# FOUNDRY TALKS

FOR THE FOUNDRYMEN | BY THE FOUNDRYMEN

// IIF WR E-MAGAZINE

THE INSTITUTE OF INDIAN FOUNDRYMEN

WESTERN REGION

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REACH


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# CHAIRMAN'S MESSAGE

First of all, I would take this opportunity to congratulate the Organising Committee members of Wescon'24 alongwith the core team at Pune to have delivered a successful Wescon. The theme "Global OutREACH-Expanding Frontiers (Expectations and Rewards) was well presented by virtue of technical presentations and panel discussions, company video presentations etc and was well received by a packed conference hall keen on an interactive session.

The Wescon conference was inaugurated by Chief Guest, Shri Bharat Gite and the Exhibition hall was inaugurated by Mr. Rajesh Mishra, Guest of Honour and Chairman of the Organizing Committee. The Centres of Excellence Lounge was inaugurated by IIF President Mr. Navneet Agarwal

There was a record attendance of 263 delegates and the conference hall was totally packed right from the inaugural session upto the valedictory session, with lot of interactive sessions, focusing on the foundrymen's need to grow further and prepare for what lies ahead for the Indian Foundry industry for Global Outreach.

The vibrancy and energy level of this conference was on display with the introduction of the first ever WR Hall of Fame ( Legacy of Western Region ) and the IIF Centres of Excellence Lounge with participation by NCTS, FIC, NSDC and NCEP. The conference was spread across three days with the Conference inaugural day of Industry visits and Foundry Leaders Conclave alongwith the Wescon conference including an Exhibition of Foundry products and a sight seeing Spouse Program. The Wescon team also provided a humour gallery so that the delegates could also enjoy the humour at the conference to relax their mind in the midst of serious technological discussions. The conference focused on Export legal requirements, compliances of Carbon Footprint and associated Decarbonisation strategies, High-Tech Technical Presentations and also included Kaizen Presentations, a Panel Discussion on Global OutREACH for Export, and a Panel Discussion on IIF services and Membership growth.

WR Hall of Fame and The Centres of Excellence Lounge - The WR first time initiatives of the IIF "Centres of Excellence" Lounge where all the COEs could interact with the delegates about the services being offered & the WR "Hall of Fame", displaying the legacy of Western Region, were well appreciated. The two day conference was aligned to the theme of Global OutReach covering crucial topics on Carbon Foot Print, ESG, Green Initiative, Export Opportunities, CBAM, etc. Active participation from all the 8 chapters of Western Region making it, truely a regional event with maximum involvement in all the sessions.The exhibitors participating at the Exhibition had a good foot fall at their stalls.

Mr Agarwal mentioned that the Indian foundry industry being the mother of all Industry, IIF plays a pivotal role to support various manufacturing segments of Automotive, Power, Defence, Railways, Infrastructure, Machine tools, Agro Industry etc.

He elaborated on the importance of all the 4 Centres of Excellence and their services to all the members. Speaking on the theme of Global OutReach and Expanding Frontiers, he mentioned it is the requirement of the day and demands for setting higher goals and working towards it with constant focus to make it achievable.

OC Chairman & Guest of Honour, Mr.Rajesh Mishra, addressed the audience on "Export Buyers Expectations". To meet the expectations of export buyers and compete with China, Indian suppliers must emphasize cost-effectiveness, High-quality production, technological innovation, and sustainability.

Chief guest Mr. Bharat Gite, addressed the gathering on"Elevating the Future: Aluminium as the Cornerstone of Next-Gen Innovation".

Late Mr. Shyam Karkhanis's Memorial Award", instituted by the Pune Chapter, for Best Foundry Worker was presented to Mr. Rajendra Pandurang Kadam, from Mutha Founders Pvt Ltd, Satara.

**SAIBAL SEN**
Chairman, IIF Western Region
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# CONTENTS

## FOUNDRY MANAGEMENT

PAGE

# FX COST-SAVING TECHNIQUES

## Series 1: The 18-Paisa Leak That Cost Lakhs!

CR FOREX
THE FX RISK MANAGERS

Imagine filling a bucket with water, only to realize there's a tiny hole. At first, it's just a few drops. But over time, the bucket never fills up. FX transactions work the same way—if your bank quietly charges extra on every dollar, those small amounts add up to lakhs lost every year.

### The 18-Paisa Leak That Cost Lakhs

A few months ago, I asked an exporter handling **100 crores in FX turnover, "Do you know how much your bank charges for conversions?"**

He confidently replied, "Just a few paisa, nothing major."

After reviewing his transactions, we found his bank was charging an 18-paisa margin per dollar—costing him ₹14 lakhs per year without realizing it! We stepped in and negotiated his margin down to 4 paisa per dollar, turning those silent losses into permanent savings.

There's nothing more satisfying for us than seeing exporters keep more of their hard-earned money. Every paisa saved goes back into growing their business, and that's what drives us every day.

### How Much Did We Save?

**FX Turnover:** 100 crores per year

**Bank's FX Margin Before:** 18 paisa per dollar

**New Reduced Margin:** 4 paisa per dollar

**Savings Per Dollar:** 14 paisa

**Total Savings:** 14 lakhs per year (assuming 80/USD, turnover around $12.5 million)

### How We Help Exporters Reduce FX Costs

Banks often add hidden margins that eat into profits. We help businesses take control:

**Identifying Hidden Charges** – Many businesses get FX rates from their branch, where extra costs apply. We flag these charges.

**Direct Treasury Access** – We connect you directly to the bank's treasury desk for better rates.

**Live Forex Rate Screen** – Track real-time conversion rates and avoid hidden markups.

**Negotiating with Banks** – We push banks to offer fair FX margins, ensuring long-term savings.

**Fair Margin Assessment** – We analyze your FX volume and ensure you pay only what's fair. Higher turnover should mean lower margins, and we make sure banks honor that.

### Why This Matters for Your Business

Every rupee saved on FX transactions is a rupee that can be reinvested into your business—whether it's expanding operations, hiring talent, or increasing profitability. Banks won't voluntarily offer you better margins, but with the right knowledge and strategy, you can stop them from silently eating into your profits.

At CR Forex, we get ultimate satisfaction from helping exporters hedge smarter, negotiate better rates, and eliminate silent leaks. Every win for our clients is a win for us.

This is just the first in our Cost-Saving Techniques series. Stay tuned for more insights and strategies to save big on FX transactions.

Think your bank might be overcharging you? Let's talk—you might be surprised at how much you can save.

Until next time, trade smart, save smarter!

Amit Pabari is the Founder and Managing Director of CR Forex, specialising in treasury risk management strategies for corporate clients. With over 15 years of expertise in forex markets, Amit holds certifications including FRM (GARP US), CFA, and a Master's in Finance from ICFAI. His deep understanding of market dynamics and risk mitigation makes him a trusted voice in forex strategy and financial planning.

A dynamic speaker and thought leader, Amit Pabari regularly shares his insights through industry forums, seminars, and media columns, simplifying complex market trends for business leaders. Deeply passionate about financial literacy, he also mentors young professionals aspiring to make a mark in the world of finance. His journey reflects a rare blend of technical acumen, market instinct, and a deep-rooted commitment to client success.

**AMIT PABARI**
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# IMPLEMENTING 5S IN THE FOUNDRY INDUSTRY

## Enhancing Workplace Efficiency and Safety

**Abstract:** The 5S methodology (Sort, Set in Order, Shine, Standardize, Sustain) is crucial in improving workplace organization, efficiency, and safety, particularly in the foundry industry. Foundries, which involve high-temperature operations and heavy machinery, benefit significantly from structured workplace management. This paper explores the application of 5S in foundries, highlighting its advantages through real-world examples and images demonstrating its impact.

**Introduction** Efficient workplace management is essential in the foundry industry, where operational hazards and efficiency challenges are prevalent. The 5S methodology, originating from Japanese lean manufacturing, provides a structured approach to enhance productivity and safety.

**Understanding 5S in Foundries** The 5S methodology consists of five key principles: Understanding 5S in Foundries The 5S methodology consists of five key principles:

**Sort (Seiri):** Identifying and removing unnecessary materials such as outdated molds, defective castings, and excess sand to free up workspace.

**Set in Order (Seiton):** Organizing tools, dies, and molds systematically for easy accessibility, reducing time lost in searching for essential items.


**Shine (Seiso) 3S:** Regular cleaning of machinery, floors, and casting areas to prevent defects and enhance safety by reducing dust and debris.


**Purpose of 3S (Shine)**

To turn the workplace into a clean , bright place where everyone will enjoy working
To keep everything in top condition so as to keep it ready for use
Predictive maintenance

**Problems avoided by 3S (Shine)-**

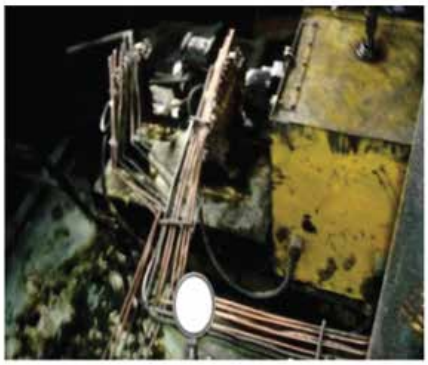
Less sunlight through dirty windows.
More defects in the dark and dusty foundry.
Oil and water leaks created safety hazards.
Less check up maintenance of machines leads to frequent break-downs andproduction loss and delivery.
Lower morale of operators.


Rajendra Newadkar is a distinguished leader in the foundry and manufacturing industry with over three decades of specialised experience. Currently serving as the Director of Quadcon India Pvt Ltd since April 2022, Rajendra is based in Mumbai and oversees operations focusing on innovative manufacturing solutions. His prior role as Director-NCTS at The Institute of Indian Foundrymen (from February 2017 to October 2022) in Pune highlighted his expertise in strategic planning and industry standards development.

His educational background includes a Bachelor's in Metallurgical Engineering from the Government College of Engineering, Pune, where he graduated with distinction, and a specialised General Management course from SP Jain Institute of Management & Research, sponsored by Mahindra & Mahindra Ltd.

Hitesh Consultancy Services

Leakages



Loose Guard

Missing Motor Cover

**Standardize (Seiketsu) 4S:**

Establishing best practices for workplace maintenance, including labeling storage areas and implementing visual controls for inventory management.

- Item → Walk Way
- Color → Yellow
- Width → 4.5 Inch
- Standard Templates should be Used for marking
- Templates are available in XYZ Area


- Location → Center
- Label MOC → Plain white paper with cardboard
- Label Height & Width → Landscape A4 size paper
- Font Color → Black
- Font Type → Arial
- Font Size →200 For Rack Identification and for detail description 35

**Standardize (Seiketsu) 4S:**

Establishing best practices for workplace maintenance, including labeling storage areas and implementing visual controls for inventory management.

**Case Studies in the Foundry Industry**

Example 1: Casting Process Optimization A foundry implementing 5S reduced defects in aluminum castings by 30% through improved tool organization and workspace cleanliness.

Example 2: Safety Enhancement By removing clutter and organizing heavy equipment, a steel foundry significantly reduced workplace accidents caused by tripping and falling objects.

Example 3: Productivity Gains A foundry manufacturing iron castings streamlined its workflow, reducing setup times by 40% after implementing the 5S framework.

**Benefits of 5S in Foundries**

Improved Efficiency: Organized workspaces reduce downtime and streamline production processes.

Enhanced Safety: Clean and structured environments minimize accidents and improve worker well-being.

Reduced Waste: Systematic sorting prevents material wastage and optimizes resource utilization.

Better Quality Control: Cleaner equipment and structured processes lead to fewer casting defects and rework.

Employee Involvement: Encouraging worker participation in 5S fosters a culture of responsibility and continuous improvement.

**Conclusion** The successful application of 5S in foundries leads to significant operational improvements, enhanced safety, and a culture of continuous improvement. By adopting these practices, foundries can achieve higher efficiency, lower defect rates, and a safer working environment.

**Before**

**After**

# THE POWER OF A DEVELOPMENT MINDSET IN ORGANIZATIONS

- More than two decades ago, Peter Senge introduced the concept of the "learning organization," sparking aspirations among businesses worldwide to harness learning for agility, transformation, and sustained success. Yet, many leaders continue to grapple with making this vision a reality.
- Rather than focusing solely on the organization, perhaps the key lies in shifting our perspective to the individual. Learning organizations emerge when individuals embrace a strong learning orientation and a commitment to growth. At their core, these organizations thrive on a workforce that fosters a development mindset.

## Understanding the Development Mindset

- A development mindset is a way of thinking that continually seeks opportunities for personal and organizational growth. It embodies an abundant perspective that recognizes potential in every experience. Individuals with a development mindset:
- Believe in their ability to learn and evolve throughout their careers.
- Extract valuable lessons from nearly every experience.
- View experimentation and failure as essential to progress.
- Take ownership of their continuous learning journey.
- Actively support others in reaching their potential.
- Welcome feedback as a tool for self-improvement.
- Recognize development as an ongoing cycle of learning, application, reflection, and refinement.

## Challenges in Cultivating a Development Mindset

- Today's fast-paced work environment makes it increasingly difficult for employees to embrace and practice a development mindset. Factors such as high-pressure decision-making, risk aversion, the expectation for immediate results, siloed work cultures, and a relentless bias for action often inhibit deep learning and reflection.

## Leadership's Role in Fostering a Development Mindset

- Despite these challenges, forward-thinking leaders understand the long-term benefits of nurturing a development-oriented culture. They can actively create environments that support continuous learning by:
- Leading by Example: Demonstrating a commitment to ongoing growth.
- Instilling a Culture of Learning: Setting expectations for continuous development.
- Encouraging Development Goals: Supporting and tracking progress.
- Providing Real-World Learning Opportunities: Integrating learning into daily work.
- Promoting Two-Way Mentorship: Encouraging knowledge exchange across levels.
- Facilitating Reflection: Creating moments for employees to process and apply insights.
- Embedding Learning Questions: Consistently asking, "What did you learn from that?" to reinforce self-driven growth.

## The Competitive Advantage

In an era of rapid change, organizations that prioritize learning, adaptability, and transformation will sustain a competitive edge. This evolution is made possible when individuals cultivate a development mindset—fueling innovation, resilience, and long-term success.

By fostering such a culture, leaders empower their workforce to navigate uncertainty with confidence, positioning their organizations for sustained excellence in an ever-evolving business landscape.

Mahesh Date is an experienced leader in the manufacturing industry with over two decades of expertise. He currently serves as the Managing Director of Ved Industries, a role he has held since May 2010, where he oversees operations and drives strategic growth. Mahesh is also the owner of Rajrajeshwari Founders, a position he has maintained since January 2000, showcasing his longstanding commitment to the foundry industry.

Earlier in his career, Mahesh served as the Production Manager at Paranjape Autocast Pvt Ltd from June 1998 to September 2000, where he gained valuable experience in production management within the automotive casting sector.

With a strong foundation in engineering and extensive experience in both leadership and production management, Mahesh Date continues to be a key figure in the foundry and manufacturing industries.

**MAHESH DATE**
Managing Director | Ved Industries

# IIF MEMBERSHIP BENEFITS CHART

## Member's Benefit

- Representation in Councils
- Conference fee rebate
- Enjoy discount on membership subscription
- Attend Chapter/Region Activities
- Receipt of Loyalty Coupons
- Indian Foundry Journal (Monthly)
- Highlighting Policy Advocacy issues


## Additional Benefit for Industry Member

- Exhibition Space Rebate
- Technical services from Centers of Excellence
- Free Entry in Indian Foundry Directory
- Organizing Yogyata Vikas Programs

"We will love to hear from you on activities of IIF & also about E-Magazine.
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# BECOME A PROUD MEMBER

THE INSTITUTE OF INDIAN FOUNDRYMEN
WESTERN REGION

**IIF comprises of Individual members, Foundries, Equipment manufacturers, Raw material suppliers and Institutions**

## To avail of Membership Benefits, Join the Country's Premier Industry Association Promoting Foundry and Supporting Industries

Some Reasons why you should join IIF

- Networking with Indian Foundries and Foundry Allied Industries
- Meeting Potential Customers at different forums
- Participation in Skill Development Training of IIF-CET
- Troubleshooting Technical Services, In-Plant Training, and Workshops provided by IIF-NCTS
- To avail Integrated Information System and Pricing Index through a large Database of IIF-FIC
- Participation in Chapter, Regional, National, and International Events and Trade-fairs
- Receive a Complementary copy of the monthly Official Journal of IIF - Indian Foundry Journal
- Free entry in Indian Foundry Directory
- Opportunity to Engage in Policy Advocacy and representation to GOI through Foundry Development Council
- Procuring IIF Publications at discounted prices
- Inter-Regional and Chapter Industry Visits on Technology Mission
- Industry-Academia Collaboration/Co-operation
- Participation in Knowledge sharing activities like Kaizen Competition and Quiz Contest
- Special rates for participation in IFC
- Access to Website
- After becoming Members of IIF, they can avail of benefits of discounts on Membership Subscription and redemption of Loyalty Coupons for IIF Services for early Renewals as per norms from the subsequent years.

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**email:** membership@indianfoundry.org | **call:** +91 96740 14121
**visit:** www.indianfoundry.org

# BRIDGING TRADITION WITH TECHNOLOGY

## Layered Charge Optimization for the Next-Gen Foundry

### Abstract

The Indian foundry industry, with over 5,500 foundries producing 11.49 million tonnes of castings annually, faces distinct challenges due to reliance on traditional methods and variability in scrap material composition. As most small and medium-sized foundries operate without digital infrastructure, optimizing operations and controlling costs have become major concerns. This article presents a feedback-driven charge optimization approach developed by NowPurchase, specifically for non-digitized foundries. The solution integrates inventory management, supply chain optimization, metallurgical modeling, and real-time feedback loops, resulting in cost savings, energy efficiency, and process improvements that make these foundries globally competitive.

### Introduction: The Landscape of Challenges

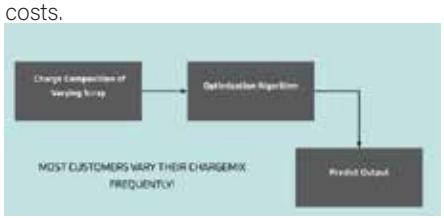
**An Industry Built on Tradition but Poised for Change**

Valued at $140 billion, India's metal manufacturing industry ranks as the world's third-largest producer of castings, with the foundry subsector valued at $19 billion. Despite this position, 90% of India's foundries are small or medium-scale, family-owned, and heavily dependent on experience-based practices rather than structured, technology-driven operations. This traditional approach, combined with unpredictable scrap material quality, leads to inconsistent production, high material and energy costs, and limited scalability.

The real question: how can we build a solution that turns these operational gaps into growth opportunities? This stepwise approach takes readers through our journey to develop a tool that redefines efficiency for non-digitized foundries.

### Step 1: Inventory Optimization – Laying the Foundation

The first challenge in optimizing foundry operations is managing raw materials effectively. Foundries must blend various scrap materials in the charge mix to achieve target alloy compositions. However, variability in scrap quality makes this a moving target, often leading to excessive material use and unpredictable costs.



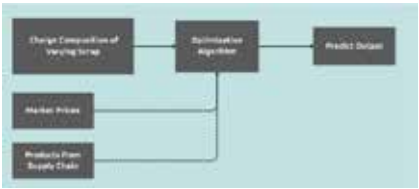

**Solution:** We began with a simple optimization algorithm that evaluates all available raw materials and suggests the best combination for each batch. This algorithm factors in the quality and quantity of materials in inventory, balancing cost and quality to create an optimal charge mix for each day's production demands.

This layer lays the groundwork, offering a baseline for controlling costs by enabling foundries to use inventory intelligently without relying on complex, manual calculations

### Step 2: Supply Chain Integration – Extending Control Beyond the Foundry Walls

With inventory optimization in place, the next step was to address material procurement, a process that often disconnects from actual production needs. Foundries typically source materials without fully aligning them with immediate production requirements, resulting in quality fluctuations and unplanned expenses.

**Solution:** By incorporating supply chain factors into our algorithm, we created a model where procurement and production can work in harmony. This enhancement allows foundries to simulate different sourcing options, comparing qualities, costs, and yield estimates from various suppliers. With this level of insight, procurement decisions are no longer reactive; they're strategic. Foundries can now purchase better-quality scrap at optimal prices, ensuring consistent production quality without inflating costs. This layer interlocks with inventory management, giving foundries greater



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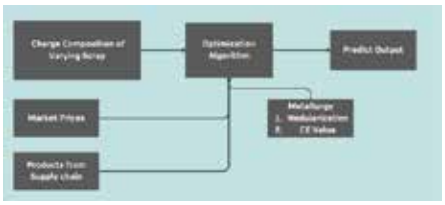
visibility and control, enabling them to procure precisely what they need to maintain consistency.

## Step 3: Metallurgical Parameter Optimization – Infusing the Science of Consistency

With raw materials and supply chain considerations optimized, we moved to the heart of the metallurgical process: maintaining the right chemistry in every charge. Specific metallurgical parameters—particularly in ductile iron production—are crucial for product quality. For instance, adding ferrosilicon magnesium (FeSiMg) for nodulization must be precisely controlled to avoid wastage and preserve mechanical integrity.



**Solution:** We infused the optimization model with critical metallurgical parameters, focusing on two elements:

- Nodulization Control: For ductile iron, we introduced a process to optimize FeSiMg additions based on variables like temperature and sulfur content, achieving the right mechanical properties with minimal material input. This reduced FeSiMg use from 19.5 kg to 15.37 kg per batch—saving costs without compromising quality.
- Carbon Equivalent (CE) Integration: By embedding CE values into the model, we minimized common defects like shrinkage and porosity, enhancing product consistency. This step ensures that every batch meets strict alloy specifications despite raw material variability.

This step anchors the optimization on a solid scientific foundation, ensuring the quality layer is robust, measurable, and consistently reproducible.

## Step 4: Energy Optimization – Powering Up for Efficiency

After addressing raw material costs and consistency, we tackled another major expenditure: energy. With melting processes accounting for up to 67% of a foundry's total energy usage, inefficiencies here translate directly to higher operational costs. Each raw material has a distinct enthalpy (heat requirement), which impacts furnace power consumption.

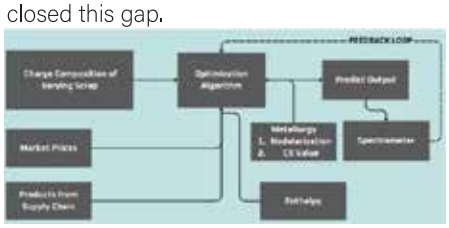
| | Product | Enthalpy (in kWh/kg) |
|---|---|---|
| **Every raw material has a separate energy cost** | MS Scrap | 0.3438 |
| | Pig Iron | 0.3769 |
| | CRC | 0.3425 |
| | Returns | 0.3724 |
| | FeSi | 0.6424 |

**Solution:** By incorporating enthalpy values into the optimization model, we provided foundries with data to predict and control energy costs for each batch. For example, Mild Steel requires 0.34 kWh/kg, while Ferrosilicon needs 0.64 kWh/kg to melt. Knowing these values, the system could recommend charge mixes that minimize power consumption. In testing, this layer reduced energy use by 10-20%, proving to be both cost-effective and environmentally beneficial.

This energy optimization layer meshes with the prior steps, adding a dimension that conserves resources, which directly contributes to a leaner, more profitable operation.

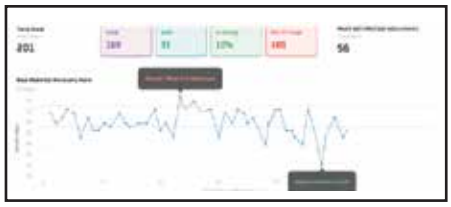
## Step 5: Feedback Loop – Building Intelligence Through Real-Time Adjustments

With the optimization model established, we incorporated a feedback loop to sustain and enhance its performance. In a traditional foundry setup, once the charge is melted, results are only reviewed post-production, leaving little opportunity for real-time adjustments. Our solution closed this gap.



**Solution:** The feedback loop leverages real-time data from spectrometers and temperature sensors, continuously monitoring alloy composition and operational metrics throughout the melting process:

- Real-Time Adjustment: During melting, spectrometer readings inform if the charge has deviated from the target composition. If so, the system suggests corrective additions to restore the ideal chemistry.
- Adaptive Learning: Each production cycle improves the model, refining recovery rates, material yields, and operational parameters based on actual outcomes, allowing the model to learn and adapt with every cycle.



This step integrates seamlessly with the foundational layers, creating a dynamic system that adapts to changes, making the solution smarter with every batch.

## The Big Picture: A Transformative Solution for Non-Digitized Foundries

NowPurchase's feedback-driven optimization model brings together each of these interlocking layers into a comprehensive solution tailored for non-digitized foundries:

- Cost Control: Optimized material use and energy management reduce raw material costs by up to 2% and energy usage by 10-20%.
- Quality Assurance: Metallurgical parameters embedded in the model ensure consistent product quality, minimizing defects related to alloy variability.
- Process Efficiency: By aligning procurement, inventory, and process data in a feedback loop, foundries gain a continuously improving system that aligns with their operational needs, empowering them to compete globally.

Conclusion: Shaping a Future-Ready Foundry

The Indian foundry industry is at a crossroads, where the convergence of traditional expertise with cutting-edge technology can redefine its trajectory. This modular, feedback-driven solution from NowPurchase addresses core challenges step by step, constructing a robust optimization framework for non-digitized foundries to thrive. Each stage builds on the last, interlocking like pieces in a complex machine, ultimately offering a scalable, adaptable tool that ensures quality, conserves resources, and improves profitability.

Looking ahead, we envision this model expanding into an open-source platform, integrating data from various equipment providers. By creating a foundation for shared data, we can fuel future innovations in defect prediction, quality control, and operational intelligence—turning India's foundry sector into a global benchmark for efficiency and sustainability.

# RAW MATERIAL PRICE INDEX

Supported By
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## Movement In Foundry Raw Material Prices

Supported By | NowPurchase

The Raw Materials Price Index measures price changes for raw materials purchased for further processing by foundries. It is helpful to judge the market scenario and understand the trend. Prices provided below for the past 6 months are the prices collected from Kolhapur market just for the information only. These are approximate, ruling during the month and week as indicated in the table.

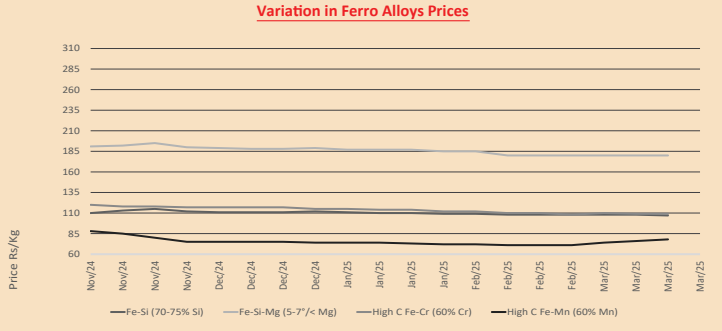
In the prices indicated below, transportation cost in included in most items. Only applicable GST is to be added. Prices of many materials are on the basis of "Immediate Payment"

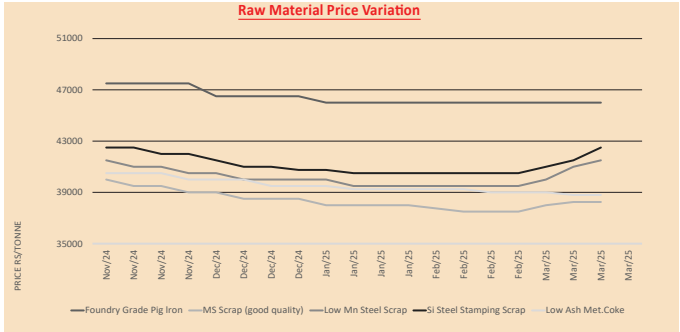
### (A) Major Ferrous Metallic Raw Materials, Low Ash Metallurgical Coke, and Electro-Graphite Fines {Rs/Tonne}

| Raw Material | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Nov-24 | Nov-24 | Nov-24 | Nov-24 | Dec-24 | Dec-24 | Dec-24 | Dec-24 | Jan-25 | Jan-25 | Jan-25 | Jan-25 | Feb-25 | Feb-25 | Feb-25 | Feb-25 | Mar-25 | Mar-25 | Mar-25 |
| | 1st Week | 2nd Week | 3rd Week | 4th Week | 1st Week | 2nd Week | 3rd Week | 4th Week | 1st Week | 2nd Week | 3rd Week | 4th Week | 1st Week | 2nd Week | 3rd Week | 4th Week | 1st Week | 2nd Week | 3rd Week |
| Foundry Grade Pig Iron | 47500 | 47500 | 47500 | 47500 | 46500 | 46500 | 46500 | 46500 | 46000 | 46000 | 46000 | 46000 | 46000 | 46000 | 46000 | 46000 | 46000 | 46000 | 46000 |
| MS Scrap (good quality) | 40000 | 39500 | 39500 | 39000 | 39000 | 38500 | 38500 | 38500 | 38000 | 38000 | 38000 | 38000 | 37750 | 37500 | 37500 | 37500 | 38000 | 38250 | 38250 |
| Low Mn Steel Scrap | 41500 | 41000 | 41000 | 40500 | 40500 | 40000 | 40000 | 40000 | 40000 | 39500 | 39500 | 39500 | 39500 | 39500 | 39500 | 39500 | 40000 | 41000 | 41500 |
| Si Steel Stamping Scrap | 42500 | 42500 | 42000 | 42000 | 41500 | 41000 | 41000 | 40750 | 40750 | 40500 | 40500 | 40500 | 40500 | 40500 | 40500 | 40500 | 41000 | 41500 | 42500 |
| Low Ash Met.Coke | 40500 | 40500 | 40500 | 40000 | 40000 | 40000 | 39500 | 39500 | 39500 | 39250 | 39250 | 39250 | 39250 | 39250 | 39000 | 39000 | 39000 | 38800 | 38800 |
| Electro-Graphite Fines | 67000 | 67000 | 67000 | 67000 | 67000 | 67000 | 67000 | 66500 | 66000 | 66000 | 66000 | 66000 | 65500 | 65500 | 65500 | 65500 | 65500 | 65500 | 65500 |

### (B) Major Ferro-Alloys {Rs/Kg}

| | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Fe-Si (70-75% Si) | 110 | 113 | 115 | 112 | 111 | 111 | 111 | 112 | 111 | 110 | 110 | 109 | 109 | 108 | 108 | 108 | 108 | 108 | 107 |
| Fe-Si-Mg (5-7°/< Mg) | 191 | 192 | 195 | 190 | 189 | 188 | 188 | 189 | 187 | 187 | 187 | 185 | 185 | 180 | 180 | 180 | 180 | 180 | 180 |
| Fe-Si-Mg (5-7°/< Mg) ( TOL) | ±5 | ±5 | ±5 | ±5 | ±5 | ±5 | ±5 | ±5 | ±5 | ±5 | ±5 | ±5 | ±5 | ±5 | ±5 | ±5 | ±5 | ±5 | ±5 |
| Fe-Si-Mg (8-10% Mg) | 212±5 | 210±5 | 215±5 | 210±5 | 210±5 | 210±5 | 210±5 | 208±5 | 208±5 | 208±5 | 208±5 | 208±5 | 205±5 | 205±5 | 205±5 | 205±5 | 200±5 | 200±5 | 200±5 |
| High C Fe-Cr (60% Cr) | 120 | 118 | 118 | 117 | 117 | 117 | 117 | 115 | 115 | 114 | 114 | 112 | 112 | 110 | 110 | 108 | 110 | 109 | 109 |
| High C Fe-Mn (60% Mn) | 88 | 85 | 80 | 75 | 75 | 75 | 75 | 74 | 74 | 74 | 73 | 72 | 72 | 71 | 71 | 71 | 74 | 76 | 78 |
| Ferro-Moly (60% Mo) | 2700 | 2710 | 2710 | 2680 | 2650 | 2650 | 2625 | 2600 | 2575 | 2550 | 2530 | 2550 | 2600 | 2600 | 2575 | 2575 | 2575 | 2575 | 2600 |
| Phynol | 103 | 103 | 103 | 103 | 102 | 102 | 102 | 102 | 100 | 100 | 100 | 100 | 98 | 98 | 98 | 98 | 98 | 98 | 98 |




Mahesh Date is an experienced leader in the manufacturing industry with over two decades of expertise. He currently serves as the Managing Director of Ved Industries, a role he has held since May 2010, where he oversees operations and drives strategic growth. Mahesh is also the owner of Rajrajeshwari Founders, a position he has maintained since January 2000, showcasing his longstanding commitment to the foundry industry.

Earlier in his career, Mahesh served as the Production Manager at Paranjape Autocast Pvt Ltd from June 1998 to September 2000, where he gained valuable experience in production management within the automotive casting sector.

With a strong foundation in engineering and extensive experience in both leadership and production management, Mahesh Date continues to be a key figure in the foundry and manufacturing industries.

**MAHESH DATE**
Managing Director | Ved Industries

# A BLUEPRINT FOR YOUNG ENGINEERS

## The cornerstone of leadership is the ability to communicate. What About You?

### OK, let me ask you a question and have you do a little self-reflection: Are you a good communicator?

This is the very first question that they ask the participants during any leadership training courses.

They ask for a show of hands and usually majority of the class will say, "Yes, I am a good communicator." In truth, the percentage is significantly lower.

The next question could be, "Is your boss a good communicator? Most surveys say, that only a small percentage of the executives were good communicators.

### Why do you think that is? Where is the disconnect?

It has been found that the main problem with leadership communication is exactly as George Bernard Shaw noted and I have reiterated earlier: "The problem with communication is the illusion that it has occurred." Too often, we believe that we have communicated and our message has been successfully received.

Assuming or hoping that you are a good

Saibal Sen is the Founder and Managing Director of Metal Impregnations India Private Limited, a company renowned for its global brands IMPREGSEAL, TEKNOSEAL, and VACSEAL. A seasoned expert in metallurgy, Saibal earned his Bachelor's degree in Engineering from the prestigious College of Engineering Pune (CoEP), specializing in Metallurgy.

He began his career in Soft and Hard Ferrites technology at DGP Hinoday, followed by roles at Mukund Iron and Steel and Ruston and Hornsby in their Foundry Division. Saibal's journey into Vacuum Impregnation Technology began in 1985, focusing on castings for Automotive Engine Components and other applications requiring pressure-tight integrity. In 1990, he ventured into entrepreneurship, launching his startup to manufacture and supply impregnation installations and sealants globally.

**SAIBAL SEN**
Chairman – IIF WR

communicator is the perfect recipe for leadership disaster.

Effective leadership communication is very difficult. It must be practiced. You must be disciplined in your approach. Most of the people we live and work with, communicate in different ways! They listen and understand differently. Accordingly, the response to them has to be different, communication has to be handled differently.

Also, technology has provided us with many new ways to communicate: Whattsapp, Text Messaging, Email, LinkedIn and Facebook Messenger etc. Prior generations never had to deal with so many options, it boggles the mind. This ever-evolving technology is our best friend and can also be our worst enemy. Immediate communication definitely boosts our efficiency but creates an overload of data and also sometimes makes us instantaneously reactive leading to misunderstandings.

So, how can you make your communication effective and the best it can be? We therefore come to the Three Cs, which I mentioned in the October episode.

I have learnt about the three'Cs' the hard way, from my personal experience on the ground. They are:

## Clear, Concise, Consistent.

## Let's look at the definitions:

**Clear:** easy to perceive, understand or interpret.

**Concise:** To the point and brief but comprehensive.

**Consistent:** Authenticated, validated, without any doubts.

**Clear:** It is essential that as a leader we must be as clear as possible in our communication.

If we are clear by definition our messages will be easily understood and easy to put into action to drive results. Before sending any message, a leader needs to pause and think: What is the intent? What are the most important things you

need your team to understand? What action needs to happen as a result of this communication?

Then and only then, you must craft the message so to be as crystal clear as you can. Clarity in your messages is essential but only the first step.

**Concise:** The human mind processes information in this way. Once we are presented with more than a few pieces of information, the mind virtually shuts down. This is known as information overload. As leaders, we must do everything possible to avoid information overload and keep our communication concise. In communication, less, truly, is more. Concise communications are easy to digest and understand. By saying less and being direct it forces the speaker and listener to focus on what is truly important. This increases the chances of being understood significantly. The truly important is what we absolutely need to get across to the listener. Anything else is superfluous and clouds the real intent. Short and comprehensive are inseparable in leadership communication. You need to be both.Whether you are using the most effective method of communication, ie., face to face, or other means available like phone, text, email etc, saying too much would be detrimental to your communication.

**Consistent:** Here is the third and I believe the most overlooked "C." I've seen rules for communication where the word consistent is used and I believe consistency is also part of which affects different individuals differently in their communication with others. The following phrase exemplifies the concept of consistent and I know it to be 100% accurate: "I don't know what I said until you tell me what you heard." We believe we are good communicators. We believe we are clear in our words and message. We believe we are concise and focus on what's important. But we don't know what we have transmitted until we ask!

Ask them to repeat back in their own words what they heard. It is like saying that we verify direction before we go too far down a wrong path. We must use techniques and ask team members to tell us what they heard and understand. This assures that we are headed off in the right direction and can accomplish the mission. This is what we are doing, the specific task or assignment. This is why we are doing it. This is the purpose and intended outcome.

## This is what successful communication looks like.

This is an amazing dynamic and it heads off the primary cause of failure and mistakes due to misunderstandings.

It is like your boss asking you, we just had a critical conversation and I want to make sure we are absolutely on the same page to avoid confusion. Please, tell me what you heard in your own words." When you use this technique and find your own voice, your team members will become comfortable and trusting, and it will become second nature. Results will follow. Mastering the art of confirming your communication, will set you on the road to being not just a good communicator but a great one.

## One More 'C'— Commit!

Many effective communicators have risen through the leadership ranks by using the Three Cs without even knowing it. Now, you know what they are and how to use them.

Let's make the commitment from this point forward to always remember the Three Cs and put them to use in all your communications. This will close the "knowing versus doing" gap.

I guarantee that by being disciplined in your leadership communication and putting this simple principle into action, you will experience exponentially greater results with your team members.

Now, let us change the subject to some light English humour regarding communication.

'When you don't say anything, people may think you are stupid but when you say something, people know that you are stupid.'

No evidence is enough to convince an idiot.

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# EVENT REPORT

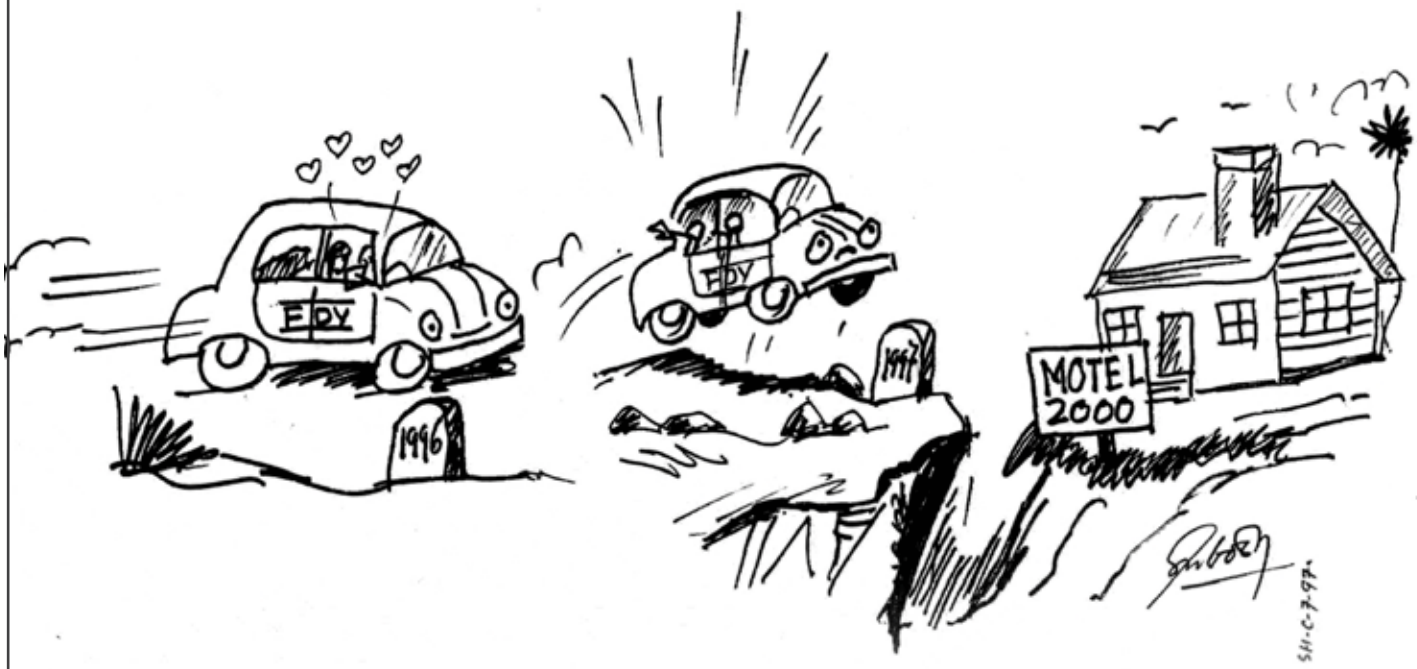
## IIF – Western Region conducted training program visit the foundry on under 'Urja Sanchay Project' by Mr. Shyam Kulkarni, Metallurgical Engineer & Senior Foundrymen, Pune at Vadodara Chapter on 11th November to 14th November 2024.

It is about time to upscale and sharpen the knowledge of our fellow foundrymen. As a par to Know How– Do How project of IIF Vadodara Chapter and along with IIF Western Region, we have organized "Urja Sanchay" program under which a team of Senior Foundrymen Mr. Shyam Kulkarni with his excellent knowledge of Induction Furnace, Refractory and Melting practices shall be visiting the foundries to guide the melt shop and foundry people on ways and means to produce more liquid metal at lower cost write. Power savings.

This is the right opportunity for us to groom and upgrade the knowledge of our staff with 1:1 interaction with the expert. This being an interactive workshop shall be only entitled to those who has registered for the program and the expert panel shall be visiting accordingly.

# FETTLING...

By SUBODH



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