

## Leading Edge: CEO Note



As the FY17-18 comes to an end, we take this opportunity to express our gratitude.

This has been a positive, eventful year for the industry and a year of continued high growth for us. We could deliver superior customer experience and achieve our goals.

I would like to share some of the highlights with you and provide a glimpse into our future.

### Looking back:

In a VUCA world, growth is easy as well as difficult. There are new opportunities and challenges at every turn. Availability of LM Guides and Ballscrews were a major challenge this year. Our modular product design and flexible manufacturing helped us to minimise our delivery schedule dislocations. However, despite our best efforts, we couldn't meet every schedule demand and we thank our customers for their understanding. For upcoming year, we have taken several pro-active actions to protect our commitments.

To cater to the growing demand, we are building a new manufacturing facility in Hosur, which will get operational from May. This facility will double our manufacturing capacity.

On product front, Genex VMCs and Orion HMCs Machining Centres, Orbitor and Neo Turning products were very well received by the industry. Feedback from our customers helped us introduce Novel-H, Novel-V and completed our Prima range of HMCs.

In the course of the year, enhancement of our new service offering 'IRIS' continued and projects are running as expected with select customers. As you are aware, IRIS is our IoT-based offering for Smart Manufacturing.

Support and response to all these initiatives have been heart-warming. We are ready to deliver more.

### Looking forward:

FY 2018-19 is going to be all about offering more and serving better. Our customers are at the centre of everything we do and we will work tirelessly towards ensuring that we meet their expectations in a fair and responsible way.

We are truly committed to reaching out to our customers across the country. We have set ourselves a target of expanding our presence from 27 locations to 52 locations. We will also be adding Ludhiana, Coimbatore and Aurangabad to our network of Tech Centres. The Tech Centres will operate as application support, product demonstration and knowledge sharing hubs. In keeping with our efforts to reach out to our customers on time, we are also ramping up the size of our Service team by over 50%.

Over the course of FY17-18, there have been powerful breakthroughs by the team in Dr. Kalam Centre of Innovation, our R&D set up. In the near future, some of the benefits of our research through our products will be revealed.

Several of Govt initiatives – B56, Vehicle Life Policy, stabilised GST, thrust on infrastructure, etc. will continue to drive growth of manufacturing. We are ready to face any manufacturing challenges and we will work hard to deliver appropriate solutions.

Wishing us all a successful FY 2018-19.



## Focus On: BFW Update

### Experience the Extraordinary with BFW Novel-V

Novel-V is a high-speed Vertical Machining Centers with automatic Rotary Pallet Changer. This medium-sized machine is designed to deliver high productivity with absolute reliability and sound ergonomics.

Read more about this very compact, low-maintenance machine [here](#).

## Three game-changers for the Manufacturing industry in 2018

Undoubtedly, we are in a century where we have the best technology and facilities which, if implemented well, can be beneficial to the industry. In 2018, manufacturers need to embrace new technologies that have the potential to change the industry landscape.

[Here](#) are the three game-changing trends which will dominate the Manufacturing industry in 2018.



## Idea zone

At BFW, we intend to promote creativity and foster idea generation by recognizing innovative ideas for new products, services and technology.

In the last quarter, Mr. Shriharsha and Mr. Rajesh V were recognized for their ideas and initiatives.

They worked on:

- Various process improvement solutions
- Standardization to achieve fluidics systems

## Focal Point

Our purpose is to enable progress which will enhance the competitiveness of the Manufacturing industry. Our wide variety of products such as Horizontal Machining Centres, Vertical Machining Centres, Turning Centres and our array of customised solutions have the capabilities to cater every customer's need. With decades of engineering expertise, solution driven methodology and customer oriented collaboration, we consistently meet or exceed our comprehensive quality standards in the manufacturing, design and innovation domains.

In this addition, we are bringing you the solution for crankshafts – a critical component for automotive engines.

**Journal Turning**

Most economical and sought after solution for crankshaft turning for Power and Automobile sectors.



**Burnishing**

High precision operation shifted from expensive super finishing machines to turning machines.



**Twin Turret**

Capable of doing end machining and journal turning in single set up without any set up change.

It is a combination of multiple operations in a single machine saving in overheads, floor space and doubling of productivity.

Reduced set ups help in achieving better geometrical accuracy.



**Crankshaft (Oil Hole Drilling)**

Standard, compact and high-speed Ram-type HMC with 4th and 5th axis and with MQL system, ideal for crankshaft of hole operation.

The Horizontal Machining Centers, 400 MCR /320 MCR, is flexible to accommodate crankshafts of longer length.

MQL offers high efficiency machining and longer tool life. It also provides green environment while machining.



**Pin Milling SPM for 4-Wheeler Crankshaft**

Highly rigid and stable machine with adaptive control system. It comprises of 5 axes CNC control and 7 mm stock removal in one pass. The machine also comes with gantry loading and unloading, and excellent vibration damping.



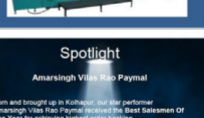
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## Spotlight

### Amarsingh Vilas Rao Paymal

Born and brought up in Kolhapur, our star performer Amarsingh Vilas Rao Paymal received the Best Salesmen Of The Year for achieving highest order booking.

Here is more about the BFW champ, Amarsingh:

- Love to vacationing at: Hill stations
- Tune to: Ajay Atul's Marathi songs
- Always ready to: Help and do good for others
- Gastronomical delight: Puran poli with katachi amla Love to sip: Tea
- Free time activities: Watching movie

## Go Global

### 10 Ways Machine Learning Is Revolutionizing Manufacturing In 2018

Machine learning has been the latest technological trend across industries. The ever-evolving Manufacturing industry has been utilizing technologies for better efficiency. The article talks about 10 ways on how machine learning can further revolutionize the Manufacturing industry including the below:

- Improving semiconductor manufacturing yields up to 30%, reducing scrap rates, and optimizing fab operations is achievable with machine learning.
- Reducing supply chain forecasting errors by 50% and lost sales by 65% with better product availability is achievable with machine learning.
- Automating quality testing using machine learning is increasing defect detection rates up to 90%.

Find out the other ways how machine learning is revolutionizing Manufacturing sector [here](#).

## Enabling progress... BFW Way



### CIM Technologies brings efficiency to milling aerospace components

Bangalore-based CIM Technologies is an ISO 9001:2008 certified company formed in 2008. The company is specialized in machining of aerospace components.

"We machine different kinds of materials like alloy steels, maraging steel, aerospace grade aluminum and titanium alloys. In steel, the finish machining is done post hardening and the hardness of the material is around 45 HRC. The main requirement in the finishing is that surfaces should be free from chatter with uniform thickness," says Mr. Vishwanath, Partner of CIM Technologies.

Read [here](#) how CIM Technologies is attaining the requirements of Aerospace industry.



## Upcoming Events and Exhibitions

**IND Expo**  
June 1 – 3, 2018  
Nashik, Maharashtra

**ACMEE 2018**  
June 21 – 25, 2018  
Chennai, Tamil Nadu