



President's Message



Raw Material Pricing, Price Negotiation with Customers and meeting the suddenly increased demand are the key issues to be addressed in the beginning of new financial year.

Dear Fellow Members,

Wish You Happy Financial Year ! May this new year bring more orders and profitability to the industry.

Spiralling raw material prices in particular of scrap and pig iron for ferrous foundries and Aluminium prices for Aluminium foundries are of major concern for foundrymen across India. There is some respite in few of the ferro alloys and chemicals where increasing trend has stopped. However, recent restrictions on mining of iron ore in Goa by Hon'ble Supreme Court will affect the Pig Iron and Steel production to some extent. For Ductile Iron foundries, cost increase owing to raw materials, manpower cost and other overheads have been approx. Rs.12-13 / kg from April, 2017 to April, 2018. For Grey Iron foundries it is Rs.9-11 / kg. Foundries should check how much total price increase they have demanded and have received from the customers during past 12 months. If not, kindly look into it seriously, discuss with fellow foundrymen and have dialogue with customers. After all, healthy foundry industry is beneficial as well as requirement for the customers and for industry.

First draft of Pricing Index for mechanised green sand foundries is ready and will be circulated to the selected members across the country for their feedback and further refinement. It is a long process, but I am happy we have made some beginning.

On demand front, India is indeed on the threshold of major reforms and, by all projections is poised to emerge as the third-largest economy of the world by 2030. In the words of our Prime Minister, Narendra Modi, India offers the 3 'Ds' for business growth — democracy, demography and demand. We are surely going to see the manufacturing market growing at an exponential pace over the coming years as we have witnessed high demands from all major auto sectors during past two quarters. Foundrymen are hopeful, this will be sustained in coming quarters also.

From robots to chat boxes to cloud computing, innovation is transforming the way goods are manufactured, across the world. We are decidedly moving towards the Fourth Industrial Revolution, with the emergence of smart factories. Digitisation of our processes and record-keeping activities is changing businesses in a manner never imagined before. We have to give up on our traditional,

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non-sustainable manufacturing methods and adopt innovation and technology in our methodology. Technology and innovation have always played a critical role in our industry. And it's clear, their role is even more significant today. Many successful new ventures are already exploring the application of these new technologies and reaping tremendous benefits therefrom, especially in terms of significant value-add.

Besides, quality, new technologies also hold the potential of substantially lowering the cost of production and break-downs, and arming us with better delivery commitments.

On activities front, in spite of elections at Chapters and Regional level, most of them are busy doing activities useful to members. Last month Sourecon – Southern Region's Conference hosted by Coimbatore Chapter registered record number of 450 delegates, while this month Wescon – Western Region's Conference hosted by Kolhapur Chapter registered more than 320 delegates. Eastern Region along with Kolkata and Howrah Chapters conducted ER Foundry Conclave with Buyer-Seller Meet, which was participated by 75 delegates. Chennai Chapter successfully conducted 3 days of Aluminium Conclave. Various activities like works visit, quiz, interaction with educationists, CEO Meet, opening of Student Chapter apart from technical papers, were there. On national front, 4th National

Council Meeting, 11th CEO Meet and other meetings were hosted by Coimbatore Chapter. NCTS conducted 3rd Mission Zero Defect Study Tour at Foundry Division of PSG & Sons Charities and Ammarun Foundries at Coimbatore. In first ever, Belgaum Chapter conducted one of its council meetings in swimming pool.

2nd Meeting of Foundry Development Council, NCTS' Annual Panel Meeting and 4th Foundry Excellence Workshop on 28th April are some of the upcoming programmes lined up during the month. Kindly participate in Green Foundry Photography & Drawing Competition (details are on page nos. 66-67).

All these years, our will to win has sustained us through all business cycles, and I am confident that it will serve us well in the future too. If we remain focused on investing in people, sustainable practices, kick in more innovation, automation and software led efficiencies into our conventional manufacturing practices, and rapidly adapt to and imbibe revolutionary, new technologies – we can make ourselves future-ready and get set to embark on an exciting new journey of growth and profitability.

Let's Cast It Together – Mission Zero Defect !

Amish Panchal

President 2017-18

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