



# Everest Kanto Cylinders

## An emerging global business position

Established in 1978, Everest Kanto is developing rapidly. Privately-owned and listed on the Mumbai stock exchange, the company is headquartered in India, a country that symbolises today's shift in global economic power away from the developed economies and towards BRIC countries – seeking dominant global supplier positions of manufactured goods, compressed gases cylinders being one of them.

After getting a firm foothold on the Indian high pressure steel cylinders market, EKC launched its internationalisation. In 2003 EKC went more international and set-up its first manufacturing plant overseas in JAFZA, Dubai (UAE). Later, 2008 saw the set-up of EKC Industries Tianjin, China and the acquisition of a CPI Industries plant in the US. Today, Everest Kanto Cylinders has modern manufacturing plants in four locations in India, two in UAE, one in China and the US. This includes tube, billet, plate and jumbo cylinders and cascades manufacturing lines in India, two tube cylinders manufacturing lines in UAE, tube cylinders, Type 2 composite cylinders, jumbo vessels and trailers production in China, as well as jumbo vessels and skids production in the US.

EKC also owns sales and R&D companies and branch offices in Germany, Czech Republic, Thailand, Brazil and Colombia, where it employs managers with a background in high pressure cylinders or gas related industries.

### Technological leadership

Everest Kanto technology relies on the Japanese manufacturing traditions of the Kanto Koatsu Yoki Manufacturing Company that facilitated establishing the first cylinder manufacturing plant of EKC in 1978.

Later on, under the leadership of one of

the company directors with an academic background from the National Institutes of Technology (India) – globally acclaimed for the standard of education in engineering – the company has established greenfield plants for billet (2005) and plate made (2008) cylinders, launched development programmes for Type 2 composite cylinders (2008). Billet and plate technologies are unique and are being employed for the first time in India. EKC also has powder paint

**“Since its establishment, EKC has sold well over eight million cylinders worldwide..”**

equipment at one of its plants in India, a technology of increasing popularity in the industry.

One of the recent developments is Type 4, lightweight composite cylinders production line being implemented at the EKC-CPI facility in the US. To satisfy the high product standard requirements of all of its customers, Everest Kanto gets increasingly involved with high-tech equipment and material suppliers outside of its home market. This includes partnerships with German, Italian, Japanese, and Swedish businesses

### Business systems

The high standards of company quality are secured not only with a stringent control routine which is a must for all industry players but additionally, the company strongly relies on its safety policy guidelines developed over 32 years of experience in medical gases cylinders and later, improved further with CNG cylinders

production aimed for automotive OEMs and environmentally friendly technologies.

The company's background with automotive OEMs relies on implemented lean manufacturing programmes, with 100% traceability of inputs and outputs. Some of the certifications in place include ISO 9001:2008 and ISO/TS 16949:2009. Further certifications are constantly being implemented as per market requirements.

With all the listed technologies and the latest European equipment in place, Everest Kanto is able to deliver cylinders from 1-3,000 litres in water capacity and diameters from 76-610mm and working pressures of up to 400 bar.

Since its establishment, EKC has sold well over eight million cylinders worldwide and has the existing manufacturing capacity exceeding 1.5 million vessels per year. Domestic and international markets include aerospace, military, chemical processing, construction, food and beverage production, industrial controls, medicine, nuclear power propulsion systems, oil and gas exploration and production, transportation and NGVs.

### Future

Looking ahead, EKC management states that its market coverage is not limited to existing markets, but goes all over the globe, for which compliance to such standards like ISO, EN, ECER, IS, BS, NZS and DOT is adhered to when required.

Technologically, Everest Kanto Cylinders benchmarks itself against the leading European and American high pressure cylinders manufacturers, which have been on this market if not as much as EKC, even longer. However, the learning curve of EKC has been steeper. Further, EKC has a big home market to rely on, which is missing for the majority of western European cylinder producers. Thus, international expansion and favourable pricing are based on the economies of scale the company is able to reach at its home base.

As the company looks to the future, Everest Kanto Cylinders is keeping the market ready to share the 'value of ownership' of its products. □