

A Report on Educational Visit to Sonal Groups at Alibaug Academic Year 2022-23

20th August 2022

An industrial visit was organized for the students of TYBMS for the subjects Logistics and Supply Chain Management on 20th August 2022. The group comprised of 24 students and 1 members of the teaching staff.

Students assembled in college at 6:10 am and departed for Alibaug via bus at 7am. After a brief stop for breakfast at Go Green Resort, a visit at Sonal Group in Alibaug took place to understand its unique product line, manufacturing process, marketing aspects and logistical strategies. SONAL ENGINEERING PLASTIC FABRICATOR (Sonal Group) is an FRP (Fiber -reinforced plastic) company which entered in FRP field since 1998, providing world class solutions for all piping and fittings in plastic fabrication, with a proud heritage of customer service and reliability since 1997. The company has 2 units under single roof of Sonal group, in two different locations - one in Alibaug and the other in Ranjanpada. Their workshop covers an area of more than 25,000 sq. ft. and an open storage area of more than 1,00,000 sq. ft. The company is in a position where they can provide every tailor-made product to customers in a short span of time. The owner of Sonal Groups, Mr. Anil Mhatre took the students around the manufacturing plant and described the basics of the production process while everyone observed closely.

Below are a few intriguing topics that Anil Sir spoke about:

- Importance of FRP products.
- The nature and behaviour of FRP products.
- Installation and load bearing capacity of the products.
- Detailed information on GRP (Glass Reinforced Plastic), the resin materials they used such as Dera Kane, Atlac, Vipal, etc.
- He also spoke about the equipment's such as storage tanks, box tanks, vertical tanks, cable trays, gratings, grip structural profiles, etc.
- Special notable topics on how materials like small thermocol plastic which costs around 6000/- in Germany can costs around 1500/- if made in India.
- With company spread across 22 countries and target audience being industrial sector.
- Anil Sir shared few insights of how they manage marketing across 22 international countries and how marketing plays an important role in their growth.
- The Global market of this industry is anticipated to rise at a considerable rate during the forecast period, between 2022 and 2029. The market is growing at a steady rate and with the rising adoption of strategies by key players, the market is expected to rise over the projected horizon.

- Market is segmented by players, region (country), by Type and by Application. Players, stakeholders, and other participants.
- He also gave an in-depth detail of his top buyers from India.
- He has got 5 lakh orders for their FRP's till date. They outsource 30% work to third parties for producing small parts and 70% is taken care by the company itself. Their clients include Reliance Ind Ltd, Gharda Chemicals Ltd, etc.
- They have 4 generators in total for electricity consumption.
- He concluded with how their waste management was handled by either burning or grinding the waste. Grinding waste had its own benefits.

The key takeaway from Anil Sir was that “**Experience gives results**” and we totally agreed to his statement. The plant visit ended with a thank you note by students the owner answering the queries of students.

As a part of the second half of the day, students were taken to Panchavati Beach Resort for lunch after which they were allowed to spend time at the beach. Safety measures were taken and everyone enjoyed thoroughly. The educational visit ended with the serving of snacks and high tea. Thereafter, everyone departed for home at 7 pm.

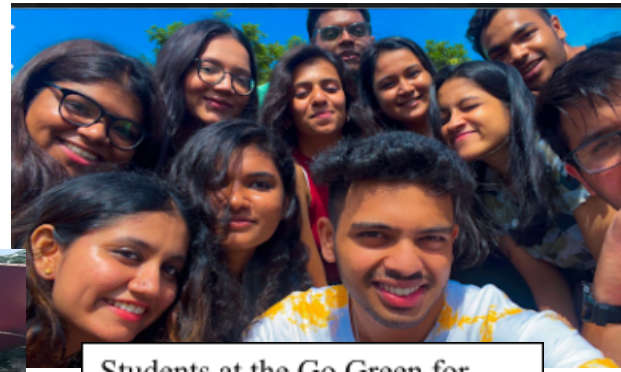
PHOTOGRAPHS



Mr. Anil Mhatre, the owner describing the Unique Selling Proposition/Point (USP) of Sonal groups and the products produced.

An official letting students take a close look at the production of glass threads and the equipment used.





Students at the Go Green for breakfast and Panchvati Beach Resort

ATTENDANCE SHEETS

TYBMS

Bunts Sangha's S.M.Shetty College of Science, Commerce and Management Studies
ATTENDANCE SHEET FOR EDUCATIONAL VISIT AT SONAL GROUPS ON 20/08/2022

SR. NOS.	NAME OF STUDENT	CLASS DIVISION	ROLL NO.	SIGN
1	Awari Ishanishah	TYBMS A	44	<i>[Signature]</i>
2	Jannat Khan	TYBMS A	19	<i>[Signature]</i>
3	Umama Khan	TYBMS A	22	<i>[Signature]</i>
4	Aashna Shetty	TYBMS B	125	<i>[Signature]</i>
5	Aditya Suresh Tiwari	TYBMS B	136	<i>[Signature]</i>
6	Anish madhugari	TYBMS B	127	<i>[Signature]</i>
7	Avani Waghela	TYBMS B	138	<i>[Signature]</i>
8	Dhara Shah	TYBMS B	120	<i>[Signature]</i>
9	Harpreet Singh Tur	TYBMS B	137	<i>[Signature]</i>
10	HARSHDEEP KAUR			
11	MAHAL	TYBMS B		
11	KHUSH VINOD SATHA	TYBMS B	119	<i>[Signature]</i>
12	KONIKA SAMPATLAL			
12	IBLANDARI	TYBMS B	75	<i>[Signature]</i>
13	Malik arifa Shabnam zakir			
13	Hassan	TYBMS B	99	<i>[Signature]</i>
14	Nitin Shukar moodya	TYBMS B	121	<i>[Signature]</i>
15	Prathamesh Sushil Dhavan	TYBMS B		<i>[Signature]</i>
16	Prathamesh Yezaji	TYBMS B	111	<i>[Signature]</i>
17	Pravita Kulkal	TYBMS B		<i>[Signature]</i>
18	Rahul poojary	TYBMS B	112	<i>[Signature]</i>
19	Sachin gupta	TYBMS B	87	<i>[Signature]</i>
20	Sara Mohammed ahumun	TYBMS B	124	<i>[Signature]</i>
21	Shakshi rai	TYBMS B	117	<i>[Signature]</i>
22	Shirley kumar	TYBMS B	95	<i>[Signature]</i>
23	Shyam Prajapat	TYBMS B	116	<i>[Signature]</i>
24	Sudheep Poojary	TYBMS B		<i>[Signature]</i>
25	Ujwal Palan	TYBMS B	104	<i>[Signature]</i>
26	Vikas Gupta	TYBMS B	190	<i>[Signature]</i>

NOTICE

28th July 2022

BMS Department of S.M Shetty College is organizing an educational visit to Sonal Groups at Alibaug on Saturday, 20th August 2022 for the students of TYBMS on the subject of Logistics and Supply Chain Management to get practical insights in the subject. All Covid protocols have to be followed.

Last day for registration is on 15th August 2022. The link for the same been circulated in the students group. The registration fess is Rs.1450/- (Rupees Fifteen Hundred and Fifty only) to be paid via Bank transfer mentioned in the registration link.

Nidhi Chandorkar,
BMS Coordinator

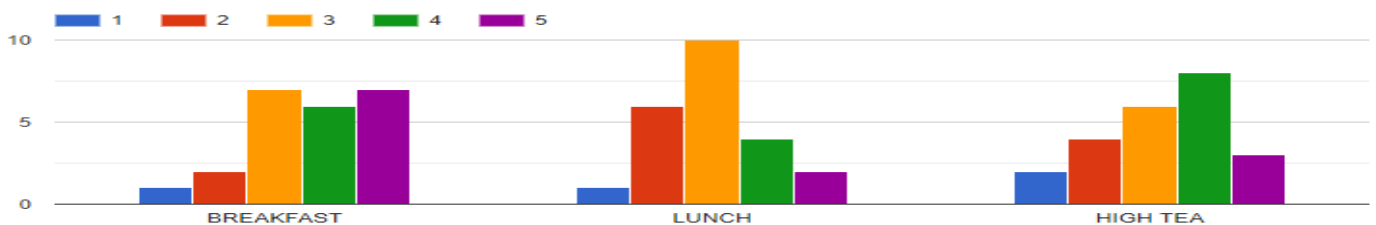
FEEDBACK ANALYSIS

1.

Rate the food (Go Green & Panchavati Resort)

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(Consider it as overall experience and not individual destination experiences)



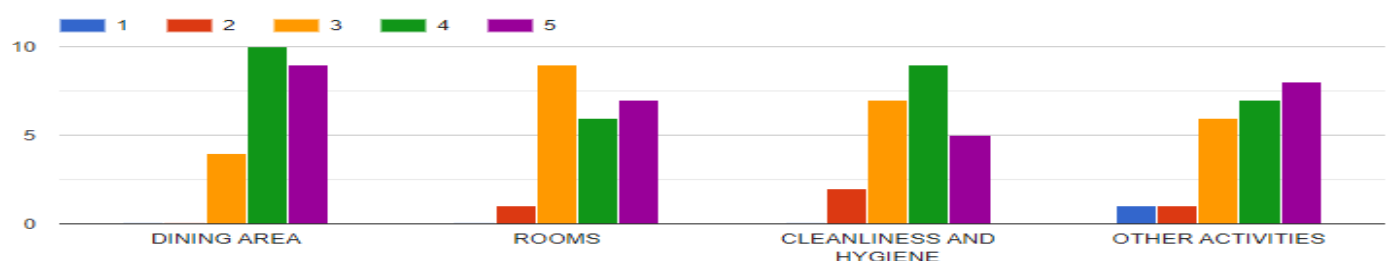
The food at the Go Green Breakfast place and the Panchvati was given an overall rating of 3.

2.

Rate the amenities (Go Green/Panchavati Resort)

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(Consider it as overall experience and not individual destination experiences)



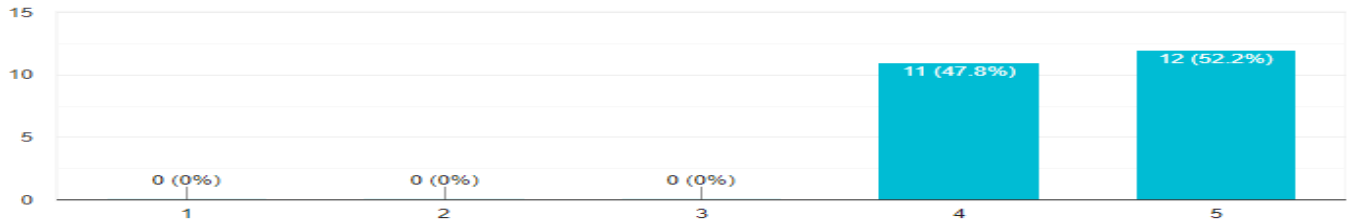
Majority amenities like the dining area, rooms, aesthetic, hygiene were rated 4 and in some cases 5.

3.

How much did you learn from the Educational Visit to "Sonal Industry" in correlation with the academic operation perspective?

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23 responses



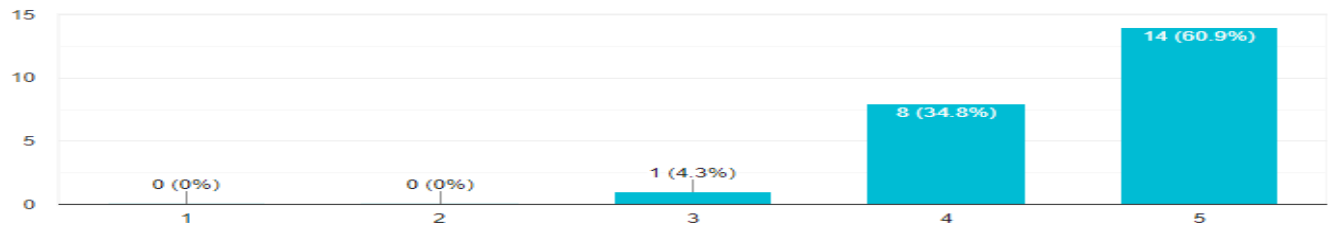
Maximum students rated the practical aspects and learnings of the trip as 4 and 5.

4.

How was the hospitality that you have experienced during the Educational Visit?

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23 responses

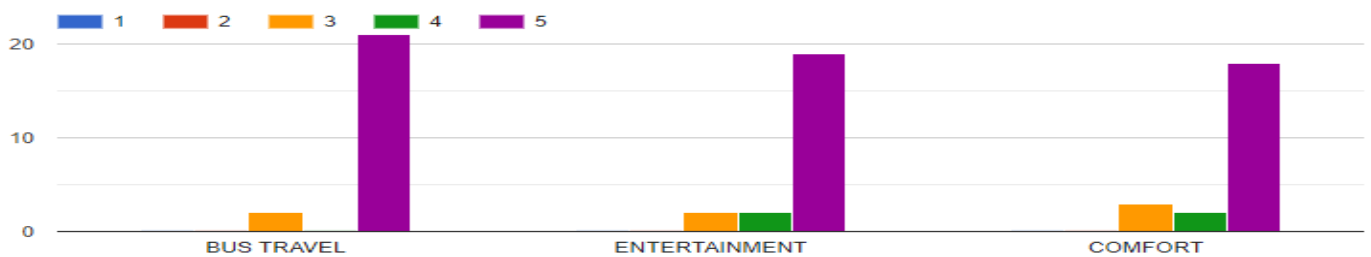


The hospitality experienced at the trip by students was rated the highest rating of 5.

5.

RATE THE JOURNEY

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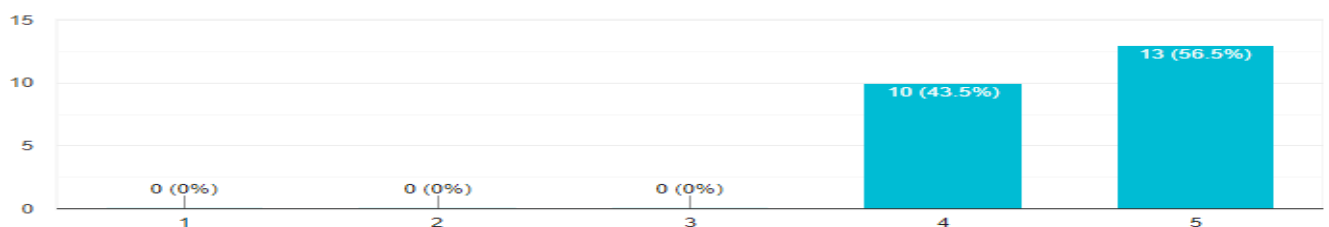
Majority students rated the bus travel, entertainment, comfort of the trip as 5.

6.

Rate your Overall Experience

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23 responses



The overall experience was given a rating of 5.

7

Would you like to have such kind of trips in the future?

23 responses

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Lastly, all the respondents agreed that they would like to have such trips in the future.

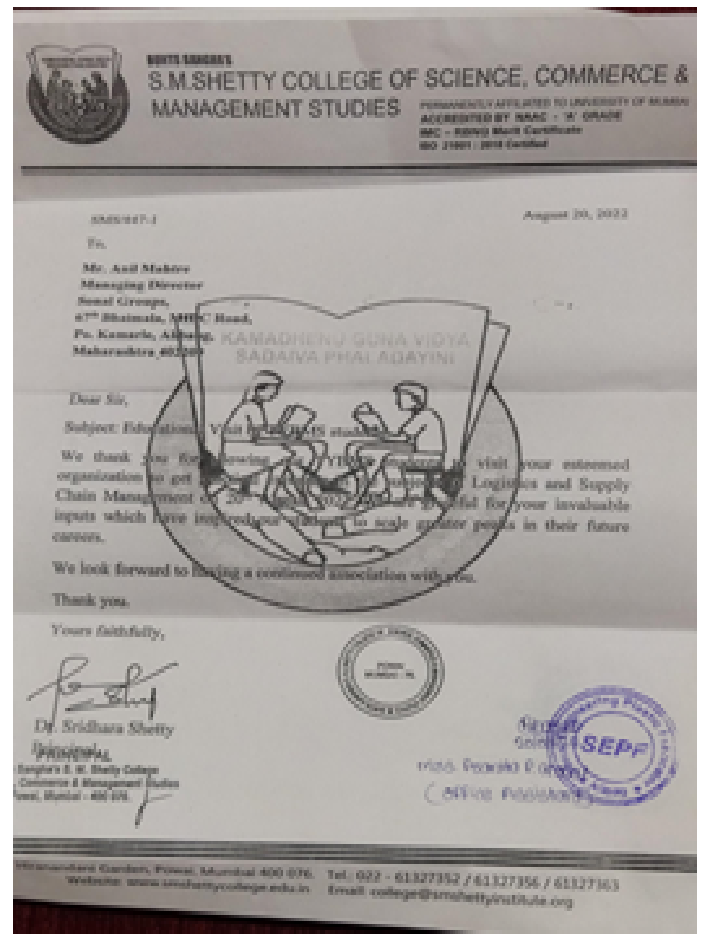
8. The following are the suggestions offered by students

SUGGESTIONS, IF ANY

23 responses

No
No
None
Need to improve in food
-
Manali, Shimla for 4 to 5 days
Need more trips like this, As we are in third year, we are left with the IV's and all experiences. I would like to thank Rinkesh sir for thinking about us even though he is faculty, he treated us like a friend till date, giving this type of IV experiences twice by going through so much disturbances during the proces. We appreciate and thank you!
Nothing
NA
Food could have been better
Take for 2 days 1 night trips
No suggestions

INVITATION AND THANK YOU LETTERS



PHOTOGRAPHS LINK:

https://drive.google.com/drive/folders/13b6Jqarv9olcl1VJRnr4E5S7Mi_epv2u