TACGANAA TIVE TOPOLOGIA Technical Info. on Die, Moulds & Toolroom) Volume: XXVI / No. 09 (Private Circulation for Members Only)

TOOLING INDUSTRY: Gearing up to face COVID-19 challenge

Insights & More

DK Sharma President, TAGMA India and Executive Vice President & Business Head, Godrej Tooling

D Shanmugasundaram Managing Director, S&T Engineers (P) Ltd.

DM Sheregar Maniging Director, Devu Tools Pvt. Ltd.

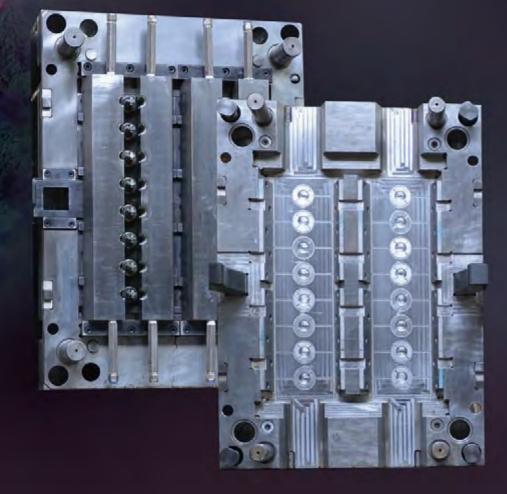
Parveen Satija Managing Director, Stitch Overseas Pvt. Ltd.

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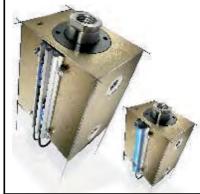
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EDITORIAL



Opportunities in adversity

Dear Readers,

ope you are you keeping well and people around you are also safe!

It's been four months that we all heard about the novel corona virus that first made an appearance in the Chinese city of Wuhan in December. From January onwards, the news started spreading like wildfire around the world. As the virus started spreading globally, the World Health

Organization (WHO) called it a pandemic. To contain the virus from spreading further, governments around the world locked down entire cities/countries, which put a halt to the normal day-to-day life. No doubt it had a severe impact on the businesses and world economy, the manufacturing industry was no exception.

In India, it has been almost three months of lockdown and we are well aware of the situation it has had on the economy. Whatever mode of information you choose—be it internet, TV, or newspaper—there is a lot of negative news/updates about the virus, job loss, business loss, and economic growth, among others.

I decided to discuss the same with our TAGMA management to understand the actual situation and about how tool makers in the country are coping with the ongoing crisis. They, of course, spoke about the severity of challenges that rattled the industry, but, to my relief, they all seem positive about the time to come.

Talking about the challenges, the general feeling I got was that the industry is facing a cash crunch and issues related to the availability of raw materials and manpower and uncertainties among the stakeholders. Not surprising, is it? However, they also shared some very optimistic views.

They all believe the current crisis may also lead to long-term gains for Indian tool makers. According to them, we can expect other businesses (apart from automotive) to grow in the coming decade, the lifestyle change because of COVID-19 will generate new business avenues and this might be a chance for Indian tool makers to finally look beyond automotive. Like Mr DK Sharma, President, TAGMA India, says, "The coming decade belongs to India."

After getting some much needed dose of optimism, I present to you the May edition of TAGMA Times. Read what the leaders have to say about the current situation and future prospects.

Happy Reading!

Nishant Kashyap Editor nishant@antechmedia.in

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Business Update

Great Beginning to the Economic Package by FM: CII

"INDUSTRY is highly enthused by the shape of the first phase stimulus package announced by Hon'ble Finance Minister for mitigating the economic costs of the COVID-19 crisis. The sectors covered in the initial phase are clearly the ones that required the highest policy attention at this juncture, including MSME, power, and construction and real estate. The impact of the package totaling Rs 20 lakh crore to be unveiled in the next few days would add to spending power and bring relief to millions of enterprises that employ huge numbers of workers. We expect the stimulus measure to impart stability and growth to the economy," said Mr Vikram Kirloskar, President, Confederation of Indian Industry.

Providing the details of the first tranche of the package, Honorable Finance Minister Ms Nirmala Sitharaman announced a slew of measures to alleviate the heightened stress being faced by the MSMEs. Complimenting the Finance Minister for addressing the MSME sector in the first round. CII said that the measure to extend Rs 3 lakh crore collateral-free automatic loans with 100% government credit guarantee is a major shot-in-the-arm for beleaguered MSMEs. CII had been pushing for this and it is expected to encourage banks to lend financial support to the MSMEs for restarting their operations while safeguarding jobs.

In addition, the provision of ₹ 20,000 crore subordinate debt for stressed MSMEs is expected to provide additional relief to the ailing sector, added the CII press release. CII is also happy to note that our long-standing recommendation of effecting a change in MSME definition



Confederation of Indian Industry

has been met which will ensure that they continue to grow in size. Further, CII welcomes the announcement under which the government and CPSEs have been asked to clear their pending receivables within the next 45 days. This is something which CII has been very strongly advocating with the Government.

The proposal to provide liquidity in the hands of the consumers and businesses in the present challenging scenario through the reduction in the statutory PF from 12% to 10% for 3 months is expected to increase take-home pay and provide liquidity in workers' hands.

CII lauds the host of liquidity easing measures for the stressed NBFCs sector in the form of Special and Partial Credit Guarantee Schemes, which will go a long way in helping them on-lend this amount to the productive sectors of the economy.

The announcements laid special emphasis on rejuvenating infrastructure and construction sector for bringing growth back to the economy. In wake of the huge losses being incurred by the DISCOMs, ₹ 90,000 crore liquidity infusion was need of the hour to ensure continued power generation, said CII.

In addition, given the prolonged periods of lockdown which were necessitated due to COVID-19, CII is happy to note that government has acted upon its recommendation by advising states to treat COVID-19 as an event of 'Force Majeure' under RERA and also extended registration and completion dates by 6 months. On taxation front, the reduction in TDS and TCS by 25% of the existing rates is expected to provide additional funds at the disposal of the taxpayers. In addition, the extension in host of tax filing dates will help in tiding over the current period of crisis. "The prudent and well-calibrated set of measures announced today are expected to be supplemented by more such measures in the days to come which will help stabilize the economy to some extent. Cll looks forward to the forthcoming packages", stated Mr Kirloskar.

ACMA welcomes New Definition of MSMEs & Further Infusion of Liquidity

ACMA, the apex body representing India's auto component manufacturing sector, hailed the measures announced by the Government today. The association stated that this would give a big boost to the MSME sector, which has been under severe stress due to the lockdown.

Terming the first tranche of Economic Revival Package as timely and pragmatic, President ACMA, Deepak Jain, said, "The announcement made by Hon'ble Finance Minister in context of 'Atmanirbhar Bharat' as envisioned by our Hon'ble Prime Minister, is indeed heartening and reassuring. Change in definition of MSMEs has been a longstanding recommendation of ACMA. With this new classification, a significant number of ACMA members stand to benefit as the sector is dominated by smaller enterprises. That apart, infusion of liquidity through the Collateral Free Automatic loans and the Subordinate debt scheme, will ease the severe challenge of Working Capital being faced by the sector." "We are also hopeful that the Government will soon announce a package for demand generation for the automotive sector. A uniform GST rate of 18% on all vehicles and auto components, backed by an incentivebased scrappage policy would bring the automotive industry back on track. That apart, we look forward to support from the government for payment of salaries of workmen and contractual labour during the lockdown period.", added Jain.

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Business Update

Dormer Pramet agrees to acquire business of India-based Miranda Tools

DORMER Pramet has agreed to acquire the business of India-based Miranda Tools, a manufacturer of High-Speed Steel (HSS) and solid carbide cutting tools, subject to conditions. With a corporate base in Mumbai and several manufacturing facilities in the state of Gujarat, Miranda is one of the leading domestic cutting tool brands.

The acquisition enhances Dormer Pramet's production capabilities with a proven manufacturing platform and further strengthens the company's round tools offer for the general engineering, automotive component manufacturing and MRO industries.



Dormer Pramet is a global manufacturer with more than 20 sales offices around the world, including in New Delhi, supporting sales to more than 90 markets.

Stefan Steenstrup, president of Dormer Pramet, said: "I am very pleased to have reached an agreement to acquire the business of Miranda Tools and look forward to welcoming them into the Dormer Pramet family. We see a lot of commonalities between the two companies, with an established distribution network, long-standing customer partnerships, and a focus on product quality and service.

"Established in 1945, Miranda has built a strong reputation throughout India, as-well-as numerous export markets, and has experienced strong growth in recent years. The addition of their significant expertise in India will further enhance Dormer Pramet's position as a leading global supplier of HSS solid round tools – an area of the market where we continue to expand.

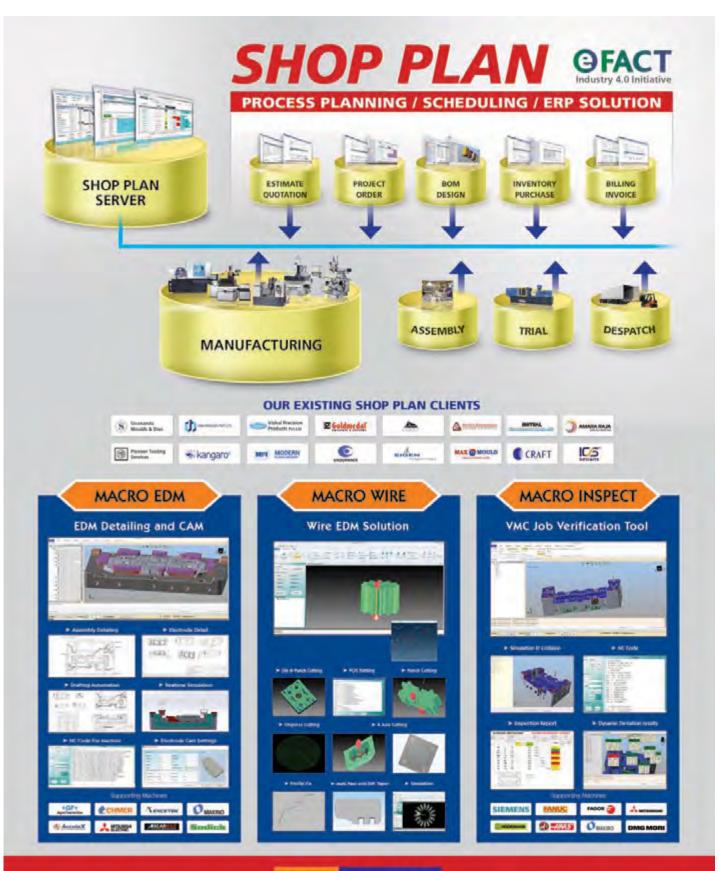
Miranda, which employs more than 580 people, offers a varied product portfolio including drills, taps, milling cutters tool bits and saws.

ZWIndia and SIMCON join hands to market Molding Simulation Software in Western India

ZWINDIA, an innovative supplier of CAD/CAM solutions and services, recently announced it has signed an Exclusive Distribution Agreement with the plastic injection moulding simulation software specialist SIMCON (www.Simcon.com), for Western India (Maharashtra, Goa, Madhya Pradesh)

ZWIndia will handle all regional marketing, sales and technical support for CADMOULD, Simcon's cuttingedge injection moulding simulation software, and the unique optimisation solution VARIMOS. "CADMOULD makes injection moulding part and mold design cheaper, faster and more accurate. Customers use it to anticipate and avoid issues in production, already when they are designing the part and the mold. And so they can cut down on costly correction loops, saving time, stress and money.", explains Sebastian Sutter, International Business Development Manager at Simcon. "Our customers appreciate CADMOULD's speed and efficiency, how simple it is to learn and use, and the fact that it is fully compatible with all of the leading CAD formats".

ZWIndia is also excited to offer Simcon's VARIMOS, which is a fully automated artificial intelligence solution that uses CADMOULD as its simulation engine. "Our customers use VARIMOS to get to a better answer, faster. Instead of trying a number of variants yourself to find the best parameters, VARIMOS uses mathematical tools to find the best option. And it's very flexible and powerful. For example, customers use it to identify ways to shorten cycle times, achieve tighter tolerances, compensate shrinkage and warpage, reduce material usage, and reduce energy consumption," explains Dr. Paul Filz, founder and CEO of Simcon. ZWIndia CEO Mr. AnubhabHazra adds, "What really impressed us about VARIMOS is not only how versatile, but also how incredibly fast it is. Running a fully-fledged optimisation in other software is complicated to impossible, and it can take weeks – whereas in VARIMOS, it's usually completed in a matter of hours. This is because of the CADMOULD algorithm's superior efficiency, and due to VARIMOS's advanced use of parallelisation, during optimisation."



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Business Update

Mr Rajan Wadhera, President, SIAM, on "AatmaNirbhar Bharat" package announced by the Hon'ble Finance Minister

WHILE commenting on the "AatmaNirbhar Bharat" package announced by the Hon'ble Finance Minister through a series of announcements. Mr Rajan Wadhera, President, SIAM welcomed the focus towards MSMEs; NBFCs and the Agri-sector. The Agri sector package may benefit the Auto sector indirectly in the medium term but the Indian Automotive industry needed an immediate stimulus to boost demand, which has not happened, as per Mr Wadhera.

Indian Automotive Industry supports employment of more than 3.7 crore people



and contributes to 15% of GST amounting to ₹ 1,50,000 crore every year. The Sector was already facing an unprecedented challenge with 18% degrowth last year. As per an assessment made by SIAM on the impact of COVID-19 on demand for vehicles in the current financial year, the Indian Automobile sector could have a de-growth in the range of (-22)% to (-35)% in various industry segments, for the year FY21, if the overall Indian GDP growth is at 0-1% for FY 21.

Mr Wadhera said that it is against this background that the Industry was keenly looking forward to some direct fiscal measures which could have boosted demand for the Auto sector and stop job losses. He mentioned that SIAM has had several engagements with Government of India at various levels, where specific suggestions were made for demand stimulus including reduction in base GST rates from 28% to 18% for a limited period and an incentive based vehicle scrappage policy, which would have made it a less painful revival and kickstarted the industry.

There is also an urgent need to support the dealers in terms of improving their liquidity and including them under MSME Act by changing its definition. The Industry would continue to engage with the Government and seek direct interventions for revival, concluded Mr Wadhera.

BEML Limited bags major order from Coal India

BEML Limited, a 'Schedule A' company under the Ministry of Defence and a leading mining & construction equipment manufacturer, bagged order from Coal India Limited for supply of 7 nos. 150-T and 8 nos. 205E-T Dump Trucks under trial cum sale along with 8 years spare parts contract. These Dumpers will be deployed at Coal India subsidiaries viz SECL's Gevra Project and M/s NCL's Amlohri&Nigahi Projects respectively. The total value of the order is ₹ 398 cr.

Indigenously designed and developed by BEML, these Dump Trucks are being manufactured at its Mysore complex. These products will address the growing demand for higher capacity equipment in the mining industry and will enhance its production substantially.



These trucks have eco-friendly emissions certificate engines with electronic fuel management system to deliver maximum power. Its wide body design, higher value metric capacity and low body weight ensures high stability and productivity. A state-ofthe-art AC drive system have been engineered to provide exceptional road performance with reduced maintenance.



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Industry Update

Universal Robots and Phillips Machine Tools India collaborate to Provide CNC Machine Tool Automation Solutions

UNIVERSAL Robots extends its American partnership with Phillips Corporation in India, joining hands with the largest global distributor of best-selling Haas CNC machines for Indian manufacturers to boost productivity.

In an effort to boost productivity and help manufacturers emerge from the pandemic stronger than ever, pioneer and leading collaborative manufacturer Universal Robots (UR) joins hands with Phillips Machine Tools India, part of Phillips Corporation, the world's largest Haas factory outlet. Together, they are all set to offer machine shops a safe, user-friendly solution to optimize uptime and enable significant advantages to manufacturers in India. This is an extension of



the existing partnership between the two companies in the USA, which was first announced in August 2019. Cobots are niche robotic arms which are quick to deploy, have a low footprint, and easy to program, even for those who are first time robot users. They overcome common barriers to automation faced by manufacturers in India, allowing them to implement Industry 4.0 technology. Traditionally, manufacturers face significant difficulties in

the loading and unloading of CNC machines, which happens to be one the most popular applications of collaborative robots. Thus, the distributor agreement between Universal Robots India and Phillips Machine Tools India will ensure the rapid deployment of cobots with Haas CNC machines to help manufacturers staffing issues and stay competitive in this time of uncertainty. It will further offer affordable solutions to new and existing manufacturers

and drive them to push the envelope by adopting flexible automation and increase overall productivity.

"Universal Robots India is pleased to partner with Phillips Machine Tools India, a Haas Factory Outlet, in bringing our solutions to the Automated Machine Tending marketplace in India. With Phillips' extensive installed base and service network pan India, Universal Robots and Phillips India will bring the benefits of democratized & flexible automation to MSMEs, SMEs & OEMs as India emerges from the pandemic with a leaner but more productive & efficient manufacturing sector," shares Pradeep David, General Manager, South Asia, Universal Robots.

Milacron launching a new rental option through exclusive financing partner, Equipment Finance Group (EFG)

MILACRON, a leading industrial technology company serving the plastics processing industry, is launching a new rental option for machinery upgrades through exclusive financing partner, Equipment Finance Group (EFG). Renting offers advantages that owning does not, including lower monthly payments, which are typically spread out over the course of months or years rather than delivered in a lump sum. The equipment rental option officially launched on March 25th following an agreement with EFG to meet the demands for increased temporary capacity, to produce products to aid in

the fight against COVID-19. Machinery rental is available in 12, 18 and 24-month options. At the end of the term, the equipment can be returned with no further obligation, bought for a predetermined price that includes credits from your previous payments, or continue through a renegotiated rental option.

Milacron continues to offer additional flexible financing options. Depending on the needs of customers, low payments are available, as well as deferred payment to provide manufacturers an extra window before the first payment is due. Milacron is working to support machinery ownership through Milacron's Quick Delivery Program that includes the Roboshot, Q-Series and MPs, which can be delivered to domestic facilities in as little as five davs. Milacron ServTek Services is dedicated to extending the life of that investment. The company's technology and service expertise means you are guaranteed a quality, highperformance product for many years. Its Aftermarket Service Teams provide the widest range of tools and resources required to improve manufacturing processes and the bottom line.

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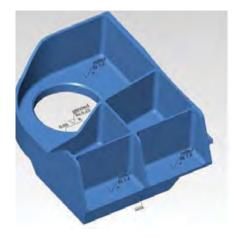
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Technology Update

Tech Soft 3D and OPEN MIND Collaborate on Powerful CAM Solutions

TECH Soft 3D, the leading provider of engineering software development toolkits, and OPEN MIND, a leading developer of CAD/CAM software solutions worldwide, recently announced that HOOPS Exchange, the industry's fastest and most accurate CAD data access and reuse technology for manufacturing and architecture, engineering and construction (AEC) workflows, will be integrated into hyperMILL® and hyperCAD®-S to ensure that all CAD and PMI data is transferred seamlessly between applications.

"Tech Soft 3D is a trusted, reliable development partner who helps us implement specific requirements and accommodate customer requests," said Dr. Josef Koch, CTO at OPEN MIND Technologies, AG. "This kind of responsiveness is critical in our industry, as well as interoperability with multiple CAD formats – HOOPS Exchange is the leading product in this area and was an easy choice for us. We are very happy to be able to offer our customers the ability to work with any CAD file type now, and not to



fear any loss of data integrity when sharing files."

hyperMILL® is a modular complete CAM solution for 2.5D, 3D, 5-axis, HSC/ HPC, and mill-turning processes, and also includes special applications and highly efficient automation solutions. The CAM software provides technology-leading geometry analysis and tool path calculations. There are specialized routines designed for efficient programming and machining of these components on 5-axis milling or mill-turn machines. Robust CNC post processors are also provided to assure strong communication to machine tool controllers.

"Digital transformation is happening at lightning speed within the manufacturing industry and we are committed to helping our partners, such as OPEN MIND, keep pace with this rapid momentum," said Lionel Vieilly, Product Manager at Tech Soft 3D. "Fast access to the full integrity of data, being able to use that data without the need for an additional translator, extreme performance with low memory usage – these are all paramount to guickly building robust, sophisticated 3D applications and we are proud to be the ones our partners look to as the gold standard."

CAD/CAM Developments Streamline the Manufacturing Process from Job Setup to Job Completion

CNC Software, Inc., developer of Mastercam, the world's leading CAD/ CAM software, announces the release of Mastercam 2021. Mastercam 2021 increases machining productivity and reduces overall production costs with faster and more flexible multiaxis improvements, improvements in turning and turning-related applications, advances in speed, safety, and much more.

According to Mastercam President and CEO Meghan West, these advancements have been made in direct response to the needs of the global manufacturing community. "Mastercam is developed by listening to our users and creating solutions for their problems. We adapt to changing needs to ensure that the customer experience is the best it can be as we continue to innovate for improved automation, efficiency, connectivity, and precision. From job setup through job completion, you can depend on our technology to empower productivity."

Faster, more flexible multiaxis programming. As more shops continue to rely on streamlined multiaxis cutting for single-setup precision, Mastercam 2021 adds new techniques and strategies. Expanded Multiaxis Pocketing combines efficient pocket cutting with a focus on finishing with Accelerated Finish tools, automatically maintaining the correct tool contact within defined parameters.

Mastercam now gives you the ability to analyze and modify the UV direction on surface models, expanding the power and flexibility of multiaxis flowline milling toolpaths. The new 3+2 Automatic Roughing toolpath automatically makes multiplane 3-axis roughing toolpaths by evaluating the model and stock, creating a cut, calculating what remains, and repeating the process until roughing is complete.

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"I have no doubt that the coming decade belongs to India"



"Once the economy gets back to normal, the purchasing power will get stronger and that will drive demand for practically every industry. This, in turn, will help us, the tool makers, with huge domestic demand. I believe, India will remain as the world's next growth destination," says DK Sharma, President, TAGMA India and Executive Vice President & Business Head, Godrej Tooling.

Nishant Kashyap

Q What are your thoughts about the current scenario?

The current scenario doesn't look good. The economy is down, the consumer sentiment is low and there is a lot of uncertainty among manufacturers. But I feel, the past 3-4 months should be considered as a big learning period for all of us. There are fears around in our personal and professional lives, but we need to learn to live with such uncertainties. The manufacturing industry around the world is impacted with no clear sign of revival. So we, the tooling fraternity, need to learn to adapt to the changes and act accordingly. The current time and immediate future looks very challenging. We are all struggling with cash crunch, machines are lying idle, and unavailability of workforce and raw materials are other concerns. The whole ecosystem is so uncertain. No one-including customers, suppliers, partners or even the government—was prepared to deal with the situation.

Q What trend do you see emerging from this pandemic?

I see a huge shift in people's behaviour, especially in the way they are making lifestyle choices. They

In Conversation With

are now approaching travel differently and their spending habits are changing too. It's a precursor to how our entire lifestyle is going to change. While this change will close some avenues, it will open up many others. For example, the demand for consumer electronics or any digital platform is set to rise in the coming days, while that for automotive may continue to be uncertain for some time. Lifestyle changes will also bring some changes in how we operate and conduct business. I see companies adopting digital solutions for their daily operation. The shop floor machine layout might change keeping the social distancing in mind. We might learn to work remotely.

Q What are the current challenges in the industry?

Our immediate challenge is how to start operations on a small scale and meet our customers' demands. Tool makers must learn to sustain during this time and support their customers. When things are normal, your customers will have a soft corner for you. Also, OEMs should release payments soon. Unless they do so, tool makers cannot pay employees' salaries or pay their vendors. This impacts the whole supply chain and has resulted in massive pay cuts and layoffs in Indian SMEs. Owing to the lack of payment and fear related to the current situation, a huge number of workforce have left the big cities. So, companies are not able to resume operations even if they have projects. Now, the biggest challenge will be to bring them back. If you want to bring them back, there should be some incentive. But companies do not have money to pay them the salary, then from where will they pay incentives?

• Has the government done much to help the industry resolve this crisis?

The government is facing a tougher challenge, namely, finding ways to contain the epidemic. Their first priority is to save lives, which is what a responsible government should do. However, economic revival is also critical in order to ensure sustainability. So, while they are making an attempt to revive the economy and making announcements to help the industry with packages and policy reform, I think it will take some time to see a real change. Since all the stakeholders are impacted, conserving cash in this kind of situation is supreme. So, while the government is given some relief by way of deferment of paying EMIs/loans, they have not really given cash. Direct cash is not coming into the entrepreneurs' hands. When I say cash, I take example of some countries where the government has helped companies with salary of employees in small companies. It is big relief for any SME. In India, we could not pass on the direct benefits to the entrepreneur yet. So, the situation continues to be grim for Indian tool makers.

We have been working very closely with the government and informing them of the intensity of the situation. The current 'Atmanirbhar' campaign is a good initiative and will help in localisation, but it will take some time to reflect in the real benefits.

Also, it looks like the government has become aggressive in luring FDIs. We are seeing news that some global companies are planning to invest in India. The government should also work on ease of doing business in India. There has been huge improvement, however, there's still a long way to go.

Also, improvement of infrastructure should be the highest priority. They should focus on improving the roads, ports and railway lines.

Q Any suggestions for the tool makers?

It is imperative for tool makers to explore new avenues. The honeymoon period in automotive industry may be over now, but there are a whole lot of industries that look promising. Our future can't depend on just one industry, we must step out of our comfort zone.

Considering the long-term scenario, I think we must remain positive. I believe huge opportunities will be generated for tool makers in the coming days. The government initiatives like 'Atmanirbhar' will definitely help us grab some of those orders that otherwise we would have lost to China and South East Asian countries. The government is planning to set up a trade barrier on imports to boost the domestic supply.

With our huge young population and internet penetration, I believe, the coming decade belongs to India. Once the economy gets back to normal, the purchasing power will get stronger and that will drive demand for practically every industry. This, in turn, will help us, the tool makers, with huge domestic demand. I believe, India will remain as the "world's next growth destination". With the lifestyle change, people are avoiding any physical interaction and opting for a digital platform to purchase goods. The same will happen in our industry as well. Tool makers must adopt digital platforms for all their operation such as production, marketing, sales and finance. They can start with low-cost automation and gradually upgrade the system. Now, customers cannot visit you for any trial and testing. So, you must build the level on confidence that the tools that is shipped is perfect and as per the desired dimensions. This can only happen if we upgrade our existing infrastructure. This is the big change in our industry. Unless you are winning the confidence of the customer, your survival is questionable.

Quickly diversify from auto to other industries. We have a market ready in lots of consumer-related products and tooling is required everywhere. If automotive remains slow, we have other industries ready to be tapped.

Q Lesson learnt during this pandemic

So, the lesson learnt in this pandemic is that there are many other avenues that are opening up and creating huge demand. We must keep our eyes open and develop skills accordingly. The automotive has gone down, but the e-commerce sector is doing great business and will continue to grow. The lifestyle change will also bring about a change in consumer preferences. So, there will be huge demand from the packaging industry, consumer durables, electronics, white goods, agriculture, and medical, among others. The manufacturing sectors such as automotive, heavy engineering, aerospace, and oil & gas may remain in slowdown mode for some more time.

Another lesson learn during the lockdown is that some work can be done from home or from a remote location without compromising on quality and efficiency. Rather, it proved to be more efficient for certain departments such as design. Our designers have done a great job during the lockdown. I feel, we should trust our people and allow them to work from home if need be. In my opinion, about 30-40% workforce in manufacturing companies can work remotely.

Q How did you ensure productivity of your team during the lockdown?

During the first phase of lockdown, for a week, we had shut all operation. However, eventually, we shifted everything online and started operations.

In Conversation With

Our designers were very busy with the new designs and they completed all their work so that when we are ready to resume full-fledged operations, we are ready with our designs. Apart from all our sales team, our marketing and purchase teams were active from home and in touch with customers and vendors. We also conducted many training programmes for our employees. We ensured everyone is productive while staying safe.

Q Do you think the global sentiments towards China could provide opportunities for India?

The current pandemic has taught the world that over dependency on one country is not sustainable. China has become the world's factory. Practically all the industries around the world are highly dependent on China for component or material supplies. However, because of the COVID-19 situation, there has been a lack of supplies, which has impacted production around the world. Sensing this challenge, companies around the world are looking to diversify their manufacturing operation to other countries. This definitely will help India to project itself as a better alternative to China.

Q How do you foresee the future of the tool making industry?

I will divide my response into two parts--short term and long term.

The immediate future looks uncertain. As I said earlier, there is uncertainty in the entire ecosystem with no clear sign of relief. The tooling industry will have to manage the cash flow and employee retention. There are many small companies that are fighting for survival. So, at the moment, our aim should be to sustain somehow and develop new skills. This time should be used for research and skill development.

When I consider the long-term future, I have no doubt that the coming decade belongs to India. I feel, with the world's largest young population and user of internet, we are going to see a massive demand coming from the consumer electronics industry. The usage of automation is going to rise with the huge internet penetration, which will enhance efficiency. There are many companies that are planning to make India their manufacturing hub, which will help domestic players. Overall, I am very optimistic for the coming days.

I suggest my fellow tool makers to invest time in learning new skills during this pandemic and wait for the market to open up. The next quarter may be the same, but the subsequent quarters are likely to reveal some movement. ~

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"European companies are likely to move their production units to India"

"Owing to the availability of low-wage skilled labour and new foreign direct investment rules, economists are hopeful of India attracting many more investments. Although we may not see its immediate effect make it in the short term, the shift will help India in the long-run and make it an alternative manufacturing hub," says D Shanmugasundaram, Managing Director, S&T Engineers (P) Ltd.

Q COVID-19 has impacted the way businesses function. Do you think automation in manufacturing will help companies achieve their goals with this pandemic around?

The manufacturing industry in India has always been dependent on manpower and it continues to be so. So, when a pandemic like COVID-19 emerged, it disrupted our production process. We were unable to operate in an environment with limited access to manpower due to the lockdown. Our production lines struggled to be capable of reconfiguring to build the things we needed most in the past few months. But disruptions are inevitable. To overcome future disruptions and to build manufacturing efficiency, we need to design systems that are robust, scalable and flexible. In times like this, automation could definitely help. It can perform the manufacturing process with greater uniformity while conforming to guality specifications. Automating manufacturing operations can increase the production rate, which means higher output per hour of labour input.

Q Yet, why are some manufacturers reluctant to adopt automation in their manufacturing process?

For manufacturers, it's always about how they can achieve the best output with the lowest possible cost. They have been understandably reluctant to turn to automation for several reasons. To make manufacturing automation work, a large capital budget is needed. Alongside, there is also a fear that automation will take away jobs.

Q What is the most important lesson you have learned from the COVID-19 outbreak?

COVID-19 has fundamentally changed the culture of the workplace. It has helped us strengthen our digital capabilities and stay engaged with customers. We have also learned to create a more resilient workforce with additional focus on health and well-being. The pandemic has redefined leadership in the organisation. Now, much more importance is given to safety and hygiene implications for not only employees, but also customers, suppliers, business partners and society. Clarity of thought, decision-making, and effective communication should play a major role to shine through this crisis. Amid difficult situations, we have also learnt to become more patient. Although we struggled with the uncertainty around, the lockdown period seems pacifying in terms of quality time spent with family.

Q In this uncertain time, what measures have you adopted to keep your team productive?

Our major focus is to deal with the present situation and make sure we function efficiently. It's more about how we deploy our workforce and distribute tasks that can leverage on their strengths. Concurrently, we strategise on ways to help the company emerge stronger. We believe that if a company has to succeed, it must take care of its employees. So, we manage our employees' concerns regarding the risk of virus infections at the workplace, interacting with customers and even travelling for business. We provide back-end staff with remote and flexible work options. There are constraints on providing these options for personnel who work on field. But for them, we try to emphasise on the necessary precautions they need to adhere to in order to stay safe. We are doing our best to provide a cleaner and safer work environment for our employees.

Q What changes are you planning to make in your production and business operations?

We have synchronised our activities, including manufacturing, logistics, supply chain, and labour

planning while re-positioning our current inventory. We will be able to stabilise and beat the crisis by understanding opportunities in the market with economic stimulus plans announced by the Centre. We are focusing aggressively on liquidity and working capital, optimising production, and frequently reviewing inventory levels. Meanwhile, we have been emphasising on updating our business plans to reflect the changes in the marketplace, supply chains, and customer as well as trade relationships.

Q What short and long-term opportunities do you see in this crisis situation?

As a short-term opportunity, most companies have got tooling orders for the production of COVID-19 protection products. As China is facing a global backlash following the pandemic, European companies are likely to move their production units to India. In fact, Von Wellx, a German footwear company, has plans to set up its unit near Agra.

Owing to the availability of low-wage skilled labour and new foreign direct investment rules, economists are hopeful of India attracting many more such investments. Although we may not see its immediate effect make it in the short term, the shift will help India in the long-run and make it an alternative manufacturing hub.

In his speech on May 12, Honorable Prime Minister Narendra Modi announced a self-reliant mission to accelerate domestic production. While some say, this will reverse globalisation, there is a possibility that it will boost in-house manufacturing.

Q What will manufacturing's new normal be after COVID-19?

The COVID-19 pandemic hit manufacturers in an unexpected way. Demand, supply and workforce availability are affected globally at the same time. Social distancing and employee safety measures will be the new normal for manufacturers. While skilled workers are able to shift to remote work as the default operating mode, most factories will need to be designed to manage operations remotely. They will need the digital tools and infrastructure to support such activities. The Indian government is likely to use domestic manufacturing as part of their plan to build up strategic resilience to the current crisis. Digital tools and processes will uptrend across industries to manage supply chain risks. Automated manufacturing is expected to create new opportunities for digital-savvy workers.

The post COVID-19 impact would witness a lot of in-house manufacturing taking place. However, a well-charted framework can mitigate disputes in line with the new normal.

Q What policy changes or support do MSMEs need in such a challenging time in order to revive?

Often described as the backbone of the Indian economy, MSMEs have been severely affected by the pandemic. In the lead up to the lockdown, manufacturing already started to slow down, disrupting the availability of qualified and trained manpower. A recent survey by All India Manufacturers Organisation found that 1 out of 3 MSMEs considers itself to be beyond recovery, whereas 32 percent expect to recover in at least six months.

Swift action has been taken under Atmanirbhar Bharat to revise MSME definitions with effect from July 1, 2020. The new definition abandons the difference between manufacturing and service MSMEs, and classifies enterprises on the basis of combination of invested capital and annual turn-over. This will help MSMEs grow by lifting the low capital thresholds that was hampering their ability to expand.

The Finance Minister's Atmanirbhar Bharat package wagers on credit support for MSMEs at large. Although the emergency credit support can serve those MSMEs that have a good credit history and established banking relations, there are also concerns about MSMEs' ability to repay in years to follow owing to volatile market conditions.

However, the government should support MSMEs until they revive by being liberal in granting loans and extending the payback period. Much more needs to be done in the form of immediate measures to revive a sector that employs millions of people. ~



"COVID-19 has changed the way workplaces function"

"I think it's helping companies realise how to work efficiently with limited manpower. So, operating with limited staff is most likely to be the new normal after COVID-19," says DM Sheregar, Maniging Director, Devu Tools Pvt. Ltd.

Q What challenges are tool makers facing during the COVID-19 pandemic?

The pandemic has put most industries in a very challenging position and tool makers have just been trying to survive. With the operations in the manufacturing industry coming to a standstill as a result of the lockdown, it has led to a loss in production. Besides, companies continue to pay salaries to their employees without getting much support from the government. In fact, monthly wages are the second highest expenditure for the tools industry after raw materials. Companies continue to incur fixed expenditure, such as interest on term loan, interest on working capital on existing borrowings, power (fixed expenses for HT), rent, security, etc., without having production in place. Besides job shops are facing a scarcity of workers, as their skilled staff comprising machine operators, and supervisors, among others, have returned to their native place because of the pandemic. As a result, manufacturing operations are being carried out at 30-40% of the installed capacity. The rate of interest on term loans and working capital limits are not reduced by the banks in line with reduction of Reportate by the Reserve Bank of India. Due to this, the industry continues to bear high interest rates of 10-11% charged by banks, which otherwise would have been 9%. This is taking a toll on the industry.

Q In this uncertain time, what measures have you adopted to keep your team productive?

As the saying goes, 'Time is money'. We have been trying our best to be as productive as possible during this period. For instance, we have tried to incorporate effective use of manpower by assigning the charge of two machines to a single operator. We have been training operators to help them transition from conventional to non-conventional ways of functioning. This training will help in the effective utilisation of automated machines. Besides this, we have in place transportation facility to get our workers to the workplace and back. We have also set up a canteen for them.

Q What will manufacturing's new normal be after COVID-19?

COVID-19 has changed the way workplaces function. I think it's helping companies realise how to work efficiently with limited manpower. So, operating with limited staff is most likely to be the new normal after COVID-19.

Q What policy changes or support do MSMEs need in such a challenging time in order to revive?

This challenging time has put MSMEs in a very difficult spot and a few policy changes will certainly help. I would like to suggest a reduction in the interest rate across all banks, including cooperative banks, in line with the reduction by the Reserve Bank of India, by 1.5-2%, as I think it will be beneficial. The Reserve Bank of India should defer the term loan up to March 31, 2021, instead of the present duration of six months. The Government of India should offer support in the form of incentives, especially to small or mid-size companies having a turnover of up to ₹ 150 crores. For instance, they could offer a 25-50% refund in the form of Goods and Services Tax (GST) credit for the GST paid during FY2020. They should chip in towards making payments to the employer's Provident Fund (PF) contribution. They could, in fact, waiver the PF contribution of the employer and employee for a period of 9-12 months to manage the expenses incurred during the lockdown period. A subsidy of 5% on the interest charged for a period of 12 months on term loan taken towards expansion in anticipation of growing demand could really help. A 50% salary reimbursement by the government to the employer and reduction in overtime wage rates for a period of 18-24 months would really help us. 😣



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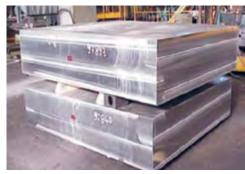
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"Toolmakers, SMEs should be ready to brace new technologies"

"The Indian toolmakers and SMEs should make themselves leaner, more productive, more reliable, more competent technically and more competitive in terms of enhancing their products' quality. This will help them to not only tackle the ongoing situation but will also make them future ready for encashing the upcoming opportunities," says Parveen Satija, Managing Director, Stitch Overseas Pvt. Ltd.

Q Please give us an overview of the challenges currently being faced by toolmakers during the COVID-19 pandemic.

The industry has been going through a very rough phase since the recent past and the pandemic has further hit the industry hard. Everything came to a standstill during the lockdown. Even after a relaxation period in the lockdown, toolmakers are struggling to restart work owing to limited availability of manpower. Also, it is difficult to practice social distancing in tool rooms due to the nature of work. Cash flow is a major problem throughout the supply chain, as OEMs have not been able to respond because of various limitations during the lockdown. In addition, there is uncertainty as well as delays in the new projects from OEMs.

Q How will automation in manufacturing help with the COVID-19 response?

COVID-19 has made us think and re-strategise manufacturing processes. We have to practice social distancing as well as manage manpower shortage. With these limitations, implementing automation wherever feasible is the only way. Automation - whether by way of better software or by process automation - will shift the methodology of manufacturing in a tool room. It is a known fact that using automation will result in lesser dependency on manpower. It can improve the quality of deliverables, and repeatability of process and productivity.

Q But, why are some manufacturers reluctant to use automation in their manufacturing processes?

Automation requires a lot of initial capital

investment, which is one of the biggest deterrents for manufacturers. To encourage manufacturers to adopt automation, OEMs need to lead the way. They will have to handhold and nurture tool rooms by investing in teaching the best systems applicable and the automation practices. If tool makers earn higher profits, they will be happy to reinvest in their manufacturing systems and finally grow qualitatively with the industry.

Q What short and long-term opportunities do you see amid this crisis situation?

The COVID-19 pandemic hit manufacturers in an unexpected and unprecedented way. For the first time in the history of modern manufacturing, demand, supply and workforce availability are affected globally at the same time. However, on the brighter side, this pandemic has forced companies to utilise their time in more efficient and effective ways. Like, for instance, in conducting online training of employees to help companies re-strategise on ways to achieve their goals.

Moreover, the ongoing pandemic has generated Anti-China sentiments globally. Many customers have reduced or stopped outsourcing from China. This could actually be a big opportunity for the Indian manufacturing industry with the Government of India's 'Atmanirbhar Bharat Abhiyan' playing the role of a catalyst. But it all depends on how the Indian manufacturing industry plans to encash on this opportunity.

neusinon tins opportunity.

In this uncertain time, what measures have you adopted to keep your team productive? This pandemic has impacted everyone not only financially but mentally as well. Therefore, it is very important to keep all the employees motivated. We have been providing various online training sessions for all the employees at regular intervals.

Some of our employees have reported back to office, while some are still working from home. Therefore, it's important to ensure that each and every employee feels connected to the workplace. For this purpose, we have been organising periodic interactions amongst all. We have also arranged for daily online meetings during which all of our employees from various locations pan-India connect and interact with each other to share their working experience, insights, best practices and business trends.

Q What will manufacturing's new normal be after COVID-19?

The manufacturing industry wasn't prepared to deal with a crisis of this stature. The crucial aspects of production often rely on humans who are now restricted, or even forbidden, from entering factories. Where automation is applied to assembly and inspection, manufacturers struggle with antiquated production lines that can't be reconfigured easily. The new normal will be with modern automation that will help manufacturers quickly scale up production using modular automation, better software and flexible manufacturing lines that are less reliant on humans; thus, upgrading from traditional assembly and inspection processes. Also, the new normal will be "digital mode normal". This would include, but not be limited to, virtual shifts, working from home, less travel, online meetings, virtual exhibitions and autonomous working, among others.

Q What policy changes or support do MSMEs need in such a challenging time in order to revive?

It's true that the government's incentives have helped some MSMEs with loans to keep their enterprise going. However, unless the recovery is quick, many MSMEs may not be able to service the loans. As a result, they would not only end up losing their net worth, but also their assets which would have been collateralised.

One of the biggest initiatives by the government was to change the definition of MSMEs, which now includes a greater number of firms within the formal classification of MSMEs. This is expected to help in the transition of the 'mindset' of small and medium firms. They are now aiming to grow without the fear of losing out on the benefits given to MSMEs.

However, these steps are not sufficient. The current situation demands that in order to restart the MSMEs to their full capacity, the government could help bring back the migrant workers. Easy credit availability will help many save their businesses, as today's challenge is paying salaries, discharging vendor bills, and other fixed expenses. While some banks have already opened such emergency relief measures for this sector, wider credit guarantee schemes backed up by the government are still required. A wage protection scheme for at least six months could be the need of the hour. If not complete wages, the government needs to help MSMEs pay partial survival wages during these critical months. Also, the government could consider providing an edge to MSMEs that respect government compliances and have good conduct. This will motivate others to improve on compliances and conduct in the future. The government could consider slapping the anti-dumping duty to discourage Chinese manufacturers and encourage the Indian manufacturing industry.

Q There have been several discussions about the disturbing supply chain globally. Now, companies are looking to diversify their resources to many countries instead of depending on only one. Do you think such a scenario could benefit India? Also, what policies will be needed to attract maximum investment to the country?

The global Anti-China sentiments and the global supply chain disruption have prompted everyone to diversify their resources and suppliers. This situation provides an excellent opportunity to encash on. India could certainly

stand to benefit from this if the Government of India succeeds in luring companies that are looking to shift their manufacturing base.

A Nomura Group Study found that in 2019, of the 56 companies that shifted their production out of China, only 3 invested in India, while 26 went to Vietnam, 11 to Taiwan, 8 to Thailand and 6 to Mexico. In April 2020, Nikkei noted that of the 1,000 firms that were planning to leave China and invest in Asian countries, only 300 of them were seriously thinking of investing in India.

This is a very serious concern to the 'Make in India' initiative.

India has been overplaying its demographic advantage for too long. Unlike China, its market is not large or rich enough to allow economies of scale for manufacturers. Indian wages are lower compared to China, but so is its labour productivity. There is also the challenge of finding the right skilled manpower and thereafter, putting the new workers through training specific to their production process. Further considerations include transparency in all compliances, governmental support, a favourable tax regime and legal framework and the ease and speed of starting a business in a new country.

Other countries have rules and laws simple to understand and give permissions fast. India needs to improve on this account. We frame unnecessarily detailed and highly complicated laws (with enough interpretation loopholes) and combine that with a lethargic enforcement mechanism.

In my personal interaction, my Japanese counterpart was quoted saying that in Vietnam, there is a single point of contact, a person who takes care of everything from the government's side.

India needs to further liberalise trade, spend more on infrastructure construction, reform land and labour laws, which will all lure foreign investors. Legal reforms, liberation and favourable taxes are necessary for economies to reach their full potential.

In India, there is heavy dependence on road transportation, but if modern rail and water

transportation are more readily available, it can save businesses significant costs and time.

Moreover, the culture of manufacturing, which is prevalent in countries like Germany, Japan, China and South Korea is missing in India. This means that not only must there be strong and readily available vocational training programmes to equip those interested with the necessary skills, but that their smartest citizens must want to consider joining this sector.

Q How do you think should tool makers or any manufacturing SMEs tackle the situation?

They should be ready to brace new technologies, automation, software, digitalisation or digital transformation. They need to upgrade the skills of their team by conducting skill development programmes. The quality control orders get notified, but enforcement remains normal. The manufacturing culture also needs to be transformed. In short, the Indian toolmakers and SMEs should make themselves leaner, more productive, more reliable, more competent technically and more competitive in terms of enhancing their products' quality. This will help them to not only tackle the ongoing situation but will also make them future ready for encashing the upcoming opportunities.

Q An important lesson you have learned from the COVID-19 outbreak?

We must understand the importance of prioritising health and research. We should never put all of our eggs in one basket, as the dependency of the globe on China has proved to be rather detrimental. And last, but not the least, we must learn to respect Mother Earth.

Q In the coming days, what changes are you planning to make to your production and business operations?

We have already started remodeling our business strategies. We organise weekly webinars for our customers. Daily online meetings within the company and with the customers is now a new routine. Moreover, we are planning to digitalise all our product promotions by listing online and are strengthening our dependency on "digital mode", which will be an important contribution to enhance efficiency and transparency. ~

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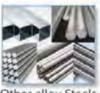
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"MSMEs need to survive this pandemic"

"We are now in the fourth month of COVID and the condition hasn't improved, particularly in Delhi, Mumbai and Chennai. At this juncture, the time it will take to resume normal operations is a big question. I am sure that those who cross this hurdle will see a bright path ahead," says D Ravi, Managing Director, Classic Moulds and Dies.

Q The Covid-19 situation has impacted the entire economy adversely, including the manufacturing industry. Do you think automation will help the manufacturing industry recover? How?

Automation is definitely the way forward. It has proved to be a reliable, efficient and effective way to boost production. And now, in the light of the COVID-19 situation, most manufacturers will turn to automation to overcome the manpower crisis. Automation will help to achieve better throughput time and quality.

Q And yet, some manufacturers are reluctant to opt for automation in their manufacturing processes. What makes them look in the other direction? The initial investment on automation is high. I think that's what makes some manufacturers feel that it's not a viable option. At the end of the day, the Return on Investment (ROI) needs to be justified. In cases where the production volume is low, it is not practical to go in for automation. In tool rooms, the possibility of using automation is much more challenging considering it is not a mass production line. Here, there's a need to have more low-cost automation solutions that will minimise the setting time, loading/unloading time and assembly time. Unfortunately, our country faces a shortage of specialists, who can give suitable automation solutions to specific industries.

Q What short and long-term opportunities do you see amid this COVID- 19 crisis situation?

Even though we have partially resumed operations, it's encouraging to see the positive enquiries coming from various sources. While this will certainly help in the short term, in the long term, there's a need to focus on overseas business. Currently, many countries have a negative opinion about China; they are looking for alternative options.

Q In this uncertain time, what measures have you adopted to keep your team productive?

During the lockdown period, for the first time, we started to learn how to work from home. Initially it was a challenge, but we eventually got used to it. The top management and middle management have learned to co-ordinate well. However, it's different for those working in the tool room, as it is a manufacturingbased activity and beyond certain roles, it is not possible to work from home. We have effectively used our design team to complete the projects during this time. We also conducted various training programmes for them.

Q What will manufacturing's new normal be after COVID-19?

After this pandemic, many companies will undergo major changes. They are most likely to adopt lean manufacturing to survive. Cost saving will become the prime focus for all industries. There may be a reduction in business trips for discussions and negotiations. Those working in departments like design, accounts, administration and marketing may begin to work more often from home. Industries may embrace new technologies like Industry 4.0.

• What policy changes or support do MSMEs need in such a challenging time in order to revive?

The current support given by the government to MSMEs is negligible. Except for GECL Loan & Covid Special Loan with reduced interest rate, there is no other stimulus package. Whereas the Governments of other countries gave a lot of stimulus packages to their industries to bring them out of this crisis. Sadly, here MSMEs have to fight for their own survival; it is going to be very challenging.

Q There have been lots of discussions about the disturbing supply chain globally and now, companies are looking to diversify their resources to many countries instead of depending on one country. Do you think such a scenario will benefit India? Also, what policies will be needed to attract maximum investment in the country?

With the current global sentiments not being favorable to China, it remains to be seen how India will take advantage of this opportunity, especially because it will face competition from Vietnam, Indonesia, and Thailand. If given adequate support by the government, MSMEs can make an entry into the global business world. The logistic duration from India to any country is much longer as compared with China. Here, the government should intervene and in removing bureaucratic hurdles by ensuring faster clearance of goods at the port.

Q What should tool makers or manufacturing SMEs do to tackle the situation?

We are now in the fourth month of COVID and the condition hasn't improved, particularly in Delhi, Mumbai and Chennai. At this juncture, the time it will take to resume normal operations is a big question. The MSMEs need to survive this pandemic. I am sure that those who cross this hurdle will see a bright path ahead.

Q The most important lesson you learned from the COVID-19 outbreak?

Actually, there are a few lessons I have learnt. They are:-

- i. Human beings depend on this world (nature), whereas this world doesn't depend on human beings.
- ii. The Earth provides enough to satisfy every man's need and not every man's greed.
- iii. We must learn to respect nature and live in harmony with it.

Q In the coming days, what changes are you planning to make in your production and business operation?

We are looking forward to increasing our efficiency in each department and each activity by adopting lean production. We are also keen to adopt new technologies and increase our productivity and efficiency. \approx

Announcement Regarding Die Mould India

To All Exhibitors,

The postponement of the 12th edition of Die & Mould India International Exhibition was announced in March 2020 along with the revised dates of the exhibition. However, due to the unprecedented turn of events, owing to COVID-19, the global scenario has drastically changed, affecting the entire world. India is no exception, with all major cities and towns, under the impact of COVID-19.



In view of the above, the chances of holding DMI 2020 looks grim in the year 2020. We have received requests from Exhibitors requesting postponement of the exhibition in 2021. Hence, in the best interest of all the stakeholders, TAGMA Executive Council has decided to further postpone the 12th edition of Die & Mould India International Exhibition, rescheduled in August 2020 to April 2021.

The exhibition will now be held from 28th April to 1st May 2021 at Bombay Exhibition Centre, Goregaon, Mumbai

We look forward to support from all the stakeholders to cooperate with us in our decision. We are confident that we all will emerge victoriously and there will be positive stride for the entire industry.

Regards, **D K Sharma** President TAGMA India

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"The one who sustains will thrive in future"

"We must be ready to adapt to changes and continuously work on improving overall efficiency and productivity to be at par with our global counterparts," says Paresh Panchal, CEO, CAM Tools.

Please give us an overview of the challenges currently facing tool makers during the COVID-19 pandemic.

Our order book is proof that we have a substantial number of orders at present. Even when the lockdown was enforced, we still received orders from our automotive customers. So, in terms of getting business, I don't think it's a big challenge for us.

However, procuring manpower has become difficult, as many employees are leaving the city and heading back to their native places in the wake of the pandemic. This has prevented the seamless flow of the production process. Design, sales and marketing activities are going on without any hassles from home. But to carry out manufacturing operation, we need engineers and operators. I feel this is the biggest challenge.

In general, medium-sized companies are getting orders, but micro-level companies are facing a tough time during this pandemic. Also, when I compare the situation with last year, I feel tool makers are facing an almost similar situation in terms of orders. However, from CAM Tools' point of view, we are doing better than last year.

Q So, are you only getting orders from the automotive industry, or have other industries, like medical, etc., approached you?

We only get orders from the automotive industry. While offers from the medical industry look promising, we still have a long way to go in order to bag orders from them. The medical industry requires certain certifications and the scope for error is almost negligible. So, we need special skills for the same and also have to be equipped with the necessary infrastructure.To enter the medical sector, we will have to work hard and develop skills to match their expectations. It cannot happen overnight. One has to put in dedicated efforts towards the same. We did some work for medical equipment during the lockdown. However, it was not a technically significant job.

Q How did you manage your business during the lockdown?

After the lockdown, until April-end, we had a huge number of requests for quotation (RFQs). Many companies, including 2-wheeler and 4-wheeler, were enquiring about new moulds. We also received enquiries from many overseas companies with whom we have never worked with before. The demand may be low because of the pandemic and economic slowdown, but product development is very much taking place. So, we have orders; things do not look as bad as perceived.

I feel that one only has to sustain through this year by doing some small projects, learning skills and exploring new industries. The year 2021 or anytime after the pandemic is over, we will see huge demand. I feel highly optimistic about the next five years.

• How will automation in manufacturing help with the COVID-19 response?

Automation will be key to our sustainability and growth in the future. While the developed world is talking about intelligent manufacturing, we are yet to completely automate our system. Everyone in the industry is aware of the benefits of automation and serious efforts are being made to implement it wherever feasible.

A simple, but significant, change one can make to their shopfloor is investing in machines with the Automatic Tool Changer (ATC) feature. In our quest to become fully automated, we started investing in technologies that can reduce human intervention, increase efficiency and ensure error-free operation. Machines with inbuilt ATC is one such example. Thanks to our ATC-loaded machines, we are now able to run the same machine for 20 hours a day, which wasn't the case two years ago. In fact, this feature has made it possible for one operator to handle two machines with maximum running hours.

It is also very practical to have a highly automated manufacturing system in place during such a pandemic. With minimum workers on the shopfloor, we can still achieve the same output and follow the social distancing norms.

Q In this uncertain time, what measures have you adopted to keep your team productive and motivated?

We conducted extensive skill development activities like learning manufacturing practices, field development with the Microsoft team, and also attended many online training sessions and webinars. We organised internal training sessions to update our shopfloor workers about the new process and system standardisation. I am confident that we will see the result of these training programmes once things go back to normal.

Q What policy changes or support do MSMEs need in such a challenging time in order to revive?

The government has been proactive in understanding our challenges and announcing relief packages for the industry. However, much more needs to be done. In the short term, offering funds with low interest rate, tax relaxations on technology import and clearing the backlog of government projects could be helpful. In the long term, the government must work towards improving infrastructure, facilitate ease of doing business and attract foreign investments.

Q There have been many discussions on the disturbed supply chain globally and now, companies are looking to diversify their

I feel that one only has to sustain through this year by doing some small projects, learning skills and exploring new industries. The year 2021 or anytime after the pandemic is over, we will see huge demand. I feel highly optimistic about the next five years.

resources to many countries instead of depending on one country. Do you think such a scenario will benefit India? Also, what policies will be needed to attract maximum investment in the country?

Yes, it definitely will. I can already see a lot of things materialising in this direction. We are suddenly receiving enquiries from companies we never worked with. They are basically looking for vendors in many countries and India could benefit from this if we take the necessary steps. India has a huge number of skilled manpower, which will benefit companies that want to come to our country. But for that to happen, government intervention is required. This is a golden opportunity for India. I am sure the government is aware of it and must be working on it. However, the outcome will be known only in a couple of years.

Q In your opinion, how should tool makers tackle this current situation and sustain this year?

This is a testing period for everyone. The one who sustains will thrive in future. This is the time to invest in skill development, R&D, collaborate with each other to make our industry stronger. The world may not be the same once things get back to normal. We must be ready to adapt to changes and continuously work on improving overall efficiency and productivity to be at par with our global counterparts.

Q In the coming days, what changes are you planning to make in your production and business operation?

In our injection moulding business, we have already purchased robots and expect to increase our efficiency by 20%. As I said earlier, we are going for full automation and this robot is a step towards that. In future, we will invest in technologies that can help us improve our productivity. \approx

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"The current situation will definitely benefit India"

"Now, companies across the world have learned that it was not wise to have put all their eggs in one basket. Sadly, they have had to learn it the hard way. But they cannot wallow in misery and need to move forward," says Gopalakrishnan T.S., Director, Multiple Special Steel Pvt. Ltd.

Q COVID-19 has taken the world economies off guard. What are your views about the current situation? Like all pandemics and wars, this too shall pass. Albeit, leaving behind ugly scars. It is important to remember that like erstwhile empires of the bygone eras (for example, Alexander, Romans, Moghals, Mongols, etc.), the big business empires of the present time (for example, Sahara group), have a point of implosion. This pandemic, which has affected the whole world, has burst the bubble for good.

In fact, we have had an indication of this right from 1999. We faced recessions in 2002, 2008, 2014 and 2020 is like a complete meltdown. Now, we are at the threshold of a New Renaissance that calls for dealing with situations with more maturity and humanity. We need to respect nature and cooperate at the global level.

In these challenging times, we should strive to achieve positivity by overcoming the hurdles thrown at us. The industries of the world have understood why they should not be lured by cheap manufacturing and put all their eggs in one basket. They have begun to realise the importance of looking for other affordable manufacturing destinations. After all, isn't it better to share prosperity with many nations?

Q What are the challenges faced by tool makers during the COVID-19 pandemic? How could they tackle the situation?

Given the fact that I'm a provider of raw material from which all tools and moulds take shape, I feel that this is challenging time for every industry and not just the tool making industry. However, I feel that the tooling industry has been facing a lot of challenges in terms of availability of workforce and raw materials. Besides, it is facing financial hurdles too. The OEMs are holding off on making payments, which is affecting the functioning of tool making companies. After all, these companies still have to pay their employees' salaries, electricity bills, EMIs, etc. even though they are not functioning at full capacity like they used to before the lockdown. I think that they should come together and take more active roles in organisations like TAGMA, ALUCAST, etc. These will provide a common platform for them to voice their concerns. Spreading awareness about their ground reality will help the manufacturing fraternity deliberate on solutions to help the tool making industry.

Q What policy changes or support do MSMEs need during this challenging time in order to revive?

I think collaboration is key here. All MSMEs need to sit together and brainstorm. They need to collaborate and work together. Once they do so, they will get recognition from OEMs, the government and even the financial institutions. They must collaborate and learn from each other. However, the MSMEs need policy changes to help them overcome this tide. For instance, the government should offer concessions to MSMEs that manufacture locally. They could even offer MSMEs some respite from repaying loans.

Q How will automation in manufacturing help with the COVID-19 response?

Automation may finally become mainstream for Indian SMEs. Any kind of digital solution will be in great demand in the coming days. It will help manufacturers deal with the shortage of labour problem. They will be able to manufacture products efficiently while meeting the quality and quantity demands of their customers. However, not many manufacturers are adopting automation because of the installation costs involved.

While it may not seem feasible initially, in the long run, it will prove to be very beneficial.

Q Do you think the current situation will benefit India?

The current situation will definitely benefit India. Now, companies across the world have learned that it was not wise to have put all their eggs in one basket. Sadly, they have had to learn it the hard way. But they cannot wallow in misery and need to move forward. They need to do a SWAT analysis region wise, skill wise and nation wise. The dependency must be spread in such a way that the law of weighted average will ensure better economy and more than that, cent percent dependability.

Q What short and long-term opportunities do you see amid this crisis?

The short term lessons learnt from this crisis would be that it always pays to have some reserve funds and loyal employees. As far as the long term is concerned, we have hit rock bottom and must gear up to the coming Automation may finally become mainstream for Indian SMEs. Any kind of digital solution will be in great demand in the coming days.

> days and make most of it. However, in this difficult time, we must take care of our biggest asset—our employees. We have taken good care of the team in the best possible way by sustaining them financially and emotionally. The post-COVID era will be like literally starting from scratch. So, the future will see a steady and realistic growth.

Q In the coming days, what changes are you planning on making in your production and business operation?

We have learned and adapted lean manufacturing at our workplace. We have seen surprising results with fewer employees. We have not retrenched even a single employee till date. In spite of the lockdown in place, we have achieved better output. \approx

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Digital Initiative

TAGMA partners with industry to help in skill development



Objectify organises advance additive sessions

To encourage individuals from all spheres of life to indulge in the value addition of additive manufacturing in day-to-day activities, Objectify Technologies organised 'Advance Additive Sessions'. The target audience for the webinar series was industry professionals, project managers, designers and technical managers from industries such as die mould, automotive, aerospace, oil & gas and general engineering.

The series focussed on conformal cooling, topology optimisation, AM in power generation and latest progress for standards, certifications and collaboration approach in AM. The series had 600+ participants and 15+ speakers from around the world.

DesignTech organised webinar on simulation tool for plastic moulding

DesignTech Systems organised 'Session on Time & cost reduction with accurate prediction of defects in

plastic parts using 3DTIMON.' 3DTIMON™ is a niche CAE simulation tool for Plastic moulding developed by Toray Group, a material manufacturer that operates in 10 countries and regions around the world.

The highly engaging session, which was organised on May 14th, covered topics such as simplification of mould, reduction of prototypes, shorten the moulding cycle, downsize of moulding machine, and finding cause of defects, among others. The target audience for the webinar was die mould and plastic professionals.

Stitch Overseas organises webinar sessions on advance machining solutions

Stitch Overseas Pvt. Ltd., an engineering solution provider and technology sourcing company organised two webinars on the advanced machining solutions. The two webinars highlighted solution from NT Tools, Japan, and Nine9, Taiwan.

Digital Initiative

The topic for the webinar on May 11th was 'Hollow BT Holders– HSK in BT' which was attended by over 60 industry professionals from industries such as die mould and automotive. The session highlighted the benefits of a "Hollow BT Holder" which is a patented product from NT Tool Corporation, Japan. Unlike the traditional solid shank BT holder make by various tool manufacturers, AHO holder from NT Tools a unique product which is hollow, light in weight, and many other advantages.

The webinar on 14th May on 'Magic in Milling -The Drill that Mills' highlighted the benefits of a unique tool NC Helix from Nine9, Taiwan. Unlike the traditional U Drills or HSS Drill, the NC Helix can be used for doing many different applications with a single tool and many more other advantages which help a single tool reduce your huge tools inventory. The webinar was attended by over 100 participants.

If you want to organise a webinar please email us at tagma.mumbai@tagmaindia.org. Also, if you want to

get the video/audio link of the previously conducted webinars, please write to us.

CGSC organises session on Safety at Work Place

Capital Goods Skill Council (CGSC) together with SITRUST- an entity of Siemens and Tool and Gauge Manufacturers Association (TAGMA India) organised a webinar on "Safety at Workplace" on 28th May 2020. The webinar was received an overwhelming response and many industry professionals joined for the session.

The key outcomes were a sneak preview of the safety management processes and how and what to be carried out such as onsite hazard identification, risk assessment, and mitigation.

Capital Goods Skill Council (CGSC) is a nonprofit organization registered under Society act supported by DHI, FICCI, NSDC, and many Industry partners, TAGMA, Siemens to name a few. \approx

TAGMA Digital Initiative - Webinar with Industry Partners

Date	Subject	Industry Partner
04.05.2020	"Tool Steel Solution in Advance Cold Work Application"	Bohler
08.05.2020	"MST presents Webinar on DIE & MOLD"	MST-Valiant
11.05.2020	"Live Webinar on "Hollow BT Holders – HSK in BT"	Stitch Overseas
13.05.2020	"Understanding the mystery of Die Life and how to increase"	TechSense
13.05.2020	"NX Mould Wizard - Advanced automation, process simulation and integrated technology to improve productivity and ensure first-time quality in tooling development"	Sitech PLM
14.05.2020	"Magic in Milling - The Drill that Mills"	Stitch Overseas
14.05.2020	"Session on Time & cost reduction with accurate prediction of defects in plastic parts using 3DTIMON."	DesignTech
21.05.2020	"Modern Prehardened Hot & Cold working steel for Injection moulding applications."	Swedish ME Steel Pvt Ltd
22.05.2020	"NPD - Plastic Industry Products"	Sitech PM
23.05.2020	Additive Advanced Webinars: Session 1 - Conformal Cooling: Mould Faster"	Objectify
26.05.2020	"Topology Optimization: Engineer Efficiency"	Objectify
28.05.2020	"Free session on Safety at Work Place"	SIEMENS-CGSC-TAGMA
29.05.2020	"Adoption of AM in Power Sector"	Objectify
30.05.2020	"Toolox, Modern engineering steel for Machine component suppliers and Machine builders."	Swedish ME Steel

Case Study

High precision touch probe TC52 from BLUM at myonic GmbH



recision hard turning is a key production process in the machine tool bearings unit at myonic GmbH in Leutkirch im Allgäu/ Germany. Pieces are directly turned to the final dimension with extremely tight tolerances in the micron range. Using a probe solution from Blum-Novotest, key workpiece dimensions are now measured in-process, while still clamped. The result: greater measuring accuracy, improved manufacturing process, shorter cycle times.

myonic's machine tool bearing activities are concentrated at a fully air-conditioned facility in Leutkirch, Germany. "The high-precision roller bearings are employed, for example, in rotary and swivel tables, milling heads and swivel spindles in machine tools," explains Christoph Sauter, who, as Production Manager, is responsible for the manufacturing of these precision bearings. "The bearings are double-direction, screw-on and installation-ready precision bearing units and part of the AXRY bearing range at myonic." The axial-radialbearings consist of three rings: inner ring, outer ring and axial washer. Additional components include the cylindrical rollers, axial and radial cages, lubricants and retaining screws that hold the assembled bearing together. The rings are made of chromium steel, which has proven highly successful in bearing rings and rolling elements and which is hard machined at myonic exclusively on turning centres.

The hard-turning process occurs on different machines in two stages: roughing and finishing. Depending on the actual size, fine finishing to the final dimension, with extremely tight tolerances in the micron range, takes place on a horizontal or vertical turning machine in one setup and without any reworking. Cutting is conducted in a wet condition (cooling lubricant), while the workpieces are clamped on special magnetic chucks. Important dimensions in Z-direction are measured in-process, in other words while still clamped on the machine. An innovation that has significantly contributed to improving the production processes. This high-precision task is performed by the TC52 touch probe from Blum-Novotest, which transmits the measured values to an infrared receiver inside the machine room. The TC52 is positioned on the Hembrug horizontal hard-turning machines via the tool turret.

All the key geometric features are measured for each bearing. This includes steps, width of the outer ring, inner and outer diameter, as well as all connection dimensions such as the bore, i.e. the position where the bearing is fitted onto the shaft. Besides overall improvement of the manufacturing process, the German company also set itself the goal of achieving greater measuring accuracy with the probe solution. Equally important: the measured values should already be available during setup. After all, the process needs to be as stable as possible and information, e.g. whether slight adjustments are necessary, must be provided without delay. During initial testing with the TC52, it quickly became clear that the highprecision workpiece measuring system meets, and in some cases exceeds, the expectations of everyone involved. The steps and the width of the outer ring can now be measured in-process and semi-automatically in Leutkirch. These are extremely important dimensions for myonic: there are three races here, one radial and two axial. If you imagine the race as a cavity, it is

essential to know how big it is. Since this size is defined by the steps. When assembling the bearing, the employee knows which dimension and which cylindrical roller diameter fit together to obtain the ideal preload.

Compared to measuring parts manually, introduction of the in-process solution has led to more accurate measurement results. Another huge advantage is the way in which measuring objects are handled. Since the bore diameters of the AXRY bearings range in size from 50 mm, weighing just a few kilogrammes, up to 650 mm that weigh almost 200 kg. As you can probably imagine, manually measuring such heavy bearings is extremely difficult. The larger the parts, the greater the benefits of in-process measurement for myonic. After this successful initial period, the other Hembrug turning machines at myonic were also equipped with TC52 probes.

The southern German company is very satisfied with the result of the project, since machining is even more accurate than before, and more measuring points can now be recorded in a shorter space of time. When summarising the positive impact, Christoph Sauter says: "This gives us greater peace of mind when mating the shaft and the bearing. Another advantage that should not be underestimated is the reduced burden on employees, who now have more time for other tasks. Even if the actual process in the machine takes longer, use of the touch probes has minimised the overall cycle times. That's why we're planning to use BLUM solutions in the future to measure the diameters directly on the machine." \approx

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Tips & Tricks

Keeping Your People Safe, Healthy and Resilient

he COVID-19 pandemic has created a number of new challenges, especially for businesses looking to reopen. While managers and employees may feel a sense of urgency to get their business back to normal as soon as possible, there are new guidelines and revised practices that should befollowed to allow for a safe, stable return. Following are the key steps for reopening your business in the wake of the COVID 19 pandemic:

- Making sure your facility is fully clean, sterilized and disinfected with an outline for keeping up safe conditions.
- Setting up a support system for your staff as they come back to work and acclimate to new realities and challenges posted by the COVID-19 pandemic.
- Creating an arrangement for a safe workplace that shields employees and clients alike from the dangers associated with COVID-19 pandemic, including exposure and transmission.

How So? Including Layers of Protection: The "Swiss Cheese Model" - In any



work setting, there are inborn dangers. More often than not these dangers are never acknowledged on ground because safeguards are in place to prevent them. Nonetheless, every procedure has "holes" like Swiss cheese that, under the correct conditions, can arrange and prompt a blunder, mishap or "danger" as specialists depict them. The COVID-19 pandemic requires numerous layers of security to protect the work environment. According to this model, the more layers of powerful mediations that are executed, the less likely your business will contribute to the spread of COVID-19.

Layers of Effectiveness:

- 1. Health and safety: Cloth face masks can be utilized for source control in the working environment. They are prescribed by specialists to possibly prevent transmission when utilized as a complement to social distancing. They are not a replacement for social distancing. Additionally it is prescribed to wash fabric face masks every now and then with soap & detergent.
- Handwashing: Washing our hands is one of the least demanding and most significant things we can do to stay healthy and stop the spread of infection causing bacteria and virus. Foam your hands with soap. Rub together for 20+ seconds. Remember to apply on wrists, back of hands, between fingers & under nails.
- **3. Sanitizer:** However, in the event that soap and water are not accessible, an alcohol based hand sanitizer that contains atleast 60% alcohol should to be utilized. Hand sanitizers with lower alcohol % are not as effective in killing germs. Suggested Products: Liquid hand rubs 1) Algard IP Ultra (Iso Propyl Alcohol IP 75% v/v); 2) Algard EN Ultra (Ethanol IP 80% v/v).
- **4. Screening:** Experts suggest screening your staff by having them take their temperature before coming to work, or when they show up. Steps included are: 1) Confirming their temperature is under 100.4°F (38.0°C). 2) Confirming they are NOT coughing or experiencing shortness of breath. 3) Looking for indications of sickness, which could include flushed cheeks and/or fatigue. 4) Maintaining atleast 6 feet distance between the individual taking the temperature and the staffer.

5. Setting up the workplace: Employers must take appropriate precautions to reopen their business to create a safe, protected work area for employees, customers and patrons. This includes assessing exposure risk, potential exposure sources and transmission routes, and appropriate controls.

• **Plan:** What should be cleaned? Not all zones will require a similar degree of cleaning. For instance, in spaces left abandoned for at least 7 days, just routine cleaning is required. High touch surfaces (e.g., sinks, door handles, lift catches, and so forth.) ought to be prioritized and disinfected consistently. What resources and equipments are required? Think about the size and accessibility of your current environmental services or janitorial workforce, the type and accessibility of cleaning products, and what Personal Protective Equipment (PPE) is suitable for those cleaning.

• **Implement:** Clean visibly filthy surfaces with soap and water before disinfection. Utilize the proper cleaning or disinfectant product. Use an EPA-approved disinfectant against COVID-19, and read the label to ensure it addresses your issues. Follow the instructions on the label. The label will incorporate safety information and application directions. Suggested Products: EPA registered formulations - 1) Algard R82 - Hard surface disinfectant cum cleaner; 2) Algard HWS 256 - One step disinfectant cum cleaner; 3) Sanosil - A Swiss patented technology with Hydrogen Peroxide (H2O2) and Silver (Ag) for both surface and environmental disinfection.

• **Maitain:** Continue routine cleaning and disinfection. Proceed or update your arrangement based upon appropriate disinfectant and PPE accessibility. Routinely disinfect frequently touched surfaces at least daily. Keep up safe practices for extra layers of protection, such as handwashing, utilizing fabric face covers, staying home if you are sick and social distancing.

Staff Wellbeing and Resiliency: The COVID-19 pandemic has been an unprecedented event, disrupting our lifestyle and causing increased stress and anxiety for everyone. Information is rapidly changing and can be confusing, even scary. While a few specialists may effectively deal with their anxiety levels, the ongoing situation can be overpowering for everybody.

- **Exercise routinely:** Aerobic exercise (e.g., strolling, running, climbing or playing with your children/pets), can help discharge endorphins (natural substances that help you feel better and maintain a positive attitude).
- Maintain a healthy diet: Stress can unfavorably influence your dietary patterns and your digestion.

The most ideal approach to battle stress or emotional eating is to be aware of what triggers stress eating and to be prepared to battle the urge.

- **Connect with others:** Fear and detachment can prompt depression and anxiety. Contact relatives, friends and colleagues by means of telephone, text, video call or other virtual platforms.
- **Take a break:** While it's essential to remain educated regarding the most recent news and developments, the evolving nature of the news can get overpowering. Find a balance of exposure to news that works for you. Whenever reasonably possible, disconnect physically and mentally.
- **Get enough sleep:** It's particularly significant that people get the recommended amount of sleep to help them stay focused on work and on managing the stress the current outbreak can bring. Specialists suggest avoiding alcohol and energizers like caffeine and nicotine before bed.

Managing Symptoms:

Patients infected with COVID-19 reported these respiratory side effects (As of May, 2020):

- 1. Cough
- 2. Shortness of Breath or Difficulty Breathing
- 3. Fever
- 4. Chills
- 5. Muscle Pain
- 6. Sore Throat
- 7. New Loss of Taste or Smell Other less common symptoms:Nausea, vomiting or diarrhea

Symptoms can range in severity from very mild to severe. In about 80% of patients, COVID-19 causes only mild symptoms.

Manufacturing Industry - Specific Guidance:

Each industry will confront unique challenges upon returning to work. Manufacturers have an obligation to guarantee the health and safety of their staff while protecting machinery and equipment. Return to work guidance for manufacturers includes:

Clean:

- Disinfect high-touch areas frequently, including elevator buttons, door knobs and locks, frequently handled tools and equipment, and light switches.
- Disinfect the entire facility daily, including individual work stations, using EPA-approved disinfectants that meet CDSCO requirements for use and effectiveness against viruses, bacteria, and airborne and blood borne pathogens.
- Provide sanitizer stations in high-traffic spaces (e.g., personnel entrances, elevator landings, restrooms and other common spaces).

Tips & Tricks

Separate:

- Ensure 6 feet of space between employees, and install barriers if this is not possible. This includes adjusting spacing of stations on the factory floor to allow safe physical distancing.
- Discourage employees from using other workers' tools and equipment.
- Require employees to wear face coverings or masks.
- Split teams into sub-groups to reduce the amount of contact between team members.
- Close the cafeteria and gathering spaces if possible, or limit the number of occupants in these rooms at any one time.
- Ensure adequate supply of appropriate personal protective equipment (PPE) for your employees. This includes face masks for all employees and disposable gloves for those involved in food preparation, cleaning and other facility maintenance, following expert guidelines.
- Train employees on proper techniques for putting on, using/wearing, removing and maintaining PPE.
- Reduce occupancy in areas of excessive air movement (e.g., close to doors and drafts).

Adjust:

- Consider reducing the pace of work to allow for fewer employees on each line.
- Consider reassigning employees in high-risk groups (e.g., those >65 or with pre-existing conditions) to tasks that limit their exposure.
- Reduce air recirculation and increase the amount of fresh air introduced into environments. Minimize the speed of airflow in conditioned spaces.

Communicate:

- Remind employees of your commitment to health and safety prevention measures with signage in public areas, on the floor and in break rooms. Include reminders about the importance of hand washing, face masks and physical distancing, as well as cough etiquette.
- Encourage employees to have positive thoughts.

What to do if one of your employees is diagnosed with COVID-19?

- 1. Isolate the symptomatic individual
- 2. Send home any employees with symptoms of COVID-19 and instruct them to self-isolate for 14 days
- Instruct employees to contact their manager immediately
- 4. Report confirmed cases of COVID-19 immediately
- 5. Shut down the floor for sanitation
- 6. Clean machinery or equipment thought to be contaminated

We suggest some innovative hygiene products for your home and office:

- Surface Disinfectants: Algard R82 & Algard HWS 256 - Single step hard surface disinfectants cum cleaners. U.S. - E.P.A. registered formulations CDSCO, India approved products. Both products have broad spectrum activity on multiple surfaces and are best suited for washable hard nonporous surfaces & non critical medical surfaces. Recommended for: Industry: Institutional & Industrial / Janitorial / Healthcare, animal care facilities / Food processing / Service / Retail, consumer, transportation / Airline Industry
- 2. Hand Sanitizers: Algard EN Ultra &Algard IP Ultra -WHO recommended alcohol based formulation to fight COVID19. These products are alcohol based formulations (EN Ultra- Ethanol IP 80%v/v & IP Ultra - Iso Propyl Alcohol 75% v/v) with fast & prolonged action. Enriched with moisturizers, they maintain the water balance of the skin, thus leaving it soft after use. Effective against MRSA & VRE, it kills 99.99% of virus, bacteria, fungi & yeast. Both EN Ultra & IP Ultra are tested as per EN 1500, recommended by dermatologists and DGCI, India approved products.
- 3. Air, Water & Surface Disinfectant: Sanosil A Swiss patented technology with Hydrogen Peroxide (H2O2) and Silver (Ag) for surface, water and environmental disinfection. Sanosil is completely chlorine free, non carcinogenic and bio-degradable along with being tasteless, colorless&odorless. It has no toxic disinfection by-products, thus making it safe for health. It is an ecologically friendly, effective and easy to use product. Sanosil is a single disinfectant for a combined operation making it very cost effective having a long-term effectiveness and excellent characteristics to prevent re-contamination. Owing to the good stability of the product, a long storage time can be guaranteed. It can be used for cleaning vegetables & poultry, disinfect drinking water & swimming pools, surface disinfection and aerial disinfection through fumigation.

Note:

- The response to the COVID-19 pandemic is continuously evolving as we learn more about the virus and the best techniques to address the associated risks.
- Alliance Formulations is the manufacturer of Sanosil and Algard Range of products

About the Author:

Vivek Sharma is an accomplished senior-level executive with 25 years track record of success with strategic leadership in the Health Care Industry. He is been working as a consultant in the field of Hospitals Business Development and Infection Prevention with Indian and German companies for support in Business Strategies for Disinfectants Indian market. \approx





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