

# ON THE SPOT... Sanjay Somany

Sanjay Somany is Vice Chairman and Managing Director of Hindusthan National Glass & Industries (HNG). Glass Worldwide caught up with him at the recent GLASSPEX India 2013 exhibition in Mumbai.

**GW: With HNG having the ambition to be one of the top 15 glassmakers in the world, are you looking to grow organically or by acquisition?**

Anything that makes business sense, we are ready to go. At this time, we are looking at five sites but it's too early for more details! We also plan to build our own new plants. In addition to our new plant that is already operational at Naidupeta (Andhra Pradesh), we are looking at container and flat glass greenfield projects in the north of India.



In detailed discussion with annealing Lehr specialist Car-Met SpA.

**GW: With the previous owners having encountered production efficiency problems at Agenda Glass in Germany, how is the plant performing since joining the HNG group?**

First class. Over recent months, it has started showing results and is running fine technically. The management now has a good platform to work from and the turnaround is clearly visible, teamwork being far better than before. They are very much integrated into the HNG system and it is now a two-way street; at times, we help them with certain things and sometimes take their help on other matters. I spend a lot of time in Germany.

**GW: How is the new float glass plant at Halol performing?**

It is running at full capacity and we are looking to add further capacity in terms of a new furnace and automotive products. This is subject to discussions with our new partners in Turkey because we are now joined



Sanjay Somany (right) with Mr S C Bansal (AIGMF President and Director of Adarsh Kanch Udyog), Manohar Lal (joint AIGMF Secretary) and Birgit Horn (Director, Messe Düsseldorf) at GLASSPEX India 2013.

with Sisecam. We are committed to major growth in this area and Sisecam has great knowledge and there is a lot of automotive value that it can add.

**GW: Is HNG still providing equipment and turnkey services through the subsidiary company Glass Equipment (India) Ltd?**

This company is currently going through a major reconstruction. We have taken it down to the ground and are rebuilding it completely. You will see a brand new Glass Equipment company in 2014 that will be super-modern, with world class manufacturing facilities. Without doubt, its future is very bright because as HNG itself grows, we also have more and more needs. The company will be a global standard supplier. >



Sanjay Somany meets senior representatives from Siemens.



Sanjay meets representatives from Finland's Lahti Precision Oy.



With Glass Worldwide's Dave Fordham at the recent GLASSPEX India 2013 event. "Glass Worldwide is the only magazine I read from cover to cover because of the quality and quantity of information."



Sanjay Somany with Dieter Widmann, Managing Director of D Widmann GmbH.



Discussing the latest ACL decoration developments with Strutz International.

**GW: How is the glass container business fairing in India in general?**

There is currently serious over capacity in the market and it takes time to become absorbed. It's a short-term problem but if you look at the same period last year, we are still selling more glass – we're not at full capacity but we are selling more glass. The prospects are definitely still positive; there is

currently a small reduction in growth but growth is still there.

**GW: What is your current involvement with the All India Glass Manufacturers' Federation (AIGMF)?**

Although I am still on the committee, I am spending less time there because of HNG commitments. Manohar Lal does a very good job and has been joined by Vinit Kapur as joint Secretary. This was an important development because sometimes you need new ideas. There is now greater energy in the federation. Vinit served his apprenticeship at HNG before joining the Federation.

quantity of information. Outside India, it is easily the best glass magazine in my opinion.

**GW: Incorporating the AIGMF's international conferences, how important are the GLASSPEX India events to the industry?**

GLASSPEX India 2013 was much better than I have ever seen before. For us, the show made sense business-wise because we had so many things to discuss with so many partners. We are investing heavily in the future to reduce costs and improve production efficiencies. Cost dynamics are very important today as the market comes under pressure. You have to be right up with the times and 'cutting flab' is important. GLASSPEX is a perfect catalyst for our business and there were not many exhibitors there that we are not doing business with.



Mr C K Somany (left) is excited at the prospect of receiving the 43rd Phoenix Award this October.

**GW: Glass Worldwide was recently reaffirmed as the only preferred journal of the AIGMF in association with its magazine, Kanch. How does this close relationship benefit the industry?**

Outside India, *Glass Worldwide* is the only magazine I read from cover to cover because of the quality and

**GW: Your father, CK Somany, was recently announced as the recipient of the illustrious 43rd Phoenix Award for his contribution to the glass industry in the field of glass manufacturing. What does this recognition mean to the Somany family?**

His contribution has been recognised globally. We are all overwhelmed by this announcement and are eagerly awaiting that great moment. He is also very excited about this recognition. The whole family is planning to participate in the award function in October. ■



Batch plant specialist Zippe Industrieanlagen was pleased to welcome Sanjay Somany to the company's GLASSPEX India 2013 stand.



The HNG Vice Chairman and Managing Director in detailed discussion with Emhart Glass representatives at a previous GLASSPEX event.