

Mr. Sadashiv. V. Bhosale

A Self Made Entrepreneur who is Expert Compressor /Spare Parts Manufacturer with challenges of being permanently handicapped and scheduled cast.

Statement of Accomplishment

There are hard to find examples in society where people have build a recognizable establishment from scratch and have setup exemplary guidelines examples for the society. Mr. SV Sadashiv Bhosale is one of such individuals.

Developing an establishment, at an **early age of 19**, “M/s **Bhosale Brothers**”, which is seen with respect and trust in the industrial circles, with a **starting investment of Rs.300**, sure is an achievement. The company **now boasts of a turn around of more than 50 lakhs**, and is growing at a rapid pace into the international market. The Company also, bagged the **International Award for Commercial Prestige and the Best Trade Name**.

They say all odds come in a bundle. This seems very true, for Mr. Bhosale. Coming from a **Scheduled cast**, a very non descript village, a family consisting of seven brothers and three sisters without any sound financial support, also to add a **incomplete formal education**, looked like a perfect recipe for another individual with no goals and motivation. However Mr. Blosale overcame all the odds and with shear hard work and self confidence, shaped his life persistently to become a successful entrepreneur and a fine individual.

The odds never seem to be over in life, when things seem to be on right track; in 2004 he came down with a brain stroke and was **permanently paralyzed** on the left side. If it would have been some one else, he would have thought it was a right time to retire from work now, however Mr. Sadashiv Bhosale saw this as another hurdle which he had to jump across and as he would have done it, he is now venturing into the international market with his line of self developed product line.

This was a challenge at the beginning as after severely affected by the stroke Mr. Bhosale did manage to complete design and the prototype, but was looking for production and marketing support. He had approached Kirloskar Pneumatic Company (reputed name in Compressor Manufacturing). However he did not receive a very enthusiastic response. However as always he took it as an challenge to take the product to the international market and now has **production orders from a client of China, a design development contract with a firm of U.S.A, and a joint venture in pipeline from a reputed firm of U.A.E.**

Most of the times, individuals forget their duty towards the society when they are well settled in life. However Mr. Bhosale, always remembering his duty towards

the society has been a major contributor to good causes. For example he is part of working committee of “**Seva Sampradaya Samstha, Pune**”. This trust is involved in serving senior citizens. Mr. Sadashiv Bhosale along with his group of 5 members initiated a land purchase for this trust at a holy town of Dehu, in Pune district. This is the most suitable place an individual could look for spending ones dusk of life

Narrative

With ingenuity and hard work, Mr. Sadashiv Bhosale developed a spare part manufacturing business of Rs 13 lacks last year and hopes to increase it to Rs 50 Lakhs by the end of this financial year. His business is to manufacture different parts of compressors of any make.

Mr. Bhosale, in his forties, is a very successful entrepreneur in his own right and deserves kudos basically because he started from a scratch. He could not complete his formal education as he had to give up studying his diploma in mechanical engineering after just two semesters, for want of any financial help from anywhere. In spite of all the odds against him, he has been manufacturing parts required for compressors and now hopes to develop manufacturing parts for dairy machinery.

Mr. Sadashiv Bhosale began to work hard just to support himself as well as his family though he was doing well as very well in the school. Coming from a backward class, hailing from a very non-descript village near Jejuri on the bank of the river Neera, his family had hardly three acres of land. With seven brothers and three sisters in the family, it was impossible for Mr Sadashiv Bhosale to have any family support even to sustain himself in Pune. However, with sheer dint of his efforts, he passed his SSC Examination in 1976 in first class and got admission in the Government Polytechnic, Pune, but he had to give up the study and work in a company at an early age of 17, called Accurate Gasket Company, located in Somwar Peth, Pune, for his livelihood.

Soon this company in partnership was dissolved and Sadashiv Bhosale had to find own way. Accurate Gasket Company set him on a journey of becoming a self made entrepreneur. Having no backgrounds no proper education and with scanty experience, In course of his efforts, he got an order from Telco, to manufacture a gasket which in itself was an odd job. Generally, engineering Companies required some odd jobs to be made locally for certain parts. Such requirements have to be fulfilled on an urgent basis. These are non-standard jobs for which search is always made for a local craftsman who has a capacity to manufacture such a part in a short span of time with a near accurate dimensions. Mr. Sadashiv Bhosale could meet these requirements. Thought he had no working capital and no workshop at all. What then he had? A skill, a capacity to work for 16 to 18 hours a day and limitless ambition, to do something in life. He borrowed some money from friends whenever he had to buy raw materials for gaskets. A

few officers from Telco, who appreciated the Skill of Mr. Sadashiv Bhosale gave him advance money as personal loan. They had confidence in him, which became basis of his further development.

He used to manufacture these gaskets with one single motivation – to cut costs, to manufacture the item fast, and to get the maximum margin. In Telco, for manufacturer of gaskets as also for similar piece work in heat treatment section some one used to come from Calcutta. In case of one part, having three big joints, was challenge. Mr Sadashiv Bhosale developed this part with only one joint and almost at one third of the cost. As a result, he continued to get more orders from Telco.

Unfortunately, in spite of all his efforts , he had to suffer a financial set back, although in those days, when he mainly depended on Telco, his turnover for the first year was Rs 1700/= (1981) ; the next year it was Rs 39000/= and in the third year it was Rs 97000/=. These figures speak loud and clear about the mettle of Mr Bhosale. He is an entrepreneur to the core. When asked for the secret of his success, Mr. Sadashiv Bhosale said that he did only those jobs in which he had no competitor and he made all efforts to maximize production in the minimum of time. He had to work because he says, “If you have invested an amount of Rs 100, you have to work till you get that amount back and more.”

For his raw material requirements, he made efforts to get a bank loan but could not succeed in his earlier efforts. Finally when he went to the Chairman of Bank of Maharashtra, Dr. Vasantro Patwardhan through PA Mr Bhalerao he could get a loan of Rs 5000/= against the order in his hands for a period of three months. Subsequently the limit was enhanced to Rs 15000/= However, soon Mr. Sadashiv Bhosale changed this business of gasket manufacture and started manufacturing parts of compressors, mainly required in Bombay. He used to go to Bombay every day by morning train, come back in evening with orders and work only during the night time upto two pm got his work done from certain workshops. He was helped by a younger brother in organizing this activity. He made those compressor- parts from drawings and samples and only by way of his observation and experience he could develop those parts. In order to understand a compressor machine, he requested his grandfather to sell some land and out of that money he bought two compressors for Rs 3,200/=. He opened the two compressors and understood the parts by the process of reverse engineering. He came to know that even as separate parts they could fetch him something like 7 to 8 thousand rupees. He sold those parts and subsequently began to manufacture those parts for compressors.

Today, his main business is to manufacture compressor parts not onto only for industries in Poona, but for the industries located as far as Madras, Kochin and Delhi. He has such a name in the field that he doesn't have to go to places but people from fare off places come to him to get the work done. Since he has no workshop of his own, he has no labor problem. He has an understanding with

two or three workshops in Pune where he gets his parts manufactured under the supervision, as per his instructions and specifications. He is expert in manufacturing compressor parts of any make of compressor available in market.

Even today, he resides in a rented place; but acquired a small flat for his office. Very soon, he intends to have his own bungalow on a small, independent plot he has purchased earlier. He has plans to develop manufacturing of parts required for pressure pumps used in dairy or chemical plants. Beginning with single parts he wants to develop the entire high-pressure-pump itself. However, it requires a lot of funds. But very soon, he would go in for that. Without lamenting the fact that he had no support either from his village people or from his brothers, he continues to be a single handed entrepreneur, with plans to achieve a bright future.

Constant development has always been a passion of Mr. Bhosale. During the period 2000-2002 he developed a breakthrough design using his innovative skills and in-depth practical experience of the compressor technology. Mr. Sadashiv Bhosale has now developed an oil free compressor, designed for the purpose of critical applications such as hospitals and scuba diving, which has been widely sought after in the international market. This product has all the advance features which a well developed design establishment could design. Foreseeing the current global economics he has patented the design and other rights of the product.

The odds never end. While his design was in trial phase he came down with a brain stroke and was permanently paralyzed on the left side. Any person in his place would have stopped working at this stage and would have given up all hope. However Mr. Sadashiv Bhosale took this a challenge and an opportunity to prove his might. As they say, "When Going gets Tough, The Tough Gets Going". Rather than sitting back he is now venturing into the international market and his compressor design is being widely appreciated in the global market. A fine example, to the world, of what an Indian is capable of.

Not to forget his persistent contribution to the society. Apart from his continuous active involvement in works of social cause, and consistent financial contributions to NGO's such as CRY a very visible support is the "**Seva Sampradaya Samstha, Pune** Most of the times, when individuals forget their duty towards the society while they are well settled in life. Mr. Bhosale, always remembering his duty towards the society has been a major contributor to good causes. For example he is **trustee** of "Seva Sampradaya Samstha, Pune". This trust is involved in serving senior citizens. Mr. Sadashiv Bhosale along with his group of 5 members initiated a land purchase for this trust at a **holy town of Dehu**, in Pune district. This is the most suitable place an individual could look for spending ones dusk of life.