

MILACRON *News*

Message from Directors



Jay Woerner - Vice President
Indian Operations Milacron LLC,
Chairman - FM India

Infosys, the respected Indian multinational in IT sector, believes that "Company's greatest achievement is not in producing technology, but, in redefining the boundaries of the possible". This is what we believe too, and, believing thus stimulates the creativity of our teams to 'Find A Better Way' to serve our customers.

The sudden spurt of economic activity since mid'09 led to astounding demand growth for industrial machinery of all kinds. Several segments of industry experienced the unprecedented growth rate and the demand largely outran supply source capacities and it was a global phenomena.

For us challenges were two fold –

- Constantly building up order backlog followed by customer demand for shorter delivery lead times, kept us stretching our in-house and supply base capacities to the newer limits.
- Constantly increasing demand for "Resource Efficient" machinery kept us engaged in renewing our products making them highly efficient in use of 'Energy, Oil, Water and Space'.

Our teams have kept battling with these challenges without tiring. They are aware that they are serving a greater cause i.e. the customers' priorities of 'Growth and Sustainability'.

The year 2010 ended for FMI with 60% growth in sales. Our "Resource Efficient" Injection Molding Machinery models - All Electrics, Servo Hydraulics, Energy Efficient Power Units equipped with Variable Frequency Drives – had 30% share of machines delivered during the year.



Mahendra N. Patel, Director

There are all signs that economy will stay on its growth course in year 2011, as well.

We remain motivated to 'redefine the next boundaries of the possible'.

Happenings



Jay Woerner Honoring Mr. Hans Wimmer of
M/s B & R Elektronik G.m.b.H, Austria

Strategic Partners Meet 2010

On 9th December 2010, FMI hosted the Annual Strategic Partners Meet 2010 – the event everyone of us look forward to – at Hotel Cambay Grand, Ahmedabad.

The meet revolved around the theme "Building a World Class Organization".

As we marched forward on path of progress and growth, along with our Strategic Partners, we learnt together to "Remain Easy to Do Business with", understood well that "Future Lies in Precision", shared our conviction that we firmly believe "Progress comes through Partnering" i.e. working together for mutual benefit.

All our learnings and acquired qualities certainly have given us success at running the business, and, we have become supplier of choice for our products – Injection Moulding Machinery and Blow Moulding Machinery. Having gained visibility in industry, comes desire to move to next level as done by some of our role models in the industry.



Mukesh Mahajan addressing Strategic Partners at the Conference

This led to choosing the theme “Building a World Class Organization” to avail ourselves an opportunity to learn qualities and characteristics of “World Class Organization”.

Attended by over 170 Strategic Partners, the glittering function served as a forum for sharing thoughts and expectations amongst participating Strategic Partners and invited dignitaries.

While deliberations focused on “Building a World Class Organization”, we refreshed ourselves on needs of maintaining Quality, Cost and most importantly on time Delivery, which are major ingredients for providing competitive advantage.



August gathering of Strategic Partners

Our guest of Honor for the event Hans Wimmer, CEO of B & R Elektronik G.m.b.H., Austria delivered the keynote address on the theme. Our Chairman Jay Woerner and Director Mahendra Patel shared their valuable views on the subject for the benefit of we all the participants.

Keeping upto our traditions, special achievement awards were given to many of our Strategic Partners who had made significant achievements in adoption of Modern Manufacturing methods, delivery adherence, flexibility & immediate response on delivery demands and executing the rush orders. A special award was also given to two partners for “Managing material supplies in period of crisis created due to global scarcity in some supply resources during the months Jan-May’10”.

Our Learnings on Building a World Class Organization

Understanding character of World Class Organization – Hans Wimmer



- **Organization exists to serve a purpose**

Entrepreneurs create business organization to serve a purpose. Founders created B&R to provide innovative solutions in Automation.

Common belief is – automation takes away jobs. In reality Automation takes away “repetitive” boring job. Spares human to take on talented task.

- **Have Great Products**

Have a distinguished product portfolio to address markets served. Make your products great so as to help customers to develop their innovative solutions to their customers. Provide once stop shopping experience / solution.

- **Have Customer Value Proposition**

When customer buys your product he invests in your products. We need to help him maintain it long term i.e. ensuring continuity and thus protecting his investment. Make it simple for using even for not so skilled people.

In coming days skilled people will be in short supply in fast growing markets.



- **Stay Customer Focused**

Stay committed to quality, stay committed to customer. Develop competencies within your organization to meet customer's changing technology needs. Organization shall exhibit total customer orientation.

- **Global presence – Global logistics**

Stay close to your customer to serve him with speed - being present physically based on activity level and/or through IT.

- **Grow business – Gain Visibility**

With growth of business you gain visibility in the market. Gain visibility in society as you employ more people. Quantum growth speaks for popularity of your product / service. Raises your prestige.

- **Quality – Quality all the way**

Choose right ingredients, employ right processes to get flawless quality product. Best quality creates happy customers. Quality is not just in products alone, Quality in communication too.

- **Keep production processes nimble-footed**

Stay lean and flexible even when automated. Assembly batch size is – one. Modernize machine manufacturing equipment and processes for improving efficiency.

- **Build competitive supply chain**

Quality suppliers are becoming scarce. Treat your suppliers with respect.

- **Recognize People as our assets**

- Treat human resource as our Human Capital
- Encourage cooperative working style among all employees. No ranks, no titles - we are one team. Team and team work makes the difference.
- Adopt multi-motor work principle. Multiple teams, each one led by empowered leader.
- Education and training are paramount to human capital development. It is great to learn new things frequently.
- Make employees enjoy their job and make them proud to work for organization.
- Success comes from contributions of many. Success makes people happy.
- Maintain work place pleasant. Provide work place comforts. Maintain good ambiance in surroundings. This motivates employees. Boosts organizations' image.
- People orientation to organizational culture happens first at factory work place
Factory training for all trainees.

- **Have Focus on R&D**

Product innovation, product renewal keeps organization constantly rejuvenated. Keep products compliant to standards.

- **What makes Business successful ?**

- Our customers
- Our employees – motivated, dedicated, fair, competent, flexible, honest.
- Our Innovations
- Our Global Presence
- Our culture of partnering – partner with suppliers, partner with customers.
- Set goals and execute our actions against those goals.

Success of our customer makes us successful

Jay Woerner

Our products and strategies are winning, our customers are succeeding with our products. For fast growth we need to renew our processes. Adherence to commitments made on quality, delivery is important character of World Class Organization. World Class happens through passion.

Mahendra Patel

Sustainability is key character of world class organization. Organization has to outlive creator. Entrepreneurs keep renewing the Products, Structures and Addressed-markets to sustain the organization over the years.

Seminar



Mr. Mark Elsass, Milacron LLC
at IPI conference in Mumbai



Mr. Mark Elsass, Milacron LLC along with
Mr. Rakesh Shah (RIL) & Mr. Abhay Upadhye (IPI)

To continue our tradition of keeping plastic industry update, FMI co-sponsored 2 conferences jointly with Indian Plastic Institute. IPI Mumbai chapter organized International conference on 'Advances & Innovations in Injection Moulding Technology' on 13th -14th December, 2010 at Mumbai while IPI Ahmedabad chapter organized conference on 'Innovations in Injection Moulding Technologies for Automobile Sector' for Tata Motors & their vendors on 16th December, 2010 at AMA, Ahmedabad. These conferences paved ways for the delegates for face to face interactions & knowledge exchange. Mr. Mark Elsass, Manager-Application & Technical Service, Milacron LLC presented his papers at these conferences focusing on 'Evaluating Energy Consumption' & 'Injection Moulding Technologies for Automobile sector' respectively.

Training



Ashish Rajput at CIPET - HALDIA during Faculty
Development Programme

Continuing our commitments to institutions, a training programme was conducted at CIPET haldia on 1st December, 2010.

Following topics were focused in the presentation 'The latest trend and product quality improvement in Injection Molding Technology'.

- Synchronization of mold, machine, manpower & auxiliaries.
- Multi cavity moulds, hot runner with sequential gate for large articles to minimize clamping force & cycle time.
- Importance of Cad-cam design before Proto typing of molds.
- Machines are modernized with either v pump, servo drive or all electric to derive minimum operating cost of machine per piece.
- Availability of Raw materials with better flow ability & mechanical properties in order to derive the best performance of the end product with optimized weight.
- Weight & Cost reduction is also derived by various IMM techniques like GIT, WIT, MUCCELL technique, sandwich molding, over molding etc.



FERROMATIK MILACRON INDIA PVT. LTD.

(Formerly known as Cincinnati Milacron Ltd.)

93/2 & 94/1, Phase-I, G.I.D.C. Vatva, Ahmedabad - 382 445, India.

Tel.: +91-79-2589 0081, 2589 0133, 2583 0063 Fax : +91-79-2583 0125

E-mail : salesfmi@milacron.com Website : www.milacronindia.com

