



Small series success in India and Oman

With manufacturing facilities in India and Oman, Pragati Glass provides a valuable service for the small series production of glass containers, especially for international customers in the perfumery, cosmetics and food sectors. Over the past two decades, this majority family-owned business has raised its standards and methods of production to bring its products to international levels.

Pragati Glass PVT Ltd was established in 1982 and became a central part of the Gupta family business a decade later. Subsequently, Dinesh Kumar Gupta, Managing Director, has emerged as a figurehead for the organisation and plays a motivational role for the workforce. He takes a keen interest in the day-to-day running of the company and in developing business plans for its long-term future.

The original manufacturing operation is located at Kosmba, near Surat, some 300km north west of Mumbai. Under the guidance of experienced Works Director, Rajesh Shah and Ashish Mittal, this factory now houses two melting furnaces (80 and 90 tonnes/day capacity) to make clear glass bottles in a wide range of capacities from 10ml and 1.5 litres. A diversity of production equipment is employed to make this extensive portfolio on 10 production lines, featuring a combination of single, double and triple gob IS machines, as well as semi-automatic GE equipment.

Dedicated primarily to the needs of customers in the international perfumery and cosmetics industry, the factory also houses a specialist

decoration facility, featuring an automated acid etching capability, one and two colour screen and pad printing machines and a coating unit with the capacity to process up to 100,000 bottles every day, "Essentially, these services help to make Pragati Glass a one-stop-shop for buyers of perfume and cosmetics packaging" explains Pragati Glass Gulf LLC Marketing Manager, Ashish Gupta, who is responsible for export initiatives from the sister Oman operation. "So if a customer is looking for bottles, decoration services, caps, pumps or mono cartons, we have everything in-house to make a product from scratch."

Furthermore, the glassworks can accommodate the needs of large and small customers alike, with the flexibility to undertake production runs as small as 5000 pieces and in millions. "Our minimum order quantity is our strength."

Counted among the factory's local clients are Hertz Perfumes, Freedom Frangance, Camlin Kyuoko, Bajaj Corp, Emami Ltd, Midas Care, MCNROE products and Maja Healthcare, while export customers

include Swiss Perfumes, Sterling Perfumes, EPW, Lab Prady and Royal Sanders UK.

The Indian glass factory is considered very environmentally-friendly, with emissions measured regularly and in accordance with government regulations. In addition, a water treatment plant is installed at the site.

Melting and annealing technology has been sourced from China's Chongqing Life Furnace Co, while specialist ware handling equipment was purchased from SJ Machinery China. Process control systems were acquired from Shandong Jiafeng Co Ltd and decorative printing machinery came from Shenfa.

According to Ashish Gupta, the current unavailability of consistent fuel supplies represents one of the Indian glassmaker's greatest challenges, the plant's gas supplies having been cut off in recent times.

OMAN FACILITY

Established at Nizwa in the Sultanate of Oman in 2009, Pragati Gulf Glass LLC has been created to take advantage of the company's proven ability in India to satisfy small run orders effectively, in this instance from local and international customers in the food and beverage sectors, as well as perfumes. The factory is 75%-owned by the Indian shareholders of Pragati Glass and 25%-owned by



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There are six production lines at Nizwa in the Sultanate of Oman.

Managing Director, Nitin Chaudhary. Manufacturing capacity at the site comprises 135 tonnes/day from a single furnace and six production lines. In the future, it is planned to increase the site's melting capacity to 180 tonnes/day.

Key customers include Sterling Perfumes, Gulf Processing Industries, MVP group International USA, London Distillers Kenya and Riyadh Food industries.

The vision of Pragati Glass Group Managing Director, Dinesh Gupta, the Oman operation has been created to complement the group's existing glassmaking business in India, specialising in short run orders. The latest computerised manufacturing technology is employed to make a diverse range of products, employing a combination of 6- and 8-section single and double gob IS machines, automated inspection and palletising equipment.

Since production in Oman was started in 2010, the factory has gradually developed a strong customer base, offering more than 500 designs to customers in Europe, Africa, North America and the Gulf region. Now the parent Pragati Glass Group is considering the next phase of expansion opportunities. This includes a joint venture project in India to make aluminium mono block cans for the perfumes and pharmaceutical sectors and the possibility of building a glass packaging plant to serve the emerging African market. ■



Pragati Glass operates facilities north west of Mumbai and in Oman.

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