

India - and Lawkim - at Hannover Messe 2015!



Lawkim went to Hannover Messe 2015, the world's leading industrial technology exhibition, to take advantage of India's Partner Countryship to the Exhibition. From April 13-17 it provided valuable insights into current 'state-of-the-art' in areas like Industrial Automation, Digital Factory, Supply, Energy, Greentec, Motion Drive & Automation, Mobilitec and a hall housing Research & Technology work in laboratories and universities across Europe.

Lawkim's team - Abhay Pendse, Vijay Ghanekar, Nimish Morey, Vivek Ranade, Kishor Joshi, Sumedh Karnik and Vijay Crishna - supported our Stall in Hall 24 showcasing our strengths, capabilities and products to develop new sales leads. We were able to have meaningful discussions with potential customers for partnering in India, developing technology and selling components. Also for BLDC motor controllers. The bamboo cycle that we showed at the stall received many unsolicited, admiring comments - since there were similar products using alternative energy being displayed around 17 Exhibition halls and other special pavilions. We are still working hard to turn all the interest expressed into hard rupees of new business. We are confident that there will be business rewards from having attended the Messe!

Lawkim's Q1 Performance....

Lawkim ended Q1 15-16 positively, despite volume drops in internal hermetic business and lower offtakes in general purpose motors for the open-market sales.

Q1 sales were held at 5% below Plan at 85 crores. Metal prices dropping/stagnating against Plan assumptions impacted sales value but not the bottom-line - due to our back-to-back variation compensation clause in effect with our OEM customers. At 2.06 vs 2.24 crores we were close to our planned net operating surplus. Because of better negotiations with customers and greater focus on cost take-out projects we continue to de-risk bottom-line hits from adverse market pressures.

We focussed on exports that yield better margins, and we are in line with our 10*10 aspirational objectives. Our senior team visited the US in June to discuss new business with existing customers as well as new prospects. Our new US representatives are busy lining up new business, and we are excited about the response we received. We expect to start supplies to new customers in Q3.

Higher value-added product mix, cost take-outs and a valuable new customer in Highly India for rotary compressor motor components are helping offset adverse market conditions.

Cummins India awarded Lawkim a special appreciation for Best Safety Practices at their Annual Vendor Meet 2015. Mr. Anant Talaulikar, CMD Cummins India, handing the award to X K Marker. Tim Milwood, Cummins Global Purchase Head, is on the right.

Cummins awards Lawkim for Best Safety Practices



KEEPING UP CONTINUOUS SMALL IMPROVEMENTS IN MANUFACTURING...

Lawkim is working to continuously better its manufacturing performance at all levels, to make it part of its very DNA. Some of these initiatives include Total Employee Involvement (TEI), the CII-Godrej Cluster Program for Operational Excellence, the Factory within Factory (cell concept), the Kaizen Management System, TPM and Quality Circles. Now our efforts towards Total Employee Involvement are starting to yield results - to systematically improve productivity, reduce wastage and losses in manufacturing, undo practices that add little or no value, and eliminate undesirable behaviors with full involvement of workmen, supervisors, staff and senior managers.

We have divided the entire factory into cells - each one implementing these initiatives to generate ideas. A separate homegrown expertise in hydraulics, Pneumatics, LCAs etc. translates these ideas in to reality. Some recent successes have been :

a) On-line cooling of rotors emerging from die-casting machines at 250°C.

Our earlier system resulted in rust formation, dripping of coolant and untidiness in the entire area till Vijay Mane, Satish Pol, Amol Jadhav and Sudhakar Gudgude designed a small in-house conveyor using rejected tie-rods, lying as scrap, with blowers in a series. To cool rotors emerging at 250°C by the blowers, with no direct contact with coolant - thus eliminating rust formation. With the operation completed in a clean and efficient manner before the next process. This has been deployed at all Die-casting Cells.



b) Improved loading - Unloading at material Incoming and dispatch areas .

Loading and unloading of material in the Stores area has been facilitated by S Jagtap and Santosh Dhumal designing a scissor-lift inhouse, using hydraulic cylinders from scrapped machines, making the process of loading and unloading more effective and saving 4 manhours per day. It has also eliminated use of forklifts in the Stores.

c) **Using Renewable Energy Resources for Annealing Process :-**

Ammonia requires to be stored and supplied as and when required for the Annealing process at a required temperature of 60° C. Vijay Mane, Amol Jadhav and Ravi Salunkhe invested a planned Rs.1.5 lakhs in a bio-mass boiler that used brickets made from agricultural waste to generate energy. Resulting in savings of Rs. 7 lacs per annum. Learnings from this are also being horizontally deployed in the Varnishing shop for curing varnish from the stators.



d) **Water Conservation**

The Lawkim Team, being conscious of conserving water to the fullest, has extended a new pipeline to the NGCPR garden to dispense it uniformly and to measure consumption. We are also now studying comparative costs of a new drip-irrigation system with suitable filters to reduce water usage there even more.



LAWKIM ASSISTS MAHARASHTRA GOVERNMENT !

Lawkim was requested to lend benefits of its in-house work creating various ponds for water conservation on its campus to an integrated water conservation initiative undertaken by the Government of Maharashtra called Jalyukt Shivar Yojana - aiming to make 5000 villages water scarcity free in 5 years time.

Site visits and micro-surveys of various villages in the area were made that showed a particular old check dam at Village Ghadagevadi in Shirwal Taluka, which had become unusable after being totally clogged with mud and debris over 4/5 years. Could it be unclogged and returned to active use? This became the challenge for our team - AG Jadhav, S Nimase, U Jadhav, Shirawale, V Sardar and Vikas Jangid.

The Lawkim team, along with the village Sarpanch and senior villagers, began work at the dam site on 28th May 2015. We used a JCB to excavate upto 2-meter across the catchment area of the dam to enable rain water to begin draining into the check dam - a process that took 5 days.



Work begins at site



Cleaning in progress



Excavation



The cleared site

Then the team cleared the area around the well to facilitate villagers drawing water from there for their daily needs. The final excavation measured 50 meters in length, 8 meters in width with an average depth of 1.5 meters, and will facilitate percolation of approximately 40 lakh liters of water throughout the monsoon season as well as increase the ground water level in the village.

The Gram Panchayat and the villagers are very grateful to Lawkim, the improved percolation already yielding results, as you can see below.



QUALITY IS EVERYONE'S RESPONSIBILITY!

Pravin Dixit set a new example for us all in how he dealt with a defect in the quality of lead wires from one of our suppliers used in the Cummins motors. Noticing the nature of the defect, which might not have been picked up in electrical testing, he took up the matter with his superiors which resulted in detection of 60 defective stators. Thus timely action could be taken to resolve the problem quickly. Cummins greatly appreciated his action, and gave him an Appreciation Certificate as well as a small gift for this timely action in the presence of all his colleagues and seniors in the factory. Well done Pravin!





From the Editor's Desk.....

Dear Friends,

Congratulations to **Mahadev Laxman Chavan** and **Namdev Jagannath Bhosale** from Press Shop for being awarded the 'Gunwant Kamgar Kalyan Puraskar 2014-15' for their contribution towards productivity improvements on the shopfloor, social work in their communities, achievements in education, sports, safety and cultural activities!



Mahadev Laxman Chavan



Namdev Jagannath Bhosale



Habenaria ovalifolia

On his field trips, our scientist Dr. Mayur Nandikar of NGCPR recently visited Kille Purandar, rich in plant diversity and endemic species. Here are a couple of his pictures for you to enjoy!



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Warmly,
Vijay Krishna