

## Visit to METSO Alwar (22Mar.2014) – A Brief Review

The Indian Institute of Metals – Delhi Chapter regularly organizes visits to eminent industries in and around NCR, for benefit of its members. In this series, a team of IIM-DC members visited METSO Alwar, Rajasthan on 22March2014 on initiative taken by some of IIM-DC members. The visiting members went around various Production Shops, Design Office and modern facilities at Alwar, and had

extensive deliberations with the senior officials. Senior officials took the trouble of personally making a presentation about different activities and taking around Team members & explaining working of different Units.



### METSO Corporation

METSO is a leading global engineering and technology corporation. METSO is also known for its advanced automation solutions for pulp, paper and power generation. The focus is on the continuous development of intelligent solutions that improve sustainability and profitability. Global net sales (2013) totalled over EUR 3.86 billion. Its 27 000 employees in more than 50 countries serve customers in the pulp and paper industry, rock and minerals processing, the energy industry and selected other industries.



METSO Materials Technology is part of METSO Corporation's business area Metso Minerals. Metso Materials Technology co-operates very closely with other Metso units in development projects concerning materials technology solutions.

## **METSO in India**

Metso's incremental expansion has led to a strong foothold in India where all segments enjoy the benefits brought by the large markets. Metso's strong presence in the country and positioning in the markets together with India's strong growth projections set the scene for future success.



Since the deliveries of the first paper machines in the 1980's to the inauguration of the latest multi-functional premises Metso Park in March 2010, Metso has been developing a strong relationship with India. Initially set up through a set of licenses and joint ventures, the company established itself independently in 1992, serving the Indian markets in the pulp and paper, mining, construction, oil and gas, civil engineering, and power industries

With over 5 branch offices and 4 manufacturing units at Alwar (Rajasthan), Bawal (Haryana), Vadodra (Gujarat) and Ahmedabad (Gujarat), METSO employs over 1140 professionals in India (2012). In 2012, Metso's Indian operations recorded net sales of EUR 127 million and Metso's total sales to India were EUR 208 million. Metso continues to participate in India's infrastructure and industrial development through world-class manufacturing facilities, technological expertise and strong service support. Metso has an established network of over 27 sales and services locations in India.



Metso has set up the first Metso DNA Engineering Center in India for domestic and all global projects. The centre is the third engineering center after Finland and USA and will serve as the engineering hub for its global operations.

## **Mining and Construction Segment**

Mining and Construction segment (MAC) is the fastest-growing customer segment for Metso in India. MAC operates in India with the legal name of

Metso Minerals (India) Private Ltd. and is a market leader in India in several product groups, including mobile crushing and screening plants, grinding mills, pyro-processing, coal washing, bulk material handling systems, recycling and waste management solutions and services. Metso has delivered country's largest crushing and screening plant to Jindal Steel and Power Ltd. and the largest iron ore beneficiation facility to ESSAR steel. Over 40% of the aggregates for the Golden Quadrilateral Highway network is produced using Metso equipment.



### Automation Segment

Automation segment (AUT) consists of Process Automation Systems, Flow Control and Services business lines. AUT operates in India with the legal name Metso Automation (India) Private Ltd. The main Indian customers in the AUT segment are served together by Metso Automation and the local energy sector equipment manufacturer BHEL. Metso and BHEL together control around 65% of DCS market in the Indian power industry with their patented product *Max DNA*. Metso Power has also entered the power generation segment in India with its first order of recovery boiler from Grasim Industries.



### Metso's strong footing in India

Overall, Metso has a strong footing in India, with good references and a growing reputation. The expanding demand for Metso's products and services, coupled with the country's exceptional potential, form a good basis for future growth.



## METSO Park at Alwar

Metso's single largest greenfield investment, "Metso Park" is a state-of the art facility situated in Alwar, Rajasthan. The facility started production in March, 2010, and paves the way for significant operational and manufacturing presence in the sub-continent that caters to the growing demand for Metso's products across India and other rapidly growing markets in Asia Pacific.



Built with state of the art utilities, spanning over 78 acres Metso Park boasts of one of the highest standards in manufacturing in India. Some of the highlights include water treatment and sewerage treatment plants, air compressors, steam boilers, electrical reticulation with 100% power backup, roads, footpaths, parking areas and street lighting. In March 2011, Metso Park gained IMS certification in three critical management systems: Quality Management System- ISO 9001: 2008; Environmental Management System - ISO 14001:2004 and Occupational Health & Safety System - OHSAS 18001:2007.



Metso Park is being developed in three phases. In the first phase, two factories were opened to produce slurry pumps and rubber products. The second phase, production of lokotrails, feeders, impact crushers, NPs and vibrating equipment has started with two new dedicated factories.

|                       |   |
|-----------------------|---|
| <b>Land area</b>      | <b>3,15,092 m<sup>2</sup></b>                                 |
| <b>Factory Area</b>   | <b>33,732 m<sup>2</sup></b>                                   |
| <b>Certifications</b> | <b>ISO 9001: 2008<br/>ISO 14001:2004<br/>OHSAS 18001:2007</b> |

## **Interactions with Senior Officials of METSO India**

Activities of IIM Delhi Chapter were discussed. Copies of IIM-DC Monthly Newsletter, IIM-DC Brochure and MMMM2014 Information were handed over. Senior as well as working level officials of METSO were invited to participate in various activities of IIM Delhi Chapter. They were also invited to participate in the Exhibition being organized at MMMM2014 Event during 04-07Sept.2014 at Pragati Maidan.



The visit to METSO, Alwar, ended with thanks to their senior officials for facilitating this visit.

\*\*\*\*\*