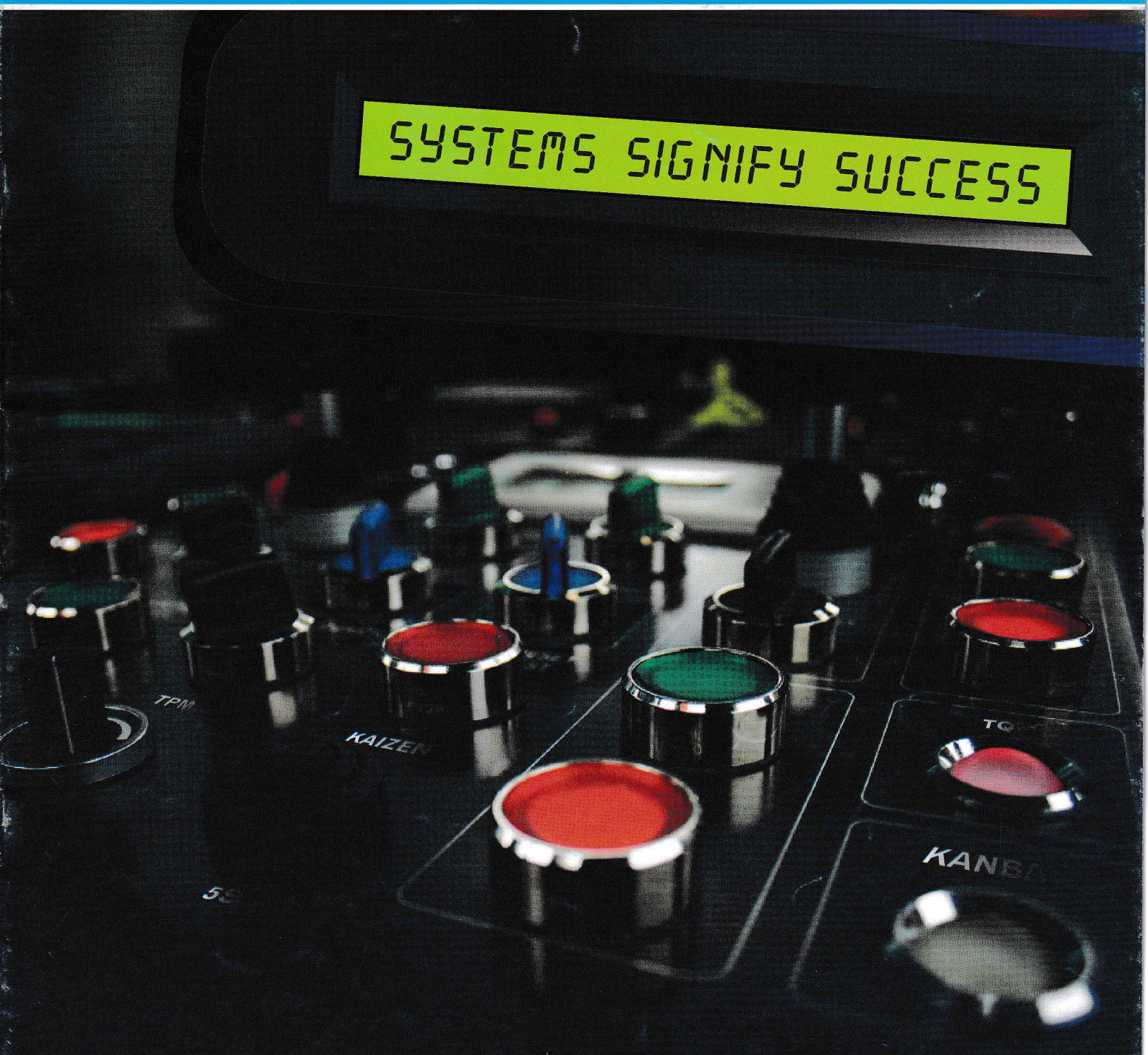


# LHP UPDATE

Quarterly Newsletter

Issue 5 December 2007

SYSTEMS SIGNIFY SUCCESS



**Lhp**®  
MOTORS PUMPS  
*Driven by Commitment*

# The Mentor Speaks



Dear Readers,

I am pleased to put the 5th issue of LHP UPDATE before you. We have been receiving your encouraging responses to our newsletter. Such feedback is always inspiring.

We are directing all our attempts towards making LHP a World-Class Manufacturing (WCM) plant. For this, we are implementing several systems under the guidance of internationally renowned consultants and the results are evident. Read more about this in the cover story of this issue.

We have set before ourselves various goals for 2008 and are taking definite steps to achieve them. These include :

- Implementation of ISO 14000 for Environmental Management System and ISO - 18001 for Occupation, Health and Safety standards.
- Extending the range of LT motors beyond 355 frame .
- Introduction of 3.3 / 6.6 kV HT range of motors in TEFC construction up to 2MW (2000 kW)
- To direct all efforts to achieve the most coveted Ramkrishna Bajaj National Quality Award for Business Excellence which is at par with the criteria of Malcolm Balridge, USA

All this will further strengthen our resolve to ensure complete customer satisfaction through faster deliveries, best product quality, performance and service.

Always eager to hear from you,

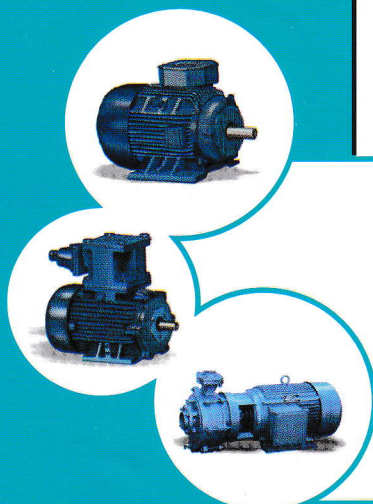
Yours sincerely,

Sharadkrishna Thakre  
Managing Director

## Wider reach and acceptance of LHP products

We are glad that LHP products are receiving wider acceptance due to their world-class quality. We are conquering national markets and are also getting established in international markets. We are supplying pumps to **China**, which demands specifications as per German Lloyds (GL) classification. In addition to our existing supply to Europe, USA and other countries, we have recently received new orders from **Bangladesh and Dubai**.

Our products are now approved by R.D.S.O., Indian Railways, Lucknow. The supply has already commenced.

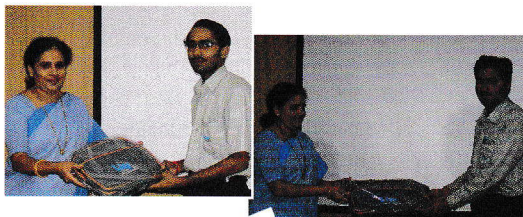


# Highlights of the last quarter



## Pump dealers' meet

Pump dealers from the twin cities of Hyderabad and Secunderabad visited LHP for a one-day orientation programme. The latest developments in LHP pumps and the challenges ahead were brought to their notice. One of the delegates Mr. Abhijit Agarwal of Agarwal Trading Co. expressed feelings on behalf of the gathering and remarked, "The visit was a great booster for our morale and confidence. It is satisfying and motivating to promote LHP products. LHP always provides solutions to problems and avoids their recurrence. LHP means 'No compromise on quality'."



## Performance awards

Mr. B. Banerjee, our consultant on world-class manufacturing practices conducted a training session on 27th Oct. 2007. Mr. Shivaji Patil and Mr. A.S. Ghale (Mktg.) were felicitated for their best performance at the hands of Mrs. Manali Thakre.



## New ISO certificate

BVQI, UK has sent a newly-designed certificate to LHP. You can watch the delightful picture here .



## Trade fair

LHP participated in the Goa International Trade Fair held at Kala Academy, Panaji, Goa from 7th to 9th September, 2007. The response to LHP products was overwhelming.

## Durga Puja

Durga Puja was celebrated with religious fervor in all departments at LHP on 20th October, 2007. Active participation of Mr. Sharadkrishna Thakre, MD, cheered up the employee-devotees.

## Ad. appreciated

Recently LHP published an advertisement for Flame-Proof, Increased Safety and Non-Sparking motors in various industrial magazines. The layout, colour scheme and the contents of the ad. were greatly appreciated by readers. The ad. is printed beside for those who have missed watching it.



## Training

On 28th & 29th September, 2007 mechanics from different sales offices of LHP underwent a training session. Such programmes are conducted every year to keep technical knowledge of the sales team updated for providing excellent service to customers.

# SYSTEMS SIGNIFY SUCCESS

The cover story

Elsewhere in this issue, you would read about how various visitors come to LHP for various purposes. We are always proud of the smiles and appreciatory words of our guests. Our vast, clean, prim and trim manufacturing plant, up-to-date administrative blocks, always-on-the-move machine shop, assembly line and ever-active R&D are the sources of their smiles and appreciation.

What appears to be the glorious success story of LHP today, has got a history of introspection, analysis and hard efforts. It happened thus.

## New plant – new challenges

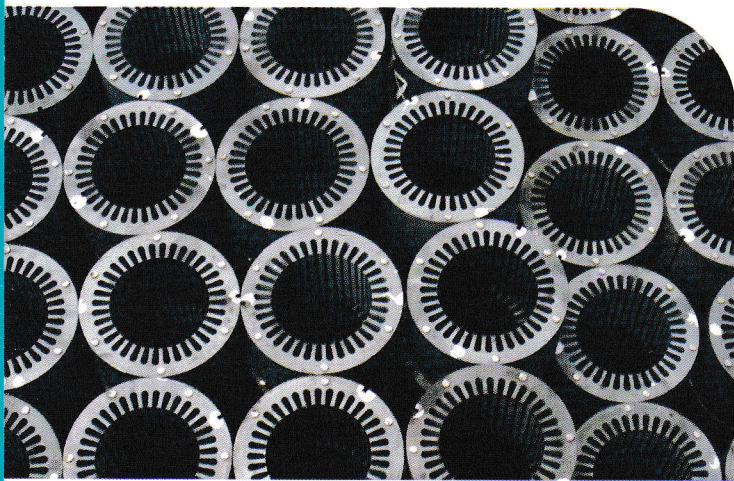
We shifted from our previous manufacturing set up into the newly-constructed plant on 15th Dec. 2005. The layout of the plant for ideal storage, proper material flow, material and human safety, smoothest and swiftest production flow, fastest deliveries, etc. were a few daunting challenges. The shifting - without any production hold-ups, downtime or losses - was also a big challenge.

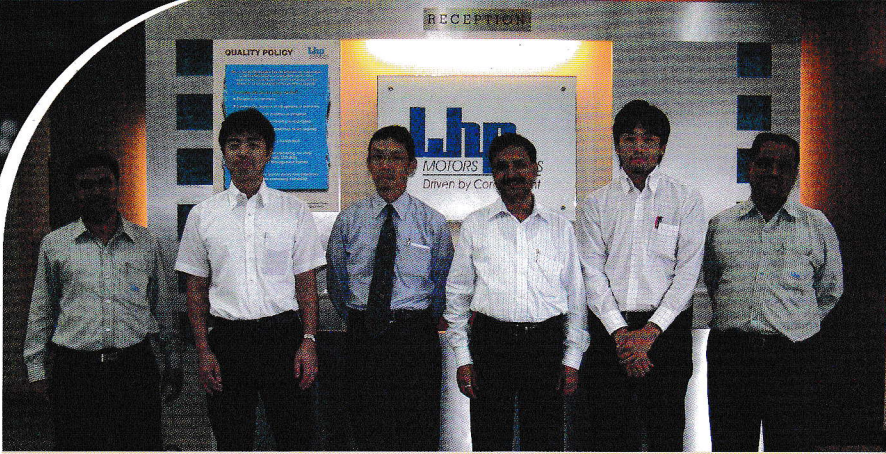
## Study, analysis & action plan

A special committee was appointed to study and analyse all the challenges and chalk out an action plan for further quality and productivity enhancement. The committee put in a lot of hard work; divided the plant into different zones; the entire team into various smaller teams led by team leaders, shouldering different tasks related to different challenges.

Renowned consultants on systems such as 5S, TPM, GMP (Good Manufacturing Practices), JH (Jishu Hozen), SHE (Safety, Health, Environment), etc. were invited for their expert guidance. The basic principles of these systems were imbibed by the LHP team, right from top to the bottom through the training imparted by the consultants.

The teams studied the workplace, following the principles such as ADLI (Approach, Develop, Learn and Integrate) and PDCA (Plan, Do, Check and Act.) The workplace (GEMBA) was studied and its lapses (FUGAIS) were noted and studied for them to be removed. The best performers in this task were duly rewarded. The action plan and its progress were monitored all the time. The plant layout, storage, production and despatch, etc. were planned and organized based on these studies. On implementing these systems, the results were amazingly fruitful.





## The outcome

The shifting of the plant took place without any problems or production hold-ups. It was executed smoothly in 24 hours. The plant started functioning with full capacity from the very next day.

Now, the present layout of the plant follows the ideal principles of industrial engineering such as unidirectional workflow, zero metal-to-floor contact, on-line storage and retrieval, etc. Ergonomic designs and the right ambiance cause least worker fatigue, because the Right Material is made available to the Right User at the Right Time and at the Right Place. Air-free, Search-free, Count-free, Climb-free and Bend-free storage, retrieval and operations have enhanced productivity greatly. Transport facilities for employees add to their convenience and efficiency. All these attempts obviously reflect in higher productivity and customer delight.

Thus, LHP has proved through own example that 'Systems signify success'.

## What our visitors say about us

Here are a few excerpts from the Visitors' Book at LHP. Mr. Nakanishi Atsushi, Mr. Nakaoka Masataka and Mr. Iwasaki Shingo from Sumitomo Asia Pvt. Ltd. penned the following remarks in LHP Visitors' Book : **'Very impressed on coming to LHP Ltd. We grow up together -LHP'.**

Mr. Tom, Mr. Marcus and Mr. David from Swinburne University had come to India under an educational programme. They visited LHP ; were taken around the company and this is what they wrote in LHP Visitors' Book on 2nd October, 2007. **'Excellent use of space, organization and skills. Very impressed with the good quality of work and modern office facilities. Excellent'.**

Mr. H.H. Rajkotia from R.K. Reclaim and Rubber Products P. Ltd., Bharuch writes : **'Excellent co-operation at all levels. All seem inclined to commitment. Quality concerns are appreciated. House-keeping is very good. No disputes. Extremely homely atmosphere'.**

## LHP - MD's instrumental role in a social welfare project - Lokmangal Hospital

Lokmangal Group has been active under the leadership of Shri. Subhash Deshmukh in the field of social welfare in Solapur and around for the last 10 years. Very recently, the Group has laid the foundation of an ambitious social welfare project - Lokmangal Multi-speciality Hospital Complex. The 500-bed, ultra-modern facility will be coming up at Kumbhari, 8 km from Solapur. The project will prove immensely useful for more than 5 lac patients in and around Solapur and will specially cater to the poor and needy patients.

Our MD, Mr. Sharadkrishna Thakre is a major guiding force in the board of trustees of Lokmangal Hospital. Other trustees include Dr. Vijay Raghoeji, Dr. Vijay Sawaskar, Mr. R. S. Gupta, Mr. Ankush Asbe, Mr. R. R. Bagul, Ms. Sharmila Abdulpurkar, etc. The foundation of this Rs. 50 crore project was laid on 24 Nov., 2007 at the auspicious hands of Mr. Balasaheb Deshmukh, an eminent industrialist from Japan.

# Visitors at LHP



We, at LHP, are often quite busy welcoming guests and offering LHP hospitality to them. These guests include a variety of people. They are our suppliers, dealers, government officials, foreign dignitaries, students, and last, but not the least, our customers. We are ever willing and glad to welcome guests and assure them of our capabilities and product quality. Here, have a look at the long list of eminent guests who visited LHP in the last quarter of months.



- **Mr. D.S. Sharma**, senior section engineer (Electrical), Chittaranjan Locomotive Works (Inspection cell)
- A team of experts, **German Lloyds**
- **Mr. Kamalkant Kulkarni** (MD) and **Mr. Vishwanath** (DGM), Durga Bearings Pvt. Ltd.
- **Mr. R.N. Manoharan**, President (Operations), GCL India P. Ltd., our regular customer for Textile motors
- **Assistant Commissioner of Central Excise** and his team
- Representatives from **Thyssenkrupp Industries (I) Pvt. Ltd.**, our regular customer
- **Mr. Hemant Dahale** (International sales), Petrotech
- **Mr. Prashant Sawant** and **Mr. Rajesh More** (Q.A), OTIS Elevators, our regular customer
- **Mr. Amitkumar Verma** (DGM), ATE Marketing Pvt. Ltd., Bangladesh
- Officials of Solapur Jilha Parishad
- **Mr. Amit Kelkar**, Manas Enterprises, Pune and **Ms. Manasi Ratnaparkhi**, NE Asia Enterprises, our regular customers
- **Mr. Atsushi Nakanishi** (MD), **Mr. Nakaoka Masataka**, **Mr. Iwasaki Shingo** from Sumitomo Asia Pacific P. Ltd., Singapore
- **Mr. Tom**, **Mr. Marcus**, **Mr. David** from Swinburne University, Australia

## Welcome to the LHP family

We are glad to welcome the following newly-appointed team-members.



	Name	Department	Designation
1	S. S. Ulagadde	Mktg.	Manager - Project business
2	I. B. Sagari	Q.C.	Manager - Q.C. (LDK)
3	A. R. Jinde	Q.C.	Senior engineer - Q.A.
4	S. D. Mokashi	Mktg.	Despatch officer
5	B. B. Lende	Mktg.	Despatch officer
6	R. M. Mashyal	Mktg.	Despatch officer
7	S. D. Shinde	M/c shop, production	Machine shop engineer
8	S. M. Shinde	M/c shop, production	Machine shop engineer
9	Sabir Shaikh	Mktg. promotion	Asst. - Mktg. promotion
10	V. D. Dorapalli	Inspection	Job inspector
11	R. I. Kshirsagar	Process development	Draughtsman - Mech.
12	S. K. Katkar	Stores	Purchase assistant

## Solapur - Rather unknown, but glorious past

Solapur is known all over India as the City of Martyrs. Very few remember that it was this city of Solapur, which had raised a strong voice against the Martial law imposed by the British rule in 1930. It is an interesting fact that Solapur had proclaimed independence from the British regime much before India became independent in 1947. The city of Solapur had proclaimed freedom for four days, from 9th to 12th May, 1930.

Also, the Tri-Colour was hoisted on the building of Solapur Municipality on 6th April, 1930. For these anti-British acts, four patriotic revolutionaries from Solapur were sentenced to death even before Bhagat Singh, Sukhdev and Rajguru. On 12th January, four noble souls i.e. **Jagannath Shinde, Mallappa Dhanshetty, Abdul Rasul Qurban Hussein and Shrikisan Sarda** were hanged to death.

It is not for nothing that Pandit Nehru called the city of Solapur by the name 'Shola-pur' – a city of flames.

The LHP family pays a humble homage to these great sons of Solapur.



Name of team member	: Mr. R. L. Bhimanavaru
Age	: 47 years
Family Status (Married to)	: Sangita
Names of Children	: Laxmikant, Vrishali
Qualifications	: DME
Experience	: Total 27 years QA Engineer, Walchandnagar Industries, 1980 - 86. Chetan Industries Ltd., 1986 - 93.
Date of joining LHP	: 04/04/1993
Present designation in LHP	: Manager, R&D (Research & process development)
Responsibilities shouldered in LHP	: Mechanical designs of motors & pumps. Development of motors up to 355 frame. Active involvement in documenting procedures for getting ISO 9001 - 2000, QMS & Rajiv Gandhi National Award for Quality Products
Special achievements (Personal/Professional)	: Awarded first prize for a paper presentation on Cost Reduction in the Fettling Process, 1990
Hobbies	: Reading, watching T.V., net surfing
Favourite snack	: Veg Pakoda
Favourite celebrities	: Raj Kapoor, Lata Mangeshkar
Favourite holiday spot	: Bangalore
Strength	: Providing solutions to various problem
Weakness	: Time management
Message to colleagues	: Dedicate yourself to the work you are performing and enjoy it. Always search for doing things in a better manner. Share knowledge and experience with your colleagues. Educate newcomers. Never think that you are doing it very well. There are people in the world who can do it better.

# INVITATION

Five unmatched **FEATURES** make LHP motors unbeatable and you get matchless **BENEFITS**.



Wider smiles



World-class products

Higher productivity



More profits



Promises kept

You are cordially invited to witness this unbeatable range of LHP motors at :



## ELECAMA-2008

18 - 22 Jan. 2008

Hall No. : 6 Stall No. : F34 R52

Bombay Exhibition Centre, Mumbai

On Display

| Standard Motors | Geared Brake Motors | Pumps | Hazardous Location Motors | Special Purpose Motors

The LHP family wishes you a very happy & prosperous New Year – 2008



Range : Up to 425 HP / 355 L Frame in different versions such as • Standard Induction  
• Flame-Proof Brake • Flame-Proof Geared • Geared Flame-Proof Brake • Brake  
• VVVF • Geared Brake • Crane & Hoist Duty • Energy Efficient • Textile • Roller Table

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