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Mr. Thomas Klosa, Sales Director-India, MESAcon spoke at length with Mr. Nirmalya Mukherjee during MMMM 2012 highlighting his company's in Indian operations. Here are excerpts from the interview.

NM: Good day! Mr. Thomas Klosa, it is a pleasure to welcome you at the MMMM 2012 New Delhi. I hope you have had quite fruitful interactions with your customers. Tell us about the history of MESAcon and its service to the industry.

TK: In 1956 company Messelektronik was established in the German market. Earlier this was the name for European market and since 1997 MESAcon is introduced as new brand for international markets. Today, we are providing our systems to the various markets of Europe as well as markets abroad.

NM: If you could tell me about your employee strength and globally your presence.

TK: Out of flexible cooperation of 200 people working from R&D projects up to the steel frame production, we have 40 people at our central company responsible for design, manufacturing, sales and service.

NM: What is your relationship with LDV Systeme? Is it a group company?

TK: It is not a group company. Actually, we know LDV from Germany and presidents of both companies share a good relationship.

NM: Coming to your measuring systems, could you briefly highlight what sort of gauges can you accept right from the thinner gauges to hot rolled coils to cold rolled coils?

TK: We cover the complete field of thickness and coating thickness



Mr. Nirmalya Mukherjee taking interview of Mr. Thomas Klosa

applications for all kind of measurements in plate mills, hot rolling mills, cold rolling mills and processing lines including galvanizing, colour coating and insulation coating lines. We measure the thickness up to 150 mm with isotope gauges and x-ray systems for hot rolling mills as single-; triple- or multi channel application and in all cold rolling lines for steel and aluminum. For aluminum foils particularly we measure down to 10 microns. And for this application we use a very sophisticated x-ray system which is the most common technology for the worldwide market. There are also special systems for galvanizing, colour coating and also for electrical steels insulation coating measurements. All these systems are applied here in India.

NM: If you could briefly tell me how many orders have you bagged so far here in India and who are your major customers here in India?

TK: We have started here some years

ago and are represented with over 20 systems coming from customers from all fields. We have aluminum customers in Hindalco and Jindal, steel customers from Nashik and Raigarh, government companies like SAIL for the hot rolling gauges and line builders like Esmech. So, in recent time we have received new orders from most fields of steel and aluminum production including hot rolling, cold rolling and coating.

NM: What is your order volume range annually from India?

TK: We had a very successful 2011 with earnings much above our target values. Although at this moment we have not yet decided our plans for next year, but we plan to increase on some good references and new customers. Furthermore, we increased our local team and employed another service engineer who will come for extensive training to Germany soon and also increased our spare stocks in India to support our customers always right in time.