



“Manufacturing sector is growing despite all odds”

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now 83,596 units with a market share of 79-83%. At this pace, we conservatively expect to cross 1,00,000 units by March, 2013.

FANUC @ ACMEE 2012

The Chennai region represents our most intellectual, sophisticated, and professional customer base across our territory. Although we limit our participation in shows, we felt it was important to emphasise our commitment to customers from the Chennai region by participating in ACMEE. I am happy to say that this show will be the first launching ground for two very special product developments announced by FANUC-Japan, in April this year.

DEVELOPMENT STRATEGY

Our company pioneered CNC technology way back in 1956 when our founder developed the first commercial CNC for Makino Freis. Since then, the company has continued to walk the “narrow path” in further refining factory automation to set the standard for our industry. FANUC has steadfastly dedicated itself to continual product development. Overall, one-third of our headcount has been working on R&D

at Japan. The results of these initiatives are the *BiF* servo motor and the *ArcMate0i-A* welding robot which were recently launched globally in Japan.

LAUNCHES @ ACMEE 2012

Servo Motors: We are launching cost performance servo motors for the machine tool industry in India, the *BiF* series. This is in addition to the existing range of the *BiS* and *BiSc* series. This range of servo motors allows machine builders to select from a range of three powerful options, even as they design economic machines for discerning and cost conscious end user today. These motors still carry the same legendary FANUC reliability and performance. FANUC’s failure rate in India is 0.02 per unit per month. This translates into a Mean Time Between Failure (MTBF) of about 50 months.

Welding Robots: We are also launching *ArcMate 0i-A* welding robot. Sensing the high demand for automating welding, particularly in India’s two-wheeler industry, we have developed this cost performance robot with enhanced features. We believe this robot will cater to 99% of India’s market. Its reach has been enhanced to 1,437 mm, with a positioning accuracy

of 80µ, thus doubling speed to 4m/s. As a result, the overall weight of the robot is just 110 kg.

Looking at our sharp growth plans and the unfortunate difficulty in finding adequate operators, we have also developed a simple robot cell displaying loading/unloading of machine. With a speed of 4m/s, the robot achieves one of the fastest cycle times of 5 seconds. As with all other robots, the new displays are also supported by FANUC India’s unparalleled Robot System Engineering team (turnkey solutions) and our after sales maintenance team, spread across 23 locations in India.

PRODUCTS ON DISPLAY @ ACMEE

VMCs and Wire-EDM: Looking at the importance of the Chennai region, we are also displaying our small VMC, which will be demonstrated live as it cuts connecting rods. This machining is normally reserved mostly for Special Purpose Machines (SPMs). However, our Robodrill is able to handle most of the accurate machining for this critical part, by itself, and still maintain high productivity. Our Wire cut Electric Discharge Machine (EDM) will also be displaying live demonstrations of taper cutting in matched geared components. ▶

GROWING IN THE INDIAN ECONOMY

Even as we have news of the Indian economy going soft with political leadership unable to rise to the occasion, we are happy to note that our industry is full of optimism, despite a weakened Rupee, high interest rates and rising costs. All our customers are geared to achieve 30% growth in 2012-13 amid these major external handicaps. Our company’s accumulated installed base in India is