

**“ We are known as the only Indian Formwork manufacturer, providing complete solution in the field of Aluminium Formwork**

**ROHITT SHARMA**

Director,  
MFS Formwork Systems Pvt. Ltd.

**What is the role of quality standards in Aluminium Formwork System & Steel Scaffolding Formwork system and also tell us what are the systems placed in your company to ensure quality standards?**

For any Formwork system Quality Standards must be followed as quality deliverables is necessity & basic requirement of any project. “MFS Aluminium Formwork System” is manufactured with precise tolerance providing high quality formwork components which ensures consistency of architectural dimensions & smooth surface finish which eliminates entire plastering resulting in huge savings in cost & time.

We focus on providing system with in built Quality control & self mechanisation. Less dependency on manual labour is one of the key features of “MFS Aluminium Formwork System”. Accidents involving Formwork & Scaffolding often occur when Formwork system or its components are not being used as per the user manual provided by the Formwork associate. Contractor to ease his working starts using the components at places for which they are not designed for or some accessories are not placed as per the requirement. To avoid this we provide proper Training & Education to site staff for proper usage of

**What type of products being offered by your company, and their application areas? Also tell us that how your products have an edge over competitors?**

We at “MFS” provide complete range of Formwork Systems adding real & measurable value to the customers. We are known as the only Indian Formwork manufacturer, providing complete solution in the field of Aluminium Formwork System.

The major Challenge for “MFS” being only Indian manufacturer in this field is to Compete with Global Companies. It requires Quality deliverables as per Global standards. Upgrading of our product on regular basis is one of the key features of “MFS Aluminium Formwork System.” With proven track record “MFS” has made a niche of its own of being one of the most trusted & recommended Formwork system in the country.

We are Determined for Change in the Mindset by Delivering Better Quality Products than any Global players. We look forward to take “MFS Aluminium Formwork System”, to the next level with market Goodwill of our Satisfied Customers.



the system to avoid accidents. We at “MFS” provide valuable support to our customers, through a dedicated team of experienced Engineers & Technicians, thus enriching the value-chain as a complete formwork company.

**How does the rising steel and raw material price effect your operations? How do you combat these price fluctions in the market?**

Continous Fluctuation of raw material prices whether upward or downward do effect the operations as due to volatile trend duration of closure of any deal increases which effects long term planning. Due to delay in the finalisation, delivery time is squeezed which may effect

quality of product in certain cases. To avoid adverse effects we at “MFS” keep sufficient stock of Raw Material almost three times of our manufacturing capacity at any point of time which helps us to deliver quality products within squeezed delivery schedule. Moreover we have upgraded our design by increasing percentage of standard inventory which we stock in substantial quantity. With sufficient inventory of raw material & standard components we combat the effects & uncertainty of price fluctuation.

**What are the current technological trends in the Aluminium Formwork Industry?**

Customer is more interested in opting for formwork solutions which are user friendly, with In – Build Safety Features enabling speedy construction which make the project more viable and cost effective. Due to time constraints, user prefers suppliers with Technical team who can offer end to end solutions i.e. designing with the use of latest Software, Manufacturing with Automatic facilities with Robotic concept,

is one of the highest in the world, which means the period for which capitol is deployed is very critical. Therefore, it is imperative that our esteemed customers choose right service partner and systems, which will eventually lead to financial & business viability.

**With huge investment plans for infrastructure development and also housing for all, what kind of demand for building material do you foresee in near future? How well are you prepared to take advantage of this oncoming demand?**

There are clear signs of overall economic revival and into construction sector in particular. Now this is a realistic market where growth has to be earned. This requires dedication, intense planning at grass root level, exploring opportunities at early stage & capitalizing on the same by providing technical & economical solution. This is great opportunity for everyone associated with construction industry. With new regulatory bill where timely completion of project is essence “MFS

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Aluminum Formwork System” will play a vital role. Present Government is very keen to develop the infrastructure across regions and new ground reality policies are being made to give boost to the entire construction and infrastructure industry. These steps are very encouraging to the industry as a whole. Unlike past, infrastructure & real estate sectors are no more hesitant in using advance construction techniques. Over the period, increasing awareness of advance technology have made developers realized about the potential of Aluminum Formwork System, even small developers & contractors have started using the same & Considering the vital benefits it has been accepted widely which has resulted in the increase in the sales revenue.

Make in India, Smart Cities & Amrut are major national initiative, which focuses on Maximum Usage of Equipment which are manufactured in India.



This comes, as a Great Opportunity for Indian manufacturers to Compete with Global agencies but at the same time it also requires Quality deliverables as per Global standards. We are fully geared to Cater Indian Construction Industry with Best Quality products, In - Time Deliveries and Best Technical Services as we have Firm Belief in our Team & it's Capability to face any Challenge with Positive Attitude. It would be refreshing to see Indian Formwork industry to grow to new heights. At "MFS Aluminium Formwork System" we encourage this great initiative and shall contribute to make it successful.



**What value added services do MFS Formwork offer to its customers in India?**

"MFS Steel Scaffolding Systems" & "MFS" Aluminium Formwork Systems offers Formwork solutions & services for Construction & maintenance industry and are known as complete solution provider in the respective industries. It includes basic to advanced aspects of Formwork & Scaffolding components which can cater the need of forming any modern structure. Aluminium formwork systems, steel scaffolding systems & access scaffolding are the front line products.

MFS also offers complete designing of formwork system, training / supervision / inspection of formwork at site besides supply of formwork systems. MFS Steel / Aluminium Formwork Systems also provides technical support / services for usage of existing inventory in other projects with minimum additional inventory. We at "MFS" work with our Customers as an "Associates" and not as "Vendor" by getting involved in depth which results in providing best Technical solution ensuring long term relations with the Customers.

**What is your view on ethics in this profession? How far you go in ensuring ethical practices in your projects?**

Ethics is must for any profession. Ethical practices are should be at first priority which ensures long term association & repeat business which is necessity for growth of any organisation. For Formwork industry ethical practices are must as Quality & Speed of project substantially depends on the type of Formwork & Formwork associate. Optimisation of Formwork quantities is our KRA & at the time of proposal we suggest



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multiple options to the customer based on Timelines, Construction Sequence & lay out plan for most viable & economic solution. We believe in providing best solution to the customer by optimising the required quantities which reduces the order value for particular project but ensures repeated orders & positive references which is beneficial for the organisation & industry.

**With respect to planning and expansion what is your vision in the next three years?**

"MFS Aluminium Formwork System" is backed with state of the art manufacturing unit at Faridabad ( NCR ) equipped with Modern machineries & Technical team who are always on toes to deliver best quality product. With technology at par keeping in mind all the latest developments & requirement we continuously upgrade our manufacturing facilities with automatic machines including Special Purpose Machines based on Robotic Concept for consistent quality & in build quality control system which ensures flawless deliverables making our product more user friendly & viable.

With Annual manufacturing capacity of Approximate 6 Lac Square Meter and implementation of Latest & Advance Techniques we always endeavor to be at forefront of Advancing Formwork Technologies and continue to bring our valued customer, the highest Quality, Best Services & Unsurpassed Value. As we foresee huge demand for Quality products we plan to put up new manufacturing units with modern machinery to fulfil the demand by staying at par with the expectation of our esteemed customers.

Year 2016 has been very encouraging in respect to increased number of clients in all over India. Time between enquiry & finalisation has reduced resulting in substantial size of confirmed orderbook. We are thrilled to share that we are entering next Fiscal

2016 - 17 with confirmed orders of 1 Lac Square Meter of approximate value of INR 100 Crores for which we Thank our valuable customers for their trust on our capabilities. Now there is great responsibility on us to deliver this volume within time schedule with quality for which we are fully geared. Target for this Fiscal is set for INR 250 Crores which we intent to achieve with support from our customers & our dedicated team.



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