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indef BUZZ



HERCULEAN'S MESSAGE



Hands That Build, Minds That Solve: Insights from our Backbone of Execution

Behind every Bajaj Indef crane or hoist that leaves our factory floor stands a group of problem-solvers who keep materials moving, machines humming, and deadlines intact. In this edition, we shine the spotlight on team members from Supply Chain and Operations whose daily decisions turn plans into reality. From refining two-bin systems and lean material flows to inventing on-the-spot testing panels and damage-proof packing, each story shows how small improvements add up to big gains in reliability, speed, and customer satisfaction. Read on to see how their practical fixes, collaborative spirit, and passion for continuous improvement power Bajaj Indef's commitment to deliver—every single time.



Mr. Darshan Patil - Operations

With eight years at Bajaj Indef, I've grown from a Trainee Engineer to managing key responsibilities in production. Over the years, I've contributed to several operational improvements while supporting the organization's growth.

As a Production Engineer, I begin each day by planning production for ongoing CEH orders.

My focus is on maintaining quality standards, ensuring adherence to design specifications, resolving technical constraints, and delivering the required output—despite fluctuating order demands and tight deadlines.

One simple yet effective practice we introduced six months ago is a daily stand-up meeting. This short check-in has helped improve team transparency, reduce miscommunication, and identify potential issues early, resulting in smoother coordination and better efficiency.

A significant challenge we faced was the long lead time for imported motors. To overcome this, we collaborated with the SCM and Design teams to evaluate alternatives.

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After thorough testing, we successfully replaced imported motors with Indian-manufactured motors in CEH units—achieving equivalent performance while resolving the supply issue.

What drives me is a strong sense of ownership. I stay focused and dedicated to every task, treating it as a priority and working consistently toward achieving the desired outcome.

At Bajaj Indef, I feel truly privileged to receive immense support from my team Member & management, which helps me learn new things every day and further strengthen my skills.

Mr. Dinesh Ghaytidak - Supply Chain Management



To keep our operations running seamlessly each day, I focus on proactive planning and close coordination with vendors, internal teams, stores, and production units. By reviewing material requirements, pending orders, and lead times daily, I can identify potential gaps early and take timely action. A strong follow-up routine with suppliers helps avoid delays and ensures materials reach the shop floor when needed.

A recent improvement that made a notable impact was the implementation of a Two Bin System for regular MTS (Make to Stock) items. This change streamlined our inventory control and replenishment processes. As a result, we've reduced both stock-outs and excess inventory, while ensuring the timely availability of parts—without incurring unnecessary holding costs. The visual trigger mechanism has also empowered the shop floor team to raise timely replenishment requests.

One challenge that stands out involves the delayed delivery of a critical part, which could have affected production. I quickly coordinated with the vendor to explore alternate arrangements and simultaneously activated a backup supplier. Through timely follow-ups and effective negotiation, we averted a potential line stoppage and fulfilled our delivery commitment.

What keeps me motivated, especially during tough times, is the knowledge that our work in the supply chain directly supports the entire manufacturing process. That sense of responsibility—combined with strong teamwork and constant learning—is what drives me every day.

Mr. Manoj Walivkar - Operations



I've been with the company for over 12 years, growing from a Junior to a Senior Production Engineer. Currently, I work on the CPB production line, and each day starts with reviewing the production schedule and checking for any bottlenecks or issues from the previous shift. I work closely with the maintenance and quality teams to ensure everything is running smoothly and that we're meeting our standards. Tracking key metrics like cycle time and rejection rate helps me take quick action when needed.

Recently, we made two improvements that really helped. One was switching to corrugated box packing for 1T to 3T trolleys, which made handling and transportation much easier. We also began applying lean practices like 5S and kaizen events, which helped streamline our workflow and reduce waste.

A major challenge we tackled was the inconsistent supply of IML CPB name plates. I led a cross-functional effort to resolve this by implementing a vendor-managed inventory system with stock alerts, which brought much-needed stability to our supply.

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What drives me is a strong sense of ownership, continuous learning, and the chance to guide the next generation on the floor.

Mr. Mayur Kulkarni - Supply Chain Management



To ensure smooth operations every day, we focus on proactive daily planning, real-time monitoring through our dashboard, and regular team huddles. Following standard procedures and sticking to a preventive maintenance schedule helps us avoid unexpected disruptions and keeps everything moving steadily.

One practice that's really helped recently is the cross-training program we started. Team members now learn multiple roles, which makes us more flexible. If someone is unavailable, others can easily step in. It's made a noticeable difference in how quickly and smoothly we respond to changing needs on the production floor.

A major challenge was a supplier providing defective components. We addressed it by collaborating directly with the supplier's team at our facility to show them the impact. Together, we created a new quality control plan that solved the issue and strengthened our partnership.

What keeps me motivated is knowing that the work we do directly supports the entire company and directly impacts customers. I believe in celebrating small wins and treating every challenge like a puzzle—we figure it out together, and that keeps everyone positive and focused.

Mr. Mayur Lote – Supply Chain Management



As a Junior Engineer in the Supply Chain Management team at Bajaj Indef, I focus on ensuring smooth daily operations by closely monitoring material movement, coordinating with vendors, and updating the Oracle system regularly. I track stock against ROL and EOQ to avoid shortages and ensure timely procurement.

Recently, I implemented a daily review system for critical items using balance stock vs. requirement planning. This has significantly reduced last-minute emergencies and improved on-time material availability.

One challenge I faced involved a shortage of a critical machining item that could have delayed production. By promptly coordinating a partial dispatch and aligning with the vendor's schedule, I ensured continued operations without disruption.

What keeps me motivated is the satisfaction of keeping the supply line running seamlessly, even under pressure. Being part of the execution backbone drives me to find practical solutions every day.

Mr. Nilesh Sarangdhar – Operations



To ensure smooth operations every day, I believe in setting clear processes, prioritizing tasks, and maintaining open communication with team members and stakeholders. My day typically involves planning, organizing, and balancing various responsibilities—right from checking material availability to supporting other departments.

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These steps help us stay aligned and avoid unnecessary delays.

One recent practice that proved helpful was preparing trailing cables in advance for project orders. It really helped during the execution of two important orders. Along with this, getting the packing slips ready in advance streamlined the dispatch process and saved a lot of time.

A notable challenge I faced was a PLC failure in the crane at central stores, which made LT operation impossible. Since replacing the PLC wasn't an option at that moment, we quickly changed the crane's operation system from PLC to switch gears. This workaround ensured that crane operations didn't stop, and the workflow remained uninterrupted.

What keeps me going is the belief that sincere and honest work always pays off.



Mr. Rajesh Virkud – Operations

I handle both Electrical Production and Maintenance, ensuring smooth operations by planning ahead and staying hands-on every day. My role involves overseeing the procurement of key electrical components while also making sure the electrical finishing of hoists is completed as per the production schedule.

A recent improvement we introduced was collecting all loose electrical materials for project orders in advance and packing them with a detailed checklist.

This small change made a big difference—it reduced last-minute delays and helped us meet our dispatch schedules with ease.

One challenge we overcame was during crane testing, where the control panels were at our Chakan facility. To resolve this, we developed a dedicated testing panel with VFDs. It allowed us to conduct full-functional testing on-site, speeding up approvals and improving customer satisfaction.

What keeps me motivated, even on the most challenging days, is the satisfaction of keeping things running efficiently. It's rewarding to see how timely planning, coordination, and maintenance help maintain both quality and consistency on the shop floor.

Mr. Rohit Shinde – Supply Chain Management



Joining the team has reinforced how vital the supply chain is to keeping operations on track. I believe that every task -no matter how small- contributes to the bigger picture, and that consistency and clarity go a long way. My focus has been on early planning, cross-functional coordination, and staying hands-on with team communication. These simple practices help to avoid confusion and keep operations running smoothly.

What truly inspires me is the team. Watching everyone step up, support one another, and work together to solve problems—even during challenging moments—has been incredibly motivating. It shows how strong the foundation is here.

Even though execution can be tough, knowing the kind of impact we create makes the effort worthwhile. The supply chain is more than just a function—it's the backbone of execution. When we respond quickly and solve problems on the go, we're not just fixing issues—we're keeping the entire system on track. And for me, that's where the real satisfaction lies.

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Joining this team has shown me the power of collaboration and the importance of every single role in making things happen.



Mr. Sanjay Bisen – Operations

Manufacturing is where strategy turns into execution—and being part of this backbone during the 11 years of journey from Hercules Hoists Limited to Indef Manufacturing Limited has been both challenging and fulfilling.

To ensure smooth daily operations, I focus on prioritization, real-time coordination on the floor, and empowering my team. Each morning begins with a review of the previous day's performance, followed by a morning meeting to align targets and resource planning for the day.

Recently, we introduced a lean material movement system to streamline the flow between production, painting, and packing sections. This small change reduced idle time and cut movement-related delays by more than 20%.

One challenge we faced was frequent delays in chain pulley block assembly due to unpredictable shortages. We tackled this by improving coordination with the SCM and Stores teams. Better communication helped maintain continuity, even during uncertain supply conditions.

A key turning point in our improvement journey has been the "Saksham Path" initiative by our MD, Mr. Amit Sir. It encouraged us to grow not just technically, but also in our mindset and leadership.

What keeps me motivated is the sense of ownership, the support of a strong team, and the energy of solving something new every day.

Mr. Saurabh Langi - Operations



Managing the spare-parts department means making sure every spare parts order is planned, kitted, packed, and dispatched on time. My day starts with going through the open orders with stock availability, flagging urgent orders first. Close coordination with the inventory and packing teams keeps orders material flowing, while cautiously re-verifying each order before sealing each box guarantees the right items and quantity reach the right customer in the promised time.

Clear labels, sturdy packaging, and steady communication with logistics keep delays to a minimum and deliveries on schedule.

A recent change that's paid off is our two-step cross-verification. Because orders can include dozens of similar-looking parts, one teammate now checks the pick list and the other re-checks it before packing. Since we started this "two sets of eyes" routine, we've gone nearly a year without a single spare-parts complaint—proof that a simple safeguard can make a big difference.

We also tackled recurring transport damage to electric motors. After some digging, we upgraded to Grade-90 bubble wrap and added wooden spacers inside the crates to stop the motors from shifting. Since then, even our most delicate, high-value items have arrived without a scratch.

When things get hectic, I remember why work matters. Challenges make the job interesting; overcoming them makes it meaningful. Staying passionate helps me push through the tough moments and turn problems into improvements—one order, one day at a time.

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ABP SPEAKS

Rooted in Legacy, Rising with Bajaj Indef – The Shreeji Crane Journey

In this edition of ABP Speaks, we spotlight Shreeji Crane, a legacy-driven enterprise led by Mr. Nimesh Patel, a second-generation entrepreneur and current Authorized Business Partner (ABP) of Bajaj Indef. With deep roots in the crane manufacturing industry, Shreeji Crane stands tall today as a symbol of perseverance, craftsmanship, and lifelong commitment.

What began as a sub-dealership in the early 1980s under the guidance of Mr. Nimesh's father has evolved into a thriving business with a growing turnover—one that is deeply aligned with Bajaj Indef's values of quality, service, and trust.



MR. NIMESH PATEL

DIRECTOR OF SHREEJI CRANE

VAPI

From Family Legacy to Authorized Business Partner

Mr. Nimesh's journey in the crane industry started young. His father, Mr. Purushottam Manubhai Patel (PM Patel), founded Supreme Crane in the 1970s–80s. Growing up around machines, Mr. Nimesh was immersed in the world of material handling from a young age. He completed his diploma in Mechanical Engineering from Bhausaheb Vartak Polytechnic, Vasai, and undertook rigorous hands-on training in welding, gear handling, and crane manufacturing.

At just 16 years old, Mr. Nimesh began working in the industry. Over time, he carved out his own path, officially launching Shreeji Crane in 1996. His journey from a sub-dealer to becoming an Authorized Business Partner in 2023 is a result of consistent dedication, experience, and vision.

Decades-Long Association with Bajaj Indef

Mr. Nimesh's relationship with Bajaj Indef spans over 20 years, dating back to his sub-dealer days through Machinery Impex Corporation.

He fondly recalls his interactions with respected figures like Rakesh Sir, Keyur Bhai, and Khanna Sir—mentors who played an important role in his early days.

Becoming a direct ABP was always a goal, and with support from the Bajaj Indef team—especially Mr. Manish Sir and his Regional Manager—he achieved this milestone. Since becoming an ABP, Mr. Nimesh has consistently met and exceeded his sales targets, with a business turnover growing from ₹2.5 crore last year to an estimated ₹5 crore this year.

The Strength of a Loyal Team

Behind every successful business is a committed team—and Mr. Nimesh is quick to acknowledge his two long-standing team members, Mr. Umesh Patil and Mr. Narendra Vichkar, who have been working alongside him for over 15 years. Their loyalty, dedication, and hard work have played a significant role in Shreeji Crane's continued success.

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Product Expertise Rooted in Experience

With over 30 years of experience, Mr. Nimesh's technical understanding of Bajaj Indef solutions is unmatched. His long-standing involvement has given him deep confidence in the brand's quality and performance. As he puts it, Bajaj Indef has been an integral part of his professional journey—woven into every stage of his growth.

His long-standing association has translated into deep product trust, both personally and for his customers. For Mr. Nimesh, Bajaj Indef isn't just a brand—it's family.

Proud Milestones and Memorable Moments

One of Mr. Nimesh's proudest accomplishments was organizing seminars for large companies —an initiative uncommon at the time. These efforts helped raise awareness and created strong brand recall among corporate clients.

He considers becoming an ABP as the most emotional and fulfilling moment of his journey. "If my father was alive today," he says, "he would've been proud to see this achievement."



MR. NIMESH WITH NAREANDRA VICHKAR AND UMESH PATIL

Looking Ahead

Mr. Nimesh envisions a future where Bajaj Indef crosses ₹500 crores, and where Shreeji Crane scales beyond ₹3 crores in ABP sales. His focus remains on steady growth, continuous learning, and carrying his father's legacy forward.

At Bajaj Indef, we take immense pride in partners like Mr. Nimesh Patel—those who blend legacy, passion, and progress. From his early days on the shop floor to becoming an ABP, Mr. Nimesh's story is one of grit, gratitude, and growth. We salute his unwavering dedication—and the loyal team behind him—and look forward to achieving greater heights together.

CUSTOMER STORY

15 Years of Trust and Reliability – Aquatech Systems Journey with Bajaj Indef

Aquatech Systems (Asia) Pvt. Ltd., a prominent player in the water purification and wastewater treatment industry, has built a strong reputation for delivering sustainable water solutions across industrial, municipal, and commercial sectors. With a focus on advanced membrane technologies and turnkey projects, Aquatech continues to play a vital role in addressing global water challenges.

Speaking about this longstanding partnership, Mr. Rahul Tapkir, Procurement Manager at Aquatech Systems, shares, "We've been associated with Bajaj Indef for the past 15 years.

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It is a brand that stands for reliability and has earned approvals from several prestigious organizations—this gave us confidence from the start."

What began as a supplier relationship has evolved into a trusted collaboration, built on consistent product performance and dependable support. Mr. Rahul highlights that the quality, durability, and consistency of our products have made us a preferred brand for their operational needs.

What truly sets this relationship apart is the human touch—the responsiveness and commitment of our team. Mr. Rahul further adds, "There have been several instances during project executions where we needed urgent spares or immediate on-site assistance. Your team has always responded promptly and professionally, which we value deeply."

This enduring association reflects more than just product satisfaction—it stands as a testament to shared values of trust, responsiveness, and long-term reliability.

INDEF UPDATES

Welcoming Our New ABPs with a Two-Day Learning Journey

We hosted a **two-day training program** at our factory for eight new Authorised Business Partners (ABPs) who have joined us.

The objective of the training was to provide our new ABPs with a well-rounded understanding of our **products, applications, industries served, internal processes, and service expectations**—equipping them to represent the brand with greater confidence and clarity.



Day 1 included product training sessions led by the design team, offering insights into our diverse product range, followed by an engaging factory visit to observe operations firsthand. **Day 2** covered industry-specific training—highlighting the sectors we serve and how our products are applied—along with an overview of our key internal processes and interface portals to help our ABPs navigate systems effectively.



This initiative was designed to bridge knowledge with practice, helping our ABPs better understand the tools, workflow, and quality benchmarks that define the **Bajaj Indef experience**. We're confident that this hands-on exposure will enable them to deliver greater value in the field.

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Empowering Teams Through Saksham: Enabling a Future-Ready Workforce



As part of the ongoing Saksham initiative aimed at empowering employees and strengthening organizational capabilities, multiple training programs were recently conducted across diverse business functions. These sessions focused on enhancing understanding of critical tools, processes, and systems that drive informed decision-making and operational efficiency.

A cross-functional workshop on project management brought together teams from multiple locations, equipping them with structured planning techniques and digital tools for streamlined execution. Another session enabled CFT members from Finance, SCM, Sales, and Design to build sharper costing acumen—emphasizing accurate estimations, cost avoidance strategies, and operational waste reduction.



Additionally, a virtual certification program on import-export compliance, conducted in collaboration with CII, deepened employee understanding of global trade processes, regulatory frameworks, and evolving documentation standards.

Together, these learning initiatives reflect Bajaj Indef's commitment to nurturing a future-ready workforce—empowered to lead with knowledge, agility, and a process-first mindset.

Promoting Safer Operations Through Hands-On Service Training



We recently conducted a service seminar for over 15 participants from a leading global manufacturer in the carbon black industry. The objective of the session was to promote safe, efficient, and reliable hoist operations while strengthening on-ground service practices.

The seminar was led by **Mr. Vasanth Kumar** and **Mr. Karthik Rajendran R** from our Service and Sales team. It covered essential topics such as the do's and don'ts of hoist operation, safety guidelines for each hoist component, and practical service and maintenance tips to extend equipment life. The team also shared key insights aimed at enhancing customer experience and encouraged participants to provide feedback on product performance.

By continuing to invest in such interactive knowledge-sharing initiatives, we aim to ensure safer operations, reduce downtime, and deliver a superior customer experience across all industry applications.



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INDUSTRY TRENDS

UP UNVEILS ₹22,000 CR ROADMAP TO REVAMP RURAL INFRASTRUCTURE

The Uttar Pradesh government, under Chief Minister Yogi Adityanath, has unveiled a ₹22,000 crore investment drive—₹10,500 crore from central schemes and ₹11,500 crore from state funds—to revolutionize the rural economy and double farm incomes. The initiative prioritizes infrastructure upgrades, employment generation, sanitation and agri-support services. It aims to integrate villages into broader development frameworks through improved roads, drainage, waste management, and essential citizen-centric amenities. Officials emphasize this composite plan will sustainably enhance socio-economic growth in rural areas.

Image Source Link - Wikipedia

JAPAN-INDIA COLLABORATION POWERS FIRST PVT MICRO SUBSTATION IN DELHI

Tata Power-DDL, in partnership with Japan's Nissin Electric, has commissioned India's first micro substation using cutting-edge Power Voltage Transformer (PVT) technology in North Delhi. Supported by Japan's NEDO under an international energy-efficiency demonstration project, the compact unit converts high-voltage transmission power directly to low-voltage for homes, requiring minimal infrastructure and space.

Image Source Link - tatapower-ddl

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GAIL UNVEILS ₹844 CR PLAN TO STRENGTHEN GAS SUPPLY IN WEST

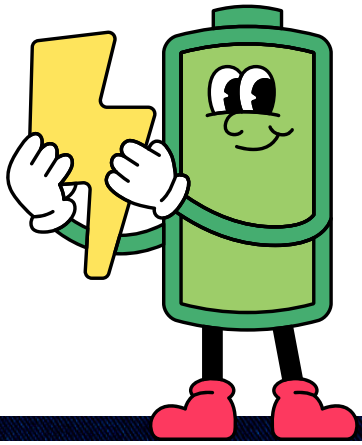
State-owned GAIL (India) Ltd will invest ₹844 crore to expand the capacity of its Dahej–Uran–Dabhol–Panvel natural gas pipeline from 19.9 to 22.5 mmscmd over the next three years, addressing rising energy demand.



Image Source Link -bondada.net

BONDADA'S 400 MWH BESS TO SUPPORT TN'S CLEAN-ENERGY GROWTH

Bondada Group has secured a landmark 400 MWh battery energy storage system (BESS) contract from Tamil Nadu Green Energy Corporation Ltd. Under a Build-Own-Operate model, the grid-scale BESS will be installed at Vellalaviduthi and Thennampatty, with TANGEDCO signing a 12-year purchase agreement. Capable of two full charge–discharge cycles daily, the project aims to enhance grid stability, integrate renewable energy, and manage peak demand, aligning with national and state clean-energy targets.



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COAL INDIA'S CCL TO COMMISSION TWO NEW MINES, BOOST OUTPUT BY 10–12 MT

Central Coalfields Ltd (CCL), a subsidiary of Coal India Ltd, will commission two new mines this financial year—Kotre Basantpur (coking coal, 5 MT capacity) by October and Chandragupt open-cast (non-coking coal, 15 MTPA) by March 2026—to increase output by 10–12 MT annually. This expansion supports CCL's goal of surpassing 110 MT production this year and achieving 150 MT by 2030. The company also plans four new washeries (14 MTPA combined capacity) within two to three years to enhance coal quality.

सेंट्रल कोलफिल्डस लिमिटेड
Central Coalfields Limited
(A subsidiary of Coal India Limited)



Image Source Link - wikipedia

"MAKE IN INDIA" ROLLS OUT 150 LOCOMOTIVES TO POWER GUINEA MINES

India will export 150 high-powered Evolution Series ES43ACmi locomotives—manufactured at Bihar's Marhowrah Diesel Locomotive Factory in collaboration with Wabtec—for Guinea's Simandou iron-ore project, under a ₹3,000 crore "Make in India" contract. Deliveries are phased over three years (37 units in FY 2025, 82 in FY 2026, and 31 in FY 2027), showcasing advanced features like 4,500 HP AC propulsion, regenerative braking, ergonomic AC cabs, and DPWCS technology to haul up to 100 wagons per pair.



Image Source Link - Amarrrrz/status

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SKODA-VW GREENLIGHTS ₹10,000 CR INVESTMENT FOR INDIAN SUVS & EVS

Skoda Auto Volkswagen India (SAVWIPL) has received in-principle approval from its German parent to invest an additional €1 billion under its "India 3.0" strategy. The funding will support the launch of locally made premium SUVs, MPVs, hybrids, and battery-electric vehicles—based on the new CMP 21 (India Main Platform)—to deepen its presence in India. This ambitious move follows mixed results from its India 2.0 lineup and positions SAVWIPL to comply with upcoming CAFE-III norms and drive EV growth in the country.

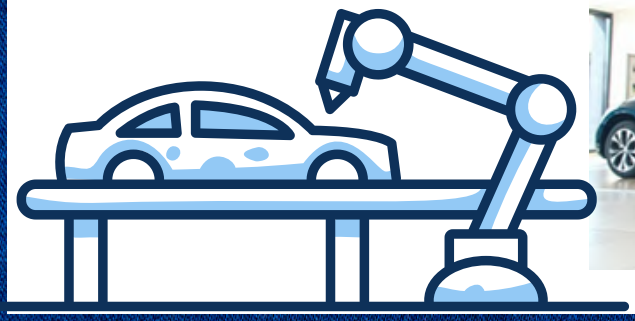




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TECH GIANT TCS COMMITS ₹4.5K CR TO NEW CAMPUSES NATIONWIDE

Tata Consultancy Services (TCS) has earmarked over ₹4,500 crore for a widespread real estate expansion across India, spanning new campuses, leased offices, and long-term infrastructure projects. Key investments include two major acquisitions in Bengaluru (1.4–1.6 million sq ft for ₹2,250 cr and 3.2 million sq ft for ₹1,625 cr), and leased space in Electronic City. The initiative covers six major cities—Bengaluru, Kolkata, Kochi, Hyderabad, Coimbatore, and Visakhapatnam—aimed at boosting delivery capacity, supporting hybrid work, and tapping into regional talent pools.



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INDEF READS



Good to Great: Why Some Companies Make the Leap...and Others Don't



In Good to Great, Jim Collins explores how average companies evolve into exceptional organizations—and why many never do. Based on rigorous research over five years, the book uncovers patterns and principles that consistently lead to long-term greatness.

Here are some of the core concepts from the book:

👉 **Level 5 Leadership** – Great companies are led by humble yet determined leaders who prioritize the company's success over personal recognition.

👉 **First Who, Then What** – Successful companies first get the right people on board, and only then decide on the direction to take.

👉 **Confront the Brutal Facts** – Companies must face tough realities head-on, while maintaining unwavering faith that they will prevail.

👉 **The Hedgehog Concept** – Focus only on what you're deeply passionate about, what you can be the best at, and what drives your economic engine.

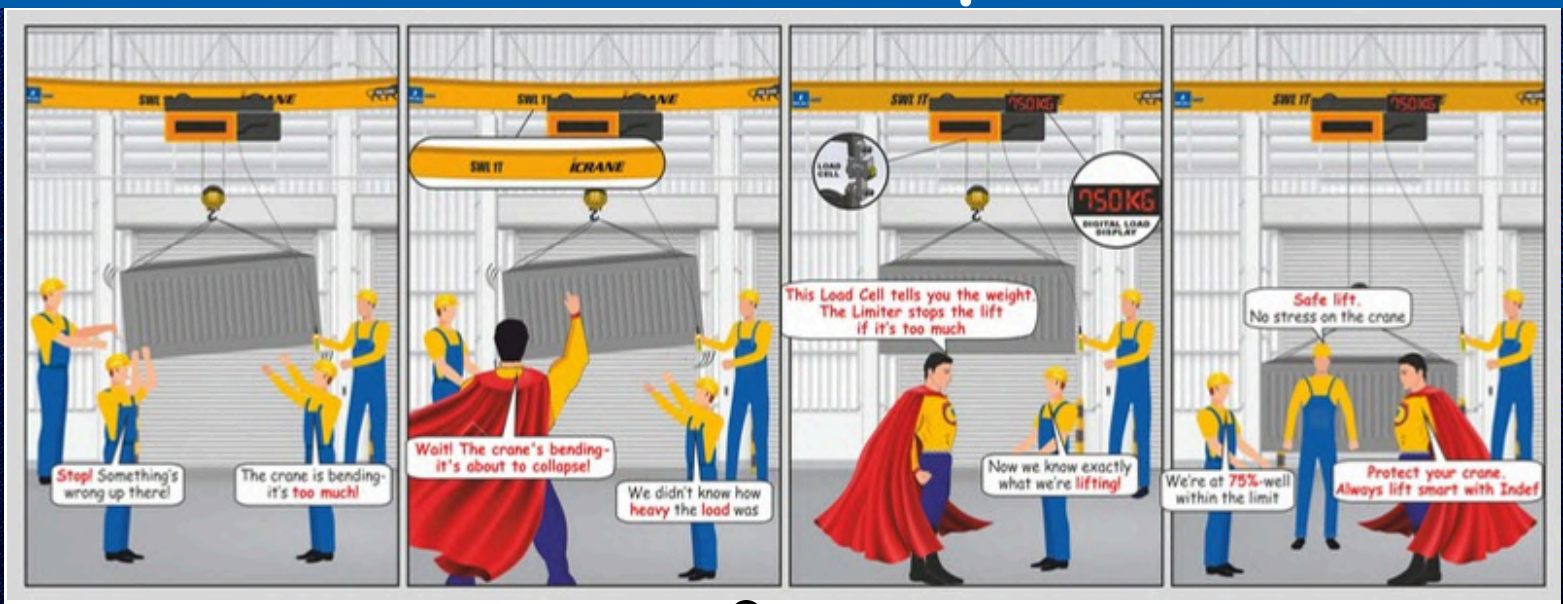
👉 **A Culture of Discipline** – Greatness requires consistent, focused effort. Disciplined people, thinking, and action form the backbone of high-performing organizations.

👉 **Technology Accelerators** – Technology is used as a tool to amplify momentum, not as the starting point of transformation.

These principles, when practiced consistently, help companies transition from being merely good to truly great.

At its core, Good to Great teaches us that greatness isn't a stroke of luck—it's a deliberate result of vision, discipline, and leadership. Whether you're leading a company or a team, these lessons offer timeless value in building a lasting legacy.

Comic Strip



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