

## Mec Shot eyes global market

**AK Modi, managing director of Mec Shot Blasting Equipments Pvt. Ltd., talks of the company's achievements and outlines the road ahead.**

**Give us a brief profile of your company? What is the growth rate you aim at for his current year?**

Since 1992 Mec Shot has been manufacturing abrasive blasting machines in the field of surface preparation. We are pioneers in manufacture of surface cleaning, finishing, shot peening machines, dust collectors in India and Asian countries for the last one and half decade.

Our organisation is the first company to be accredited with ISO-9001-2000 in abrasive/shot blasting field in India by BVQI. Now with constant efforts of improvement in product quality, Mec Shot has achieved accreditation with 'CE' Marking. Our current growth rate under plan is around Rs60-million and as per the orders received and factoring future trends, we may at some time cross the planned growth rate.

**Give us a brief account of your R&D set up. What is your annual expenditure on R&D?**

Our agile and qualified engineers continuously research, improve and innovate new custom built machines for different industrial applications. Our technology development wing strives continuously to innovate and develop various machines as per their requirement. We also provide all type of solutions by analyzing the finding and provide facts to different industries. This is not the end of plan as we are intending to get our technology development wing recognized by DSIR (Department of Scientific and Industrial Research) to make our research findings beneficial to Indian industries. We study and analyse with the latest requirements and provide solutions for the power generation sector, which includes Wind Mills, Hydro power, Aviation Industries, Cold Rolling Mills, Gears & Springs Industries, etc.

Our annual expenditure on R&D is above Rs2-million. We have inducted New Hardness Testers, Surface Profile Gages, Microscope, Lux Meter, Sieve Analyzer, Different Balancer and Testing Equipments for Shot Peening Technology and Chemical Lab, etc., in our R&D set up.

**Tell us about some of the challenging projects**



**AK Modi, Managing Director, Mec Shot Blasting Equipments Pvt. Ltd.**

**undertaken by you. Why do you consider them so challenging?**

Every customer-oriented project is a challenging project for us. In the present arena every customer is choosy and selective. We at Mec Shot provide to our entire customers according to their selections. Hence, it is very difficult to pinpoint the challenges. Some of the few projects, which we have taken up have helped in saving foreign exchange for the nation.

Some of our challenging projects have been our Robotic Shot Peening

Machine for BHEL–Hardwar, Gas Turbine Research Establishment and Hindustan Aeronautics. We have also supplied to new foreign companies established in the Indian aerospace, in addition to companies like Caterpillar and Sandvik Asia.

**Do you also export your products to other countries? If yes, which are the countries have you been exporting?**

We have spread our wings around the globe. Our products are exported to Dubai, Kuwait, Saudi Arabia, Riyadh, Syria, Israel, Kenya, Vietnam, Singapore, Malaysia, Denmark, Poland, South Africa, England, USA, New Zealand and to penetrate the Middle East and Europe we have formed distributor channels. We anticipate a big surge in the top line and bottom line in the coming years. After accreditation of 'CE' marking, we see the company heading towards AS-9100 certification in order to provide services to the international aerospace industry.

**Do you face any competition in international trade? Which countries pose a threat to your exports?**

We have not yet faced much competition in the international market. We innovate and integrate new development for our customers at regular intervals for safety of users and longevity. The main factors, which differentiate us from other foreign players in the industries are product quality, cost effectiveness for clients, customer awareness and export requirement.

**Has inflation and consequent increase in raw material cost affected your business?**

Being a part of the Indian economy, like others we too have been also affected with the rising inflation and raw material price hike. The repeated fluctuation has directly or indirectly affected the industry.

#### What are your future plans?

Mec Shot is expanding its horizon into the 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 and America. We also have opted the route of collaboration with some internationally renowned machine

manufacturers to meet the present uprising market demand. We are advancing ahead with a vision to capture the global market in the field of Abrasive Shot Blasting and Peening machine and become one of the top manufacturers of high-grade quality products. In

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Airless Machines Manufacturing Unit

the forthcoming years we are planning to set our presence in the European and North American market.

We are planning to invest somewhere around \$7.5-million for our new automated facility for in-house castings to prevent vendor dependency and to supply good quality products. We have our second unit operative and now advancing for the opening of the third unit. ●

