:**

Mr. Pradeep Kumar, Force Motors, Pithampur; Mr. Amit Raval, CNH Industrial, Pune; Mr. Snehil Ganguly, Mahindra & Mahindra, Mumbai; Mr. Nilesh Kene, PACCAR India, Pune; Mr. Randhir Singh, John Deere, Dewas; Mr. Vijender Singh Rathore, Tata Motors, Pune; Mr. Satish Desai, John Deere, Pune; Mr. Anant Doiphode, Fiat India Automobiles, Pune.

The chief guest for the valedictory session was Mr. Ravi Gogia, President, Fiat India Automobiles Pvt. Ltd.

The competition witnessed 83 case study presentations (61 under Engineer Category and 22 under Non-Engineer category), and the

below given teams were adjudged winners:

Position	WINNERS
1st	ABSOLUTE - MINDARIKA PVT. LTD., GUJRAT
2nd	FIGHTER - GALA PRECISION ENGINEERING PVT. LTD. THANE
3rd	SANKALP - GABRIEL INDIA LTD., DEWAS

Position	RUNNER-UP
1st	PARIVARTAN - FAIRFIELD ATLAS LTD., KOLHAPUR
2nd	SANKALP - KRISHNA MARUTI LTD. - SEAT DIVISION - III, GUJRAT
3rd	SHINE - TATA TOYO RADIATOR LTD., PUNE

Position	2nd RUNNER-UP
1st	GABRIEL IDOLS - GABRIEL INDIA LTD., SANAND
2nd	SHIKHAR - CAPARO ENGINEERING INDIA LTD., MODHERA
3rd	PHOENIX - ASAHI INDIA GLASS LTD., PATAN

Position	BEST PRESENTATION - COST
1st	SIGNIFICANT FEATURE - WATSON & CHALIN INDIA PVT. LTD., CHAKAN
2nd	DMF ACHIEVERS - ZF INDIA PVT. LTD., PUNE
3rd	EKLAVYA - APOLLO TYRES LTD., VADODARA

Position	BEST PRESENTATION - PRODUCTIVITY
1st	ZEAL - ROKI MINDA CO. PVT. LTD., AHMEDABAD
2nd	MISSION - LUMAX AUTO TECHNOLOGIES LTD., WALUJ
3rd	QUALIOXY - YAZAKI INDIA PVT. LTD., WAGHOLI



The workshop was conducted by Mr. Dattatraya Ambulkar, a qualified Lead Auditor having 40+ years of experience in HR & IR.

**Following key topics were covered during the Training:**

- Impacts of Covid-19 at Industry to Individuals
- Initiating the self-transformation, Transformation from Job to Joy and from Role to Responsibility
- Relationship @ Work, Changes: Adoption and Execution
- Enhancing "ASK" (Attitude-Skills & Knowledge)
- Milestones achieved and way forward, Driver's seat and rear-view mirror image
- Know to follow "NO": New Opportunities in Individual & Organizational Perspectives.
- Follow and Practice "PPF" Pattern



This program was appreciated by all the participants, and a total of 15 participants attended the session.

**TRAINING ON EFFECTIVE EMPLOYEEESHIP IN CHALLENGING BUSINESS SCENARIO**

ACMA, Western Region, organized online training on 'Effective Employeeeship in Challenging Business Scenario' on 31st July, 2021.



## DIGITAL SUB-PILLAR

# 3rd Edition "Sharing of Best Practices of Digital Initiatives program"

ACMA, Digital Committee, organised the 3rd session on 'Sharing of Best Practices of Digital Initiatives' on 29th July, 2021. The J K Fenner India Ltd. shared the best practices of Digital Initiatives adapted in their organization focussing on its 4.0 journey.

Ms. Neeraja Raj, Director, ACMA, welcomed all the participants and introduced the speaker Mr Chandrasekar Ranganathan, Lead-Digital Transformation, J K Fenner India Ltd, with over 25 years of experience in Business & IT consulting and execution.

### Mr Chandrasekar covered the following topics in his presentation

- Introduction to I4.0/- foundational technologies making i.40 possible
- Our vision for i.40
- Why I.40 for JKF
- Objectives
- Pilot project outcome
- What are the key aspects and how did we manage

The session ended with a interactive Q&A session. The session was found to be useful and received positive feedback from the

participants. Several participants shared their interest to attend the next session also and suggested topics that are related to digitization in auto component industry.

A total of 65 participants from member companies attended the session.







## Young Business Leaders Forum (YBLF)

### SESSION ON LEAN, MEAN AND BOTTOM LINE GREEN

ACMA, YBLF, organized a session on 'Lean, Mean & Bottom Line Green' with Mr. Pradeep Singh Jauhar, MD & CEO, Jamna Auto Industries Ltd. on 26th July, 2021. The session covered the topics like; How to be Profitable even with a Significant Top Line Dip and How to Identify, Plan & Implement Cost Cutting Measures.

The session was moderated by Mr. Yuvraj Kapuria, Chairperson, YBLF and Vice-President, The Hi-Tech Gears Ltd.

#### Key highlights of the session:

- Return on capital employed (ROCE) and Zero debt the way

forward.

- Automation of production, processes and following cost reduction parameters to cut costs.
- Looking at plants efficiencies for example, Converting Fixed cost to variable and analysis to achieve Break Even points.
- Deep dive into each area for cost reduction activities.
- The discipline in following the self-made rules of finance to keep the company healthy.
- Focus on productivity improvement projects and low cost automation.
- Utilization of profits for dividend and capex use.

A total of 68 members of the YBLF attended the session and shared excellent feedback.



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Edited & Published by the Director General, Automotive Component Manufacturers Association of India  
The Capital Court, 6th Floor, Olof Palme Marg, Munirka, New Delhi - 110067 | Design by Ashes Design Studio, 9999114295