

*Having the largest product range across the entire machine tools industry, **Jyoti** has successfully achieved top position amongst the Indian Machine Tools Industry not only in terms of volume but in terms of leadership in Technology and Quality. In an e-interview with Purchase, **Mr. P. G. Jadeja, CMD**, tells us that they have approximately 65% of technical manpower and is adding more and more technocrats to retain technological leadership across the Indian Machine Tools Industry.*



P. G. Jadeja
CMD

Jyoti CNC Automation Pvt. Ltd.

...Jyoti has successfully achieved **top position** amongst the **Indian Machine Tools Industry.**

Q & A Brief outline of your product range and their applications

Jyoti CNC has the largest product range across the entire Indian Machine Tool Industry. The product basket contains various ranges of CNC Turning Centers, CNC Oval Turning Centers, CNC Turn-Mill Centers, and CNC Vertical Machining Centers (Including very large range of highly sophisticated 5 axis machines)

These machines find its applications in various industrial sectors like Automobile, Aerospace, Die and Mould, Pumps and Valves industry, Medical Instrumentation, Infrastructure, Power, Agriculture, Defense and various Educational and Research Institutions.

Q & A What are the specific advantages of using your products

As per our vision of 2010, Jyoti has successfully achieved top position amongst the Indian Machine Tools industry not only in terms of volume but also in terms of leadership in Technology and Quality. The products offer utmost quality assurance through state of art manufacturing infrastructure, stringent quality standards and processes.

Further to that, Jyoti has its pan Indian presence through a network of efficient sales and service

setup. Customers have an advantage of local support through branch offices. Again, availability of spares can result in prompt support.

Most of the products are proven and has received accolades from very reputed customers.

Q & A

Elaborate on your manufacturing locations, location of plants, investments, technology & human resources.

Jyoti has three units located at GIDC Lodhika, Dist. Rajkot and has a state of the art manufacturing infrastructure in terms of machine shops, assembly shops, paint shop, captive foundry,

R & D Centers and Technology Centers located at Rajkot as well as at Chennai. The total investments would be more than 400 Crores, within a span of last few years.

Jyoti has approximate 65% of technical manpower and is adding more and more technocrats to retain technological leadership across Indian machine tool industry.

Q & A

For engineering innovations – outline your company's focus on R & D

Jyoti has an exclusive R & D Center located at Rajkot named as "Leonardo Da Vinci R & D Center." Here, a team of more than 75 technical manpower is working towards creating technological research and innovation for the betterment of manufacturing sector. Every year Jyoti delivers more than 6-7 machine variants to fulfil the market demand. Jyoti also conducts various training and skill development programs at R & D Centers for internal mass as well as for students and academics.

First prototype is manufactured at the R & D Center before it is put into production lines. R & D is and will be our most critical strength in next days.

Q & A

Quality Assurance Measures

Quality is a sum of excellent infrastructure, well defined and proven process and holistic attitude of humans towards the quality. Hereby, Quality is the buzz word at Jyoti and at each stage of product manufacturing utmost care is taken to deliver the quality products. Again, a very large team equipped with internationally recognized measuring instruments takes care of our quality commitments to customers.

Q & A

Key drivers of your industry

Machine tool industry is the mother industry of the manufacturing sector. In our GDP, the contribution of manufacturing industry is approximately 16% only. As per our latest manufacturing policy, the government is keen to



uplift this 16% share to 25% by 2020. Hereby, we foresee a huge growth potential in India itself. Automobile, Aerospace and Die & Mould sectors are dark horses and will drive our machine tool industry in future.

Q & A Growth prospects of your industry in India

India is currently consuming nearly 1800MUS\$ worth machine tools and even as per very conservation approximation this figure will be multiplied within very near time frame. If GDP grows at 7% or more with a share of manufacturing industry by 25 %, the volume growth in Indian Machine Tools consumption would be mind boggling. We are optimistic about the growth of Indian Automobile and Aerospace industry higher than any other developed nations.



Q & A Marketing strategies that has lead to the success of your products in India

India is considered to be the low cost manufacturing country and hereby our Marketing strategy is quite simple. We offer international class technology and quality at an affordable price.

We are leveraging our cost benefits as compared with European or Japanese manufacturers by offering value for money to customers. We proudly pitch our products as "MNC Quality at Indian Prices"

Q & A Significant achievements in company's history

Jyoti has achieved various awards for design and development excellence, entrepreneurship and environmental excellence.

Further, Jyoti has acquired 170 years old and well renowned machine tool giant Huron Graffenstaden, Strasbourg in France. Huron is considered to be the pioneer of 5 axis machining technology across the world and is catering to most of the Automobile giants of Europe and also Aerospace companies like Airbus and Boeing, This is a significant achievement for an Indian company to acquire this European jewel.

Q & A Key strategic moves that have engineered the success of the company.

First and foremost would be an investment in state of the art infrastructure like excellent manufacturing facilities, R & D Centers and a focus on continuous product range up-gradation. Gradually our move to acquire French company has paid us in terms of our learning from an experience hands on and to spread our presence in the European sub-continent.

