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## Editorial Desk



**D. A. Chandekar**  
Editor

*Dear Readers,*

MF has predicted that Indian economy will grow by around 6 % in 2023-24. This beats all the major economies such as the US, China, Japan, Germany etc. If this has to happen, the infrastructure development has to continue which will automatically consume huge volumes of steel. Thus if the Indian economy is to grow decently, the iron & steel sector has to perform well.

Today, exports is one of the key factors in the growth of Indian iron & steel sector and around 30 % of India's steel exports are going in the EU. Recently the EU has proposed 'Carbon Border Adjustment Mechanism' (CBAM) a tariff on the import of carbon intensive goods such as steel, aluminium etc. This is likely to impact the India's steel exports to the Europe. The exporting companies will have to start collecting and reporting the carbon data. The CBAM levy is expected to come in gradually in a phased manner by 2026 and will be linked with EU carbon market prices. This will clearly act as a trade barrier for Indian steel exports to EU in coming years. As per the Indian steel producers, this is not as per the Paris agreement on carbon emission where it was agreed that the developed countries will bear a major

share in reduction of carbon footprint. It is also not compliant with WTO guidelines. India has committed itself to become carbon neutral by 2070.

Such a move by the EU will put a lot of pressure on not only Indian steel producers to reduce the carbon footprint but also on Indian government to supply clean energy to the producers, otherwise they will be at a clear disadvantage with respect to their EU counterparts where green grids are available. Also it is an uphill task for Indian producers to collect, monitor and report the carbon data as they have to set up new systems and processes. We understand the Indian government has taken the matter to WTO and asked to intervene.

In today's times, international relations and geopolitics have become very complicated. On one side it is guided by self interests and on the other side, it is also based on putting hurdles in the growth of competing countries, the ones who are not in our lobby. This also includes taking positions at international forums which will suit our friends / lobby members and will hurt the others. Such behaviour has become the norm of today's geopolitics. This directly affects the international trade and steel industry is no exception to it.

The recent move by the EU to introduce CBAM with respect to the steel imports may look as a step towards making the planet green, free from carbon emissions, but is it really so ? Does it have any bearing with India's position with respect to Ukraine Russia war which has practically become Europe Russia war ? Or is it a move to suppress India's growing economic power ? I am really confused. What do you think ?

**Write your comments :**

<https://steelworldblog.wordpress.com/>

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## India's infra projects with galvanised steel will spur the zinc demand

**Dr. Rahul Sharma,**  
Director-India,  
International Zinc Association

Dr. Rahul Sharma is a Post graduate Mechanical Engineer of the Maulana Azad National Institute of Technology Bhopal, where he majored in Thermal Engineering before undertaking Management Program from Indian Institute of Foreign Trade, New Delhi. He has done his PhD. In "Distributional effectiveness of Non Ferrous metals in India". During the past 25 years, he has worked in Sales and Marketing department at Aluminium major Hindalco Industries Limited, Corus Steel (Tata Steel International) and as Director of International Zinc Association, he is involved in transferring technology to galvanizing sector, Zinc Die Casting, Sheet

Galvanizing and assisting them technically in order to improve product quality and cost.

Dr. Rahul Sharma is a recipient of "Hindustan Zinc Ltd Gold medal award" given by Indian Institute of Metal in 2015 for advancing the art and science relating to Non-Ferrous Metallurgical Industries. Dr. Sharma has made significant contribution for better life of coatings on steel. He took major initiative to set up Indian Steel Building Group thus expanding Zinc usage and also helping technically in specifying right coatings on structures and sheet buildings. His contributions, as a member of sectional committee in the Bureau of Indian Standards in the zinc.

On the occasion of Metalworld Annual Issues,

D A Chandekar, Editor & CEO had an exclusive interaction with Dr Rahul Sharma, Director, International Zinc Association to understand the IZA present market about zinc and expectation from policy makers.

*Excerpts :*

*How is the present situation in the global and Indian Zinc market ?*

After pandemic, global economic activities are coming back to normalcy, Presently Zinc metal is in surplus, stocks are high and continue to build but access across globe is limited. Recent zinc demand-related data readings have been seasonally strong and leading economic indicators are mainly positive, except in Europe due to high energy prices. Reported zinc mine output rising strongly while refined zinc production has

# A 50-Year Celebration That Will Be Remembered For A Lifetime



To celebrate a monumental milestone in our history, Concast (India)'s 50 year anniversary, marquee stakeholders from across the world gathered to commemorate this occasion and celebrate this feat.

On 24th March, an event celebrating this achievement was held in Mumbai, that saw veterans of the plant machinery industry attend and participate in this joyous occasion with us. Some of the experts of the field also shared their thoughts and talked about the evolution of the industry, our journey through it, and the role we played across 5 decades.

We are truly delighted to have been able to cross this milestone through hard work, dedication, and determined grit. And we hope to cross many, many more.



## Face to Face



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dipped on China downturn but remains high. Outlook for zinc demand in medium-to-long remains robust. The developing economies, may witness a high growth in the per capita zinc consumption and thereby global Zinc demand in future

India along with South East Asia would witness a boom in zinc demand, which would drive the consumption of Zinc. The major demand drivers in these nations being the infrastructure growth and

producing small volumes of zinc because of Pandemic situation still existing in China.

### ***How do you see the future of zinc market in India ?***

India is the third largest zinc producer, while the secondary zinc producers in India remains highly fragmented. India is slowly catching up in terms of zinc demand in compare to developed nations. Globally per capita zinc consumption is approximately 3.2 Kg whereas in India it is only

Government of India has ambitious plans to upgrade infrastructure by ways of various projects like Smart city mission, National Highways project, Pradhan Mantri Gramin Sadak Yojana, Modernization of national power Grid, Modernization of Railways etc. All these sectors will require lot of Galvanised steel which in turn will spur the demand of zinc in the country.

Recently Indian Railways have start using Zinc Thermal Sprayed Rails for its track infrastructure. Also new applications of zinc like zinc energy storage systems will further add to the existing demand thus placing zinc as a material of choice for its construction and infrastructure



industrial growth. China was the major producer of the primary zinc, China zinc supply is highly fragmented with many smelters

0.55 Kg. This means we have lot to do when it comes to infrastructure development in our country.

sector.

***Tell us about International Zinc Association, its activities globally as well as in India.***



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because of zinc deficiency/

**What does the Zinc producing industry expect from the policy makers?**

As a common citizen, I expect that our infrastructure should last for atleast 100 years without any maintenance . The money saved from maintenance expenses can be used in building new schools, hospitals, highways etc. Also India looses almost 4to 5% of GDP on account of

corrosion losses alone. While it is prudent to say that project selection criterion needs debate . Currently we have adopted Lowest One ( L-1) criterion for selection of contractor, whereas in the interest of long term benefit, I will prefer to adopt life cycle assessment criterion for selection of any contractor for the project.

Zinc industry also thinks that policy makers will look into serious issue of corrosion and as we all know that lot of money goes waste in maintenance of corroded steel. Instead like developed nations , our government should also make it mandatory to use Galvanised steel for infrastructure projects . ■

IZA's main programs are Sustainability & Environment, Technology & Market Development and Communications.. IZA helps sustain the long-term global demand for zinc and its markets by promoting such key end uses as corrosion protection for steel and the essentiality of zinc in human health and crop nutrition. IZA was founded way back in 19990 , but we started our India program in 2010 and there after we have undertaken many activities like Technology transfer to Zinc first users , Educating specifier's and decision makers regarding benefits of zinc for sustainable development . Recently we concluded two projects funded by United Nation's Common fund for Hot Dip Galvanizing and Zinc Die

Casting units of India. Under this program our International experts like Dr. Frank Goodwin , Joseph Annetts and Mike Ainsley trained engineers and technicians working in production facilities and familiarized them with world's latest technology in order to increase productivity and world class quality. Also we are working very closely with Fertilizers association of India (FAI) for micronutrient fertilizers. "Zinc saves kids " is an initiative to improve the survival , growth and development of undernourished children by funding UNICEF supported programs around the world. We are also working very closely with CHAI and Bill and Melinda Gates foundation for eradicating malnutrition among children which is predominantly



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# Continuously Hot-Dip Coated Steel – Comparison between Pre-Galvanized and Post-Galvanized Steel & A case for use of Pre-Galvanized Steel as Crash Barriers

Galvanizing is an age-old process to enhance the corrosion resistance of steel substrates. The galvanized coating uniquely provides the barrier and cathodic protection to the steel. First, galvanizing's barrier protection is superior to other barrier coatings due to the formation of a permanent bond with the steel. The second key to galvanizing's unique corrosion protection is cathodic or sacrificial protection because zinc has a higher electro potential than steel.

Galvanizing, the process where steel parts are immersed in a bath of molten zinc, has a proven track record and should be your first choice in corrosion protection—because it works. Repairing damage caused by corrosion costs billions of dollars annually. Though galvanization won't prevent corrosion indefinitely, galvanized steel lasts much longer than unprotected steel when exposed to the same atmospheric conditions. There are several methods of galvanization.

This article will discuss two primary methods: Post-Galvanization and Pre-Galvanization.

### Post-Galvanization

Hot-dipped post-galvanization is a process where the fabricated steel

sections or finished steel products are dipped into a molten pool of zinc. This is the most commonly used method. This process ensures complete coverage of the product, including the inside surfaces and edges.

### Pre-Galvanization

This is done through an automated process on the specific shapes of steel sections before being cut into sizes, processed and assembled. This process is also known as "mill galvanizing", "in-line" or "pre-gal".



**Dr Arnab Chattopadhyay,**  
Founder and CEO  
EduMet India



**Shiladitya Chanda**  
Asst. General Manager  
(C&S), INSDAG

resistance. During the reaction in the kettle, the alloy layers grow perpendicular to all surfaces ensuring corners and edges have equal protection. Additionally, the immersion process ensures complete coverage of the steel surface, including areas inaccessible or hard to reach with brush and spray applied coatings. This complete uniform coverage means the entire piece of steel is afforded barrier and cathodic protection – inside and outside. The hot-dip pre-galvanized zinc coating provides an impenetrable

### Comparison between Post-Galvanized Steel and Pre-Galvanized Steel

Items	Post-Galvanized Steel	Pre-Galvanized Steel
Application	Suitable for fabricated assemblies with different steel sections	Suitable for cut to size and assembly with same material
Coating	Thicker layer – uniform thickness	Thinner layer – uniform thickness
Process	Longer manufacturing time due to separate pos-fabrication process	Shorter manufacturing time as the ready material is available off the shelf
Cost	Almost similar – Cost of off-site Hot-dip Galvanization Rs 15000/-/MT approx.	Almost similar – difference in cost of Pre-Galv sheet and Post-Galv sheet is Rs 15000/-/MT approx.

Advantages of pre-galvanized sheets

### *Key features*

In case of pre-galvanized sheets, while steel is immersed in the galvanizing kettle, the iron in the steel reacts with the molten zinc to form a series of metallurgically-bonded, zinc-iron alloy layers. These tightly-bonded (3,600 psi) intermetallic layers are actually harder than the base steel, thus providing superior impact and abrasion

barrier, protecting the steel from corrosive elements in the environment. As the zinc coating is exposed to the environment, an additional barrier develops as zinc corrosion products form on the surface. This naturally occurring zinc patina is tenacious and relatively insoluble, creating a passive, protective layer on top of the zinc coating which inhibits ongoing exposure and corrosion of the underlying galvanized coating. This

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## Technology

protective zinc coating is why zinc's corrosion rate is estimated to be 1/10 to 1/100 the steel corrosion rate. In addition to the complete coverage and zinc barriers, hot-dip pre-galvanizing also provides cathodic protection.

Because of differences in electrical potential, zinc is anodic to steel, which means when the two metals are connected zinc corrodes preferentially, cathodically protecting the steel.

Therefore, the hot-dip pre-galvanized coating cannot be undercut by rusting steel, as is the case with paint coatings. Steel exposed at cut edges or from severe mechanical damage, will not corrode as the adjacent zinc will sacrifice itself and isolate corrosion until all of the surrounding zinc is consumed.

### *Faster implementation*

Use of pre-galvanized steels completely eliminates the downstream batch galvanization process and thereby associated transport and storage requirements are also eliminated. As a result, on-site erection becomes faster. Cold forming into specific shapes is also possible without any coating damage, which is otherwise not possible on post-galvanized steel sections.

### *Better appearance*

One of the advantages which pre-galvanized steel has over hot dip galvanized steel is that it has a better appearance in terms of uniform finish.

### *Ready availability*

Pre-Galvanized Steel Sheets, now being produced by all major steel producers through their integrated steel plants and are available off-the-shelves for most of the common usages.

### *Constant Coating Layer*

Pre-Galvanized Steels are surface treated by hot-dip process in continuously process controlled condition and ensures uniform coating layer of requisite thickness (550 gsm, total on both sides). In case of post-fabrication batch galvanizing, coating layer tends to get higher and results unevenness.

### *Environment friendly*

Hot-dip batch galvanizing plants / mills are categorized as hazardous in nature and are seldom available in prime industrial belts. Therefore, use of pre-galvanized steels improves sustainability.

### *Cost Advantages*

Improved productivity combined with elimination of downstream processes and transport etc, improves the cost advantages of pre-galvanized steel sheets. This advantage is particularly lucrative in times of high prices of commodity products including steel. Although costs of fabricated final product with Pre-Galvanized and Post-Galvanized are almost similar. The cost of post-galvanization in an off-site facility is about Rs 15000/- per MT whereas basic material price difference between pre-gal and post-gal is also in the range of Rs

15000/- per MT.

### *Improved Safety*

Pre-Galvanized steels are being mostly produced by steel majors through their quality-controlled processes. Quality in terms of mechanical and metallurgical parameters of steel products is guaranteed in such sourcing and reliability is thus ensured.

### *Vulnerability against Corrosion*

Post-galvanization ensures edges, corners, and threads have coating equal to or greater than flat surfaces. In other words, points most vulnerable to corrosion are well protected just as well as the flat areas of the steel. This aspect is missing in case of steel sections, cut and formed after mill or pre-galvanization. In such cases, edge preparation in terms of touch-up paints may serve the purpose.

Steel Crash Barriers (Semi-Rigid Type - W Beam, Thrie Beam and Modified Thrie Beam) are manufactured and installed along Indian roads according to "Guidelines for Traffic Safety Barriers – IRC : 119 – 2015). Technical delivery conditions for steel barriers are

1. These are made from mild steel sheets,
2. Profiled and,
3. Hot-dip galvanized to protect against corrosion - post-fabrication

In India, only Post-fabrication Hot-dip batch galvanizing is approved as per IRC : 119 - 2015 for implementation. Pre-Galvanized Steel Sheets are not allowed by the authorities as IRC does not approve the scheme. Such approval can only be achieved by

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demonstrating the equivalence of Pre-Galvanized Steel Sheets to post fabrication batch galvanizing with regard to corrosion protection. Equivalency in terms of Corrosion Protection In Germany, Institute for Steel Structures in association with Department of Ferrous Metallurgy, RWTH Aachen University, conducted laboratory tests and field studies in natural outdoor exposure over a period of five years to ascertain the performance of both types of galvanized products.

The laboratory tests focused on two kind of test conditions:

- Atmosphere cycle exposing tests and
- Moist SO<sub>2</sub> tests

**Pre-Galvanized Products provided at least equivalent performance compared post-fabrication galvanized products in all Laboratory tests.**

Field studies were also carried out after successful completion of laboratory tests. After exposure of 5 years, following were

observed,

- *No reduction of the corrosion protective layer of more than 30 % of the reference thickness due to weathering,*
- *No expansion of the bolt holes due to corrosion at the un-galvanized edges*
- *No rust streams*

Based on the results, the German Federal Ministry of Transport, Building and Urban Development approved the use of Continuously Hot-Dip Coated Steel (Pre-Galvanized Steel) as Steel Crash Barriers. Similar tests and studies were conducted by Michigan Department of Transportation (MDoT) and validated through Accelerated Salt Spray Corrosion Test & visual inspection and nut loosening torque of the bolted, lap spliced samples.

Based on the MDoT studies and recommendation, pre-galvanized guardrails conforming to AASHTO 180 was adopted.

Since the effectiveness of crash barriers is very much governed by their strength and ductility, aberrations

may have negative implications on the safety in case of a vehicle impact. This calls for sourcing input materials such as branded pre-galvanized products from established producers. This is in contrast to the not-so-trusted HR strips being used for hot-dip galvanized crash barriers.

Apart from the equivalency in terms of performance, there are a few distinct advantages of using continuously hot-dip galvanized coated steel (pre-Galvanized steel) in comparison to post-fabrication hot-dip batch galvanized coated steel.

Conclusion

Industry participants



(fabricators of steel crash barriers) are very much interested in using pre-galvanized steel sheets (of approved thickness and coating) as base materials for steel barriers because of cost competitiveness, ready availability, and difficulty in getting the batch galvanization because of stringent environmental norms.

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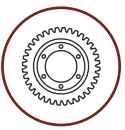
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## Danieli Centro Maskin breakthrough innovation in grinding



CogneAcciaiSpeciali, a leading manufacturer of long-product steel alloys, recently commissioned a new grinding plant featuring a Danieli HGS200 EVO electric grinding machine at its Aosta plant in Italy. The results of the new grinder –using artificial intelligence and replacing three conventional machines– confirmed the new targets of operational efficiency, accuracy, and 25% lower electrical energy consumption.

During the inauguration ceremony, Massimiliano Burelli, CEO of CogneAcciaiSpeciali, and

best Italian technique. It has optimized electric consumption and recovers energy even from decelerating masses. Each billet has a unique code, and a minimal steel quantity is removed thus improving product yield. The new billet grinder produces between four and five times more finished material than those in previous operation."

The new EVO not only offers environmental benefits but increases safety and productivity, whilst decreasing OpEx. The system is designed to manage the plant in a fully automated mode, requiring

Flavio Bego, meltshop and caster manager, said: "It is the world's first fully electric grinder, born from the

fewer people for operation and increasing productivity by up to five times.

EVO billet grinders employ the latest linear motors and actuators to provide flexibility, precision, and easy programming. They feature Danieli-patented HiGrind© technology for constant grinding depth, even with billets that have irregular surfaces or curved shapes. This digital removal control system ensures depth tolerances  $\pm 10\%$ .

Oil circuits, oil leakages, maintenance, and related costs are no longer concerns with these new plants.

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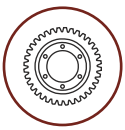
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## Accurate planning and timely execution allowed mill restart ahead of schedule

BSRM contracted Danieli Service for technical assistance with its five-strand slitting bar mill at Nasirabad, Bangladesh. The job, planned to be executed during an annual planned shutdown, consisted of refurbishing, checking and overhauling of several machines, in particular gearboxes and a cold shear.

The overhauling of two gearboxes, including gear-ratio adjustments, and checking of two other gearboxes were carried out before and after the planned shutdown activities.

This made it possible, during the shutdown, to concentrate efforts entirely on the refurbishment of the cold shear, which was performed in eight days thanks to the scrupulous organization of activities performed by the Danieli

Service team. This achievement allowed BSRM to shorten its planned shutdown and to restart production earlier than expected.

Mr. Jayant M. Lakra, Assistant General Manager for Plant Operation, released a letter expressing deep appreciation to Danieli Service for the work performed.

Jiuli grants FAC to SMS group for hydraulic radial forging line. Jiuli, headquartered in Huzhou City, Zhejiang Province, China, has awarded SMS group the final acceptance certificate (FAC) for putting the fully automated forging line into operation. The hydraulic radial forging machine, type SMX 900 / 18 MN, has a press force of 18 MN for each of the four press cylinders, which allows

sophisticated materials for the aerospace industry to be forged. "The new SMX forging line enables us to manufacture our products in a highly cost-efficient way. The high productivity and the wide range of products give us the necessary flexibility to respond quickly to changing demands," says Luo Tongwei, project manager at Jiuli.

In addition to the SMX 900 / 18 MN as the core machine, the plant comprises two fully synchronized eight-ton forging manipulators and equipment for loading and unloading as well as for cutting, marking and cooling of forged bars. To achieve high process efficiency levels while at the same time observing the technological parameters required for forging high-temperature materials, the handling manipulators used for automated unloading of heated ingots from the furnace are

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## Analysis

integrated into the line control system. The built-in ComForge® Technology Suite software enables the customer to perform automated pass schedule calculations. It provides a forging strategy that is calculated on the basis of a comprehensive material database as well as the preset machine, material, geometry, and product-related parameters. The supplied SMX forging line is equipped with a condition monitoring system, which records all

target and actual parameters during the forging process. The system enables a data analysis of the machine condition and operating data and it can be used for fault diagnostics, process optimization, and quality assurance. Jiuli manufactures seamless tubes made of steel and special alloys that are used in the oil, chemical, natural gas, and electrical industries as well as many other industries. "SMS group has enjoyed a close working relationship with Jiuli for over ten years and has supplied



them with different types of equipment during this period. We are looking forward to the further fruitful cooperation", says Jia Hui, Senior Sales Manager at SMS group.

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**Experience:** 25 to 30 years marketing experience.

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- Working with senior management and other peers.

### 2. Eligibility for Sr. Manager

**Qualification:** B. Tech. (Ceramics) OR B. Tech. (Metallurgy)

**Experience:** 10 to 15 years marketing experience.

**Expected:** Good knowledge of Steel Plant Refractories.

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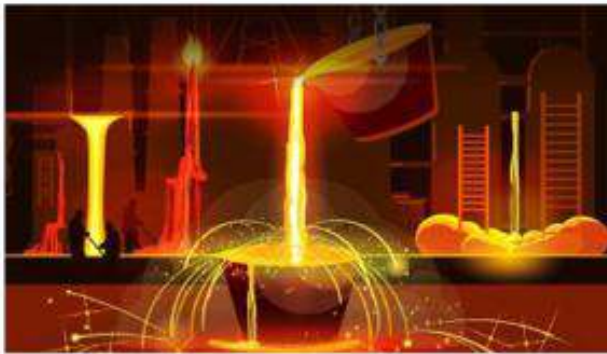


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# SMS India aligns its Supply Chain Vendors to support 'Make in India' initiative of GOI

SMS group organized its first ever Supply Chain Vendor Partner Meet the med as 'Partners&#39; in Growth Summit' at Hotel Andaz in New Delhi on 3rd of March, 2023. The vendors meet was focused on top resent and share SMS group's broad goals, challenges and plans for the coming months.

Ulrich Greiner Pachter, CEO Region India & Asia Pacific and Managing Director SMS India during hiswelcome note said, "It is the first time we are hosting such event. The growth in

Indian steel industry is evident and this event will strengthen the partnership that we have." In his inaugural address, Anil Anand, COO Region India and Asia Pacific said, "We have been together in the past and we need to take this journey forward and grow together in a mutually benefitting partnership." Sumendra Jain, CFO Region India and Asia Pacific laid emphasis on opportunities and challenges in the post COVID scenario by stating, "India is destined to become a manufacturing hub and shining star with its

prospective growth. SMS India has become a center stage of all the decisive actions needed in the Asia Pacific region."

Matthias Hedergott, Vice President, Global Supply Chain Management shared his global insights and

supply chain set-up, opportunities and requirements for global supply.

Other leaders including Rakesh Adlakha, Girish Sharma, Alok Gupta, Rajiv Doshi, B.M. Pandey, VineeshKoramparambil, Nayan Surti and Rajiv Saxena presented on the occasion. Successful growth stories of some partners were celebrated at the event, followed by bestowing Excellence awards in the four major categories.

Over 350 participants, comprising more than 190 partner organisations with 250 delegates and SMS employees had gathered for this interactive as well as informative daylong event. ■



Left to Right: Girish Kumar Sharma (Head-Supply Chain), Sumendra Jain (CFO), Anil Anand (COO), Matthias Hedergott (VP-Global Supply Chain Management), Ulrich Greiner Pachter(CEO – IA Region & MD), Rakesh Adlakha (VP & Plant Head – Manufacturing Service, Rajiv Doshi (Vice President and



Award distribution to vendor partners in supply chain system





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SMS group is renowned worldwide for its future-oriented technologies and outstanding service for the metals industry. The company applies its 150 years of experience and its digital know-how to provide the industry continuously with innovative products and processes – even beyond its

core business – and generates worldwide sales of around 2.6 billion euros. SMS is the right partner for challenging projects, and supports its customers throughout the lifecycle of their plants, enabling profitable and resource-efficient value creation chains. Paving the way for a carbon-neutral and sustainable metals industry is the company's stated goal.

As a global player with German roots, SMS takes responsibility for its 14,500 employees. Award distribution to vendor partners in supply chain system

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## News Update

### Steel exports rise in March quarter, but lag year-ago levels



India's steel exports climbed sequentially in the March quarter at more remunerative prices, but volumes remained below the levels seen in the comparable period a year ago.

Exports of finished steel products rose to 1.98 million tonnes in the March quarter, up nearly 73% from 1.14 million

tonnes in the December quarter, data from the Joint Plant Committee (JPC) showed. Exports were, however, at two-thirds of the level of the previous year.

For the full year FY23, India's finished steel exports halved to 6.72 million tonnes compared to the previous year due to the impact of an export duty on steel. The duty was levied in May and then repealed in November.

The government of India had imposed the export duty on most categories of steel to bring down the prices of the alloy in the domestic market in its effort to arrest inflation. This, however, made Indian steel manufacturers uncompetitive for the export markets.

Exports have risen month-on-month from November after the duty removal. Exports in March were, in fact, the highest for any month in FY23 at 812,100 tonnes, as per JPC data.

### New manufacturing plant in Gujarat, SMS group signs a Memorandum of Understanding

Aligned with 'Make in India' initiative of the Union Government, SMS group continues to invest in the future and plans to expand in the western part of India. A MoU was established between SMS group and the Government of Gujarat at Gandhinagar, Mr. Sumendra Jain, Chief Finance Officer and Mr. Rakesh Adlakha, VP & Plant Head – Manufacturing Service of SMS India signed this MoU in the presence of Chief Minister of Gujarat, Shri Bhupendra Rajnikant Patel, Shri Balvantsinh Rajput (Cabinet Minister Industries) and Dr. Rahul B. Gupta (Industries Commissioner) to set up a new manufacturing plant in the state.

"SMS group will be strategically investing in Gujarat to realize its vision to be a leading partner in the world of metals. A staggered investment to the tune of around 50 - 60 million euros is proposed for the construction of new plant in Vadodara, Gujarat." said Mr. Sumendra Jain, Chief Finance Officer, SMS group India. He further added, "This proposed project will commence in the year of 2025 to

set-up a core product equipment manufacturing or service workshop of SMS group. Its new expansion plan will make India a global leader in industrial technology and services."



### SAIL achieves all-time best annual production in FY 2022-23



Steel Authority of India Limited (SAIL) – a Maharatna public sector unit under the Ministry of Steel, has achieved the best ever annual production during the financial year 2022-23 ending on 31 March 2023.

During the period, the company recorded 19.409 Million Tonnes (MT) of hot metal and 18.289 MT crude steel production with a growth of 3.6% and 5.3% respectively over the previous best.

The company is continuously ramping up its production over the years with a focus on more value added and special steels production.

### ArcelorMittal India Pvt Ltd. welcomes National Company Law Tribunal (NCLT) order on Indian Steel Corporation Limited



ArcelorMittal India Pvt Ltd. welcomed the order of the National Company Law Tribunal (NCLT), approving the company's subsidiary AM Mining India Private Ltd.'s Resolution Plan for

Indian Steel Corporation Limited (ISC).

ArcelorMittal India Pvt Ltd. looks forward to implementing the recently passed resolution plan in due course.

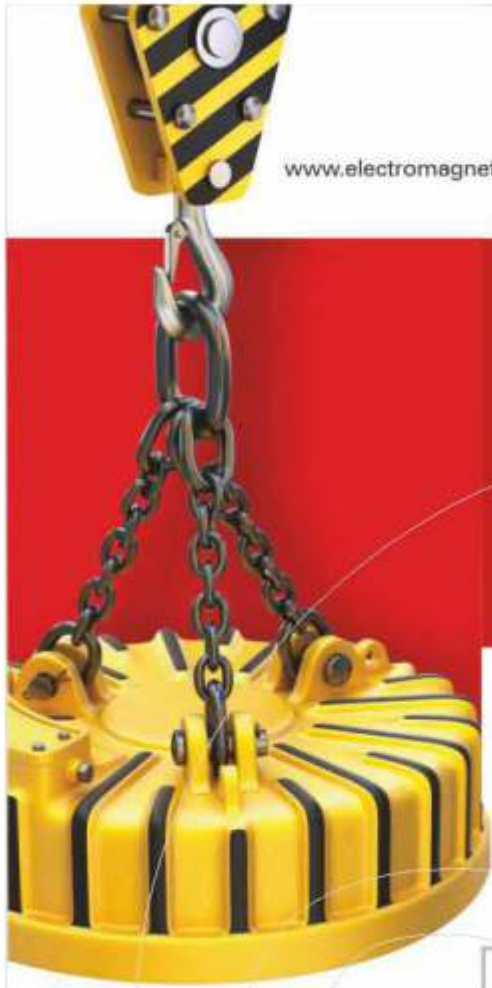
With an annual capacity of 600,000 Tonnes Per Annum, Gujarat-based ISC is a steel processing company with operations spanning cold-rolled, galvanised, and colour-coated steel products. The port-based state-of-the-art facility specialises in manufacturing value-added steel products that cater to the automotive, construction, home

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## News Update

appliance, and general engineering sectors.

With an established OEM customer base, the plant also has a service centre within its premises.

Commenting on the development, Mr. Dilip Oommen, Executive Vice President, ArcelorMittal, said, "The acquisition of Indian Steel Corporation will enhance our downstream capabilities and broaden product portfolio as we look to capitalise on market opportunities presented by the steel industry, especially in high value-added steel production. It will also lead to synergies across our downstream operations."

### Steelmaker JSW 'bullish' on grabbing share of India's infrastructure boom



Sajjan Jindal India's conglomerate of steel plans to expand into sectors from defence to electric vehicles and is seeking "aggressive growth" in renewable energy, Jindal said in an interview with the Financial Times.

The plans show how India's biggest industrialists aim to capitalise on Prime Minister Narendra Modi's priority to revitalise the country's infrastructure and make it an economic powerhouse in Asia, as India is projected to overtake China as the world's most populous country this year. The government has budgeted Rs10tn (\$122bn) to spend on building roads, railways and other infrastructure for the fiscal year beginning this month, a third higher than the previous year. Such an acceleration is why JSW Group is "so bullish", its chair said. Although JSW is smaller than the storied Tata Group, which JSW competes with for the title of India's biggest private-sector steelmaker, Jindal is one of the few billionaires whose influence straddles India's economy. Taking over a portion of his politician-industrialist father's business empire, Jindal has led JSW Group as chair since 2011, growing its metals business into India's biggest listed steel company by market value at Rs1.7tn. The group also has a listed energy business and unlisted paint, cement and ports units.

### Tata Steel CEO T V Narendran confirms ongoing talks with UK govt for financial package

Tata Steel's CEO, T V Narendran, stated that the company is continuing its pursuit of a financial package from the UK government, in response to a question about their stance on exiting the UK business.



Narendran, who also serves as the Managing Director of Tata Steel, made these comments.

"Tata Steel is still pursuing it (request) with the government there (UK)," he told PTI on the sidelines of an event in the national capital.

He noted that there has been no conclusion to the request made for a financial package.

Tata Steel, a company based in India, owns the largest steelworks in the UK located in Port Talbot, South Wales, and has approximately 8,000 employees across all its operations in the country.

The company had requested a financial package of £1.5 billion from the UK government to support its decarbonisation plans.

Earlier this year, the UK government made a counteroffer to Tata Steel for a financial package, which fell short of the company's expectations.

Narendran stated in an interview with PTI that Tata Steel believes it cannot envision a viable future in the UK without the support of the government there.

### Indian Railways CapEx

The 'Railway Station Development Program' was launched by the government with the objective of redeveloping 400 railway stations across the country with an outlay of ₹1 lakh crore through the Public Private Partnership (PPP) mode. These projects being implemented by India Railway Station Development Corporation Ltd. and Railways Rail Land Development Authority (RLDA) in more than 10 states will have a multiplier effect on the country's economy. Key projects like High-speed Rail Project, Dedicated Freight Corridor Project, Gati Shakti Multi Modal Cargo Terminal are also key drivers of domestic steel demand and consumption. This will help generate and increase new avenues of employment apart from enhancing passenger experience. Allocation of more than ₹ 2 lakh crore towards Indian Railways CapEx in FY23-24 for building tracks, new coaches, electrification, and developing facilities at stations is also one of the key demand drivers of steel production and domestic consumption. This allocation is said to be more than nine times higher than FY13-14.

All these above factors will provide further boost to 'Make-In-India' initiative while adding to the 'Atmanirbhar Bharat' narrative. In conclusion, considering the global dynamics, the domestic market and the projected growth rate of the economy, the Indian steel industry holds a lot of potential to ride on growth trajectories for the next 5 to 7 years.

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# Book Review - Unfolding Success

First published in June 2019, *Unfolding Success* by Sapan Kumar Bardhan was an overnight success with staying power. Today, this book is regarded as one of the all-time best for its lessons on how to deal with life and become successful. *Unfolding Success* is packed with real life experiences of the author making the reading as interesting as it is enlightening. The author has outstanding expertise in looking at the situation from the other's point of view—work in business and in personal life with family and friends.

This book is a classic. Though the author credits many people for inspiring his ideas, his methods are the foundation for many of today's personal-development and business-management books.

With time-tested principles and an engaging format, *Unfolding Success* is an excellent introduction to life, and an inspiring classic.

The book is sincere to the core and clearly reflects the thought process of the author.

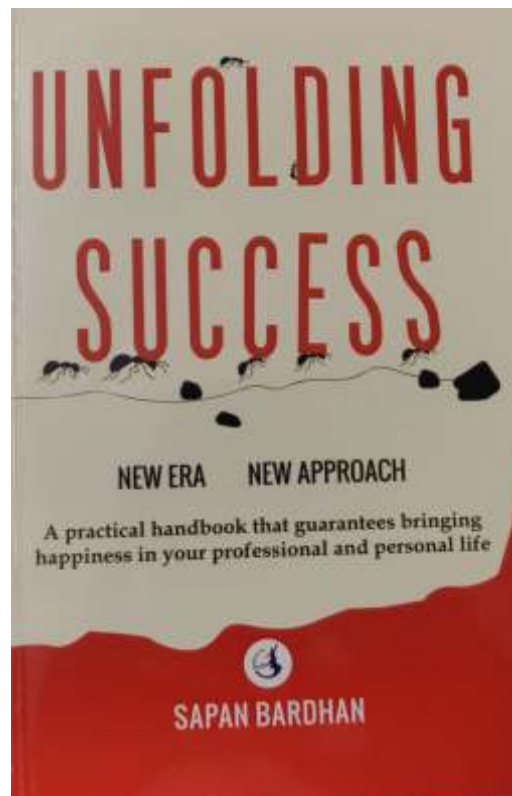
The divine and spiritual

touch to the book takes it to a completely new spectre

The author has built a guiding lighthouse for the readers to find their way in the dark sea of life. When read in its entirety and its principles put into action, *Unfolding Success* not only helps people change their views on life, but also the way they behave and, ultimately, their reality.

*Unfolding Success* is a timeless classic that should be read by everyone interested in improving their lives and reaching their goals.

In this acclaimed book, the author challenges readers to face their fear of failure and acknowledge the importance of planning for success. With a three-pronged approach, the author tackles the mental, physical and



spiritual issues that keep people from achieving success.

Again, it's the sincere and genuine approach to success that sets this and the other life coaching books apart.

Unlike many authors of books in this genre, the author doesn't promise a simple, quick fix for creating a better life. In fact, mastering the principles he outlines could take a lifetime. But as with many personal-development efforts, it's what you learn through this book that makes you work toward becoming a truly effective person that matters.

The author says that when our behavior contradicts our beliefs or when our relationships fail, any successes we achieve feel hollow. This book takes a total approach to success and encourages growth and maturity beginning with self, which leads to stronger relationships and greater success at home and at work. ■

**Unfolding Success** takes an in-depth look into what success means beyond just the generic definition of the word and takes into account how each individual can achieve happiness in their personal and professional lives. Differentiating it from all other books in the market, the book is not only a singular input from the author but a compilation of hundreds of life experiences that he has carefully curated and brought to the reader. It illustrates what success looks like from all walks of life and is a guiding force for any individual who wishes to find fulfillment. The book is unique in its approach as it doesn't box in any ideas

about success or guarantee it, rather it simply wants to open up people's mind to different perspectives that could help them as well. The book provides practical advice that is sure to bring a healthy and positive mindset to one's idea of success.

**The author Sapan Bardhan is a motivational speaker, people and organization development coach as well as a lean consultant. Working with large-scale clients like Hindustan Lever, Tata Bluescope Steel and others, he has on ground experience dealing with training individuals in HR, Safety and Environment and Quality Systems. He also led**

**the Indian delegation to Manila, during the International Convention for ICQCC in 1999. His grounded nature and interactive management style has made him popular among all the participants and trainees as a coach.**

The book has garnered appreciative comments from all over. It has been acknowledged with thanks from Ms. Damini Kukreja (Addl. Pvt Secretary To Honorable Former President of India), Shri D Prasanth K Reddy (Pvt Secretary to Vice President of India) and Shri Chandresh Sona (Director - PMO's Office) among many others in esteemed positions in the Indian government. ■

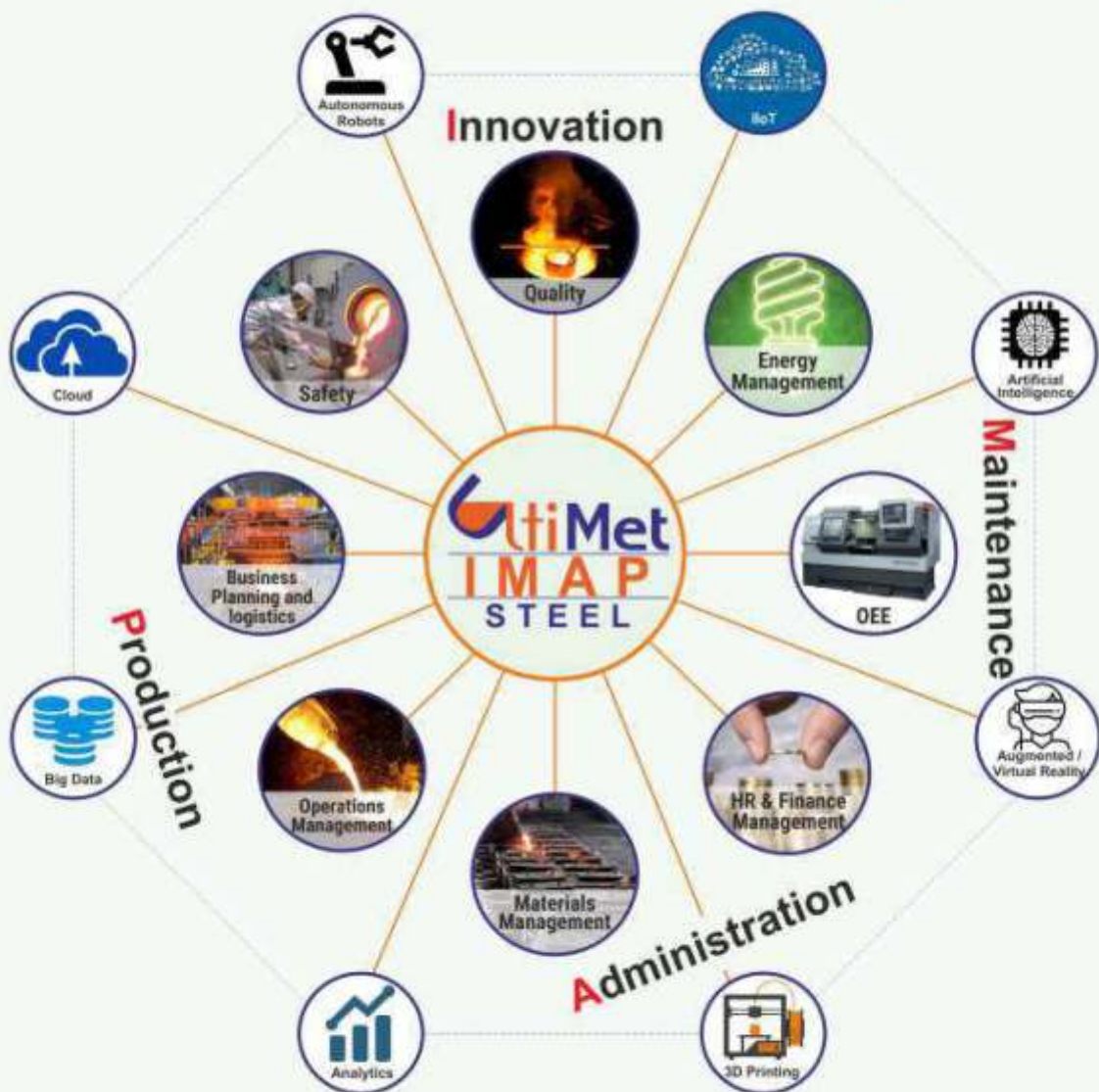


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## Indian passenger vehicle sales grew 26.7% in FY23: SIAM data

Passenger vehicles sales in India grew by 26.7% in the fiscal year 2022-23, auto industry body said. As per the latest data of Society of Indian Automobile Manufacturers (SIAM), domestic wholesales of passenger vehicles were at 38,90,114 units, as compared to 30,69,523 units in the previous year.

According to SIAM data, a mix of improved chip supply, higher incomes and pent-up demand, especially for SUVs supported sales at Indian Automaker's despite inflation trending higher through the year.

Besides, domestic wholesales of passenger vehicles grew 4.7 per cent in March at 2,92,030 units as compared to the same month last year. Wholesales of passenger vehicles were at 2,79,525 units in March 2022.

Federation of Automobile Dealers Associations (FADA), earlier this month said that the growth is expected to taper to a low single-digit percentage in the current fiscal, mainly due to inflation, price hikes by carmakers and regulatory changes.

Two-wheeler sales, on the other hand, clocked 12,90,553 units in the domestic market last month, as compared to 11,98,825 units in the year-ago period. Two-wheeler sales rose 16.9% in fiscal year 2022-23, Society of Indian Automobile Manufacturers (SIAM) said.

Total vehicle wholesales last month stood at 16,37,048 units, as compared to 15,10,534 units a year ago, it added.

For the fiscal ended March 31, domestic wholesales of passenger vehicles were at 38,90,114 units, as compared to 30,69,523 units in the previous year.

Two-wheeler wholesales in FY23 were at 1,58,62,087 units, as against 1,35,70,008 units in FY22, SIAM said. Total vehicles wholesales across categories were higher at 2,12,04,162 units in FY23, as against 1,76,17,606

units in FY22, SIAM said.

Total passenger vehicles sales volume saw a growth of 4.5% in March, SIAM data showed.

While commenting on sales data of 2022-23, Mr Vinod Aggarwal, President, SIAM said, "2022-23 has been a year of consolidation, post Covid. The year started again with supply chain disruptions from Ukraine conflict. However, with efficient management of supply chains and better availability of commodities especially for the electronics items, prices have moderated over the year, though it remains a concern. Passenger Vehicle segment posted the highest ever domestic sales surpassing the previous peak in 2018-19. Commercial vehicles posted the 2<sup>nd</sup> highest domestic sales and is close to the previous peak of 2018-19. In spite of good growth in domestic sales in three-wheelers, they are still below the 2010-11 levels and the Two-Wheelers domestic sales are still below the 2014-15 levels. Favourable Policy initiatives ranging from impact of new PLI Schemes, encouraging announcements in Budget, forward looking Logistic & Foreign Trade Policies and recently announced Gas pricing Guidelines would go a long way in supporting the growth of the Industry."

Commenting on the 2022-23 performance, Mr Rajesh Menon, Director General, SIAM said, "With growth in overall automobile domestic sales of 20% in 2022-23, the industry recorded highest passenger vehicle sales with an annual growth of 27%. Commercial Vehicles and Three-Wheelers posted growth of 34% and 87% respectively, driven by higher off-take of Passenger Carriers. The Two-wheelers segment grew by a moderate 17%, after witnessing de-growth for previous three consecutive years. These segments are yet to reach the pre-pandemic levels."

### Quarterly (Jan - Mar) – Q4

Category	Q4-FY18-19	Q4-FY19-20	Q4-FY20-21	Q4-FY21-22	Q4-FY22-23	CAGR %
Passenger Vehicles	844	656	934	921	1,018	4.80
Commercial Vehicles	284	147	210	250	279	-0.46
Three Wheelers	180	130	87	83	154	-3.91
Two Wheelers	4,653	3,503	4,354	3,390	3,605	-6.18

### Financial Year (Apr - Mar)

Category	FY-18-19	FY-19-20	FY-20-21	FY-21-22	FY-22-23	CAGR %
Passenger Vehicles	3,377	2,774	2,711	3,070	3,890	3.60
Commercial Vehicles	1,007	718	569	717	962	-1.13
Three Wheelers	701	637	219	261	489	-8.62
Two Wheelers	21,180	17,416	15,121	13,570	15,862	-6.97

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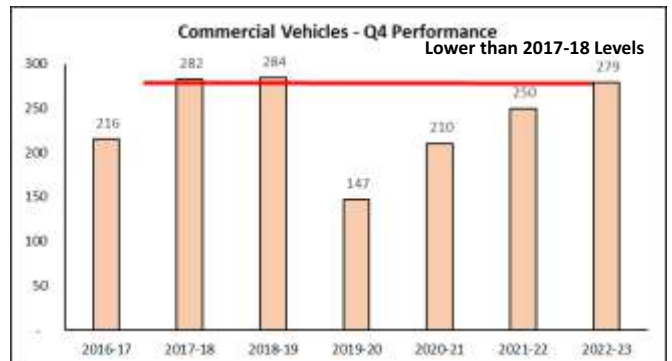
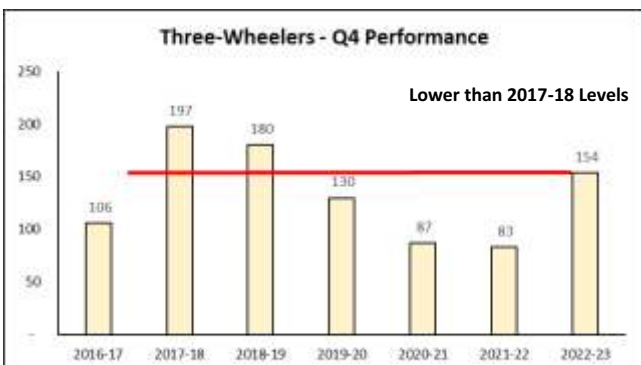
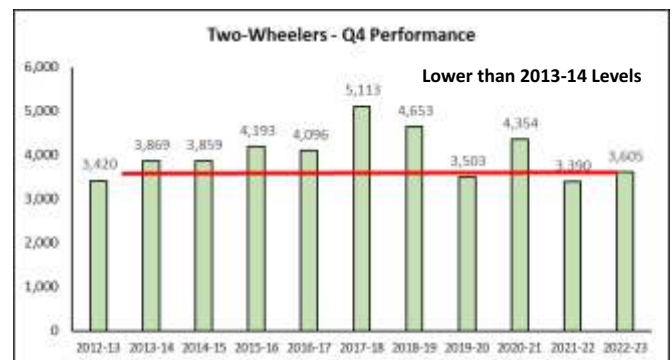
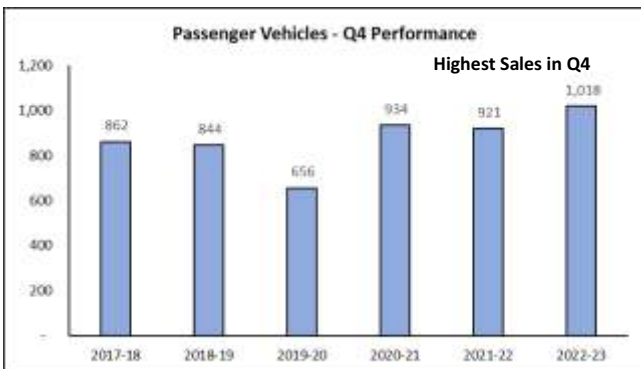
Contact at: [metallurgy@tafcon.in](mailto:metallurgy@tafcon.in) / +91-11-49857777



**Domestic Sales: Monthly**

Category Segment/Subsegment	Domestic Sales (In Nos.)	
	March	
	2022	2023
<b>Passenger Vehicles (PVs)*</b>		
Passenger Cars	1,38,014	1,22,133
Utility Vehicles (UVs)	1,32,073	1,57,881
Vans	9,438	12,016
<b>Total Passenger Vehicles (PVs)</b>	<b>2,79,525</b>	<b>2,92,030</b>
<b>Three Wheelers</b>		
Passenger Carrier	21,769	40,131
Goods Carrier	8,901	10,861
E-Rickshaw	1,282	2,718
E-Cart	183	650
<b>Total Three Wheelers</b>	<b>32,135</b>	<b>54,360</b>
<b>Two Wheelers</b>		
Scooter/ Scooterette	3,74,697	4,37,617
Motorcycle/Step-Throughs	7,86,479	8,16,122
Mopeds	37,649	36,814
<b>Total Two Wheelers</b>	<b>11,98,825</b>	<b>12,90,553</b>
<b>Quadricycle</b>	<b>49</b>	<b>105</b>
<b>Grand Total</b>	<b>15,10,534</b>	<b>16,37,048</b>

**Domestic Sales - Q4 Performance**



(Numbers in '000)



Ministry of Commerce and Industry  
Government of India



Ministry of Steel  
Government of India



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### HIGHLIGHTS

- Over 300 exhibiting companies
- Over 250 Hosted Foreign Buyers from 60+ countries
- Over 1000 Conference Delegates
- Technical sessions
- Conference attracting Government officials and decision makers from the industry
- CEOs round table
- Meet face to face with key individuals involved in the production and processing of iron & steel (Procurement and Technical Heads)
- Reverse Buyer Seller Meet
- Participation from Central Government, Ministries and State Governments
- International participation and pavilions from various parts of the world
- Plant visits
- Sideline meetings on key enabling factors for Indian Steel Industry

### EXHIBITORS' PROFILE

- Steel Industry Stakeholders
- Machinery & Technology for Steel & Metal Manufacturing
- Machinery & Technology for Mineral Mining & Processing
- Metallurgical Equipment & Technology
- Minerals
- Metal Machinery & Technology
- Buying and Sourcing Mineral Processing
- Buying and Sourcing of Metal & Metal Working Machinery
- Steel made end products & Components which supplies to industries

## REVERSE BUYER SELLER MEET

Exclusive one to one meeting of Exhibitors with International Buyers (Hosted Foreign Buyers from Africa, Middle East, CIS, Developing Asia and other focus regions)

**EXHIBITION | CONFERENCE | CEOs FORUM  
REVERSE BUYER-SELLER MEET | SIDELINE MEETINGS**

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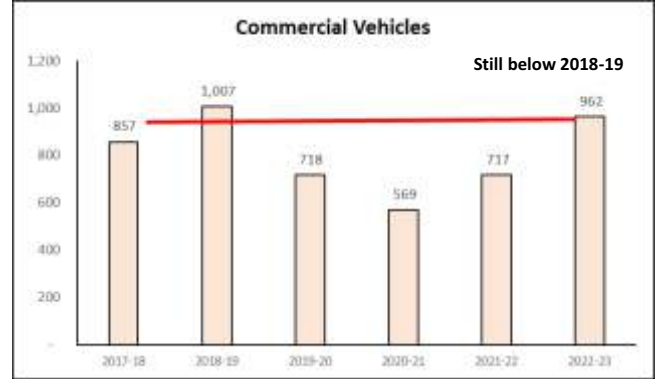
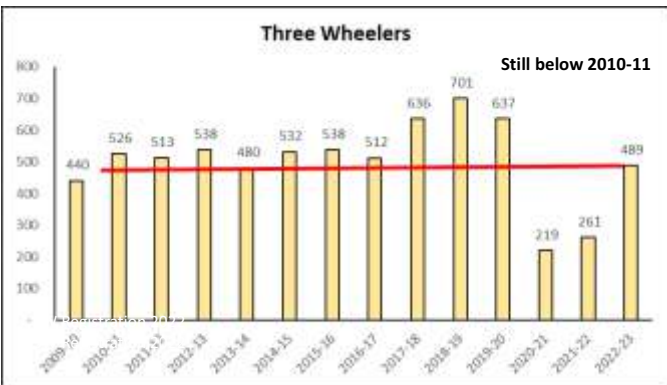
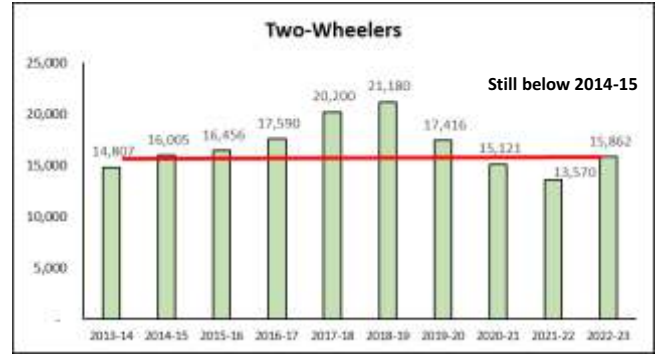
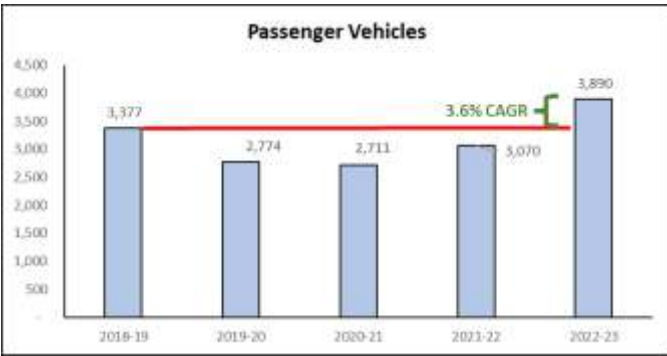
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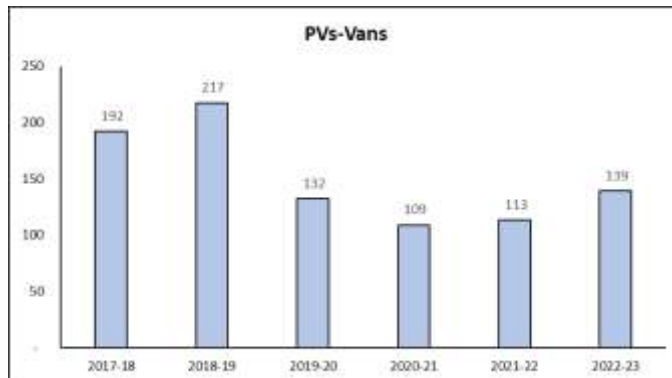
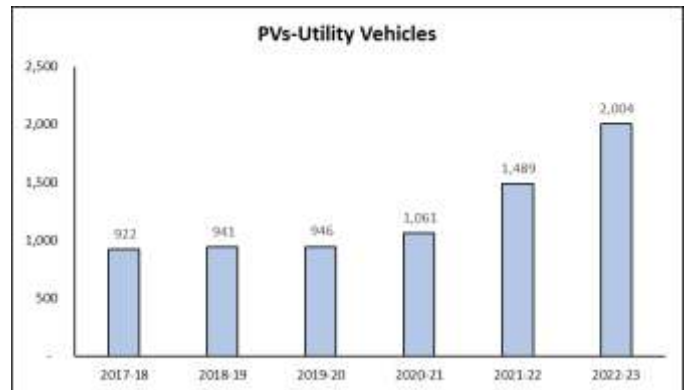
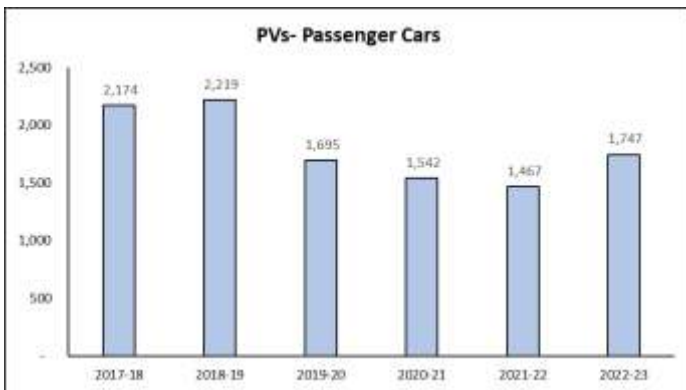


### Domestic Sales - Annual Performance



(Numbers in '000)

### Passenger Vehicles Sub-Category - Annual Performance



(Numbers in '000)



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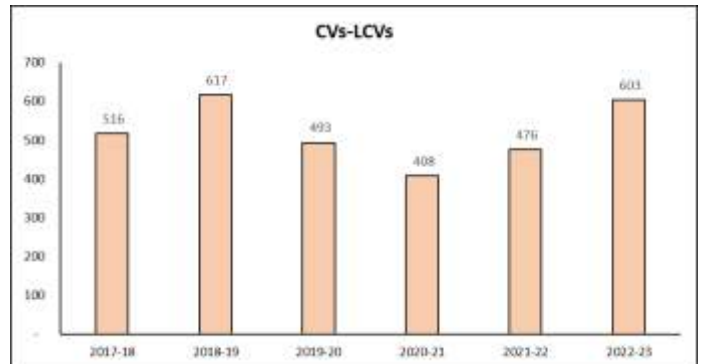
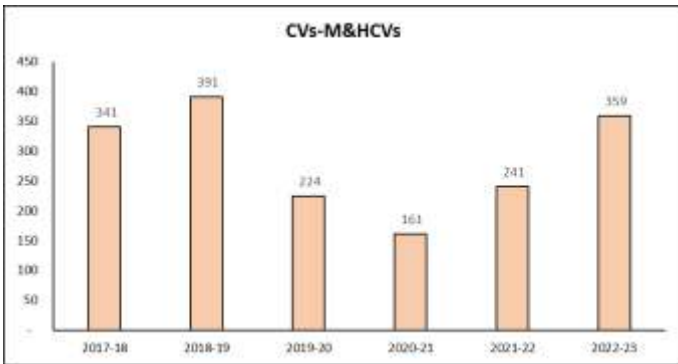
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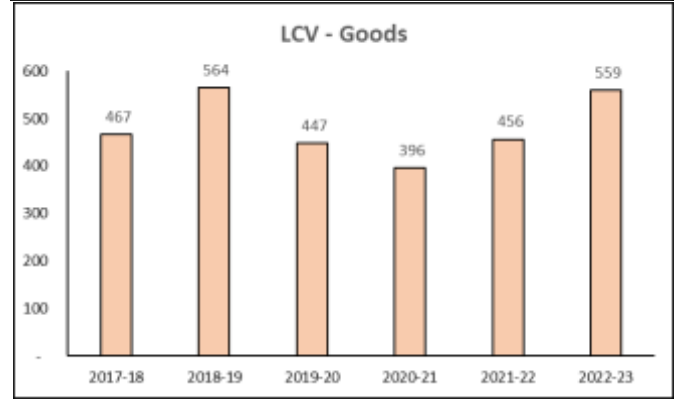
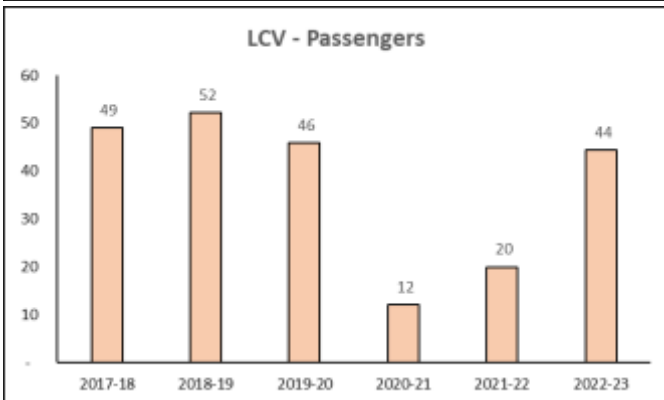
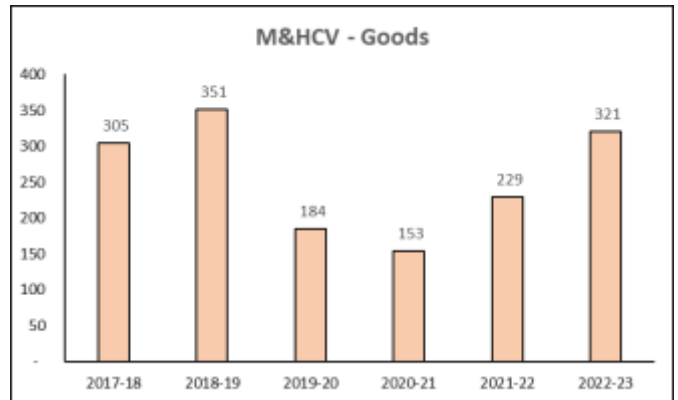
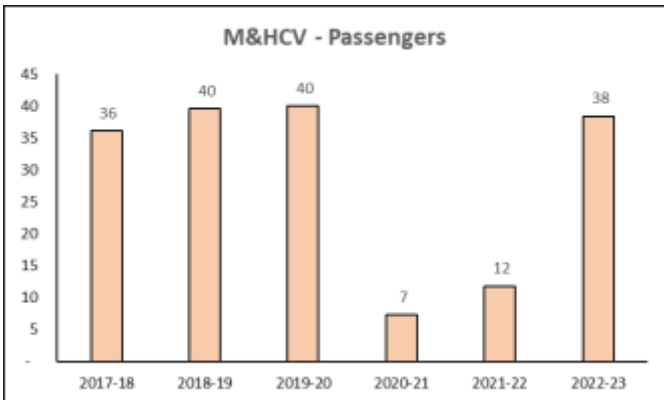


### Commercial Vehicles Sub-Category - Annual Performance



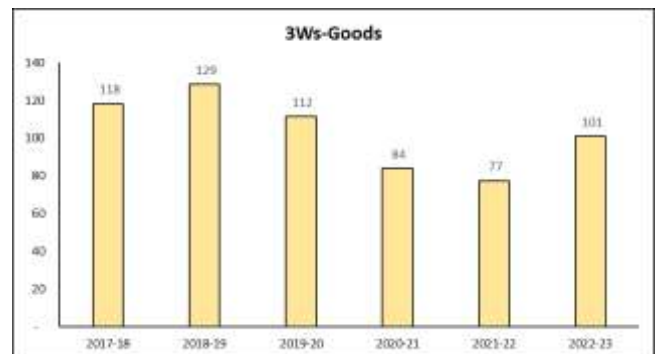
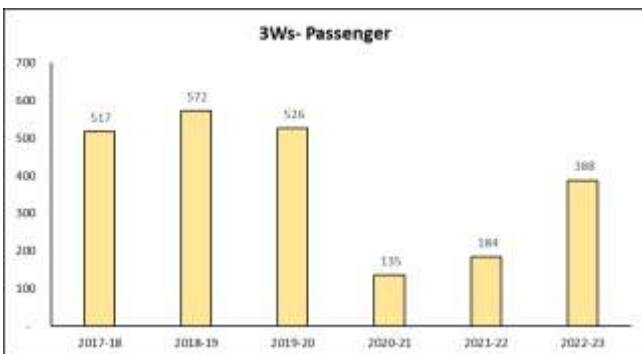
(Numbers in '000)

### Commercial Vehicles- Passengers & Goods - Annual Performance



(Numbers in '000)

### Three Wheelers Passenger & Goods Annual Performance



(Numbers in '000)



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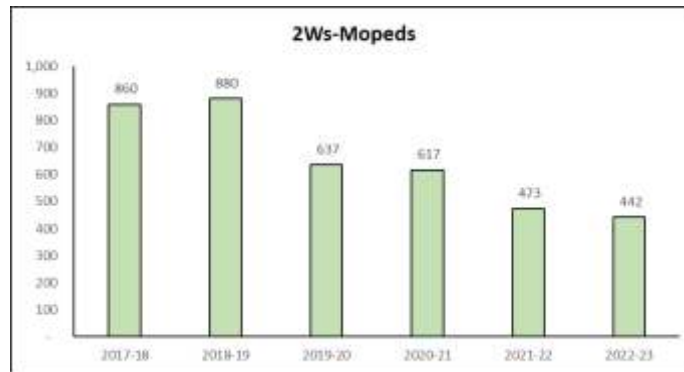
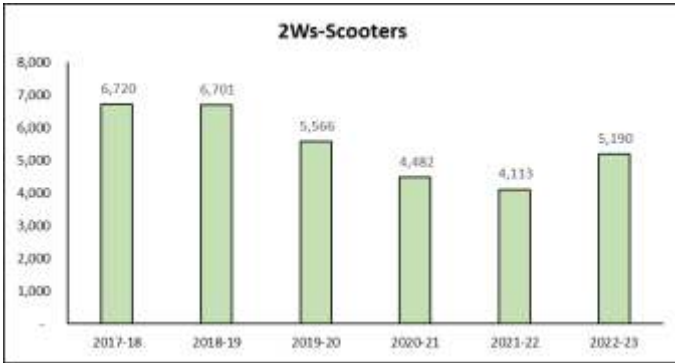
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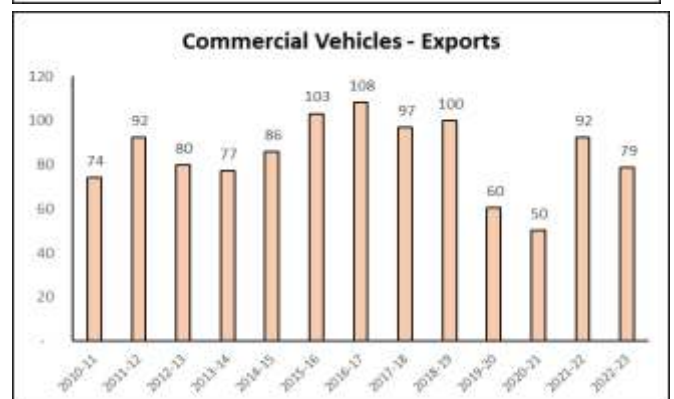
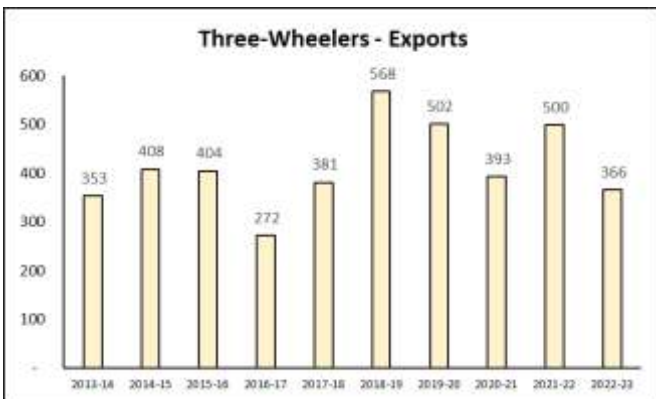
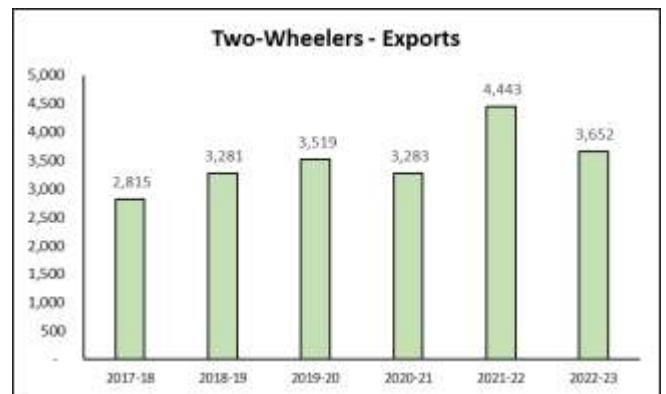
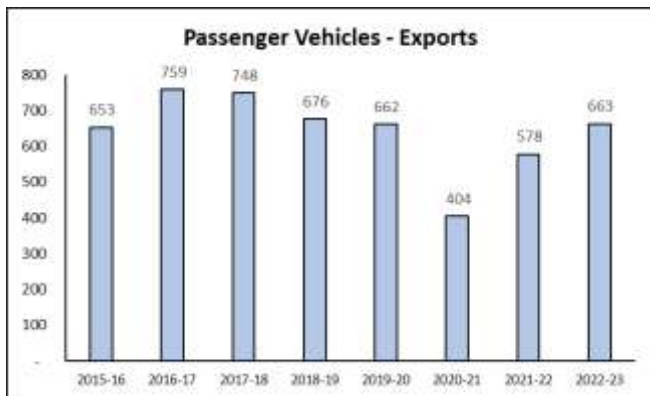


## Two Wheelers Sub-Category - Annual Performance



(Numbers in '000)

## Annual Export Performance



(Numbers in '000)

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