

**Long Path of INNOVATIONS - From Yesterday till TODAY**

<b>1996</b>	<b>First Innovation started in 1996</b>	<p>Developed another equipment, for General Motors , which combined several operations. Recognised by General Motors on record that this is for the First time in the Industry, world wide. ( Application - Shock Absorbers )</p>	<p>It is a First for Delphi to Shoot and crimp in the same operation , and we think it may be a FIRST within the industry world wide</p> <p>We will certainly let all our plants in America &amp; Europe know of the success we have experienced.</p> <p style="text-align: right;"><i>M.C.A. CROWE - Mfg. Manager</i></p>

<b>1998</b>	<b>Second Important in 1998</b>	<p>Made a Special Machine for General Motors , which eliminated the need of 4 Machines &amp; 4 Operators. Needed 25% Power , 25% Floor Space , produced more accurate parts at higher Speed and at much cheaper cost. ( Car Power Brakes )</p>	<p>It was a very successful period, with the most complex machine we have purchased in India working first time.</p> <p>What your company has achieved is remarkable</p> <p style="text-align: right;"><i>Barry Smith - Team Leader</i></p>

	DESCRIPTION	GENERAL MOTORS TECHNOLOGY	RAMANI's TECHNOLOGY
<b>Analysis &amp; Comparison of INNOVATION</b>	No. of Machines required	4 sets	1 Set
	No. of Operators	4 Nos.	1 No.
	Electrical Energy	40 Kw	10 Kw
	Floor Space Required	4	1
	Material Handling	100%	50%
	Cost of Set of Machines	100	40
	Production Rate	70 Sec. / Pc.	28 Sec. / Pc.
	Quality of Products	Standard	Better, due to No Shifting from Machine to Machine
<b>Remarks</b>		Since last 15 years, in Several countries , General Motors was using Set of 4 Machines for same process	Ramani developed a Single Machine using 100% of their own Technology
		General Motors never believed that such a Machine can be developed. Hence they decided to Order other 4 machines also as a back up.	But Ramani proved them wrong & very successfully developed the Single machine suitable for all the Operations with better Performance.

<b>2006</b>	Further we have also received other complicated machines , such as Shoe Seggregation Machine and Wire Winding Machine , the designs of which are highly <b>INNOVATIVE and UNIQUE</b> in their class.	<i>M. K. PURI - Executive Vice President - SUBROS</i>
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<b>2015</b>	We purchased the complete First Line machines from Ramani for Assembly & Testing of Hydraulic Brake Power Boosters for Cars. Now after checking full performance of this line , we received the Complete Second Line of 18 Machines in June'2015. It is a great pleasure for us that for our Assembly & Testing shop , all 100 % Machines have been designed & manufactured by RAMANI , which are working perfectly. This is a perfect example of – MAKE IN INDIA -	<i>Toshitaka Suga - Managing Director - ADVICS - Toyota Grp.</i>
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<b>2017</b>	The equipments & Machines developed by Ramani are really INNOVATIVE in their class. This is really - Make In India - for the world.	<i>Andrzej Pokrywa - DENSO MARSTON LTD. - UK</i>
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<b>Today</b>	<b>There are so many as above &amp; it Continues as our favourite Business</b>	
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23rd April, 1999

Mr. H.O. Verma  
Ramani Engineering Technologies

140, Industrial Area, Phase - II, Panchkula - 134 108

Dear Mr. Verma:

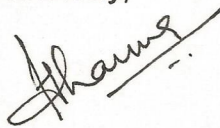
This has reference to the machines and equipment supplied by you to our company. I take pleasure in informing you that all the machines supplied by you are working satisfactorily. These machines were made at your factory as import substitutions that I could term it as very successful inspite of initial apprehensions for developing it in India.

Your approach during the development phase of these machines had been very optimistic despite having cost escalations at the later stage that you absorbed at your end.

I would also like to congratulate you for designing and manufacturing the All point combined crimping machine, which combined two operations into one machine with the flexibility of multiple models. I can say that this experiment was successful for the first time in Delphi worldwide that eliminated the need of four different machines. Now we are getting inquiries from other General Motors Plants in the world for this machine.

I wish you success in all your future endeavors and look forward for continued association with you for our future requirements

Sincerely,



Himanshu Sharma  
Manufacturing Engineer



ROMI MAKKAR, university student

**"The rash move will only put the students into trouble. I don't think there was any such demand from the employees. The government should use their minds over better things."**

RINKU ROY, college student

**"The government will save a lot of money as neither there would be retirements in the next couple of years nor would the government be required to pay the gratuity and other funds to all those employees. We were expecting such a decision."**



A.K. SAINI, Govt employee

Johal, alias Kavi, fired at him with a revolver, injuring him in the left shoulder.

"Three boys came here to eat. Soon, they were joined by another, who began abusing

deep Singh for dinner

"He (Johal) came there and began abusing and threatening me. Then he left the place and came back later and before I could understand anything he

## Fire breaks out in Sec 35 hotel

EXPRESS NEWS SERVICE  
CHANDIGARH, MAY 13

A FIRE broke out in Hotel Heritage in Sector 35 in the early hours of the morning, here today.

The accident occurred due to short circuit of an air conditioner in one of the rooms of the hotel..

Giving details, chief fire officer Darshan Singh said that two fire fighting vehicles were rushed to the spot and within 10 minutes the fire had been controlled.

There was no loss of life or property. The fire fighting team also rescued two people who were trapped in a room.

# Panchkula innovation, global use

EXPRESS NEWS SERVICE  
PANCHKULA, MAY 13

A PANCHKULA manufacturer has made it big, successfully producing and supplying auto part machines to Delphi - a 100 per cent owned subsidiary of General Motors, USA.

The new all-purpose crimping machine which has been manufactured by Hari Om Verma, a local entrepreneur, is the first of its kind and seeks to combine different operations which were earlier performed by four separate machines.

Delphi has acknowledged the innovation terming it as "remarkable" and is now planning to posit the machine in its plants worldwide for performing the assembling and crimping operations for power boosters of car brakes.

According to Verma, his innovation replaces those which were imported from Korea, and the Noida plant will use the machine for its Cielo car as well as the M100,



Hari Om Verma with his innovation . Express photo by Swadesh Talwar

which it proposes to launch.

The story began when he took the job of manufacturing traditional crimping machines for Delphi. After an initial study, he proposed that he could design a single machine which could combine the two ma-

chine is ready for dispatch in a day, and would be operational within a fortnight. Verma is now waiting for the day when his Panchkula manufactured machine makes it to General Motor plant throughout the globe.

chines presently used for assembly and crimping. "The proposal was greeted with a sneer with people suggesting that they had been working on the project for 15 years without any success."

However, after four months, the product was ready. But Delphi did not take chances, and along with Verma's product they also asked him to manufacture the traditional machines as a backup.

Verma still has not applied for a patent, "I never had the time for it". The

**Mr. H. O. VERMA**  
Managing Director

Date -9/03/2006

**M/s Ramani Automation Systems (P) Ltd.**  
Plot No. 140, Industrial Area, Phase - II  
PANCHKULA - 134113  
(Haryana)

Dear Mr. Verma,

On behalf of SUBROS Ltd., I would like to extend very warm thank you for all the hard work & efforts you have put in, during last 2 years of working with us.

All the equipments that you have designed, manufactured and supplied to us have been found to be as good as any other equipments we have imported from Japan. We are highly pleased having received the Compressor Testing Machines from your company, which are the most complex Machines and needing very high level of accuracy and repeatability.. The Quality and Workmanship has been found to be of highest international standards.

Further we have also received other complicated machines, such as Shoe Segregation Machine and Wire Winding Machine, designs of which are highly **INNOVATIVE** and unique in their class,

We all appreciate the hard work, sincere efforts & quickest possible service response that Ramani staff have put into our projects and we hope to have a long term relationship and business association with your company. My team of Senior Officers, Managers and Engineers join me in wishing you all the best in future and for the future growth of your company.

Signed

*M. K. Puri*

M.K.Puri  
Executive Vice President



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Regd. Office Phone : 23414946 - 49 Fax : 011 - 23414945 Website : [www.subros.com](http://www.subros.com)  
Factory : B-188 & C-51, Phase-II, Noida - 201304, P.O. NEPZ, Distt. Gautambudh Nagar (U.P.) (India)  
Phone : 0120-2562226, 2460135 Fax : 0120-2562783  
Service Centre : C-9, Sector-I, Phase-I, Noida, Distt. Gautambudh Nagar (U.P.) Ph.: 0120-2521888, 2551017

# DELPHI

Chassis Systems



Date: 21 Feb 1998

Sheet 1 of 1

<b>To</b>	<b>Mr H.O.Verma</b> <b>Ramani Engineering</b> <b>Technologies</b> <b>Panchkula</b>	<b>From</b>	<b>Barry Smith</b> <b>Delphi Chassis Systems</b> <b>Plot No 22, Sector 18</b> <b>Gurgaon 122 001</b> <b>India</b>
<b>Tel</b>	<b>0172 570105</b>	<b>Tel</b>	<b>00 91 124 347380-7</b>
<b>Fax</b>	<b>0172 571971</b>	<b>Mobile</b>	<b>00 91 98 100 16041</b>
		<b>Fax</b>	<b>00 91 124 340403</b>

Dear Sir,

After the meeting at your works, yesterday 20 Feb, I would like to record Delphi thanks for the professional way your company has tackled the project. Our equipment was on a very short lead time.

The equipment that was offered for sign off was as good as any other equipment that Delphi has received from Korea, France and Japan. Your company's attention to detail was a pleasant surprise, as our experience to date with other Indian Suppliers has given both my company and myself extensive problems. In ALL cases the delivery promises have not been maintained and the quality of the workmanship has been very poor. The safety standards which your machine has meet and surpass the stringent Delphi World Safety requirements.

As I stated at the meeting, I have recommended your company be placed on the Delphi Global Purchasing listing for ANY special purpose machines which may be required within India and also by Delphi's other facilities across the world.

Thanking you again for all your efforts, and I look foreward to seeing you shortly to sign off our other equipment.

Regards

**Barry Smith.**

**Team Leader, Assembly Operations**

# DELPHI

AUTOMOTIVE SUSPENSION DIVISION

INDIA PROJECT  
PLOT No: 22 SECTOR 18,  
GURGAON 122-001  
HARYANA INDIA

TELEPHONE: (91) 124. 347308-07  
FAX No: (91) 124. 340403



**LETTER**

Dated 01.11.1997

**TO: RAMANI ENGINEERING TECHNOLOGIES  
140, INDUSTRIAL AREA PHASE II  
PANCHKULA 134108**

**F.A.O. Mr H.C.VERMA**

**SIR,**

**I WISH TO CONVEY MY SINCERE THANKS FOR YOUR PART IN THE DESIGN AND MANUFACTURE OF THE TWO VERY SUCCESSFUL AUTOMATIC SHOOTING AND CRIMPING MACHINES PRODUCED BY YOU IN CHANDIGARH.**

**IT IS A FIRST FOR DELPHI TO SHOOT AND CRIMP IN THE SAME OPERATION, AND WE THINK IT MAY BE A FIRST WITHIN THE INDUSTRY WORLD WIDE.**

**WE SHALL CERTAINLY LET ALL OUR PLANTS IN AMERICA AND EUROPE KNOW OF THE SUCCESS WE HAVE EXPERIENCED. WE ALL APPRECIATE THE EFFORTS THAT THE RAMANI STAFF HAVE PUT INTO THIS PROJECT AND WE HOPE TO BE PLACING MORE BUSINESS WITH YOU IN THE NOT TO DISTANT FUTURE.**

**WE HAVE ONE RESERVATION TO THE AMOUNT OF BUSINESS WE FEEL YOU CAN EFFICIENTLY HANDLE IN THE PREMISES YOU PRESENTLY OCCUPY AND WOULD SUGGEST THAT YOU SERIOUSLY CONSIDER EXPANDING YOUR FACILITY. WE HAVE SOME LARGER MACHINES WE WOULD LIKE YOU TO BUILD FOR THE NEXT PHASE OF OUR PROJECT STARTING IN THE SECOND QUARTER 1998.**

**THANKING YOU ONCE AGAIN FOR ALL YOUR EFFORTS, I LOOK FORWARD TO A LONG TERM RELATIONSHIP WITH YOUR VERY COMPETENT COMPANY.**

**YOURS SINCERELY**

**M.C.A. CROWE  
Manufacturing engineer.**

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Date: 29 April 1998

Sheet 1 of 1

<b>To</b> Mr H.O.Verma Ramani	<b>From</b> Barry Smith Delphi Chassis Systems Plot No3, Sector 41. Greater Noida Ind. Dev Area Disst. Gautam Budh Nagar 203 207 U.P India
<b>Tel</b>	<b>Tel</b> 00 91 118 561381/2
<b>Fax</b> 0172 603732	<b>Mobile</b> 00 91 98 100 16041
	<b>Fax</b> 00 91 118 561383

Dear Sir,

Reference the Two Crimping Machines.

Further to the visit of your company by Himanshu, Jacob and myself, this last weekend. It was a very successful period, with the most complex machine we have purchased in India working first time.

When you consider that this machine was only a proposal last July, and the detailed design work was not even started till after the Purchase Order was placed in August, what your company has achieved is remarkable.

The trials last weekend, showed that the attention to detail that your company had taken with this and your other machines gives me great confidence in proposing your company for further machines both within India and for our other divisions throughout the world.

Thanking you and your staff for all their efforts.

Talk to you soon.

Regards

Barry Smith.

Team Leader (Assembly Operations)