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FORGING

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Coming to America

Bharat Forge, the world's second-largest forger, sets up in Michigan to supply North American automakers, and other industries.

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BHARAT FORGE COMES TO

The world's second-largest forger is operating in Lansing, MI, supplying North

BY WALLACE D. HUSKONEN | Contributing Editor

For at least half a dozen years, becoming a global forging supplier to the worldwide automotive industry has been the great vision of B.N. Kalyani, chairman and managing director of India's Bharat Forge Ltd. To that end, he and the company that was established in 1961, in the industrial city of Pune in western India, have expanded operations at home and acquired several forging operations in Europe and North America over the last four years. They also have formed a joint venture with FAW Corp., China's largest automotive supplier group, named FAW Bharat Forge.

So, who is B.N. Kalyani? And what is Bharat Forge Ltd? Kalyani, an engineer by education, has built Bharat Forge into India's largest forger, which supplies nearly half of the market demand in that country. With the recent acquisitions, BFL officials believe they have become the second-largest forging company worldwide, after Germany's ThyssenKrupp.

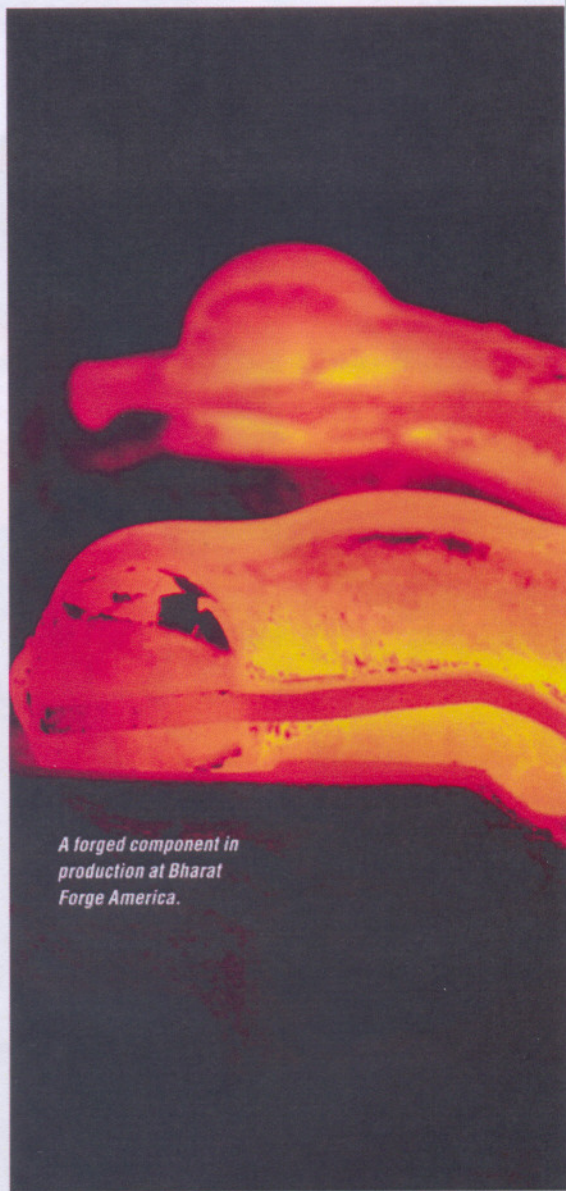
Kalyani also is chairman of the \$ 2.1-billion Kalyani Group, parent of BFL, with additional businesses in steel and steel products, and in automotive components.

In North America, Kalyani saw an opportunity when Federal Forge, an automotive

forging producer in Lansing, MI, filed for protection under Chapter 11 of the U.S. Bankruptcy Code in February 2004. He set up Bharat Forge America Inc. to acquire the 170,000-ft² facility. And, he sought out Anil Hingwe to serve as president and CEO. Hingwe came to the U.S. from India in 1969 (he was born and grew up in Pune.) He earned a Ph.D. in metallurgy from Michigan State University and eventually began a career in the American forging industry that has spanned more than 30 years.

A requirement of BFL to acquire Federal Forge was the renegotiation of the existing UAW contract, to allow changes toward making the facility's operations profitable. That was accomplished and Federal Forge was acquired for \$10.84 million in June 2005, and immediately began operating as Federal Forge America (BFA).

"Our purchase of Federal Forge provides us a strategic presence in North America," said Kalyani, when he announced that the acquisition was official. "Bharat Forge America can now take advantage of the technical capabilities, customer relationships, and resources of its parent entity in order to provide wider capability and full service to its customers, and to strengthen its own position in the Ameri-



A forged component in production at Bharat Forge America.