



From the desk of the Managing Director



Dear Readers,

Through this newsletter, I am happy to share a few significant achievements during the last quarter of this financial year.

In a major breakthrough, Adept will partner with leading EPC companies in the Water & Wastewater Infrastructure sector. These include **IL&FS, The Indian Hume Pipe Co. Ltd., GCKC Projects and PEPL**. Reputed for their quality work and time-bound project completion, these companies have stringent selection processes. With Adept's inherent competence and our team's customer-centric, problem-solving approach, it is no wonder that we have won these prestigious contracts!

Also during the year, we made a major entry into the power sector and the export market. These installations are now almost complete. Adept is growing by leaps and bounds and is recording a new high each year. This year, we have **achieved 30% growth** in the sales volume and crossed the magic figure of INR 250 million. I must mention here that this growth was possible because of the trust of our customers and their repeat orders for various projects. I am proud to say that **60% of the orders received during the year have been from our existing customers**.

My sincere thanks to all of you who believe in our technology, commitment and earnest approach to serve you at all times.

Sincerely yours,

Vinayak Gadre
Managing Director

Adept@work

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In line with the future. Precisely

Adept records 30% growth in annual sales.

Customer focus, Commitment and Conviction pay!



Symbolises Excellence

Not too long ago, in 2014, we were a small player in the Flowmeter market with a turnover of INR 20 million. However, we were determined to make a major headway in this market and did not spare any efforts to achieve our goal.

The first step was to upgrade and perfect our technology, so that we could offer our customers advanced technology and highly reliable products. Apart from these, we also aimed at developing and expanding our range, improving product performance, making products more cost-efficient, increasing their life and also making them look better.

Armed with the perfect products, we approached the market with renewed enthusiasm and our esteemed customers welcomed our efforts to develop customised solutions to fit their requirements. Our knowledge base and experience help us to offer bespoke solutions and our large capacity easily overcomes the challenges of quick deliveries.

In the last 4 years, we have grown from strength to strength and have crossed quite a few important milestones. We manufactured the largest Flowmeters in India with 2700 mm diameter for VIDC. We have commissioned SCADA automation projects at one of India's largest steel plants and also at Asia's largest Common Effluent Treatment Plant (CETP).

Adept became the first Flowmeter manufacturer in India to receive the India Design Mark for its product design. To assure you of completely tested products, we possess an NABL accredited calibration laboratory since 1994, which is now certified with ISO 17025:2005.



ISO 17025:2005 Calibration Lab

At the end of this financial year, our landmark achievement comes in the form of becoming an INR 250 million company. We attribute our success to the encouragement and support of customers like you, who appreciate our efforts and trust our capabilities.

Although we have a long way to go to become the market leader in India, we are confident of achieving it in the near future with our high quality products and services, customer focus, commitment and of course, your encouragement and support.



First time in India

Largest Flowmeter Dia. 2700 mm



SCADA System

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Overcoming fierce competition, Adept bags orders from the who's who in the industry!

Palsana Enviro Protection Ltd. (PEPL)

Order for 120 nos.
Battery Operated Flowmeters
and SCADA Solution



Photo courtesy: www.palsanaenviro.com

Adept received this order on the backdrop of the successful performance of our SCADA solution installed at PEPL almost a year ago. Absolutely satisfied with the performance and after realising the enormous benefits of the SCADA Solution implemented by us at its Common Effluent Treatment Plant, PEPL engaged us to design an additional solution for its extended network. For this vast effluent and water network, we have designed a smart, optimal solution consisting of 120 nos. of Battery Operated Flowmeters along with SCADA System. Once commissioned, PEPL will be in a position to exercise more precise and centralised control over its vast network spread over 100 sq.km.

Infrastructure Leasing & Financial Services Limited (IL&FS)

Order for 45 Flowmeters
(Battery Powered & Line Powered)



Photo courtesy: www.il&fswater.com

IL&FS is one of the leading infrastructure development and finance companies in India. IL&FS has set up IL&FS Water Limited (IWL) to facilitate commercial development of the Water and Wastewater sectors in India. IWL provides end-to-end solutions for integrated water management infrastructure for households, communities and industries. IWL has honed its expertise to provide comprehensive solutions in segments such as bulk water supply, industrial water reuse and effluent treatment, urban drinking water distribution, urban sewage management and desalination.

For one of its major projects, IL&FS has decided to award the contract for Flowmeters to Adept. This decision came after a careful evaluation of our quality, manufacturing facilities and reference from existing users. Satisfied with our credentials, IL&FS has ordered the first batch of 45 Flowmeters from us.

The Indian Hume Pipe Co. Ltd. (IHP)

Order for 213 Ultrasonic
Flowmeters (Solar Energy
Operated) &
32 Magnetic Flowmeters



Photo courtesy: www.indianhumpipe.com

IHP was established in 1926 for manufacturing hume pipes and allied products. Today, apart from offering a range of pipes and other concrete products, it specialises in the execution of turnkey water supply and sewerage projects. IHP has a wide network of over twenty factories, executing over 100 projects in India for water supply, sewerage and hydroelectric power generation. The company has earned a reputation for excellence by employing modern technology, stringent quality control measures, timely execution and continuous R&D. No doubt, it expects its vendors to believe in the same traits. Adept measures up to the expectations of IHP in totality and has thus been selected as a partner for Flowmeters by IHP for its major project.

This is Adept's first project with IHP and we are confident of a long-term association with them for their future projects as well.

GCKC Projects & Works Private Limited, Jaipur

Order for 400 Flowmeters



Photo courtesy: www.phedwater.rajasthan.gov.in

GCKC is a reputed EPC company providing mainly civil construction and water network construction services to government agencies. Recently, PHED appointed GCKC as the main contractor for establishing rural water networks in Rajasthan. The Public Health Engineering Department, commonly known as PHED, is a public agency in India responsible for rural water supply. The order received from GCKC through a tough bidding process, highlights the competence of Adept in handling large projects.

We thank all our customers for selecting us as their partner for Flowmeters and for trusting our capabilities.

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Thank you, Customers!

If you are an existing user of Adept Flowmeters, we would like to learn more about your installations. They will be published in our forthcoming issues.

Do write to us for more information, and to let us know how we can serve you better.