

THE TEXTILE MAGAZINE

Volume: 60 Issue: 5
March 2019 Rs. 50

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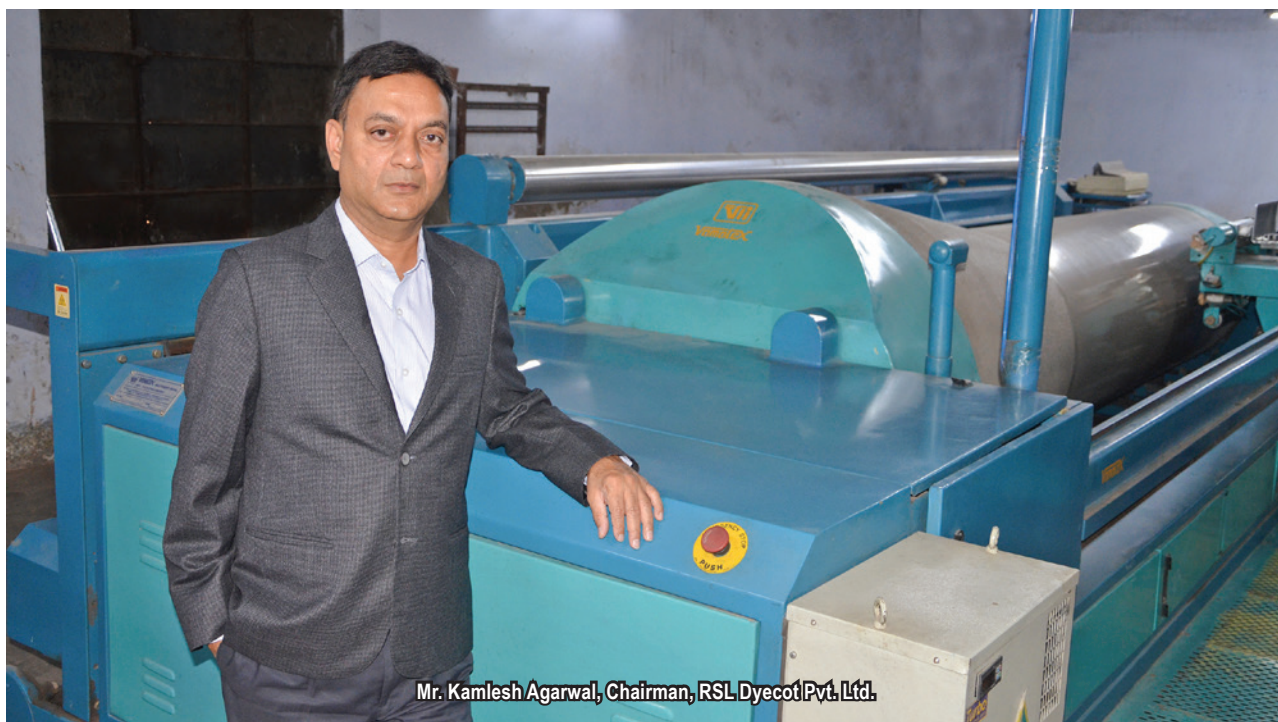
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SUCCESS STORY

RSL Dyecot riding on high spirit with Rabatex technology

By Ganesh Kalidas



Mr. Kamlesh Agarwal, Chairman, RSL Dyecot Pvt. Ltd.

Raghukaushal Textile Pvt. Ltd., established under the guidance of Mr. Kamlesh Agarwal, co-founder and former Chairman of Raghuvir Group, is one of India's largest textile processing companies specializing in, and exporting home textile products. RSL Dyecot Pvt. Ltd. is part of the Raghuvir Group that operates from its parent city of Ahmedabad. The group has 8 units which churn out a turnover of Rs. 500 crores annually by undertaking operations such as yarn dyeing, sizing, warping and weaving.

RSL Dyecot is one such unit with its area of expertise in yarn dyeing. It was set up for the purpose of diversification as, prior to its establishment, all yarn dyeing operations were either a part of the composite unit or running on old technology. RSL Dyecot has a very strong customer base with its specialization in shirting in single counts instead of double, which is at par with its international competitors.

According to Mr. Kamlesh Agarwal, Chairman, RSL Dyecot Pvt. Ltd., the company flawlessly caters to particularly shirtings and made-ups from the Home Textiles Department. There were plans to expand in the process of denim manufacturing but were dropped because of practical difficulties. With the largest processing unit, they have the capacity of processing 130 inches of finish. Their processing unit also houses 3 rotary machines. The company exports to the US and the whole of Europe with Germany, Sweden, France, etc., as the main markets. RSL also has a strong and consistent ITMA presence since 1983.

When RSL was established, the founders knew what they wanted in terms of specialization and machinery needs.

SUCCESS STORY

The specialization was to be single count shirting and for that they required single end warping machines that also undertook beam to beam sizing. All the other vendors either had double yarn counts or weaving without sizing. Only Rabatex could not only promise everything that RSL desired but could also have a functional demonstration of the same. This was the beginning of a long-standing partnership between the two; subsequently RSL bought three sectional warping machines, RI 108, in 2000, 2010 and 2012 respectively from Rabatex.

Most companies seem promising in the initial months of the sales of their products. However, gradually, the promise rusts as do their machines. Fortunately, that's never been the case with Rabatex. "Even after 19 years of partnership, never has Rabatex taken over a day to respond to aftersales service calls from RSL", claims Mr. Kamlesh.

Mr. Kamlesh deals with machinery of other companies too, but none come close to the quality and aftersales services of Rabatex. Judging from his 40+ years of enriching experience with textile industries, Mr. Kamlesh goes as far as to say that after the introduction of Rabatex in the market, no Indian company buys imported machinery anymore.

Since 1962, Rabatex has had the fortune of receiving consistent leadership by Mr. Haresh Panchal, Managing Director, under whom it has developed a strong and dedicated workforce of 500+ people.

In an exclusive interview with The Textile Magazine,

Mr. Panchal highlighted the importance of quality technology and customer centric approach to business. He said: "Research and Development Cell where developing newer products and components is the motto of Rabatex to enable the maximization of the value of our product and service offerings. Customer satisfaction is of paramount importance to our company and its accomplishment is reflected in the 43% repeat orders that assure continual growth of our brand."

As the portfolio suggests, Research and Development has always been Rabatex's forte, owing to which all the products come out by offering competition to the previous one. However, one particular machine by Rabatex has become the talk of the town – RI 108.

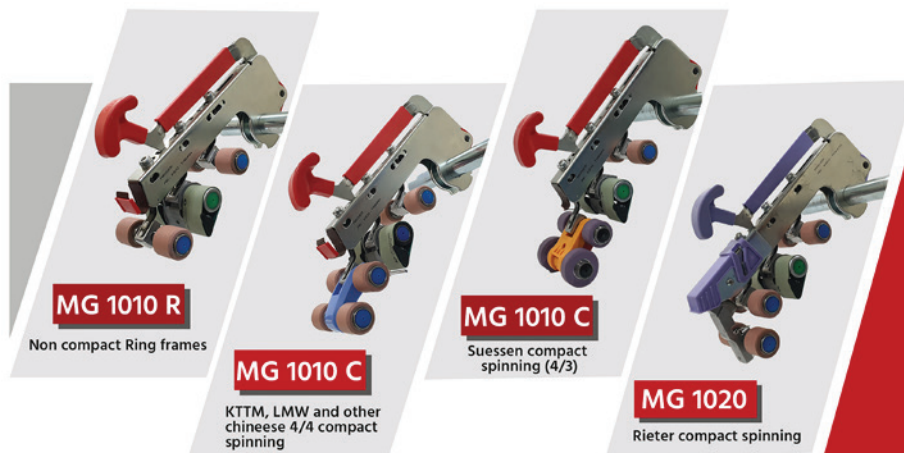
With its solid metallic drum with fixed cone blade, auto stop counter meter, hydraulic disc and brake and beam donning doffing, RI 108 has earned a reputation for itself. Not to mention the eye balls garnered by its constant warping line speed control, constant beaming line speed control, and auto section alignment that is second to none. The step-less control of feed pitch, and digital AC drive controlled feed table serve as the icing on the cake. ♦

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