

GLOBAL FEATURES

Disseminating Information Across The Globe

Incorporating

Global Technologies

Your Window To The Tech and Startup World

Global Destinations

A Guide To The World of MICE and Tourism

• InnoTrans, Berlin • RENMAKCH • Efftronics • Konkan Railway • SRM University



Empowering Readers: Our Most Precious Asset

“Our focus is on quality, innovation, and customer satisfaction”

RENMAKCH India Pvt. Ltd has already created a niche for itself for maintenance of critical railway machines globally. I was surprised to know that **Neelesh Dixit, MD, RENMAKCH India Pvt. Ltd.**, completed his Mechanical Engineering in 1995 and established his own business within a few months - in January 1996. He was conferred with several awards - the Prestigious “Rail Analysis” Award for “Innovation in Testing Systems” in 2019, Special Appreciation Award for “Achievement in Services to Railways” in 2020, Business Excellence Award at the MAHABIZ 2024 in Dubai, etc. In an exclusive interview this dynamic and innovative entrepreneur spoke about his company and their participation at innoTrans 2024.

What was idea behind creating RENMAKCH?

RENMAKCH was established for the purpose of supporting the Industry as a Comprehensive Solution Provider, in the field of maintenance services (repairs, reconditioning, modifications, retrofitting, automation, annual maintenance contracts, etc.), customised solutions to Industry needs, with high level of technical and reliable support.

You have always stressed on "Make in India". Can you elaborate?

India has been importing machines and equipment for almost all the industries since many decades. These imports involved many complications like; trade in foreign currencies, high shipment costs, high transport risks, high lead times for imports, high import duties. Indian Govt. introduced the Make in India Policy in 2017 to make the Indian Industry Atmanirbhar (self-reliant) which in turn would minimise the imports and increase job opportunities for the Indian youth.

We at RENMAKCH, were one of the first companies to adapt the Make in India Policy, by convincing our European Partners for Transfer of Technology and to contribute significantly in the Indian Govt.'s initiatives, with great success, which makes us and the country proud.

What verticals do you cater to?

We have two main earning verticals in our company; Manufacturing and Service. The Manufacturing vertical is subdivided into Fabrication, Machining, Assembly, Testing & Commissioning and the Service vertical is subdivided into Design & Interface, Installation, Testing, Commissioning & Training on site, Warranty Maintenance and Post Warranty Annual Maintenance Contracts.



Both the verticals are for the purpose of supporting various industry segments like; Railways, Metros, High Speed Rail, Defence, Shipping, Automobile, Electrical, Irrigation, etc.

Could you brief us on your range of services and solutions?

Our range of solutions for the Railway, Metro and High Speed Rail segments include; Design, Manufacturing, Supply, Installation, Commissioning, Testing and Comprehensive Annual Maintenance Contracts of Workshop / Depot Equipment like; Synchronised Mobile Lifting Jacks, Bogie Turn Tables, Pit Jacks, Roof Working Platforms, Battery Operated Rail Cum Road Shunters, Bogie Testing Machines, Spring testing Machines, Damper Testing Machines, Wheel & Rail Profile Measuring Systems, Painting Plants, Shot Blasting Plants, Drying Ovens, EOT Cranes, Jib Cranes, Goliath Cranes, Traversers and other similar customised solutions for Manufacturing, Fabrication, Maintenance and Testing Applications in these segments.

What about your technology expertise and manufacturing set up?

We have been in the field of Maintenance Services since the inception of our company in 1996. This journey of almost three decades has taken us through the channels of almost all technological aspects like; Mechanical, Electrical, Electronics, Hydraulics, Pneumatics and Automation. The opportunities we came across through our experience journey, helped us to strengthen our domains in these core engineering aspects, which in turn is helping us in great ways in supporting the customer requirements with high level of competency.

Our Manufacturing setup includes four factories and one raw material storage yard at Atgaon on Mumbai Nasik Highway, about 70 Km from Mumbai. We have State-Of-The-Art in-house manufacturing facilities which include; Fabrication Machinery & Equipment, Machine Shop (for Turning, Milling, Drilling, Cutting, etc.), Material Handling Facilities, Quality Control / Inspection Facilities, Assembly Shop, Load Test Facilities, Test Track, etc. and lot of scope for expansion. Facilities in our nearby vicinity include surface finishing operations like shot blasting, painting, powder coating, galvanising, etc., as per the customer needs.

Our experience, core strengths, state-of-the-art infrastructure facilities and resources, have made us one of the leading comprehensive solution providers in our domain in India.



Can you elaborate on some ambitious projects?

Infrastructure development is at its peak in India and growing rapidly. Business opportunities in every segment have been growing significantly. Introduction of Vande Bharat Trains in Indian Railways, has generated the immediate need for modernisation of old railway workshops and equipping them with the latest technologies for maintenance, testing and condition monitoring. Similarly, introduction of Metro Rail transport systems in metropolitan and two tier cities is taking pace. These ambitious projects demand train maintenance depots for each line. These infrastructure initiatives have increased the demand for state-of-the-art depot equipment and training facilities.



Who and what type are your major customers both in India and abroad?

As far our Railway and Metro business vertical is concerned, Indian Railways has been our client since the beginning. We also cater to almost all the Metro Railways of India - Delhi Metro, Mumbai Metro, Bangalore Metro, Chennai Metro, Kolkata Metro, Nagpur Metro, Pune Metro, Gujarat Metro, etc.

Though we have yet to start exporting to foreign countries from India, its now under process and we will start exporting soon. Our target is to export to South East Asian Countries, Middle East and America.

Training is vital for any organization. How does RENMAKCH fulfil these needs?

Training of our staff has been our regular initiative, be it technical or general. We have Internal and external faculties who conduct the trainings regularly. The specific desired curriculum / courses are planned and designed based on the detailed analysis of our internal requirements.

The technical training courses which are imparted regularly are for developing the skills in; Fabrication (Welding, Gas Cutting, Profile Cutting, etc.), Machining (Turning, Milling, Drilling, Tapping, etc.), Fitting (Dismantling & Assembly), Electrical Panel Assembly, Material Handling, Quality Control & Metrology, Industrial Safety, General Behaviour, Manners & Etiquettes, etc.

These periodic trainings help us in increasing and sustaining our core strengths and have also been very effective in getting various international standard certifications like EN 15085, ISO 3834, ISO 9001, etc.

What is the main reason for participating at InnoTrans and other global events?

I have been visiting InnoTrans since almost 15 years now. The main purpose is to support our European partners on their Booths located in Hall No. 22 / 23, for catering to the visitors from India or nearby countries.

Subsequently getting a feel of latest technological and innovation is the key takeaway from the event. It is the biggest exhibition event of the Transportation & Mobility Industry and cannot be missed.

I also make it a point to participate in other global events related to the Railway, Metro and High Speed Rail industry, mainly in Malaysia, Thailand, Abu Dhabi, Dubai, etc. We actively participate in the IREE Exhibition which is the biggest event for the Railway industry in India.

Where do you see RENMAKCH in the next 3 years?

RENMAKCH is poised for success in the industrial machinery and after-sales services market, with a clear path to achieving our ambitious financial goals. We are committed to delivering value to our customers, shareholders, and employees, and we look forward to the journey ahead. We will strive to become a leading player in the manufacturing and after-sales services industry. Our focus is on quality, innovation, and customer satisfaction. Thus we are confident that we can achieve our goal and deliver value to our investors, customers, and stakeholders.

RENMAKCH plans to position its brand as a leader in the depot equipment market by highlighting the unique features and benefits of its products. The company will communicate its competitive advantages to potential customers through targeted marketing strategies, including digital advertising, trade shows, and industry publications.

Overall, RENMAKCH will use a multi-faceted approach to communicate its competitive advantages, aiming to position itself as the preferred choice for depot equipment among potential customers.

