

Success Story Of Shot Blasting Machine Manufacturer.

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Pravin Patel a mechanical engineer returned from USA and started working in



Mr. P A Patel at International Conference.

engineering unit called Indabrator Ltd., manufacturing shot blasting machines in Mumbai. Having worked few years and on getting Indian experience in manufacturing, sales and other area, desired to try his own luck and started small unit in Goregaon Mumbai suburban – Pravasi Estate in 1200 sq.ft. gala with capital of 2 Lacs. He started repair and service of shot blasting machines as making new machine required large capital, land, technically trained personals and raw material & components.

In those days large units were having monopoly and using foreign designs. Large units were selling machines and spare parts at exuberant profits as there was less competition, while Mr. Patel redesign machines and offer at competitive less price than large unit, with the result more & more customer demanded Patel's parts. Many foundries were suggested that when you have the experience and knowledge why not manufacture and supply shot blasting machine, dust

collector and its parts at price to small foundries as 80 to 85% foundries are small



Mr. P. A. Patel himself worked on machine to train staff.

foundries and cannot afford expensive machines. Thus started manufacturing of shot blasting machines models like 36" swing table, 20" x 27" tumblast, 2 wheel Y type monorail etc.

Manufacturing in small industrial gala in Mumbai was always problem. If we do fabrication outside gala fabricated units and have to face many legal problems and delay in delivery and financial loss. Land in Mumbai in those days were very expensive and today beyond anybody's imagination and a friend advice to consider GIDC Makarpura, Vadodara, Gujarat where new shades were under construction. GIDC allotted 4000 sq.m open plot and 4000 sq. ft. area TP Shed on 5 year installments with 2 year moratorium . On a short notice Pravin Patel started new manufacturing facility in Vadodara in 1991.

In those days there was power cut and getting power connection, telephone connection and other service was real pain

in the neck. Without basic facilities factory cannot work. With great difficulty 50 HP power supply was connected after 6 weeks follow-up. In those days power supply was irregular, sometime single phase taking place, sometime low voltage and it was expensive being new unit extra cost of generator could not be afforded.

Raw material like steel, pig iron, electrical switch gear items which is short supply, longer delivery and some time has to pay higher price. To run the unit you need working capital. Bank in those days attitude was “not helpful” and “no good attitude”. Somehow Rs. 15 Lac was sanctioned against mortgage of land & building for purchasing machines and purchasing raw material.

For us marketing for shot blasting machine being new entrepreneur was one more difficulty, where have you supplied the machine that was the first question asked. One has to visit number of times to succeed. Small is beautiful, so goes the advertisement but for MSME new unit it is not so.

There is no substitute for hard work to attain success. Vadodara being new place for Pravin Patel, in those days due to power cut Sunday was working day and holiday on Monday. On Monday he use to go to steel market, hard ware market, paint market, electrical market and introduced him self as a new entrepreneur in Vadodara need various items for manufacturing shot blasting machines. Majority of the vendor agreed to give material on credit and even today after 25 years some of them remain loyal valued suppliers. For 5 years Pravin Patel stayed in a rented apartment alone with tiffin

arrangement. During all this period sales, production, manufacturing and after sales all looked after by him. He continued to take ITI boys and train them for various jobs. He say our mantra was Quality, Precision and Good After Sales Service at competitive price. From small department and serving capital of Rs. 2 Lac, today our turnover is in several crores, employing 25 staff and 75 workers and several sub contractors providing services like



From 1200 sq.ft. to 40000 sq.ft. factory shed at Vadodara (Gujarat).

fabrication, panel making, painting, powder coating, machining, plasma & lesser cutting etc. We have no collaboration, our own technology developed to suit Indian Foundries and more than 3000 machine operating in foundries and steel industries located in India and abroad.

Patel Furnace & Forging P. Ltd., has now an impressive list of client. For sector like Foundry, Steel, Aluminum Casting, Construction manufacturers as surface preparation has become more and more vital for various industries.



Nipun Patel now backbone of Patel Furnace.

Having come the hard way Pravin Patel is very particulate about providing all support and personal attention to staff and workers. In 25 years there is no labour dispute. Nipun Patel his son having completed his mechanical engineering joined the business. Nipun believes in giving quality machine at competitive price and follow by good after sales service. Our product is 100% indigenous Made In India.

From 1991 to 2007 most our casting requirement were purchased from 5 to 6 SME Foundries in Vadodara and Ahmedabad area. Our alloy casting parts weight being less and quantity being small, high in accuracy, very few foundries was interested in supplying. Delivery was already a problem affecting our machine deliveries. Thus we decided to start our own foundry in name of Nipun Alloy Industries at GIDC, Makarpura, Vadodara. The power situation has improved considerably in 2007. Thanks to our prime minister Shri Narendrabhai Modi who had worked tirelessly to improve power position in state of Gujarat.



Nipun Alloy Foundry with Induction Furnace.

Suitable Induction Furnace, Sand Mixer, Knockout and Shake-out, Table Grinder, Electric Hand Grinder, Shot Blasting Machine, Shell Sand Machine and other facilities were created. Today it meet market of our alloy castings and

manganese castings required, which has help in improved delivery of our shot blasting machines.

Pravin Patel being mechanical engineer, learning metallurgy was not only challenging but very interesting. Today most of our patterns are made on CNC machine and casting are made with shell moulding process with correct metallurgy and accurate dimensions.

We started our business with one person, now we have 25 staff, 75 workers and 3 factories - two in Vadodara and machine shop in Mumbai. Life style has changed from 2 wheeler to 4 wheeler, from apartment to bungalow, all this only due to hard work.

My advice to young entrepreneur never to loose your self-confidence, believe in your-self, take few years' experience in large units before you decide to start your own unit, make sure that product you have chosen will have good demand and maintain quality.

Pravin Patel believe that quality is a state of mind, pursuit of excellence of never being satisfied with what we do, how you do it. There is always room for improvement , everything can be always be done better.



10 Ton Diesel Engine Block Shot Blasted in Patel Furnace Shot Blasting Machine.