

ALL INDIA INDUCTION FURNACES ASSOCIATION



AIIFA

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AIIFA SECRETARIAT:

504, Pearls Omaxe, Tower-1, Netaji Subhash Place, Pitampura, Delhi-110034 INDIA
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Mobile : 9810410186
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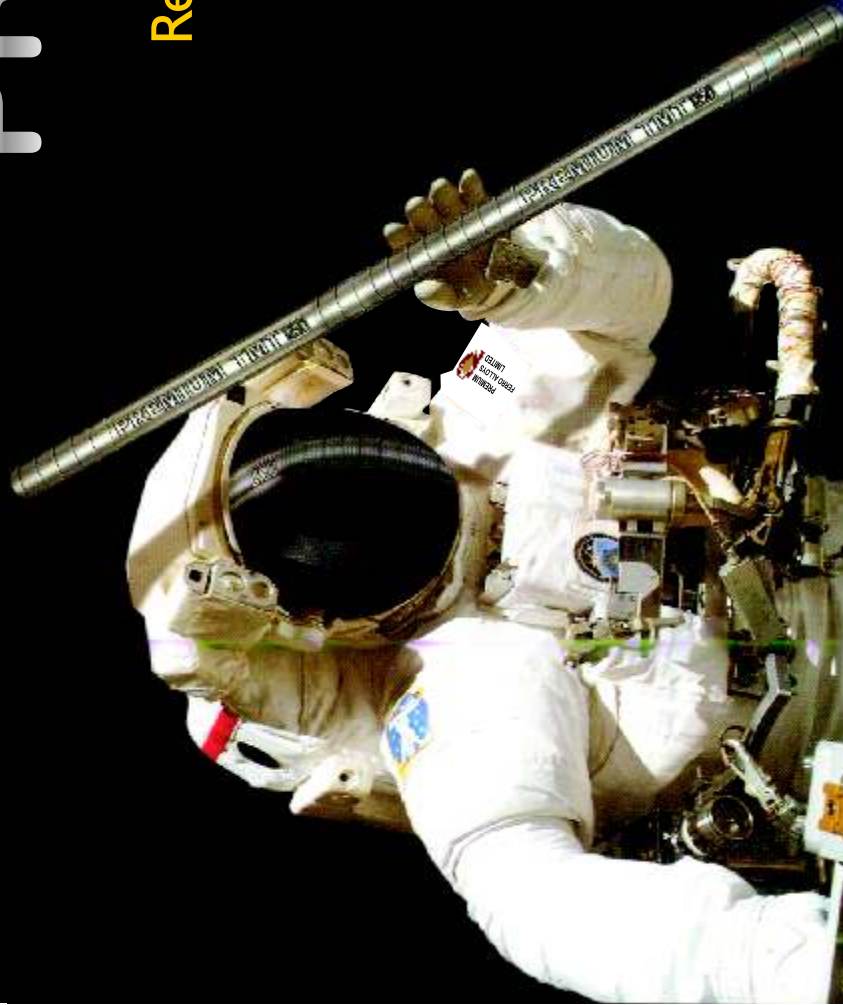
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Performance Improvement from Realistic Planning

Kamal Aggarwal
Hon. Sec. General, AIIFA

Introduction: Production planning of mini steel plants in category of MSME/SMEs producing alloy & special steels is important and crucial in the present competitive global market considering cost from input to output involving all the cost incurred keeping expected profit margin. Conversion cost at all stages of process focused truly will be a part of realistic planning. The success of the Plant brings profit and happiness to Industry by realistic planning and operation of the units at the same time protects environment by electrical route steel making as more sustainable increasing the life of earth due to reduced GHG emission.

It creates an efficient process for production according to customer and organizational needs as customers need material as input for output conversion at their end demanding quality, cost and faster lead time. Customers, also, prefer the total time that passes between the placing of an order to suppliers, order, completion and delivery of that order in due time which is the ideal planning for execution of customer orders.

Total production planning process should start from procurement of raw materials for production against customer order, how much to produce maintaining safe stock minimizing wastage or loss in the process considering areas like usage control of inputs, optimization power in melting utilizing manpower, assessing equipment health. Steel is a guideline for manufacturers in carrying out the production process. It deals with basic

concepts of what to produce, when to produce, how much to produce, and so on. Production planning is long-term aim to ensure availability of high-quality resources during the production process.

Mini steel plants should create an for optimized production plan for sourcing raw materials, ferroalloys and various additives for steel making, casting as ingot or billet from continuous casting, forging and rolling line combining consistently utilizing steel in forging, rolling mill and deliver the finished products to the customer.

The generated ingot or continuous casting bloom/billets, forging and rolling plans are passed on to the lower-level employees as part of production control systems. Before production, each individual should check the availability of the raw materials, equipment and manpower status. A loading plan for each heat is created in accordance with the ingot or continuous casting sequence generated from the customer orders. During the furnace charging, the actual weight of scrap transportation to the charging basket should be recorded at the crane terminals by use of load cell fitted in crane. The integrated weight control of the baskets allows the loading progress to be tracked on line to automate the process such that shift workers no longer need to be present or wait for weighing.

After the furnace loading, melting and liquid steel tapping with all the necessary information about

every production step via a data interface by preparing log sheet or heat data sheet is to be maintained and compared with plan. Any variation from plan is to be taken care. The technical personnel can therefore respond to deviations in process data without having to access the subsystems.

The melting, ingot teeming or continuous casting, forging or rolling should be passed on to the lower-level production control groups.

Production setup plan : The optimistic approach for setting up production plan is also called the maxi-max approach involves in choosing the option with respect the largest possible of profit earning from highest production of best possible quality products capturing a big share of order from customers taking from a positive angle in favor of organization. Defensive/ pessimism strategy used by organization in anxious condition of less demand in the market or arrival of imported product at lesser cost leading to mentally go through all the bad things that can happen in the industry. This situation may seem depressing, defensive pessimism actually helping anxious management to focus away from their feeling and approach, so management can plan and act effectively to overcome situation at least partially working productively. Optimism, however, is not a plan. It's one thing to envision the future with goals achieved and profits earned, and another thing to do the mundane work of plotting out how to get there and taking account of all the things that might go wrong on the way.

Management may use different strategies during planning in different situations, thus increasing the chances of achieving positive gains in cases

where the outcome may not be expected to be particularly positive. Few organization are just one or the other in their defensive pessimist or strategic planning optimist. However, pessimism in production planning is not just about negative thinking. Pessimism also includes focusing on outcomes of management expectation for future. While optimists expect positive outcomes to happen more often than negative ones, pessimists expect negative outcomes to be more likely. One particular type of pessimist, the "defensive pessimist," can take this negative mindset to a whole new level actually utilizing it as a means to reach goal.

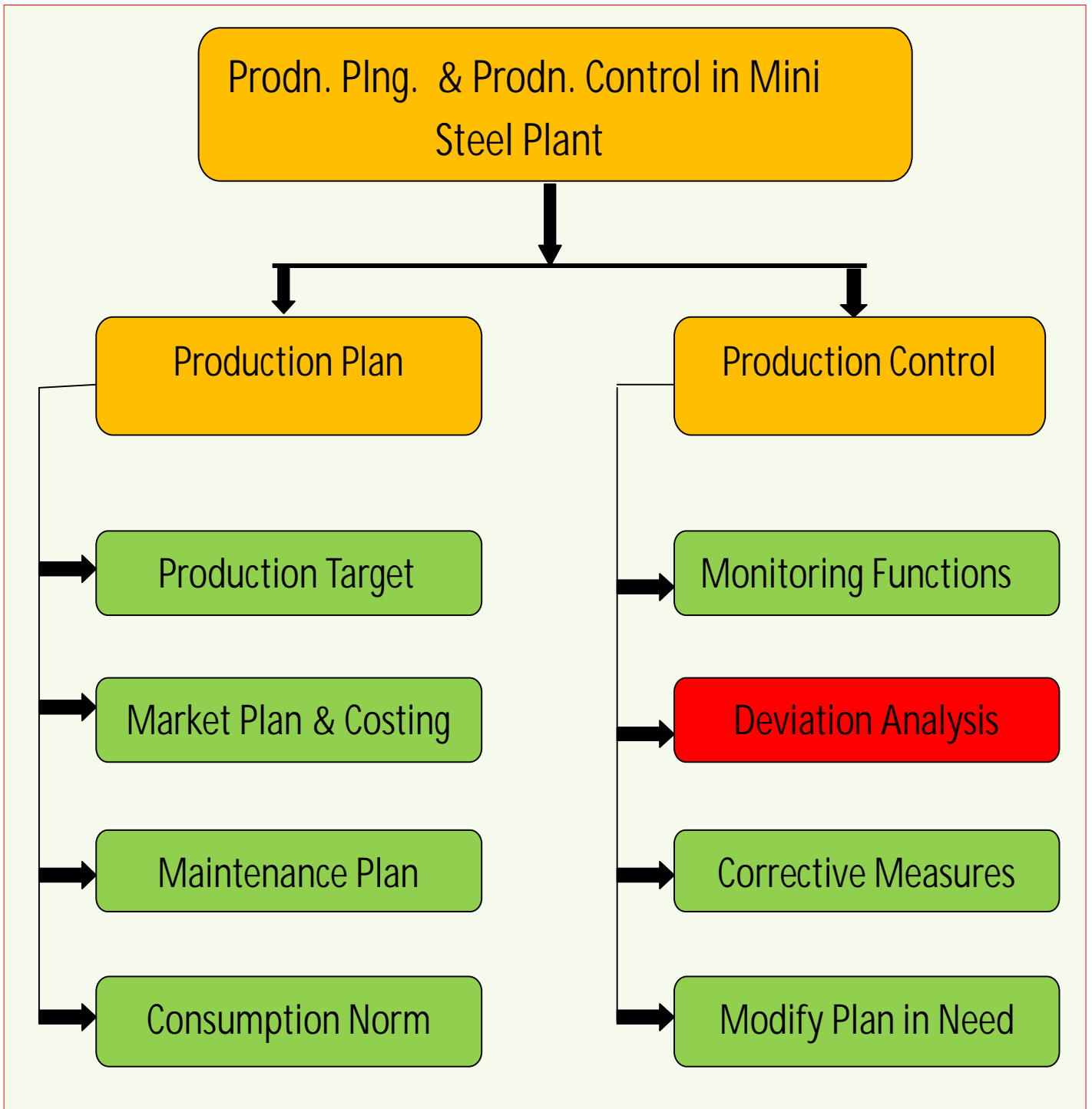
Production plan surfaces in steel making and processing systems at many units when significant cost and time are required to set up the production of melting and hot working both normal steel grades and difficult grades which cannot be lined up due to non-availability of refining facilities in grades like Cr-Mo-V, Cr-Mo-Ni-V grades, HSLA grades which require stringent quality requirements with very low level of S & P max 0.020, low level of residual or tramp elements, low inclusion level etc. for application in critical areas for critical parts. However, melters in some units confuse from presence of incidental elements are considered in alloy steels as Cr 0.30, Ni 0.40, Mo 0.15, V 0.05 unless otherwise specified.

The setup scheduling problem of planning such grades/ products involves decision for restriction of even cancelling order otherwise even accepted as a challenge lot of products may be accumulated as inventory due to non-acceptance by customers, many such product need to be reprocessed against non-priority customers where cost disadvantage may affect

company. It is therefore essential to jointly investigate setup scheduling and production policies in order to optimize the system performance measure of the failure-prone production planning system.

Production planning and set up plan in all the section and sub-section is the planning and

allocation of raw materials, workers deployment for completion of customer order within committed lead time as planned. Production plans are usually set by the production managers who supervise activities in the shop floor in consultation with the involved working personnel.



Ferrous Scrap as Charge Material: Mini steel plants as secondary steel producers are mostly located near customer /consumer markets & based mainly nearness to available re-source of steel/iron scrap, sponge iron, fe-alloys as furnace charge for producing different grades of steel in order to minimize transportation cost. The mini steel plant comprises of steel melting using induction furnace or electric arc furnace to melt scrap & sometimes mix of scrap and sponge iron/DRI; billet or bloom continuous casting machine to shape liquid steel as billets or blooms for further rolling of mainly long products e.g. light structural products like angle, channel, joist, wire & rod, TMT bar and also forging.

Steel scrap consists of discarded steel or steel products, generally segregated by composition and size or 'grade' suitable for melting. There are three main types of scrap which are used by the steel industry as feed stock. These are **(i) internal scrap, (ii) prompt scrap, and (iii) obsolete scrap**

Recycled steel scrap is available on the open market as a commodity and purchased periodically to ensure meeting overall production targets. Recycled steel scrap is used primarily in electric arc furnace (EAF) and induction furnace (IF) where it is blended with sponge iron and other steel scrap substitutes and melted, batch-wise, to produce steel that is cast into solid shapes as ingots or concast bloom/ billets which are rolled/ forged, treated, and shipped to customers. Producing families of steel grades with recycled steel scrap to meet customer requirements in a timely fashion is a key aspect of melt shop operation.

Purchased steel scrap is the most important feedstock material contributing significantly to

production costs. Steel scrap can be used in different proportions to achieve desired physical and chemical properties of the finished product in order to meet customer requirements. The economical use of recycled steel scrap is governed by many factors including the prevailing market price and availability from each scrap supplier and the content of constituents such as copper, tin, sulfur and phosphorus. Limiting or controlling the level of these constituents is of primary concern to meet requirements such as hardness and weld ability and to ensure that steel material properties are uniform across the cast piece. Since the price and quality of purchased scrap fluctuate, a periodic adjustment is required to the relative usage rate for each batch of steel made in a particular period of time. The determination of the steel scrap usage rates results in an optimization programming problem that seeks to minimize scrap purchase costs plus operating costs

Scrap Market: Since IFs in mini steel plants are only melting units scrap as feed stock where ferrous scrap is melted into crude steel in induction furnaces together with other iron carriers. With its positive environmentally relevant properties, steel scrap makes an important contribution to green steel production - and its importance in the steel production process will continue to grow in coming yeards. Technological conversions will increase the demand for scrap in the future, which will also produce steel and alloy steel of the highest quality when mixed with other iron carriers, ferro-alloys.

Primarily, the use of scrap metals conserves natural resources. Most metals can be recycled repeatedly, without degrading their properties. A scrap metal recycling facility is like an above-

ground mine, supplying raw material for steel production used by industries like construction, transportation and manufacturing industries. Steel scrap serves as the primary input into steelmaking through the electric arc furnace or induction furnace routes to the tune of 75 to even 100% requiring less energy compared to normal process route BF + BOF the classic blast furnace route.

Approximately 25 million metric tons of scrap are sourced through the local scrap dealers, and the remaining about 7 million metric tons imported from China, United States, United Arab Emirates, Saudi Arabia, Iraq, and other countries. The GoI has taken some major steps in the budget to boost the production of steel in India, such as removing duties on imports of scrap and clearing the Voluntary Vehicle Scrapping policy after end of life of items. As a result, scrap from steel, aluminum, and other ferrous and non-ferrous metals can be used again in the manufacturing of new products.

As the GoI works towards ambitious plans such as Self-Reliant India or “world's largest steel producer”, the consumption of ferrous scrap will increase in both the primary and secondary steel manufacturing segments, and is projected to reach approximately 75 million tons per annum by 2030.

Market Outlook: India was the world's second-largest steel producer with production standing at 106.5 MT in 2018. The growth in the Indian steel sector has been driven by domestic availability of raw materials such as iron ore and cost-effective labour. Consequently, the steel sector has been a major contributor to India's manufacturing output. The Indian steel industry is very modern with state-of-the-art steel mills. It

has always strived for continuous modernization and up-gradation of older plants and higher energy efficiency levels. Indian steel industries are classified into three categories such as major producers, main producers and secondary producers.

Steel demand in India is expected to grow above 7 per cent in the current as well as next year. The wide range of continuing infrastructure projects is likely to support growth in steel demand above 7 per cent in both 2019 and 2020." In developing economies in Asia, excluding China, the demand is expected to grow by 6.5 per cent and 6.4 per cent in 2019 and 2020. Rising population coupled with ever-increasing urbanization leads to rise in demand for infrastructure in emerging economies. There is rising demand for domestic and commercial buildings in China. This is accompanied with the rising industrial development caused due to infrastructural development in the region. India is an important emerging economy.

Furthermore, the region is characterized by substantial investment in the construction sector coupled with investment in the education and healthcare sector. Increasing industries are shaping the economy of this region. Economic development in the region has led to the construction of considerable number of bridges and roads that point toward better quality infrastructure. Therefore, infrastructural development increases demand for steel long products, as these products help strengthen structural integrity.

Steel long products are able to absorb extra heat energy and can offer better stability in case of extreme weather conditions. These factors help to strengthen the building and other construction,

thus triggering the expansion of the global steel product industry. Increase in pollution causes frequent and sudden change in the climate, which increases the possibility of natural calamities. This, in turn, increases the need for better quality construction, thus boosting the prospects of the steel long products market during the forecast period.

Depending on product demand and future growth, market planning is the process of organizing and defining the aims of mini steel plant for developing strategies and tactics to achieve them keeping in mind the profitability. Realistic marketing plan should consist of the company's value proposition, information regarding its target market or customers, a comparative positioning of its competitors in the market, promotion strategies, distribution channels, and budget allocated for the plan involving all concerned teams in the organization to have unit's marketing plan.

Market Planning: The first stage of market planning involves sales projections of produced steel products like either ingot or forgings or rolled products and evaluations of past promotional activities to assess their effectiveness. The process of analyzing a product enables a company to identify which areas of the plan should carry a heavier focus or which areas should be adjusted or which area or product to be given less attention. The analysis not only involves evaluating the company's competitive position in its respective market but also considering how to implement new strategies for achieving its business goals. The second stage is to organize marketing objectives and strategies. It is crucial here to establish the relationships between the proposed activities so the plan can be carried out efficiently. Although

there are a number of marketing planning concepts to be considered, the following are a few important aspects that should be included:

Target market vis-a vis Market Segmentation:

The crucial subject is the control of market by organizations either domestic product or export product relating to lead time, product cost and quality which is not given enough attention while mini steel plants plan for execution in production. All areas are to be equally examined jointly. Market segmentation involves assessing the whole population that could be potential customers of unit's product and then segmenting customers/ user industries on varying criteria.

After the market has been segmented, the production unit has to choose the customers based on clearance for confirmation of immediate supply or future supply quantum which will help steel units to plan properly even recasting or adjusting production within the budget. This segment then forms plant's target market may be few industries in auto sector. It is generally recommended for steel production units to have one target market and then a few secondary ones which are well fitted with production line matching with budgeted production.

To illustrate, a company that sells colored contacts may have a primary target market of makeup artists in the film and theater industry. However, they may find that there is significant revenue to be found in entering more mainstream channels and marketing to women in their twenties who wish to experiment with new eye colors on special occasions. They would then spend the majority of their resources marketing to their primary target market, but also allocate some marketing budget to the latter

segment for additional revenue. The main reason why market segmentation and targeting is important is that a company should always be focusing its resources on the most profitable group of customers, so knowing which group that is, is a prerequisite.

The producing companies always need also uninterrupted supplies of both high or low value raw materials – bridging between demand & supply for spare parts and services from the suppliers. Purchase Planning is necessary process in Inventory management software, where the purchase manager is responsible for all the requisition related to stock in warehouses. The major issues involved during the purchasing procedure is source, price, quantity, quality, time bound and location. If the purchasing task is pursued then inventory is not limited. But if not pursued properly, then the company's survival is difficult. Planning typically takes place as a component of the budgeting process, where the inventory needed to operate the business properly and to control the cost of the goods with suppliers.

Importance of Purchase Planning of mini steel plants: As we all know about the complex functioning of Inventory software, where the requirement is of purchase planning, approaching the suppliers to purchase raw materials on an interval basis. Here the purchase department to be very particular while procuring the materials, which are not regularly in use, not to be sourced and make unnecessary dead stock. Maintaining the trustworthy suppliers who can be with the steel maker and helping the sufficient supply as and when required. Purchase planning allows manufacturing or trading units to fulfill continuous work orders timely issued by indenters. Effective purchase

planning can reduce the overall purchase plan, cost and warehouse. Stock keeping cost plays an important role to run & manage a modern warehouse.

Purchase of the products for conversion of output from input by production are carried out based on regular consumption in mini steel plant. The stocks are maintained in the inventory control software for regular checking of availability. Planning of stock is the act of developing a guide for the design and production of a given product helping organizations in continuing smooth production in efficient ways. Production planning originated to optimize the manufacturing process, and today its general logic is applied in various forms to design, production and delivery of software as well.

Production planning is important at all stages in production process because it creates [an](#) efficient process according to customer and organizational needs. It optimizes both customer-dependent processes -- such as on-time delivery -- and customer-independent processes, such as production cycle time.

A good production plan minimizes lead time, which is the amount of time that passes between the placing of an order, production and delivery of that order. Depending on the company and the type of production planning necessary, the definition of lead time varies slightly. In supply chain management, for example, lead time includes the amount of time it takes for items dispatched from a supplier. This should be included in the lead time because the production unit needs to know when such item/ parts will arrive at plant to properly execute the order better known as material requirements planning ([MRP](#)).

Requirement Estimation for Production: The production planning process involves the following steps:

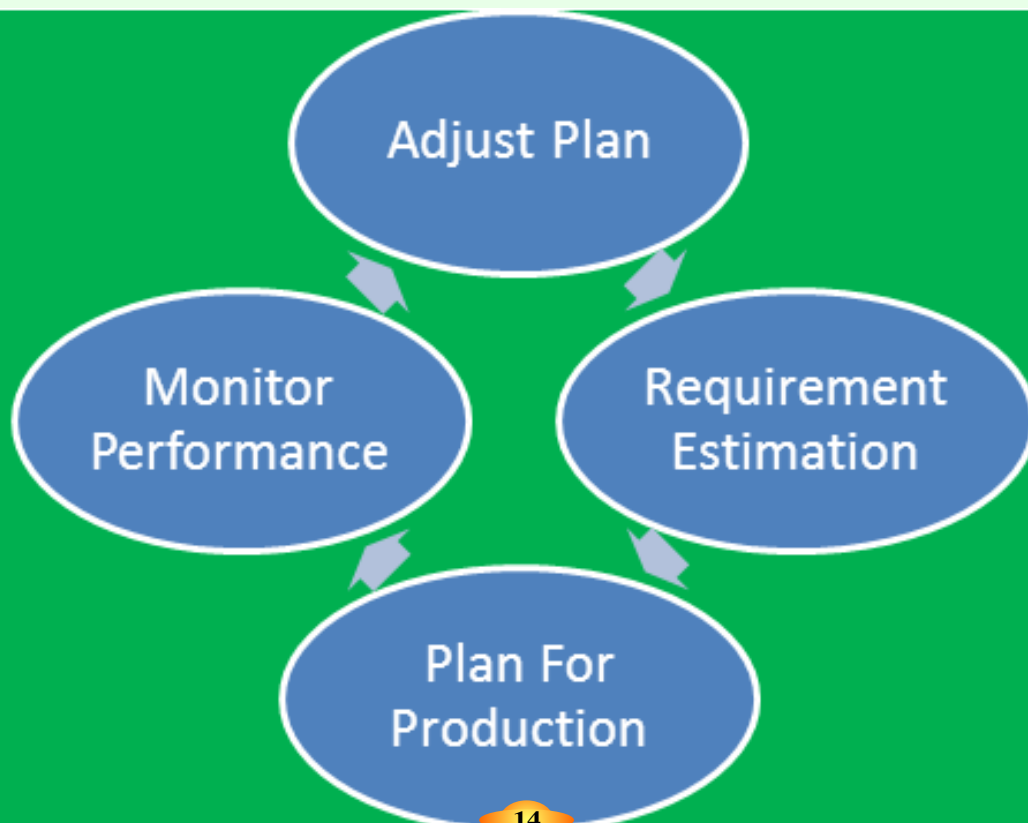
- A. Requirement Estimation and Production Plan – Rough assessment of items needed to execute any order in quantity considering cost, quality and arrival time as generated by combining analysis of historical production trends and availability from the market.

It involves accounting for the resources in hand and exploring ways to most Effectively.

- B. Choice of Option – Decision to be taken based on selection criteria related to best of unit's standard considering cost and time efficient supply.

- C. Performance Monitoring & Evaluation – In the planning and production process performance of suppliers vis-a-vis effect on production quality of product and product output cost are to be monitored and evaluated. companies monitor what is happening compared to what should be happening according to the plan, and evaluate how well those two match up.

- D. Adjusting Plan – Planning and Production schedule may have to be adjusted in case of any priority order or any suspension / cancellation/ deferring of any bulk order which involves altering the plan so that changed/ adjusted plans meet customer need in more efficiently and are more successful in order execution.



Types of production planning: There are many types of production planning depending upon the processing equipment, availability of raw material i.e supplier base and customer base etc. focusing on various particulars of the production process.

- A. Master Production Schedule (MPS) – For bult quantity order, small order, Easy processing, difficult processing.
- B. Material Requirements Planning – For production planning, scheduling and inventory control ensuring keeping safe inventory.
- C. Purchase/ Procurement activities - For manual or computer baked action.
- D. Capacity Planning – For determining the varying capacity of plant in changing situation.

- E. Operational Manpower Planning – For demand fluctuation, manpower adjustment is necessary taking confidence of workers i.e. proper manpower & equipment utilization in bes possible ways.

However, all direct and indirect activities in mini steel plant are to be integrated for maximizing productivity giving attention to make unit as Profit making.

Conclusion: Regular Monitoring of all related activities in mini steel plant to achieve success is possible by regularly monitoring of productivity, quality and improving operational efficiency of production process to get the most from available resources. Leadership style of management group and support help in motivating employees to meet set targets which are carefully prepared so that production speeds and costs don't increase at the expense of quality.

To,
Shri Arvind Nautiyal
Member Secretary
Commission for Air Quality Management
17th Floor, Jawahar Vyapar Bhawan,
(STC Building), Tolstoy Marg,
New Delhi – 110001

Sub: Request to review Direction No. 54, 57 and 66 towards usage of DG Sets under GRAP

Dear Sir,

We would like to inform you that, our members are largely involved in producing high quality “**GREEN STEEL**” through recycling process of scrap thereby playing a major role in “**CIRCULAR ECONOMY**” and also reducing **CARBON FOOTPRINT** drastically by not using coke / coal as reducing agent as used by the primary producers.

At the outset, we highly appreciate the efforts and steps undertaken by the Hon'ble Air commission in addressing environment concerns in the NCR region.

Further, we take this opportunity to draw your kind attention towards directions issued from your esteemed office with regard to usage of DG sets under GRAP as mentioned in the directions number 54, 57 and 66. Please find below our submissions in regard to the same:

1. Steel manufactured by our members through Induction Furnace is by adopting a process of Induction heating, whereby the “EDDY Currents” generated through Induction “Copper Coil” generate heat to melt solid steel scrap to molten steel, which is further casted in moulds / continuous casting machine.
2. Electricity is the main source of energy / fuel in such plants.
3. D.G Sets can't be used to carry out such production process, as the process is very power intensive and is only economically viable to run on GRID Power.
4. DG Sets are only used to meet out emergencies / exigencies' situation in case of power failure.
5. It is utmost important to maintain water supply through copper coils, to keep it cooled, else it may get distorted due to high volume and temperature of molten metal it holds. Please note that the melting point of copper is approx. 400 C -500 C lesser than steel.

If the same is not maintained, puncture / damage of copper coils may lead to an explosion, resulting from chemical reaction of molten steel inside the furnace reacting with the water flowing inside the coil.

6. At a normal level of operation, Copper coils take typically require about 7 to 8 hours to cool down, post tapping of molten metal from the Induction Furnace.
7. Further, the tapped molten metal (at about 1700 C) requires 2 -3 hours to casting time.
8. Liquid metal is tapped at about 1700 C into ladles, which is further taken into CCM Machines. In the absence of power or a complete "black-out" situation, liquid steel at such high volume & temperature, may pose serious safety concerns.

In view of the above, we humbly request you for the following-

1. Allow such industries that deal in Liquid metal to operate DG sets (in case of grid failure) for a period of 8 hours till the time the liquid metal is casted / Coils of the furnace are cooled down.

The restrictive usage of 1 / 2 hours as currently imposed will not be sufficient to meet out above safety parameters.

2. We assure that the purpose of extended usage of DG sets as requested for is only for safety of manpower and equipment's, and not carry out any additional production.
3. Such permissions may only be granted to steel units having involvement of liquid metal, as a part of their production process.

Considering the risks involved and also the fact that such furnaces in routine operations do not use any other fuel, unlike most other industrial processes and also the fact that occurrence/ need for such elongated usage may only occur in the event of extended power failure from the grid.

We hope you will accord suitable amendments to directions, covering above industrial processes

We will be highly obliged, if you very kindly give us an appointment for meeting with you at your office on a suitable date and time so that we can brief you about issue.

Hope our request is duly considered by you

Thanks & Regards

Kamal Aggarwal
(Hon. Secretary General)

Steel Sector News

India: Crude steel output rises in Aug; prices may stay under pressure in short term

Mills raised production which allowed prices to dip, disbalancing the supply-demand ratio once more. Demand is moderate amid stalled exports and traders are keen to restock as monsoon recedes.

Production

India's crude steel production went up a provisional 7% m-o-m in August to 10.26 million tonnes (mnt) compared to 9.56 mnt in July as most tier-1 mills returned from maintenance shutdowns. However, this created a little imbalance in the supply-demand ratio, which pressured prices.

Demand: Although mills are sitting on inventory, there is restocking demand at the trade level on the back of need-based procurement, especially in longs. This is expect to increase as the rains recede. However, SteelMint learnt, with traders are keen to restock in flats too in the hope that demand will pick up post-monsoon. The price fall is less sharp in flats now and this is rekindling re-stocking hopes.

Prices: There is scope for prices to drop further from the current levels since raw material prices have corrected. Coking coal can show an upward inclination because of weather issues in Australia which will pressure supplies. On the other hand, demand is likely to stay down as mills across the globe shut facilities or cut down production.

Russian coal cargoes booked by sponge makers will help reduce the coal costs of these players. This will help longs prices to remain stable or firm.

Iron ore prices are decreasing as supply tightness is easing. Globally, prices of this material may stay depressed amid subdued demand from China and Europe.

Exports: Overseas sales have been stalled thanks to the 15% duty and slump in export demand. Although mills tried to work around the tax by resorting to boron-added hot rolled coils, these had few takers.

India's steel exports are down 46% over April-July, 2022 against the same period in FY2021-22 while Q1 has seen a 34% drop over the year-ago quarter.

There are rumours the duty may be lifted soon but there have been no such indications from the government yet. Even if the duty is rolled back, there will be no immediate impact because recession, currency depreciation and high energy prices have dampened demand globally.

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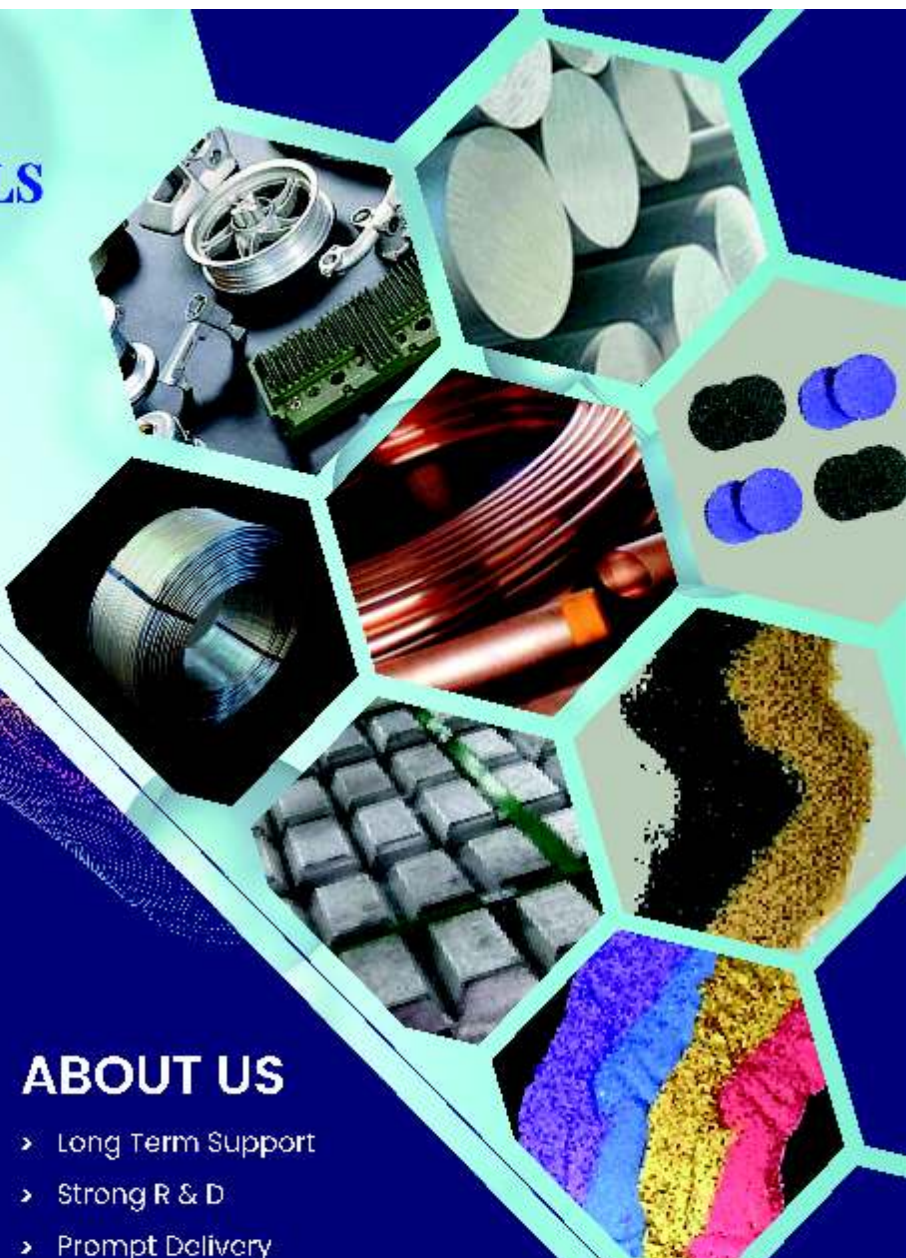


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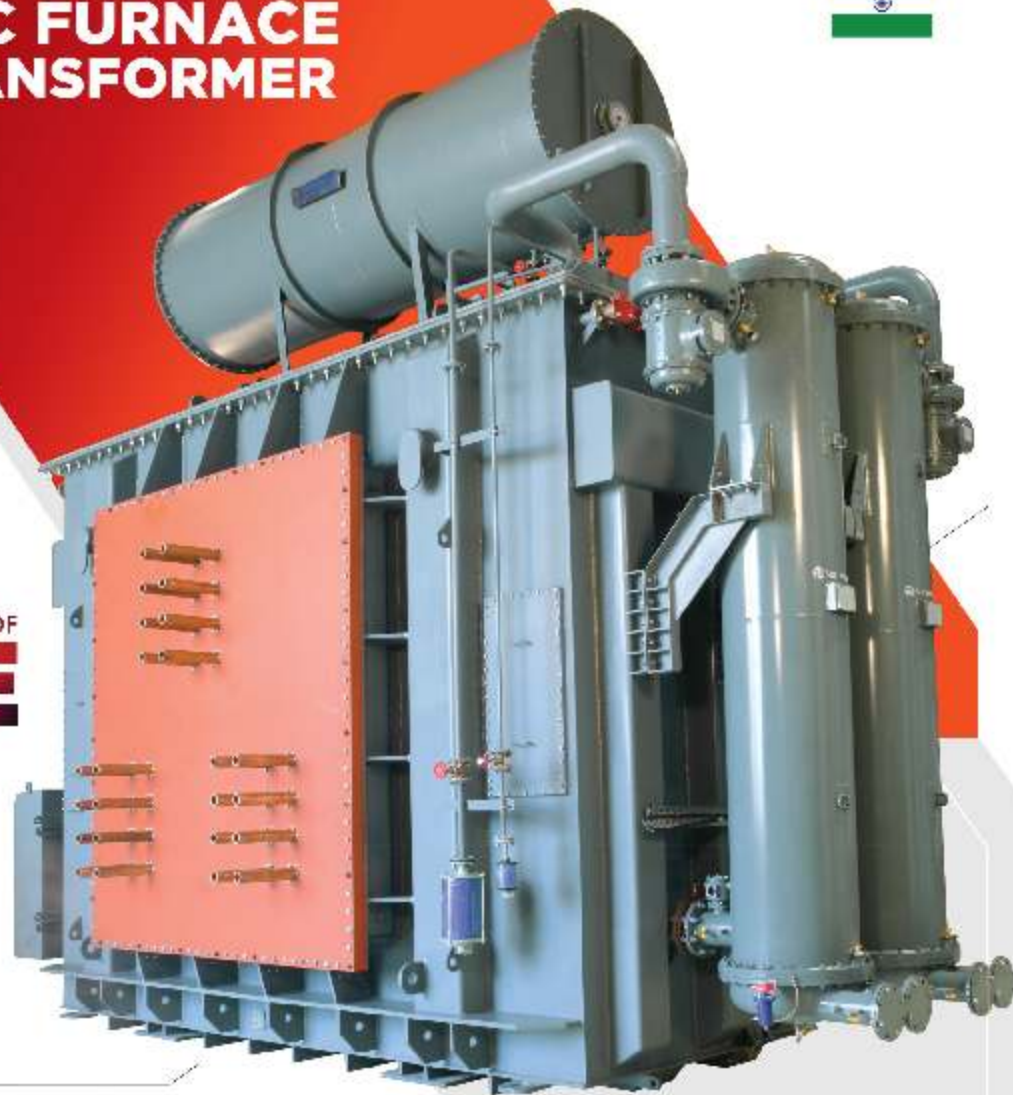


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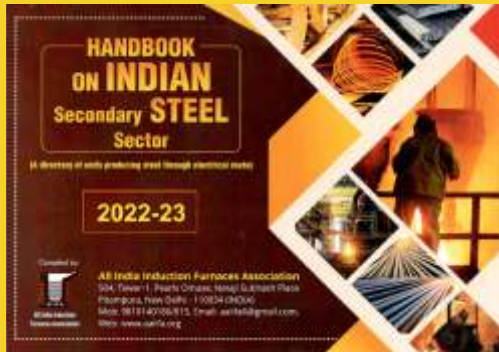
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