

## Where Technology Innovates

**Many interesting companies are located in India. However, looking at the surface preparation industry in this booming country, few emerged successfully into the international market so far. MFN followed the development of MEC SHOT, which is located in Jodhpur, for many years. We were pleased for the opportunity to have an extensive talk with Mr. A. K. Modi, the Managing Director of this creative manufacturer.**

**(?) MFN:** Can you tell us more about MEC SHOT in general?

**(!) A.K.M.:** Since 1992 MEC SHOT has been manufacturing abrasive blasting machines for surface preparation. We are the pioneer in manufacturing of surface cleaning, finishing, shot peening machines, media conveying, dust collectors & accessories in India. We have been designing, manufacturing & providing services of air operated / airless shot blasting & shot peening machines to various industries in India, Middle East & West Asian countries for

last 14 years. The customers are finding our machines cost effective in terms of cost of purchase and cost of operation as well. We feel proud worthy to say that we are the first company to be accredited with ISO-9001 in 1996 in the abrasive / shot blasting industry in India by BVQI. Now with constant efforts of improvement in product quality, a feather has been inducted in the crown of MEC SHOT by being accredited with CE marking. We are even striving for accreditation of ISO-14001 & OHSAS-18001 to serve all customers to their utmost satisfaction.



**A. K. Modi, Managing Director of MEC SHOT**



**Roll etching machine**



**Robotic shot peening machine**

**(?) MFN:** Which are the major sector of industries you deliver to?

**(!) A.K.M.:** Our organization has expertise in manufacturing customized machines to suit almost all the major industrial sector like, aerospace, defense, railway, power supply, steel manufacturing, foundries, automotive, textile and surgical sector as per required applications. We also manufacture robotic shot peening machines for aero engine parts & turbine blades for power generation. MEC SHOT has been able to establish its brand image in various industries.

**(?) MFN:** How you meet the present trend of up-rising market?

**(!) A.K.M.:** Our company is expanding its horizon into export market for the sake of improvising its product quality and business reputation into global recognition. Apart from the existing marketing network, which is spread all over India, we are planning to spread our products to Europe & America. We also have chosen the route of collaboration with some internationally renowned machine manufacturers to meet the present uprising demand of market.

**(?) MFN:** How do your products meet international safety norms?

**(!) A.K.M.:** Our design department designs various types of machines to cater different customers in India & abroad as

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**A. K. Modi, Managing Director of MEC SHOT** »

per their end use. During designing all the factors of safety measures are being calculated as per various international standards, like EN, BS and OSHAS standards.

**(?) MFN:** How you provide the required machines to your customers?

**(!) A.K.M.:** We have an efficient marketing channel which consists of our branches and agents throughout India and in major parts of the world to meet the customer for assessment of their requirement. Then **after consultation** with the marketing team our R&D and design department design the machine in line with all criterion for requirement of customer.

In favor of this, a very good instance is our "6th Axis Shot Peening Machine" for peening on the roots of turbine blades, supplied to Hydro Electricity Plant in India. This can be seen as a measure of an extent to which we can customize the machine.

**(?) MFN:** What is in the root of the quality product?

**(!) A.K.M.:** A well-trained, dedicated and agile workforce is behind the quality product.

Our products are being produced using modern technology of semi- automation for quality & safety. Now we have

introduced new software i.e. PRO - E & Catia for more accuracy in design. A complete team of well-qualified engineers carry out the designing work. We have our in house manufacturing for the spare parts for the supplied machines for customer's immediate need. Customers are attended regularly and feed backs are analyzed to upgrade our product.

**(?) MFN:** Can you please brief us about your new product development?

**(!) A.K.M.:** We are always on the track of innovation and development of products in recent past we have come-up with the products like acoustic blast rooms, paint spray & baking rooms, powder coating plants, automatic shot peening machines for the treatment of root portions of turbine blades, abrasive blasting, bulk blaster, scrapper recovery units, tunnel type airless machines, equipment to de-scale mild steel plates, structural sections & pipes etc.. Furthermore airless blast rooms for heavy castings, airless shot blasting machines for outer surface cleaning of CNG/LPG cylinders, blasting cabinets to blast clean hawk aircraft wings, belt



**Workshop facility**

conveyor machines for plate cleaning, indexing machines for various type of jobs and higher production output, wet blasting machines and so on and so forth.

**(?) MFN:** Do you provide turnkey projects?

**(!) A.K.M.:** Now we provide complete surface preparation solution by manufacturing & supplying air operate / airless blasting machines and enclosures, painting & baking enclosures, vibro-finishers & airless painting machines. Recently we have under taken turnkey projects for BHEL, Alstom, KHS Machinery, Ferromatic Milacron in India, Al-Othman in Dammam, Sabic & Rainbow Mechanical in Saudi Arabia, & Al-Fozan in Riyadh, etc.

**(?) MFN:** What is your business plan for coming year?

**(!) A.K.M.:** We are advancing ahead with a vision to capture the international market in the field of abrasive shot blasting & peening machine and become one of the top manufacturers of high-grade quality product. We have supplied machines to Singapore, Korea & South West Asia. In the forth coming years we are planning to set our presence in European & North American market. Still we will continue to strive in improving our internal processes and be cost effective & make our presence felt in the international market. For sake of improvising our reach in the



**Vaibhav Modi, Executive Director (Left), Vivek Mehra, GM-Mktg. (Right)**



**Administrative office & workshop building of MEC SHOT located at JODHPUR (Rajasthan)**

international market, we are on to have some co-operations with some foreign players in the relevant field. This has been given a start with our tie-up with the German airless painting equipment manufacturer WIWA for marketing of its equipment in India & Sri-Lanka markets. In addition to this comes our co-operations with an MNC for setting up a shot peening job shop in India is also round the corner.

*We at MFN would like to thank Mr. A. K. Modi for this interview.*

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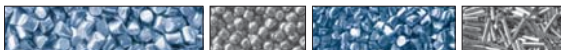
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