

# Industry

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INVESTMENT CASTING MANUFACTURERS

# Outlook

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**Ketan Dhruv,**  
Director Marketing

# Sanjivani Casting

**Delivering Quality Investment  
Castings at *Competitive Price***

₹150





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**Delivering Quality Investment Castings at *Competitive Price***

## COVER STORY

**I**nvestment casting is known for its capability to produce engineering and art components with good surface finish and dimensional accuracy with consistent repeatability. India is pioneered to have investment casting process since ancient times. The technology has taken momentum during the world war-II and global industrialisation. In present world, prominent engineering segments like Automotive, Pumps & Valves, Aerospace, Armaments, Oil & Gas, Food Processing, Construction and many more industrial application industries are actively exploring the investment casting process to procure quality assured components at a low cost with a quick turnaround time.

According to Ketan Dhruv, Co-Director, Sanjivani Casting, "The global clients from all the segments have one unified demand of 100 percent quality

assured investment castings with competitive pricing, and this is what we strive to meet deliver. Our quality, prices are at par with the global players in Investment Castings and we stand-out ourselves competitively in Global Market. Furthermore, at Sanjivani Casting, we pride ourselves in meeting customer expectations of On time Delivery and Stocking requirements".

Established in 1999, the firm has made remarkable progress in the investment casting industry and has developed itself as one of the key players in the global market. Sanjivani Castings is now recognized for manufacturing and providing a wide range of high-performance, critical, and safety components for the Valves, Pumps, General Engineering, Automotive, and Non-automotive sectors, thanks to its strict approach to quality controls.



**Vinubhai Kapadiya,**  
Director Of Manufacturing



Currently, Sanjivani Casting dispatches over one lakh pieces of castings per month to different destinations that are backed by a well-developed logistic pipeline. Today, the export markets in Europe such as Germany, France, Switzerland, the Netherlands, Spain, Italy, Poland, Denmark, Sweden, Finland, Scotland, Ireland, the UK, and many others, account for more than 70 percent of the firms' revenue. Sanjivani Casting also has a well-established customer base in countries like Japan, Singapore, China, and Canada. Some of the Fortune 500 Engineering Companies from the US are also amongst its esteemed clients.

### QUALITY ASSURANCE

With time, Sanjivani Casting has developed robust quality testing procedures to ensure that the products manufactured are 100 percent quality complied and delivered to its clients. "The company is accredited with ISO 9001:2015, PED & AD-2000, ABS Marine, Korean Register, Norsoke M-650, Lloyds, German Lloyds, BV, DNV GL and many more certifications. Our Monitoring & Measurement Processes and tools are having the capabilities at par with the Global Industry expectations", mentions Ketan.

Sanjivani Casting has an in-house quality testing lab that is fully equipped with modern and latest equipment. Starting from the procurement of the raw materials to the finished products, everything is passed through the in-house lab to ensure the quality standards. The firm has built its capability to provide all levels of testing and inspection to verify quality and certify the investment castings to meet the strict requirements of the clients. Different accredited test labs are associated with Sanjivani Group to provide certification of the latest Non-Destructive testing requirements and meet customer expectations of full range of testing facilities. The team of qualified engineers and technicians employed at Sanjivani Group ensures all the tests are conducted and interpreted according to the laid specifications/standards requirements.

### MODERN INFRASTRUCTURAL FACILITY

Today, Sanjivani Casting has four casting facilities namely - Sanjivani Casting Pvt. Ltd., Sandori Castings Pvt. Ltd., Helios Syscom Pvt. Ltd., and Aksunna Technologies Pvt. Ltd. Each of the facilities is specifically designed to handle particular casting procedures. Uniformly, the four casting facilities of Sanjivani Casting make it one of the largest production capacity of Castings in the nation with the total production capacity of 5500 MT Castings per annum. "We have developed over 10,000 components for the industry from a weight range of five grams to 500 Kg. We dispatch over 100,000 pcs of castings per month to different destinations with well supported Logistic Services", states Vinubhai Kapadia, Co-Director, Sanjivani Casting.

With vast manufacturing facilities, Sanjivani Casting has also developed an efficient Stocking, Distribution & Warehousing system which helps the firm to initiate efficient working procedures with the JIT concept and trouble-free Inventory Management system. Currently, the firm has over 25,000 square feet of warehousing space. This in turn helps Sanjivani Casting to offer its customers the most comprehensive range of Products-On-Call services by following all modern business tools like, Just In Time (JIT), KAN-BAN, KAIZEN, ERP, HRMS.

Moreover, the group is now capable of supplying fully machined components by virtue of the in-house Machine Shop housing over 45 latest VMC HMC CNC lathes and Machining Centres. Lastly, with competent planning capability, all plants of the firm are built in an eco-friendly environment with ample space.

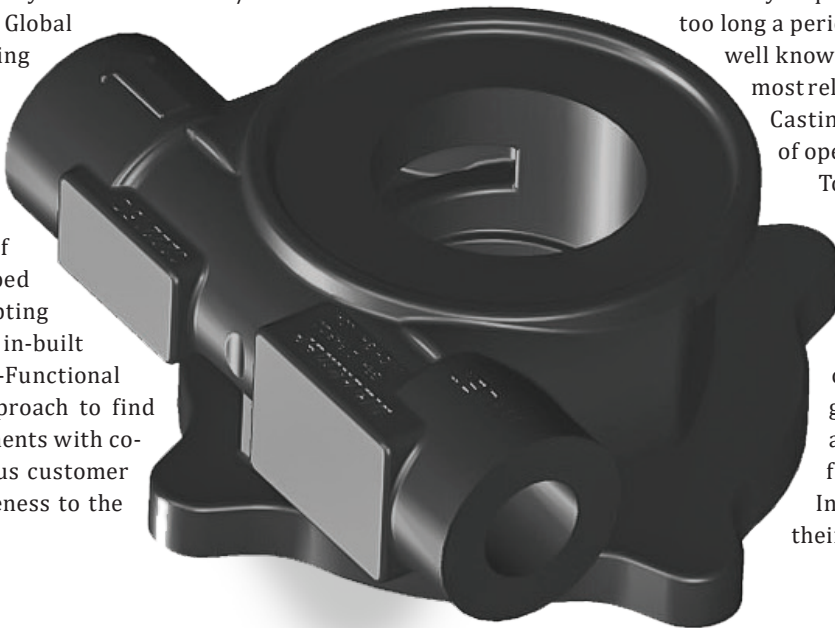


*Our Monitoring & Measurement Processes and tools are having the capabilities at par with the Global Industry expectations*

### OFFERING WIDE RANGE OF PRODUCTS

In a short time, Sanjivani Casting has grown to become a major participant in the production of castings for a variety of alloys, including - Stainless Steel, Carbon Steel, Duplex, Super Duplex, Monel, Hastalloy, and Super alloys. These are done by the novel process of Investment casting along with the conventional process of Sand Casting. "The wide range of alloy and Super Alloy steel investment/ Sand Castings are meeting the Global Quality requirements conforming to over 250 different alloys to latest international standards like ASTM, BS, DIN, JIS", points Vinubhai.

Furthermore, Customer Relationship Management (CRM) of Sanjivani Casting has always helped to exchange ideas & views for adopting the best solution mutually. The in-built culture of working with Cross-Functional Teams (CFT) has fostered the approach to find innovative solutions and improvements with co-operation and maintain harmonious customer relations by adaptability and closeness to the customers.



"Thanks to the dedication and the core values inculcated by leadership amongst the Sanjivani Group Team. The present talent & professionalism of the Sanjivani team is only due to the confidence posed by Senior Leadership, and of course, the support from our Key Customers" concludes Vinubhai.



### LEADERS TO DIRECT THE FUTURE

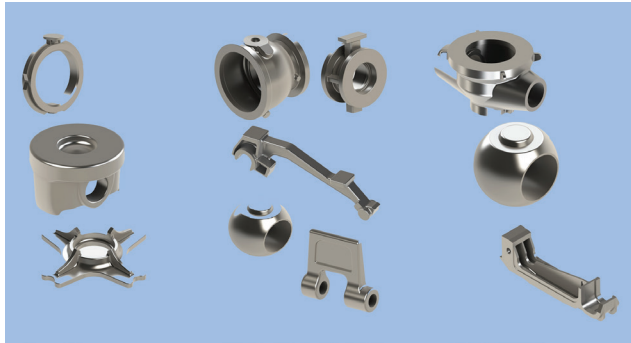
In 1999, Sanjivani Casting was started to cater the Investment Casting requirements of Indian Industry. However, with the impeccable leadership capability of Ketan and Vinubhai, within a short span, Sanjivani Casting built its competency to develop the investment casting, aligning with the global quality standards while meeting on-time delivery requirements. "It has never been

too long a period for Sanjivani Group to get well known in the market as one of the most reliable suppliers of Investment Castings within its first five years of operations", states Dhruv.

Today, all the processes are measured and monitored through lean manufacturing principles by adopting continuous improvement. It is because of the firm's desire to be a global player, Sanjivani Group also acquired the approval from more than 35 certifying International agencies with their stringent audit procedures.

Additionally, the firm is now a free from loan company and has premium financial ratings with most of the third party financial audit ratings by its US and European customers.

Sanjivani Casting has had exceptional growth of 20 percent YOY over the previous two decades because of its focused efforts and re-investment in resources to



enhance capabilities. In the last fiscal year, the firm has also witnessed an annual turnover of \$15 million. Today, over 200 customers from all over the world have their castings and components delivered in a ready-to-use state, with delivery timetables that are week by week, month by month, according to their plans.

With an eye to transform Sanjivani Casting into a technology-backed organization, the firm is planning for a joint venture with a big group that can navigate the firm in the right direction. In addition to technology, the firm is also optimistic about increasing its production continually. To achieve the same, Sanjivani Casting is deliberately investing to install advanced machinery along with updated technology backed testing procedures. [ln](#)