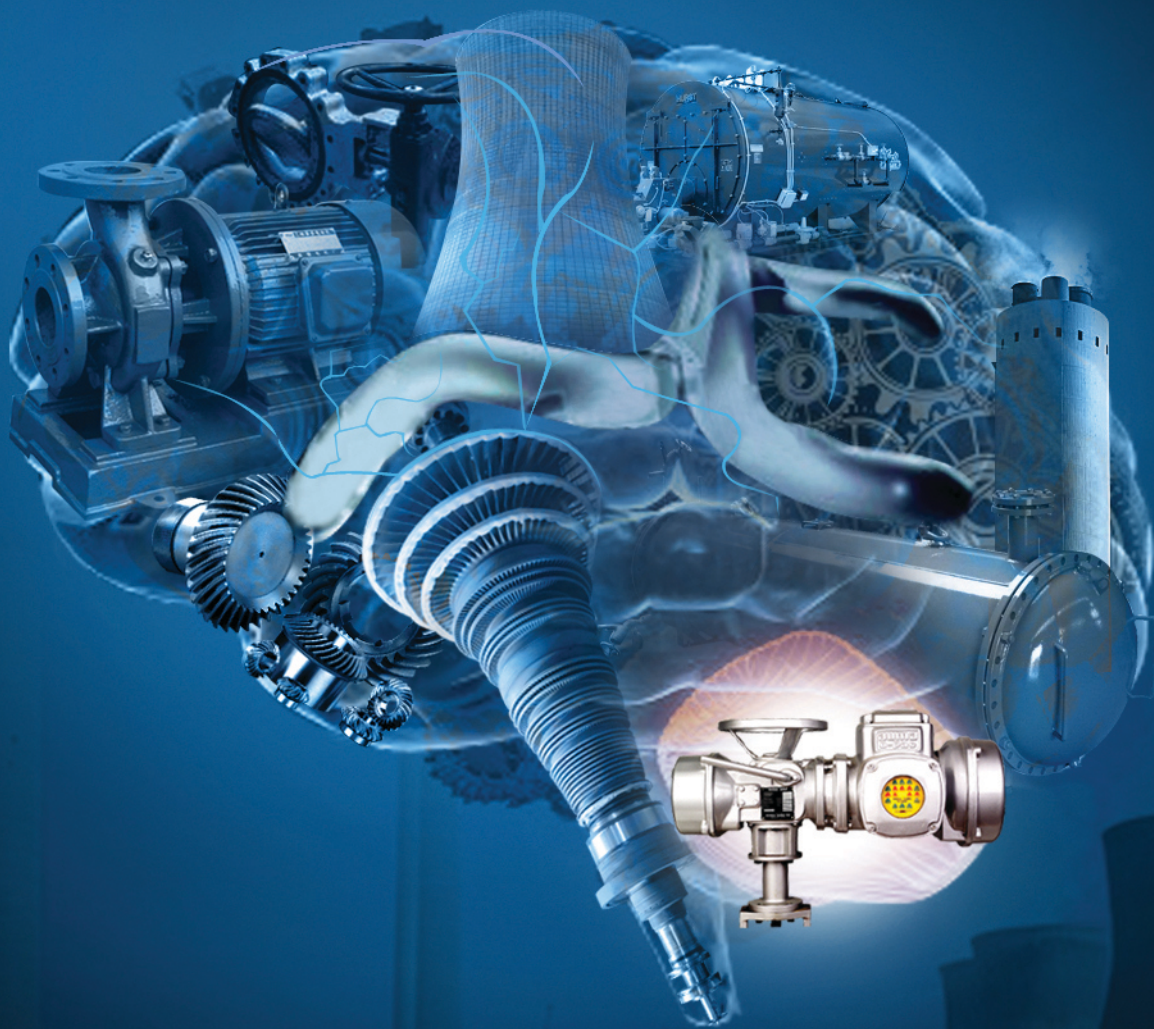
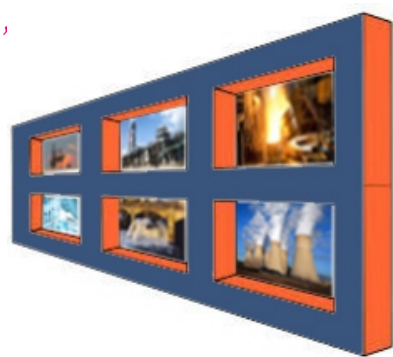


'Getting connected to our customers through Infaumation window'

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AUMA India Quarterly Newsletter Q3 (FY 2018-19)



THINK AUTOMATION. THINK AUMA

The controlling centre behind all Industrial Valves

AUMA India is the Leader in the field of Electric Actuators and Valve Gearboxes for the automation of Industrial valves and dampers in the country. Be it power, nuclear, water, petroleum, cement or steel, AUMA India actuators are at work behind the scenes, controlling some of the most critical processes in industry.

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MARKETING
ORDERS BAGGED

AUMA bags the order for 3 X 660 MW NTPC-BPDB BIFPCL MAITREE STPP

AUMA India is proud to be a part of NTPC-BPDB's super-critical thermal power project (3 X 660 MW) for the supply of low-torque and hi-torque actuators for the steam generation boiler package. The power project is located at Rampal Upazila of Bagerhat District in Khulna, Bangladesh. This power station is being setup by BIFPCL which is 50:50 joint venture between India's NTPC and Bangladesh's Bangladesh Power Development Board.



AUMA receives the order for 2 X 490 MW NTPC - Dadri Thermal Power Project

AUMA receives order for 2 X 490 MW NTPC - Dadri power project for supplying gearboxes and electric actuators with SIL 2 functional safety capability for FGD package. This power project is set to meet the power demand of National Capital Region.

AUMA bags the orders for UPRVUNL's Thermal Power Projects - Jawaharpur (2x660) MW and Obra-C (2X660) MW

AUMA India bags the orders for UPRVUNL's Jawaharpur greenfield project and Obra brownfield Thermal Power Projects. The orders comprise of supplying electric actuators for SG package of four power generators, two each with 660 MW capacity for the Obra-C coal-fired electrical power plant in Sonebhadra district and for the Jawaharpur coal-fired electrical power plant in Etah. AUMA India will supply products with special features such as additional switches for torque setting, data downloading capability & event logging facility via blue tooth exclusively for Obra - C thermal power project.



Sales Meet 2018 TWO-DAY INTERACTIVE ZONAL MEET

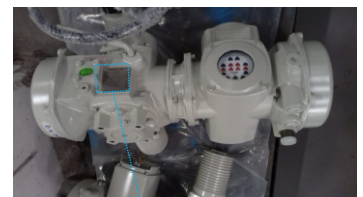
AUMA India Sales & Marketing meet 2018 was organized during the month of October. The event was initiated by Mr Krupakar, Head - Marketing with his welcome address and opening remarks. Key development milestones achieved and Marketing overall/ zonal performances in FY 2017-18 were reviewed. Roadmap to make the customer service strategy actionable in H2 of FY 2018-19 were also discussed at length on the first day of the event. During the open session on the second day of the event, all attendees were actively involved in discussions about further improvement in customer service & support required from various domains which resulted in team bonding and effective communication between regions. The main focus of the event was on customer insights in delivering excellent customer service and customer satisfaction.



Facility Installation/ Process Improvement

Automated Fibre Laser marking machine & SS 304 material for Name Plate

AUMA India has recently installed automated fibre Laser marking machine to improve the quality & appearance of name plate. Also, in view of increasing the aesthetics/look, constant quality, better readability & durable marking of our product name plates in various climatic condition, AUMA India has now standardized on SS 304 material for name plate.



Space Optimization: MODULA lift for Stores Inventory management Automated vertical storage solution for maximizing storage capacity on a minimal foot print



In addition to HANEL Lean lift, AUMA India has recently installed two Lean Lifts (Make: MODULA, Italy) at its Logistics division with the objective of improving the productivity and optimizing the floor space. Around 800 standard bins/ locations can be planned in each lift for storage of various components. Currently parts required for products are stored in manual racks which consume floor space of 152 sq.m. and the time taken to retrieve a single part varies from 2 to 5 minutes. By using these two new lifts, time taken to retrieve materials has been reduced to maximum of 60 seconds and the floor space consumed is approximately around 37 sq.m only. With these Lifts, AUMA India's Logistics team will be able to retrieve line items with reduced fatigue and improved

stock accuracy. These lifts ensure clean, efficient, organized storage of various components & hence it is one more step towards quality requirement of products to all customers.

Standardization of Trunnion mounted linear actuators resulting in quicker delivery time

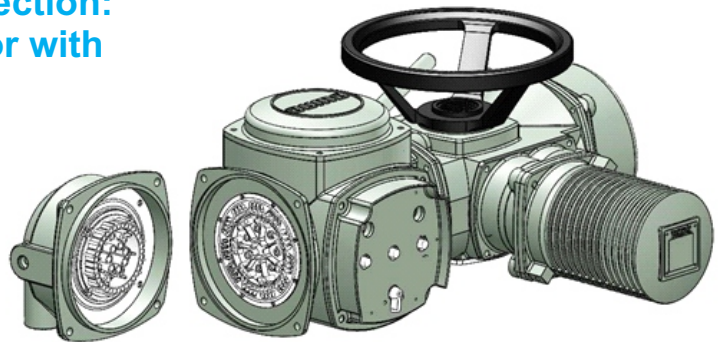
AUMA India has standardized trunnion mounted linear actuators by effectively reducing certain steps in the manufacturing that results in quicker delivery time with the product offering reduced footprint & improvised handling.

AUMA India has been offering Trunnion mounted linear actuators for diverters, dampers and conveyers predominantly used in Cement and Steel Industries. Different models are being offered based on the thrust, linear speed and stroke length requirements up to 1.5 m.

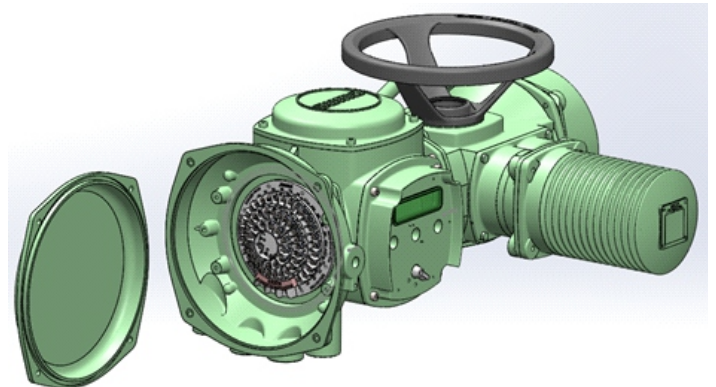


Customer Terminal Connection: 64 pin circular connector with double sealing feature

AUMA India has been offering 64 pin modular circular connector with double sealing feature at terminal connection to avoid water entry inside the actuator esp. if customer by chance had left the terminal cover loose during the stage of installation and commissioning. Modular connectors are usually provided wherein actuators are usually located in inaccessible area. AUMA India has also recently developed 64 pin non-modular circular connector with double sealing feature. Now, non-modular double sealing connector is also available.



64 pin modular circular connector with double sealing feature



64 pin non-modular circular connector with double sealing feature

AUMA India - In-house Customer Service Training Programme

A 3-day In-house Customer Service Training Programme was organized by AUMA India during 11th - 13th Oct 2018, which was attended by the delegates from various OEMs & end-users viz., M/s.Druck Green Power corp, Bhutan, M/s.Grasim Ind, Veravel, M/s.Suez India, Blr, M/s.BHAVINI, Kalpakkam, M/s.KSB, Cbr, M/s.NTPC, Kudgi, M/s.Sibashakthi elastomer, Bbr. The training programme was aimed at imparting theoretical know-how along with the demonstration of AUMA products.



Customer Service Training programme @ AUMA India

Making a difference by joining the rebuilding efforts of recovery from the recent catastrophic floods of Kerala & Coorg

AUMA India makes a difference by joining the rebuilding efforts towards the unprecedented flood havoc through the contribution of INR 20 Lacs to Prime Minister National Relief Fund (PMNRF) - Kerala & Coorg Floods.



Kerala & Coorg FLOOD RELIEF

Congratulations to Mr Subramanya, R & D on his 25+ years of service in AUMA India



'Congratulations on your career milestone, we truly honor you for being a part of AUMA. Your designing skills as well as your contributions to AUMA are greatly valued and well respected' - AUMA Family

AUMA India In-house Customer Service Training Programme Calendar

TRAINING CYCLE NUMBER	TRAINING START DATE	TRAINING END DATE
1	26-04-2018	28-04-2018
2	12-07-2018	14-07-2018
3	11-10-2018	13-10-2018
4	22-01-2019	24-01-2019

For registration details, please contact Service@auma.co.in/ UmeshK@auma.co.in/ PrashanthS@auma.co.in

Access AUMA India Website <http://www.l.auma.com/cms/AUMA/India> for the below links

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Communication

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