



Defence sector holds immense potential

Shujaul Rehman, CEO, Garware-Wall Ropes Ltd speaks to The Machinist about the company's foray into the defence segment.

By Swati Deshpande

Tell us about Garware Wall Rope's business into defence sector?

Garware-Wall Ropes Ltd. (GWRL) is one of India's leading players in the technical textiles sector providing specialised solutions to global customers in aquaculture, agriculture, sports, geosynthetics, industrial, coated fabrics, etc. Today, our country imports half of its defence requirements. This opens an opportunity to develop them indigenously. We aim to grow our technical textile business by focusing on developing products catering to the defence segment. However, the gestation period in this sector is high as compared to other sectors and hence one needs perseverance to deliver quality products and generate of revenue.

We entered this sector a few years back and have developed some innovative products. Also, we are working on developing new products which should aid our growth in this segment.

Defence sector is gaining importance since last couple of years. How has the friendly policies and Make in India initiative impacted the business in the segment?

Considering the business potential, defence is an attractive segment. Over time, there has been an impetus on ensuring ease of business. For example, today, most of the tenders are routed through e-Portals. The 'Make in India' initiative has generated a lot of interest as can be seen by the number of companies which have forayed into the defence sector in the recent past. In the area of technical textiles, we want to substitute some of the defence imports and thereby started working with some of the defence research organisations. We have already developed and supplied two products —the RADOME and an aerostat balloon. Going forward, we envisage widening our product basket and increase our share in the defence sector.

Role of R&D in the defence sector is crucial. In this regard, tell us about Garware Wall Rope's capabilities.

Our mission is to provide innovative application focused solutions to our customers. This mission is has been driving our growth across business segments. Hence, innovation is a criti-



RADOME, a structural, weatherproof enclosures used to protect an antenna

cal focus for us and is driven with passion by our R&D team comprising of technical experts in various disciplines who work together in our Govt. recognised R&D centers at Pune and Wai.

Tell us about your manufacturing capabilities and capacities.

We have two manufacturing facilities located at Pune and Wai. Spread across 14 acres

of land, Pune plant manufactures ropes, PPMF Yarns, Twines, SPM System, Geo Textiles and Metal Gabions. Wai plant is spread over 29 acres and manufactures all types of twines, nets and coated fabrics. The core philosophy for our manufacturing is operational excellence. We deploy various tools like Lean Sigma, JH, etc. to ensure that our customers get quality and reliable products every time.

The company has designed Flexible helimat for the defence sector. Can you please tell us briefly about it?

This is an innovative product used to prevent the dust from entering the engine section of chopper when a chopper lands on an unprepared ground. This enhances the longevity of the engine while minimising any damages that may occur to the engine in the event of landing.

The company has developed Inflated Structures for Radars in conjunction with DRDO. Can you please tell us about the project and the product?

RADOME's are structural, weatherproof enclosures used to protect an antenna. The materials used in building a RADOME allow a relatively un-attenuated electromagnetic signal between the antenna inside the RADOME and outside equipment. RADOMES are used to protect the surfaces of the antenna from the effects of environmental exposure. Initially, the RADOMES used to be imported from other countries at a high cost. We had closely worked with ADRDE (DRDO) and developed RADOMES for the defence sector. Once the proof of concept is established and the same inducted in defence, this will result in huge savings for the defence sector. 