

"In India, the adoption of robots is set to increase"

At this year's Hannover Messe 2019 trade fair, Yaskawa showcased prototype of a new and larger Motoman HC20 collaborative robot (cobot), which would hit the Indian market in near future. For small and medium enterprises (SMEs), industrial robots & cobots are expected to play an increasingly important role in new areas of production, processing and handling in the future. SMEs, within the automotive sector, will be responsible for the explosive cobot growth going forward, says **Ajay Gurjar**, Deputy COO & Head of Business Operations, Yaskawa India (Robotic Division), in this interview.

How are you serving Indian automotive industry with your robotic solutions?

YASKAWA started its journey in India with the business of PLC in 1980 and AC drives in 1990 and steadily expanded its robotics applications presence since 2005, to accommodate growing customer needs. Today, our operations span the length and breadth of the country, and India remains a central hub for our future goals, which is headed by a dynamic team.

Robotic solutions that we offer to Indian automotive industry have core strengths majorly in applications like arc welding, spot welding, handling, pick, pack & palletizing, foundry & forging, painting and many more.

With over 175 robotic variants, we have been able to successfully integrate over 5,500 installations in both general production lines and specific process cells to serve our customers better. Consequently, our installations have been hugely successful across industries.

We serve big players in automotive segment, to name a few Bajaj Auto, TVS, Hyundai, KIA Motors, Suzuki motorcycles, Maruti Suzuki, Toyota, Renault Nissan, Honda and several others along with their tier 1 and tier 2 suppliers.

How is demand for your cobots from OEMs and auto component makers in India?



We offer Yaskawa Human Collaborative Robot 10 (HC10) a new generation of robotics that is capable, affordable, versatile, easy to use and built with the industrial strength for which Yaskawa is known. These robots are for customers looking for easy automation which means an industrial robot to automate tasks that require it to work in close proximity to humans. Recently in Hannover Messe 2019, prototype of a new and larger Motoman HC20 collaborative robot was showcased which would hit the Indian market as well in near future.

In India, the adoption of robots has been slow in comparison to Japan, the US and Europe. However, with more companies investing in automation of assembly lines, the levels are set to increase. The awareness is

increasing and we have started getting breakthrough in Cobots but there is still a long way to go.

Why OEMs and auto component makers are opting for robots?

In today's time, one of the key sectors contributing towards the GDP of the country is the automotive manufacturing segment that has been steadily growing in the industrial automation domain as a role model for the other industries.

The body shops, paint shops, powertrain and assembly lines in automotive industry demands efficiency, flexibility and precision. Hence, many OEMs and auto component manufacturers are opting for upgraded software based technology robots in their facilities and showcasing how automation should be utilised to scale up the value chain and achieve zero-defects manufacturing with increase in productivity, reduce cycle time and produce high quality products.

There is also the matter of safety. Functions like roof laser welding are hazardous for humans. Robots also help carmakers to reduce wastage and save costs. In the sealant application area, only the right amount of material gets used because of automation.

Are you seeing a rise in demand for your robots and cobots from SMEs in auto industry?

Every year SMEs demand for our

robots is increasing. For small and medium-sized enterprises, in particular, industrial robots & cobots will play an increasingly important role in new areas of production, processing and handling in the future.

The automotive sector is the current mainstay of robotics; small-to-medium businesses (SMBs) within this sector will be responsible for the explosive cobot growth going forward.

SMBs are driving the increased demand for robots, as Yaskawa provide solutions that allow for a more flexible kind of manufacturing that makes no assumptions as to volume levels or types of products being manufactured.

What are your plans to further tap the Indian automotive industry for your robotic solutions?

In-line with the rapid change in product variants, Yaskawa outlook is to make available highly flexible

robot technologies and automation solutions to its OEMs, system integrators and tier 1 & tier 2 suppliers and meet consumers' expectations for customisation and drive continuous product innovation while consistently lowering costs. The key for Yaskawa to achieve profitable success and market leadership is the amalgamation of innovation, diversification and dynamism.

We have over 25 years of experience in innovative welding automation. With our comprehensive line of arc welding robots, integrated power sources, torches and peripherals, and our extensive family of fully integrated ArcWorld welding cells, we provide building block solutions that are simple to integrate and operate.

While the automotive market is demanding high speed welding technology and ultra-low spatter welding, Yaskawa is offering MOTOPAC WL 300 Plus. In our servo

torch, we have Sigma 7 series servo motor which makes high speed and synchronous welding wire feed control possible. We are also offering new series of handling robots ranging from 500 gm to 600 kg payload which will find varieties of application in automotive industry.

Having said that to serve its customers with best possible solutions and reduce proximity, Yaskawa India has expansion plans for the advanced state-of-the-art facility to be near to its customers. Yaskawa has the robust capabilities to strengthen the market reach with diverse nature of marketing activities and also to develop skills in workforce and future generation.

Yaskawa has indeed identified the challenges that will be faced by the automotive industry over the next few years, with a deep thoughtfulness of its customers' requirements and developing ideas to meet them.



NEWS SNIPPET

Yaskawa India marks its presence at IESS 2019

Yaskawa India Robotics' system integrator Axis Global Institute of Industrial Training (AGIIT), Chennai, participated at the recently held International Engineering Sourcing Show 2019 (IESS 2019) as a step forward to strengthen its engineering business internationally.

AGIIT exhibited its competencies and showed Yaskawa product range, specifically to mention Yaskawa Robot AR 1440 with 350A power source acted as a show stopper at the stall and gathered a decent footfall of prospective customers from Indian and international markets.

IESS 2019, organised by EEPC India at Chennai Trade Centre, witnessed the participation of around 400 exhibitors, 500 overseas buyers and 10,000 trade buyers with partnered country Malaysia. Since Malaysia and India are moving towards a technology driven automotive industry equipped with shared mobility, connectivity, electrification and autonomous driving, this is the most appropriate time for Malaysia Automotive, Robotics and IoT Institute (MARii) to identify and transform the country's automotive companies towards achieving Industry 4.0-ready status through the industry4WRD Readiness Assessment (RA) and Invention Program (IP).

Ajay Gurjar, Dy COO, Yaskawa India (Robotic Division), along with R Rajesh, AGM Sales (South Region), marked their presence at the event and inaugurated the stall of its system integrator, Axis Global Institute of Industrial Training, built in the indoor area.



Looking at the visitors' response during the event, Ajay Gurjar shared his thoughts, "Over the last few years, many Indian MSMEs have successfully raised their standards to the global level, with respect to which India is today teeming up with opportunities to export their highly innovative products and machinery to other countries, at a competitive price."

He added, "At the same time, several countries are very well aware of the technology levels available in India and the high skill level of Indian manufacturer that emerging their interest to invest in the Indian market and are keen to be part of the process of rapid development of India. It also supports the skill development initiative of Government of India. We as a robotic company are ready to support our system integrators to cater international market and enhance the business opportunities."

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