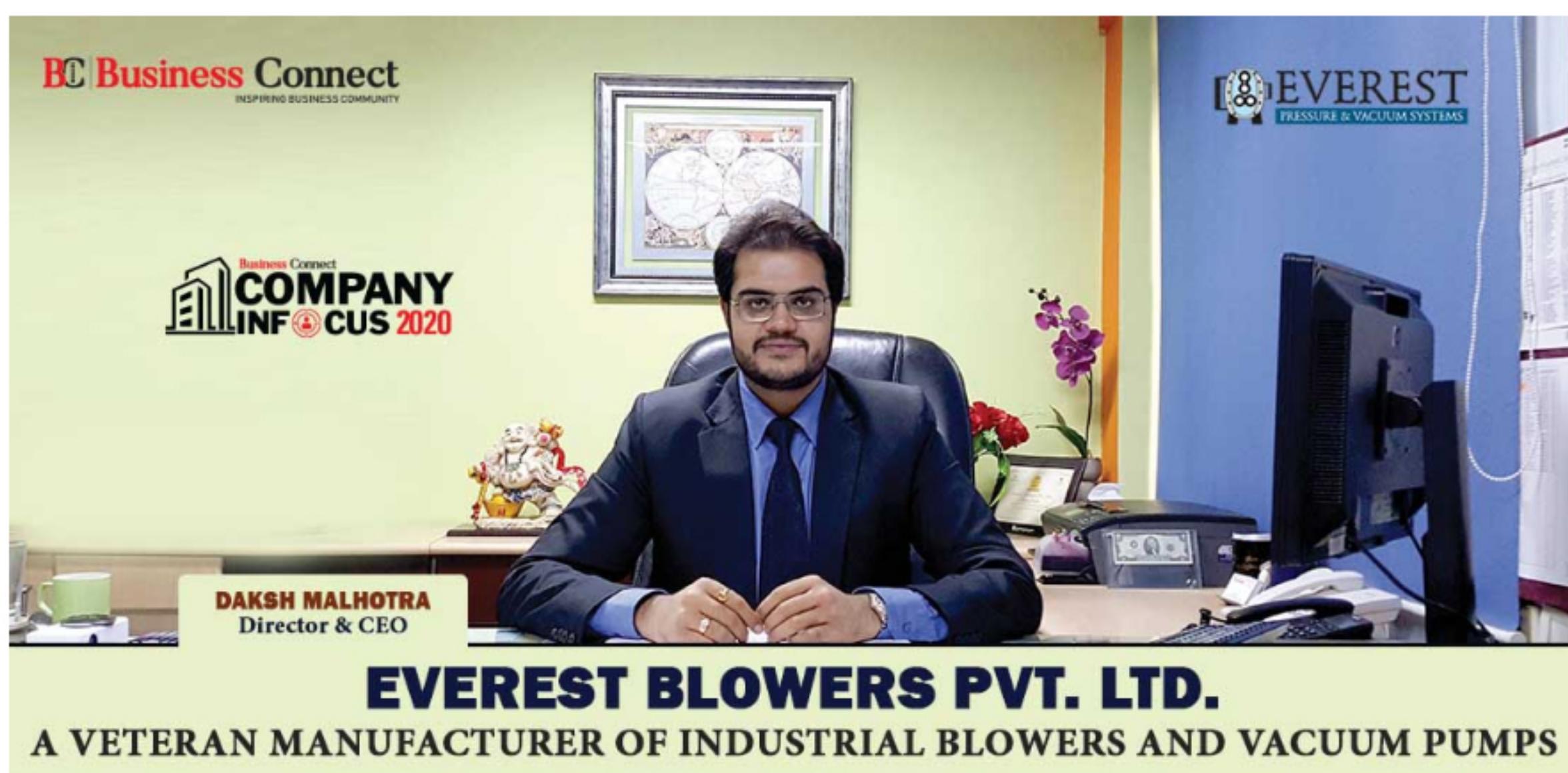


EVEREST BLOWERS PVT. LTD.



Everest Blowers | Business Connect

EVEREST BLOWERS PVT. LTD.: A VETERAN MANUFACTURER OF INDUSTRIAL BLOWERS AND VACUUM PUMPS

Industrial blowers and vacuum pumps are some of the trendsetting **innovations** widely used by various industries. Whilst an industrial blower is used to ensure the constant flow of larger volumes of air throughout a concourse, vacuum pumps, on the other hand, are used for removing air or gas particles from a particular area or container creating a vacuum space in there. Both of these equipment is used for various industrial applications.

Since these pieces of equipment have a constant demand for streamlining operations of a manufacturing unit, the industry has conceived many brands who show their credibility by procuring high-performance industrial-grade blowers and vacuum pumps. Amongst these brands, **Everest Blowers** stands as a robust organization, which has been focusing its expertise on building these blowers and vacuum pumps for the last 40 years.

A BRIEF LOOK AT THE COMPANY

Everest Blowers is an ISO certified 9001:2008 manufacturing organization that focuses its technology and skillsets to manufacture superior quality industrial blowers and Vacuum Pumps. Initiated in 1980, the company started its operations by manufacturing 'Twin Lobe Rotary Air Blowers'. However, with time and technology, it has encompassed various other products in its rack which encompasses high-quality Roots Blowers, Turbo Blowers & Centrifugal blowers for low and medium pressure duty applications.

The main USP of **Everest Blowers** is its design and high-quality machine parts. With a cumulative expedition of 4 decades, in developing blowers for various industrial segments, the company provides cost-effective machines, which is necessary to meet the changing technology and keep their clients satisfied. They also ensure end-to-end support for their clients after manufacturing. They provide In marketing and post-sales support for all the blowers & compressors manufactured under their umbrella.

FACTORS THAT DIFFERENTIATE

The company is highly recognized by '**DSIR India**' for its in-depth investment into R&D. A fine conclusion of their R&D practices is their 'OIL FREE and Highly Energy Efficient' products, which helps the company to be a leader in its domain. Everest is also maintaining technical transparency with clients. By having a competent technical and front line team, the company maintains complete transparency, which brings 80% repeat customers for the company.

In addition to this, the company has more than 60 personnel in Technical Sales and Post Sales Service, and 15+ authorized and competent distributors, spread across the nation. This aid in having nationwide coverage and 95% efficiency W.R.T "On-Time Delivery". The company also maintains its connection over the country through its Chatbot and their E-Commerce site. The company proudly speaks of itself as the pioneer of introducing AI Technology and E-commerce in the manufacturing industry and has a highly satisfied clientele base.

FOR THE CLIENTS, WITH THE CLIENTS

Top **Quality**, Reasonable **Cost**, Timely **Delivery**, and Prompt **Service**. These are the core approaches to attaining sustainable customer satisfaction at Everest Blowers. By staying close to its client base, the company comprehends and eradicate every issue that hampers their model of **Customer Delight**. For its qualified and collaborative mindset, the company has welcomed a multilingual client base consisting of many corporate names such as Thermax Ltd., Adani, VA Tech –Wabag, Xylem Water. The company is also an approved and regular supplier to many PSUs: NPCIL, BHEL, NTPC, SAIL to name a few.

ADAPTIVE TO CHANGING MARKET TRENDS

"I feel the best way to stay connected to the trends is to stay connected with your customers and keep understanding their diverse needs", asserts Daksh Malhotra (Director).

In-depth R&D has intensively helped **Everest Blowers**, to fathom to customer needs and conceive the products accordingly. It has also helped in keeping them abreast to the evolution and innovations in the market. The practice has helped them to stay in touch with the transitions in the industry and learn from the foreign markets. By utilizing the knowledge the company aims to innovate prospective methodologies, which can take them to the next level. This approach is further aided by the Govt. initiatives. Being an MSME to the core, the company is highly aided by the idea of 3L's (Land, Labor & Law) of Govt. By staying affiliated to these, the company sees growth in their scale of the industry whilst bringing out novel ideas with the determination of implementing them.

AN ARDENT WORK ENVIRONMENT

"**Happily dissatisfied is the motto at Everest**". Based on this statement, the Director acknowledges that a skilled and enthusiastic team is the biggest asset for Everest. Passionate employees help in maintaining a good image and bring forth prospective business opportunities for the company ultimately crafting a progressive client base. The director idolizes the Hinduja Brothers and is very touched by one of their 5 mantras – "**Work to Give**", which defines work as a bond and partnership for growth. The company maintains a cohesive and dynamic work culture, which enhances their ability to deal with stress, better.

Moreover, to maintain their team's overall content, Everest recognizes its employees' performances with awards and multiple HR schemes. The company also has a profound Sr. management team who motivate their employees and instil a 'Company First' mindset in them.

A HAND TOWARDS ELEVATING THE SOCIETY

Even after being a small scale enterprise, with limited resources, Mr Malhotra takes a keen interest in elevating society. The company has established relations with various NGO's and Trusts/Foundations, which are focused on upgrading Sanitation & Drinking Water facilities. The company also has a commendable initiative for girls under their CSR services – "**Education of Girl Child in Top Private School**".

ACHIEVEMENTS PAVING THE PATH FOR GLORIFYING PROSPECTS

Through its unconquerable journey of 4 decades, in the manufacturing industry, the company has incubated an enormous and prospective client base. The company was bestowed with the "National Award for Quality Products in MSMEs 2013". In F.Y. 2018-19, the company earned a humungous turnover of 95 Cr. In the coming years, Everest is looking forward to continuing its captivating practices – keep learning and staying according to evolution. The company aims at adding more merchandise to their trove and entering the exports market in a more structured way. Customers are always looking for platforms with 'Packaged Solutions' and Everest is keeping a constant approach to gear itself accordingly for that.

FROM THE DIRECTOR'S DESK

"Derive pleasures from the little things in life, be good, do good – the world is a beautiful place". – MR Daksh Malhotra