

# SILVERLININGS

October - March 2022 | VOLUME 21

**TATA HITACHI**  
**CELEBRATING**  
**60**  
**YEARS OF**  
**ATMANIRBHARTA**  
**SINCE 1961**



TATA HITACHI CONSTRUCTION MACHINERY COMPANY PRIVATE LIMITED



# INDEX OF CONTENT

<b>Message from the Managing Director</b>	<b>3</b>
<b>Highlights of Two Quarters</b>	<b>4</b>
<b>Branch News</b>	<b>8</b>
<b>Customer Branding</b>	<b>9</b>
<b>Financier Meets and Loan Melas</b>	<b>9</b>
<b>Spare Parts Mela</b>	<b>10</b>
<b>Trainings at Skill Centre, Dharwad</b>	<b>11</b>
<b>Operator and Other Trainings</b>	<b>12</b>
<b>Demos and Roadshows</b>	<b>13</b>
<b>Product Launches</b>	<b>14</b>
<b>Customer Meets</b>	<b>15</b>
<b>Loan Melas</b>	<b>17</b>
<b>Key Handovers</b>	<b>18</b>
<b>Plant News</b>	<b>21</b>
<b>Pride</b>	<b>22</b>
<b>Yokoten</b>	<b>25</b>



Click on any of the content above to know the details

## Message from the Managing Director

Dear Colleagues,

I write to you on this platform after a brief gap. This issue looks back on both the Oct to Dec quarter as well as Jan to Mar quarter of the previous financial year. FY2021-22 ended on a positive note, especially with 1001 machines sold in March alone, far exceeding the targets we set for ourselves – and that too at a time when the market did not seem to be completely in favour of us and the industry at large. This is a validation of our belief in our strong fundamentals, which has consolidated our position in the market for the 60 years of our operations.



We commemorated our 60th year during the last quarter of CY2021 from our Dharwad plant. The celebrations were beamed out live from Dharwad and the wide reach of the celebrations across our locations across the country was a validation of digitalisation as the way forward. In this light, it is also a matter of great satisfaction that we have crossed 1 lakh followers on Facebook.

In our long journey of sixty years, we have seen several ups and downs. Sixty years is no small a milestone for any company to achieve – especially with the sustained leadership position that we have garnered in the excavator market. We are today the largest company in terms of portfolio ranging from 2- to 120-tonne machines. We

are also continuing to build on our strong pitch for wheeled equipment, which has now expanded its portfolio for diverse market segments.

We are moving forward at great pace to expand beyond India's shores, and are confident that exports will further propel our growth. We are already exporting GI Series machines to several countries presently. We have also launched Shinrai Pro for domestic market and the four-wheel-drive Shinrai Power for SAARC countries. We have already exported 11 four-wheel drive Shinrai Power machines to Nepal in March, which saw customers visiting our Dharwad plant to take delivery of the machines. We also kicked off our new Prime Series Hydraulic Excavators

with the launch of the cutting-edge EX70 Prime Series.

The hallmark of these successes and achievements, as well as our prospects for the future, is our sustained focus on quality of production, longevity of service, and long-term reliability of our equipment. This is a reputation that we have built painstakingly over six decades. I am sure that with our efforts together as a team, we will be able to carry on this momentum into the coming years too, as we move forward in our avowed mission of nation building. Wishing you all the very best for FY 2022-23.

Warm Regards  
Sandeep Singh

# HIGHLIGHTS OF TWO QUARTERS



Mr. Sandeep Singh, Managing Director, Tata Hitachi, Felicitating a Customer at the Dharwad Plant



Mr. Sandeep Singh, Managing Director, Tata Hitachi, Felicitating a Customer at the Dharwad Plant



Mr. Sandeep Singh, Managing Director, Tata Hitachi, Addressing the Gathering from the Dharwad Plant



Shin Nakajima, Director, Sales and Marketing, Tata Hitachi, Felicitating a Customer at the Kharagpur Plant



Mr. Shin Nakajima, Director, Sales and Marketing, Tata Hitachi, Felicitating a Customer at the Kharagpur Plant

## 60 Years Celebrations

We commemorated 60 years of our operations in November 2021 with a grand show that witnessed great participation across our network of plants, offices, FMC sites and other locations. The event was beamed to the last mile, with employees across these locations joining in the celebrations.

## SHINRAI PRO Flag-Off from Dharwad Plant



Welcome Address by Plant Head



Key handover from Manufacturing to Sales and Service



Unveiling of Parts and Operation Manuals



Customer Felicitation



Address by Nakajima San



Flag off by Senior management and other employees

Shinrai Pro line-off ceremony was held on January 21st at the Dharwad Plant. The event began with the welcome note by the Plant Head followed by Key handover from Manufacturing to Sales and Service, Unveiling of Parts and Operation Manuals, address over digital platform MD San and Nakajima San, and Flag-off ceremony.



## EX70 PRIME Flag-Off from Dharwad Plant



Welcome Address by Plant Head



Key handover by Manufacturing to Sales & Service



Flag off by Senior Management and Other Employees



Online Address by MD San



Online Address by Nakajima San



EX 70 Prime line-off ceremony was held on January 28th at the Dharwad Plant. The event commenced with the welcome note by the Plant Head followed by Key handover from Manufacturing to Sales and Service, Unveiling of Parts and Operation Manuals, address over digital platform by MD San and Nakajima San, and Flag-off ceremony.

## SHINRAI POWER Flag-Off from Dharwad Plant



Welcome Address by Plant Head



Key handover from Manufacturing to Sales and Service



Flag off by Senior management and other employees



Address by Nakajima San



Unveiling of Parts and Operation Manuals



Shinrai Power line-off ceremony was held on March 16th at the Dharwad Plant. The event commenced with the welcome note by Plant Head followed by Key handover from Manufacturing to Sales and Service, Unveiling of Parts and Operation Manuals, address over digital platform by Nakajima San, and Flag-off ceremony. These machines were exported to Nepal and Bangladesh. Customers who purchased SHINRAI POWER were also invited to be part of the ceremony, where key handovers and felicitations were conducted for them.



## Quality Month celebrated

November 2021 marked Quality Month, with the theme for this year as 'Think Quality, Build Quality.' The annual tradition was observed at both plants with month-long celebrations to reiterate the theme. The Inaugural Ceremony was held on 1st Nov 2021, with several events where Tata Hitachi employees and vendors joined for the flag hoisting ceremony and theme unveiling.



Prize Distribution Ceremony at Dharwad Plant



Flag Hoisting at Dharwad Plant



Flag Hoisting at Khapargpur Plant



Prize Distribution Ceremony at Dharwad Plant



Prize Distribution Ceremony at Kharagpur Plant



Theme unveiling at Dharwad Plant



Theme unveiling at Kharagpur Plant



## DEALER NEWS



Inauguration of PSN Hubli's Machine Care Facility by Plant Head Mr GB Kulkarni, Mr Kamat and Mr Kaushik Narayan, JMD, PSN



Service Campaign by CAG, Salem at Deevattipatti



Handing over Lol and manuals to welcome our new dealer, Bijjargi Excavation Solutions Deevattipatti



Inauguration of PSN Bangalore's Chikballapur Outlet



PSN Kochi team participating in CEOA Meet at Ernakulam



Inauguration of PSN Hubli's Machine Care Facility

PSN Hubli's Machine Care Facility was inaugurated by Plant Head Mr G B Kulkarni, Mr Kamat and Mr Kushik Naryan – JMD. More than 40 customers and over 15 financiers graced the occasion. 5 key handovers were also arranged.

PSN Bangalore's new outlets at Chikballapur and Attibelle were inaugurated.

## Trainings



Operator Training by PSN Bangalore at customer Prashant Infra's site at Kolar



Operator Training by PSN Bangalore



Operator training at PSN Hubli

## SPE-SPP Skill Competition Winners



SPE Winner Vinay B from PSN Bangalore at customer Prashant Infra's site at Kolar



SPP Winner Muzahid from PSN Bangalore



SPE Winner Ajay Kumar from Rama Excavators, Warangal



SPE Winner Tushar Yadav from Dada Motors, Mohali



SPP Winner Neeraj Kumar from Dada Motors, Mohali



SPE Winner Prashant Mishra from Kailash, Jabalpur



## BRANCH NEWS

A glimpse at all some of the major activities conducted at our branches



Monthly get together at Bangalore Branch Office



Salem Branch and CAG celebrate 100th SHINRAI delivery and sales of spares amounting to 150 lakh



Farewell to Mr Girish and Mr Byresh of Hubli Branch



Founder's Day Celebration at Bangalore Branch



Founder's Day Celebration at Hubli Branch



Founder's Day Celebration at Salem Branch



Holi Celebrations at Bangalore Branch Office



Holi Celebrations at Nagpur Branch



Marriage anniversary of Amitabh Joshi and birthday of Raj Sadasivan celebrated at Bangalore Office



Send off with best wishes of Madhav Patankar at Bangalore Regional Office



Women's Day celebrations at Bangalore Office.jpg



## CUSTOMER BRANDING

Here we take a glimpse at Tata Hitachi branding at our customer premises



Tata Hitachi branding at customer Anwar Basha's office in Bangalore



Tata Hitachi branding at customer Deccan Diggers' office in Bangalore

## FINANCIER MEETS AND LOAN MELAS

Here we take a glimpse of activities conducted with financiers and loan melas conducted to ease customers' finance related requirements.



Mega Loan Carnival at Suryakiran Earthmovers, Raipur



Loan Mela with GD Motors



Loan Mela with Trishul Tread at Nuasahi, Balia, Balasore, Odisha



Loan Mela with Trishul Tread at Angul, Odisha



Financier Meet at Davanagere by PSN Hubli



Financier Meet at PSN Bangalore



Loan Mela at ES Infraserve with Yes Bank at Indore



Loan Mela at Nagpur Branch with SS Excavation Solutions and Yes Bank



Loan Mela by Mitra Commercial at Barjora, Asansol, West Bengal



SHINRAI PRIME Loan Mela at Kailash Infraserve, Rewa, Madhya Pradesh



## SPARE PARTS MELA

Spare Parts Melas are an effective way to impress upon customers the advantages of genuine Tata Hitachi Spare Parts.



Parts Mela at Dhule by Total Earthmovers



Parts Mela by Recon Technologies Hyderabad



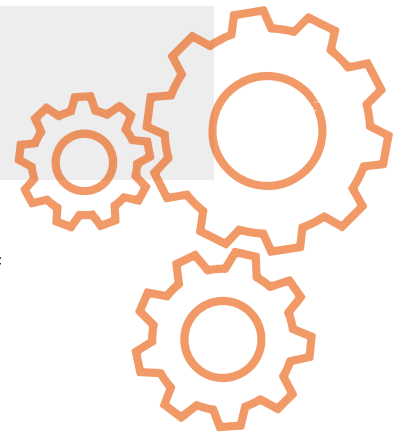
Parts Mela Conducted by Vedant Earthmovers, Jamshedpur



Parts Van Concept at Aurangabad by Total Earthmovers

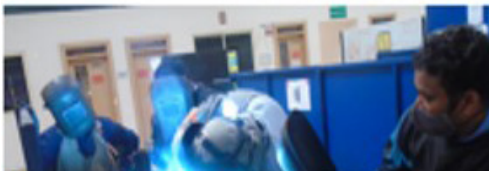


# TRAININGS AT SKILL TRAINING CENTRE, DHARWAD



**Our Skill Training Centre (STC) at Dharwad imparted the following trainings:**

Graduation ceremony of first batch of 54 trainees of Tata Hitachi Japan Institute of Manufacturing (JIM)]



Vendor welding training

Assembly Skill upgradation training

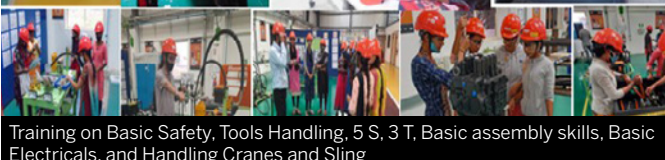
**519 hours of  
Class room &  
practical training**



Graduation ceremony of first batch of 54 trainees of Tata Hitachi Japan Institute of Manufacturing (JIM)



Vendor paint training



Training on Basic Safety, Tools Handling, 5 S, 3 T, Basic assembly skills, Basic Electricals, and Handling Cranes and Sling



Class room, and Demo training to understand the importance of painting and process preparation



Paint appearance and defects observation in test piece and in Shinrai Model as per A, B, C, D class parts



DET Training on Basic Assembly



## OPERATOR AND OTHER TRAININGS

- A product refresher program was conducted for Total Aurangabad and Mumbai, and Suryakiran Nagpur
- ZAXIS 220 Customer and Operators site Training was conducted Markanja, Mangalore where 9 operators and site in-charges benefitted.



Product Refresher Training for Suryakiran, Nagpur



Operator Training at KNR Construction site - 18 operators trained



ZAXIS 220 Customer and Operators site Training at Markanja, Mangalore



Product Refresher Training for Total Aurangabad and Mumbai Teams



# DEMOS AND ROADSHOWS

A glimpse at some of the major Demos and Roadshows conducted.



SHINRAI PRIME try and buy initiative at Kottakkal



SHINRAI PRIME try and buy initiative at Markanja, Dakshina Kannada



SHINRAI PRIME demo at University of Calicut



SHINRAI PRIME demo-in-dirt at Ernakulam



3-day roadshow at Davanagere



SHINRAI PRIME demo-in-dirt at Kottapuram



ZAXIS 33U demo-in-dirt at Bangalore



SHINRAI PRIME demo-in-dirt at Malappuram



SHINRAI PRIME demo-in-dirt at Hosakerehalli, Bangalore



SHINRAI PRIME demo-in-dirt at Kottapuram

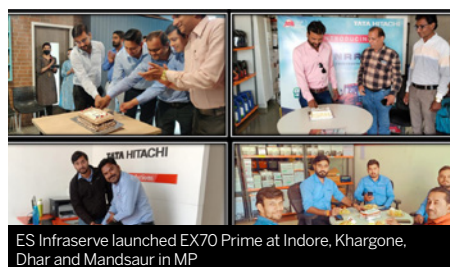


SHINRAI PRIME demo-in-dirt at Wayanad

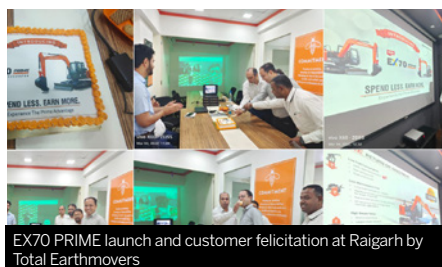


# PRODUCT LAUNCHES

EX70 Prime was launched at several locations by our dealer network. A few glimpses follow:



ES Infraserve launched EX70 Prime at Indore, Khargone, Dhar and Mandsaur in MP



EX70 PRIME launch and customer felicitation at Raigarh by Total Earthmovers



Mitra Commercial launched EX70 Prime in the presence of customers and financiers



EX70 PRIME launched at Managlore by ACE



Trishul Tread launched EX70 Prime at Bhubaneswar



EX70 PRIME launch at Aurangabad by Total Earthmovers



Trishul Tread launched EX70 Prime at Bhubaneswar



Trishul Tread launched EX70 Prime at Bhubaneswar



Shankar Equipments launch of Shinrai Pro at Pataliputra



Shinrai Pro Launch at Nagpur by SS Excavation

- EX70 PRIME ROADSHOWS
- Vedant Earthmovers organized a Mega customer meet at Jhumritelaiya, Jharkhand, where keys were also handed over to excavator and backhoe loader customers.
- ES Infraserve conducted a customer meet at Indore, where customers shared their experiences and were felicitated.
- Mitra Commercial conducted a mega customer meet and product display at Bardhaman
- Trishul Tread conducted a customer meet at Boudh, Odisha, which included product displays and customer felicitations and key handovers
- Vedant Earthmovers organized a mega customer meet at Rajdhanwar, Jharkhand
- Trishul Tread organised a Shinrai Prime customer meet at Angul, Odisha



# CUSTOMER MEETS





# CUSTOMER MEETS



SHINRAI Customer Meet by PSN Bangalore at Sarjapura and Tumkur



Trishul Tread conducted a customer meet at Boudh, Odisha



Mitra Commercial conducted a mega customer meet and product display at Bardhaman



Vedant Earthmovers mega customer meet at Rajdhanwar, Jharkhand

ES Infraserve conducted a customer meet at IndoreRajdhanwar, Jharkhand



# LOAN MELAS

A glimpse of loan melas and financier meets conducted during the two quarters.



Mega Loan Carnival at Suryakiran Earthmovers, Raipur



Financier Meet at PSN Bangalore



Loan Mela at ES Infraserve with Yes Bank at Indore



Loan Mela at Nagpur Branch with SS Excavation Solutions and Yes Bank



Loan Mela by Mitra Commercial at Barjora, Asansol, West Bengal



Loan Mela with Trishul Tread at Angul, Odisha



Loan Mela with GD Motors



Loan Mela with Trishul Tread at Nuasahi, Balia, Balasore, Odisha



# KEY HANDOVERS

A glimpse of some of the major key handovers.



Key handover and customer meet at Dhule by Total Earthmovers



2 EX200 machines handed over to Ms SMIOR Group, to bring the KA customer back into Tata Hitachi family



2 EX210 machines handed over to Shree Balaji Minerals at Gokak, Karnataka



2 SHINRAI PRIME along with 1 B60 Rock Breaker handed over to Mr Pradeep, Airport Road, Bangalore



2 ZAXIS 33U keys handed over to Mr Shivalinga and Mr Ravi from Nittur, Tumkur, Karnataka



4th ZAXIS 23U handover to Mr Nagesh from Hunsur, Mysore



EX 215LC-SLR Key handover and mini customer meet at Aurangabad by Total Earthmovers



EX70 Super+ Series handed over to TN Agricultural Research Station (TNAU), Bhavanisagar, Erode, Tamil Nadu, as a government supply order



EX200 key handover to Mr Krishna H at Belgaum



First ZAXIS 23U delivered to Mr Rakesh of Tumkur for agricultural and rental applications



Handover of ZAXIS 220 to Mr Nandakumar of AB Rock Products and Grace Blue Metals



Key Handover of SHINRAI PRIME at Dharwad



Key handover to Ms Ramalingam Construction Company Pvt Ltd



SHINRAI PRIME handover to Madikeri City Municipal Council (CMC) in the presence of Sh Appachu Ranjan, MLA, Smt NP Anitha, President, CMC and other officials



# KEY HANDOVERS



SHINRAI PRIME handover to Mr Doddaiiah at Tumkur



SHINRAI PRIME Handover to Mr P Govindaraj, Kangeyam, Tirupur



SHINRAI PRIME handover to Mr Rajshekar, MD, Pavani Group, Bangalore



SHINRAI PRIME handover to Mr Ramakrishna at Tumkur



SHINRAI PRIME handover to Ms CSR Constructions, Bangalore



SHINRAI PRIME handover to Ranjith Enterprises, Sarjapura Road, Bangalore



SHINRAI PRIME key handover to Mr Papanna of Tumkur



SHINRAI PRIME Key handover to Mr Vijay Maddur, Mysore



SHINRAP PRIME handed over to Mr Sajid, Bangalore



ZAXIS 220 Key Handover to Mr Nandakumar at Hosur



# KEY HANDOVERS



SHINRAI PRIME handover to Mr Doddaiiah at Tumkur



ZAXIS 400MTH key handover to Ms Danu Granites



2 EX210 machines handed over to Shree Balaji Minerals at Gokak, Karnataka



ZAXIS 220 handover to Mr Bagyakumar of Grace Blue Metals, Bargur, Krishnagiri, Tamil Nadu



ZAXIS 33U key handover at Davanagere



ZAXIS 220 handover to Mr Bagyakumar of Grace Blue Metals, Bargur, Krishnagiri, Tamil Nadu



ZAXIS 370LCH handover to Mr Palanisamy of Sivam Granites, Krishnagiri, Tamil Nadu



ZAXIS 400MTH key handover to Ms Danu Granites



# PLANT NEWS

## DHARWAD

On the occasion of Tata Hitachi's 60th anniversary, a volleyball match was held at the Dharwad Plant between teams from Tata Hitachi and Tata Motors. Individual Awards like Best Lifter, Best Service, Best Player was given for best performing players. Team Tata Hitachi won the match with Team Tata Motors coming as runners up. MD San, Nakajima San, Plant Head and other employees of both the plants witnessed this event.



Women's Day Celebration at Dharwad Plant



Glimpses of the Cricket Tournament

Glimpses of Volleyball Tournament

## KHARAGPUR

Team "Fabrication Bulls (MIDI Fabrication)" consecutively Clinched the 2nd Championship of the Football Tournament in the final match against Assembly Devils held at Kharagpur Plant. A sensational left footed long range shot goal by Mr. Biswajit Dhal took the game away from Assembly Devils. The Plant Head Mr. Anand inaugurated the final by handing over the team jerseys to both the captains and advised players to play with safety keeping the spirit of game and was also constantly boosting the moral of players throughout the game. After the match Mr. Anand (Plant Head, KGP), Mr. Sanjay Kumar Singh (DY. GM – Admin KGP), Mrs. Madhurima Verma (Head – PMO and Services KGP), Mr. Prabhas Kumar (Head – SME and Attachment) and Mr. Alok Senapati (Engagement committee president, KGP) felicitated the winners, runners-up, best players and the referees with medals and trophies. Plant Head Mr. Anand delivered the vote of thanks to all participants and sports committee members.



Glimpses of the Football Tournament

# PRIDE

**CONGRATULATIONS**  
HIGHEST IDEA GENERATORS  
PAN COMPANY  
OCTOBER 2021

**TATA HITACHI**  
Reliable solutions



Mr. Ramappa Tukkanavar  
(36203)  
STORE  
DHARWAD WORKS  
70 Ideas



Mr. Rajesh Kumar Srivastava  
(37879)  
Heat Treatment  
KHARAGPUR WORKS  
55 Ideas

Central PRIDE Committee.

Highest Idea Generator October 21

OCTOBER 21

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OCTOBER 2021

**TATA HITACHI**  
Reliable solutions



Mr. Manjunath P Kyatappanavar  
(36150)  
Production (Midi Assy)  
DHARWAD WORKS  
51 Ideas



Mr. Sujit Kumar  
(30906)  
Gear Box Assy  
KHARAGPUR WORKS  
15 Ideas

Central PRIDE Committee.

Highest Idea Generator October 21

NOVEMBER 21

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PAN COMPANY  
NOVEMBER 2021

**TATA HITACHI**  
Reliable solutions



Mr. Prakash Ambannanavar  
(36216)  
Exv test paint desp  
DHARWAD WORKS  
66 Ideas



Mr. Mohammed Irfan Khan  
(38739)  
OA  
DHARWAD WORKS  
58 Ideas

Central PRIDE Committee.

Highest Idea Generator November 21

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HIGHEST IDEA GENERATORS  
NOVEMBER 2021

**TATA HITACHI**  
Reliable solutions



Ms. Radhika Sharma  
(38768)  
OA  
KHARAGPUR WORKS  
47 Ideas



Mr. Prakash Amadla  
(36221)  
STORE  
DHARWAD WORKS  
37 Ideas

Central PRIDE Committee.

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# PRIDE

DECEMBER 21

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PAN COMPANY  
DECEMBER 2021

**TATA HITACHI**  
Reliable solutions



Mr. Gangadhara M Dharennavar  
(38158)  
STORE  
DHARWAD WORKS  
157 Ideas



Mr. Umesh Prasad  
(30316)  
Heavy Fabrication  
KHARAGPUR WORKS  
73 Ideas

Central PRIDE Committee.

Highest Idea Generator December 21

**CONGRATULATIONS**  
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DECEMBER 2021

**TATA HITACHI**  
Reliable solutions



Mr. Mohan Ram  
(33938)  
OA  
KHARAGPUR WORKS  
56 Ideas



Mr. Raghavendra Kalaburgi  
(36251)  
GEAR SHOP  
DHARWAD WORKS  
33 Ideas

Central PRIDE Committee.

Highest Idea Generator December 21

JANUARY 22

**CONGRATULATIONS**  
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PAN COMPANY  
FEBRUARY 2022

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Mr. Pankaj Kumar Singh  
(30474)  
Transmission (LMS)  
KHARAGPUR WORKS  
47 Ideas



Mr. Marjunath Gundenahalli  
(36280)  
STORE  
DHARWAD WORKS  
44 Ideas

Central PRIDE Committee.

Highest Idea Generator January 22

**CONGRATULATIONS**  
HIGHEST IDEA GENERATORS  
JANUARY 2022

**TATA HITACHI**  
Reliable solutions



Mr. Santosh Hannikeeni  
(36171)  
STORE  
DHARWAD WORKS  
52 Ideas



Mr. Satyajit Bera  
(30248)  
Safety Climate Change  
KHARAGPUR WORKS  
17 Ideas




Mr. Srinivasa Mamidipaka Rao  
(33034)  
SERVICE  
VJAYAWADA  
15 Ideas

Central PRIDE Committee.

Highest Idea Generator January 22




# PRIDE




**CONGRATULATIONS**  
 HIGHEST IDEA GENERATORS  
 PAN COMPANY  
**FEBRUARY 2022**

**TATA HITACHI**  
Reliable solutions



**Mr. Pankaj Kumar Singh**  
 (30474)  
 Transmission (LMS)  
 KHARAGPUR WORKS  
 47 Ideas



**Mr. Manjunath Gundenahalli**  
 (36280)  
 STORE  
 DHARWAD WORKS  
 44 Ideas

Central PRIDE Committee.

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## FEBRUARY 22



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 PAN COMPANY  
**FEBRUARY 2022**

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**Mr. Rohit Ranjan**  
 (30874)  
 Assy. Heavy Excavator  
 KHARAGPUR WORKS  
 33 Ideas



**Mr. Manjunath Shivappa Chitti**  
 (36016)  
 O.A.  
 DHARWAD WORKS  
 9 Ideas

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**CONGRATULATIONS**  
 HIGHEST IDEA GENERATORS  
 PAN COMPANY  
**MARCH 2022**

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**Mr. Kushal Sood**  
 (38468)  
 Maintenance  
 DHARWAD WORKS  
 52 Ideas



**Mr. Majid Ali Khan**  
 (38092)  
 O.A.  
 KHARAGPUR WORKS  
 24 Ideas

Central PRIDE Committee.

Highest Idea Generator March 22

## MARCH 22



**CONGRATULATIONS**  
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 PAN COMPANY  
**MARCH 2022**

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Reliable solutions



**Mr. Bijan Bhattacharjee**  
 (38047)  
 O.A.  
 KHARAGPUR WORKS  
 14 Ideas



**Mr. Sidharth Bharadwaj**  
 (37968)  
 DESIGN  
 KHARAGPUR WORKS  
 14 Ideas



**Mr. Abdul Rauf**  
 (38848)  
 FINANCE, CSD  
 NAGPUR  
 13 Ideas



**Mr. Dhanush Patil**  
 (38863)  
 DESIGN  
 DHARWAD WORKS  
 12 Ideas

Central PRIDE Committee.

Highest Idea Generator March 22



# YOKOTEN NEWSLETTER - 8<sup>TH</sup> AND 9<sup>TH</sup> EDITIONS

With the objective to promote the Culture of sharing of knowledge and improvements across the manufacturing system including our key vendors, we are pleased to release the 8th edition of the “Yokoten” Newsletter, a quarterly publication administered by Quality Planning & Quality Process Improvement vertical. Yoko-tenkai in Japanese means “Horizontal Deployment.” This newsletter majorly focuses on the importance of 4M management with brief description of a newer technology and a Kaizen based on one of the domains of 4M factors – Man, Machine, Material & Method. The 8th edition, focuses on “MATERIAL”, and the 9th edition focuses on “METHOD”.



**YOKOTEN**  
NEWSLETTER  
LEARNING & SHARING



**TATA HITACHI**  
Reliable solutions

May, 2022 | Volume 9

**Dear Reader,**  
**Welcome to New Financial Year !**

Thank you all for your encouragement & support extended in our last year's versions of the YOKOTEN newsletter. We are pleased to publish 2022's Second edition of the YOKOTEN NEWSLETTER. Through this newsletter, we have been sensitizing about **4Ms (Man, Machine, Material & Method) and Change Management** and also focusing on knowledge sharing related to improvement in all the domains of 4M. In this edition, we will discuss one of the most important 4M **"METHOD"**. We will also talk about **Electromagnetic inference/noise inspection methodology**. Also let's have a look at **Kaizen** emphasizing the importance of **"METHOD"**.

**DID YOU KNOW ?**

The grandfather of the modern hydraulic excavator was the steam shovel, First developed in 1796. William Otis was the first to patent a steam shovel in 1839. His steam shovel used chains, pulleys and Gears to transmit power . This machine was used to build the Panama Canal.



**IMPORTANCE OF 4M CHANGE MANAGEMENT:**



Impact of 4M change on Quality

Quality of machine improved



Machine performance Up

Customer Impressed



Sales goes up via "word of mouth"



Profits Up



Below is the reflection of above if 4M change is **not** managed correctly



Quality of machine deteriorated

Machine performance down



Customer Dissatisfied



Sales goes down via "word of mouth"



Profits down



**4M CHANGE MANAGEMENT**



**Before changing the established 4M condition (METHOD) THINK ?**

- Is this method suitable w.r.t the work and dimensional specification achieved by the method ?
- In case of inspection method change, Is the new method capable of detecting all irregularities?
- In case of manufacturing method change, manufacturer (vendor) must contact THCM in advance as per rule.

**Benkyou (To Learn) Gallery:**

◆ **What is Electromagnetic Interference (EMI):**  
Electromagnetic interference (EMI) is unwanted noise or interference in an electrical path or circuit caused by an outside source. It is also known as radio frequency interference. EMI can cause electronics to operate poorly, malfunction or stop working completely. EMI can be caused by natural or human-made sources.

● **Purpose of conducting EMI test in EMI tester:**  
The testing is conducted to evaluate performance of electronic parts and components along with the wire harness under intense electric field to check the immunity.

● **Testing Details :**  
The EMI tests are conducted based on the standard ISO 11452 which specifies an absorber-lined shielded enclosure method for testing the immunity of electronic components. The device under test, together with the wiring harness, is subjected to an electromagnetic disturbance generated inside an absorber-lined shielded enclosure, with peripheral devices either inside or outside the enclosure. It is applicable only to disturbances from continuous narrowband electromagnetic fields.  
Test condition applicable Frequency is 20 to 1000 MHz & Electric Field Intensity: 150 V/m



Testing facility at HCM Japan

**① Kaizen**  
Let us see an example of a Kaizen focussed on **"Method"** which resulted in prevention of defects during functional testing and avoided line stoppage.

**② Kaizen Theme:**  
Improvement in holding valve manufacturing process from manual drilling to CNC drilling.

**③ Problem Details:** Machine boom down operation slow (4.2 sec found against specification 2.3±0.3 sec.). Boom holding valve piston orifice hole diameter oversize.




**④ Why - Why analysis**

**1W:** Machine Boom Operation Slow (4.2 sec found against specification 2.3±0.3 sec).

**2W:** Control valve boom holding valve piston orifice hole oversize by 0.12 (Spec- 0.4±0.1mm). It lead to pressure drop & insufficient opening of drain poppet.

**3W:** Variation in piston orifice hole as existing machining process (Manual drilling) is not precise

**4W:** Process weakness, manual drilling process is not suitable for precise machining.

**5W:** Right process is not selected in process planning, knowledge gap to identifying the critical dimensions process selection.

**⑤ Pictorial Representation**




**⑥ Countermeasure:**

- Process modified from manual to CNC drilling for piston orifice hole to avoid manual variation in process
- Control Plan is updated, piston orifice hole modified to critical to inspection & CNC process.
- PFMEA is updated for piston orifice hole process selection requirement.

**BENEFITS:**

<b>Tangible Benefit</b>	: Defect reduction during functional testing of machine
<b>Intangible Benefit</b>	: Potential field defect eliminated and Improvement in Customer satisfaction (internal).

**HORIZONTAL DEPLOYMENT:** Same action implemented in EX70 Arm Holding Valves.

**Note :** We are keen to know the interest of our readers and look forward to your feedback & comments. Please write in to : [Vipul.Kumar@tatahitachi.co.in](mailto:Vipul.Kumar@tatahitachi.co.in)

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Prepared by : Mani Bhusan Kumar

Edited by : Vipul Kumar





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Reliable solutions

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Dear Reader,

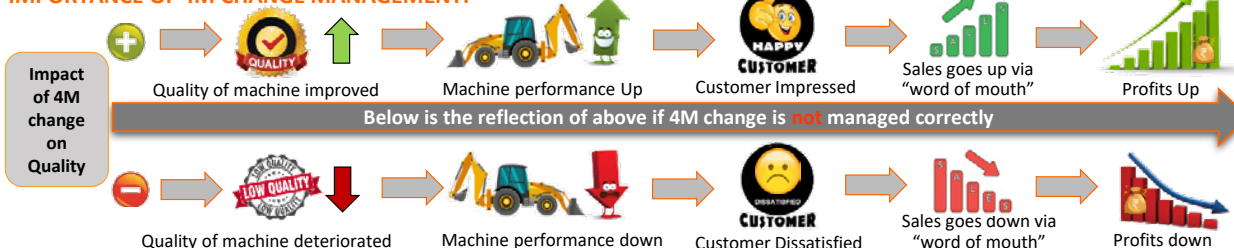
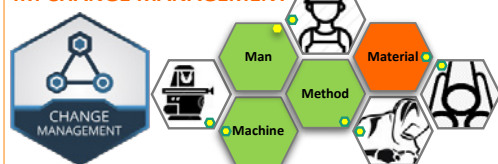
**Wish you all a very Happy & Safe New Year!**

Thank you all for your encouragement & support extended in our last year's versions of the YOKOTEN newsletter. We are pleased to publish 2022's first edition of the YOKOTEN NEWSLETTER. Through this newsletter, we have been sensitizing about **4Ms (Man, Machine, Material & Method)** and **Change Management** and also focusing on knowledge sharing related to improvement in all the domains of 4M. In this edition, we will discuss one of the most important 4M "**MATERIAL**". We will also talk about **Weibull Distribution in Benkyou Gallery**. Also let's have a look at **Kaizen** emphasizing the importance of "**MATERIAL**", helping in the reduction of field failures.

**DID YOU KNOW ?**

The **very first 20T Electric excavator** is developed by US plant maker Caterpillar. The machine is a Caterpillar 323F Z-line model fitted with a 3.4-ton battery pack..

A key element of the powertrain is the 300 kWh battery pack that powers the 122 kW electric motor. On a full charge, the battery provides enough power for five to seven hours of excavator operation

**IMPORTANCE OF 4M CHANGE MANAGEMENT:****4M CHANGE MANAGEMENT****Before changing the established 4M condition (MATERIAL) THINK**

- Is the material used, meets the drawing or order specification sheet's mechanical and chemical properties?
- Is the material which is planned to use as an alternate, is it approved by THCM?
- Is the alternate material mentioned in THCM's TDC (Technical Delivery Specification)?

**Benkyou (To Learn) Gallery:****What is Weibull Distribution / Weibull Analysis:**

At THCM in many product improvement meetings or failure analysis meetings, you might have come across the word "Weibull Plot". Weibull Analysis is used to analyze historical failure data and produce failure distributions to reveal failure trends and predict failure behavior. This distribution is named after Swedish mathematician Mr. Waloddi Weibull. The major advantage of using Weibull is that it can be used for predicting failure trends with very small samples. It also produces an easy-to-understand plot.

**Application of Weibull Analysis at Tata Hitachi :**

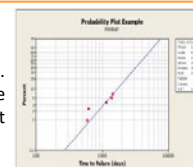
At THCM the Weibull Distribution is used for failure prediction. Based on the results the management will decide for mandatory field modification and planning of emergency spares at warehouses across India. The right-side illustration shows the Weibull plot & data representation, based on the "m value (Slope)" type of failure can be judged

**The analysis includes:**

- Forecasting when spare parts will be needed.
- Implementing a plan for corrective action.
- Planning maintenance and parts replacement strategies.
- Predicting failures.

**SLOPE INTERPRETATION**

If  $m < 1.0$  it indicates Initial malfunction type failure (manufacturing /material defect failure)  
If  $m = 1.0$  Accidental type failures – random failures (including how it is used by customers)  
If  $m > 1.0$  indicates wear failures (insufficient strength)



XXXXXX Failure	
m	3.81
n	3538
$\mu/\eta$	0.904
$\sigma$	3198
Operating machines	507
Failure till date	10
2,000Hrs Failure rate	10.8
4,000Hrs Failure rate	79.7
8,000Hrs Failure rate	100.0

**1 Kaizen**

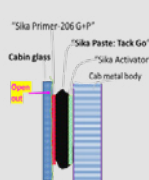
Let us see an example of a Kaizen focussed on "**MATERIAL**" which resulted in a reduction of field failure issues regarding cabin glass peel-off during machine operation.

**2 Kaizen Theme:**

Improvement in cabin glass pasting process by reinforcement of 99% Iso-Propyl (IP) alcohol which was changed during the covid situation unnoticeably.

**3 Problem Details:**

Adhesion between glass and Sika paste was not occurring as the primer failed to activate the glass surface for good bonding. Glass surface degreasing was done by alcohol before applying the primer. This IP alcohol was changed with 70 % Iso-Propyl Alcohol + 30% Veg oil unnoticeable.

**4 Why - Why analysis**

**1W:** Impure alcohol Dr. Spirit " was used. (Content of Iso-propyl was 70% & 30% veg oil) instead of 99% alcohol.

**2W:** The Isopropyl alcohol was procured from the local supplier with the generic brand name of Dr. Spirit, but its composition change during the covid-19 situation with the same generic brand name.

**3W:** Supplier person did not notice it as they were procuring in the same brand as **DR Spirit** as a same local supplier as it was the generic name

**4W:** As per SOP, there are no details related to the actual composition of DR Spirit/IP.

**5W:** During development, this risk of change in solvent composition was not considered due to a lack of knowledge.

**5 Pictorial Representation**

BEFORE	AFTER
Composition: (Batch not examined) Isopropanol (Alcohol) (methyl) 0.25% Isopropanol (Alcohol) (methyl) 0.25% Isopropanol (Alcohol) (methyl) 0.25% Isopropanol (Alcohol) (methyl) 0.25%	Alcohol (GC) Weight per ml at 25°C Maximum Limits of Impurities Residue after evaporation Water
Isopropanol was 70% & 30% veg oil	99% Iso-propylene alcohol

**6 Countermeasure:**

- 99% of Isopropyl alcohol is procured from reliable sources.
- SOP corrected and mentioned that 99% IP alcohol is to be used.
- Training is given to the operator at the Supplier end

**7 Learnings :**

All chemicals should be clearly defined with detailed specifications in SOP/QC documents and also in purchase orders, instead of the generic name.

**BENEFITS:****Tangible Benefit**

: Failures reduced from 6 no's to zero within standard warranty hours(2000Hrs)

**Intangible Benefit**

: Improvement in Customer satisfaction (external).

**HORIZONTAL DEPLOYMENT:**

Similar type of improvement will be done in all glass pasting types design cabins in both Excavators & Wheeled machines

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Please write in to : [manpreet.marwah@tatahitachi.co.in](mailto:manpreet.marwah@tatahitachi.co.in)





# TATA HITACHI

Reliable solutions

Registered Office:  
Jubilee Building, 45 Museum Road, Bangalore - 560 025

[www.tatahitachi.co.in](http://www.tatahitachi.co.in)

Compiled and Edited by the Communications Team

