

CATALYTIC
CONVERTER
ASSEMBLY

*Adaptive
canning
at its best*



*Spotlight on
manufacturing*

JENDAMARK MAKES IT

IN THIS ISSUE



- 1 Editor's note
- 2 Expanding excellence
- 3 Conquering adaptive canning
- 6 Jendamar makes it
- 9 Making the connection
- 10 Forging Jendamar people
- 12 Attending to pressing matters
- 14 Urgent delivery
- 15 Bearing on the future
- 18 Expanding horizons
- 20 Global family gathering
- 21 Streamlining our structures

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One year on



A year has passed since the official launch of Jendamar Techcellency Automation in India and how things have changed for all of us! With each day, our confidence has grown and we thank you all for the faith entrusted in us on this journey.

From the beginning, Jendamar Group put a clear strategy in place as to how we would approach the Indian market, and the seeds that were sown are starting to bear fruit.

We are now seeing the growth and expansion (page 2) that has come from sheer hard work and the determination to meet customer expectations without compromise.

The results speak for themselves, with Jendamar Techcellency receiving a quality award for its aerospace work from Tata Advanced Systems Limited in February (page 19).

As an international Group, Jendamar keeps building on our core strength in manufacturing turnkey assembly solutions (page 6) and ensuring that there are no weak links in our value chain (page 9).

We also continue to explore new avenues through our research and development projects (page 14). R&D has become a critical driver for our success, as ever-changing emissions norms challenge our customers to seek more advanced solutions in catalytic converter assembly (page 3) and engine assembly (page 17).

What really sets Jendamar apart, though, is the combination of "man and machine"; therefore, we invest as much in the upskilling of our people as we do in the development of our machines. In this issue, we turn the spotlight on two of our female artisans, who are the product of our in-house apprenticeship programme and are holding their own in the machine shop (page 10).

We hope you enjoy another jam-packed issue of Jendamar Junction!

Yours in automation,

Himanshu Jadhav
EDITOR (GLOBAL SALES MANAGER)

What really sets Jendamar apart, though, is the combination of "man and machine"; therefore, we invest as much in the upskilling of our people as we do in the development of our machines.



Expanding EXCELLENCE

Jendamarck Group's rapidly growing presence on the Indian subcontinent has manifested in tangible ways – from a new sales and service partnership to a massive plant expansion by year-end.

Since joining the Jendamarck stable two years ago, business has boomed for Pune-based Jendamarck Techcellency (JMKT).

A growing export business, the addition of new Indian customers in the powertrain business and a steady stream of aerospace orders have seen the current assembly floor space pushed to the limit and container offices brought on site to accommodate new employees. The staff complement is expected to increase almost twofold from 80 employees in 2016 to an anticipated 150 by year-end. (At the time of writing, JMKT is 115 strong.)

To meet these various demands, Jendamarck Techcellency has signed a 10-year lease for the land adjacent to the current premises, which will see it more than double in size with the addition of another 35 000 square feet.

Building work is already well underway and the new factory space will include offices, significant assembly space for aerospace orders, a commissioning hall for complete automated assembly lines, and a dedicated display area for showcasing Jendamarck Group's range of standard machines. Here, customers will be able to try out their processes and work with JMKT to find the right solution.

To better promote its expanded capabilities in the exponentially growing South Indian market, Jendamarck Techcellency has also appointed Surya Enterprises as sales and service associates in the Southern region.

Based in Bangalore, the business is run by dynamic father-and-son duo, B.S. Mohana and Sanjay Rao. With almost four decades of experience in the marketing and servicing of industrial products



for customers such as Volvo and Ashok Leyland, B.S. Mohana Rao is well placed to provide customer service support.

"The Indian market is very complex, where one solution does not work for all customers," explains Jendamarck Global sales manager Himanshu Jadhav, adding that customer expectations, language barriers and cultural differences all play a crucial role.

"To be successful in South India, we need to have a partner who is based there and knows his customers. This

also makes the customer feel more comfortable, knowing that he or she can access support within a very short space of time."

The strategy is already paying dividends, as JMKT recently received orders from TVS Motor Company, with a few more being finalised.

"It's important that our customers do not feel that since we are located in Pune, we are not accessible. With Surya Enterprises, we bridge the gap," explains Jadhav. 

Conquering adaptive canning

Significant changes in the catalytic converter industry over the last five years have had a major impact on the design of canning lines. Developing standard, yet flexible, solutions helps customers keep pace with demand.



As the regulatory fog around emission control technologies intensifies, original equipment manufacturers are turning to progressively more complex catalytic converters to meet the varying global requirements.

As a result, suppliers are required to deliver more variants at higher volumes, with the aid of more flexible production facilities.

According to Jendamarck's head of catalytic converters, Ryan Anthony, there have been several key developments that have had a tangible impact on the design of production lines for customers.



THE SHAPE OF THINGS

“Catalytic converters have become larger and we are seeing more irregular and non-round shapes than before,” says Anthony.

To deal with this, Jendamarck has developed standard machines that accommodate at least 90% of these odd-shaped parts, while the small margin that do not fall within the standard part range are handled by custom-designed machines.

“At the same time, the canning lines are required to turn out larger volumes. So we design the lines according to the customer’s specifications and deliver a product that outputs the volumes and cycle times required.”

Anthony says some of these canning lines are capable of producing a fully assembled part every 22 seconds.

FLEXIBLE MACHINES

“As much as our machines have become standardised, the canning lines are required to be more flexible as a whole and capable of producing various parts on the same line.”

Developing flexible machines capable of multiple functions through simple tooling changes has solved many of the challenges, he says.

“At the same time, the canning lines are required to turn out larger volumes. So we design the lines according to the customer’s specifications and deliver a product that outputs the volumes and cycle times required.”

“Our tooling is designed with single-minute exchange of dies in mind and all elements are quick change.”

Another innovation born of necessity is the hybrid line, capable of producing pre- and post-sizing parts using common equipment.

“Normal hybrid lines only use the forming facilities during the pre-sizing process, leaving the shrinker standing idle. When the shrinker is operating during the post-sizing process, the forming machines are then left doing nothing.

“We have developed a machine that is capable of performing shrinking and calibration and can, therefore, be used during both pre- and post-sizing operations in a hybrid line.”

PROACTIVE PROTOTYPING

Anthony says the timeline from initial catalytic converter design to starting production has also become significantly shorter in response to changing requirements, making prototyping and part development a critical component of the catalytic converter lifecycle.

“We have created a prototype division that is now helping OEMs and Tier 1 suppliers with their part and process development, as well as manufacturing prototype parts to test in test vehicles.”

Staying at the forefront of change also means keeping pace with Industry 4.0 and the Internet of Things, as “intelligent machines” are required to handle data, self-diagnose and automatically adjust themselves.

“Our machines use all the data that we process and provide customers with information like overall equipment effectiveness, parts produced and cycle times, while remote logins and notifying maintenance of errors are among the useful features.” 

Shrinking success

“A leap of faith and also a backing of our ability” is how Ryan Anthony describes Jendamarck’s first foray into developing shrinkers in 2013.

A self-financed effort to secure post-sizing line business from a customer, producing a fully built example of the machine was, he says, the only way to ensure the complete assembly line order.

The response to the prototype was immediate and overwhelmingly positive.

“Today, our shrinker is an industry leader and sought after by all our customers,” says Anthony, adding that it is capable of shrinking tubes as thin as 0.8mm.

“It has proven itself in various plants in differing environments all over the world.”

Ryan Anthony



Jendamark MAKES IT



Jendamark's ISO-certified manufacturing capabilities cover a range of standardised and custom-designed machines for the global automotive industry.



Graeme van Zyl

Supplying to first and second-tier suppliers supporting the original equipment manufacturers (OEMs) is the basis on which the business is built, with a dual focus on the powertrain and catalytic converter assembly industries.

Group manufacturing director Graeme van Zyl says getting into the manufacture and supply of differential assembly lines as part of its powertrain offering has been a particular source of pride.

"The accuracy and precision with which a differential is assembled is supported by the equipment we supply."

Regarding the catalytic converter industry, Van Zyl says Jendamark's

strategy of consolidating and providing standardised machines has allowed the company to develop rapidly in the global market.

STANDARD SOLUTIONS

"Offering standard solutions is the most technically sound and cost-effective way of doing things," says Van Zyl.

More than a one-size-fits-all approach, he explains, it requires a thorough understanding of the customer's requirements and the ability to deliver accordingly, regardless of the technical challenges involved.

"Our machines are flexible in setup, working from a strong design base

with interchangeable tooling. For us, specialised tooling is a key focus, as this is what ultimately determines the quality of our customer's product."

Van Zyl says the difference between a good machine and a really good machine is the tolerances to which they work – the tighter the better.

MAN AND MACHINE

In India, Jendamark Techcellency has earned a reputation for manufacturing exceptional, complex machined parts and is one of the few automation solutions providers to offer high-end in-house manufacturing with stringent quality controls.

"You can have the best machines, but ultimate quality comes only when every department involved is equally focused on making the best machines for our customers," says Van Zyl.

TOTAL CONTROL

Total control of the entire manufacturing process – from material purchasing and logistics to the functional commissioning and installation of the equipment – is, he believes, the only way to ensure product quality.

"We have strict processes in place every step of the way. It loads our resources, but the cost outweighs the risk."



When challenged in the world of micros, he says, establishing a temperature-controlled environment in the machine shop was just one of the essential requirements the company had to meet to achieve the tight specifications.

“Exposing our materials to a consistent temperature enabled us to control some of the risks we have to negotiate during precision machining.”

TESTING TIMES

At every step, Jendamark's CNC milling, wire-cutting and grinding capabilities are closely scrutinised with the aid of accurate measuring equipment. The use of GOM 3D scanner measuring technologies ensures an accurate and well-documented product.

Van Zyl says the tooling is independently assembled and tested in the quality department before being fitted into the machines to check the entire production process.

“Each individual component is manufactured and then assembled. It's the collective quality of those items that starts coming into play to define the outcome of the design,” he explains.

END PRODUCT

Having gone through the processing, manufacturing and assembly departments, the machines are finally put together as a completed production cell in the commissioning hall.

“Once the processes are proven and the customer has signed off, the entire facility is disassembled, shipped to their premises, reassembled and recommissioned by our team of engineers,” says Van Zyl.

“The combination of man and machine is what sets Jendamark apart. We make turnkey facilities that allow our customers to keep doing what they do best.” 



Van Zyl says having a precision manufacturing department, in addition to a general manufacturing section, means that more intricate engineering aspects can be handled without compromise.

“The turnaround time to rectify, upgrade and make modifications is within our control. That increases our effectiveness and efficiency in supplying the correct solution.”

Each individual component is manufactured and then assembled. It's the collective quality of those items that starts coming into play to define the outcome of the design.

Making the connection

Building a sustainable business model means ensuring that every link in Jendamark's value chain is independently strong.

To achieve this requires a focus not only on supporting bigger partners, but also on including and strengthening the smaller businesses that play a pivotal role in Jendamark's success.

To date, the Group has invested a substantial amount of time and money in helping suppliers to meet the required international standards in terms of quality and speed of delivery.

In India, Jendamark Techcellency has concentrated on developing more than 10 small suppliers and bringing them up to standard.

One of these key partners is Divya Enterprises, a manufacturer of jigs and fixtures in Bhosari, Pune.

Owned by Sasheendran Raghavan, the company handles complex machining jobs on behalf of Jendamark Techcellency. Divya had a long-standing relationship with Techcellency prior to it joining the Jendamark stable, but Raghavan has seen his own business grow significantly since the formation of the new partnership in 2016.

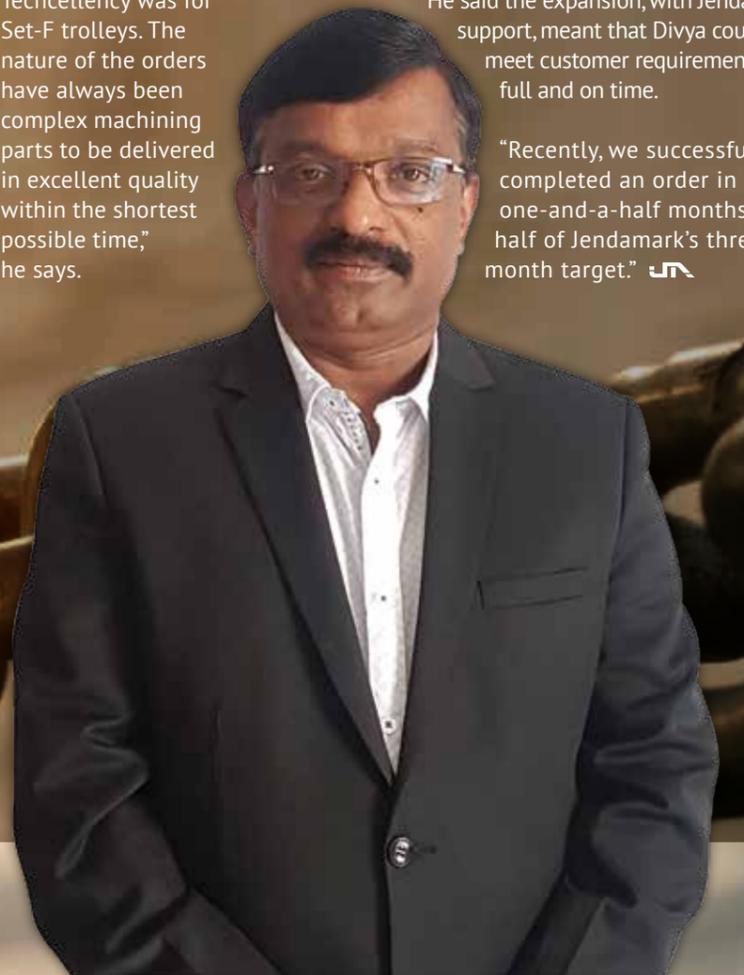
“Our first order from Jendamark Techcellency was for Set-F trolleys. The nature of the orders have always been complex machining parts to be delivered in excellent quality within the shortest possible time,” he says.

To produce the goods as per Jendamark requirements and product drawings, Divya has increased its production capacity, the size of the quality control team, and expanded its workforce to 45 employees.

When asked what his team had learned from their association with Jendamark, Raghavan said, “Delivery on time is of the utmost importance.”

He said the expansion, with Jendamark support, meant that Divya could meet customer requirements in full and on time.

“Recently, we successfully completed an order in just one-and-a-half months – half of Jendamark's three-month target.” 



Sasheendran Raghavan

Forging Jendamark people

Jendamark's rigorous apprenticeship programme contributes to job creation, while building a highly skilled workforce trained to do things "the Jendamark way". Here two female artisans share their success story.



The very first thing you have to do is plan your job. You can't just put it on the machine because you don't know what complications you're going to meet and you may have to modify it."

This is the advice of 29-year-old Funeka Solomon, one of the 20 candidates handpicked for Jendamark's in-house apprenticeship programme, which launched in 2012.

Armed with an NQF level four qualification but unable to find the challenge she craved, Solomon finally found what she was looking for when she was recruited by Jendamark.

Now a qualified grinding artisan, Solomon successfully completed the company's rigorous four-year programme in two-and-a-half years. She had found previous learnership programmes uninspiring and unsubstantial.

The demanding in-house programme covers the theoretical and practical modules required by the national sector education and training authority for the mechanical, engineering and related trades (Merseta).

On completion, candidates are ready to sit their national trade test to become qualified artisans – in mechanical engineering for toolmakers and electrical engineering for electricians.

THE DAILY GRIND

Today, Solomon's single-minded focus, competency and passion for the job are a far cry from her first encounter with the toolmaking trade.

"To be honest, at first I thought I was going to make tools, such as hammers or pliers. Then, when I learned what it was all about, I loved the challenge."

Assuming the mantle of mentor, she now shares the technical and practical guidance she received with the apprentices following in her wake.

"The Jendamark artisans who trained me gave me a lot of responsibility and opportunities to learn early on. I can now guide others and be the artisan that someone else was for me."

She says Jendamark's on-the-job training taught her to raise the bar in terms of performance and precision.

"It's all about problem solving. If something doesn't fit, you must find out why and fix it. The things we do here are at a higher level compared to other companies. I want to be precise and work according to the drawing – even if it's only a micron or two."

Solomon says the secret to success is simply to love the job.

"You're always thinking about the job, even when you're at home. You're constantly trying to figure out how you're going to do this or that, because you don't want to make scrap."

THE RIGHT FIT

Like Solomon, CNC machine operator Nolovuyo Mjuza completed the programme in just two-and-a-half years because of previous exposure to similar, and poorly run, learnership programmes.

"We used to sit at home for up to three months and were taken to companies where they made us paint walls and do odd jobs. When we got to Jendamark, it was different."

Here she learned to machine to extremely tight tolerances, moving between the milling machine, grinder and lathe, says Mjuza, 30.

"As apprentices, we were shown the entire process – from interpreting a drawing through to manufacturing and assembly. In this way, I could see how my job fits into the bigger picture."

Although she initially studied mechanical engineering, Mjuza left college to take up her first learnership opportunity, as toolmaking sounded like exactly the kind of mental and physical challenge she was seeking.

"Engineering has always been my thing. I actually wanted to be a fitter, but there were only toolmaking opportunities available at Jendamark at that time."

Today, Jendamark has expanded its programme to include toolmakers, electricians, fitters and millwrights.

WOMEN'S WORK

As women in a male-dominated industry, Solomon and Mjuza are holding their own in the toolroom. "The guys treat you like an equal; you're 'in' if you can do the job," smiles Solomon.

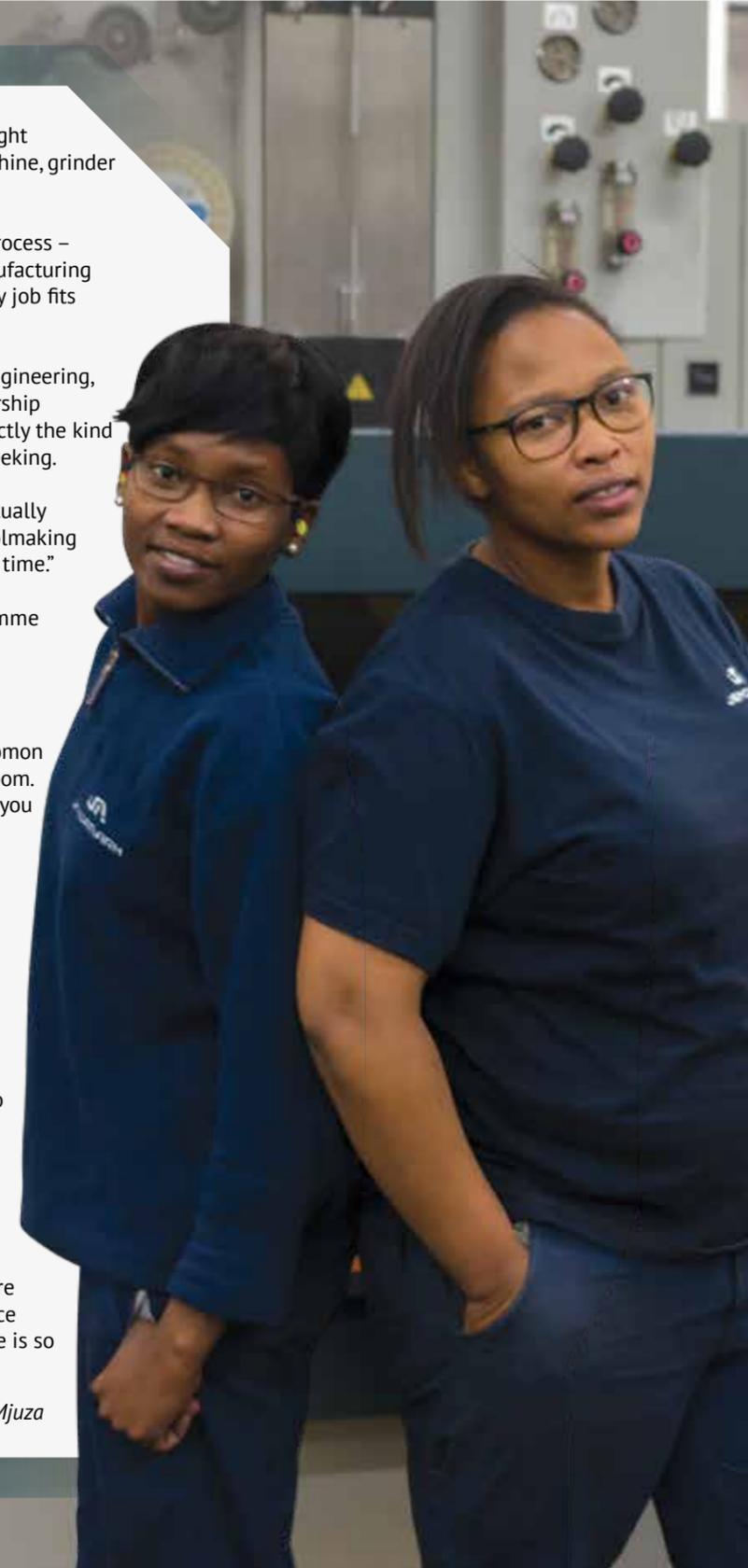
Although women's empowerment plays an important role in the apprenticeship programme, skills development facilitator Marcha van Huyssteen says it's more about moulding good candidates to become "Jendamark people".

"These are people who are team players, who aren't afraid to go the extra mile and do more than is expected of them."

Van Huyssteen says the ideal candidates need to be technically minded and in possession of their N2 diplomas.

"Many people have their qualifications but are struggling to secure the workplace experience they need. That's why this type of programme is so valuable to them." 

Funeka Solomon and Nolovuyo Mjuza



Attending to PRESSING matters

Pressing technology plays a vital role in modern vehicle assembly. While the basic theory remains unchanged, the monitoring of press operations has improved greatly.

Simply put, pressing refers to the joining of two or more components using an interface fit, also known as a press or friction fit, to keep them together.

As the name suggests, the components are fastened together by friction, which would take an extremely high force to overcome. Many vehicle components are pressed during assembly, including wheel bearings into carriers, bushes into suspension links, and more.

In the automotive sector, the drive for optimal reliability means that assembly procedures are more closely monitored, with tighter tolerances, than ever before.

Monitoring typically employs a force versus displacement system, whereby the force is plotted on a graph for every millimetre, or less, of movement. This allows the customer to determine whether the components produced meet their quality requirements.

The reliability of the final component depends on the level of interference. Too much interference puts undue stress on the component or housing, leading to premature failure. Not enough interference could cause the component to dislodge from its housing, also resulting in failure.

When designing a press operation, the designer calculates the theoretical press force needed to join the components according to the interference fit detailed on the manufacturing drawing. A press speed is also determined. Trial builds are then done to compare the theoretical and actual press forces.

If the press force exceeds the specified maximum (usually within five Kilonewtons of the recommended force), the interference will be too high and there will be a problem with one of the components. The same applies when the load is too low.

Aside from the press fit, the position of the pressed component can also be monitored for quality purposes. If the part is pressed too deeply or shallowly, the measuring system will reject the component. Pressing the wrong part is also controllable using the press versus force monitoring system, as it would differ from the diagram shown. 

JENDAMARK IMPRESSES

Jendamar designs pressing systems across both its catalytic converter and powertrain divisions. The range includes fully automatic and manual versions, with single and multiple press modules, servo pressing, hydraulic pressing, hydro-pneumatic, pneumatic and manual mechanical options. Examples include:

- **Gummilager or rubber bushing press:** mostly used in axle assembly.
- **Shaft press:** for input/output shafts and hubs in axle assembly.
- **Bearing press:** for axle, engine and differential assembly. Also in "puller arrangement".
- **Catalytic converter press:** servo press for joining monolith and can.

PRESS SELECTION

Knowing the force and quality requirements is essential in making the right press selection.

SERVO PRESSES: These deliver the highest level of quality and control, but are very expensive. Optional features include built-in force and displacement monitoring.

HYDRAULIC SYSTEMS: A more inexpensive option, these require complex hydraulic systems, plus additional force and distance monitoring.

HYDRO-PNEUMATIC SYSTEMS: Requiring only a compressed air input, these are a good, cost-effective alternative to hydraulic systems. Additional force and distance monitoring is needed.

PNEUMATIC SYSTEMS: For very low force only, these inexpensive systems have a limited range of applications.

MANUAL MECHANICAL SYSTEMS: These systems, such as arbor presses, provide very low-cost solutions and are generally used in low-volume assembly lines, where force monitoring is not required. Mechanical clutches control the press forces, to prevent overload of components.

With Indian emissions norms tightening up, customer requirements are changing fast. Jendamarck delivered this fuel injector scanner system in just one month.



URGENT Delivery



As of April 1 this year, India has stepped up its vehicle emissions norms from Bharat Stage 3 to Bharat Stage 4 (BS-IV), making the monitoring of vehicle performance and emissions more critical than ever. Previously only applicable to passenger vehicles, the new standard extends to commercial vehicles too.

Adherence to these more stringent norms has turned the spotlight on vehicle engines and critical components such as the fuel injector as a means to gaining improved control over engine performance.

The engine control unit is programmed to know when each injector should release fuel and how much. Generally, the injector uses a two-wire, multiple waveform electronic control strategy to energise the solenoid and control the injection cycle. Capturing its position and performance data as part of the engine management system has become essential.

Jendamarck Techcellency recently introduced the Scanner Vision System to help address this issue for customer Tata Cummins – the primary engine supplier for all trucks and buses from Tata Motors in India.

The system is designed to scan, decode and store the data from two variants of injector with position variation within six degrees.

Six scanners, mounted on a lightweight fixture, scan all the injectors' unique barcodes simultaneously and send this information to the customer's database.

The entire unit is attached to a standard Jendamarck Torque Manipulator (JTM), which has a pneumatic brake to allow the operator to define the height of the operation, while the guide wheel allows for smooth operation.

Two variations of the injector scanning system – one which is on the JTM and one which is floor-mounted – are now in operation in Tata Cummins' plants in Pune and Jamshedpur.



Bearing on the FUTURE

The latest machine to roll out of Jendamarck's research and development department is proving the company's capabilities in building technically demanding and innovative equipment on par with the world's best.



Two years in the making, Jendemark's new pinion nut tightening machine represents the next step in the company's ongoing quest to meet and anticipate automotive customers' assembly requirements.

Its essential function: to tighten a nut onto a pinion, which is fitted during the vehicle differential assembly process. **Its conceptual challenge:** to do so while the pinion is in motion.

GLOBAL ELITE

"Unlike most of our R&D projects, this machine addresses an existing, not a future, requirement," says Jendemark design director Yanesh Naidoo.

"However, there are only two or three companies worldwide that make this kind of machine. We wanted to prove that we could do it as well as, if not better than, our competitors.

"Various improvements have made our machine more accurate and faster than others of its kind."

Mechanical design specialist Barto de Koning explains the importance of the pinion nut tightening process during differential assembly.

"A pinion is a round gear that is fitted to a differential and constrained by two bearings. Using two motors mounted above each other, our machine tightens the pinion nut onto the pinion, while the latter is turning.

"How tight the nut is determines how much 'drag' the bearings have. We've added measuring equipment, like the torque transducer that measures the drag on the spinning bearings. When it reaches optimal levels, the tightening process stops."

Jendemark Techcellency is in the process of establishing an in-house R&D department, which will provide similar benefits for customers in India. Himanshu Jadhav will spearhead this department.



DYNAMIC DIFFERENCE

The machine has a maximum rotational speed of 65rpm and is designed to tighten differential nuts up to 1400Nm. All drive components are rated to 2000Nm, while tooling changes accommodate different variants.

While a pinion nut may sound like a relatively minor part of the assembly process, De Koning says dynamic tightening can have major implications for Jendemark customers.

"In the long term, too much drag can cause a differential – which allows wheels to rotate at differing speeds – to fail prematurely. If there is too much friction, the car has to work harder, uses more fuel and produces less power on the wheels."

Inconsistent static tightening by other machines means that some differentials may fail, whereas others may not, resulting in a worst-case scenario – the recall of a particular vehicle series.

LOOKING AHEAD

With OEM manufacturers now offering longer vehicle warranties, tier-one suppliers are under increasing pressure to ensure that their components last longer and do not fail with ordinary wear and tear.

"This is the way the industry is moving and we need to equip our customers to manage these changes effectively," says Naidoo.

"Our competitors have had the chance to refine their pinion nut tightening machines over time, but we are effectively on par with them after our first attempt. We've made various improvements to make the machine more accurate and faster, better able to monitor the process and react faster to changes or complications."

As a result, Jendemark is now receiving requests for quotations for complete assembly lines that include this machine. The prototype has been shipped to a German customer's production facility in China for installation in July.



EATING THE ELEPHANT

Question: How do you eat an elephant?
Answer: One bite at a time.

This oft-repeated wisdom guides the R&D team's step-by-step problem-solving approach.

Define a goal: Have a clear idea of what must be achieved. The challenge lies in figuring out how to get there.

Work with the customer: Define what is needed to achieve the customer requirement. This is critical to success.

Make a start: In the absence of clear direction, take the first step by looking at existing facilities worldwide and drawing on past experience.

Abandon bad ideas: Part of the team's success is the ability to go back to the drawing board and start again. "Sometimes you need somebody else to tell you it's a terrible idea but that's what makes the team so successful." – Yanesh Naidoo

Draw on other departments: Inter-departmental brainstorms pool the collective knowledge and experience on similar projects.

Develop rough concepts: This step often involves researching similar machines and figuring out how to adapt them for the problem at hand.

Do the mechanical design: Some projects go beyond rough concepts to a detailed mechanical design.

Build a test machine: Sometimes the R&D specialists make the parts themselves or have them manufactured. The machine is then assembled and tested.

Incorporate future technologies: The team is working towards developing machines that operate according to the Internet of Things.

Contribute to other designs: R&D's cutting-edge knowledge often helps the design team in planning current projects.

Expanding horizons

Jendamarck Techcellency has delivered over 100 tooling projects for Tata Technologies for the Indian and global markets.

Jendamarck Techcellency (JMKT) supports Tata Technologies' aerospace programmes by providing ground support and handling equipment, gantry and modular tooling, and tooling for stripping and building aircraft engines. Here Tata Technologies' Rohan Shirude shares how JMKT is achieving customer expectations.

Q: Tell us about Tata Technologies' aerospace division.

A: As a preferred partner for leading aerospace and defence companies worldwide, Tata Technologies' key areas of engineering expertise include aero structures, interiors and systems, aftermarket services, manufacturing engineering and enterprise IT.

Q: What was Jendamarck's first project for Tata Technologies?

A: The first contract, for the "Core Lifter" project, was awarded in 2015. JMKT handled the manufacturing and building of a tool designed to lift and move the 12-ton core of an aircraft engine, which was engineered by Tata Technologies on behalf of an aerospace OEM. It showcased the integration of mechanical, hydraulic and electrical mechanisms.

Q: Is there one Jendamarck project that stands out in your mind and why?

A: Programme that instantly comes to mind is the tooling required for building and stripping of an aircraft engine – delivering 51 tools in 20 weeks. These tools are massive, ranging from two to 12 metres in size. JMKT met the prerequisite quality parameters, certifications and critical timelines, developed testing facilities and delivered to South East Asia, which was a completely new area for them.

Q: What is it about Jendamarck's service and technical abilities that sets them apart from their competitors?

A: The JMKT team has added value to each project in a number of ways, including technical and commercial knowledge, a skilled resource pool, and global supplier base. An excellent team effort, the willingness to execute the most simple or complex project, and commitment to deliver set JMKT apart.



Rohan Shirude



AS9100 CERTIFIED

- Critical raw material sourcing capability
- Welding certifications for steel and aluminium
- Complex fabrication and machining capability
- Necessary inspection equipment including laser tracker and coordinate measuring machine.



RIGHT: Nimesh Desai (second from right) receives the award from TASL representatives.

BELOW: Examples of aerospace tooling supplied by Jendamarck Techcellency.

Award-winning service

In February, Jendamarck Techcellency received a Quality Performance Appreciation Award from Tata Advanced Systems Limited in Hyderabad.

Accepting the award on behalf of JMKT, managing director Nimesh Desai said it belonged to each and every person who contributed to the growth of the company.

"It is said that 'with great power comes great responsibility'. This award has not only given us major recognition and pride, but has also added much to our responsibilities."



GLOBAL family gathering

It was a once-in-a-lifetime opportunity in December last year when all the directors of the Jendamarck Group and their families gathered in India for a “family celebration”.

Drawn together by the wedding of Jendamarck Techcellency’s Meet Desai, the South African members of the Jendamarck family took time out from a busy week of festivities to visit the Pune plant on December 5.

Jendamarck Techcellency employees had a unique chance to greet the family members of their management team with a warm welcome and demonstrate the renowned Indian hospitality.



The visitors spent an informative afternoon touring the facility, meeting the local staff and seeing how the Jendamarck brand is represented in India.

This was a first for the Group and an important moment for the directors’ families, as they were acknowledged for the sacrifices they made in helping their loved ones to grow the company.

The family members were presented with bouquets and mementos before leaving their own parting words of inspiration on a message board that will be framed and hung in the factory to mark their visit. 



“Feels like home away from home. Thank you.”
Yanesh Naidoo

“Thank you for a wonderful, warm and welcoming visit! All the very best.”
Angela van Zyl

“As always, it is a pleasure to visit JMKT. Thank you for the excellent work and fantastic welcome.”
Quinton Uren

“I am sooooo proud of everyone at JMKT! Global welcome and presence!”
Dominique McQueen

Streamlining our structures

Rapid growth in both its Indian and South African operations has seen the Jendamarck Group leaning its structures to ensure a swift and effective response to client needs.

LEAN

At head office in South Africa, Group sales and design director Yanesh Naidoo is now supported by two heads of department – Johan Labuschagne for powertrain assembly systems and Ryan Anthony for catalytic converter assembly.

They are in turn supported by key account managers who ensure that Jendamarck customers get the best service possible.

With the business’s key focus areas in experienced hands, this allows Naidoo to concentrate on the future of the business by securing strategic projects and driving Jendamarck’s research and development programme.

In India, Jendamarck Techcellency’s overarching company structure and business processes have been overhauled and streamlined for maximum efficiency.

Four senior managers now head up the sales, manufacturing, project management and finance departments respectively, which have been distilled from a dozen former reporting structures.

This, says global sales manager Himanshu Jadhav, has improved interdepartmental communications and productivity.

“A senior person is now designated to take responsibility for each link in the chain and handles any issues or challenges as they arise. Decision-making is also faster and more effective.”

Jadhav says the new structures also provide space for JMKT managing director Nimesh Desai to focus on spearheading the company’s expansion and driving the development of its new premises (see *Upfront section on page 2*). 

“Moving towards leaner management”



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