



Karnatak Law Society's  
**INSTITUTE OF MANAGEMENT  
 EDUCATION AND RESEARCH**  
 Belagavi



28<sup>th</sup> Foundation Day : September 16, 2018



**Vision**  
 To excel in Management Education, Research, Consultancy,  
 Industry Institute Interface and Alumni Relations.

**Mission**  
 To transform every student into an industry ready and  
 motivated business leader with an entrepreneurial mindset.

**Values**  
 Integrity, Commitment, Passion

**Quality Policy**  
 To continually improve process of admission, teaching,  
 learning, examination, evaluation, placement, alumni  
 relations, research and extension in order to become an  
 industry friendly institution of academic excellence.

## ENTREPRENEUR PROFILE

**Mr. Sachin Sabnis**  
 Managing Director  
 BFPL, Belagavi, Karnataka.



**IMER Editorial Team**  
 Prof. Shreekant Naik  
 Prof. Sanjay Deshpande

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**Belgaum Ferrocast  
 (India) Pvt. Ltd.**  
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 DUCTILE & GREY IRON CASTINGS

CASTINGS | MACHINING | ASSEMBLIES | EXPORT

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# The Entrepreneurial Journey of Mr. Sachin Sabnis, MD, BFPL

Mr. Sachin Sabnis quit Ashok Iron Works Pvt Ltd with a strong intent to become an entrepreneur, recognising his zeal and budding entrepreneurial traits, Ashok Iron Works supported him by letting him run a machine shop for six months on lease and outsourced brake drums for TATA Motors through the said machine shop. This stint of his as a small time entrepreneur taught him management of time, labour and financial issues. This experience gave him the much needed confidence for the long journey ahead.

Mr. Sabnis, began his entrepreneurial journey with Mr. M. M. Gadkari, who had more than 20 years of experience in Foundry; they together started Sai Founders & Engineers in January 1996, with an initial investment of Rs two lakhs, they rented a second hand shed with an area of 4000 square feet. They purchased the required equipment, which included a old cupola for Rs.50,000 and in Ichalkaranji bought a mixer for another Rs. 50,000 and started with Rs. one lakh as working capital. They put lots of hard work and it was difficult to get operators; hence Mr. Sachin also did hard physical work and his father was concerned if his son had chosen the right path by planning to become an Entrepreneur. But hard work started yielding results and the annual turnover was Rs.12 lakh per year. His partner had other plans and decided to part ways after having worked together for five long years. In year 2000, Sai Metals was setup along with Mr. Niranjan Sant & Vikrant Kangralkar.

Belgaum Ferrocast (India) Pvt. Ltd (BFPL), began operations in 2007, and as a private limited company it manufactured and supplied grey cast iron and ductile (S.G Iron) casting components in machined semi finish, finish, with sub-assemblies and ready to assemble conditions. The products manufactured by BFPL are used in various sectors like hydraulics, infrastructure, pumps (water/oil), transmission, industrial equipments, heavy stationary engine components, high pressure application industry, automobile, automotive and valve industry.

## About Mr. Sachin Sabnis

Mr. Sachin a native of Chandgad taluka in Maharashtra was born in Belagavi in a middle class family. His father served and retired from the Indian Air Force (IAF). He did his primary education at the IAF stations in Delhi and Jamnagar till his father returned to Belagavi. He studied at Gomatesh and St. Paul's High school and did his higher education at GSS College and completed Mechanical Engineering from KLE Engineering College, Belagavi. He is a first generation entrepreneur, who previously worked with BEMCO Hydraulics and Ashok Iron Works. Mr. Sachin apart from being an Entrepreneur is also known to work selflessly for social causes.



**Belgaum Ferrocast (India) Pvt. Ltd.**  
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ಬೆಳಗಾವಿ ಫೆರೋಕಾಸ್ಟ್ (ಇಂಡಿಯಾ) ಪ್ರೈ.ಲಿ.  
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**5 "S" MONTH**



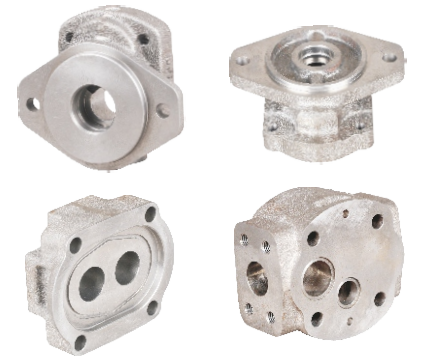
**BFPL**  
*Growth is Life*

## Timeline of Mr. Sachin & BFPL

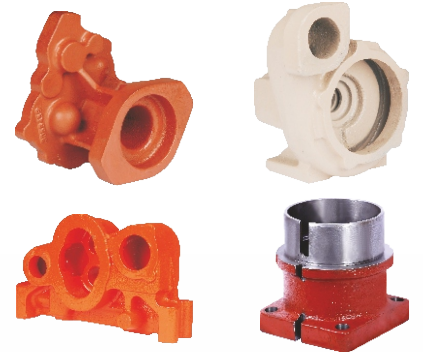
- 1993 Completed Mechanical Engineering at KLE Engineering College, Belagavi
- 1996 Started Sai Founders & Engineers along with Mr. M. M. Gadkari
- 2000 Started 'Sai Metals' with Vikrant Kangralkar and Niranjan Sant
- 2007 Started Belgaum Ferrocast (India) Pvt Ltd. by merging all companies
- 2013 Individually associated with Prabuddha Bharat since year 2013 and the 150<sup>th</sup> birth anniversary of Swami Vivekananda celebrated.
- 2015 Regular programs conducted by Prabuddha Bharat and graced by intellectuals like Sushil Pandit and S. Gurumurthy
- 2016 Organised 'STEP' and more than 1000 people participated in the 'Idea of India' program
- 2017/2018 Company growing annually by 15%
- 2018/2019 Company's annual turnover reached Rs.55 crores with a workforce of 400+ employees

## BFPL Products

### HYDRAULICS



### PUMPS (Water /Oil)



### AUTOMOBILE / PULLEYS



### TRANSMISSIONS



# Awards Given To BFPL



# Prominent Customers of BFPL



# Quality Certifications



ISO 14000

OSHAS 18001

ISO/TS 16949

PED

# Social Service And Other Allied Activities

- ▶ Actively part of 'Save IXG' campaign for resumption of flight services from Belagavi airport.
- ▶ Strived hard for getting the Centre of Excellence for Aviation and Skill Development at Belagavi.
- ▶ Initiated Belagavi votes 100% and spoke to more than 4000 people across different sections and highlighted the importance of voting.
- ▶ Associated with Prabuddha Bharat as its Co-convenor to enable decision makers and motivating individuals to think differently in the cause of nation building.
- ▶ Distributed books and study material to the children of the employees of BFPL and earmarked 2% of the profits (YoY) as part of Corporate Social Responsibilities [CSR].
- ▶ Actively supporting Samuthkarsh an academy that trains youngsters to take up careers in civil services.



Meeting Union Civil Aviation Minister, Mr. Suresh Prabhu in New Delhi and handing over a memorandum for resumption of flight services from Belagavi airport.



Participating in 'STEP 2016' part of Prabuddha Bharat program in Belagavi.



Promoting the importance of voting and creating awareness in "Belagavi Votes 100%" campaign.



With his colleagues from the industry in a tree plantation drive at Macche Industrial area, Belagavi.

# Mr. Sachin's Message To The Youth

Our country is growing at a fast pace, and I urge the students and the youth to develop advance skill sets and become employable. I further request them to be nationalistic in their outlook and help the country in scaling greater heights and regain the glory it once enjoyed.

# Testimonials



Mr. Sachin Sabnis seen in his professional, social, cultural and family photos.

*Wishing you a bright & prosperous future. We pray & wish, you grow from strength to strength with every passing year.*

*Sy. S. 06 sep 18*



**Major Gen. Sanjay Soi**  
JL Wing, Belagavi

Sachin is a focussed, hardworking person and a go getter; and in the last few years he has evolved as multi-faceted person. He also has a rare blend of social and cultural interests which has made him what he is today. I wish him a great journey ahead.



**Mr. Niranjan Sant**  
Executive Chairman, BFPL, Belagavi.

I know Sachin for the last two decades. He is a good friend and a first generation entrepreneur like me. What I admire about him is his clarity of thinking and meticulous planning. He is not only a very successful businessman but also a philanthropist and a committed social worker. I am proud to be a part of his team in the activities of Prabuddha Bharat and happy that he is being felicitated by KLS' IMER. I'm sure that lot of youngsters will be inspired by him.

I know Sachin for the last 23 years and he is extremely hard working, determined in whatever he does and a visionary. We discuss many things like costing and employee issues and also share common professional platform like Laghu Udyog Bharthi and are a part of Belgaum Foundry Cluster (BFC). I'm sure he will do good for the society at large and Belagavi city in particular.



**Mr. Parag Bhandare**  
MD, AKP Ferrocast, Belagavi.



**Mr. V. K. Patil**  
MD, Belgaum Oxygen Pvt. Ltd. Belagavi.

My association with Sachin goes back 35 years where both of us spent our childhood days in Vadgaon. The journey of Prabuddha Bharat with Sachin was really a great experience. His vision and clear thoughts helped us to take up our common goals of activism and influence the society to do good. Sachin is a person who never believes in short cuts and is always firm in his opinion.

I congratulate him on being selected as the entrepreneur of the year by KLS' IMER and is a deserving honour for my friend.



**Mr. Chaitanya Kulkarni**  
Founder, Chaitanya Associates, Belagavi.