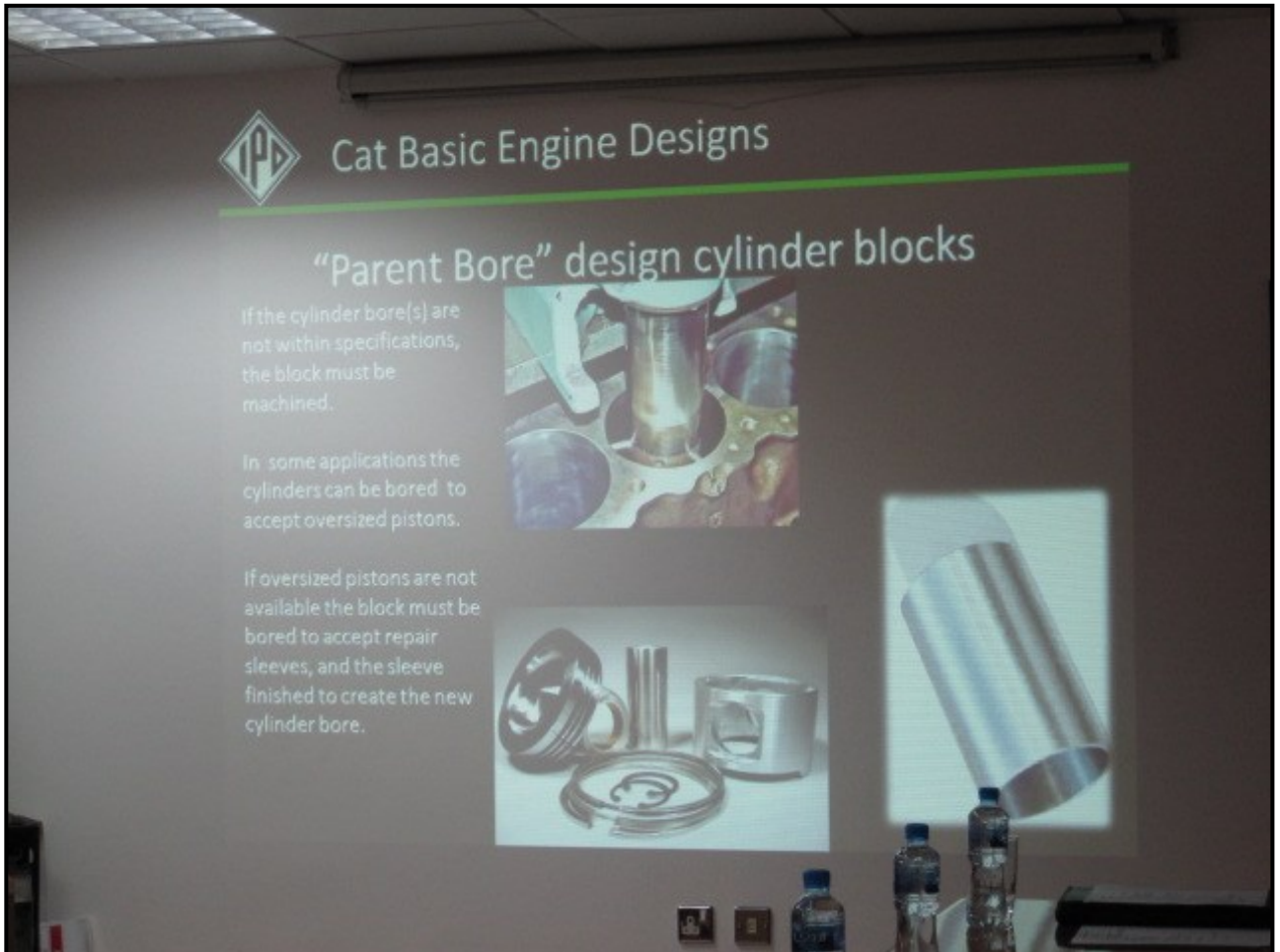




THE IPD SEMINAR !



The second week of December saw most of my colleagues making a bee-line to the Training Facility

at the **DAHBASHI** Corporate Headquarters for a training session organized by Industrial Parts

Depot's **Steve Scott** on the company's products. Not only did everyone involved with sales and

service in the various **DAHBASHI** branches and departments in the U.A.E. attend, we also had full attendance of the managers from the joint venture territories in the G.C.C. countries.

Coming from a filtration background, I did not have much of a clue about the **IPD** brand of after-market engine parts; hence it was a major learning day for me.

The day kick-started with an introduction of **Steve Scott** and **Ahmed Hassan** : the former currently

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enjoys the position of Director of Product Development and Technical Support while **Ahmed** is the Regional Manager for the Middle East and Africa.

Steve started the proceedings with a brief history of the company. Set up in 1955, **IPD** has been involved in heavy-duty diesel and natural gas engine repair parts for Caterpillar, Cummins,

Steve began with a brief familiarization tour of the different types of engines and the parts **IPD** manufactures for them. As mentioned above, **IPD's** main em-



Detroit Diesel and Waukesha Engines. Going forward however, its focus will be on its product line of engine parts for Caterpillar Engines.

Each of the above product groups were dealt with at length. The underlying theme of the morning session was the heavy emphasis that **IPD** lays on quality and

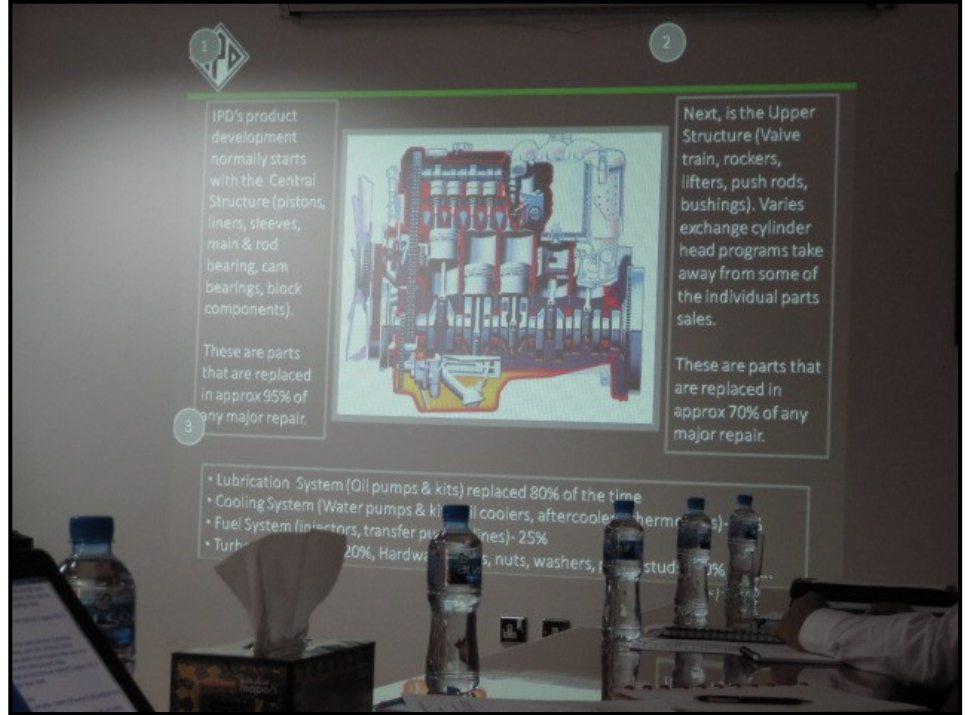
phasis now is on the manufacture of pistons, cylinder liners, piston rings, engine bearings, valve train and gaskets for Caterpillar Engines.





how each of its products has quality written all over it, be it in the quality of materials used for manufacture; the strict quality control followed during each step of the manufacturing and machining process and the final quality check before the products leave the factories.

At **IPD**, the fact that each piece of heavy equipment / engine presents a high level of investment as well as a source of revenue for the owner is not taken lightly. Recognizing the



importance of repairing engines with quality products very early in the game has helped **IPD** attain a position at the very top of the list of after-market parts suppliers.

The afternoon session was a bit more technical as Steve delved deeper into each product group.

This was followed by a very interesting hour on failure analysis. For me this part of the training was most engrossing as Steve took up some actual examples of engine breakdown and failures and the steps that were followed to analyse the different cases in the minutest

details.

The training closed with a brief on how to select the parts for a particular application from **IPD's** e-catalogue and the website.

I am sure we all learnt something from the day-long session. There was something in it for everybody; if each has retained even 50 % of everything that was presented, we will be that much richer and can use the knowledge to good effect in the field.

I will take this opportunity to thank Steve and Ahmed for taking time out from their busy schedules to come down and conduct the training.

Kudos are also due to **DAHABASHI ENGINEERING** and **IPD** in making it happen.

We now have to do our part in our respective territories and "make it really happen !"

Achaiah Vaterira
Sales Manager, Spare Parts Division



THE INTERPART INVASION !



The beginning of the year saw the arrival of a trio of distinguished guests from **INTERPART U.K. LIMITED**, a company dedicatedly involved in the sourcing and supply of quality after-market parts for **JCB** construction equipment since **1975**.

We had the good fortune of welcoming **DAVID WATSON, DAVID LOMAS** and **RICHARD WATSON**; while the two

Dauids have visited us several times over the years of our association, it was **Richard's** first official visit.

Sporting a healthy inventory of **5000+** line items and a distributor network that spans more than **70** countries and six continents, Interpart is a well-established player on a global scale.

For the past several years,

DAHBASHI ENGINEERING has had the distinction of being its top international distributor. We are extremely proud of the achievement and will continue working extremely hard towards maintaining our top ranking.

It was indeed a pleasure and a privilege to have the trio with us. We thoroughly enjoyed their visit and hope they had a great time too !

March birthdays 2014!

April birthdays 2014!

Mustansar Murtaza Baig DXBSALES 02/03	Afreen Bi Aga ADMIN 15/03
Saha Alam SERVICE 02/03	Sha Alam HR 15/03
Huzefa Yasoob Ali MIS 03/03	Antonette Cabus Pesino HR 17/03
Mani Kumar Sunar SHJBRH 04/03	Mohammad Shaadab SERVICE 20/03
Mohamed Shafeeq T. DXBSALES 07/03	Deepak B.K. HR 21/03
Nandakumar Kumbalakuzhi SERVICE 08/03	Hemanta Bandara H. M. SERVICE 24/03
Purna Lal B.K. SERVICE 10/03	Rupert Anthony O. James MHD 25/03
Abdul Ghafoor ADHBRH 11/03	Mohammed Yousuf D. SERVICE 26/03
Thagendra Bahadur Sunar MHD 12/03	Durga Bahadur Sunar ADMIN 28/03
Bom Bahadur Sunar MZDBRH 12/03	Shailesh Kumar V.K. ADHBRH 31/03
Usman Ejaz Kunda MHD 12/03	Vishnu Raghunath Parab SERVICE 31/03

Haridas Bharath C. SERVICE 01/04	Khaja Valli Shaik MHD 13/04
Joseph Sunil SERVICE 05/04	Rakesh Pradhan DXBSTORES 15/04
Girish Kumar Kaushik SERVICE 07/04	Khadka Bahadur Sunar DXBSTORES 16/04
Ravindra Kumar Gollapalli SHJBRH 08/04	Sadiq Ali DXBSTORES 26/04
Shakul H. Anwarbatcha SERVICE 08/04	Madan Thapa HR 29/04
Shaik Ahammed Ali MHD 12/04	Manu Sharma HR 30/04

