

# Pravaah

March 2023



## HIGHLIGHTS

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## Foreword



*At the outset, wishing all of you the very best in good health and happiness.*

*At Tata Metaliks (TML), we are committed to a better tomorrow by providing the best solutions in the water industry. Tata Ductura pipes are playing a pivotal role in supporting various governmental initiatives related to the water sector.*

*We are concerned about environmental protection with our consistent effort in ensuring a sustainable manufacturing process. Our company is also focused on social development through various corporate social initiatives.*

*We would like to introduce our new leader, Mr. Alok Krishna, who has joined as Managing Director of Tata Metaliks Limited since November'22.*

*Mr. Alok Krishna joined Tata Steel as a Graduate Trainee (GT) in 1990. With over 31 years of his association with Tata Steel and group companies where he has worked in different capacities across various functions of Maintenance, Cold Rolling Mill, Plant Operations, Supply Chain, Production Planning, Total Quality Management, Business Process Enhancement and Digital Foundation Program overseeing the implementation of SAP S/4HANA ERP System.*

*In 2018, he was appointed as the Managing Director of Kalimati Global Shared Services Limited and was entrusted with the responsibility to establish and operate shared services operations for financial accounting and transactions for Tata Steel. His last stint was as Managing Director of TRF Limited in November 2019.*

*Mr. Krishna comes with rich and varied business experience, having worked on several transformational programs, building operating systems for enhancing operations excellence and customer relationship. He has been a high performing leader with a proven track record and has significantly contributed to the achievement of key milestones for Tata Steel. His leadership in the two subsidiary companies as Managing Director has brought good stability and focus within the organizations.*

*We welcome Mr. Krishna to our TML family, and we are sure that our company will surge ahead to a different paradigm under his leadership.*

*Best Regards,*

**Arashdeep Singh Chawla**

*General Manager  
Global Sales, DIP*





## Message from MD's Desk



Dear Customers,  
Greetings from Tata Metaliks!!!

I, along with my team at Tata Metaliks would like to express our gratitude for the continued support that you have extended to us over the years.

While FY'23 has its own share of challenges and achievements, FY'24 is expected to bring up new possibilities and opportunities. Tata Metaliks has been at the forefront to invest in state-of-the-art facilities with advanced manufacturing technologies & processes to expand its product offering to meet the ever-growing requirements of the customers.

Early adoption and implementation of enablers involving automation, mechanization, digitalization, robotics & analytics which not only helps TML leverage data driven decisions & actions but also enabling us to expand & enhance our customer insight and experience. The domestic growth rate for the Ductile Iron Pipe market is estimated at over 7.5 % CAGR, while globally it is expected to grow at 6%.

The Government has undertaken several ambitious initiatives to fulfil the increasing demand for clean and potable water in the country. The increased thrust by the Government on improving the water infrastructure through its flagship program "Har Ghar Nal Yojna" has given and is expected to further give boost to the Ductile Iron Pipe business. The Central and the State Governments have committed large capital outlays to improve the water pipeline connectivity in the country, through the "Jal Se Jeevan" and "Amrut 2.0" initiatives for Rural and Urban India, respectively.

These initiatives have provided an opportunity for Tata Metaliks to contribute to this great mission through our product "Tata Ductura" (Ductile Iron Pipes). Ductile Iron Pipes are the safest way of transporting clean and potable drinking water. To fulfil our commitment and to tap the growing demand for Ductile Iron Pipes, Tata Metaliks has made investments to double its production capacity to 0.4 million tonnes during the year with an aspiration to reach 1 million tonnes by the year, 2030.

At TML, we have taken concerted efforts towards customer centricity & intimacy and have been investing in building long-term relationship with our customers through our superior product quality and a host of value-added services. Safety and Sustainability have been and shall continue to be our primary focus area. We are adopting the right measures & safeguards to continue to be safe & healthy and strive towards being a "Zero Harm" organization. We are firmly pursuing our resolve to reduce our carbon footprint through in-house innovation and leveraging the strength of our ecosystem to accelerate the journey of making our planet "greener".

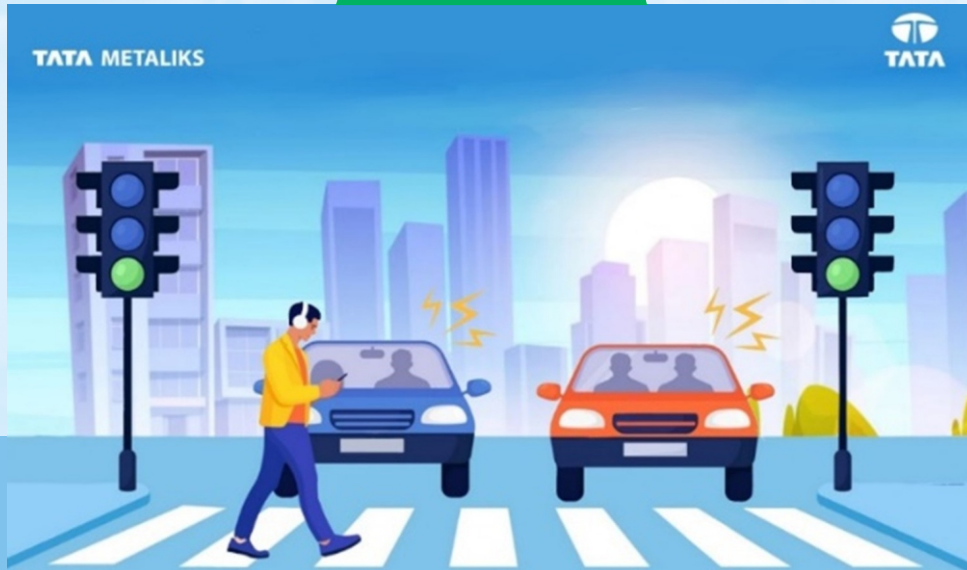
As a commitment towards our social responsibility, the company has been working closely with society & community on several impactful initiatives, covering aspects of education, employability, entrepreneurship, empowerment, essential enablers and the environment. It will be our sincere endeavour to continue strengthening our relationship and work together in "Reaching Tomorrow First".

Best Regards,  
**Alok Krishna**  
Managing Director (MD)





## Safety Tips



**Road Safety: Please do not use "Mobile Phone", "Headphone" while crossing road on red traffic light**

## Ethics

*At Tata Metaliks, we abide by the Tata Code of Conduct (TCoC), which are as follows:*

1. *Highest moral and ethical standards*
2. *Good corporate citizenship*
3. *Economic development of our key communities*
4. *Safe, healthy and clean working environment*
5. *Professionalism, honesty and integrity*
6. *Respect human rights and dignity of all stakeholders*
7. *Fair treatment to all stakeholders*
8. *Truthful statements to stakeholders & acting in good faith*
9. *No restrictive & unfair trade practices*
10. *Avenues for stakeholders to raise concerns and queries*
11. *Whistleblowers' protection*
12. *Compliance with laws of land*
13. *Leadership commitment to ethical standards*

### Something doesn't feel right? Speak up!

Toll Free No.: 1800 102 0875 | Phone no.: 033 6613 4264 (P&T)

URL: [www.in.kpmg.com/ethicshelpline/tslindia](http://www.in.kpmg.com/ethicshelpline/tslindia)

Email: [ethics.councillor@tatametaliiks.co.in](mailto:ethics.councillor@tatametaliiks.co.in)

**Saikat Datta, Ethics Counsellor**





**Voice of Customers**



*We purchase DI pipes on a regular basis from Tata Metaliks. Delivery schedule with the best quality pipes has always met our expectations on a timely basis. Their quality has always been impressive especially with outline coating which is one of the best in the Indian market.*

**SVSN RAJU**  
 Joint General Manager - Procurement  
 NCC LTD



*Kalpataru Power Transmission Limited (KPTL) is amongst the leading engineering, procurement, and construction (EPC) companies with proven experience and expertise spanning over three decades. KPTL is executing marquee projects with comprehensive capabilities that deliver complete solutions covering the design, testing, fabrication, erection, and construction of transmission lines, oil & gas infrastructure, and railways projects on a turnkey basis. KPTL has established its footprints in 63 countries spread across five continents.*

*Under the umbrella of Kalpataru Power Transmission Limited (KPTL); **Water Business Unit** taking up various projects under the head of Water Intake/ Treatment, Pipeline Transmission, Storage and distribution, Sewage Treatment & Irrigation projects. For the Water BU, we have a presence in India for over 40 Projects and outside India in Maldives, Mongolia & Sri Lanka.*

*These projects cover over **3,50,000+ House Service Connections, 1,40,000 + Water Meters Connections, 500+ MLD of Water Treatment Plants, 12,000+ km Piped Water Networks & 1,25,000+ Hectares of land being irrigated through Large Water Pipelines.***

*KPTL is associated with Tata Metaliks since the inception of the Water Business Unit. Tata bagged the first-ever order of DI pipes issued by us way back in 2015-2016; since then, the journey of business has been seamless. We have executed various projects where supplies of DI pipes have been driven by Tata Metaliks.*

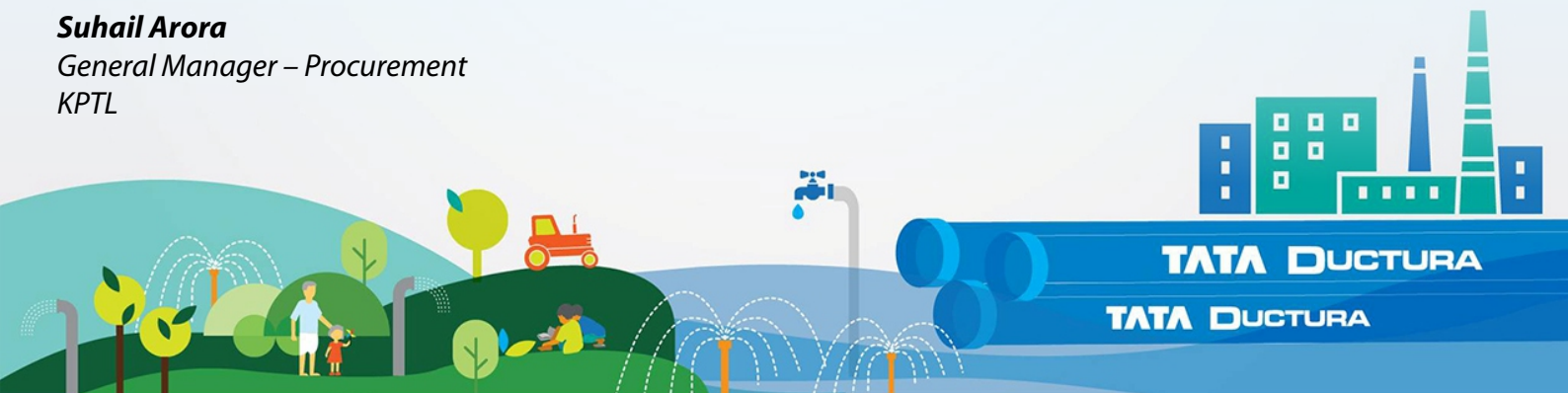
*The honour of the single largest order of DI pipes from KPTL is also still owned by Tata Metaliks.*

*We received immense support from them at the time of COVID and all the committed orders were completed by them in this difficult scenario of the pandemic to us in all forms. The business ethos of TML and KPTL are well aligned with each other and hence give a boost to our business relationship. Quality standards are also the highest in the industry, & we haven't encountered any non-performance cases to date.*

*Technical training and knowledge transfer programs are added support with Tata renders us to educate down-the-line staff and create awareness of good practices in the industry.*

*We wish to have a strong bond and seamless support from Tata Metaliks in the upcoming projects; so that we thrive to achieve the No.1 spot of water business as a company in terms of order booking and revenue.*

**Suhail Arora**  
 General Manager – Procurement  
 KPTL





## Voice of Customers



*I have been involved in dealing with Ductile Iron Pipe in South Africa since 1999. Ductile Iron Pipe was unknown then but it gradually grew in popularity over the years. A few manufacturers supplied ductile iron pipes but they did not reach the service levels as expected for a premium product. However, after working with Tata Metaliks since 2019, we have seen the quality and have received exceptional service which has made our business grow.*

*Service and quality are very important in our piping market since there are so many other manufacturers fighting for a small portion of this market space.*

### **Derrick Hall**

*DZ Amanzi Pipeline Systems (Pty) Ltd  
Gauteng, South Africa*



*Greetings of the season!*

*I would like to express my appreciation for our partner, M/s. Tata Metaliks, with whom we have been associated for the past 3 years. I am highly impressed with their integrity and dedication towards their Company.*

*It is truly commendable to have such excellent people who are always willing to help and provide services when required in a timely manner. They are easily approachable and very responsive for any commercial or technical query needed.*

*We are completely satisfied with their performance & we do recommend having their services for our current and future endeavours / projects.*

### **Mohammad Alkukhun**

*Senior Sales Manager  
MENA Sources – Construction Material Procurement*





**NEW OFFERINGS**

## DN 900 -1200 DI Pipes

Tata Metaliks has started supplying ductile iron pipes from DN 900 to DN 1200 under K7, K9, K12 & C classes. Feedbacks from initial supplies are excellent with respect to the quality of these pipes. These pipes are easy to join with optimum pressure holding capacity that makes them an obvious choice for most of customers.



## Solutions from Tata Metaliks

| Non Revenue Water Management      |                                 |                                  |                        |
|-----------------------------------|---------------------------------|----------------------------------|------------------------|
| Arresting Water Loss              | Leak Detection                  | Network health diagnostic        | Overall cost saving    |
| Design Engineering                |                                 |                                  |                        |
| Cost Optimization                 | Choice of technology            | Pressure zoning for optimum flow | Reliability            |
| Detailed Project Report           |                                 |                                  |                        |
| Lean design                       | Scenario & Sensitivity analysis | Cost optimization                | Technology options     |
| Skill Development Institute       |                                 |                                  |                        |
| Industry Aligned Course Structure | In-compliance with NSQF Norms   | Latest tools and tackles         | Best trainers /faculty |
| Customer Service Solutions        |                                 |                                  |                        |
| Hydrostatic Testing               | Pipe unloading & handling       | Overground installation          | Pipe laying & jointing |

## Solutions from Tata Metaliks





## Restrained Joint

### Principle:

Restrained joint systems function in a manner like Thrust Anchoring Blocks, so far as the reaction of the entire restrained unit of piping with soil balances the overall Thrust Force. Since the joints are semi-flexible the entire thrust is distributed along the length of the pipeline unlike concentrating and consolidating the entire forces in a single impact location as per the design principle used in Thrust /Anchor Blocks.

The technique consists of, anchoring sufficient joints on either side of a directional change in fluid flow to make use of the soil/pipe friction forces for counteracting the hydrostatic & hydrodynamic Thrust Forces.

### Types:

#### A: Restrained Push-On Gasket:

- Extremely successfully trouble-free restraint for DI pipes
- Very good gripping mechanism of gasket because of high strength stainless steel element spaced around the gaskets
- The force between the spigot and the socket of the pipe joint is constant
- This is an irreversible joint i.e., once joined it cannot be removed but can be removed only by cutting

#### B: Specially designed Push-on Restrained Joint:

- Push-on restrained joints incorporate a push-on gasket and special bell designs in conjunction with their restraint mechanisms
- Normal Tyton push-on gasket may be used
- Easy to assemble by making a conventional push-on-joint assembly
- Joint deflection done as per requirement

#### C: Mechanical Restrained Joint:

- Mechanical restrained joints offer a method of providing joint with a standard mechanical joint socket of a pipe, fittings, valves or other products
- In some joints, set-screw retainer glands, non-standard T-bolts are required

#### D: Ball & Socket Restrained Joint:

- Restraint against joint separation provided by the ball and socket
- Boltless ball and socket joint
- This joint consists of a precision machined ball that fits into a machined socket, a rubber gasket to provide a pressure tight seal and a retainer ring that provides longitudinal restraint

## TATA DUCTURA SELF ANCHORED RESTRAINED JOINT (DUCTURA SARJ)

TATA DUCTURA offers a unique designed restrained joint which is inferred convertible to a normal push-on joint in its non-restrained variation.

### DUCTURA SARJ comprises of

- Collar height with slope at the socket to hold the bolts to bear the axial separation forces
- One Circumferential Gland
- Single Piece Locking Ring (Split)
- Weld Bead
- Restrained bolts with cap nuts

The **DUCTURA SARJ** is a **CLASSICAL RESTRAINED JOINT** that comprises an assembly of the socket and spigot pipes with gaskets, glands, split retainer ring and sets of hook bolts and nuts. The spigot end of the pipe is provided with a weld bead. The socket of the pipe to be joined has a circumferential projected collar.

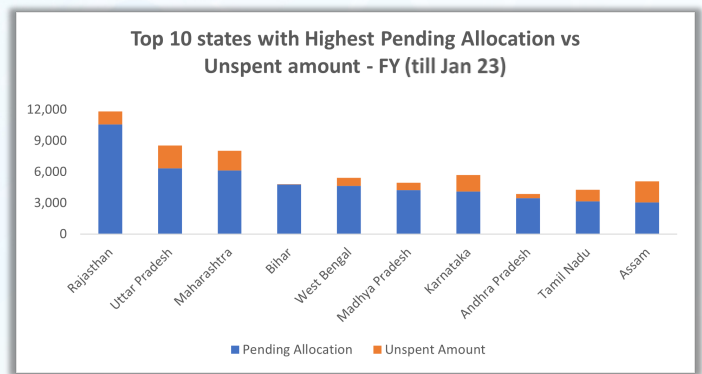
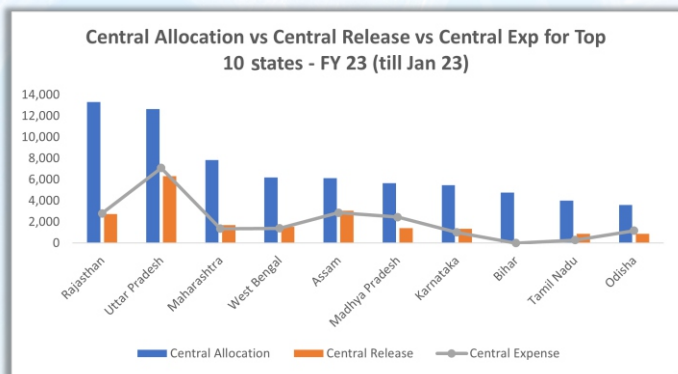
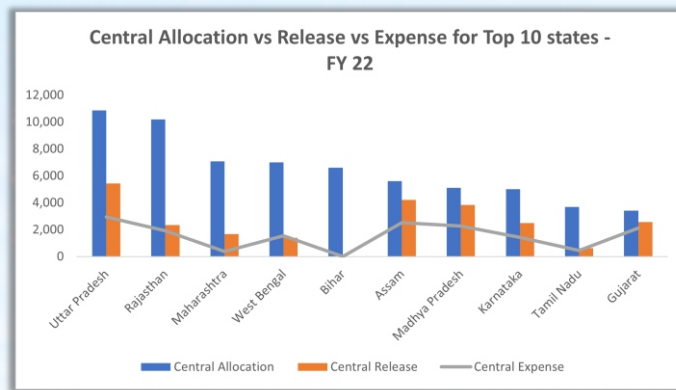
The restrained joint made by TML is of the first variety. Though the restrained joint pipes which are needed (only in a few pipes before and after the fittings) are costlier than normal push-on joint pipes, yet this extra expenditure eliminates the need of putting Thrust Block in line which finally impacts in reduction of approx. 6%~7% of project cost and 12%~15% in the Life Cycle Cost even when the initial investment in terms of Pipeline installation is higher.



## Demand & Supply Scenario

**Jal Jeevan Mission (JJM)** launched by the Hon'ble Prime Minister on 15th August 2019 to provide tap water connection to every rural household envisages a supply of drinking water through piped water supply network of adequate quantity @ 55 liters per capita per day (LPCD); with prescribed water quality (BIS 10500:2012 standard); adequate pressure to every rural household on a regular and long-term basis.

The mission has an outlay of INR 3.6 lakh crore (USD 45.08 bn); target to provide safe and adequate drinking water through individual household tap connections by 2024 to all households in rural India. Since its launch, 11.52 crore households have been provided tap connections achieving an overall coverage of 59.32% as on 23/03/2023.



Source: JJM website



Raw Material Trends

Wholesale Price Index Data-

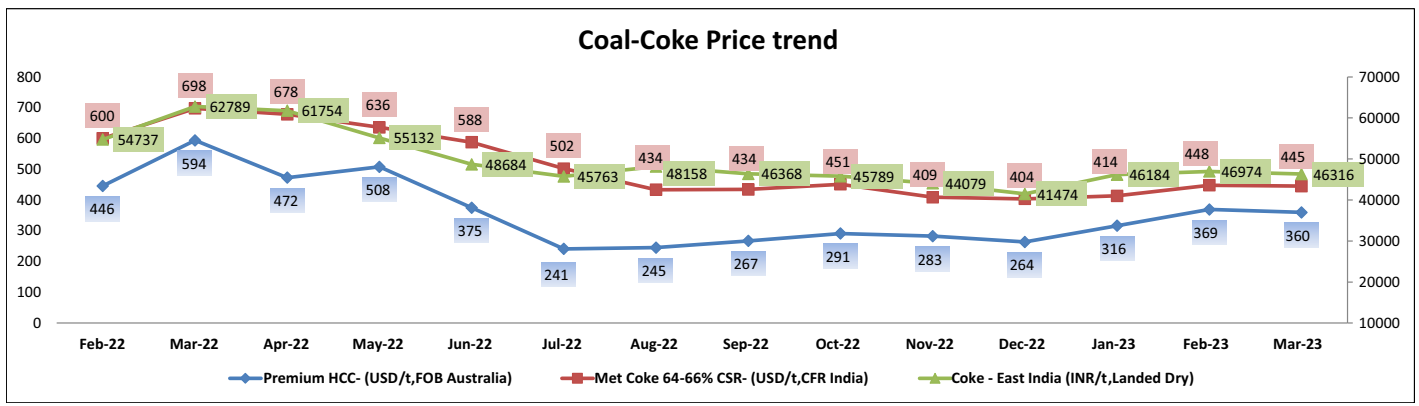
**Name of Commodity:** Pig Iron  
**Type:** Individual Commodity  
**Weight:** 0.65301  
**Base Year:** 2011-12 = 100



| MonthYear   | Jan'22 | Feb'22 | Mar'22 | Apr'22 | May'22 | Jun'22 | Jul'22 | Aug'22 | Sep'22 | Oct'22 | Nov'22 | Dec'22 | Jan'23 | Feb'23 |
|-------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| 2022 & 2023 | 149.2  | 154.9  | 172    | 178.4  | 174.8  | 172.2  | 169.1  | 170.7  | 168.7  | 164.2  | 157.6  | 157.6  | 160.8  | 162.2  |

1. Figure 0 may be treated as the index for the item not available.
2. Figures for the latest two months are provisional. Latest two months are to be reckoned with reference to the latest monthly press release issued.
3. (NR: Not Released): Please refer official Press Release for more information.

Coal - Coke Price Trend overview -



Source: Platts Index and Steel Mint

- Coal prices moved up from Dec'22 onwards, bringing in more volatility in market sentiment
- Coke price will be commensurate with the trend of coal prices (rise/drop as it may be) and standard time lag
- Though the export duty has been removed on PI and steel, but no significant export has happened from India
- PI prices will continue to depend on domestic supply demand scenario
- Iron ore prices have also gone up from Jan'23, which has impacted the overall raw materials prices that has become volatile



**Events**

*We had participated in DIBEX - (Defence Infrastructure, Constructions & Building Materials Expo) During November 2022 at India Expo Centre & Mart, Greater Noida, Uttar Pradesh*



*Engineer in Chief, Lt. Gen-Harpal Singh PVSM AVSM VSM ADC at our stall*



*Discussion with Col. Vijayan Thapar-Chief of Works*

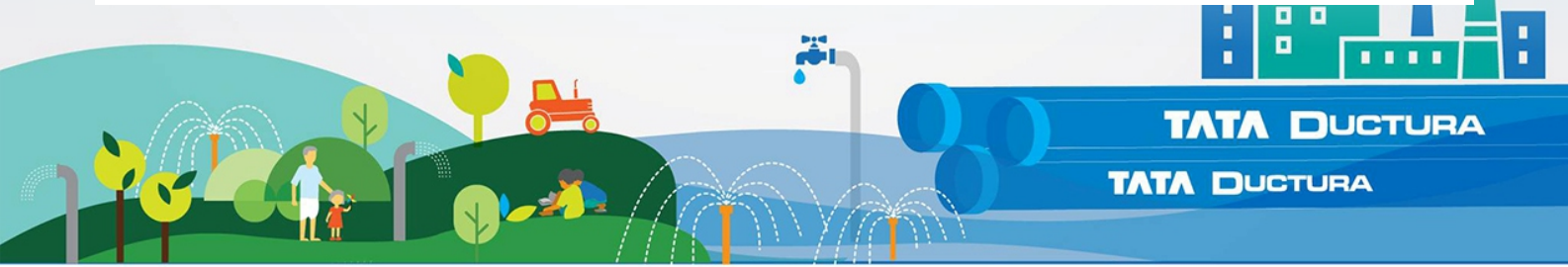
*We participated in the 55th IWWA (Indian Water Works Association) Annual Convention between 20-22 Jan 2023 in Pune, Maharashtra*



*TML team with Mr. Subhash Bhujbal, Org. Chairman & Chief Engineer- MJP*



*TML team with Mr K.N Pate, Org. Secretary & Mr Milind Chaware, Org. Secretary- IWWA*





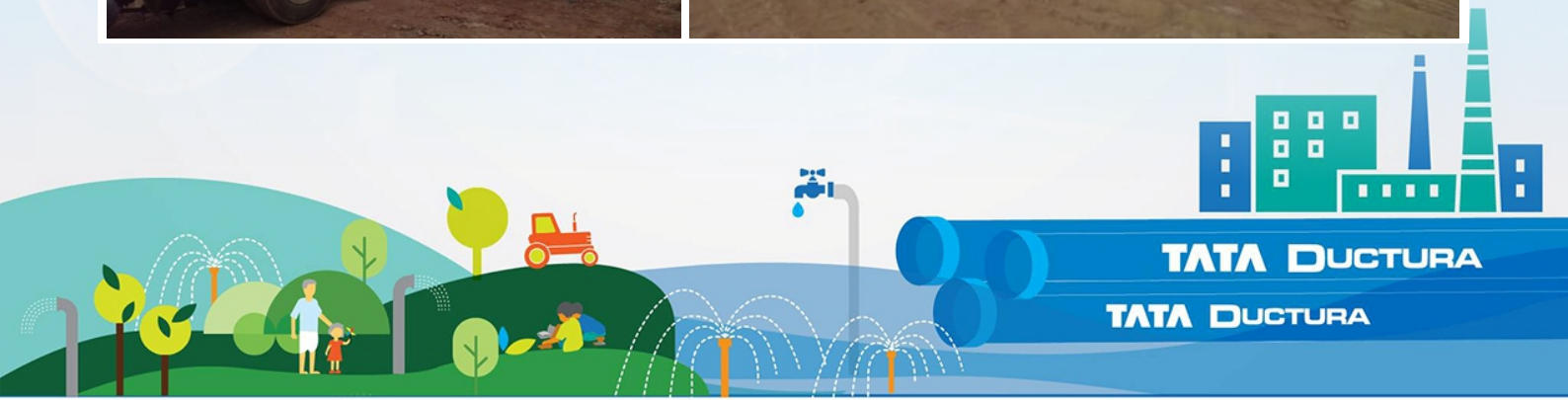
M/S RK Sales (TML Customer) Stockyard Inauguration at Kharagpur, WB in December'22



Mr. Alok Krishna, MD inaugurating the stockyard



DN 1200 DIP dispatch: Flag off





CSR Initiative: Regional Samvaad – The 4th West Bengal edition, Feb 2023, Kharagpur



International Women's Day celebration @ TML on 8th March



TATA DUCTURA  
TATA DUCTURA



## Tata Metaliks Premier League (TMPL)

Tata Metaliks Limited, organized an annual sports tournament, Tata Metaliks Premier League (TMPL), a platform that fosters to create unique team bonding experience among employees.

The tournament rules were made inclusive and accessible to all employees. It envisaged 6 teams with team owners from senior leadership team, 3 games being played i.e., badminton, cricket and volleyball wherein more than 250 employees participated.

The teams that participated are Royal Warrior, Metal Blasters, Hot Hitters, Hot Shots, Pink Panthers and Furnace Flames. Pink Panthers won the Badminton tournament; Royal Warriors won the Cricket tournament while Metal Blasters won the Volleyball tournament. The team owners motivated their team for winning and participating in the entire tournament.

Moreover, TMPL plays a vital role in promoting employee's health & wellness, team building and employee's morale.



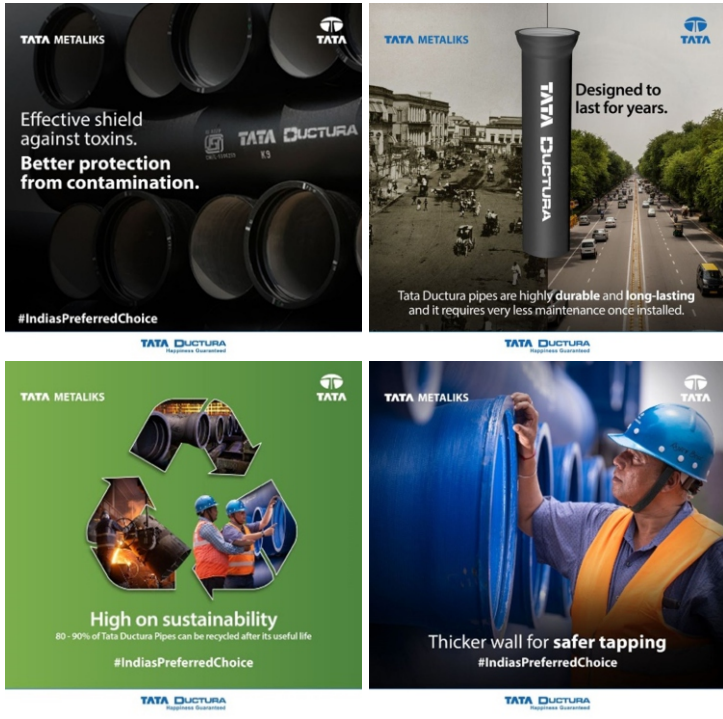


## Remembering our founder JN Tata, his 184<sup>th</sup> birth anniversary on 3<sup>rd</sup> March

- Full Name: **Jamsetji Nusserwanji Tata**
- **Born: 3rd March 1839, Navsari, British India (now in Gujarat, India)**
- Education: Graduated from Elphinstone College, Mumbai
- Jamsetji started a trading company with a capital of Rs 21,000 in 1868
- Jamsetji made his move into textiles in 1869. He acquired a dilapidated and bankrupt oil mill in Chinchpokli, in the industrial heart of Bombay, renamed the property Alexandra Mill and converted it into a cotton mill
- The foundation of the Tata Group began with a textile mill in central India in the 1870s
- His vision inspired the steel and power industries in India, set the foundation for technical education and helped the country leapfrog into the ranks of industrialised nations
- The **iron and steel** idea got sparked when Jamsetji was on a trip to Manchester to check out new machinery for his textile mill. By the early 1880s, he had set his heart on building a steel plant that would compare with the best of its kind in the world
- Jamsetji Tata was more than just the entrepreneur who helped India take its place in the league of industrialised nations. He was a patriot and a humanist whose ideals and vision shaped an exceptional business conglomerate



**Social Media Posts**



**Game Section**



**What's The Word?**

- TTINARSER
- TNIJO
- SKTEGA
- CREFO
- RTEEMIDA



**Dhritiman Roy**



**Swati Pal**

**For any further feedback or queries, mail us @**

**(1) [dhritiman.roy@tatametaliks.co.in](mailto:dhritiman.roy@tatametaliks.co.in)**

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*Published by: Ms Swati Pal & Mr Dhritiman Roy on behalf of the Marketing & Sales team*

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