

RWF CUSTOMERS:

The Customers of RWF Products viz Wheels, Axles and Wheel Sets are Predominantly to Indian Railways which are enumerated Consignee wise as below-

Zonal Railways

1. Central Railway 2. Eastern Railway 3. East Coast Railway 4. East Central Railway 5. Northern Railway 6. North Eastern Railway 7. North Frontier Railway 8. North Western Railway 9. North Central Railway 10. Southern Railway 11. South Central Railway 12. South Eastern Railway 13. South Eastern Central Railway 14. South Western Railway 15. Western Railway 16. West Central Railway

PU's & Other Customers

17. Integral Coach Factory 18. Rail Coach Factory 19. Chittaranjan Loco Works 20. Diesel Modernization Workshop 21. BHEL 22. Diesel Loco Works and 23. Wagon Builders, 24. Metro Railway, Kolkatta

- Non Railway Customers - Including Scores of Customers of Indian Firms and Foreign Countries.
- Market Segments - are Predominantly to Indian Railways and Scores of NRC's. There is no Online Failures of RWF Products Since 32 years of Inception of Plant

Non Railway Customer (NCR) CLIENTS

1	Braithwaite & Co. Ltd., Kolkata
2	Cemcon engg co pvt ltd., New Delhi
3	San engg & locomotive co ltd., Bangalore
4	Container Corporation of India, CONCOR Bhavan, New Delhi
5	M/s.Hindusthan Composites,Aurangabad.
6	M/s.Titagarh Wagons LTD., kolkata
7	Modern Industries, Bhaziabad.
8	M/s.National Aluminium Company Ltd, Angol
9	Standard Castings Pvt.Ltd.,New Delhi.
10	Bony Polymers
11	Hindusthan Eng.& Industries Ltd.,Kolkata.
12	Rites, Gurgaon
13	Cemcon engg co pvt ltd., New Delhi
14	Adani agri logistics ltd, Ahmedabad.

EXPORT ORDERS EXECUTED

COUNTRY

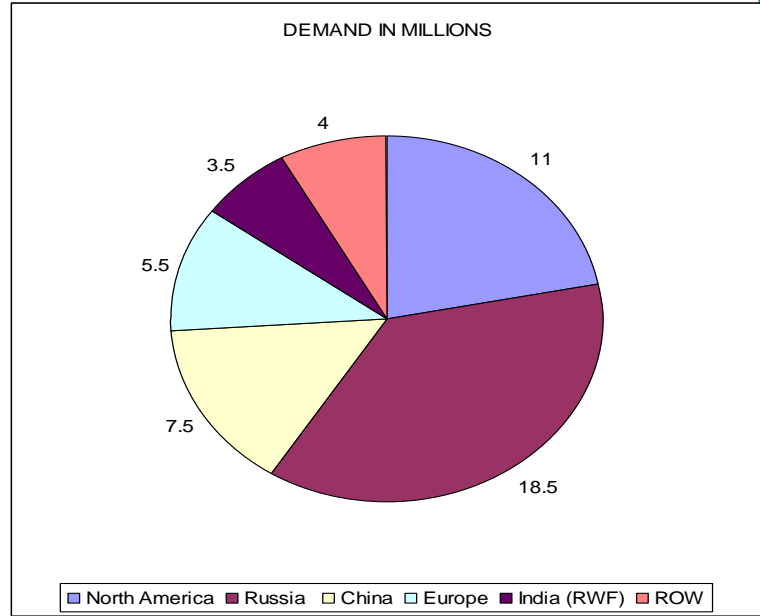
1	USA
2	MALAYSIA THRU IRCON
3	MALYASIA THRU MPC
4	TANZANIA THRU RITES
5	SUDAN THRU RITES
6	M/S. LEALDE GRUPO DANOBAT, SPAIN
7	ANGOLA THRU RITES
8	MOZAMBIQUE THRU RITES
9	ANGOLA THRU ICF
10	EXPORT THRU RITES
11	SENEGAL AND MALI THRU RITES
12	MOZAMBIQUE THRU RITES
13	ANGOLA THRU ICF
14	SENEGAL THRU M/s RITES
15	BENIN THROUG M/s RITES

EXPORT MARKET - GLOBAL SCENARIO

Global demand of wheels for Railways has stabilized at 4.5 to 5 million in this decade. Wheels are produced by Forging and Casting Process. Cast Wheels are mainly used for freight Wagons. The main strategy of Rail Wheel Factory (RWF) is to develop Cast Wheels on par with Forged Wheels with respect to mechanical and thermal properties. With this in view, a giant leap forward has already been achieved with successful development of micro alloyed wheels for Locomotives which has been cleared for use on regular measure by Railway Board in 2002. Further EMU Wheels for both TC & M/C application are also cleared by RDSO 2016 for use on regular measure on Indian Railways. RWF has capability to manufacture Cast Wheels between 725 mm to 1098 mm having required chemistry. With Design Center (DDTC) coming up RWF will become nodal center for manufacturing equivalent Cast Wheel to forged Wheel with capability of design validation, thus has potential to capture markets in South Asia and African Countries

The Global Demand of Wheels

COUNTRY	DEMAND
NORTH AMERICA	11,00,000
RUSSIA	18,50,000
CHINA	7,50,000
EUROPE	5,50,000
INDIA	3,25,000
REST OF WORLD (Including Japan & South Korea)	4, 00, 000



A SWOT analysis indicates that Strength of RWF is to deliver good quality products in time and also to meet the ever increasing demand of IR through product diversification through innovation product/ service strategy of developing equivalent Cast Steel Wheels viz Loco, LHB and EMU in place of Forged Wheels as import substitution. Another important strength is it's ability any new designs of Cast Wheels for Railway Application.

The Weakness of RWF is that it does not have the ability to validate it's design and test the Wheels developed in-house. This will be over come with completion of envisaged Design Development and Testing Center for Wheels with contract awarded to RITES.

The introduction of various Rolling Stock on the IR varying from higher Axle load to higher speed application is an Opportunity for RWF to diversify its products. Release of capacity due to the new Wheel Plant of Chhapra is also an opportunity.

The main Threat for RWF is the setting up of an equivalent Wheel Plant at Chhapra in Bihar, India. This will release the capacity of RWF. Secondly availability of cheaper Wheels and Axles from China and Ukraine etc is perceived as a threat.