

## Manik engineers heating up the cold chain



**M**anik Engineers is the most reputed brand in India with 30 years history for manufacturing various controls for HVAC & R Industry; such as Liquid Level Controllers, Solenoid Valves, Gas operated solenoid valves, Evaporator pressure regulators, Compressor Capacity Controllers, Thermostatic Expansion Valves and other Controls. The products are very popular in beverages and breweries, pharmaceuticals, chemical, bulk drug, dyes and Intermediates industry, Dairy, Food industry, Stepple Fiber, Nylon and Textile Industry.

The OEMs such as York, Kirloskar Pneumatics, Alfa Laval, Frick, Sabroe, IDMC (Indian Dairy Machinery Company), K G Khosla, Cooling People, Blue-Star, Voltas, Batliboi, ACR Engineering, Systems and Components and North Star have standardized our controls for past decades. The products have been approved by National Dairy Development Board, the Govt. of India unit responsible for making India largest producer of milk in world.

Today Manik Engineers have great range of clientele such as Ranbaxy laboratories, Lupin Laboratories, Ajanta Pharma, Colourchem India, Max India, Orchid Chemicals, Cipla, Wockhardt, Shasun Chemicals, Spic Chemicals, Rallies Group, Max GB, Ciba Giegy, Clariant India, Ciba Specialties, Novartis, Hoest, Nestle, Hindustan Lever, Smith Kline Beecham, Cadburys India, Coca cola India, PepsiCo Holdings India, United Breweries, Mysore Breweries and. Our customers have a very satisfying and enduring relationship with us for the past 30 years.

In an intense conversation with "Beverages & Food Processing Times" Anand Joshi, Managing Partner, shares his experiences, doing and achievement with us.

**Below are the excerpts of the interview:**

### How do you view the present status of Indian Cold Chain services in India?

Indian Cold Chain Industry is still at the nascent stage. We have storage facilities for potato, apples, dry fruits. However, we are yet to build facilities for Onions, Garlic and other vegetables.

The industry is unorganized. Fortunately, India has very good knowledge in manufacturing base for refrigeration industry. Refrigeration is the heart of cold chain and we, in India have very good developed refrigeration industry, which I am sure is at par with the world.

### What are the services your company is giving to the Indian cold chain sector?

Our Company is into manufacturing of controls for cold chain Industry main for refrigeration. We are manufacturing these controls for past 30 years and we are proud to say that we are the only Indian company offering complete range for cold chain. We have focused on introducing the new products mainly for safety of plants and

sufficient electricity to support these cold chains. We should involve local associations such as cold storage owners associations. ASHRAE and AARI so as to generate appropriate standards and share know how. We should generate multiple campaigns to educate urban citizen benefits of cold chain on their day to day life, encourage farmers to use cold chain to generate better profits for their produce also we need to educate cold chain facilities providers for hygienic storage systems, handling of food and most important wastage of food in storage.

### What would be the best solution to minimize the agri losses in the country you would like to suggest government?

Government of India has been greatly involved in developing cold chain facilities and it looks very optimistic. However, a lot more has to be done; we need to have single window system for permissions, all applications, and documentation etc. That is all the system should be made online. Also decision of subsidies should be faster. We need to set up our own standards for Cold Chain application rather than

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**What are the present challenges in front of this segment in India?**

**Do you think there should be national wide campaign to bring awareness among the farmers, supply chain companies, traders, food processors, retailers and other consumers of cold chain services?**

The challenges are enormous and needs lot of efforts from government as well as private sections. We need to generate our own standards for plant design and operation suitable for our country. Also we need to set energy guidelines for cold chain. In cold Chain industry electrical energy for the refrigeration is the major input cost. We also have to generator

sufficient electricity to support these cold chains. We should involve local associations such as cold storage owners associations. ASHRAE and AARI so as to generate appropriate standards and share know how. We should generate multiple campaigns to educate urban citizen benefits of cold chain on their day to day life, encourage farmers to use cold chain to generate better profits for their produce also we need to educate cold chain facilities providers for hygienic storage systems, handling of food and most important wastage of food in storage.

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**Do you see enough investments coming in this segment in the country to cater agro & food industry and other industries?**

Investments are beginning to flow in the sector; however, they are mainly for on small scale/ individual basis. It should be made seen that the Government should encourage public private section participation. However, we should plan our growth very cautiously such that investment happens in rural sector and farmers get direct benefits.

**Do you think this is the high time when all stake holders should come together to find out solutions for cold chain development?**

It's high time for all of us to join and generate common system. We should include associate non-commercial organizations such as AARI/ ISHRAE etc.