

Industrial Visit Report – Sarva Foam Pvt. Ltd.

<https://www.sarvafoam.com/>

The students of IEHE, including Commerce Department and several Diploma streams were invited to the plant visit of ***Sarva Foam Private Limited***, located at Mandideep Industrial Area on 6th of August 2022, Saturday. The students were accompanied by Commerce Dept. Faculty CA. Anaadi Mishra and DHRD faculty, CA. Priya Anand Mishra.

The factory imports used and scrap foam material from countries like Italy, China and other European nations. The factory shreds the foam material to very fine pieces and using a rebonding chemical, the heat compresses it to a block of rebonded Foam. Then, using vertical and horizontal cutting machines, the foam blocks are diced to match the exact length and breadth of double and single sized mattresses. The company prides in using all its scrap to re-use in its production process leading to zero wastage and cost-efficient production techniques.

The company, largely, is a B2B supplier and sells to all its leading brands such as Sheela foam, Kurl-on and Duroflex. Over the last two decades, Sarva Foam has ventured into mattress manufacturing under the brand names of Bond Pro and Posture Mattresses. With this Sarva Foam has emerged as the largest manufacturer of Rebonded Foam in India and has manufacturing sites located across country with the total area of 18 lakh sq. ft. in Greater Noida, Silvasa, Bhopal, Bulandshahar, and Hyderabad. It has crossed turnover of Rs 100 Crore in the previous financial year marking a 17% growth on Year to Year basis. The company targets listing on the stock exchange in the next few years.

CA. Niharika Goyal, the Chief Finance Officer of ***Sarva Foam Pvt. Ltd.*** had made the industrial visit successful for the students as she detailed the entire manufacturing process and highlighted the Company USP, Brand Value, Accounting, Costing, Pricing and HR Aspects of the organization.

OUTCOMES ACHIEVED

IEHE Students belonging to various streams such as Commerce, Economics and English Literature, based on their classroom learnings from Graduation and Diploma classes, could apply their knowledge onto the practical working of the Industry. The Floor Shop Manager and the CFO both indulged in answering the questions raised by students relating to Human Resources, Cost Management, Wastage reuse, Working Capital Cycle, Quality Check Process, Foam Cutting Process, Packaging, Raw Material Procurement and Accounting.



CFO, CA. Niharika Goyal interacting with the students



Floor Shop Manager answering the students queries.







STUDENT'S REPORTS

1) Report - Industrial Visit to Sarva Foam Industries Pvt. Ltd.

I was given the chance by Kalpana Malik Ma'am Head of Vocational Course Department to visit Sarva Foam Industries Pvt. Ltd. in Mandideep on 6th August 2022 with faculty members CA. Anaadi Mishra Sir and CA. Priya Anand Mishra ma'am and with my batchmates. Sarva foam Industries is also located in Silvasa and Hyderabad. The Chief Financial Officer i.e. Miss Niharika Goyal accompanied us through the industrial visit and explained us the whole process from the initial stage to the packaging.

In Mandideep, Sarva foam Industries have outsourced their work to Ananya Packaging Pvt. Ltd. The core work of the company is to make foam sheets which are used in the mattresses. The initial process involves making blocks of foam with the foam material collected from the local kabadiwaalas and also imported from China and many other countries. The block is made by the fine particles of foam and chemicals. After that they have to wait until the block gets dry and then it is cut in the size of mattresses by the vertical and the horizontal machines, before that they cut all the 8 sides of the block because of the hardness of the foam.

After this process the mattresses are packed and are ready for supply to the companies like Sleepwell, Sheela etc. The waste material like the ones cut during the process is reused in the initial process of making mattresses and that was the best thing I liked as resources were fully utilised. Sarva foam industries also make their own mattresses and supply it to the direct customers i.e. B2C business but largely they have the B2B business. The company is doing well and had the turnover of Rs.100 crore in the last financial year and is preparing to be listed in the stock exchange.

We were told that it was director Kunal Giani's hardwork which is taking the company to heights and making his father's dream come true who they lost.

Archana Verma

Diploma in Human Resource Development

120326

2)

Report on industrial visit :

We, the students of Diploma In Human Resources Development along with our diligent fellows, students of Diploma In Financial Services got an enthralling opportunity to interact with one of the Nation's leading PU Foam Industry - Sarva Foam Industry. We are obliged for this extended support to enhance our practical endeavors towards Dr. Kalpana Malik (Vocational Courses Head) and C.A. Anandi Mishra.

About the firm:

Sarva foam industry is private foam making industry, Which supply the prime core of any mattress . It deal in B1B and also direct to customer . Sarva foam have 4 branch and the main branch is in Hyderabad . The firm collect there raw material from other company waste . The waste of other companies is a prime raw material this company . The company supply there good to another company as a semi finished good and another company put there brand and sell it double the price .

The company has a good working capital and cash flow for better performance . The company have good cash flow like they get cash from there debtors within the cycle of 7-8 day and they pay to there creditors within 30 days cycle . This make company profitable .

The process :-

First industry brings raw material which is waste of other company and put it shredder machine and then put secret chemicals to make big foam boxes .They steam that's boxes to so that they can easily get fused with each other .

Secondly , they wait for 5-6 hr so that these boxes get cool . Down and then they shift these box to another process with the help of machines . In this process , they give shape to the Matrixx like they cut down the extra shape of the foam with the help of cutting machine

And the final process they cover the foam and these foam are ready to export to Sleepwell, Dureflex company .

Bohit Chauhan
120240

3)

A report on an industrial visit

Place of visit- SARVA foams

Date of visit- 6th August 2022

A batch of diploma students of DHRD and DFS along with the faculty C.A. Priya Anand Mishra (DHRD Faculty) and C.A. Anaadi Mishra(DFS Faculty) visited the Sarva foam industry located in mandideep. It is a rebounded foam and mattresses manufacturing company which supplies it products to Duroflex, Sheela foam etc.

We started traveling from our college campus at 11 am by car and reached the location by noon.

Once we reached we were greeted by Miss Niharika Goyal the CFO of the Sarva foam Pvt. Ltd. she started with a brief introduction to the industry, what is decomposed foam, and how is it different from foam. After that, she told us about the working of the industry, it's USP ,other branches etc.

Then we headed to the manufacturing unit to witness the process of decomposed foam making which encompasses shredding foam, mixing it with the binder (which is mixed according to the required density), setting and leveling, and hardening it in the boiler, cutting it according to the requirements.

After this she told us about the owner of the company –Mr Kunal Giani and his journey. And some information regarding suppliers and customers, their recent expansion, some past financial data, and all answered all the queries of the students. One thing which she underscored was how their company was a zero waste company as all the waste was shredded and reused again, even the one drenched in the rain.

It was an insightful and enriching experience, and we are indebted to our faculty for providing us with this opportunity and also to Ms. Niharika Goyal for all the knowledge she shared with us, her admiration, and her belief in her job were inspiring.

4)

INDUSTRIAL VISIT REPORT

6th August 2022

SARVA foams private limited

The students of IEHE Bhopal of the diploma courses of DHRD and DFS visited the Sarva Foam Pvt Ltd., they were accompanied by their faculty- **C.A. Anaadi Mishra** (faculty for DFS) and **C.A. Priya Anand Mishra** (faculty for DHRD). The manufacturing unit was located in **Mandideep**.

The company deals with the production of Decomposed foam, which is formed by mixing the regular foam, (which is usually imported from Italy, china, etc) with the binder. The block then produced is cut according to the requirements and is passed through a quality check. This block is supplied to various mattress manufacturing units like Duroflex, Sheela foam, and Kurl on.

Ms. Niharika Goyal who was the moderator for the trip and also the CFO of the company also discussed various facets like average cost, productivity measurement, waste management, and other manufacturing units in other cities. She furthermore highlighted the point that the company is a zero waste company.

She also briefly talked about financial aspects like past sales and turnover and also mentioned how the pandemic didn't affect their business because of the reliability they have gained.

Overall it was an excellent experience filled with insights and new learnings.

I would like to thanks my teachers for providing such great opportunity to me for the industrial visit

Thank you.