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CEO

Semco Group

A Global Leader with 75% Share in the Indian Railways Wheel and Axle Markets

By Deepak Khattar with Inputs from Manoshi Sinha

A global presence with satisfied customers located in North America, Europe, Africa, China, and other Asian countries makes the ISO 9001:2000 certified SFPL one of the most sought after and leading forging companies in the home country and world-wide.

The group, perched at an implausible Rs. 400 crore, has witnessed 100% growth and its target of achieving Rs. 1000 crore turnover in the next five years is a definite reality!

Datong Semco Railway Traffic Co. Ltd. (DSRT) is a collaborative venture between CNR Datong Electric Locomotive Co. Ltd., China and Semco India Pvt. Ltd. (35% equity share), formed in the year 2007 though indenting of products commenced in 1999.

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Diversity as a phenomenon in business may not prove lucrative always, as expertise and cognizance of market dynamics of every chosen segment matter a great deal. Establishments under this category that thrive much beyond expectations are rare – a counted few; amongst the rarest in this segment is Semco Group. The high-flying conglomerate, prominent at the national and international level, is a ‘Jack of many trades and master of them all’! Right from railways, marine, material handling to defence, and automotive sector, Semco has emerged as a bellwether, providing products and services at par with world class standards. Five colossus companies,

each carving its distinctive niche in its turf, constitute the Semco Group, viz. Semco India Pvt. Ltd., Semco Forge Pvt. Ltd., Semco Infratech Pvt. Ltd., Datong Semco Railway Traffic Co. Ltd., Systems & Equipment Maintenance Co.

Where there is implementation of cutting-edge technology backed by ethical values and transparent trade practices, where activities are customer-focused and where creativity and innovation are perfectly blended, the threads of success get robotically woven. These are the lineaments that shepherds the *éclat* - the prosperity of Semco Group. And the ingenious and proficient Neeraj Kumar Singal, Founder Director, never conjectured

that his empire would grow as gargantuan as it is today with a diversified portfolio of activities. He started the group under the indentation of Systems & Equipment Maintenance Co. in 1999 with a meager capital. The group turnover today totals a mind-boggling Rs. 400 crore boosted by a hypersonic growth rate and is backed by an employee-strength of over 1000 personnel. A Bachelor of Commerce (Honors) from Delhi University, Alumni of Hansraj College and ICWA (I), the dexterous personality was an avid investment consultant before starting his own venture. His farsightedness, facing every challenge with ease, fervor to move forward into newer realms at the same time



DSRC Plant in China

strengthening the existing domains, and hard work studded his success crown in no time. Amongst the other key personnel of the group include Mr. R.C. Singal (Engineering Graduate), Chairman who joined the group in 2003, backed by 35 years of experience and Mr. Amit Singal (B.E.), Director & Plant Head of Semco Forge Pvt. Ltd.

A single company in India holding a market share of 75% in Railway wheels and axle sets – an extraordinary feat – well that's Semco India Pvt. Ltd. (SIPL), the largest private sector player in the country in its domain. This flagship company of the Semco Group has a capacity to manufacture 30,000 fully assembled sets of Railway wheels and axles per annum, catering to both the Indian and global markets. To ease the manufacturing process as well as to tender to the huge demands, SIPL has entered into a joint venture

with CNR Datong Electric Locomotive Co. Ltd., China. In addition, the company provides railway consultancy and technical advising services in the field of wagon manufacturing including design, manufacture and installation of its vital components. End users and buyers of components can also seek advice from SIPL for selecting suitable equipments and outsourcing of complete systems from across the world. The dominant market share that SIPL enjoys itself substantiates its association with all big and small players in the railways sphere. Virtually every railway rolling stock manufacturer in India has procured its products and services from semco. Among the clients worth mentioning are Texmaco Ltd, Titatgarh Wagons Ltd., Modern Industries, Burn Standard Co. Ltd., Braithwaite & Co. Ltd., Jessop & Co Ltd., Bharat Earth Movers Ltd., to name a few. "No client has ever complained of any de-

fects in our products.; this is a result of the efforts of our team as well as the trust of our customers on us," utters a decorous R.C. Singal.

Sectors the Group Caters to

- Marine: Container lashing fittings, lifting fittings & various forged products
- Railways: Railway wheels & axle sets, screw couplings & various forged products
- Material Handling: Conveyor chains & various forged products
- Defence: Typical forged parts
- Automotive: An assortment of forged products for cars, trucks & tractors
- Agency Services: Consultancy, contracting, and supporting services in the areas of engineering, defence, marine, infrastructure and railways; marketing of clients' products; services on tenders floated by govern



Dedicated team of Semco

ment agencies on client's behalf; promoting of overseas products for sale in India; and more.

The heating of metals to a malleable temperature for shaping them into usable products in a forge has gained great impetus in the industrial sector. Whether it is forged tools or forged equipments, the applications are myriad, facilitating the functioning of machines, factories, and the like. Semco Forge Pvt. Ltd. (SFPL), another offshoot of the Semco Group, is a name to reckon with in the forging world. SFPL initiated operations in the late '90s as a trading and outsourcing partner for overseas clients from different sectors. It was in 2004 that it set up a world-class forging facility at

Sahibabad, Ghaziabad in close proximity to the national capital, to cater to the ever increasing demands forged solutions. The various forged and machined components in the product basket encompass tractor parts, truck/car parts, auto ancillaries, railway equip-

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ments & components, marine lashing components, agricultural implements, conveyor systems, material handling products, valves & flanges, hand tools

and more with specialization in closed die forgings and upset forgings in various types of steels. The products vary in weight from 0.50 kg to 35.00 kg in all shapes and sizes. An installed forging capacity of more than 8000 tons per annum supported by well-equipped and modern tool room, standard room, metallurgical lab and design & process conveniences has facilitated the company to emerge as a one-stop forging solutions provider. "Our valued customers' specifications are always taken into account so that the exact requirements are supplied. The various facilities like belt drop forge hammer, mechanical & screw presses, CNC machines, flash butt welding, twisting, bending and punching machines, etc. in addition to inspection and testing



facilities enable us to maintain high levels of excellence. Revenue spawned this fiscal totaled an amount of Rs. 25 crore,” affirms a deft Mr. Amit Singal, who is at the rudder of affairs. A global presence with satisfied customers in the OEM and Tier I segment located in North America, Europe, Africa, China, and other Asian countries makes the ISO 9001:2000 certified SFPL one of the most sought after and leading forging companies in the home country and worldwide.

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year 2007 though indenting of products commenced in 1999. The group, located at Patparganj Industrial Area (Delhi), chiseled a position as the largest manufacturer & supplier of railway wheel sets and their parts like wheels, wheel centers, axles, open & close die

“We have deployed a special research and development team to ensure continuous improvement in design and material properties as well as to achieve the optimum in terms of mechanical properties, weight and life cycle costs,” declares the Vice Chairman of the entity, Mr. Neeraj Kumar Singal. Besides catering to every Railway rolling stock manufacturer in India, DSRT is also associated with Govt. organizations like Ministry of Railways, Container Corporation of India Ltd., amongst other firms.

forgings. These products, which find application in all types of railway ve-

hicles like high-speed passenger trains, light rail vehicles, locomotives, freight wagons, etc., comply with UIC, AAR, IRS, and other international standards and specifications. “We are the biggest private player in our sector, currently lounged at a turnover of Rs. 400 crore. We have deployed a special research and development team to ensure continuous improvement in design and material properties as well as to achieve the optimum in terms of mechanical properties, weight and life cycle costs,” declares the Vice Chairman of the entity, Mr. Neeraj Kumar Singal. Besides catering to every railway rolling stock manufacturer in India, DSRT is also associated with Govt. organizations like Ministry of Railways, Container Corporation of India Ltd., amongst other firms.

Systems & Equipment Maintenance Co. (SEMCO), another wing of the Semco Group, is a Govt. recognized Export House, aggressively involved in the group’s assorted trading and export activities. Years of industry expertise has assuaged its process of bringing to its customers the highest quality products from across the world. The adroit R.C. Singal says, “The best products at the best price and delivery always on time are what you can avail at SEMCO. Our team of highly competent, experienced, and qualified professionals firstly understands your exact requirement and delivers solutions accordingly; also helping you get the best quote with price comparisons. We have a strong client base



Digital Horizontal Boring-Milling Machine

in Germany, France, Belgium, Spain, Netherlands, Sweden, African countries, and more, comprising mainly of SMEs concerning the railways, marine, material handling, defence, and automotive sectors.” The company also arranges third party international

inspections through companies such as ABS, SGS, BV and Lloyd’s in case of any certification needs. Undertaking of refurbishing job for wagons and coaches and restoration of accidental wagons is another area of SEMCO’s specialization. A recipient of the ‘Ex-

cellence Export - New/Difficult Markets’ award bestowed by EEPC, SEMCO is truly riding herd in its turf.

Under the banner of Semco Infratech Pvt. Ltd. situated at Patparganj Industrial Area (Delhi), Semco Group is engaged in the infrastructure and real estate segments, creating and providing infrastructure for the group requirements besides looking up for new avenues in

railway engineering and infrastructure. Creation of industrial facilities of 200,000 sq. feet & corporate office facilities of 100,000 sq. feet to meet the growing requirement of the group is its current project portfolio.

Year-wise Milestones – the Success Saga

- Representing CNR Datong Electric Locomotive Co., in India by SEMCO in 1998
- First order of 840 mm dia wheel & axle set for CONCOR project in 1999
- Export to Sweden, Spain & Germany started in the year 2000
- Development of container lashing systems in 2001
- Export of wagon parts to Senegal and forgings to major European countries in 2002
- Design, manufacture & export of phosphoric acid tank wagons to Senegal in 2003
- Bagged one of the order of USD 6.00 million from Ministry of Railways, India for supply of 13000 axles in 2004
- Bagged order of USD 11.00 million from Container Corporation of India Ltd. for supply of 5420 wheel sets & 1200 wheels in 2005
- Engineering Export Promotion Council Award for ‘Highest Export’ during the year 2003-2004 in the year 2006
- Datong Semco Railway Traffic Co. Ltd. formed in 2007 - a Joint Venture with CNR Datong Electric Locomotive Co. Ltd.
- Capacity & facility expansion at Semco Forge Pvt. Ltd.; establishment of trading office in Beijing in 2008.





Wheel Sets

High quality and low cost products and services are a part of the group's strategy at the same time protecting and upgrading the environment. "Our commitment towards continual improvement of products, processes and services has helped us achieve total customer satisfaction. The quality objectives are strategically aligned to key areas of business," declares Mr. Amit Singal. As a ISO: 9001 & ISO: 14001 accredited group, Semco

adheres to the highest standards of quality leaving no room for any client grievance.

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sets and axles were delivered on time by us, this drawback was negated, thus, contributing to sustain the country's GDP growth", says a suave Mr. Neeraj Singal. In India,

there are quite a number of problems making things complex; for example getting a registration done is a lengthy and exigent process. Despite the drawbacks, the group has witnessed 100% growth and its target of achieving Rs. 1000 crore turnover in the next five years is a definite reality.

The universe is vast and exploration is a continuous spree; so is Semco Group. The enterprising Mr. Neeraj Singal is all geared up to explore further by planning to enter into more joint ventures for the manufacture of specialized forged equipments. Diversification into night vision devices and surveillance & security equipments is underway. As a part of its corporate social responsibility, the group supports needy school children and contributes to various NGOs / relief funds during any major calamity. The sky is the limit for this globally recognized conglomerate!



Container Lashing