**BUSINESS PLAN**

**MISSION STATEMENT**

To deliver – not only the Products & Prompt Services – but, also; variety of Designing & engineering with better material options – which provides our customers – the joy & the excitement, at Global level.

**VISION STATEMENT**

To become the **Most preferred** organization for our Customers, Employees, Business Partners & Share holders - which makes them **Happy, Satisfied & Valuable**; from being with **US.**

**CULTURE**

* Adaptability & Flexibility
* Performance Driven
* Sharing, Caring, Trusting & Empowering
* Logical – Pricing
* Commitment in every function of the management.
* Always follow the ‘NATURE’ for the precise & optimized solutions

**VALUES**

* Inclusion
* Accountability
* Focus on Customer & Employees – always…
* Innovation
* Agility
* WORK TOGETHER ENJOY TOGETHER

**SLOGAN**

G I V E Y O U R B E S T & F O R G E T ….

**BUSINESS EXELLENCE POLICY**

* DELIGHT THE CUSTOMERS
* DELIVERY AS PER COMMITMENT
* DEVELOPE PEOPLE
* DEPEND ON EACH OTHER

**BUSINESS EXPLORATION POLICY**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 1] | To provide optimum QUALITY of Raw Materials, Workmanship & Services. | | | | | | | |
| 2] | To give LOGICAL basis to OUR PRICING in the form of COST BRAKEUP & | | | | | | | |
|  | Bill of Materials. |  |  |  |  |  |  |  |
| 3] | To ensure TRANSPARENT & Open Ended Communication. | | | | | | |  |

**COMPANY’S BUSINESS PHILOSOPHY**

* TO EXCEED OUR CUSTOMER’S EXPECTATIONS
* TO SATISFY OUR VENDORS AT ALL LEVELS
* TO BECOME INNOVATIVE, INTEGRATED & IMPROVED – TREND SETTERS
* TO TREAT “EVERY CUSTOMER” AS OUR “ONLY CUSTOMER”

**COMPANY GOALS & OBJECTIVES**

* WE WANT TO HAVE 80 OF THE TOP 100 INDIAN COMPANIES ON OUR LIST OF CUSTOMERS, & TO ACHIEVE 40% TURNOVER BY WAY OF EXPORTS.
* OUR SALES TURNOVER SHALL BE Rs 25.00 CRORE BY FY 2017-2018.
* MAXIMISATION OF PROFITS
* WE WILL DIVERSIFY IN TO METTALIC INDUSTRIAL EQUIPMENTS ALSO.
* WE WILL WIN MORE CUSTOMERS, YEAR AFTER YEAR & SHALL RETAIN THEM ALL.
* WE WANT TO EXPAND INTO INTERNATIONAL MARKET – WITH IMPROVED GOODS & SERVICE STANDARDS.
* **WHAT BUSINESS WE DO?**

We are Designers, Manufacturers, and Suppliers & On-Site Contractors –

For Customer made Industrial equipments as well as Piping Systems; from

FRP, FRV, FRVS, PP, PPRC, PPH, PVC, C-PVC, U-PVC, HDPE, SPIRALL PP/HDPE, PVDF & SS

Range of Raw Materials.

**WHICH INDUSTRIES DO WE SERVE?**

We serve following Industries

|  |  |  |
| --- | --- | --- |
| Chemicals – Organic/Inorganic/Any Other | Power, Electricals, Batteries | Food Products/Processing |
| Dyes & Intermediates | Pesticides, Insecticides | Water Treatment Plants |
| Pharmaceuticals - API | Edible oil | Metallurgical |
| Engineering | Petroleum/ Oil / Gas | Soap / Detergent |
| Paper & Pulp | Automobiles | Salt / Chloro-Alkali Industries |

* **WHAT IS OUR TARGET MARKET?**

1. DOMESTIC INDUSTRIES – WITH ABOVE INDUSTRIAL CONGLOMARATE
2. EXPORT MARKET

* **Description of our industry. Is it a growth industry? What changes do you foresee in your industry, and how is your company poised to take advantage of them?**

Our industry is growth oriented. Our industry employees large numbers of men power. We mostly do all the jobs with – hands – only. We use very little power.

We foresee two fold increase in demand.

We are multiplying our infrastructure by 5 times & numbers of labor to 175 minimum.

We are extensively & aggressively widening our network to minimum 15 locations in India. We are also contemplating for 2 offices overseas.

* We are contemplating for improvement in infrastructure .
* We are going to expand our manufacturing unit / facility in larger area of 80,000 sq. Feet .
* We will soon purchase 2 RTM machines .
* We will shortly have Q.A . Laboratory at our end .
* We will have updated Q.C procedure at our end .
* We will have separate dedicated covered warehousing areas for CAPEX .PROJECT PO.
* We will increase our production capacity 3 times in next 2 years .
* We will have latest Testing Facilities -- In house .
* We will adopt all the Protocols required for Inspection as per BS 4994 with latest ammendments .

**DESCRIPTION OF BUSINESS IN DETAILS**

* Legal Status – Private Limited Company
* COMPANY HISTORY

1. Date of Incorporation of Proprietorship Company – 21ST NOV 1997. ( 21-11-97 )
2. Date of Incorporation of Private Limited Company ---- 20.02.2015
3. Total Experience - 32 Years
4. Experience in this Field – 7 Years as Consultants & 11 Years as the Manufacturers
5. Sales & Profit for the last 3 Years

|  |  |  |
| --- | --- | --- |
| **YEAR** | **PROFIT IN INR** | **SALES IN INR in Crore** |
| 2014-15 | 15% | 7.50 |
| 2013-14 | 12% | 3.90 |
| 2012-13 | 11% | 5.90 |

1. Number of Employees - 110 NOS
2. Infrastructure -

|  |  |  |
| --- | --- | --- |
| **Sr.** | **Type** | **Details** |
| 1 | Number of Manufacturing Units | 4 NOS EACH OF 10000 SQ FT |
| 2 | NUMBER OF UNITS UNDER CONSTRUCTION | 1 NO 50,000 FT2 |
| 3 | POWER | STATE GOVERNMENT |
| 4 | WATER | BORING |
| 5 | ROAD / RAIL / AIR PORT | AVAILABLE |
| 6 | COMMUNICATION PHONE/FAX/EMAIL/3G | AVAILABLE |

1. ADDITIONAL FACILITIES – BIO METRIC ATTENDANCE SYSTEM

* SAP BRIO WEB
* WIRELESS NETWORK
* VEHICLE + MOBILE FOR ALL THE EMPLOYEES
* HUGE OPEN LAND 1.30 LAC SQ FT

**Our Strength Verticals**

* We have large comprehensive Database & long years of experience for working towards –Diversified & multi products – design, material & engineering.
* We provide just the right solution for practically any application.
* We are at services – wherever & whenever – you need us & our products.
* We have exceptional material & process – competence.
* We subject our products to permanent Inspection in all phases of the manufacturing & finished goods.
* We shall continue to grow through – close co-operation, partnership & team member spirit; with our customers; through Innovative product synergy.
* Individualized Services to each customer, right from indent stage.
* Appealing Operandi – readiness to do everything & every time – with smile.
* Flexible & Accommodative – business model –to facilitate optimum advantages to our customers.
* We are capable & confident of using any type of Raw Materials, as required for the product.
* Proven track record for success – from concept to commerce.

**CORE – COMPETENCIES.**

* We are amongst very few companies having design facilities, - in house.
* We are specialized & unique solution providers for – Stringent, Critical, difficult, & ‘first’ time applications – the challenge countered by expertise, experience & genuine idea.
* We believe & follow the idea as the concept for ‘in house Innovation ‘.
* We always remain in harmony & responsive, with our customers – as we are part of solution.
* We take time to work out every detail of each activities at macroscopic level.
* We guarantee, that our solution is well considered & technically sound solution; so that you can become confident & will able to rely on us.
* Our products always meet
* Performance – desired & deserved by customer
* Budget – logical & rational
* Time Scale requirements - as per customer’s requirements
* Creating & reinforcing – WIN WIN – situation, with all
* We are always ready to uncover opportunities - as we are well placed to explore them.
* We are the Team, of young, enthusiastic & self start attitude personnels.
* For us – *NATURE – is the main source of Inspiration* for *our* patience, passion & performance for providing – Perfect, Precious & Precise *SOLUTION.*
* We provide ‘ single window ‘ services & products, with “single point Responsibilities”.

**Few Examples of few firsts**

1. We have many firsts in India in our industry, such as ( including Design – Commissioning )

* FRP sealed top covers for fermentation towers for paper mills, 68 – 80 mtr height
* FRP Storage Tanks for PAC, Ac, Acetic Acid, NaOCl Horizontal Tanks 80 kl
* 20 meter pipe underground as vertical column for sea water collection, power plant.
* Import substitution jobs for engineering + air port + metallurgical & automobile industries
* Pickling Plant – covers – single line – 40 meter long – SAIL.
* Reaction vessel 100% FRP with capacity of 80 KL
* Pipe with Dia. Of 3200 MM with Hand Lay Up Process .
* Water Storage Tanks For SWIMMING POOLS for 5 Star Hotels .
* We have substituted MS/ SS / CS As M.O.C from each & every Industrial Equipments .

1. TURN OVER IN 2013-2014 WAS RS 350.32 LAC

TURN OVER IN 2014-15 WILL BE RS 700.00 LAC i.e. within 5 YEARS TURN OVER HAS BEEN INCREASED BY ALMOST 12 TIMES.

**PRESENT BUSINESS DETAILS.**

1. **WE ARE REGISTERED PRIVATE LIMITED COMPANY & ARE SME UNIT UNDER MSMED ACT.**
   1. WE have 4 UNITS of our own Measuring 10000 SQ FT with height of shed as 28 feet .
   2. We have one rental unit measuring 6000 SQ Ft with 16 Feet height .
2. We have all CENTRAL & STATE GOVERNMENT REGISTRATIONS including – FACTORIE’S ACT, PF, ESI, GST, CST, IEC, INCOMETAX, TDS, PROFESSIONAL TAX etc .
3. WE have about 103 Workers & 7 Staff members .
4. We are Working ON LINE 24 X 7 with LATEST TECHNOLOGY & SOFT WARES, WITH Adequate Numbers of P.CS’ & Laptops .
5. Our Business Activities are divided in 3 Types .

\*\*\* On The Turn Key Jobs .

\*\*\* Manufacturing And / Or Fabrication

\*\*\* On- Site Contractors For FRP LINNING & Piping Erection .

1. We have our Business Associates At

\*\*\* Siliguri for West Bengal & Arunachal

\*\*\* Rourkela

\*\*\* Cuttack

\*\*\* Mumbai

Pune

1. We work in all India Basis .
2. Our business is very Typical . All the Activities are done with hand & by Human Beings. . Very Very Negligible machinaries are involved / Required to do our job. “FLOOR SPACE’ is the Basic & Most Important Resource for us. Our Turn Over is Very Significantly Depends on the availability of the Floor Space . So our investment in Land & Building is almost 92-95%.
3. We have an EXCELLENT RAINBOW OF CUSTOMERS from Every Industries’ TOP & BRAND Leaders .
4. WE have Desired numbers of Skilled , Experienced & Expert workmen with us .
5. We are Official Installers for the **GLOBAL LEADER “ GEORG FISCHER** “ [.] Our more than 35 WORKERS are Trained at their TRAINNING CENTER [.]
6. Till Date our SINGLE LARGEST P.O. Value is RS 0.380.00 LACS & the smallest Value is Rs 1200.00 [.] For us the amount of P.O. is not very critical , the Value Creation & Brand Creation is aim.

**FUTURE BUSINESS PLAN.**

* + We want to increase our Manufacturing Capacity From 200 Mt per Annum to 450Mt per Annum within next % Years .
  + We want to start our Production Facility At New Project Location
  + We want to add our marketing associates at Mumbai, Pune, Chennai, Hyderabad, Delhi & NCR, Indore & Udaipur – within next 2 years.
  + We will be implementing following within next 12 months
* Full Scale Design set up
* Q.C. & Testing integrated lab
* Skill innovation centre
* ISO 14000 accreditation
* Increase the numbers of employees to 250.
* We are exploring new markets – in direct exports, countries like South Africa, GCC, Srilanka, Malasiya, Europe & so on ..
* WE WANT TO INCREASE OUR TURN OVER BY 500% WITHIN NEXT 5 YEAR TIME.

**FOR SHREE NANDINEE FIBRE GLASS ENGINEERS**

**S V KAPSHIKAR**

**(FOUNDER CHAIRMAN & MANAGING DIRECTOR )**