

## We engineer cooling that keeps industries running :Sandip Kumar

### Mr. Sandip Kumar

Managing Director

Ozone Air Solution Limited

#### Industry: Industrial Cooling and Temperature Control Equipment

*In a recent interaction with SME Times, Sandip Kumar from Ozone Air Solution Limited highlighted the company's steady growth in the industrial cooling and air management solutions sector. Operating from Ahmedabad, Gujarat, the company has earned a strong reputation as a reliable manufacturer and supplier of products such as PLC Based Air Cooled Scroll Chillers, Industrial Laser Chillers, Air Dryers, and Hydraulic Oil Chillers. With a strong focus on quality and advanced manufacturing techniques, the company ensures that each product meets rigorous performance standards. Supported by a skilled workforce and modern infrastructure, Ozone Air Solution Limited delivers efficient, durable, and cost-effective solutions for diverse industrial needs. Its dedication to timely delivery, responsive service, and continuous innovation has helped the company expand its presence across multiple markets.*

#### Q 1. What inspired the growth journey of Ozone Air Solution Limited in the industrial cooling solutions sector?

Ozone Air Solution Limited has built its growth journey on a strong foundation of technical expertise, customer-centricity, and continuous innovation. From the beginning, the company identified a growing demand for reliable and energy-efficient industrial cooling systems across sectors such as manufacturing, pharmaceuticals, and laser processing. By focusing on delivering high-performance products like PLC Based Air Cooled Scroll Chillers and Industrial Laser Chillers, the company steadily gained market trust. Over time, consistent quality, timely delivery, and dependable after-sales support enabled the company to expand its footprint. Today, the organization stands as a well-recognized name, driven by its commitment to offering advanced, durable, and cost-effective cooling solutions.

#### Q 2. How does Ozone Air Solution Limited ensure the quality and durability of its products?

At Ozone Air Solution Limited, quality assurance is integrated into every stage of the production process. The company uses technologically advanced machinery and adheres to strict manufacturing protocols to ensure consistency and reliability. Each product, whether it is a Hydraulic Oil Chiller or a Water Cooled Screw Chiller, is crafted using high-grade raw materials that enhance durability and resistance to corrosion. Rigorous testing procedures are conducted before dispatch to ensure optimal performance under varying industrial conditions. Additionally, the company continuously upgrades its production techniques to align with industry standards, ensuring that every unit delivered meets customer expectations for efficiency, longevity, and operational stability.

#### Q 3. What makes Ozone Air Solution Limited stand out among other manufacturers in the same industry?

Ozone Air Solution Limited distinguishes itself through a combination of product innovation, operational efficiency, and strong customer relationships. Unlike many competitors, the company offers a comprehensive portfolio that includes manufacturing, supply, trading, and service capabilities under one roof. Its ability to provide customized and reliable solutions tailored to specific industrial needs is a key differentiator. Moreover, factors such as prompt delivery, competitive pricing, a wide distribution network, and responsive customer support further strengthen its market position. The company's proactive approach to after-sales service ensures long-term client satisfaction, making it a preferred partner for industrial cooling solutions.

#### Q 4. Can you elaborate on the product range offered by Ozone Air Solution Limited?

Ozone Air Solution Limited offers a diverse range of industrial cooling and air management solutions designed to meet varied operational requirements. The product portfolio includes PLC Based Air Cooled Scroll Chillers, Fully Automatic Water Cooled Screw Chillers, Industrial Laser Chillers, Hydraulic Oil Chillers, and Air Dryers. Each product is engineered to deliver efficient cooling performance while maintaining energy efficiency and operational reliability. The company also provides rental services for air-cooled chillers, catering to short-term industrial needs. This wide product range enables the company to serve multiple industries, ensuring that clients receive solutions that are both technically advanced and economically viable.

#### Q 5. How does Ozone Air Solution Limited maintain customer satisfaction and long-term relationships?

Customer satisfaction is a cornerstone of Ozone Air Solution Limited's business philosophy. The company achieves this through a combination of high-quality products, transparent business practices, and responsive service. From the initial inquiry to post-installation support, customers are guided through every stage with clarity and professionalism. The company's proactive customer care team ensures quick resolution of queries and technical issues. Additionally, reliable after-sales services and maintenance support help in building long-term trust. By consistently delivering value through performance, pricing, and service excellence, the company has cultivated a loyal customer base that continues to grow.

#### Q 6. What role does innovation play in the operations of Ozone Air Solution Limited?

Innovation plays a critical role in shaping the operations and product development strategies at Ozone Air Solution Limited. The company continuously invests in advanced production technologies and design improvements to enhance product efficiency and performance. By integrating automation and PLC-based systems into its chillers, the company ensures better control, energy savings, and operational precision. Innovation is not limited to products alone but extends to service delivery and customer engagement as well. This forward-thinking approach allows the company to stay competitive, meet evolving industry demands, and deliver cutting-edge solutions that address modern industrial challenges.

#### Q 7. How does Ozone Air Solution Limited manage its supply chain and delivery commitments?

Ozone Air Solution Limited has developed a robust supply chain system that ensures seamless operations from manufacturing to delivery. With a capacious warehouse and a large inventory of products, the company is well-equipped to handle bulk orders and urgent requirements efficiently. Its wide distribution network enables timely delivery across different regions without compromising product safety. The company also collaborates with reliable logistics partners to maintain consistency in dispatch schedules. This well-structured approach allows the organization to fulfill its promise of prompt delivery, which is a key factor in maintaining customer trust and satisfaction.

#### Q 8. What industries benefit the most from the solutions provided by Ozone Air Solution Limited?

The solutions offered by Ozone Air Solution Limited cater to a wide spectrum of industries that require efficient temperature control and air management systems. Key sectors include manufacturing, plastics, pharmaceuticals, food processing, automotive, and laser cutting industries. Industrial Laser Chillers, for instance, are essential for maintaining precision and performance in laser-based operations. Similarly, Hydraulic Oil Chillers are widely used in heavy machinery to ensure smooth functioning. The versatility and reliability of the company's products make them suitable for both large-scale industrial setups and specialized applications, thereby expanding its reach across multiple domains.

#### Q 9. How does Ozone Air Solution Limited approach pricing and affordability?

Ozone Air Solution Limited adopts a customer-focused pricing strategy that balances affordability with quality. The company ensures that its products are competitively priced without compromising on performance or durability. Efficient production processes, optimized resource utilization, and a strong supply chain enable cost control, which translates into budget-friendly pricing for customers. Additionally, the availability of rental services provides an economical alternative for clients with temporary requirements. This flexible approach to pricing ensures that businesses of all sizes can access high-quality industrial cooling solutions within their budget constraints.

#### Q 10. What is the future vision of Ozone Air Solution Limited in the industrial solutions market?

The future vision of Ozone Air Solution Limited revolves around expanding its market presence while continuing to innovate and enhance product offerings. The company aims to strengthen its position as a leading provider of industrial cooling solutions by adopting new technologies and sustainable practices. Focus areas include improving energy efficiency, reducing environmental impact, and developing smarter, automated systems. Additionally, the company plans to broaden its distribution network and explore new markets to reach a larger customer base. With a commitment to excellence and continuous improvement, the organization is well-positioned for sustained growth and industry leadership.