

Complete Surface Treatment System by "MEC SHOT"



A.K. Modi, Managing Director

Q.1) Can you tell us about MEC SHOT journey from the inception & the milestones achieved?

Ans.: Since 1992 MEC SHOT established on the bank of Indian desert in Suncity Jodhpur has been manufacturing Abrasive Blasting machines in the field of Surface Preparation. We are the pioneer in manufacturing of Surface Cleaning, Finishing machines in INDIA & Asian countries for last more than 1½ decade.

After our inception as a quality product provider we advanced in a short time in this arena from designing & manufacturing of Air Operated / Airless shot blasting & shot peening machine with media conveying dust collectors, painting & baking rooms and their accessories.

Today we are manufacturing total Preservation Line for surface preparation. Recently we have supply complete solution for surface preparation of Plates & structures used in SHIPYARDS. The complete system was in line process with Surface Pre-Heating, Wheel Blasting, Airless Spray Painting with X Manipulator

& Baking Oven. The supplied equipment was provided with additional safety features like Zero Speed Sensors, Width and Thickness & Presence Sensors for preventing unusual losses. This was a unique milestone achieved by us.

In 1996, we became the first organization to be accredited with ISO 9001:2008 by BVQI in the field of surface preparation for quality management system in India and 14001:2004 for EMS. Also, accredited with 'CE' marking for product quality of Abrasive Blasting Machine. Our products are environmental friendly & social savior

"We are taking every step to be a social savior by providing our environmental friendly products to the various industries."

Our company policy of customer satisfaction received over whelming support from international and domestic market by getting the Turnkey Projects & reached at milestone with growth in every year. We achieved another mile stone by getting turnkey projects from Siemens, Alstom, Bharat Heavy Electricals Ltd. & Shipyards.

Q.2) Please brief us about company's global reach & what are the global alliances that has been made in order to out-front the competition?

'MEC SHOT' is expanding internationally its horizon by improvising product quality and business reputation into global recognition. In order to out-front the competition we have increased our net work from the existing marketing network,

which is spread all over India & abroad. We also have opted the route of collaboration with some internationally renowned machine manufacturers to meet the present upcoming demand of market. We entered in Joint Ventures in global market. We have installed and setup European & Asian Partner & distributor channel in the rest of the world. We also had an agreement with the German Paint Spray equipment manufacturer for having the sole representation of their painting equipments in India.

Q.3) What are the market prospects for the MEC SHOT products?

The market prospects for our product are on high seas. Our products are cost effective and of high grade & quality. We are growing rapidly in the recent years because of constant demand for the quality product in the market. In the recent years the demands for abrasive blasting have become mandatory requirement in all walks of life. We have already planed our strategy to supply quality product by



MECSHOT recently supplied Preservation Line for Shipyard

Interview

implementing latest technology. To be cost effective & provide in time we have expended our production set up. Recently we have designed manufactured & supplied for surface preparation machine for Caste Valve Body before Powder Coating, . Even recently we have exported complete preservation line of surface preparation for Ship Yard which covers pre-heating, wheel blasting, painting & baking of structure.

Q.4) Successes Key for any industry like MEC SHOT is the engineering Development business? Comment on it.

The continuous Product Development by our agile & qualified workforce continuously improve and innovate new custom built machines for different industrial applications. Our Technology development wing strive continuously to innovate and develop various customize machines as per their requirement. We also provide all type of solution by analyzing the finding and provide facts to different industries. We have developed, designed manufactured, Exported and commissioned a complete inline process of Wheel Blasting machine, Primer Coating Chamber, Air Blow Drying Chamber for fast drying, Final Painting Chamber & Complete Baking Oven for Automobile

Silencers. This is not the end of plan as we are intending to get our technology development wing recognized to make our research findings beneficial to Indian Industries. We study and analysis with the latest requirements and provide the solution as for Power Generation sector which includes Wind Mills, Hydro power, Robotic machines for Gas Turbine & Aviation Industry. Our annual expenditure on development has been raised. We strive for Customer satisfaction with cost effective product & services in stipulated time and it remains our founding Policy

Q.5) What are the key technological trends in Global perspective that are driving surface preparation industry?

The current trends of Surface Preparation Machine are on high demand for good quality of surface bond and operator



MECSHOT Airless 'Y' Hanger Type Shot Blasting M/c with Motorized Trolley

friendly and achieve good esthetic look of the product. In the recent years the demands for abrasive blasting have become mandatory requirement in all walks of life. Today, our company is standing on the landmark of one of the biggest amongst the equals in the Asian Territory in providing complete solution provider in shot blasting & Shot peening field. The repeated orders received from our customers is the result of there utmost satisfaction in our products. The fluctuation in global industrial scenario is the main challenge faced by the Surface preparation market. Our foresight ness has relieved us from global recession. Our export in this period has increased. In this line a complete automation in our facility is on the cards. With such automation we will be able to compete with our worldwide best rivals in the field as far as the quality of the machine, delivery schedule & price competitiveness are concerned. We are planning to invest somewhere around \$ 7.5million for our new automated facility. Still we will continue to strive in improving our internal processes and be cost effective & attain the twin goal of pushing sales as well as saving cost.

Q 6): Speaking of some recent developments where Mec Shot has impacted the market?

The development and success of the Floor



Paint Spray Booth with X Manipulator & Slat Conveyor System

Interview

Recovery System has caused a major reaction in the market. The Floor Recovery designed provides unparalleled recovery efficiency while allowing for quick cleaning and avoiding of additional civil work. We have developed a Shot Peening machine to increase fatigue life of Coil Spring required for Locomotive & Automobile Industries. We have first time introduced Magna Valve to control the Shot flow accuracy and enhance the life of shot and other parts of machine there by making the machine cost effective .

We have developed a New Blast Wheel with 100 HP drive Motor for heavy production.



MECSHOT Airless Shot Peening M/c for Coil prings

We have developed a heavy Airless Blast machine for Boiler "U" Shell Drum having the 60 MT weight of a length of 13Mtrs & 1.2Mtrs width with a Thickness of 200mm for Hydro- power generating unit to remove the thick scales. We have many other new products that we will be introducing in 2009. Customers who have worked with us during development are anxiously awaiting for introduction in the market.

Q7) : What components of Mec Shot past represent the culture at Mec Shot today?

Mec Shot continues the tradition of being an engineering Products Company, as started in 1992.

Technology strengths created our Products which are second to none, and shall be further upgraded by more developments at Mec Shot. We are also utilizing latest technology to enhance blast machine performances. Robotic & PLC Controls with other electronic auto controls is main feature of our blast machines. Inclusion of advance metallurgical for better wear resistant materials for our Airless Blast machines.



MECSHOT Airless Twin Hanger Indexing M/c

The true strength of Mec Shot lies with dedicated employees. We have a dedicated people who have worked together for a long time and are responsible for our success. Our Organization in particular has transferred extensive knowledge of surface preparation & shot peening by way conducting various Workshops; this is the best effective way to provide knowledge to our customers.

Q8) : Tell us what to expect from Mec Shot in the future.

We are getting ahead with a Vision to capture the International market in the field of Abrasive Shot Blasting & Peening machine and by providing Preservation Line become one of the top leading manufacturers of high-grade quality product. Globalization presents opportunities and challenges for all companies in the blasting and peening industry. We are taking the steps necessary to capitalize on global opportunities and to minimize the challenges.

Overall our future is very bright as a complete solution provider in the field of surface preparation & shot peening and we shall continue the follow the Founded Company Policy.

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