

Muratec India Times



Muratec Anniversaries in India

Muratec is very proud to announce two important milestones in its journey in India – Muratec's 25th year in India, and the successful and momentous completion of 10 years of its subsidiary, Murata Machinery India Pvt. Ltd. We extend our sincere gratitude and deep appreciation to our valued customers, without whose unstinting support and cooperation such milestones would never have been possible. Starting with modest steps in 1993, Muratec has worked hard to successfully establish a world class service and support

infrastructure for its esteemed customers in India, in its quest to partner them to take advantage of the innovative technologies that it has to offer.

Today more than 7,000 machines are running successfully across India, supported by Muratec's dedicated service team.

Throughout this journey, our esteemed customers have supported us unstintingly, and helped us to enhance and perfect our technology with their indispensable feedback and suggestions.

Muratec is committed to bringing the latest innovative

technologies and quality service support to its customers in India; these two milestones are a source of enormous motivation for us.

They have deepened our resolve to better ourselves in surpassing the expectations and needs of our customers.

As we celebrate these two historic anniversaries, we hereby renew and strengthen our commitment to our customers – we will remain relentless in our pursuit of excellence, and we promise to redouble our efforts to continue to be effective partners in their progress.

Large parts distribution center delivered to Hero MotoCorp Ltd.



In October 2014, Muratec completed installation of its logistics system and FA system at Hero MotoCorp's Global Parts Centre (GPC), the first large-scale logistics center in India.

In order to meet an ever-increasing demand for spare parts in connection with market expansion and a growing customer base, Muratec introduced its logistics system to the warehousing, packaging, storing, and shipping processes, which had been solely manually operated, and realized automation and labor-saving. With delivery of 12,000 Pallet positions, 60,000 Bin positions, 34 Stacker cranes, RGV, Uni-SHUTTLE HP, Conveyors, and Shoe Sorter, it is the largest automated logistics center in India.

For Hero MotoCorp Ltd.'s customers,

Muratec's India installation also contributes to improvements in supply speed and accuracy as well as cost reductions with enhanced efficiency.

Currently, this center is responsible for supplying parts for motorcycle repairs in South Asia, the Middle East, and Africa. Approximately 10,000 parts (37,000 cases) are shipped daily on average to each area.

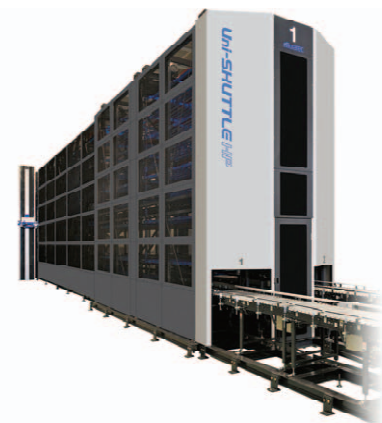


Uni-SHUTTLE HP

Uni-SHUTTLE HP is an automated storage / retrieval system designed to provide best-in-class capacity and performance through a combination of flexible storage functionality and high-capacity transport and sorting capabilities.

The requirements for handling loads of various sizes, the need for high-throughput operations, and the demand for small-lot production for just-in-time operations and same-day delivery drive the need for new technology.

At Hero MotoCorp Ltd.'s GPC, the installed system is used for the purpose of consolidation after picking each item, contributing to increased capacity at the center.



Yoginder Singh

Deputy General Manager,
Hero MotoCorp Ltd.

Our spare parts demand has been increasing for more than 15% over the years. To fulfill this ever increasing demand, we have partnered with Muratec to develop this Global Part Centre. We choose Muratec after due deliberation and consideration of quality, delivery and cost of ownership. GPC has helped to optimize our operation and increase our business. We hope to have a long lasting association with Muratec in our journey to serve our customers.

Sintex

– Country's largest spinning plant in a single location

Sintex Industries Ltd. has always maintained a very niche position for itself in the global textile industry. With its early tie up with well-known fashion houses in Italy and UK, they have had access to all leading Global brands for their highest quality of fabrics which they produce. With their current investment in spinning, Sintex has enhanced their position as a leader in the textile segment. Sintex Industries ongoing project in Pipavav, Gujarat, on 700 acres area, they will be the largest spinning plant located in a single location in India. At present, nearly 650,000 spindles are in operation and Muratec is the largest supplier of winding machines in this plant. Muratec has supplied around 11,000 Drums on 336 Link Coners with QPRO, QPRO Plus & FPRO models.

According to Mr. B. B. Sharma (CEO – Textile Projects & Yarns, Sintex Industries Ltd.), before making such huge investment during the 1st phase, they have thoroughly studied all the technologies available in the market and selected Link Coners from Muratec due to the higher productivity & quality, energy efficient, operator friendly & strong after sales service from Muratec India. Since Muratec had fulfilled the high expectation of Sintex, they had repeated the order in the 2nd phase also.

It is Muratec's privilege to be a part of this great investment which has not only make a mark in India but put a stamp on the global textile industry.

In this wonderful journey of Sintex over 80 years, this investment in spinning is another feather in their cap.

At Muratec, we all very proud to be a part of this journey.



Mr. B. B. Sharma
CEO - Textile Projects & Yarns, Sintex Industries Ltd.



silex technology India – Embedded Wireless Specialists –



Mr. Alagu Sankar
President, silex technology India Pvt. Ltd.

silex technology India Pvt. Ltd. joined the silex technology group an affiliate company of Muratec in December 2015.

While silex technology delivers Wi-Fi solutions for equipment manufacturers, silex India brings its Windows-based development expertise to the group used, in particular, in handy terminals and medical devices.

More recently, the silex technology group has worked in a collaborative effort with teams of engineers in Japan and North America to demonstrate its global customer response capabilities.

silex India, provides complete embedded WiFi driver software and security supplicant framework leveraging expertise in WiFi, interconnect bus technologies, embedded Operating Systems and SoC platforms. silex-India is well placed to provide its hybrid software products/services solutions, that enable WiFi connectivity in connected device designs on any processor, OS and WiFi chipsets, FASTER and at LESSER costs.

Our Mission is "SoftToGo" - To provide "Ready-to-Go" quality software solutions to mitigate "Time to Market" / engineering lead-time issues and reduce Total Cost of Ownership.

Leveraging the expertise in device drivers and Interconnect technologies like SPI/SDIO/PCI/PCIe/USB and 802.11 WLAN technologies, silex India is also well positioned to provide custom software engineering

services through an NRE services model.

Our engineering team has solid expertise in the development and platform porting of WLAN STA/Client/AP drivers for different WLAN 802.11x MAC technologies/chipsets. silex India has the expertise to develop WiFi STA/SoftAP drivers complete with WPA/WPA2-PSK/ Hostapd, WPS and WiFiDirect for any Host platform under any OS and TCP/IP stack or for small memory footprint devices with a minimal OS or even without any OS.

We have extensive experience with Microsoft Windows Embedded OS platforms and NDIS5.x/6.x Native WiFi Drivers, leveraging which, we can provide a complete WLAN driver solution on Windows CE6.0, Windows Embedded Handheld 6.5, Windows Embedded Compact 7 / 2013 OS platforms and Windows 10 IoT including developing and fine-tuning the SDIO Host driver in the BSPs.

Having worked on Qualcomm Atheros Wireless technologies for a long time, silex India is able to contribute to silex's Embedded Wireless Modules both in providing software upgrades and in bringing in new customers to silex's portfolio, from day one.

Being in silex group:

Being part of the silex group, has certainly boosted the morale of the staff with the enhanced infrastructure like a bigger office space, equipment upgrades and the

trans-national tag and branding that silex has. The engineers are enthusiastic on handling new projects from silex and its customers, which offers them an opportunity to work on state of the art WLAN technology and platforms. The possibility of the internship opportunities that Silex provides is a great motivating factor as well.

With the silex tag, we see a perceptible change in the way the customers and partners are treating STI – the customers now truly believe that STI has a lot of value to offer and being part of a bigger group, gives them the confidence to engage with STI.

We are already seeing a lot of opportunities created for silex's WiFi modules combined with STI's Windows Embedded and Windows 10/Win10 IoT OS drivers, with major breakthroughs around the corner. In addition, we are strengthening silex's business by supporting customers with the Windows drivers.

silex group is also creating opportunities for STI, leveraging STI's inherent skills, to implement Roaming, CCXv4 Supplicant support and development of an open source driver (Ath10K) for SX-SDMAC, which in turn enables silex to offer a compelling solution to their customers; And which generates revenue pipeline for STI as well.

"Positively a Win-Win business model is established in a very short span of time."





Productivity has increased by at least 30%!

Srimukha Group (Srimukha Precision Products)

Srimukha Group whose turnover is around INR 1.3 billion was established in 1985, and they have grown to a company with 800 employees. They specialize in Automotive components, especially small size shafts, and they supply to Lucas TVS, Bosch, Mitsuba, Valeo, Comstar among others. Srimukha has always placed a huge emphasis on automation in their factory.



How is the machine performance (in comparison with before / after machine installation)? What kind of increase you have seen in productivity?

Mr. Hariharan One of the clear and distinct advantages of Muratec machines is the robust automation (gantry type) which has increased productivity atleast by 30%. Currently we have 12 Muratec machines running in our various units and each machine has replaced minimum 3 to 4 manual loading CNC Auto lathes. In auto component mfg – CNC machining forms the heart of the operations and Muratec has relieved our production pressures substantially especially in mass volume production of 4000 to 6000 Nos/day.

How the machine has helped you in improving the quality of the product you are manufacturing?

Mr. Hariharan Many Q issues arise mainly due to poor design of work holding, improper operator loading, wrong offset etc. However Muratec machines being gantry loading, completely eliminated all of these issues. Muratec has a rich experience in application engineering and their work holding with work location confirmations, coolant chip flow analysis provide a very robust unmanned solution reducing manual interventions. Also the machine has several features such as tool monitoring software, sister tool concepts, Quality check counter and post processing gauges are all in built into the machine leading to defect free mass production.

If you have some other machine, how about running cost? Is there any difference or is it less?

Mr. Hariharan What we have seen is that although the initial investment is high – it definitely pays back in terms of reliability, consistent output, in built Quality – leading to exceeding Customer demands and in effect Customer satisfaction. Even by using the same inserts, coolants etc. as

used in other machines – what is seen as a clear advantage is at the End of the Day – you can depend on the part production which has been planned which relieves substantial production pressures which we normally encounter with other machines. The high investment costs may offset the high throughput and in effect we sometimes even see a slight increase in overall costs, which is reasonable for such mass volumes – especially for the consistency, reliability and reduction in manpower costs.

How is the Muratec – Meiban performance, not only service, but also company, human character or philosophy etc.

Mr. Hariharan We have been associated with Muratec - Meiban ever since 2010 and its always been an experience that we cherish. Muratec always believes strongly that Customer should make money and they drive all their systems / processes towards achieving this. We have met their Chairman/Directors on many occasions at fairs and during trials at Muratec – they have been so humble and always wanted to know from us – What Muratec can do to improve further. Although this is a typical Japanese philosophy – it is being practiced tooth and nail at Muratec which leads to exceeding Customer expectations. Muratec - Meiban has strong value systems and a very highly ethical company to deal with and have been our strong partner in our company growth.

Why you want to buy next machine from Muratec?

Mr. Hariharan Any new project with mass volumes and which needs a dedicated line – it would be a Muratec line. We have analysed many other similar automated machines but none can compare to Muratec. They have a unique concept of understanding the current processes adopted by the Customer – study the chip flow analysis, kind of issues operator

currently faces, Current Quality issues and all these are analysed even before placing the order of the machine. In addition, they have a very strong maintenance support team, when any trouble should happen, they take quick action for quick restoration with well-experienced service personnel, abundant knowledge database, and the latest spare parts stock and delivery system. Last but not the least, we have dealt with all leading CNC Machine manufacturers both global and local and Muratec is the only player who have a unique RECALL policy. Once they replaced the back cover of the main spindle – due to oil leakages reported by some Customer elsewhere and Muratec took an unilateral decision to replace all such defective assembly across the world – and this is something which is extremely rare and unique in the Machine Tool Industry.

What would be your future expectations from Muratec – Meiban?

Mr. Hariharan Cost factor is one which would always make Indian buyer very apprehensive of going in for this machine, although the realization would come only later after procuring / Installing / running the machine. Meiban – being a JV partner with Muratec has already started developing the complete application and turnkey capability in India, of course with design support from Japan. Meiban should aim to equal Muratec's capabilities in this direction in India. India does have an equally well established application knowledge which should be exploited and this would lead to substantial cost savings to Customers. Lead time for machine delivery also needs immediate attention and can be achieved by Meiban expanding their import of basic machines from Japan, and localizing Work holding, part specific loaders, loader chucks etc. in India, which they are already doing now.

Reduction in power cost by Servo technology!

Suraj Pressing Pvt. Ltd.

Suraj Pressings Pvt. Ltd. is one of the high quality electrical panel manufacturers in Western India. Started in the year 1991, now the company has grown to 5 units and a turnover of INR 400 Million. They count Multi-national companies like Schneider Electric, Siemens, Polycab, Eaton, L&T and V-Guard as their customers. They provide employment to 150 employees, and have won many accolades from their customers.



Right: **Mr. Ramachandra Bhat**
Managing Director
Left: **Mr. Siddharth Bhat**

How is the machine performance (in comparison with before / after machine installation)? What kind of increase you have seen in productivity?

Mr. Ramachandra Bhat

We started with a second hand machine of different make in 2005. We were knowing only that make as Turret Punch Press (TPP) manufacturer as we were new to TPP. Before that, we were producing the enclosures by press tools and uni punch tools. Our maintenance consultant Mr. D'Souza from Mumbai, suggested us to go for Muratec machines. We purchased 3 second hand machines since then in the span of 4 years. With these machines, the production increase from 2000 enclosures to 8000 enclosures per month. In the year 2014 we purchased new TPP from Muratec directly, then 2nd machine M3048TG in 2016, and 3rd machine expected by May 2018! Presently we are making around 30,000 enclosures per month. With new

machine, capacity will increase by another 30%.

How the machine has helped you in improving the quality of manufacturing?

Mr. Ramachandra Bhat

The new machines are very good and our customers are very happy with our products. Muratec machines have given consistent quality and also ensured reduction in post punching quality issues. Initially we were having only one customer, but today we supply to 7 electrical industries in India. We can develop enclosures very fast with the use of latest turret presses.

How user friendly and how economical are Murata Machines?

Mr. Ramachandra Bhat

These machines are very good machines. Buying 3 machines in the span of 6 years clearly tells the performance of the machine. User friendly machines. We have second

hand machines of 1980 which are still working at our end without any issues. Tooling are very simple and economical, and machines are easy to maintain. The last 2 machines and the new machine ordered are all AC Servo machines. We have seen a good reduction in power cost also due to Servo technology.

How is the Muratec – Meiban performance, not only service, but also company, human character or philosophy etc?

Mr. Ramachandra Bhat

Good, this is one of the reason why we are buying machines every alternate year since 2014.

When you want to buy next machine from Muratec?

Mr. Ramachandra Bhat

May be in 2019!

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