



# Control Panel and Switchgear Manufacturers' Association

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## Invitation

**Respected Electrical Control Panel, Switchgear and Accessories' Manufacturers,**

**We are delighted and honoured to invite you to join the COSMA family.**

**We, control panel manufacturers form a niche but core segment of the Indian industry as we play a key role in driving the industrial world. Our fraternity supports sectors ranging from cement to space.**

**Our reach extends across the globe. Yet we are not completely united and we do not receive enough support from stakeholders. We are pressurized by customers, public bodies, consultants and suppliers on various aspects such as payment terms, quality issues, inequitable regulations etc. If we constantly remain under pressure, how will we grow? How will we dream big? What will we handover to our next generation? As we grapple with multiple issues on multiple fronts, we lose our ability to work in a state of distraction-free concentration. We stop pushing our capabilities to our limit, lose our ability to improve existing skills and create value. How can we de-clutter our minds, focus and realise the worth of our collective ambition?**



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**The answer lies in driving our circumstances and not letting circumstances drive us. How can we drive circumstances? The answer lies in UNITY.**

**Our 5600-strong fraternity of control panel manufacturers must unite under ONE IDENTITY, stay together, work together, and show our strength to the world. Only then can we dream of great growth and a bright future for our next generation.**

**With this very motive in mind, we formed COSMA in 1988.**

**Our motto is to “UNITE, GROW, and PROSPER”.**

**I, Satish Kazi, the Founder of COSMA wish to extend a brotherly hand to you to join COSMA in this endeavour for lifetime.**

**I am enclosing herewith COSMA's membership form along with details of COSMA's contribution to its members, its aims and objectives, and its driving force.**

**Warm Regards,**

**Satish Kazi**

**Chairman-Emeritus**

**& Founder President**

**COSMA**





# INSPIRATION

**During his formative years, COSMA's founder, Shri Satish Kazi would often experience that control panel manufacturers would meet only at customers' premises and that too only to compete with each other. He observed that customers would take advantage of the discord between the panel manufacturers and make unfair demands on pricing, payment, quality and turnaround times.**

**These circumstances would often generate animosity among those competing for the order. To overcome this degenerative feeling and create a sense of brotherhood, Shri Satish Kazi formulated the idea of creating a common platform for control panel manufacturers. And hence, the Control Panel and Switchgear Manufacturers' Association – COSMA was formed on 1<sup>st</sup> April, 1988.**

**Today, COSMA is a family of over 400 members spread across 20 states and union territories of India. We are a fraternity of friendly competitors, learning and growing together on the unified dais of COSMA.**



# COSMA OBJECTIVES

- 1. To create professional brotherhood and friendship and to bring unity and cooperation amongst members**
- 2. To work for mutual benefit and progress in technical as well as commercial aspects of business**
- 3. To represent with government and other bodies the problems of trade**
- 4. To interact with similar Associations and Chamber of Commerce on subjects of common interest**
- 5. To disseminate vital information to members through circulars and seminars**
- 6. To secure due recognition and work for a better deal for our business**
- 7. To strive to achieve removal of all acknowledged grievances affecting the industry's interest**

# COSMA AIM

- 1. COSMA intends to be a strong Association of 5600 members across India**
- 2. COSMA intends to drive the electrical world in India rather than being driven by others**
- 3. COSMA intends to form an export union to help its members explore global business**
- 4. COSMA aims to guide each member to earn reasonable profit**



# OUR CONTRIBUTION

## Seminars/Webinars

### **Success Stories**

We are proud of the success of our members and organise seminars to share their success stories that act as a collective source of inspiration and motivation

### **Regulatory Know-How**

We help our members stay well-informed of continuously evolving Government rules and regulations, trade laws, facilities, and subsidies. Example, NSIC, GST, e-Tendering, GEM, RXIL, Labour issues etc.

### **Technical**

We organise training sessions to sharpen our members to match the breath-taking pace of advances in the world of technology.

### **Inspirational**

There are times when the best of us believe that the universe is against us and feel the need of support. We organise uplifting sessions to ensure our members are always on the growth track.

### **Educational**

While we may be experts in our own core domain, we do need guidance in matters related to administration, finance, and other fields parallel to our line of business. We ensure we get top-notch players across various segments of business to create a knowledge sharing hub for our members

### **International Electrotechnical Commission Standards**

As part of the control panel and switchgear industry, we believe it is imperative for all our members to stay updated of international standards in electrical, electronic and related technologies.



# OUR CONTRIBUTION

## **Exhibitions**

COSMA organizes exhibitions or gets associated with other associations in exhibitions as the COSMA pavilion. We also join hands with international exhibitions with subsidized participation in association with Indian Government agencies.

## **Factory Visits**

At COSMA, we always look for opportunities wherein we can organise visits to large electrical manufacturing facilities. These visits are not only enjoyable but also motivating, inspiring and educative.

## **Inventory Sharing Software**

Many of our members have excess inventory. COSMA's inventory sharing software gives our members a chance to clear dead inventory and free the capital.

## **Association with Associations**

COSMA has associated with many associations, on equal terms. This increases our members' customer base and visibility on multiple platforms creating opportunities for business growth

## **Product Development**

COSMA aids in the development of several new products and import substitutes.



# OUR CONTRIBUTION

## **COSMA Standard Quality Panel**

COSMA has formed a quality panel to lay down the standard for its members. We will shortly publish a quality manual for our members.

## **Standard Terms of payment**

COSMA has formed a committee to develop standard terms of payment to be quoted by all its members. With this, we aim to reduce our members' stressful experience of follow-up.

## **Centralized Bulk Purchase**

COSMA is planning to develop a common platform for centralized bulk purchase of raw materials like steel sheets, busbar material, switchgear etc. this arrangement will prove to be a boon to COSMA members by reducing purchase costs, gaining priority in procuring materials and getting rewarding payment terms

## **Cosma News**

Cosma brings out special edition of COSMA news alongside ELECRAMA EXHIBITIONS

## **Cosma Awards**

Cosma organizes Biennial award function to recognize electrical industry contributors. Cosma instituted Cosma Ratna, Cosma Gaurav, Cosma Sitara and lifetime achievement award

## Who is driving COSMA?



**Satish Kazi,**  
Founder President and  
Chairman-Emeritus



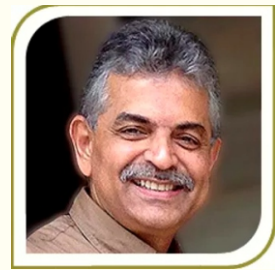
**Sanjeev Khinnavar**  
President



**Chetan Dharia**  
Vice-President



**Shriram Joshi**  
Hon. Secretary



**M. Ramani**  
Director



**Anand Jayawant**  
Director



**Ragesh Chettiyar**  
Director



**Sudhir Hanmante**  
Director



**Rajesh Shah**  
Chairman  
Membership  
Development



**Vishal Sanghavi**  
Chairman  
Electronic Media





# Founder Members Of COSMA

**Mr. Satish Kazi**

**Late Mr. Asim Mazumdar**

**late Mr. Kamalakar Phadke**

**Mr. Navnit Shah**

## Our Past Presidents



**Soeb Fatehi  
(Immediate Past  
President)  
(2009-2016)**



**D. R. Rao  
(Past President)  
(2005-2009)**



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