



CELEBRATING

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MESSAGE FROM THE CHAIRMAN

Dear Members,

As I step into the role of Chairman of the Indian Valve and Actuator Manufacturers Association (IVAMA), I am filled with a sense of responsibility and optimism. Our industry stands at a pivotal moment, poised to leverage innovation and collaboration to meet the growing demands of various sectors that we serve.

IVAMA was established with a vision to unite manufacturers, enhance industry standards, and foster a culture of excellence. We have done very well to take IVAMA to be "The Voice of the Indian Valve Industry" under the leadership of our past chairs, Mr. Arvind Goel & Mr. Pranay Garg and the dynamic IVAMA office team of Mr. Muruganantham and Ms. Gayatri. Together, we will continue to drive advancements through technology, sustainability, and skill development.

My commitment is to strengthen our network, ensuring that every member benefits from shared knowledge and resources. In the coming months, Mr. Vinayak Lokur, Vice Chairman and I will focus on initiatives that promote best practices, facilitate training programs, and advocate for policies that support our industry's



Ramesh Babu
Chairman, IVAMA

growth. I invite all members to actively participate in this journey, as your insights and experiences are invaluable. We propose to bring in end users to our forum, thus giving us an opportunity to get their views on the products and services. Our term will be used to consolidate on our growth and put in place robust processes to serve the Industry and its members.

Let us embrace this new chapter with enthusiasm and determination. Together, we can elevate IVAMA and position our industry as a leader on the global stage. Here's to a future filled with innovation, collaboration, and success!

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On behalf of IVAMA, I wish you immense happiness and prosperity in the coming year, 2025.

Ramesh Babu
Chairman, IVAMA

"INDIAN VALVE MAKERS: GLOBAL COMPETITORS, LOCAL STRENGTHS":

In conversation with M. Venugopal

Mr. Mummadi Venugopal, a Mechanical Engineer from Jawaharlal Nehru Technological University, Hyderabad, has accumulated over 28 years of experience in the valves industry. His career includes 11 years in Sales & Marketing with one of India's largest valve manufacturers, followed by 19 years in procurement at Reliance Industries Limited, where he oversees the sourcing of valves, piping specials, and safety items across all projects.

On the Experience with Indian Valve Manufacturers:

Venugopal shared his extensive experience working with Indian valve and actuator manufacturers, noting a significant evolution in the industry. He stated, "Since 2004, particularly from 2013 onwards, we have collaborated with various Indian manufacturers for our mega projects. The experience has been phenomenal." He further emphasized, "Indian valve and actuator manufacturers offer a diverse range of high-quality products, employing modern manufacturing techniques and skilled personnel. They have proven themselves to be on par with overseas manufacturers."

On Quality and Reliability:

While he acknowledged variability in product quality among manufacturers, Venugopal highlighted the strides made by many. He said, "The quality and reliability of products have improved significantly due to modern manufacturing processes and investments in research and development." However, he also stressed that "We cannot rate all Indian manufacturers the same, as it largely depends on their adherence to design standards and quality procedures."

Areas for Improvement:

Venugopal pointed out critical categories where improvements are still necessary, stating, "Despite advancements, certain



WHY INDIA



MUMMADI VENUGOPAL

*Senior Vice President (Procurement)
Reliance Industries Ltd*



"Indian valve and actuator manufacturers have a diverse range of products with high quality and modern manufacturing techniques. Over the last two decades, the industry has evolved significantly and is now comparable to overseas manufacturers."

valves, such as metal-seated ballvalves for severe services and high-pressure gate valves, still need enhancements in range, quality, and reliability.” He noted that many of these valves continue to be imported to ensure optimal performance, indicating an area for future growth.

Expected Services from Manufacturers:

When discussing the services expected from manufacturers, Venugopal emphasized comprehensive support. He said, “We require more than just quality products. Manufacturers should provide O&M manuals and maintenance recommendations to ensure longevity and reliability.” He added, “Prompt responses to product complaints are crucial, as any delay can significantly impact project timelines.”

Success Stories:

Venugopal shared several success stories that illustrate how Indian manufacturers have exceeded expectations. He highlighted, “Many manufacturers have proactively collaborated with us to develop critical valves that were previously imported. This has not only reduced costs but also lead times.” He noted, “Their willingness to support us on short lead times for shutdowns has been commendable.”

Competitiveness of Indian Manufacturers:

On the competitiveness of Indian manufacturers in the global market, Venugopal expressed optimism. He stated, “Indian manufacturers are increasingly competitive, especially for cost-sensitive applications. Their growing focus on quality and innovation positions them well in the global market.” However, he acknowledged existing challenges,

including “overcoming the perception that Indian products are inferior, even as quality continues to improve.”

Unique Characteristics of Indian Manufacturers:

What sets Indian valve and actuator manufacturers apart, according to Venugopal, includes competitive pricing and a robust local supply chain. He noted, “The availability of large capacities in foundries and machining shops enhances responsiveness and reduces lead times.” Furthermore, he pointed to a strong emphasis on customer service, stating, “Indian manufacturers are flexible and often provide customized solutions that meet specific client requirements more effectively than larger global companies.”

“

Despite significant advancements, there remains considerable scope for improvement in quality and reliability for critical valve types, especially in severe service applications, where we still rely on imports to meet our quality standards.”

Future Suggestions:

Looking ahead, Venugopal urged Indian manufacturers to focus on key areas for improvement. He said, “Timely delivery remains one of the biggest challenges. Adherence to agreed-upon timelines is crucial for the success of major shutdowns and project commissioning.” He also stressed the importance of handling special materials and reducing longer transit times, adding, “Developing sustainable and environmentally friendly practices will also be essential for future competitiveness.”

INDIA'S DECADE: ADDRESSING A GLOBAL AUDIENCE AS IVAMA CHAIRMAN AT VMA 2024

I had the opportunity to be a Guest Speaker at the Annual Meeting of Valve Manufacturers Association (VMA) of America on October 3, 2024 at Park City, Utah, USA. I represented IVAMA and spoke on the topic "Global Perspectives: India". The brief was to speak about our Business Climate, Energy Outlook, The Market, and our Sustainability Efforts. The talk was received very well and there were genuine interest and unanimous acceptance of the fact that India is a happening economy, and this is going to be our decade.

VMA is one of the oldest associations for valve industries celebrating 86 years with 125 member companies - manufacturers, distributors, suppliers and service providers and is responsible for 80% of USA industrial valve shipments. The Annual Meeting is an occasion for all members to get together for a couple of days and listen to experts speak on various topics, related to the industry and the outlook for the next year. There were internal sessions devoted to Governance of the Association, Budgeting



for the next fiscal year and of course a lot of time for networking and loads of fun activities. The programs were very well designed and there were over 100 participants.

I also had the privilege to meet and discuss with the President of VMA and briefed her about our Association and its activities. The idea is to look at various opportunities for working together soon and formalize our relationship. There were a lot of take aways for a young Association like ours and we will plan to implement these programs with the support of all our members in the coming years.

Ramesh Babu
Chairman, IVAMA

NEPAL AND INDIA INK AGREEMENT FOR FOUR MAJOR PETROLEUM PROJECTS

Nepal signed a business-to-business agreement with India to develop four petroleum projects. The deal includes cross-border pipelines and storage terminals, partially funded by Indian grants. This agreement follows Nepal's pledge at the UN to achieve net-zero emissions by 2045, raising concerns from environmentalists who argue that such projects contradict the country's green goals. Critics

suggest the government should focus on renewable energy investments, such as hydropower and electric vehicle infrastructure.

The agreement outlines the construction of two pipelines—one from Siliguri, India, to Charali, Nepal, and another from Amalekhgunj to Lothar. Additionally, smart terminals with large storage capacities will be built with Indian assistance. The estimated cost of the projects is Rs15 billion.

Energy experts warn that these developments may undermine Nepal's efforts to reduce its dependency on fossil fuels and contribute to its growing trade deficit.

IVAMA-IEC MEET: FOSTERING COLLABORATION AND INNOVATION

On September 21, 2024, IVAMA, in collaboration with the Instrumentation Experts Club (IEC), organized a successful event at Courtyard by Marriott, Navi Mumbai. The event aimed to promote the interests of members involved in Control Valves, Instrumentation Valves, Actuators, Accessories, Fittings, and other related sectors.

Timed strategically after the Valve World (VW) Expo to accommodate members already in Mumbai for the summit, the event drew prominent companies and experts in the industry.



During the event, Mr. Ramesh Babu and Mr. Muruganantham R presented IVAMA's vision to IEC members, while Ghatge Patil Industries and MIEPL (Millennium Instruments/FLOVOL Technologies) gave technical presentations on their product range. Advance Valves and GM Engineering also showcased their offerings.

The event saw an impressive turnout of 120 delegates, with 80 spouses joining as well. A special entertainment program was arranged for the spouses, enhancing the overall experience.

There were meaningful interactions with the delegates, and IEC proposed forming a "Users Wing" within IVAMA to better engage with end customers and contractors.

WEBINAR ON DOING BUSINESS IN OMAN: INSIGHTS FROM BUSINESS GATEWAYS INTERNATIONAL



Following the Valve World Expo, where delegates from Saudi Arabia, Russia, and Oman participated in the International Buyers Roundtable, IVAMA organized a follow-up webinar on October 9, 2024. The session, led by Business Gateways International, provided valuable insights for members interested in expanding their business in Oman.

The webinar focused on the Joint Supplier Registration System (JSRS), Oman's official single-window supplier registration platform, which is essential for doing business with 28 major Oil & Gas operators and other key industry buyers. Participants learned about the history and strategic importance of JSRS, the ministerial mandate behind it, and the detailed registration process. Additionally, the platform's role in facilitating B2B engagements was discussed, offering attendees a clear understanding of how JSRS promotes transparency and efficiency in Oman's procurement processes.

The session concluded with an interactive Q&A, allowing participants to address specific queries through live chat. The webinar proved highly informative for those exploring business opportunities in Oman.

IVAMA ANNOUNCEMENTS



IVAMA®
INDIAN VALVE AND ACTUATOR
MANUFACTURERS ASSOCIATION

WELCOMES
Our New Chairman



Ramesh Babu
MD, Velan Valves India

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WELCOMES
Our New Vice- Chairman



Vinayak Lokur
MD, Expert Valves

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THANK YOU



Pranay Garg
Immediate Past Chairman, IVAMA &
MD, Advance Valves

Thank you for your outstanding leadership as the Chairman of IVAMA!

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We are delighted to announce the new leadership at IVAMA!

Mr. Ramesh Babu, Managing Director of Velan Valves India, has been appointed as the new Chairman. With his extensive experience in the valve industry, we are confident that his strategic insights will further strengthen our association and drive continued growth.

Joining him in leadership, Mr. Vinayak Lokur, Managing Director of Expert Valves, takes on the role of Vice Chairman. His expertise will be instrumental in guiding IVAMA's initiatives moving forward.

We also extend our heartfelt gratitude to Mr. Pranay Garg, Managing Director of Advance Valves, for his exemplary leadership as the outgoing Chairman. His vision and dedication have been pivotal in advancing the association's mission.

Please join us in welcoming our new leaders and thanking Mr. Garg for his outstanding contributions.



100+

Members

Thank You!

www.ivama.in

Dear IVAMA Members,

We are thrilled to announce that IVAMA has reached a significant milestone — we are now 100+ members strong! This achievement is a testament to the trust and support from each one of you, and it reflects the growing strength of our community.

As we continue to expand, we remain committed to fostering collaboration, innovation, and growth within the valve and actuator industry. Together, we will achieve even greater success in the future. Thank you for being an essential part of this journey!

Warm regards,

Team IVAMA



IVAMA'S SUCCESSFUL WORKSHOP ON "SOURCING OF CASTINGS" AT VALVE WORLD INDIA EXPO



IVAMA hosted a well-attended workshop titled "Sourcing of Castings – Valve Manufacturer and Foundry Perspectives" on September 19-20, 2024, at Valve World India. Due to high demand, the workshop was repeated twice, successfully bridging the gap between valve manufacturers and foundries.

Participants gained insights into essential technical delivery conditions for sand casting procurement, ensuring quality and consistency in production. The workshop also facilitated collaboration, allowing foundry and valve manufacturers to share perspectives on new product development and enhance innovation and efficiency. Key discussions emphasized the importance of design for manufacturability, exploring strategies to optimize designs that reduce costs and lead times. Additionally, attendees addressed common casting defects and their solutions from both foundry and valve design viewpoints, learning proactive measures to improve product quality.

The enthusiastic participation demonstrated the industry's interest in fostering collaboration. Overall, IVAMA's workshop at Valve World India was a resounding success, facilitating valuable discussions and strengthening connections between manufacturers and foundries.

EXPANDING HORIZONS: STRATEGIC TALKS WITH NPAA TO ENHANCE BUSINESS OPPORTUNITIES

In the Valve World Expo-2024, there were many delegates from Saudi Arabia, Oman and Russia who presented in the International Buyers Roundtable. I had a brief discussion with Executive Director of Scientific & Industrial Valve Manufacturers Association, Branch IC of NPAA on possible ways to take up activities which will be mutually helpful to enhance our business.

I visited Saint-Petersburg, Russia to participate in St. Petersburg International Gas Forum during 8-11 October 2024. There I again had the opportunities to meet and discuss with Executive Director and his team of NPAA in the forum.



I discussed with them on requirement of certification to do business with Russia, sectors of industry importing valves, types of valves, and volumes imported. Shortly I will share my experience during the visit in a webinar to all members.

Muthukumar Sunderrajan
Founder & Chairman
Susin Group of industries

IVAMA FELICITATIONS



ROTEX AUTOMATION
for completion of 50 years



VINIR ENGINEERING
for completion of 40 years



MIEPL
for completion of 25 years



WITZENMANN
for completion of 25 years

ROTEX EHF: SELF-CONTAINED ELECTRO-HYDRAULIC ACTUATOR

Rotex has developed advanced Electro-Hydraulic Actuators (EHF) designed for various applications like, the oil and gas, power, Tunnel dampers, Mining, irrigation valves, etc, industries. These actuators are engineered to operate for up to 25 years with minimal maintenance, addressing the industry's demand for durable, reliable systems.

Key Features:

- **Patented Modulating EHF System:** Utilizing unique Patented zero-leak proportional valves, Rotex EHF operates with no oil pressure consumption, no oil heating, and requires no motor activation for days in steady state conditions, leading to substantial cost savings.
- **Asset Management Software:** Rotex's software enables real-time monitoring of actuator and valve health. Data is captured and accessible on the cloud, allowing users to review it globally. This information can also be analyzed by Rotex for ongoing product evaluation and improvement.
- **Advanced Communication:** Equipped with TCP/IP communication, the EHF allows seamless data flow and interaction with servers, enhancing system integration and performance monitoring.



Applications:

- Rotex EHF actuators are versatile, serving industries such as:
- Oil and Gas (Upstream and Midstream)
- Power Generation
- Airport Fuel Ring Mains
- Dams and Water Gates
- Irrigation and Water Supply

Achievements:

- **Major Contracts:** Rotex secured a single order worth \$3.09 million from Aramco, the largest in the last two years, surpassing a previous \$2.6 million order.
- **Innovative Applications:** Rotex is actively developing valve applications for new sectors like mining and cruise ships.
- **High-Performance Actuators:** Rotex supplied a 1,200,000 N thrust actuator for Jafurah's 36-inch 2500# gate valve and delivered a high-speed modulating actuator for Bomafa valves, achieving less than 1-second operation for 0-100% movement.

BPCL ANNOUNCES MAJOR INVESTMENT IN INTEGRATED REFINERY AND PETROCHEMICALS COMPLEX IN NELLORE

Bharat Petroleum Corporation Limited (BPCL) is set to invest between ₹50,000 crore and ₹60,000 crore in building an integrated refinery and petrochemicals complex at Ramayapatnam Port, located in the SPSR Nellore district.

The state government has put forward three potential locations for this major project to the central government. These include Machilipatnam in Krishna district, Ramayapatnam in Nellore district, and Mulapeta in Srikakulam district, with Ramayapatnam being the chosen site for the development.

According to reports from MyInd.net, BPCL's refinery complex will be built on a 1,000-acre site and is expected to have a production capacity of twelve million tons per year.

BASIC PROGRAM FOR SKILL DEVELOPMENT BY IVAMA



Skill development is one of the focus areas in any organization which makes it more competitive and profitable. IVAMA Association offers a range of Technical Webinars which will be helpful to young and middle level engineers in Sales/Marketing, Design, R&D, SCM, Production and Quality functions of Valve and Actuator industry.

WABAG SECURES ₹1,000 CRORE CONTRACT FOR 100 MLD DESALINATION PLANT FROM INDOSOL SOLAR

VA Tech WABAG (WABAG), a prominent Indian multinational in water technology, has secured a substantial contract valued at INR 1,000 crore to construct a seawater desalination plant with a capacity of 100 million liters per day (MLD) for Indosol Solar's solar photovoltaic (PV) manufacturing facility in Andhra Pradesh. This facility is set to ensure reliable water security for the solar PV industry.

Seven webinars are developed to provide deep understanding of basics of valves and pipes, different types of valves and actuators – how they interact with piping systems. They also cover codes and standards, various materials of construction, etc. and give expert guidance in making cost-effective technical decisions and tips for proper valve selection and application.

- **Webinar-1:** Basics of Valves
- **Webinar-2:** Different Types of Valves and Selection
- **Webinar-3** Codes and Standards for Valves and Actuators
- **Webinar-4:** Materials of Construction for Valve Shell Components
- **Webinar-5 :** Materials of Construction for Valve Trim Components
- **Webinar-6:** Valve Operation
- **Webinar-7:** Pressure Testing of Valves

This program is scheduled to be repeated from November 06, 2024.

For more details, use the link: <https://www.ivama.in/events/tech-webinar-basic-program-8>.

The project is scheduled for completion over a 38-month timeframe and encompasses the complete spectrum of engineering, procurement, installation, testing, and commissioning. Additionally, it includes a 15-year operation and maintenance (O&M) contract. The plant will incorporate advanced desalination technologies to enhance energy efficiency, thus providing a sustainable water supply for Indosol Solar's 10 GW integrated solar PV manufacturing unit.

This contract further solidifies WABAG's position as one of the top five companies in the global desalination market. Since 1995, WABAG has successfully constructed over 60 desalination plants in 17 countries, catering to both municipal and industrial clients.

ADVANCE PROGRAM FOR SKILL DEVELOPMENT BY IVAMA



We are excited to offer a series of technical webinars aimed at enhancing your skills and knowledge in valve technology. These sessions are perfect for professionals seeking to deepen their expertise and stay updated on industry trends.

Webinar Topics:

- Sealing Technology in Valves
- Design Methodology for Valves
- Welding Technology in Valves
- Non-Destructive Examination (NDE) in Valves
- Flow Characteristics and CV Values of Valves
- Functional Qualification Tests (FQT) on Valves and Actuators
- Common Problems and IOM of Valves

Don't miss this chance to boost your technical knowledge.

RASHTRIYA CHEMICALS FERTILIZERS LTD PLACES ORDER ON LARSEN & TOUBRO FOR RS-1000-CRORE FERTILIZER PLANT

Rashtriya Chemicals and Fertilizers Ltd (RCF) has secured a significant purchase order from Larsen & Toubro Ltd (L&T) for a 1,200 metric tons per day (MTPD) fertilizer complex at its Thal facility in Maharashtra. Valued at approximately ₹1,000.27 crore (excluding GST), the project will focus on producing diammonium phosphate (DAP).

Lump-Sum Turn-Key Project

L&T will manage this lump-sum turn-key (LSTK) project, overseeing design, procurement, and construction, with a completion timeline of 27 months.

Enhancing Fertilizer Capacity

Once operational, the new plant will significantly enhance RCF's fertilizer production capacity, supporting India's agricultural sector by ensuring a steady supply to meet rising demand.

Previous Contract for Ammonia Plant Revamp

Additionally, RCF approved a ₹514.6 crore contract with Danish firm Topsoe in 2024 for revamping its ammonia plant at Thal, focusing on energy efficiency and modernizing operations over 36 months.

RCF's Operations and Ownership

Operating two facilities in Maharashtra—Trombay and Thal—RCF produces a range of fertilizers and industrial chemicals. The Indian government owns 75% of RCF, while LIC, mutual funds, financial institutions, and public shareholders hold the remaining 25%. Through these projects, RCF aims to expand and modernize its facilities, strengthening its leadership in India's fertilizer industry.



Warm welcome to **THE NEW MEMBERS**



ABO valve

**ABO Valves,
Mumbai**



**Amolee Valves,
Vadodara**



**Chandranchal
Group**

**Chandranchal Group,
Hyderabad**



**Inditech Valves,
Pune**



**Osko Valves,
Rajkot**



**Marsh Automation,
Pune**



**Shri Balaji Valve
Components, Pune**



**X2 Valves,
Rajkot**

IMPORTANT UPCOMING EVENTS



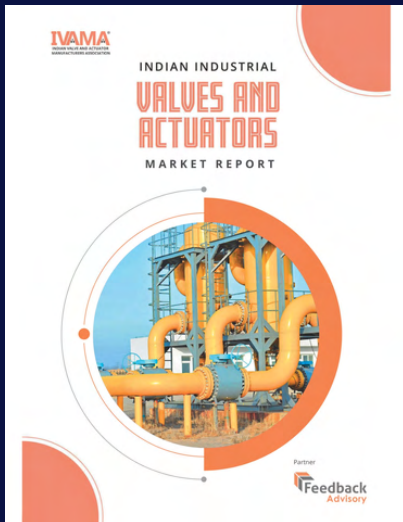
**Nov 4-7, 2024
Abu Dhabhi, UAE**



**Dec 3-5, 2024
Düsseldorf, Germany**



**Feb 11-14, 2025
Delhi, India**



PURCHASE OF MARKET REPORT

The second edition of the bi-annual report on the Indian industrial valves and actuators market that was unveiled at the annual conference is available for purchase.

For more details, kindly contact admin@ivama.in

About **IVAMA**spk

"IVAMAspk" is a quarterly newsletter published by the IVAMA Association, delivering valuable insights into forthcoming projects, businesses, individuals, innovations in product development, IVAMA's ongoing activities, events, and various other relevant industry specific topics.

IVAMA Association encourages its members to contribute news about their companies, appointments to senior positions, and product advancements to help ensure the success of IVAMAspk.

For feedback and membership, please contact:



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