

Interview with Aditya Ratnaparkhi of Electronica Plastic Machines

TEM : Good morning, Aditya. It's a pleasure to have you with us today. To begin, could you please introduce yourself and tell us a bit about your role at Electronica Plastic Machines (EPM)?

Aditya Ratnaparkhi : Good morning, and thank you for having me. My name is Aditya Ratnaparkhi, and I am the Managing Director of Electronica Plastic Machines. I've been with the company for over 20 years, and during this time, I've had the privilege of working closely with a talented team to grow our business. EPM is a leader in the field of injection molding machines, providing state-of-the-art technology and services to the plastic processing industry.

In my current role, I focus on driving the strategic vision of the company, ensuring that we stay ahead of industry trends, and leading our efforts to improve product offerings, customer relationships, and our manufacturing processes.

TEM : It sounds like you've had quite an extensive journey with EPM. Could you tell us a little bit about the history of the company? How did it all begin?

Aditya Ratnaparkhi : Electronica Plastic Machines was founded in 1978 with the aim of revolutionizing the Indian plastic processing industry. At that time, the Indian market was relatively underdeveloped in terms of technology for plastic processing, and there were very few companies offering high-quality

injection molding machines.

The company started as a small venture, producing a handful of machines with basic features. Over the years, we made significant investments in research and development and focused on innovation. This approach allowed us to offer advanced solutions that met the growing demands of our customers.

Today, we are one of the leading manufacturers of injection molding machines in India, with a strong presence not only in the domestic market but also internationally. Our product line has expanded to include advanced all-electric, hybrid, and servo-driven injection molding machines. But the core of our company has always been about pushing the boundaries of technology and providing value to our customers.

TEM : EPM has grown significantly over the years. In your opinion, what sets EPM apart from other companies in the industry?

Aditya Ratnaparkhi : The key differentiator for EPM is our relentless focus on innovation, quality, and customer-centricity. We do not just manufacture machines; we solve our customers' problems. This approach has helped us build long-term relationships with our clients.

We are committed to offering cutting-edge technology. For instance, our servo-driven and electric injection molding machines are designed to offer high precision, energy efficiency, and reduced operational costs.

These are critical factors in the current global market where sustainability is becoming increasingly important.

In addition to technology, we emphasize customer support and service. We have a dedicated team of engineers and service professionals who ensure that our clients' machines run efficiently throughout their life cycle. We don't just sell a product and forget about it; we're with our customers every step of the way. Furthermore, we have a strong focus on R&D. We invest in research to stay ahead of market trends, and we constantly strive to improve our machines' performance and energy efficiency. We listen to customer feedback, and that has allowed us to build a product portfolio that meets the evolving needs of the industry.

TEM : EPM's focus on R&D is fascinating. How do you ensure that the products you develop are in line with the latest market demands and technological advancements?

Aditya Ratnaparkhi : That's a great question. Our R&D is a combination of both internal and external inputs. Internally, we have a dedicated team of engineers and technical experts who work on continuous improvement of our existing products and also develop new solutions. They are constantly researching trends in automation, energy efficiency, and materials science to keep our machines at the forefront of technology.

Externally, we maintain strong relationships with universities,

research institutions, and technology partners. We collaborate with these entities to stay updated on emerging technologies and incorporate the best of those into our designs. For example, the use of artificial intelligence (AI) and machine learning in optimizing production cycles is a trend we're exploring actively. We also keep a close eye on global trends, particularly in Europe and North America, where the plastic processing industry is constantly evolving. We also have a feedback loop in place with our customers. When they report pain points or new challenges, our R&D team gets to work on addressing those. This ensures that the machines we manufacture are not just based on what we think is best but are truly reflective of the needs of the market.

TEM : It's clear that innovation is at the core of your strategy. Could you walk us through some of the most exciting products or technologies that EPM has developed recently?

Aditya Ratnaparkhi : Absolutely. One of the most exciting developments for us in recent years has been the launch of our all-electric injection molding machines. These machines offer a significant reduction in energy consumption compared to traditional hydraulic models, which is crucial for industries looking to improve sustainability and reduce operating costs. Another key innovation is our hybrid injection molding machines, which combine the best features of both hydraulic and electric machines. These machines are perfect for applications where high precision

and fast cycle times are required, but energy efficiency is also a priority.

We've also made significant strides in automation. Many of our machines are now fully compatible with robotic automation systems, allowing for seamless integration into fully automated production lines. This integration enables manufacturers to further enhance their production efficiency while reducing the need for manual labor, which is especially important in today's post-pandemic world.

Lastly, our recent efforts in developing machines with AI-based monitoring systems have been groundbreaking. These systems use data collected from sensors in real time to optimize production processes, predict machine maintenance needs, and reduce downtime. This predictive maintenance technology is something that we're particularly excited about, as it adds significant value to our customers' operations.

TEM : Those developments sound impressive, and it's great to hear about the focus on sustainability and energy efficiency. Speaking of trends in the industry, how do you see the future of the plastic processing industry evolving in the next 5 to 10 years?

Aditya Ratnaparkhi : The plastic processing industry is undergoing a major transformation, driven by several key factors. First and foremost, sustainability will continue to be a central theme. The demand for energy-efficient solutions, the reduction of carbon footprints, and the need for recyclability will shape the future

of the industry. As regulations around waste management and plastic use become stricter, manufacturers will need to adapt to meet these new challenges.

Secondly, automation and digitalization will play an increasingly larger role. The integration of artificial intelligence, IoT (Internet of Things), and machine learning into production processes will enhance efficiency, precision, and quality control. This will be especially important for manufacturers who need to maintain high standards while reducing operational costs.

Another trend we see is the move towards smaller, more agile production runs. With the rise of 3D printing and customization, many industries are moving away from large-scale mass production and towards smaller, more specialized production. This shift will drive demand for injection molding machines that are flexible and can handle a variety of materials and product types.

Lastly, there will be a greater focus on circularity in the plastics industry. The concept of a circular economy, where products and materials are reused and recycled as much as possible, will influence the design of plastic products and the machines used to produce them. EPM is already taking steps in this direction, and we're excited to see how we can contribute to a more sustainable, circular plastic industry.

TEM : Those are insightful predictions, and it's clear that EPM is positioning itself well for the future. On a more personal note, Aditya, what has been the most rewarding aspect of your

journey with EPM?

Aditya Ratnaparkhi : That's a tough question because there have been many rewarding moments. If I had to choose one, I would say the most fulfilling part of my journey has been seeing the impact of our products on our customers' businesses. It's incredibly gratifying to know that our machines are helping companies produce high-quality products, reduce costs, and become more competitive in the market.

Additionally, I'm proud of the culture we've built at EPM. Our team is made up of passionate, talented individuals who are committed to excellence. Working with such a dedicated group of people has been truly rewarding.

Finally, the fact that we've managed to grow the business

and expand globally while still maintaining our core values is something that brings me great pride. We've remained committed to providing high-quality products and outstanding service, and that has been a key factor in our success.

TEM : It sounds like your work at EPM has been incredibly impactful. Before we wrap up, do you have any advice for young professionals entering the manufacturing or technology sector?

Aditya Ratnaparkhi : My advice would be to never stop learning and to stay curious. The world of manufacturing and technology is evolving rapidly, and staying updated on the latest trends, tools, and techniques is crucial for long-term success.

Also, focus on problem-solving. In our industry, it's not just

about making machines or products—it's about solving real-world challenges. If you can identify problems and come up with creative, efficient solutions, you will always be in demand.

Lastly, surround yourself with talented people. The success of any business depends on the strength of the team behind it. Building strong relationships, fostering collaboration, and learning from others are essential components of career growth.

TEM : That's some excellent advice, Aditya. Thank you again for taking the time to speak with us today. It's been a pleasure learning more about EPM and the exciting developments

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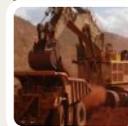
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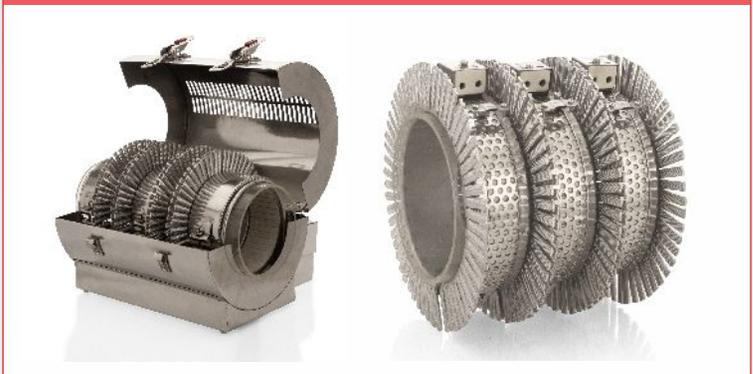
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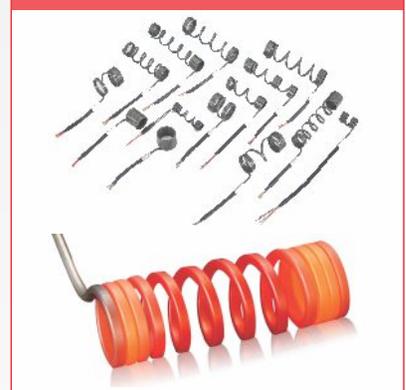
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