

ACTian

Issue no.: 6

Editor's Note:



Welcome to the 6th edition of

ACTian

(Apr 2019 to Jul 2019)

I am happy to bring together the 6th edition of ACTian.

Our MD envisages his 'Vision 2025' for ACT and it is imperative that we as ACTians support his vision steadfastly and make him proud!

Thank you for your enthusiasm and continue to share your ideas and feedback for future editions to yuktha@actind.com

- Yuktha Siddarth

MD pens...

I am happy to share 'MY VISION 2025' through ACTian. To begin with, I would want ACT's target turnover to reach 500 cr by 2025. More verticals are being evaluated and added to help achieve this goal. The reputation that we have built does attract world renowned knowledge providers to consider us as partners.

I would like to bring you all abreast with some of new business initiatives we would be getting into.



We have tied up with an Australian company, Liberty Industrial renowned for demolition, deconstruction and remediation. In this new venture, demolition would constitute only 5% of the work, the rest would be Deconstruction and Remediation. Deconstruction is breaking down of the debris created after demolition, identification of hazardous materials that get disposed of in a factory or plant, separate it, remove the residue chemicals or harmful matter, neutralise it and dispose it in an eco-friendly manner. Remediation entails treating the soil and polluted ground water to make the ground cultivable. To enter into this business, we need to work with a group of experts; chemists, botanists, biologists and environmentalists. We are happy to partner with Liberty Industrial to bring this concept to India, give back to Mother Earth and to the coming generations. This is ACT's contribution to a greener Earth. <https://youtu.be/J77r07IHKD8>

Flooding of many major Indian cities is becoming a common factor now. Scientists have predicted Sea water level to rise by one metre and coastal cities are most likely going to be affected by the floods in the near future. It has been on my mind to enter the water management field for a while. ACT is likely to tie up with BBA Pumps, Netherlands who are renowned water management experts; trading with large capacity pumps. Some of the high capacity pumps are powered by VOLVO PENTA engines.

Indian infrastructure is booming now. Airports are being expanded / reconditioned to prepare for larger passenger aircrafts and heavier defence aircrafts. One of the key areas of the work for them would be to better the concrete in the runways and aprons. Antigo is an American company who are patented license holders that specialise in rubblization; recycling of concrete roads and runways without removing the existing top layer. We would be their sole representatives in India.

Our challenge is identifying and retaining relevant quantity and quality of human capital to convert these initiatives into sustainable business units. I am confident that I can rely on all ACTians to be of great support to achieve my vision.

Mohan Ramanathan

Designs: Elite Creative

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What's New(s)

VOLVO Operators meet - Coimbatore, T. Nadu, June 11



VOLVO Operators meet was conducted at Coimbatore on the 11th of June. Mr. Pasha Khader & Mr. Siddappa (Trainers from VOLVO) conducted programs that benefitted the 70 participants. Mr. Satish Mudgal, Regional Manager, represented Volvo HQ. Mr. A. Sasikumar - Service Manager & Mr. K. Sridhar - Parts Manager represented ACT.

VOLVO Operators meet - Palakkad, Kerala, June 13



Operators meet conducted by PACT Thrissur branch, Mr. Srikanth - Regional Manager, Mr. Khadher Pasha - Operator Trainer, Mr. Siddhappa - Operator Trainer from Volvo addressed the operators.

Total attendance of the meet was around 80.

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What's New(s)

VOLVO Operators meet - Trivandrum, Kerala, June 20



Operator meet conducted by PACT Trivandrum branch, Mr. Ravi Sankar - Product Manager, Mr. Raghu Naik - Regional Manager (India, Paver), Mr. Hajee K - Paver Specialist, Mr. Sujimon - Operator Trainer from Volvo addressed the operators.

Total attendance of the meet was around 150.

Farewell - Mr. SHARATH!

Mr. Sharath, was heading EPIROC's Chennai Region as Regional Manager handling Tamilnadu, Kerala, Karnataka and Sri Lanka based out of Chennai. He has decided to further his career taking opportunity outside EPIROC. He had been of tremendous support to us during his stint with EPIROC. We wish him all the very best for this future endeavours.



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What's New(s)



A total of 15 machines deployed on rental at Ashok Leyland & Mobis -
Forklifts, reach stacker and counter balanced stacker



Ultrafloor completes its first project of 480 sq. mtrs. on Stamped Concrete @ Reflections by
Olympia Merlin Group...

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ACT's pride



Mr. M. Govindaraj, Field Support Supervisor, Coimbatore has been recognised and felicitated for his excellent service and relationship with ACC Cements, Madukkarai. ACC had expressed their appreciation to VOLVO about the support rendered by Govindaraj. VOLVO in turn recognised Govindaraj's contribution during the **Cement Conclave** event conducted by them in Bangalore. Congratulations to Mr. Govindaraj, continue to keep up the great work!



**CHS -
Prabheesh K. P.**

(Advanced Construction
Technologies Private Limited)

Prabheesh has scored the highest in parts sales in Kerala and has exceeded his pro rata target for Q1 2019. With the right attitude and dedication towards his assigned job and sound technical knowledge, he has maintained good customer relations and earned loyalty for Epiroc. We are proud of Prabheesh and trust that his performance will remain consistent for both ACT and Epiroc.

Outperformer in Q1 - All India level: Appreciation received by Mr. Prabheesh from EPIROC

Mr. Prabheesh (Service Engineer, ACT EPIROC Division - Kerala) has received appreciation from EPIROC for achieving highest value in parts sales, across India; he was recognised and acknowledged in the BOOSTER (In house publication of EPIROC).

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Important visitors at our facility



Mr. Dimitrov Krishnan - Vice President VOLVO
CE visits our Calicut branch, June 1st



A Team from Volvo Singapore & Korea visited our office on 12th June:
R. Ramarajan - Director Product Marketing, Excavator; Anthony Farmer - Platform Director, Medium Excavator; Lim Jihwan - Product Manager; Yang Hakyong, Director Excavator Medium Platform; Park Nokha - Manager Engine P&C - Exc Korea; Mr. Anand Bhandarkar - Product Support Manager, Excavator; Mr. Pradeep Abraham, Zonal Manager

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Important visitors at our facility



SDLG team from China Mr. Jackie Sun, Region Manager - Asia & Pacific and Mr. Fang Xiangbo, India Sales Manager along with R. Sathyanarayanan, Product & Business Development Manager for SDLG, visited our office on 1st April.



Mr. V. Chandrashekar - Director Retail, VOLVO Bangalore, visited our Cochin office on 15th May 2019

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Important visitors at our facility



Ms. Oljemark Anna, PENTA VP HR Region International visits ACT's facility @ Kuthambakkam! Mr. Sethumadhavan, Director Industrial Business & Mr. Marilingappa, Director Aftersales & Customer Support were also present.



Dr. John Anderson, President, Tigerbrain Engineering Inc; visited ACT to evaluate if ACT could partner with their associate company Antigo. His report was positive and subsequently ANTIGO and ACT have entered into an agreement wherein ACT will be the authorised representative of ANTIGO in India to execute their patented Rubbilization technology.



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Customer Engagement Initiatives

ACT's Van Campaign organized by EPIROC team in Kerala



ACT started its maiden van campaign program in Kerala and covered two districts, Palakkad & Malappuram from 19th June 2019 to 21st June 2019



ACT's Van Campaign organized by VOLVO team in Tamil Nadu



ACT's maiden Van Campaign - Parts on Wheels covered - Salem & Coimbatore branches in Tamil Nadu

Total Customers Visited – 12
Total Area covered – 550 km

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Refurbished...



Tirunelveli facility new branding



Karur facility new branding

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ACTians share their happiness and pride



Sumesh Padoli (Aftermarket Head, ACT-Kerala) taking Delivery of his new Car



Kiran Basu B (Asst: Service Manager - PACT), taking Delivery of his new Car



Ananthakrishnan, Son of Mr. Krishna Das, Assist. Service Manager, ACT won GOLD MEDAL in sub junior boxing championship in Kerala State level

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Relaxation Corner (Jokes & Miscellany)

Paraprosdokians

Paraprosdokians are figures of speech in which the latter part of a sentence or phrase is surprising or unexpected & is frequently humorous.

1. Where there's a will, I want to be in it.
 2. The last thing I want to do is hurt you.... but it's still on my list.
 3. Since light travels faster than sound, some people appear bright until you hear them speak.
 4. If I agreed with you, we'd both be wrong.
 5. We never really grow up.... we only learn how to act in public.
 6. War does not determine who is right, only who is left.
 7. Knowledge is knowing a tomato is a fruit. Wisdom is not putting it in a fruit salad.
 8. To steal ideas from one person is plagiarism. To steal from many is research.
 9. I didn't say it was your fault, I said I was blaming you.
 10. You do not need a parachute to skydive. You only need a parachute to skydive twice.
 11. I used to be indecisive, but now I'm not so sure.
 12. To be sure of hitting the target, shoot first & call whatever you hit the target.
 13. Going to church doesn't make you a Christian, any more than standing in a garage makes you a car.
 14. You're never too old to learn something stupid.
 15. I'm supposed to respect my elders, but it's getting harder & harder for me to find one now.
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Two boys were arguing when the teacher entered the room.

The teacher says, "Why are you arguing?"

One boy answers, "We found a ten dollar bill and decided to give it to whoever tells the biggest lie."

"You should be ashamed of yourselves," said the teacher, "When I was your age I didn't even know what a lie was."

The boys gave the ten dollars to the teacher.

The girl is on her final question for 5 crore on kbc, and has one lifeline left 'phone a friend'

the question was

"Which bird does not make a nest?"

- 1 Sparrow
- 2 Swallow
- 3 Blackbird
- 4 Cuckoo

The girl is not sure, so she calls her boyfriend.

He answers, "stupid, it's obviously a cuckoo, 100%", and the girl wins.

Later the girl calls her boyfriend, "how the hell did you know that? i must say you've got more brains than i credit you for!"

and the sweet thing replies: "well, you idiot, a cuckoo lives in a clock na!"

"the girl is still in coma"