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2026



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and Houseware Market

VOLUME

101

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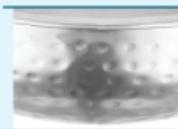
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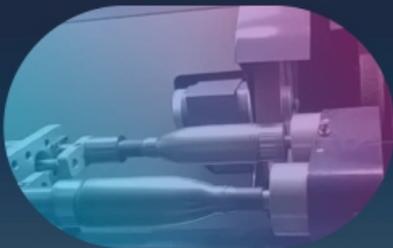
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Editor-in-Chief & Proprietor
R. L. Choudhary

Co-Editor & Marketing Head
Mangal Chaudhary
+91-9879000342

Advisor
Hitendra Bhalaria

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2nd Floor, Nirmal Tower,
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Office Tel
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भारत में किचनवेयर व हाउसवेयर स्टार्टअप की अपार संभावनाएँ

प्रिय उद्यमियों

आप सभी को नववर्ष की शुभकामनाएँ !

भारत में स्टार्टअप इंडिया पहल के बाद किचनवेयर और हाउसवेयर उद्योग एक आकर्षक व्यावसायिक अवसर के रूप में उभरा है। देश की विशाल आबादी, नए घरों का निर्माण, शादियाँ और त्योहार इस सेक्टर में निरंतर मांग बनाए रखते हैं। विशेष रूप से स्टेनलेस स्टील किचनवेयर, स्वास्थ्य, टिकाऊपन और भारतीय खाना पकाने की आवश्यकताओं के कारण सबसे अधिक पसंद किया जाता है। यह उद्योग अब केवल आवश्यकता तक सीमित नहीं रहा, बल्कि लाइफस्टाइल और ब्रांड वैल्यू से भी गहराई से जुड़ चुका है। कम पूंजी में शुरुआत, स्थिर कैश फ्लो, ऑनलाइन-ऑफलाइन बिक्री के अवसर और सरकारी योजनाओं के सहयोग से इस क्षेत्र में स्टार्टअप के लिए तेजी से विकास की अपार संभावनाएँ मौजूद हैं।

इसी क्रम में, स्टील मार्केट इन्फो अपने उद्देश्य को आगे बढ़ाते हुए 4-6 जुलाई 2026 को चेन्नई में आयोजित 16वाँ इंडियन हाउसवेयर शो प्रस्तुत कर रहा है, जो आपके उत्पादों को देश-विदेश से आने वाले हजारों ट्रेड विज़िटर्स तक पहुँचाने का एक उत्कृष्ट अवसर है। स्टील मार्केट इन्फो पिछले 26 वर्षों से व्यापारिक समुदाय को जोड़ते हुए व्यवसाय की तेज़ प्रगति के लिए एक सशक्त मंच प्रदान करता आ रहा है।

Dear Entrepreneurs,

Wishing you all a Happy New Year!

Following the Startup India initiative, the kitchenware and houseware industry in India has emerged as an attractive business opportunity. The country's large population, construction of new homes, weddings, and festive occasions ensure consistent demand in this sector. In particular, stainless steel kitchenware is the most preferred choice due to its health benefits, durability, and suitability for Indian cooking requirements.

This industry is no longer limited to basic necessity; it has evolved into a segment closely linked with lifestyle and brand value. With low initial investment, steady cash flow, opportunities in both online and offline sales, and support from government schemes, the sector offers immense growth potential for startups.

In this context, Steel Market Info, furthering its mission, is organizing the 16th Indian Houseware Show from 4-6 July 2026 in Chennai. The show provides an excellent platform to showcase your products to thousands of trade visitors from India and abroad. For the past 26 years, Steel Market Info has been connecting the business community and offering a strong platform for accelerated business growth.

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दुनिया में व्यवसाय/व्यापार वस्तुओं की ओर सेवाओं के आदान-प्रदान से हुआ, जो वस्तु-विनिमय से (Barter System) से शुरू होकर मुद्रा के अविष्कार के साथ विकसित हुआ। सिंधु घाटी सभ्यता और मेसोपोटामिया जैसी प्राचीन सभ्यताओं में इसकी शुरुआती रूप देखे गये जहां हडप्पा और बेबीलोन जैसे शहर व्यापार के महत्वपूर्ण केन्द्र बन गये थे और धीरे-धीरे अनुबन्ध, ऋण व बही-खाता (Accounting) जैसी प्रणाली विकसित हुई थी।

भारत में युवाओं में नौकरी पाने की होड़ से नौकरी देने वाली सोच का उजागर करने के लिए सरकार ने एक योजना चालू की गई जिस में अपने नये व्यापार को प्रारम्भ करने के लिए प्रोत्साहन ऋण राशि की भी सुविधा प्रदान करने का निर्णय लिया गया। इस योजना का नामकरण **“स्टार्टअप”** रखा गया। आये आगे हम इसको विस्तार से जानते हैं।

स्टार्टअप (Startup) एक शुरुआती चरण है जो कि कंपनी या

व्यवसाय का होता है, जिसे एक या अधिक उद्यमियों द्वारा किसी अनोखे प्रोडक्ट या सर्विस को बाजार में लाने के लिए शुरू किया जाता है, जिसका लक्ष्य तेजी से बढ़ना और किसी समस्या का हल करना होता है, और अक्सर यह टेक्नोलॉजी आधारित होता है और इसमें भारी निवेश व जोखिम शामिल होता है।

भारत सरकार के अनुसार भारत सरकार के उद्योग और आंतरिक व्यापार संवर्द्धन विभाग (DPIIT) के अनुसार एक इकाई को स्टार्टअप तब माना जाता है जब वह कुछ शर्तों को पूरा करती है, जैसे कि 10 साल से कम पुरानी हो, वार्षिक कारोबार 100 करोड. से कम हो और वह नवाचार, विकास या सुधार पर काम कर रही हो।

भारत में इस महत्वपूर्ण योजना को पूर्व वित्त मंत्री श्री अरुण जेटली ने 16 जनवरी 2016 को बैंक वित्तीय प्रदान करके स्टार्टअप के उद्देश्य से शुरुआत की गई थी।

भारत में राष्ट्रीय स्टार्टअप दिवस (National Startup Day) हर साल 16 जनवरी को मनाया जाता है, जिसे प्रधानमंत्री नरेंद्र मोदी ने 2022 में "स्टार्टअप इंडिया" पहल की वर्षगाँठ पर घोषित किया था। यह दिन उद्यमिता, नवाचार और देश की अर्थव्यवस्था में स्टार्टअप के योगदान को बढ़ावा देने, उनकी उपलब्धियों को पहचानने और भविष्य के लिए योजना बनाने के लिए मनाया जाता है। इस अवसर पर अक्सर "स्टार्टअप इंडिया इनोवेशन वीक" जैसे कार्यक्रम भी आयोजित किए जाते हैं, जिसमें उद्यमियों, निवेशकों और नीति निर्माताओं को एक मंच पर लाया जाता है।



स्टार्टअप कई प्रकार के होते हैं, जिनमें मुख्य रूप से स्केलेबल स्टार्टअप (उच्च लाइफस्टाइल क्षमता वाली टेक कंपनियाँ), छोटे व्यवसाय स्टार्टअप (स्थानीय कैफे, स्टोर), लाइफस्टाइल स्टार्टअप (संस्थापक के जुनून पर आधारित), खरीद योग्य स्टार्टअप (बड़ी कंपनियों को बेचने के लिए), और सामाजिक स्टार्टअप (सामाजिक समस्याओं का समाधान) शामिल हैं।

भारत की 140 करोड़ से अधिक आबादी वाले घरों, होटल, रेस्टोरेन्ट एवं कैन्टीन में रसोई सबसे महत्वपूर्ण स्थान है। औसतन हर परिवार सालाना 15,000 से 20,000 रुपये तक का किचनवेयर और हाउसवेयर पर खर्च करता है। हर साल 2 करोड़ नए घर और 1.5 करोड़ विवाह से मांग स्थिर रहती है और साथ गिफ्टिंग और फेस्टिवल



विशेष रूप से **स्टेनलेस स्टील किचनवेयर**, जो दशकों से भारतीय रसोई का अभिन्न हिस्सा रहा है, अब प्रीमियम डिजाइन, फूड-ग्रेड सेफ्टी और वैश्विक मांग के कारण **स्टार्टअप अवसरों का केंद्र बन चुका है।**

सीजन में 40 से 50 प्रतिशत बिक्री बढ़ जाती है। कैश फ्लो हमेशा सकारात्मक रहता है।

भारत में किचनवेयर और हाउसवेयर उद्योग अब केवल घरेलू उपयोग तक सीमित नहीं रहा, बल्कि यह लाइफस्टाइल, स्वास्थ्य, डिजाइन, टिकाऊपन (Sustainability) और ब्रांड वैल्यू से जुड़ा एक तेजी से बढ़ता हुआ सेक्टर बन चुका है। बदलती जीवनशैली, शहरीकरण, महिलाओं की कार्यबल में बढ़ती भागीदारी, ई-कॉमर्स का विस्तार और "मेड इन इंडिया" पहल ने इस उद्योग को स्टार्टअप के लिए अत्यंत आकर्षक बना दिया है।

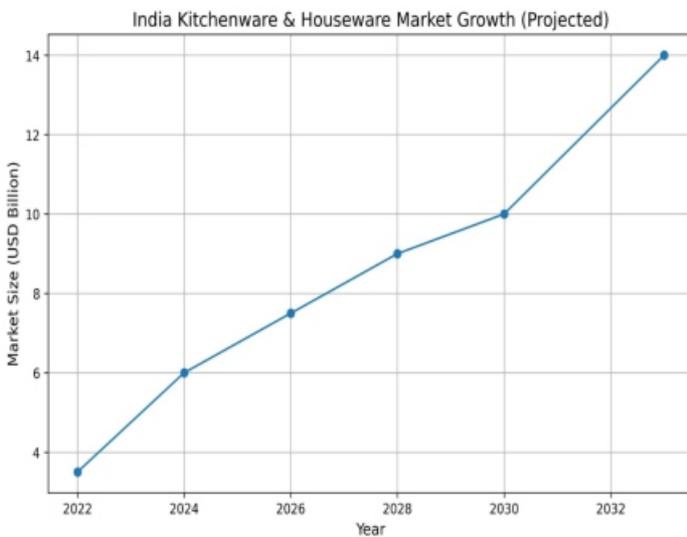


1. भारतीय किचनवेयर एवं हाउसवेयर बाजार का आकार और वृद्धि

- कुल किचनवेयर + हाउसवेयर बाजार (2024-25) : ₹62,000-₹68,000 करोड़, स्टेनलेस स्टील किचनवेयर का हिस्सा: ₹38,000-₹42,500 करोड़ (60-65%), वार्षिक वृद्धि दर (CAGR) : 11-13%

ऑनलाइन बिक्री का योगदान:-

2024-32%, 2025 (अनुमानित)-40%, ऑफलाइन बाजार -70% (अब भी मजबूत)



2. स्टेनलेस स्टील किचनवेयर: भारतीय बाजार की रीढ़

- (क) स्वास्थ्य और सुरक्षा, नॉन-रिएक्टिव और फूड-ग्रेड मटेरियल केमिकल-फ्री और BIS प्रमाणित विकल्प लगभग 80% उपभोक्ता स्टेनलेस स्टील को सबसे सुरक्षित मानते हैं।
- (ख) टिकाऊपन और दीर्घायु लंबे समय तक उपयोग योग्य 100% रिसाइक्लेबल जंग और क्षरण-प्रतिरोधी उत्पाद की कोई Epiry नहीं।
- (ग) भारतीय खाना पकाने के अनुकूल हाई-हीट कुकिंग, तड़का, उबाल और तलने के लिए उपयुक्त इंडक्शन कुकटॉप की बढ़ती लोकप्रियता के साथ पूर्ण संगत।
- (घ) सांस्कृतिक स्वीकार्यता पीढ़ियों से भारतीय रसोई का हिस्सा विवाह, गृह प्रवेश और त्योहारों में लोकप्रिय गिफ्टिंग विकल्प है।

3. प्रमुख उत्पाद श्रेणियाँ कुकवेयर कढ़ाही, पतीला, तवा ट्राई-प्लाइ और मल्टी-प्लाइ कुकवेयर, इंडक्शन-कम्पैटिबल रेंज टेबलवेयर थाली, प्लेट, कटोरी स्टील ग्लास, पलास्क, टिफिन स्टोरेज सॉल्यूशन्स एयरटाइट कंटेनर मसाला बॉक्स अनाज एवं दाल भंडारण यूनिट किचन टूल्स करछुल, झारा, छलनी डोसा पलटा, सर्विंग स्पून प्रीमियम एवं कस्टमाइज्ड रेंज मैट/ब्रशड फिनिश लेजर एन्ग्रेविंग गिफ्टिंग और कॉर्पोरेट कस्टमाइजेशन।



4. स्टार्टअप्स के लिए आकर्षक बिजनेस मॉडल

- D2C** **1. डायरेक्ट-टू-कंज्यूमर (D2C):** वेबसाइट + ई-कॉमर्स प्लेटफॉर्म, 30-50% मार्जिन, कॉम्बो पैक (₹999-₹1499) सबसे अधिक बिकने वाला मॉडल।
- OEM** **2. OEM / ODM मॉडल:** बड़े ब्रांड्स के लिए मैन्युफैक्चरिंग MSME और क्लस्टर आधारित यूनिट्स के लिए उपयुक्त स्थिर और कम-जोखिम राजस्व।
- B2B** **3. B2B और HORECA:** होटल, रेस्तरां, कैटरिंग और क्लाउड किचन बड़े वॉल्यूम ऑर्डर।
- EOM** **4. निर्यात (Export-Oriented Model):** मिडिल ईस्ट, अफ्रीका, यूरोप और अमेरिका "Made in India" स्टील प्रोडक्ट्स की मजबूत वैश्विक मांग।

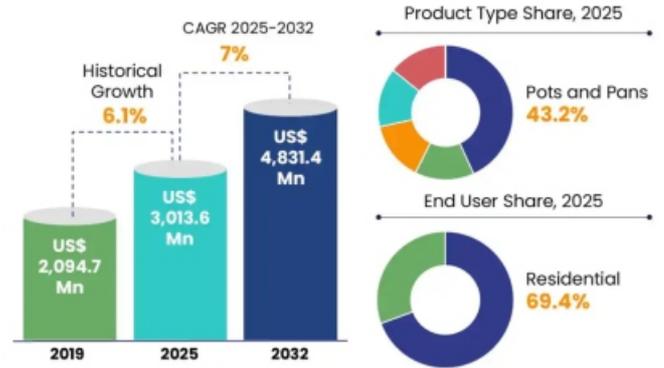
5. मैन्युफैक्चरिंग क्लस्टर और सप्लाय चैन प्रमुख क्लस्टर महाराष्ट्र, गुजरात, तमिलनाडु, उत्तर प्रदेश (मुरादाबाद), दिल्ली-NCR, हरियाणा, कर्नाटक, प्रारंभिक रणनीति, कम पूंजी (रु5-20 लाख) में जॉबवर्क/OEM से शुरुआत MSME लोन और सब्सिडी के साथ धीरे-धीरे ब्रांड निर्माण।

6. मार्केटिंग और ब्रांडिंग रणनीति 100% फूड-ग्रेड SS304 + BIS प्रमाणित” पोजिशनिंग, इंस्टाग्राम रील्स और डिजिटल मार्केटिंग, होम शेफ और फूड ब्लॉगर सहयोग लोकल किराना और हार्डवेयर दुकानों में डीलरशिप गिपिटिंग और फेस्टिव सीजन में 40-50% बिक्री वृद्धि।

7. सरकारी सहायता और फंडिंग MSME पंजीकरण रु1 करोड़ तक बिना गारंटी लोन (CGTMSE) स्टार्टअप इंडिया के तहत रु15 लाख तक फंडिंग PMEGP योजना 25-35% सब्सिडी राज्य-स्तरीय मैन्युफैक्चरिंग प्रोत्साहन।

8. भविष्य की संभावनाएँ (2025-2035) ट्राई-प्लाइ और हेल्दी कुकवेयर की तेज मांग स्मार्ट किचन और टेक-इंटीग्रेशन सस्टेनेबल पैकेजिंग कस्टमाइजेशन और प्रीमियम गिपिटिंग का विस्तार भारत का वैश्विक स्टेनलेस स्टील किचनवेयर हब बनना।

India Cookware Market Outlook, 2019-2032



भारत में किचनवेयर और हाउसवेयर उद्योग, विशेषकर स्टेनलेस स्टील किचनवेयर, स्टार्टअप्स के लिए स्थिर, कम-जोखिम, उच्च-मार्जिन और दीर्घकालिक रूप से स्केलेबल अवसर प्रदान करता है।

HEALTHY COOKWARE



सही उत्पाद चयन, गुणवत्ता पर फोकस, मजबूत डिजिटल ब्रांडिंग और सरकारी योजनाओं के सही उपयोग से कोई भी स्टार्टअप 3-5 वर्षों में रु50-200 करोड़ का ब्रांड बना सकता है।

यह उद्योग केवल व्यापार नहीं, बल्कि लाखों भारतीय घरों की दैनिक आवश्यकता को पूरा करने वाला एक सम्मानजनक और स्थायी अवसर है।



NEW STARUP





INNOVATIVE STARTUPS

स्टार्टअप के लिए इनोवेशन क्यों होता है जरूरी ?

स्टार्टअप तो बहुत खुलते हैं। हर साल इनकी संख्या बढ़ती और घटती है। अब सवाल है कि सफलता किसे मिलती है, इसका जवाब है कि उन स्टार्टअप को सफलता मिलती है जो कस्टमर की जरूरतों को समझते हुए इनोवेशन करते हैं। उन्हें कुछ नया देते हैं। जानिए स्टार्टअप की सफलता के लिए इनोवेशन क्यों है जरूरी?

भीड़ में अलग पहचान

स्टार्टअप जगत के विशेषज्ञ कहते हैं, स्टार्टअप तो बहुत खुलते हैं, लेकिन उन्हीं को याद किया जाता जो कुछ



नया खोजते हैं यानी इनोवेशन कर पाते हैं। नया इनोवेशन सिर्फ नाम ही नहीं रोशन करता भीड़ में अपनी अलग जगह भी बनाता है। इसके साथ ही वो इनोवेशन जितना ज्यादा लोगों की जरूरत बनता है, उतना ही ज्यादा पॉपुलर होता है और मार्केट में अपनी जगह बनाता है। ओला और उबर ने न सिर्फ टैक्सी बेची बल्कि उसे बुलाने और बुकिंग करने का तरीका भी बदल दिया है। यह लोगों की ऐसी जरूरत बना कि आज भी पॉपुलर है।

समस्या का नया समाधान

सालों से चली आ रही समस्या का हल सभी चाहते हैं लेकिन बहुत कम लोग



ही ऐसे होते हैं जो समाधान में नयापन ला पाते हैं।

हर स्टार्टअप का एक मूल भाव नया समाधान होना चाहिए। इनोवेशन से आप चीजों को तेज और सस्ती या सुविधाजनक बना सकते हैं। इसें जोमैटो और स्विगी के उदाहरण से समझा जा सकता है। उन्होंने खाना लाने के झंझट को खत्म कर दिया। इससे पहले तक रेस्तरां तक जाने में कम से कम 30 मिनट तक लग जाते थे। अब इससे कम समय फुड डिलीवरी में लगता है।

नया इनोवेशन सिर्फ नाम ही नहीं रोशन करता, भीड़ में अपनी अलग जगह भी बनाने का काम करता है।

स्टार्टअप की दुनिया में इनोवेशन नया समाधान लाते हैं और लोगों की जरूरत भी बनते हैं, लेकिन ध्यान रखने वाली बात है कि सर्वश्रेष्ठ समाधान बनना चाहिए।

ग्रोथ और स्केलेबिलिटी बढ़ती

जब भी आप कुछ नया करते हैं तो बाजार में सबसे पहले आपको फायदा मिलता है। यह लोगों के जेहन में हमेशा के लिए कैद हो जाता है। जब भी

उससे जुड़े विषय की बात होती है तो वही इनोवेशन लोगों को याद आता है। इसलिए इनोवेशन की ताकत को नजरंदाज नहीं किया जा सकता। इसलिए किसी भी स्टार्टअप को शुरू करने से पहले यह सोचे की समस्या क्या है और आप उसका समाधान कैसे करना चाहते हैं।

टिके रहने की ताकत बढ़ाता है

ध्यान रखने वाली बात है कि मार्केट और ग्राहक, दोनों की जरूरतें बदलती हैं। इनोवेशन, से स्टार्टअप फ्लेक्सिबल होता है और यह खुद को लम्बे समय तक टिका पाता है।

मार्केट में वही अपना लक्ष्य हासिल करने में सफल होता है जो लम्बे समय तक टिक पाता है। इसलिए इनोवेशन की ताकत को नजरंदाज नहीं किया जा सकता। विशेषज्ञ कहते हैं, इनोवेशन स्टार्टअप की जान हैं। बिना इनोवेशन कोई भी बिजनेस कुछ समय भीड़ में गुम हो जाता है। इसलिए कोई भी स्टार्टअप शुरू कर रहे हैं तो पहले उसकी खुबियों में इनोवेशन का तड़का जरूर लगाएं ताकि यह आसानी से लोगों के दिल को छु सके और मार्केट में अपनी खास जगह बना सके।



Mfg. & Sup. of: Cooper, Brass Handicraft wares



Brass Dinner Set



Etching Copper Dinner Set



Tadka Pan



Tray Border



New Oval Plate



Pan Thal Etching



Begi China Plate Etching



Pan Thal



Apple Laser Thali Set



Laddu Gopal Bhog Set



Lagan Copper



Kadai Brass with Lid



Copper Kadai with Lid



Handi Mughlai



Donga English



Donga Border



Suace Pan



Teapot Hotel



Dana Teapot



Cup Plate Dana



Bhagana Brass



Glass Luxury



Handi Brass



Jug Copper Ring Hammered



Water Tanks



Thali Set Matt DLX



Glass Copper Dyna & Sleek



Lota Copper Cherry



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Anil Kumar Agarwal (Director)
Rohit Agarwal - 9837073221
Rahul Agarwal - 9927073221
Office - 9358675535



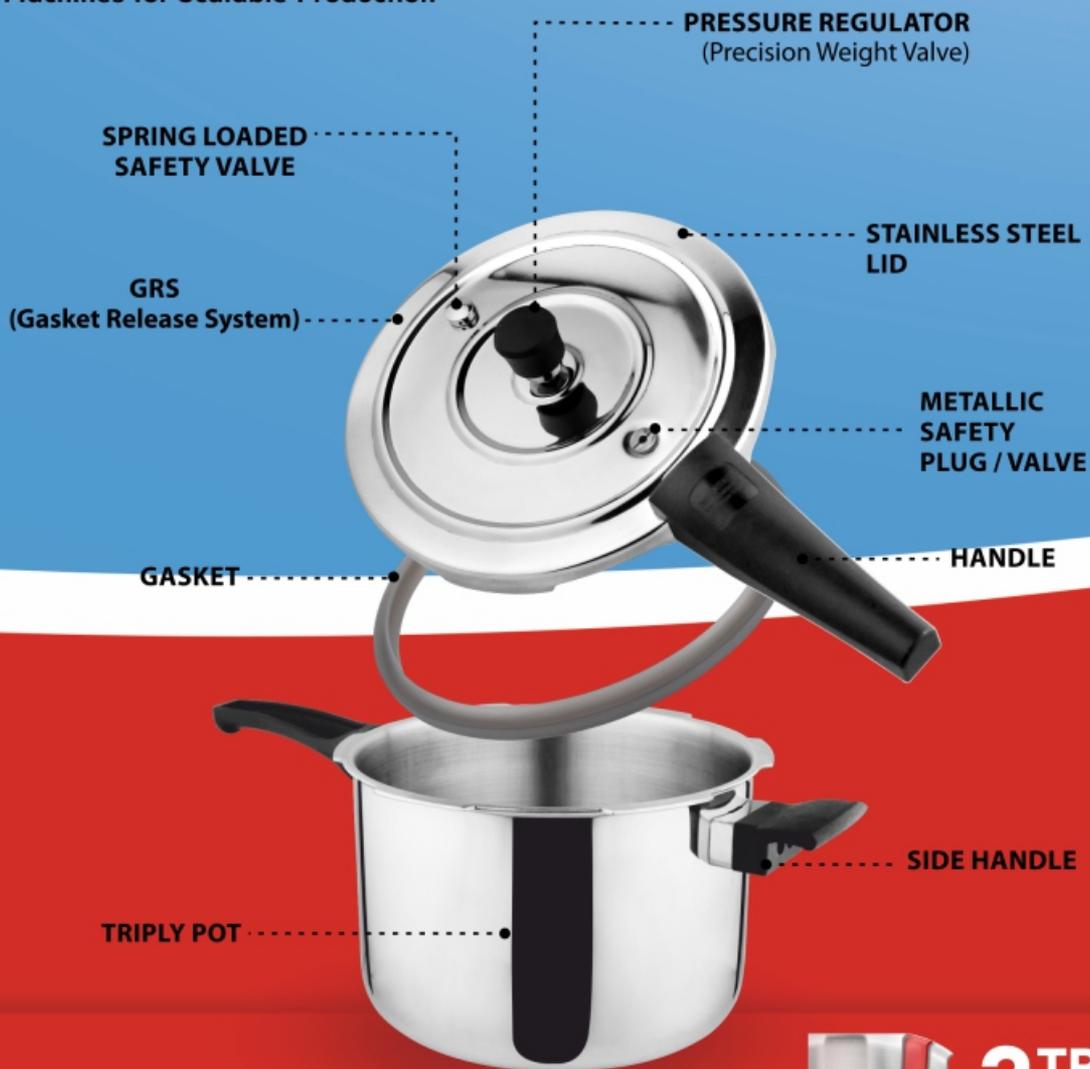
Quality Stainless Steel

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स्टार्टअप के ये फंडे समझ गए तो तरक्की पक्की



स्टार्टअप को आगे ले जाने के लिए विशेषज्ञों ने छोटे-छोटे कई ऐसे टर्म बनाए हैं, जो इसे बेहतर बनाने के साथ फायदा कमाने में मदद करते हैं। जैसे— सीएसी यानी कॉस्ट टू एक्वायर कस्टमर और कस्टमर लाइफ टाइम वैल्यू आदि। स्टार्टअप का दायरा बढ़ाने के लिए इसे समझना बहुत जरूरी है। आइए जानते हैं ऐसे ही टर्म और इनका मतलब.....

कस्टमर लाने में कितना खर्च?

सीएसी यानी कॉस्ट टू एक्वायर। इसका सीधा सा मतलब है कि एक कस्टमर को स्टार्टअप तक लाने में कितना खर्च होता है। इसे उदाहरण से

Customer Acquisition Cost

$$CAC = \frac{\text{(Cost of Sales + Cost of Marketing)}}{\text{New Customers Acquired}}$$

समझ सकते हैं। जैसे—किसी प्रोडक्ट से आप 100 रूपए कमाते हैं और उस प्रोडक्ट को बेचने के लिए 200 रूपए लग जाते हैं तो इसका मतलब है कि बिजनेस टिकाऊ नहीं है। भले ही कारोबार की शुरुआत में प्रोडक्ट का प्रमोशन करने के लिए कर रहे हो। बेहतर रणनीति यही कहती है कि कॉस्ट टू एक्वायर कस्टमर जितनी कम होगी बिजनेस उतना ही बेहतर होगा। यही अच्छे बिजनेस की निशानी है। वही, अगर कॉस्ट टू एक्वायर कस्टमर बहुत ज्यादा हो रही है तो इसका मतलब है कि स्टार्टअप टिकाऊ नहीं

साबित होगा। विशेषज्ञ कहते हैं, अगर यह कॉस्ट ज्यादा होगी तो बिजनेस लम्बे समय तक नहीं चलाया जा सकता है।

स्टार्टअप की मार्केटिंग को स्मार्ट बनाएं, इसे महंगा नहीं बनाएं। यही फायदे का सौदा होगा।

फिर क्या करें?

स्टार्टअप इंडस्ट्री के एक्सपर्ट कहते हैं, अगर कॉस्ट टू एक्वायर कस्टमर बहुत ज्यादा हो रही है तो मार्केटिंग की रणनीति में बदलाव करने की जरूरत है। मार्केटिंग को स्मार्ट बनाएं, इसे महंगा नहीं बनाएं। यही फायदे का सौदा होगा।

क्या है कस्टमर लाइफटाइम वैल्यू?

स्टार्टअप छोटा हो या बड़ा कस्टमर लाइफटाइम वैल्यू का ध्यान जरूर रखा जाना चाहिए। इसे आसान भाषा में ऐसे समझ सकते हैं कि एक बार कस्टमर आपके बिजनेस से प्रोडक्ट खरीदने के बाद लाइफटाइम तक कारोबार के लिए कितना पैसा दे सकता है। इसे ही कस्टमर लाइफटाइम वैल्यू कहते हैं। अगर कोई एक बार सामान खरीदता है तो यह वैल्यू बढ़ती है, लेकिन वो सिर्फ

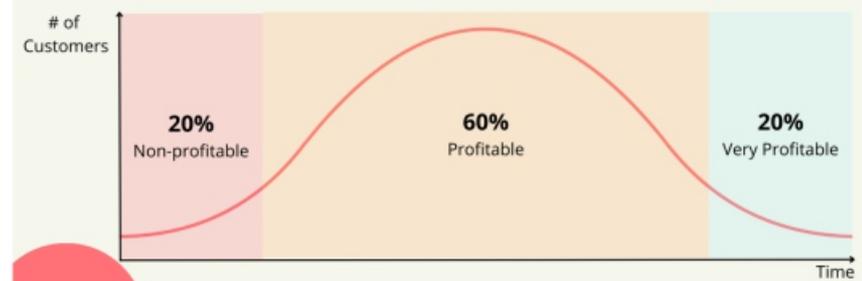
जीवन में एक बार आपका प्रोडक्ट खरीदे तो इसकी वैल्यू घटती है। सीधा सा मतलब है कि यह वैल्यू जितनी ज्यादा बढ़ेगी बिजनेस उतना ज्यादा ग्रो करेगा। इसलिए जो भी रणनीति बनाएं इसे ध्यान में रखकर जरूर बनाएं।

कस्टमर ने प्रोडक्ट से दूरी क्यों बनाई?

स्टार्टअप विशेषज्ञ कहते हैं, किसी भी कारोबारी को हमेशा इस बात को जानने में दिलचस्पी लेनी चाहिए कि क्या कस्टमर उनके प्रोडक्ट से दूरी बना रहे हैं। अगर वो ऐसा कर रहे हैं तो क्यों कर रहे हैं। इसके लिए ऑनलाइन पोल, ऑफलाइन या ऑनलाइन सर्वे या रिसर्च की मदद ली जा सकती है। इतना ही नहीं, आपके ऑनलाइन प्लेटफॉर्म पर आने वाले ट्रैफिक भी इसके बारे में एक साफ-सुथरी तस्वीर पेश करता है। हर महीने इसकी रिपोर्ट बनाएं और एक एनुअल रिपोर्ट भी तैयार करें। इनके लिए यह समझने की कोशिश करें उपभोक्ता का व्यवहार क्यों बदल रहा है, ताकि वो रणनीति अपनाई जा सके और गलतियों को सुधार सकें।

Customer Lifetime Value

Customer Lifetime Value represents the total revenue a customer is expected to generate throughout their relationship with the company



ये गलतियां स्टार्टअप के लिए मुश्किलें बढ़ा सकती हैं !



नए स्टार्टअप की विफलता के पीछे कई बार ऐसे कारण होते हैं, जो फाउंडर या को-फाउंडर को समझ ही नहीं आते। नतीजा उनको लगता है कि सब कुछ ठीक होने के बाद ऐसा क्यों हुआ। स्टार्टअप विशेषज्ञों ने ऐसे कई मामलों की स्टडी की और उसके असर को समझाया।

खूबियां बहुत, पर पहुंचने में देरी

किसी भी उत्पाद को बेहतर पेश करना जरूरी है। उसमें खूबियों का होना जरूरी है क्योंकि मार्केट में आते ही उसकी तुलना दूसरे उत्पादों के साथ होती है। ध्यान रखें कहीं उत्पाद को ज्यादा बेहतर बनाने के चक्कर में उसे



कस्टमर में पहुंचने में देरी तो नहीं हो रही। आमतौर पर फाउंडर अपने प्रोडक्ट को बेहतर बनाने की कोशिश करते हैं। ताकि वो निवेशकों को आकर्षित कर सकें। नतीजा यह कोशिश प्रोडक्ट को लॉन्च करने में देरी कराती है। उसकी कॉस्ट भी बढ़ती है। समय बर्बाद होता है। ऐसी गलतियों से बचने के लिए यह तय करें कि कितने फीचर प्रोडक्ट में देने हैं। ऐसे फीचर को चुनें जो कंज्यूमर की सबसे बड़ी जरूरत हैं। इसे इंस्टाग्राम के उदाहरण से समझें। कैसे यह सिर्फ एक फोटो शेयरिंग ऐप के तौर पर शुरू हुआ था।

तब न रील थी और न ही स्टोरीज।

भले ही स्टार्टअप का आइडिया एक शख्स का होता है, लेकिन इसे सफल बनाने में पूरी टीम की भूमिका होती है।

ध्यान रखें कहीं उत्पाद को ज्यादा बेहतर बनाने के चक्कर में उसे कस्टमर में पहुंचने में देरी तो नहीं हो रही।

क्रेडिट का कुछ लोगों तक सिमट जाना

विशेषज्ञ कहते हैं, भले ही स्टार्टअप का आइडिया एक शख्स का होता है, लेकिन इसे सफल बनाने में पूरी टीम की भूमिका होती है। कई ऐसे मामले देखने में आते हैं जब टॉप मैनेजमेंट पूरी सफलता का श्रेय खुद लेता है। ऐसे में कंपनी में टॉक्सिक कल्चर पैदा होता है। कर्मचारियों में हीन भावना आती है।



प्रेशर बनता है, और वो अपना 100 फीसदी देने के बजाय सिर्फ नौकरी करते हैं। ये हालात कंपनी को आगे बढ़ाने की जगह पीछे लेकर जाते हैं। बेहतर होगा कि नौकरी भर्ती में ट्रांसपेरेंसी रखें। कर्मचारियों की भर्ती वहीं करें, जहां वो काम करना चाहते हैं या फिर जिस काम को करने की योग्यता रखते हैं। उन्हें क्रेडिट देना भी सीखें।

यह तो 100 फीसदी चलेगा !

नए-नए स्टार्टअप को लेकर फाउंडर या को-फाउंडर्स की पहली सोच यही होती है कि यह तो 100 फीसदी तक चलेगा, लेकिन ऐसा नहीं होता। ज्यादातर ओनर्स की यही सोच होती है क्योंकि उनका आइडिया उनके पर्सनल अनुभव से निकलता है। कई बार आइडिया लोगों को पसंद नहीं आता। नतीजा वो बंद होने की कगार पर पहुंच जाता है। एक्सपर्ट कहते हैं आइडिया अप्लाइ करने से पहले यह समझें कि वो वर्तमान जरूरत के मुताबिक कितना फिट है। कम से कम 100 यूजर्स की राय जरूर लें। तभी वो रफ्तार पकड़ सकेगा।



गलत साथी का चुनाव

स्टार्टअप को अकेले चलाना या फिर सही को-फाउंडर को न चुनना भी गलत फैसला साबित हो सकता है। ऐसा जब होता है जब फाउंडर कैपेबिलिटी से ज्यादा विश्वास पर फोकस रखता है। या कंट्रोल खोने का डर होता है। इसका असर स्टार्टअप की तरक्की पर होता है। फाउंडिंग टीम के बीच विवाद पैदा होता है। वहीं अगर कोई शख्स अकेले दम पर इसकी शुरुआत करता है, तो संघर्ष कई गुना बढ़ जाता है। अच्छा को-फाउंडर होता है तो जिम्मेदारियां बंटती हैं। चीजें बेहतर चलती हैं।

Greening the city with stainless steel



Urban arbours transform Melbourne's tram stops

A visionary streetscape initiative is redefining public transport environments in Melbourne, fusing green infrastructure with the long-term performance benefits of stainless steel. Six new 'Urban Arbours' have been installed across central tram stops in a pilot project set to deliver cooler, cleaner, and greener city spaces.

Delivered through collaboration and stainless steel expertise

ASSDA Member **Bespoke Wire and Rope** was engaged by Plant Based Building Solutions (PBBS) to assist with the design, engineering, management, and installation of the Urban Arbour structures. The concept, developed by PBBS and backed by the Department of Transport and Planning (Victoria) under the City of Melbourne's Urban Forest Fund, is part of a broader initiative to increase canopy cover and combat urban heat.

Designed in consultation with Yarra Trams, the City of Melbourne and the Department of Transport, the Urban Arbours are visually aligned with existing tram shelters, but mark a significant step forward in terms of

material performance. Yarra Trams' prior experience with structural failures due to corrosion on powder-coated aluminium shelters highlighted the need for a more durable solution – making stainless steel the clear choice.

ASSDA literature was instrumental in demonstrating the long-term value of stainless steel to key stakeholders. Its corrosion resistance, durability in outdoor and plant-laden environments, and minimal maintenance requirements were decisive factors in its adoption.

Sustainability and strength from the ground up

The Urban Arbours are engineered to accommodate live greenery, withstand environmental loading from wind, earthquakes, and

pedestrian impact, and support modular expansion. Their unique design also optimises installation logistics – from transport dimensions to crane operations under live tram wires – while meeting stringent regulatory and accessibility requirements. To help bring the design to life, ASSDA Member **SP McLean Engineering** was engaged by Bespoke Wire and Rope for the structural fabrication. The frames were manufactured using grade 316 stainless steel Circular Hollow Sections (CHS), including 55 lineal metres of 33.4x3.38 CHS and 85 lineal metres of 141.3x6.55 CHS. All welds were conducted by qualified personnel following documented procedures and tested for quality assurance. A 3-coat Dulux wet spray system was applied by an Accredited.

Dulux Painter to blend aesthetically with the surrounding infrastructure.

Installation methodologies were carefully planned with ground-penetrating radar scans, dustless drilling, and chemical anchoring ensuring precise, non-invasive placement of footings and bolts. Each cable and mesh panel was prefabricated off-site by Bespoke Wire and Rope for efficient and accurate installation. Over 120 M12 and M16 anchor and bolt assemblies were used to erect and fasten the structure.

Elevating green infrastructure with stainless steel

ASSDA Member and Accredited Fabricator **Arcus Wire Group** supplied the vertical trellis cables, Flexi-Mesh canopy and triangular infills. Grade 316 stainless steel used throughout project including:

- ~98 lineal metres of 8mm 1x19 wire rope
- ~240 lineal metres of 4mm 7x7 wire
- ~270 roll swage wire terminations

These components not only enable plant growth but also eliminate the need for excess structural steel,

reducing material usage, cost, and on-site fabrication.

The lightweight cable system simplifies logistics and contributes to the arbour's sleek and modern profile.

Nature meets urban mobility

Designed as living, breathing structures, the Urban Arbours offer more than just shade. They support native plants that absorb CO2, volatile organic compounds (VOCs) and particulate matter, contributing to improved air quality. The foliage also encourages biodiversity and assists in developing pollinator pathways through the use of native and flowering plant palettes.

The structures are low maintenance, requiring only periodic inspections and plant care during dry periods. Their modular design means multiple units can be joined to increase shade coverage, supporting the scalability of the project across the network.

As a showcase of sustainable urban infrastructure, this pilot project embodies the strength, longevity, and aesthetic versatility of stainless



steel – setting a precedent for future city design that harmonises with nature. With early success and strong stakeholder support, the Urban Arbours are becoming a recognisable feature of Melbourne's public transport landscape, with more installations underway across the tram network that will continue to deliver, cooler, greener, and more liveable urban spaces.

Photo credit: Bespoke Wire & Rope and Brook James Photographer.

This article was featured in Australian Stainless Magazine 82.



सफल स्टार्टअप के लिए हैप्पी कस्टमर का फंडा समझें

स्टार्टअप कोई भी हो, कस्टमर पर फोकस रखना सबसे ज्यादा जरूरी होता है



अगर आपकी कंपनी रिफंड का वादा करती है तो उन्हें ईजी और फास्ट रिफंड उपलब्ध कराना चाहिए, वो भी किसी लम्बे सवाल-जवाब के। यह रणनीति काम करती है, इसे वर्तमान ई-कॉमर्स ब्रांड से समझ सकते हैं।

न या स्टार्टअप हो या फिर पुराना, कस्टमर ही किंग होता है। स्टार्टअप फील्ड के एक्सपर्ट कहते हैं, जब भी रणनीति बनाएं तो इसमें सबसे उपर कस्टमर होना चाहिए क्योंकि ये ही कंपनी को आगे ले जाने का काम करते हैं। इसके लिए हैप्पी कस्टमर का फंडा काम करता है। जानिए क्या है यह फंडा और कैसे काम करता है।

हैप्पी कस्टमर का फंडा

कस्टमर को कैसे स्टार्टअप से जोड़ें अगर पहले से जुड़ा हुआ है तो उसे कैसे जोड़े रखें, यही फंडा हैप्पी कस्टमर का फंडा कहलाता है। हालांकि यह इतना भी आसान नहीं होता। इसके लिए बकायदा रिसर्च और अपने प्रोडक्ट और प्लेटफॉर्म के आंकड़ों की जरूरत होती है। इसके बाद ही रणनीति बनाना मुमकिन हो पाता है। एक्सपर्ट कहते हैं, इसके लिए तीन रणनीतियों को प्रमुख तौर पर ध्यान रखना जरूरी होता है। पहली बात जल्द से जल्द उन्हें जवाब देने की। अगर कोई कस्टमर किसी समस्या को उठाता है, तो जरूरी है उसे जल्द से जल्द जवाब दिया जाए, ताकि एक विश्वास विकसित हो कि किसी प्रॉब्लम

को उठाने पर कंपनी की तरफ से संतोषजनक जवाब मिलता है। प्रोडक्ट को लेकर समस्या होने पर कस्टमर सबसे पहले यही उम्मीद करता है।

रणनीति जो विश्वास बढ़ाती है

विशेषज्ञ कहते हैं दूसरी सबसे जरूरी रणनीति है ईजी रिफंड। अगर आपकी कंपनी रिफंड का वादा करती है तो ईजी और फास्ट रिफंड उपलब्ध कराना चाहिए। इसे वर्तमान ई-कॉमर्स ब्रांड से समझ सकते हैं। शुरुआती दौर में कस्टमर इनसे सामान रखरीदने से बचते थे, लेकिन जब विश्वास बना कि सामान रिटर्न करने पर आसानी से रिफंड मिल जाएगा तो झिझक मिटी और कस्टमर्स उनके प्लेटफॉर्म से खरीदारी करने के आदी हो गए। यह विश्वास इतना बढ़ा कि रेटिंग देखकर ही सामान बिना किसी झिझक के खरीद डालते हैं। फिर चाहे भारत हो या दुसरे देश।

डिलीवरी वैल्यू

किसी भी सामान की डिलीवरी कस्टमर में विश्वास पैदा करने का काम करती है। ध्यान रखें कि जो टाइम आपने

डिलीवरी का चुना है या तो उस समय या फिर पहले डिलीवरी होना जरूरी है। लेटलतीफी की स्थिति में कंज्यूमर प्लेटफॉर्म को स्विच करने में जरा भी देरी नहीं करते। इसके साथ ही प्रोडक्ट की पैकिंग सही होनी चाहिए। ताकि जो चीज सही सलामत कंज्यूमर तक पहुंचे। ये छोटी-छोटी बातें ही कंज्यूमर के विश्वास को गहरा करती हैं। इसलिए इन पर गौर जरूर करें।

फीडबैक

एक बार प्रोडक्ट की डिलीवरी के बाद फीडबैक मांगें। यूजर का फास्ट एक्सपीरियंस कंपनी को भविष्य की रणनीति तय करने में मदद करता है। इसलिए उनका फीडबैक लें। उसका एनालिसिस करें। जो भी कमियां नजर आ रही हैं उसे जल्द से जल्द ठीक कर लें। इसके अलावा पहले से जुड़े कस्टमर्स को विशेष छूट या कूपन देकर उन्हें खास महसूस कराएं। इससे प्रोडक्ट की बिक्री के साथ विश्वास में भी इजाफा होगा। इस तरह छोटी-छोटी बातों से स्टार्टअप सफलता की रफतार पकड़ेगा और नए माइलस्टोन हासिल कर पाएगा।

INNOVATION AND CLASSICISM



The article describes a new collection of furnishings composed of chairs and stools, made by a major Italian company, in which stainless steel and wood are used.

To make the seats for these two pieces of furniture, the producer starts with squares (for the chairs) and discs (for the stools) made of EN 1.4301 (AISI 304) stainless steel, having a thickness of 1.2 mm and a 2R (BA) finish. These are subsequently deepdrawn and mirrorpolished. The squares are mechanically polished on both sides before the deepdrawing stage.

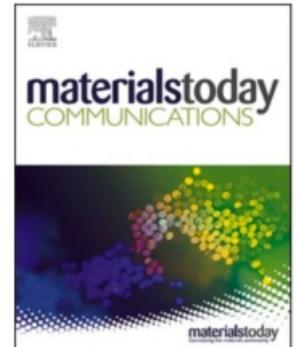
Realization: Alessi SpA I28887 Crusinallo VB
Via Privata Alessi 6, comunic@alessi.com,
www.alessi.com / Photos: Delfino Sisto Legnani
/ Stainless steel produced by: Aperam Stainless
Services & Solutions Italy Srl Massalengo
Division I26185 Massalengo LO Loc. Priora 4,
info.italy@aperam.com, www.aperam.com

Source: INOSSIDABILE 234

Improvement of corrosion resistance of 316LN stainless steel by ultrasonic surface rolling process

Abstract

316LN austenitic stainless steel (SS) with gradient structures was fabricated by the Ultrasonic Surface Rolling Process (USRP). Their pitting corrosion behavior was studied. The results reveal a dual effect induced by USRP: the pitting potential significantly increased from 0.14 to 0.46 VSCE, with the passive region expanded by a factor of 2. These improvements are attributed to a 46.61 % enhancement in Cr₂O₃ content within the passive film, a 10.38 % increase in film thickness, and a reduced defect density (13.4 % and 31.3 % decreases in ND and NA values). Here, ND and NA represent donor and acceptor densities in the Mott-Schottky test, respectively. Conversely, a 29.7 % increase in metastable pitting initiation frequency was observed. However, the enhanced repassivation capability (a 60 % elevation in E_{prot}-E_{corr} potential difference) effectively inhibited the transition to stable pit growth. Collectively, the USRP demonstrates a remarkable enhancement in the corrosion resistance of 316LN SS through passive film composition modification, structural optimization, and dynamic repassivation capability improvement.



Introduction

As a critical structural material for third-generation nuclear power plants, 316LN SS maintains irreplaceable roles across marine engineering, petrochemical industries, and nuclear applications. However, persistent challenges remain, as prolonged exposure to Cl⁻ containing corrosive media induces pitting corrosion and subsequent stress corrosion cracking (SCC), constituting the primary reason for component failures. This critically necessitates the development of surface modification technologies to improve material service performance.

Recently, surface severe plastic deformation (SSPD) technologies have opened new frontiers in material performance engineering. For example,

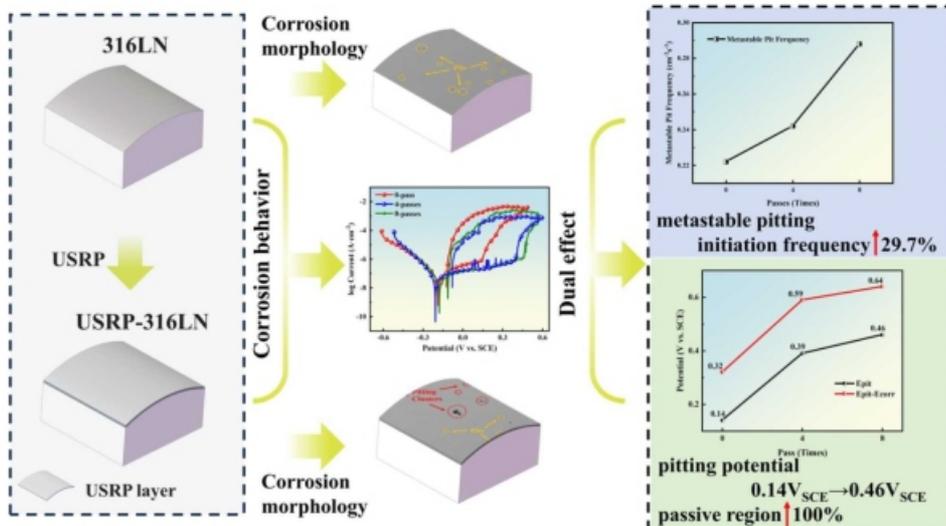
laser shock peening (LSP), surface mechanical grinding treatment (SMGT) [9], surface mechanical attrition treatment (SMAT) [10], and ultrasonic-assisted peening (UAP) can introduce gradient structures into materials. The core advantage of these approaches lies in the synergistic effects of nanocrystallization, high-density dislocations, and high surface compressive residual stress. These factors effectively reduce the corrosion current density and significantly enhance the pitting potential (E_{pit}), ultimately improving the material's corrosion resistance.

However, the effect of gradient structures on the corrosion resistance of metals remains controversial, with some studies suggesting potential negative effects. For example, although the formation of

nanocrystals during SMAT of 304 stainless steel promotes the passivation process, the increase in surface roughness and the generation of strain-induced martensitic phases during SMAT somewhat negate the corrosion resistance benefits brought by the nanocrystals. This can be primarily attributed to the fact that while surface deformation introduces beneficial nanostructures, it often leads to increased surface roughness, strain-induced phase transformations, and even micro-cracks—microscopic defects that compete with the beneficial structures and ultimately determine the material's final corrosion behavior.

To eliminate the aforementioned negative effects, various post-treatment methods have been proposed, such as annealing and nitriding. Among them, annealing treatment can eliminate the deformation-induced martensitic phase transformation and, driven by thermodynamics, promote the formation of a chromium-rich passive film. Nitriding treatment, on the other hand, can reduce the strain energy in the surface layer, promote recrystallization, and thus improve corrosion resistance. Additionally, other studies have attempted to mechanically remove surface defect layers directly, but while this method eliminates defects, it inevitably leads to the loss of the beneficial nanocrystalline layer. Therefore, the specific mechanisms by which near-surface microstructures influence corrosion performance still require further systematic investigation. 316LN SS with gradient structures was fabricated using USRP. The microstructural evolution was characterized through Electron

Graphical Abstract



Backscatter Diffraction (EBSD) and Transmission Electron Microscopy (TEM), revealing a progressive grain refinement gradient. The pitting corrosion and metastable pitting behaviors were assessed using Cyclic Potentiodynamic Polarization (CPP) and Potentiostatic Polarization, respectively. In addition, the structure and composition of the passive film were evaluated using electrochemical impedance spectroscopy (EIS), Mott-Schottky (M-S) analysis, and X-ray photoelectron spectroscopy (XPS). The corrosion resistance mechanism of the near surface was elucidated through comparative analysis.

2. Experimental

Cylindrical bars ($\Phi 25 \times 200$ mm) for the USRP were extracted from AP1000 primary reactor coolant piping manufactured by Yantai Taihai Manoir Nuclear Equipment Co., Ltd., with a chemical composition (wt%): 0.01C-17.18Cr-10.20Ni-2.23Mo-1.30Mn-0.24Si-0.12Cu-0.12N-0.01Co-Bal.Fe. The cylindrical specimens underwent turning pretreatment followed by acetone degreasing, alcohol cleaning, and blow-drying. The USRP experiments were conducted using a CKD6140 I CNC machine tool (DanLian Machine Tool Group) and a self-designed ultrasonic system, with the processing equipment shown in Fig. 1(a). The processing parameters were set as follows: frequency 28kHz, amplitude 5 μm , ball diameter 10 mm, spindle speed 180 rad/min, feed

speed 0.15 mm/rad, and feed depth 0.15 mm. Rolling passes were set at 0, 4, and 8, named 0-pass, 4-passes, and 8-passes respectively.

After USRP, specimens ($10 \times 10 \times 5$ mm) were extracted according to Fig. 1(c), with the curved surface designated as the testing area (surface area 102.88 mm^2). The test surface was ground sequentially using 600–2000# abrasive paper followed by 1.5 μm diamond paste polishing to remove approximately 20 μm (in the thickness direction) of material before the electrochemical test (micrometer-controlled accuracy: $\pm 1 \mu\text{m}$) to eliminate surface defects. The calibrated electrochemical working area measured 100 mm^2 . Specimens were cleaned with ethanol and deionized water, then cold-mounted in epoxy resin for subsequent analysis.

Phase composition was analyzed using a Bruker D8 XRD (Cu target, 40 kV, 2°/min). The surface corrosion morphology was observed using a Zeiss SUPRA 55 SEM. After electrochemical tests, the specimens were sequentially subjected to ultrasonic cleaning with deionized water, blow-drying, and then characterized. Corrosion morphology was examined via a Zeiss SUPRA 55 SEM, with local composition determined by SEM-EDS. Grain boundary characteristics were characterized using a Gemini 450 EBSD on samples electrolytically polished with a 20 % perchloric acid-ethanol solution (30 V, 45 s). Passive film composition was

investigated through a Thermo K-Alpha XPS with Al K α radiation. For nanostructural analysis, TEM specimens were mechanically thinned to 80 μm followed by Gatan 695 ion milling, with final observations conducted on an FEI Talos F200XTEM.

Electrochemical measurements were performed using a PARSTAT 3000 workstation with a three-electrode configuration (Pt counter electrode, saturated calomel reference electrode) in 3.5 wt% NaCl at 25°C. Three testing protocols were implemented: (1) CPP scans from -0.5 V_{OCP} at 0.5 mV/s, reversing at 0.6 V_{SCE}; (2) EIS over 10 mHz–100 kHz with a 10 mV amplitude; (3) M-S at a 1 kHz frequency with a 2 mV/s scanning rate (-1 – 1 V_{SCE}). An open circuit potential (OCP) of 3600 s was performed before all tests.

3. Results

3.1. Microstructural characterization

The microstructure of the as-received 316LN SS sample exhibited typical characteristics of a single-phase austenitic structure. In this austenitic microstructure, dislocations were found to be randomly distributed with low density, and irregularly shaped annealing twins were diffusely distributed along the grain boundaries. The average grain size was measured to be 170.71 μm , as shown in Fig. 2.

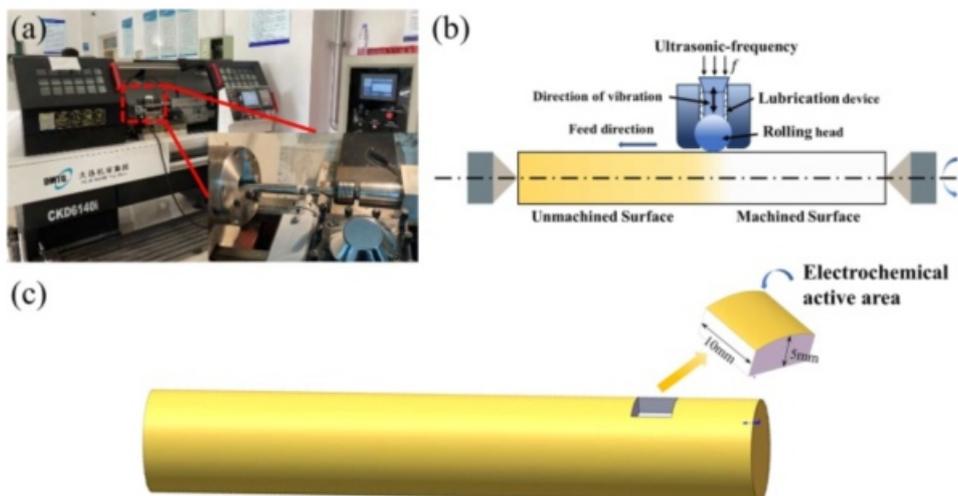
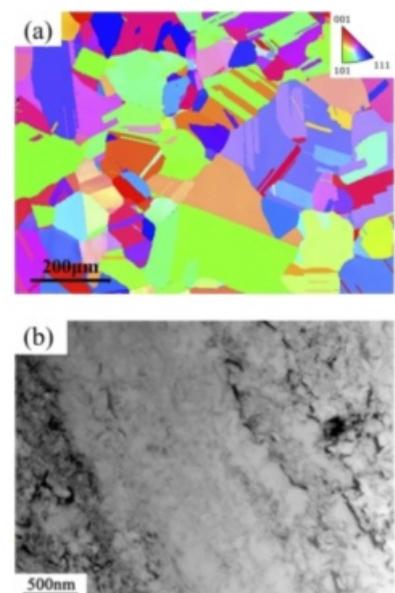


Fig. 1. (a) USRP equipment; (b) Machining process; (c) Specimen selection schematic for microstructural and electrochemical analyses.



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DON'T FEAR THE BAD REVIEW

- By Andrew Goodacre, ceo of BIRA

ceo of Bira, Andrew Goodacre, explores why independent retailers should embrace customer reviews - both positive and negative - as powerful tools for growth and stronger customer relationships.



The notification arrives: a new customer review. Your heart sinks as you spot the three-star rating. It's a natural reaction - nobody enjoys criticism. Yet that moment of discomfort might just be the catalyst your business needs to grow stronger.

In a recent episode of Bira's 'High Street Matters' podcast, Alicia Skubick, chief customer officer at Trustpilot, shared a perspective that should change how every independent retailer views feedback: "We talk about a bad review being the start of a better business because it gives you a chance to interact with your customers and look at how you can improve the service you offer."

This isn't mere consolation it's evidenced reality. Consider the wedding dress shop owner who discovered through customer feedback that her changing area environment was putting people off. Simple improvements - adding music, upgrading facilities - led to a remarkable 50% increase in sales. The feedback wasn't comfortable to receive, but acting upon it transformed the business.

Similarly, a hardware retailer spotted a customer review mentioning frustration at buying a power tool for just one job. Rather than dismissing this comment, they recognised an opportunity and introduced a small tool hire service. That single piece of feedback opened an entirely new revenue stream that continues to grow.

As independent retailers, we possess a distinct advantage over larger

chains when it comes to customer feedback. We can respond personally, implement changes quickly and demonstrate that every customer voice matters. This agility is our superpower - use it. Independent retailers can truly work on customer relationships and become integral parts of their communities. That local knowledge and ability to connect distinguishes us from faceless chains.

The influence of customer reviews on purchasing decisions cannot be overstated. UK customers are up to six times more likely to click an online advertisement featuring



Trustpilot ratings than the same advertisement without them. Reviews build trust and trust drives sales, particularly for independent businesses where personal reputation is everything.

Getting started needn't be complicated. Claim your profile on review platforms, customise it to reflect your brand, then begin asking for reviews at natural moments in the customer journey. QR codes at the checkout, follow-up emails after purchase, or simply verbal requests all work effectively. The key is consistency

When negative reviews arrive - and they will respond professionally and promptly. Acknowledge the concern,

apologise where appropriate and explain what you're doing to address the issue. Future customers reading that exchange won't just see the complaint; they'll see a business owner who cares and takes responsibility. That authenticity builds trust. Remember, though, that incentivising reviews with discounts violates platform policies and compromises authenticity. Reviews must be genuine to hold value. Focus instead on creating experiences worth reviewing positively and trust that satisfied customers will share their experiences.

Customer feedback represents a free consultancy service- direct insight into what you're doing well and where you can improve. View every review, regardless of rating, as an opportunity to strengthen your business, refine your offering and deepen customer relationships.

The independent retailers who thrive are those who listen, adapt and demonstrate that customer voices genuinely shape their businesses. Don't fear the bad review, embrace it as the beginning of something better. To hear the full conversation with Alicia Skubick and explore more practical insights on managing customer reviews, search for 'High Street Matters' on your podcast platform.

For resources, guidance and support on managing customer feedback and growing your business, visit the Bira website or contact Bira's advice lines.

Source: PROGRESSIVE HOUSEWARES

IHA brings licensing hub to The Inspired Home Show 2026

Suppliers and retailers will have opportunity to connect with brands looking for the next big licensing deal at the show.

The Inspired Home Show will now offer a dedicated platform for exhibitors and suppliers to connect with brands interested in licensing deals, thanks to a new collaboration between the International Housewares Association (IHA) - host of The Inspired Home Show - and the Society of Licensors Committed to Excellence (SPLICE).

The new SPLICE Licensing Hub will debut at The Inspired Home Show 2026, which will take place 10-12 March, 2026 at Chicago's McCormick Place.

"The Inspired Home Show is known as the place where the world's home and housewares retailers and product suppliers unite," said Derek Miller, IHA president and ceo. "While some exhibitors have brought licensors and already licensed products to the Show in the past, we're pleased to add this

formal connection point for both exhibitor and buyer attendees to identify new licensing opportunities to help them grow, innovate and expand their brand's reach."

The SPLICE Licensing Hub is a collaboration with clear vision to continuously improve brand licensing and protect the brand from misuse. As an active community of licensors and brand owners, the membership discusses best practices and is dedicated to helping member organisations protect, promote and enhance brand integrity, ultimately building brand equity.

Kimberly Kociencki, SPLICE ceo, commented: "The Inspired Home Show offers an opportunity for SPLICE and its members to engage with new and innovative approaches from international manufacturers, licensees, and retailers in a licensing context, as



well as the educational aspects of the Show. With our board of directors, we are absolutely thrilled to be working with Derek Miller and the team at IHA to bring this hub to fruition."

Below: The new SPLICE Licensing Hub will launch at The Inspired Home Show 2026.

The SPLICE Licensing Hub will be a prominent destination located in the Dine + Décor Expo in the South Hall of McCormick Place. Exhibiting licensors will receive a kiosk-style booth set-up, as well as two exhibitor badges, access to exhibitor marketing services, and a year-round listing in Connect 365, IHA's Digital Marketplace.

Source: Progressive Houseware November December 2025

Spring Fair 2026 unveil new campaign theme

Spring Fair's new creative direction for 2026 is themed Retail Alchemists - Masters of the Mix. Marking a new era for the event, the new campaign signals Spring Fair's transformation from a marketplace into an experience; a living, breathing celebration of retail's power to inspire, connect, evolve and transform. This is retail reimaged: immersive, sensory and alive with possibility. No longer just a destination for buying and selling, Spring Fair 2026 becomes a stage where creativity, commerce and community collide. It celebrates the Masters of the Mix - the retailers who curate the unexpected, the suppliers who spark what's next and the visionaries who turn stock into stories and shops into stages. These are the true alchemists of retail,

blending inspiration with innovation to transform the everyday into the extraordinary. Across the show, visitors will experience the Retail Alchemists theme through a series of curated spaces designed to engage all five senses and visionary new content areas that reimagine what trade shows can be. Jackson Szabo, portfolio director at Hyve Group, said: "Spring Fair 2026 marks a new chapter for the show. Retail Alchemists captures what happens when creativity, community and commerce converge. We're creating an environment where discovery and connection are as important as the products themselves. "By bringing together the right ingredients - product, design, storytelling and technology - Spring Fair 2026 becomes the alchemy that



forges meaningful connections, unlocks opportunity and inspires transformation. "Visitors should feel like they're stepping into a living marketplace where ideas, people and products mix. It's immersive without being overwhelming, beautiful without being superficial, and always aligned to the purpose of driving retail forward."

Above: Across the show, visitors will experience the Retail Alchemists theme through a series of curated spaces.

Source: Progressive Houseware November December 2025



THE INSPIRED HOME SHOW

IHA's GLOBAL HOME + HOUSEWARES MARKET

10-12 March 2026 | Chicago, USA
TUESDAY - WEDNESDAY - THURSDAY

WHERE THE INDUSTRY CONNECTS AROUND INNOVATION AND INSPIRATION

"The Inspired Home Show 2026 will feature over 2,000 unique brands showcasing more than 300,000 products to attendees from 115 countries. Special destinations that debuted last year will be expanded including the Pet Products and Candle Pavilions as well as the Travel Gear & Luggage Expo. New for 2026 is the SPLICE Licensing Hub featuring well-known licensors looking for retail and product partnerships. Each of these areas give retailers expanded opportunities while complementing our existing and more traditional housewares categories.

The biggest news though is that the Show day pattern will shift to Tuesday, Wednesday and Thursday rather than beginning over the weekend. Reaction has been overwhelmingly positive from both retailers and exhibitors as we embrace the cultural shift with the younger generation placing a higher value on a more "life - work" balance.

The industry will gather in Chicago, March 10-12, and you are invited to visit The Inspired Home Show where you will find the latest product designs and innovations to meet your customers' needs!"

– **DEREK MILLER**, *President & CEO, International Housewares Association*

Register for your **FREE** entrance badge at
TheInspiredHomeShow.com



With any questions, please contact the Show's representative in India, CK Retail Consultancy:
Mr. C.K. Nair, Tel: +91-9819788859, ck.nair@ckretailconsultancy.com

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आइडिया क्यों जरूरी, स्टीव जॉब्स से समझें



स्टीव जॉब्स का कहना है कि अपनी नॉलेज पर घमंड कभी मत करो...



दूसरों से हटकर सोचने की कला ही आपको आगे लेकर जाती है। हो सकता है कि लोग आपकी आलोचना करें या चौंकने वाले दृष्टि से देखे, लेकिन यूनिक आइडिया या सोच ही आपको लीडरशिप के रास्ते पर आगे ले जाती है। दिग्गज टेक कंपनी ऐपल के को-फाउंडर स्टीव जॉब्स की सोच कुछ ऐसी ही रही। उनके विचार स्टूडेंट्स में जोश भरते हैं और कुछ नया करने के लिए प्रेरित करते हैं। जानिए उनके विचार....

वह कहते थे बोल्ट आइडियाज में विश्वास करें। वो स्टूडेंट्स को प्रेरित करते थे कि सपनों को अपने दायरे से बाहर निकालकर देखें। जो सोचते हैं उसमें विश्वास रखें।

• अपने रास्ते पर चलो:

वे कहते थे दूसरों के बनाए रास्ते पर चलोगें तो हमेशा दूसरों का जीवन जियोगे। दूसरों के सपनों को पूरा करनेसे बेहतर हैं अपना लक्ष्य खुद बनाएं और उसे पूरा करने की कोशिश में लग जाएं।

• नया सीखना कभी न छोड़ें:



स्टीव जॉब्स का मानना था कि कुछ नया सीखना कभी न छोड़ें। हमेशा भूखे रहो और हमेशा भूखे रहो और हमेशा मूर्ख बने रहो। इसका मतलब था कि हमेशा अपने अंदर कुछ नया सीखने की भूख बनाएं रखो। मूर्ख बनकर कुछ न कुछ नया सीखते रहो। अपनी नॉलेज पर घमंड कभी मत करो। यह आदत तरक्की को रोकती है।

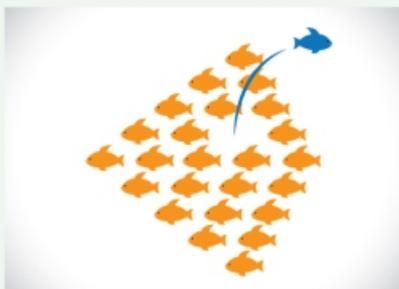


• दिल की सुनें:

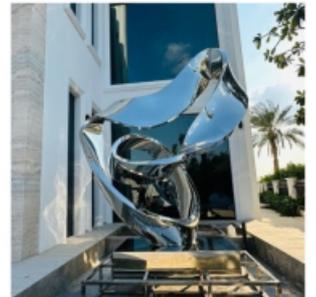
उनका कहना था कि जब करियर और जरूरी फैसले लेने की बारी आती है, तो अपने दिल की सुनें। अंदर की आवाज सुनेंगे तो बेहतर कर पाएंगे क्योंकि यही आपको आगे बढ़ने के लिए प्रेरित भी करेगी।

• बोल्ट आइडियाज में विश्वास करें:

वे कहते थे, जो लोग यह सोचते हैं कि वो दुनिया को बदल सकते हैं, वही ऐसा कर सकते हैं, वही ऐसा कर सकते हैं।



Stainless Steel in Art



Jindal Stainless targets training and upskilling 5 lakh+ MSMEs by 2030 via its Stainless Academy



India's stainless steel industry, poised to grow 8-9% YoY over the next few years, stands at the threshold of a major transformation driven by accelerated demand and rapid innovation. As the sector evolves, the need for a skilled, future-ready workforce has never been more crucial.

Aligned with national initiatives like Make in India and Skill India, Jindal Stainless, India's largest stainless steel producer, is leading this transformation through its Stainless Academy. The initiative empowers students, young professionals, and MSMEs (including fabricators) at the grassroots level with category awareness and future-ready skills, strengthening the value chain and driving sustainable growth across the industry.

Since its inception, the Stainless Academy has trained over **60,000**

MSME fabricators, educated around **9000** students across engineering and polytechnic colleges through specialized stainless steel programs, and conducted multiple industry sessions to further strengthen the sector. Building on this momentum, the company now aims to reach over **5 lakh** MSMEs across India.

"In our pursuit of an Atmanirbhar Bharat, building human capital is paramount. The Stainless Academy is our commitment to shaping that future, by fostering knowledge, skill, and excellence at every level of the value chain. Our goal is not only to prepare a competent workforce, but to build an ecosystem that propels India's industrial growth on the global stage," said Mr Abhyuday Jindal, Managing Director, Jindal Stainless

A comprehensive approach to building skills across the ecosystem

The Stainless Academy adopts a holistic approach to impart skills, share industry knowledge, and promote innovation at every level of the ecosystem.

Recognizing that the strength of any industry is attributed to the talent it includes, the Academy partners with several leading academic institutions like IITs, NITs and polytechnic colleges to offer specialized stainless steel courses. This ensures a future-ready talent pool and a smoother student transitions into the workforce, strengthening their ability to meet modern industrial challenges. One recent example of this collaborative effort is the company's MoU for advanced research, teaching, and training in stainless steel

applications—including transportation, infrastructure, and logistics—under which classes officially began earlier this month at Gati Shakti Vishwavidyalaya, Vadodara.

For MSME fabricators, it conducts hands-on training programs across India to deepen understanding of stainless steel material's superiority, empowering them to make informed material recommendations. Through its flagship Fabricator Training Programs (FTPs), the Stainless Academy provides grassroots-level training in fabrication techniques, design, and quality standards. Complementing this are the Training Programs for the Downstream industry, which enhance workforce capabilities. These sessions are conducted through a mix of workshops and classroom training, ensuring practical learning and real-world application.

The Academy also conducts industry sessions designed to help enterprises modernize operations, integrate digital technologies, and enhance productivity for global competitiveness.

Expanding the skilling footprint

With an ambitious goal of training over 5 lakh MSMEs by 2030, the Stainless Academy is steadily expanding its footprint across India's key stainless steel clusters, including Gujarat, Haryana, Delhi-NCR, Maharashtra, Bihar, Tamil Nadu, Odisha, Jharkhand, Chhattisgarh, Karnataka, and West Bengal, among others. By engaging both urban and rural communities,

the initiative ensures equitable access to modern skill development opportunities.

"Stainless steel, one of the fastest-growing value-added metals in the world, underpins nearly every critical sector of the nation. As the industry evolves, so must the skills that drive it. Through the Stainless Academy, we aim to nurture a culture of continuous learning and upskilling — one that keeps pace with new technologies, processes, and possibilities. It's not just about training the workforce of today, but preparing the workforce of tomorrow," said Mr Vijay Sharma, Director – Corporate Affairs, Jindal Stainless, highlighting the Academy's vision.

Strategic partnerships with Sector Skills Councils like the Capital Goods SSC and the Iron & Steel SSC have helped strengthen the curriculum for SS. Additionally the Stainless Academy also works with NSDC accredited partners to expand outreach.

Building for the future

Jindal Stainless Academy's work aligns deeply with India's vision for industrial self-reliance and global competitiveness. Through a combination of technical training, industry collaboration, and community outreach, the company is positioning India's stainless steel industry for a thriving, future-ready workforce that will underpin industrial progress for decades to come.

About Jindal Stainless

India's leading stainless steel manufacturer, Jindal Stainless, had an annual turnover of INR 40,182 crore (USD 4.75 billion) in FY25 and is ramping up its facilities to reach 4.2 million tonnes of annual melt capacity in FY27. It has 16 stainless steel manufacturing and processing facilities in India and abroad, including in Spain and Indonesia, and a worldwide network in 12 countries, as of March 2025. In India, there are ten sales offices and six service centres, as of March 2025. The company's product range includes stainless steel slabs, blooms, coils, plates, sheets, precision strips, wire rods, rebars, blade steel, and coin blanks.

Jindal Stainless relies on its integrated operations to enhance its cost competitiveness and operational efficiency. Founded in 1970, Jindal Stainless continues to be inspired by a vision for innovation and enriching lives and is committed to social responsibility.

Jindal Stainless remains focused on a greener and sustainable future. The company manufactures stainless steel using electric arc furnace, a process that significantly reduces greenhouse gas emissions and allows for recyclability of scrap without compromising on quality.

www.jindalstainless.com

Jindal Stainless Ranks in Global Top 5% of DJSI ESG Scores; Secures 4th Position in Steel Sector and 1st in Stainless Steel

Jindal Stainless, India's largest stainless-steel manufacturer, has achieved a major milestone in global sustainability rankings with an ESG score of 78 in the Dow Jones Sustainability Index (DJSI) Corporate Sustainability Assessment for FY25. The company now ranks among the top 5% of steel manufacturers globally and has secured the 4th position in the steel sector and 1st in the stainless-steel segment in the DJSI-modelled scores as of November FY25. The performance marks a significant rise from its score of 60 in FY24.

The company earned Environmental, Social and Governance scores of 83, 73 and 76 respectively—well above the global steel industry averages of 37, 35 and 36. With a data availability rate of 97% and a perfect 100 in Transparency & Reporting, Jindal Stainless has also positioned itself among the most accountable companies in the global steel sector.

Mr. Abhyuday Jindal, Managing Director, Jindal Stainless, said, "Securing one of the top global positions in the DJSI-modelled ESG rankings is a proud moment for us. Our significant improvement over the past year scores reflects our continuous commitment to responsible growth, grounded in transparency, innovation, and care for our people and planet. Sustainability at Jindal Stainless is not driven by targets alone; it is anchored in our values, embedded in everyday action, and

strengthened by the trust of our communities and stakeholders. This milestone further reinforces our resolve to accelerate our Vision 2030 ambitions and continue shaping a future where industrial progress and sustainability advance together."

Mr. Kalyan Bhattacharjee, Chief Sustainability Officer, Jindal Stainless, said, "Our ESG score this year is the result of deep integration of sustainability across our operations, from climate strategy and energy efficiency to occupational health and stakeholder engagement. Our efforts across Energy Efficiency, climate strategy, water & waste management, biodiversity, occupational Health & Safety, Information security, Enterprise Risk Management and business ethics led to us achieving this milestone. Honoured and proud to be setting new benchmarks for sustainable material globally."

The company was also the only steel-sector recipient of the Golden Peacock Award for Sustainability (GPAS) in FY25, reinforcing its leadership in industry-wide ESG practices. In FY25, Jindal Stainless recorded a 14% reduction in greenhouse gas emissions, supported by initiatives such as Odisha's largest captive solar plant, energy-efficiency upgrades, supply-chain digitisation and community programmes in education, healthcare and skilling near its plant locations.

Source: TheCSRUniverse.com

First AVA low-maintenance stainless steel footbridge installed at Stowmarket

The first production version of the AVA modular footbridge design has been installed at Greater Anglia's Stowmarket station, and is scheduled to open to passengers in Q1 2026 following the completion of on-site testing and final works for a £5.5m project to replace the previous concrete bridge.

The AVA design was developed by a consortium of Network Rail, Expedition Engineering, Hawkins\Brown, McNealy Brown, ARX and Walker Construction. It is intended to be cheaper and quicker to construct than previous footbridges, with the stainless steel parts from Outokumpu being easy to maintain without needing painting and the 'plug-and-play' lifts cutting the on-site commissioning time.

Installation at Stowmarket took 47 h on November 29-30, using a 500-tonne mobile crane and lorry-mounted crane to lower the various parts into position. Five major movements took place, including the installation of a 29 tonne staircase section.

Source: www.railwaygazette.com



EcoACX® ; the stainless steel that is part of the solution for a more sustainable future

EcoACX® is not just stainless steel. It is our direct response to the global challenge of decarbonization. It is the solution we offer our customers to help them meet their own sustainability goals.

What is EcoACX®?

EcoACX® is our most sustainable type of stainless steel, designed for customers who seek materials with the same quality as always, but with a lower carbon footprint.

EcoACX® has the same quality, durability, corrosion resistance, and exceptional performance that you expect from any Acerinox product, but it is produced in a more responsible way.

EcoACX®: The stainless steel that changes the way we manufacture, the way we think, and the way we do business

EcoACX® not only reduces our carbon footprint; it also reduces that of our customers, because EcoACX® was created with the conviction of demonstrating that, building upon the sustainability already offered by stainless steel, it is possible to go one step further, creating a product that is even more environmentally responsible and without compromising quality.

Therefore, choosing EcoACX® means directly and verifiably reducing our customers' Scope 3 emissions.

EcoACX® , the most responsible development from Acerinox Europa, offers:

- (+) 90% recycled material.
- (-) 50% CO₂ intensity reduction (ton CO₂/ton stainless steel).
- 100% renewable energy used.



Furthermore, it is the only stainless steel in the world to have three validated indicators in an exclusive tool developed by Acerinox.

A Pillar of our "360 Positive Impact" Strategic Plan

EcoACX® is a key aspect of our "360 Positive Impact" sustainability strategy. It is not an independent initiative, but rather the result of our plan to lead the transformation of the sector toward a more efficient and environmentally responsible model. It is our commitment to produce an even more sustainable product, as set out in our Strategic Plan.

Behind every great project is a great team

Behind EcoACX® is a team committed to demonstrating that sustainability and excellence can coexist in the stainless steel industry. At Acerinox, we have all contributed with our experience and dedication to making this a reality. EcoACX® is not just a product, it is the materialization of a joint effort to be part of the solution.

Source: www.acerinox.com

Pipes that keep the flavour flowing

Schalke 04 and Wacken Open Air both rely on them. To keep every fan refreshed, both the Ruhr-based football club and the heavy metal festival in Germany depend on long pipelines. At the Gelsenkirchen Stadium, more than five kilometres of pipe keep the beer flowing for over 60,000 spectators – making Schalke 04 home to one of the world's largest beer pipelines. And Wacken Open Air has to quench the thirst of up to 75,000 festival-goers.

Clearly, without extensive use of piping, the food and beverage industry – and the leisure sector as a whole – simply wouldn't function. Yet quality matters just as much as quantity. So, what does it take to design pipes that deliver the perfect pint? In the sensitive beverage industry, hygiene is paramount – sterility must be guaranteed during production, storage, transport, and when serving

the product. There can be no cavities, crevices or dead space; pipes must be easy to clean, and corrosion is completely out of the question.

So the flavour never falls short

That's why stainless steel and plastic pipes are widely used, provided they are designed with the right geometry. And the pipe industry keeps on innovating and refining its products! The result: food and drink that not only quench thirst and satisfy hunger, but also deliver uncompromised flavour.

Discover the latest trends and highlights from the wire, cable and tube industries at the wire & Tube from 13 to 17 April 2026 in Düsseldorf. The latest industry news and product updates can be found via our online portals www.wire.de and www.tube.de.

Indonesia Disappointed by EU's WTO Appeal on Stainless Steel Dispute

Indonesia has voiced frustrations over the European Union's decision to appeal in a stainless steel dispute, citing the years-long paralysis of the World Trade Organization (WTO).

A WTO panel had ruled in favor of Indonesia in a case that slammed the European Union (EU) for slapping countervailing and anti-dumping duties on Jakarta's stainless steel products. The EU last week went to the crisis-struck Appellate Body that can uphold, modify, or reverse the panel findings. This seven-member body has been unable to hear appeals since late 2019 as the US keeps blocking the appointment of new judges over "judicial activism" concerns.

As any appeals are bound to be in a limbo, Trade Minister Budi Santoso said Thursday that the WTO panel had reviewed the case "objectively", urging Europe to scrap the duties immediately.

"The panel has come up with a conclusion that the EU's countervailing duties on Indonesian stainless steel were wrong and had violated the WTO's rules," Budi said.

He went on to say how Indonesia was "deeply concerned by the EU's appeal", as it had prevented the panel ruling from being adopted. Jakarta acknowledged that the EU had the right to file an appeal as a WTO member, but doing so at a time when the Appellate Body is dysfunctional "would not be constructive to solving the problem".

"All this time, the EU has portrayed itself as a pioneer in the rules-based system," Budi remarked.

With no revival of the Appellate Body in sight, the EU has offered to settle the dispute via an alternative mechanism: the so-called Multi-Party Interim Appeal Arbitration Arrangement (MPIA). In 2020, the EU and some WTO members set up the MPIA as a temporary solution to the

Appellate Body impasse. Budi signalled that Indonesia did not consider MPIA as the best solution out there.

"We are actually open to exploring options to settle this dispute, but the EU is only limiting its options to its own appeal mechanism: the MPIA," Budi stated.

EU Ambassador to Indonesia Denis Chaibi recently insisted that Jakarta should be open to the MPIA.

"We are aware that the Appellate Body doesn't meet. This is why we call upon Indonesia to join the alternative mechanism [of MPIA]. ... So we can find an agreement to move forward on this," Chaibi told the press a week ago.

In 2023, the EU imposed anti-dumping duties of up to 20.2 percent on Indonesian stainless steel cold-rolled flat products. The same goods of Indonesian origin had been subject to countervailing duties of up to 21.4 percent in the EU market since March 2022. The EU had claimed that the Indonesian government had been illegally subsidizing the stainless steel, which the bloc found to be detrimental to local jobs. Indonesia brought the dispute to the WTO to safeguard its exports.

Indonesia-EU trade totaled \$30.4 billion in 2024, government data showed. Indonesia's surplus also grew from \$2.5 billion in 2023 to \$4.5 billion the following year. They have also recently wrapped up the negotiations for a highly anticipated free trade pact.

Source: jakartaglobe.id



Titagarh Rail rolls out first driverless metro trainset for Ahmedabad

Made in Uttarpara, West Bengal, the wagon maker delivered the first made-in-India version of the driverless trainset to the Gujarat Metro Rail Corporation on at an event in Kolkata on Saturday.

Kolkata-based Titagarh Rail Systems delivered the first made-in-India stainless steel trainset for Ahmedabad at an event on Saturday, in the presence of Gujarat Chief Minister Bhupendra Patel, his principal advisor Hasmukh Adhia, and SS Rathod, the managing director of the Gujarat Metro Rail Corporation (GMRC).

The metro services will operate on the Yellow Line corridor from Narendra Modi stadium in Ahmedabad to Mahatma Mandir in Gandhinagar, spanning 23.8 km, along with the Violet Line branch from Gujarat National Law University

(GNLU) to Pandit Deendayal Energy University (PDEU) and GIFT City, covering an additional 5.4 km. In total, the metro network will run across a 28.26 km elevated corridor connecting 22 stations, the statement added.

"With over 70-75% local content by value, these trainsets stand as a testament to the growing strength of India's indigenous manufacturing capabilities," Umesh Chowdhary, vice chairman and managing director of Titagarh Rail Systems, India's largest wagon maker, said.



Source: www.cnbctv18.com

Jindal Stainless announces 'JSL Saathi Pragati', India's largest loyalty programme for the stainless steel sector

Jindal Stainless Limited (JSL), India's largest stainless steel manufacturer, has announced the launch of 'JSL Saathi Pragati', a first-of-its-kind initiative for the company and the country's largest loyalty programme for the stainless steel Pipes & Tubes (P&T) segment. Designed to empower retailers and fabricators, key stakeholders of the sector's value chain, the programme offers structured rewards, exclusive benefits, and a seamless digital experience, while promoting product authenticity across the market.

'JSL Saathi Pragati' builds on the company's previously launched Jindal Saathi Seal, a co-branded initiative aimed to protect customers and trade partners from counterfeit products, ensuring easy identification of genuine stainless steel pipes and tubes. The new programme extends this intent by combining authenticity assurance with a structured engagement model for retailers and fabricators. Each JSL pipe and tube carries a unique QR code. By scanning the code through the JSL Saathi Pragati app, accessible through android and iOS, retailers and fabricators can instantly verify product authenticity, earn points on genuine purchases, and redeem them for exclusive benefits. The programme has received a highly encouraging initial response, with more than 30,000 fabricators and retailers already onboarded, reflecting its strong acceptance and relevance in the market.

Speaking about the purpose and vision behind the initiative, Managing Director, Jindal Stainless, Mr Abhyuday Jindal, said, "As industry leaders, we consider it our responsibility to ensure that consumers get access to genuine products. Counterfeit materials don't just undermine consumer trust, they damage the sector's

credibility and weaken the nation's development. JSL Saathi Pragati is another step in our commitment to empower fabricators and retailers—the experts who help customers make the right material choice at

the ground level—to verify products instantly, and to reward their efforts in enabling product authenticity."

In addition to the rewards, the programme also includes accidental life insurance coverage for the registered fabricators, ensuring enhanced safety and social security for fabricators driving transformation at the ground level. The programme is also designed to elevate skill development in the stainless steel fabrication community, in line with Jindal Stainless' long-standing commitment. The Fabricator Training Programmes (FTPs), part of the company's Stainless Academy initiative, will be accessible on the JSL Saathi Pragati app, enabling participants to easily discover and register for stainless steel application courses on fabrication techniques and applications.

The programme, currently catering to pipes & tubes, plans to bring more segments under its ambit in the coming years. Through such initiatives, the company is building a more connected, empowered, and digitally enabled market ecosystem that encourages authentic product usage across India.

Source: www.jindalstainless.com



JFE and JSW form integrated steel plant JV in India

JFE Steel Corporation (JFE) and JSW Steel Limited (JSW) have signed an agreement to establish a 50:50 joint venture (JV) by transferring the integrated steel facility of Bhushan Power & Steel Limited (BPSL) in Odisha, India. JFE will invest INR 157.5 billion (approximately JPY 270 billion) in the JV.

BPSL owns an iron ore mine and an integrated steelworks in eastern India, with a current crude steel production capacity of 4.5 million tons per year. The JV plans to expand this capacity to 10 million tons by 2030, with the potential to further increase to 15 million tons, making it one of India's largest integrated steel facilities.

By leveraging JFE's technological expertise and JSW's operational excellence, the JV aims to quickly meet growing steel demand in India, enhance profitability, expand high value-added product offerings, and improve overall productivity.

Source: stainless-steel-world.net



Stainless steel industry deserves dedicated policy: Jindal Stainless MD

The Indian stainless steel industry deserves a dedicated policy rather than a mere chapter integrated into the National Steel Policy of 2017 as being planned by the government, according to Abhyuday Jindal, managing director, Jindal Stainless Ltd (JSL).

"Adding just one chapter diminishes the value and importance of this industry," Jindal told Business Standard in an interview.

He said the sector needs a standalone policy as it is distinct from carbon steel in many ways— the raw materials it uses, the applications it goes for, and the manufacturing processes.

JSL accounts for nearly half of total stainless steel sales volume in India. It sold 2.37 million tonnes of stainless steel in FY25, with majority sales concentrated for the domestic market.

The total domestic consumption of stainless steel was 4.8 million tonnes during the same period, according to industry body Indian Stainless Steel Development Association (ISSDA).

The comment comes in the backdrop of the steel ministry's plan to bring the stainless steel segment into the National Steel Policy to address the industry's long-standing concerns.

"The present National Steel Policy does not have anything on stainless steel, but we are incorporating a chapter on stainless steel in the proposed new policy," a senior steel ministry official told Business Standard. The official, who did not want to be identified, added the new provisions would factor in sectoral realities, including underutilised capacity, higher production costs and raw material constraints.

The major part of the "dedicated policy" pitch by the Rs.40,000-crore company revolves around raw material securitisation, especially for nickel and chrome. "Nickel is critical for us and we don't have nickel in India. Like rare

earth materials, nickel securitisation should be encouraged," he said.

Jindal added that while chrome is available in India, the government must enable greater mining and exploration, and lower royalty burdens in order to incentivise investment.

"We need a robust ecosystem for stainless steel with policy level plan for education, awareness about it at the ground level and skilled manpower because fabricating stainless steel is very different from fabricating steel," he said.

Another major focus area, he said, should be the integration of corrosion mitigation measures into the policy. Jindal said India loses 3-4 per cent of its GDP, around ₹10 trillion every year, due to corrosion and "a high percentage of this" can be avoided if right corrosion mitigation methods are adopted.

Commenting on the issue, Rajib Maitra, partner and sector leader at Deloitte South Asia, said stainless steel industry uses chromium-rich composition and complex refining process make it far more specialised, and demand largely comes from high-value sectors like food processing, medical equipment, petrochemicals and clean mobility.

"India's stainless steel sector faces low capacity use, high import dependence and concentrated production. With nearly a third of supply coming from China and per-capita use at just 3.4 kg, a dedicated policy is essential." he added.

Source: www.business-standard.com



Cheap imports keep pressure on stainless steel prices: Abhyuday Jindal

Indian stainless steel prices are under pressure from discounted imports. Despite robust domestic demand, Chinese, Vietnamese, and Indonesian steel is entering the market at lower rates. The domestic industry has petitioned for anti-dumping duties. Jindal Stainless reported strong quarterly earnings, but highlighted the challenge of subsidized imports distorting the market.

Prices of stainless steel could remain under pressure in the short term, even as domestic demand stays strong, said Abhyuday Jindal, managing director of Jindal Stainless.

Imports from China, Vietnam and Indonesia have been weighing on Indian prices. These imports are currently at a 5-10% discount to domestic market levels.



Read more at: www.economictimes.indiatimes.com

India: Leading stainless steel manufacturer hikes coil prices by INR 2,000/t (\$22)

A leading stainless steel producer has announced a price hike effective 17 Dec'25, marking its first hike this month. It has raised 304-grade coil prices by INR 2,000/t (\$2/t), 316-grade prices by INR 2,000/t (\$22/t) and JT HR coils by INR 2,000/t (\$22/t). The revision came amid a strengthening US dollar and China's new export licence regime for stainless steel from 1 Jan'26.

Source: www.bigmint.com



Guangdong Producer Unveils New Energy-Efficient 3-Ply Stainless Steel Cookware Customization Services

In the heart of China's major manufacturing hub, Guangdong, Jiangmen Xinhui Jincui Metalware Co., Ltd. is setting a new course for the high-performance kitchenware industry. With over two decades of experience, the company is intensifying its focus on delivering advanced customization services for its critically acclaimed line of 3-Ply Stainless Steel Cookware (<https://jincui.com/encapsulated-bottom-stainless-steel-cookware-sets/>). This strategic move addresses the rising global demand from retailers and brands seeking product differentiation, consistent quality, and, increasingly, higher energy efficiency in their product offerings.

The modern culinary landscape is shifting toward performance-driven and sustainable tools. Jincui Metalware, situated in Jiangmen, Guangdong, is

leveraging its deep technical expertise to meet these market needs, positioning itself as a reliable partner capable of scaling production while maintaining stringent quality control. The announcement of expanded customization capabilities represents a key development for global procurement managers looking for dependable OEM/ODM solutions.

The Foundation of Performance: Mastering Whole-Clad Technology

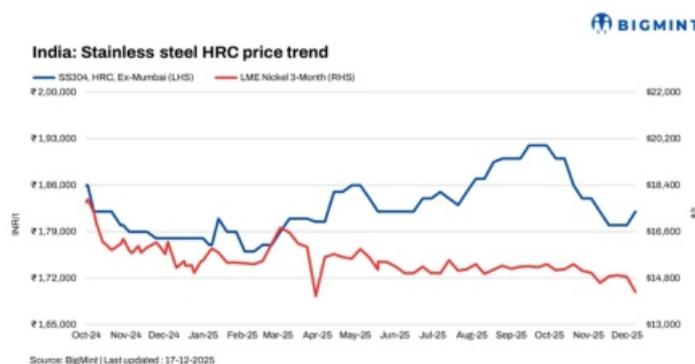
The core advantage of Jincui's offering lies in its Whole-Clad technology. Unlike conventional cookware that only features a multi-layered base, the company's 3-Ply construction involves permanently fusing three distinct layers of metal across the entire body of the product, from the base to the rim. This structure is essential for professional-grade performance.

Source: www.openpr.com

India: Stainless finished steel market sees mixed trends amid global uncertainty, strengthening dollar

India's stainless steel market witnessed divergent trends across product segments during the week, as tight raw material availability and global uncertainties offered support to finished flats, while sluggish downstream demand continued to weigh on longs. Market participants remained cautious amid year-end slowdown and evolving global trade developments.

India's stainless steel finished market is expected to remain subdued in the near term, with weak end-user demand, year-end caution, and adequate inventories limiting trading activity. While finished flats may continue to find marginal support from global developments and cost pressures, stainless steel longs are likely to remain under pressure until downstream demand improves. Market participants anticipate some pickup in activity only after mid-January once procurement cycles normalise and demand visibility improves.



- Leading Indian mill hikes coil prices in mid-Dec'25
- Stainless steel longs face sluggish demand

Source: www.bigmint.com

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- AJANTA STEEL PRODUCT, NEW DELHI
- AJANTA STEELS, MUMBAI
- AJIT BARTAN STORE, PUNJAB
- ALLENE OVERSEAS PVT. LTD., HARYANA
- ALPESH AGENCY, CHENNAI
- AMARA STORES PVT. LTD., CHENNAI
- AMAR SALES CORPORATION, BANGALORE
- AMARTI METAL, BHAYANDER (E)
- AMAZON BRUSH CO., NEW DELHI
- AMBICA METAL CORPORATION, AHMEDABAD
- AMIT STEEL TRADERS, DELHI
- AMPOULES & VIALS MFG. CO. LTD., MUMBAI
- AMRRITAVEL MARKETING - MADURAI
- ANAND INDUCTION ALLOYS P. LTD., AHMEDABAD
- ANAND METAL CORPORATION, MUMBAI
- ANAND & COMPANY, BANGLORE
- ANANTHA METAL COMPANY FIRM, MADURAI
- ANIL & COMPANY, MUMBAI
- ANKIT MECHANICALS WORKS PVT. LTD, HOWRAH
- ANKUR EXPORTS, DELHI
- ANMOL STAINLESS PVT. LTD., KOLKATA
- ANJU METAL, AHMEDABAD (GUJARAT)
- ANUSHREE ELECTRICAL ENGINEERS (P) LTD., MEERUT
- APAAR CUTLERY, MORADABAD
- APARNA METAL INDUSTRIES, HVJIYAWADA
- APEX STEEL, JODHPUR
- APPLE STEEL, GUNTUR
- APURVI INDUSTRIES, AHMEDABAD
- ARCEE ISPAT UDYOG LTD., HISAR
- ARIHANT ENTERPRISES, CHENNAI
- ARIHANT STEEL INDUSTRIES, AHMEDABAD
- ARIHANT TUBES & FITTINGS, PUNE
- ARJAN INTERNATIONAL, NEW DELHI
- ARK METAL & ALLOYS, KANPUR
- ARPAN MACHINE TOOLS, RAJKOT
- ARUN METAL & GENERAL STORES, BELGUAM, KA
- ASHOK AGENCIES, PUNE
- ASHOK STEEL HOUSE, CHENNAI
- ASHOKA METAL INDUSTRIES, AHMEDABAD
- ASHUTOSH METAL PVT. LTD., AHMEDABAD
- ASIATIC CRAFT INDUSTRIES, MUMBAI
- ASTRAKLEN INDUSTRIES, MUMBAI
- AUSTENITIC STEELS PVT, MUMBAI
- AUTO CONTROLS, DELHI
- AVANTIKA STAINLESS STEEL P. LTD., JODHPUR
- AVN COMMODITIES PVT. LTD., AHMEDABAD
- B. G. STEELS PVT. LTD., BHIWADI (RAJ.)
- B. M. ENTERPRISES, MUMBAI
- B. P. B (INDIA), JODHPUR
- B.C. METALS, GUWAHATI
- B.F. METAL CRAFT, SURAT
- B.L. STRIPS & ALLOYS, DELHI
- BAHETI METAL & FERRO ALLOYS LTD., AHMD.
- BAISHLI STEELS PVT. LTD. - KOLKATA
- BAJAJ STEELS & INDUSTRIES LTD., KANPUR
- BAJRANG STEEL INDUSTRIES, DELHI
- BALAJI S.S. SHEETS PVT. LTD., JODHPUR
- BALWANT STEEL, CHENNAI
- BANSAL STEEL INDUSTRIES, NEW DELHI
- BANSAL WIRE INDUSTRIES LTD., DELHI
- BASAR STAINLESS PVT. LTD., MUMBAI
- BATRA APPLIANCES LTD., DELHI
- BEENA STEEL PRODUCTS, BHAYANDER (E)
- BELJIM ELECTROMAC INDUSTRIES, JODHPUR
- BENGAL STEEL UDYOG, HOWRAH (WB)
- BENGANI UDYOG PVT. LTD., AHMEDABAD
- BHAGWATI METALS, JODHPUR
- BHAIKAV IMPEX, BHAYANDER (E)
- BHAL INTERANTIONAL, MUMBAI
- BHALARIA METAL CRAFT PVT. LTD., THANE
- BHANSALI STEELS, CHENNAI
- BHARAT METAL INDUSTRIES, HISAR
- BHARAT STEEL CORP, HYDERABAD (A.P.)
- BHARAT STEEL HOUSE, HYDERABAD (A.P.)
- BHART IMPEX, THANE-MUMBAI
- BHATIA SONS, NEW DELHI
- BHIWADI METAL ROLLWELL P. LTD., NEW DELHI
- BHOR METAL SYNDICATE, MUMBAI
- BJK INDUSTRIES, VASAI
- BKP ENTERPRISES, MORADABAD
- BOMBAY GAS LIGHT STORES, VISHAKHAPTNAM
- BOSKINA IMPEX, BHAYANDER (E)
- BOSTON CONSULTING GROUP MUMBAI
- BRG IRON & STEEL COMPANY P. LTD., KOLKATA
- BRG INTERNATIONAL PVT. LTD., NEW DELHI
- BRIGHT INTERNATIONAL, MUMBAI
- BRITISH SUPER ALLOYS PVT. LTD., MUMBAI
- BUSINESS (UTENSILS SHOP), NAGPUR
- BUTTERFLY STEELS, BHAYANDER (E)
- CAT-LARRY, MORADABAD
- CHANDA STEEL WORKS PVT. LTD., DELHI
- CHANDAN STEEL, AHMEDABAD
- CHANDRAMUKHI STEEL HOUSE, CHENNAI
- CHAWLA ENTERPRISES, NEW DELHI
- CHENNAI HI-TECH HOME APPLIANCES P. LTD.
- CHETAN METALS PVT. LTD., JODHPUR
- CHINAR STORES, DELHI
- CHOPRA CHEMICALS, JODHPUR
- CHOPRA INDUSTRIES, JODHPUR (RAJ)
- CLASSIC ENTERPRISE / PAREKH & SONS, KOLHAPUR
- COMPETENT DYESTUFF & ALLIED PRODUCTS (P) LTD., GHAZIABAD (UP)
- CONSOLIDATED TEKNICS INDIA PVT. LTD., BANGLORE
- CONTEMPORARY CREATIONS PVT. LTD., NEW DELHI
- CONTINENTAL SPEAYES, NEW DELHI
- CRYSTAL COOK-N-SERVE PROD. P. LTD., RAJKOT
- CUBE CONSTRUCTION ENGINEERING LTD, VADODARA
- CITY STEEL INDUSTRIES, SILIGURI
- D. S. METALS, JAGADHARI (HARYANA)
- DAGA UDYOG, JODHPUR
- DAVIE EXPORT, NEW DELHI
- DALMIA STEELS, HISAR
- DARA INC., MORADABAD
- DARSHAN METAL INDUSTRIES, JAGADHRI, HRY.
- DEEP METAL PRODUCTS, DAHANU ROAD
- DEEP STEEL, BHAYANDER
- DEEPAK SUPER STEEL, NEW DELHI
- DEEPALI ENTERPRISES, DELHI
- DEETEE INDUSTRIES LIMITED - INDORE
- DEI GRATIA IMPEX PVT. LTD., DELHI
- DEKORA ARTS, MORADABAD (U.P)
- DELUXE METAL CORPORATION, AHMEDABAD
- DEV ENTERPRISES, BHAYANDER
- DEV METAL INDUSTRIES, DELHI
- DEV STEEL (INDIA), AHMEDABAD
- DGM TUBES PVT. LTD., PUNE
- DHANJAL INDUSTRIES, NEW DELHI
- DHANLAXMI METAL/ BHAGYALAXMI STEEL IND, BHAYANDER (E)
- DHANURAM AGENCIES, NAGPUR
- DHARINDHAR METAL INDUSTRIES, AHMEDABAD
- DINESH METAL (INDIA), AHMEDABAD
- DIPLOMA METAL INDUSTRIES, AHMEDABAD
- DIVINE TUBES PVT. LTD., GUJARAT
- DMW EXPORTS PVT. LTD., NEW DELHI
- DOLPHIN METALS INDIA LTD., AHMEDABAD
- DOSHI TUBES PVT. LTD., MUMBAI
- DULL DESIGNS, MUMBAI
- EAGLE METALS, MUMBAI
- ELECTRONICS DEVICES, MUMBAI
- E.N. PROJECT & ENGINEERING INDUSTRIES (P) LTD. - HARYANA
- EMARS MINING & CONSTRUCTION PVT. LTD., KOLKATA
- EMPIRE METAL (INDIA), SECUNDERABAD
- EVERSHINING INTERNATIONAL LTD., CHINA
- FACKELMANN INDA KITCHENWARE PVT. LTD., GURGAON
- FALCON INTERNATIONAL, MUMBAI
- FEDORA IMPEX CO., MUMBAI
- FEMINA APPLIANCES & MOULDINGS, CHENNAI
- FESTINO MARKETING CO.P.LTD., KOLKATA
- FITMET INDUSTRIAL FITTINGS (P) LTD., PUNE
- FORTUNE EXIM, PUNE
- FRANKE INDIA PVT. LTD., AURANGABAD
- GALAXY KITCHEN APPLIANCES, RAJKOT
- GALA SONS, MUMBAI
- GANDHI EXPORTS, MUMBAI
- GANESH ENGINEERING CORPORATION, PUNE
- GANESH METAL INDUSTRIES, RAJKOT
- GANESH PRASAD PARASRAM ASATI , JHANSI (U.P)
- GANGA STEELS, JODHPUR
- GARDEN STEELS, AHMEDABAD (GUJ.)
- GARGI METALS, PANIPAT
- GARUDA MFG. & MARKETING CO., AHMEDABAD
- GARUDA OVERSEAS, AHMEDABAD
- GAURAV CUTLERY WORKS, NEW DELHI
- GEE ISPAT (P) LTD., DELHI
- GEMINI METAL CORPORATION, KOKATA
- GIDWANI STORES, NAGPUR
- GIFT LAND, MORADABAD
- GLARE APPLIANCES PVT. LTD., RAJKOT
- GLOBE STEEL, HARYANA
- GOLDEN APPLIANCES, DELHI
- GOPINATH ENTERPRISE, AHMEDABAD
- GOVINDAM STEELS, JODHPUR
- GOYAL ENTERPRISES, DELHI
- GRIND MASTER MACHINES PVT.LTD., AURANGABAD
- GRIND TOOLS, PUNE
- GROVER STEELS (INDIA), DELHI
- GURU RAJENDRA STEELX, CHENNAI
- GURU TEGH INTERNATIONAL, NEW DELHI
- GYSCOAL ALLOYS PVT. LTD., GUJARAT
- H. K. IMPEX PVT. LTD., MUMBAI
- H.K. ENTERPRISE, ADHEWADA
- HANS RAJ MAHAJAN & SONS, JALANDHAR
- HANS RAJ STEELS (INDIA), AMRITSAR
- HAPPY HOME, GUNTUR
- HARE KRISHNA INDUSTRIES, HARYANA
- HARI HAR PIPE INDUSTRIES, HISAR
- HARSH INDUSTRIES, BHAYANDER (EAST)
- HEALUX INTERNATIONAL PVT. LTD., BANGLORE
- HEENA METALS, AHMEDABAD
- HEMRATNA STEELS, MUMBAI
- HET SINGH PRAJAPATI, AHMEDABAD
- HINDUSTAN BRASS METAL CAST, RAJKOT
- HINKAR STEELS, CHENNAI
- HISAR METAL IND. LTD., HISAR (HARYANA)
- HISAR STAINLESS STEEL PIPES CO., HISAR
- HOWRAH STEEL WORKS, HOWRAH
- I. K. INTERNATIONAL, MORADABAD
- IMPERIAL COATING INDUSTRIES, VADODARA
- INDUSTRIAL METAL DISTRIBUTORS, MUMBAI
- J. B. STEEL, DELHI
- J. K. STAINLESS, CHENNAI
- J. Y. INTERNATIONAL, BHAYANDER (E)
- J.C. METAL FAB, SURAT
- JAGDAMA CUTLERY LIMITED, SONIPAT, HARYANA
- JAGDISH INDUSTRIES, KOLKATA
- JAI BHARAT INDUSTRIES, HISAR
- JAIN BROTHERS SANITATION (P) LTD., DELHI
- JAIN BROTHERS, DELHI
- JAIN INDUSTRIES, DELHI
- JAIN STEELS CORPORATION, DELHI
- JALANDHAR CITY
- JANGADA STEEL POINT, HARIYANA
- JAY EM ENTERPRISES, CHENNAI
- JAY KAY ENTERPRISES, DELHI
- JAYANITA, DELHI
- JAYANTILAL - DINESHKUMAR & CO., MUMBAI
- JAYDEEP METALS, DELHI
- JAYEM METAL CORPORATION, DELHI
- JAY-KAY INTERNATIONAL, DELHI
- JAYKISHAN INDUSTRIES, RAJKOT
- JENSONS INTERNATIONAL, DELHI
- JETTECH INDUSTRIES CO. LTD., CHINA
- JEWEL ENTERPRISES, BHAYANDER (E)
- JEWEL SIMLESS LIMITED, INDORE (MP)
- JINDAL STAINLESS LIMITED, DELHI ROAD, HISAR
- JSG INNOTECH PVT LTD, SONEPAT (HARIYANA)
- JVL CLASSICWARE, CHENNAI
- JYOTI HANDICRAFTS & SPORTS, BENGALURU
- JYOTI STAINLESS, HYDERABAD (A.P.)
- K. K. INTERNATIONAL, BHAYANDER (E)
- K. KISHOR KUMAR & CO., AHMEDABAD
- K.C. METAL INDUSTRIES, BHAYANDER
- KAILASH STEEL INDUSTRIES, MUMBAI
- KAILASH MARKETING ASSOCIATES, NAVI MUMBAI
- KALPATARU UDYOG, AHMEDABAD
- KALPESH STEEL, BHAYANDER (E)
- KAMAL STEEL CENTER, CHENNAI
- KAMLESH METAL WORKS, BHAYANDER (E)
- KAMLESH STEEL, AHMEDABAD
- KANSARA POPPATLAL TIBHOVANDAS METAL P. LTD., GANDHINAGAR
- KAPUR CHAND PAWAN KUMAR, CHANDIGARH
- KARTHIK ALLOYS LIMITED, GOA
- KAUSHAL ENGINEERS, ALWAR
- KAVIRAJ INCORPORATION, BANGALORE
- KAWAD METALS, JODHPUR
- KEDIA STAINLESS STEEL HOUSE, KOLKATA
- KHAMBETE KOTHARI CANS & ALLIED PROD. PVT. LTD., JALGAON
- KHAN STEELS, NAGERCOIL (T.N.)
- KHANNA IMPEX, NEW DELHI
- KHEMANI METAL IND. PVT. LTD., JODHPUR
- KHEMKA INDUSTRIES ENTERPRISE, JODHPUR
- KHUSHI METAL, VASAI (E), THANE
- KING METAL WORKS, MUMBAI
- KING TOOLS CENTRE, MUMBAI
- KIRAN METAL CORPORATION, AHMEDABAD
- KITCHEN ESSENTIALS, VASAI (E)
- KITCHEN STRAINERS & TOOLS (INDIA) PVT. LTD., DELHI
- KITCHENWARE PVT. LTD., GURGAON
- KLOUD 9 INTERNATIONAL, MUMBAI
- KOMAL TRADING CORPORATION, MUMBAI
- KONGU ENGINEERS, COIMBATORE
- KOTHARI STEEL CORPORATION, MUMBAI
- KOTTARAM TRADING COMPANY, CHOCHIN
- KRISHNA INDUSTRIES, MUMBAI
- KRISHNA INDUSTRIES, RAJKOT
- KRISHNA TRADING CO., NEW DELHI
- KRISHNA VIJAY INDUSTRIES, AHMEDABAD
- KRUNAL ACID AGENCY, AHMEDABAD
- KRUTI ASSOCIATES, AHMEDABAD
- KRYPTON STEELWORKS PVT. LTD., ODISHA
- KT ENTERPRISES, KULLU
- KUBER TECHNO CRAFT, GUWAHATI
- KUMAR STEELS INC., Kundli, SONEPAT
- KUNAL METALS / DHANLAXMI IND., BHAYANDER
- KUNDAN INDUSTRIES LIMITED, VASAI (E)
- KUNDANI INDUSTRIES LTD., MUMBAI
- KUNWALY CORPORATION, JODHPUR (RAJ.)
- LALIT CORPORATION, MUMBAI
- LALIT IMPEX PVT. LTD., MUMBAI
- LALJI MOHAN LAL, RAJKOT
- LALLUBHAI AMICHAND LIMITED, MUMBAI
- LARSEN AND TOUBRO LTD., BARODA
- LIPKA UDYOG, NEW DELHI
- LOHIA IMPEX, MORADABAD
- LOKSEVA INDUSTRIES, JODHPUR (RAJ.)
- LUXMI BARTAN BHANDAR, NEW DELHI
- M. A. ENTERPRISES, AHMEDABAD
- M. B. STAINLESS STEEL FURNITURE, JAIPUR
- M. BHAWLAL'S HOME APPLIANCES, BANGLORE (KTK)
- M. D. METAL CORPORATION, CHENNAI
- M. K. CUTLERY WORKS, DELHI
- M. P. INDUSTRIES, AHMEDABAD
- M. R. METAL INDUSTRIES, AHMEDABAD
- M. S. INDUSTRIES, CHENNAI
- M. L. SHAH & SONS
- M.M. STEEL & ALLOYS / ANMOL METAL IND. AHMEDABAD
- M/S BANSAL BARTAN STORES, DEHARDUN (UTARAKHAND)
- M/S DEVI METAL TECHNOLOGIES, GHAZIABAD
- M/S HERO STEEL INDUSTRIES.
- M/S POONAM METAL STORE, Dist. NUAPADA (ODISHA)
- MADRAS STEEL AGENCIES, CHENNAI
- MAGADH PRECISION EQUIPMENT LTD., DEWAS, M. P.
- MAGNUM PRODUCTS, AGRA
- MAHAKALI STORES, SILIGURI (W.B.)
- MAHALAXMI METAL UDYOG, AHMEDABAD
- MAHARAJ DISTRIBUTORS, BHAYANDER
- MAHARAJA APPLIANCES LTD. NEWDELHI
- MAHAVIR IMPEX, MUMBAI
- MAHAVIR INDUSTRIES, AHMEDABAD
- MAHAVIR INTERNATIONAL, MUMBAI
- MAHAVIR METAL INDUSTRIES, MUMBAI
- MAHAVIR STEEL, AHMEDABAD
- MAHAVIR TUBES, JALNA (M.S.)
- MAHENDARA METAL CORPORATION, CHENNAI
- MAHENDRA METAL INDUSTRIES, BHAYANDAR (E)
- MAHESH STAINLESS STEEL PVT. LTD., KOLKATA
- MALHOTRA PLASTIC PRODUCTS,
- MANAK OVERSEAS LTD., MUMBAI
- MANEK METAL INDUSTRIES, MUMBAI
- MANGAL METAL INDUSTRIES, CHENNAI
- MANGLESH INDUSTRIES, AHMEDABAD
- MANIDHARI METALS, JODHPUR
- MANIK METAL STORES, RAIPUR, CHHATTISGARH
- MANISH STEEL UDYOG, SIROHI (RAJ.)
- MANOHR STEEL, VIRAR (E) THANE
- MARK EXPORTS, RAJKOT
- MARUTHI & CO., TIRUNELVELI
- MARUTI UTEMET (P) LTD., AHMEDABAD
- MARVEL ENTERPRISE, MUMBAI
- MARVEL INDUSTRIES, AHMEDABAD
- MASTIN, MUMBAI
- MAVEN STAINLESS, DELHI
- MAXELL-PLAST (INDIA), CHENNAI
- MAYA UDYOG, AHMEDABAD
- MAYUR INDUSTRIES, DELHI
- MECH ENGINEERS, GUJARAT
- MEERA METAL INDUSTRIES, AHMEDABAD
- MEERA PIPES PVT. LTD., GANDHINAGAR
- MEGHA AUTOMATIONS PVT. LTD., PUNE
- MEHROTRA IMPEX (INDIA), MORADABAD
- MEHTA ALLOYS LTD., AHMEDABAD
- MEHTA ENTERPRISES, JODHPUR
- MEHTA METAL, MUMBAI
- MEHTA STEEL, AHMEDABAD
- MEHTA STEEL, BHAYANDER (E)
- MERCURY INDUSTRIES, CHENNAI
- META INDUSTRIES, NEW DELHI
- METAL AIDS INDIA, MUMBAI
- METAL MOULDING & PRESSING WORKS, MUMBAI
- METALCRAFT INDUSTRIES, KOLKATA
- METAL CRAFT VIBRANT PVT. LTD., CHENNAI
- METALTEX STEEL STRIPS PVT. LTD., BANGLORE
- METALIKA INDUSTRIES, HYDERABAD
- METALLIC BELLOWS (INDIA) PVT. LTD., CHENNAI
- METALORE OVERSEAS PVT. LTD., DELHI
- METALS & ALLIED PRODUCTS, MUMBAI
- METTECH STEEL WORKS, RAIPUR (C.G.)
- MICRO METAL INDUSTRIES, AHMEDABAD
- MICRO STEEL, RAJKOT
- MID INDIA ENGINEERING LTD., GUJARAT
- MINOX WARES, MUMBAI (MAHARASHTRA)
- MILLI GALLERY - DELHI
- MILLI STEELS PVT. LTD., MUMBAI
- MILLTEC INDUSTRIES BANGLORE PVT. LTD., BANGALORE
- MINOX METAL PVT. LTD., BANGLORE (KARNATAK)
- MINTAGE STEELS LTD., DELHI
- MIRA ENTERPRISE - MUMBAI
- MIRAMBICA ENTERPRISES, RAJKOT
- MIRZAPUR METAL THERGALY LTD., MIRZAPUR
- MODERN METAL INDUSTRIES, AHMEDABAD
- MODERN STEELS LTD., GOBINDGARH

- MOODY BROTHERS, MUMBAI
- MOHAN STEEL & ALUMINIUM, MADURAI
- MOHNOT STAINLESS STEEL IND. (P) LTD., JODHPUR
- MONAL CHAINS LIMITED, MUMBAI
- MONIKA UDYOG, AHMEDABAD
- MONOLITHIC REFRACTORIES SPECIALIST, AHMEDABAD
- MOSAIC HOUSEWARE PVT. LTD, DELHI
- MOTHER INDIA FORMING (P) LTD. - BANGALORE
- MOTI STAINLESS STEEL, NEW DELHI
- MOTWANI INTERNATIONAL - MUMBAI
- MR. ASHOK GROVER, DELHI
- MR. HARBHAJAN SINGH, NEW DELHI
- MR. MUKESH K. GUPTA, DELHI
- MUKESH ENTERPRISE, AHMEDABAD
- MUKTI EXPORT PRIVATE LTD., MUMBAI
- MUKUL ENTERPRISES / SURESH CHANDRA AGARWAL & CO, ALIGARH (U.P.)
- MURALI VIJAYA AGENCIES PVT. LTD., VIJAYAWADA
- MURUGAN METALS, CHENNAI
- MUTTIN & COMPANY, BIJAPUR (KARNATAKA)
- MVM HANDICRAFTS PVT. LTD., NOIDA
- NAHATA METALS INDUSTRIES, JODHPUR
- NAKODA STEEL, JODHPUR
- NAMAN ENTERPRISES, DELHI
- NARAYANKRUPA INDUSTRIES, AHMEDABAD
- NARENDRA STEELS, MUMBAI
- NARESH DHARAMCHAND AGARWAL, BHAYANDER
- NARMADA INDUSTRIES CORPORATION, MUMBAI
- NARPAT STEEL PVT. LTD., JODHPUR
- NATIONAL STEEL & AGRO INDUSTRIES LTD., INDORE
- NATIONAL INDUSTRIES (INDIA), DELHI
- NAVKAR METAL, JODHPUR
- NAV-TECH INDUSTRIES, NEW DELHI
- NEELAM APPLIANCES, MUMBAI (MHRSTR)
- NEELKANTH METAL TRADING CO., DELHI
- NEELKANTH STAINLESS STEEL, MUMBAI
- NEW MAHARASHTRA MECHANICAL WORKS, MUMBAI
- NIKUNJ ENTERPRISES, GOREGAON(E) MUMBAI
- NILE IMPEX, BHAYANDER (E), THANE
- NIRMAL ENTERPRISE, VADODARA
- NIRMAL EXPORTS, BHAYANDER (E)
- NIRMAL INDUSTRIES, DELHI
- NISHA ENTERPRISES, NEW DELHI
- NITIN IMPEX, VASAI (E), THANE
- NITIN ISPAT PVT. LTD., KANPUR (UP)
- NITIN STEEL, GADAQ (KARNATAKA)
- NIVAS LIMITED (NAIROBI KENYA), RAJKOT
- NORTH AMERICAN MERCANTILE INDIA PVT LTD., MUMBAI
- OM STAINLESS INDIA, HISAR
- OMEGA PRODUCTS, DELHI
- OMKAR INDUSTRIES, DELHI
- OMKAR STEELS, DELHI
- OSBORN LIPPERT IND. PVT. LTD., AURANGABAD
- OSWAL TRADING CO., MUMBAI
- OUTOKUMPU INDIA PRIVATE LIMITED, OXFORD INDUSTRIES, DELHI
- P. K. STEEL & METAL WORKS, DELHI
- P. K. METAL INDUSTRIES, DELHI
- P. S. RAJ STEELS PVT. LTD., HISAR
- PAWAN TRADING CO., DELHI
- PACHYANNA STEELS, COIMBATORE
- PAMBAN METALS, CHENNAI (T.N.)
- PANNAR STRIPS PVT. LTD., BHIWADI
- PANKAJ SALES CORPORATION, HIMATNAGAR
- PAPER STAR MARKETING, AHMEDABAD
- PALMLINE PLASTICS PVT. LTD., THANA
- PALMART, JODHPUR
- PARADISE STEEL PVT. LTD, JODHPUR
- PARAS IMPO-EXPO PVT. LTD., DELHI
- PARAS STEEL CENTRE, MUMBAI
- PARAS UDYOG, DELHI
- PARIN STEEL, MUMBAI
- PARMOD BARTAN STORE, BHIWANI
- PARSOTTAM INDUSTRIES, RAJKOT
- PARSVNATH OVERSEAS, DELHI
- PATEL METAL IND., BHAYANDER (E)
- PATELRAJ KITCHENWARE, RAJKOT
- PAWAN INDUSTRIES, HYDERABAD
- PAWAN METALS, HYDERABAD (A.P.)
- PAYAL STEEL CENTRE, HYDERABAD (A.P.)
- PERFECT STEEL, MUMBAI
- PERMA ENGG. AND TOG. CO. P. LTD., BHIWADI (RAJ.)
- PHILCO INDUSTRIES, NEW DELHI
- PHOENIX FOILS PVT. LTD., MUMBAI
- PILOT EXPORTS, MUMBAI
- PLATINA STEELS PVT. LTD. GUNTUR (A.P.)
- POHOOMAL KEWALRAM SONS EXPORTS PVT. LTD., BOMBAY
- PONN COOK, TRIRUNELVELI
- POOJA KITCHENWARE INC., CHENNAI
- PRABHAKARA TRADERS, ANDHAR PRADESH
- PRADIP STEEL
- PRAJAPATI TUBES PVT. LTD., JAIPUR (RAJ.)
- PRAKASH STEELAGE LIMITED, MUMBAI
- PRAMOD & PRAMOD, JODHPUR
- PRATAP METAL INDUSTRIES, HAPUR
- PRATIK ENTERPRISES, MUMBAI
- PRATIK STEEL CENTER, HYDERABAD (A.P.)
- PRBODH BHAI R. SHAH, MUMBAI
- PRECISE ENGINEERS, ANAND (GUJ.)
- PREM STEEL INDUSTRIES, DELHI
- PRESCO APPLIANCES (P) LTD., GURGAON
- PRINCEWAVE INTERNATIONAL PVT. LTD., MUMBAI (MHRSTR)
- PRIT ENTERPRISES, BHAYANDER (E)
- PRITAM STEEL HOUSE, HYDERABAD (A.P.)
- PRIYA STEEL HOUSE, HYDERABAD (A.P.)
- PRIYANKA HOME APPLIANCES, HYDRABAD (AP)
- PROFESSIONALS & TRADERS, PANCHKULA
- QUALITY FOILS INDIA LTD., HISAR(HARYANA)
- QUICK INDUSTRIAL SUPPLIERS, TALUKA VASAI
- R. J. METAL CORPORATION, CHENNAI
- R. K. CUTLERY WORKS, MORADABAD
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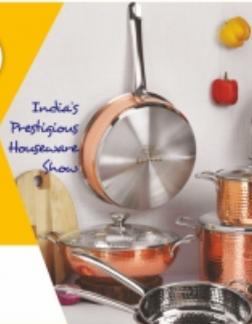
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