



From the desk of the Managing Director



In the 9th issue of Adept@Work, published a year ago, I mentioned the tremendous export opportunities that arose after a pandemic-struck year. We are making the most of these opportunities. Since last year, we have been consciously putting in extra efforts to expand our reach to South America, East Europe, Africa and the Middle East. We have partnered with a few leading dealers in these regions and are witnessing a steady flow of orders.

In the Indian market, we have recently supplied two fully calibrated Electromagnetic Flowmeters of 1200 mm and 1600 mm line sizes for a drinking water project in South India. We won this prestigious order in a tough competition with a few MNCs.

Our customer base is expanding globally and we are making best possible efforts to serve them efficiently. As the next step, we have launched our YouTube channel, which our customers can access for quick help for installation, operation and maintenance of our Electromagnetic Flowmeters. Do watch these short, interesting videos. Also, we have uploaded interesting blogs on NB-IoT and LoRaWAN on our website. Do go through them.

I am sure you will enjoy reading more about these topics in this newsletter and I look forward to your valuable feedback.

Sincerely yours,

Vinayak Gadre
Managing Director

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Issue 11: JULY 2021

In line with the future. Precisely



Adept strengthens exports business.

Receiving a warm welcome from across the world!

Till the year 2019, we had marked our presence in 17 countries. Since the last one year, our initiatives to expand our footprint across the world are yielding great results. We have received **new orders from Chile, Bulgaria, and Oman** as well as repeat orders from the USA, South Africa, Kenya, Saudi Arabia and the UAE. To expand our network, we have also appointed new dealers in South America, East Europe and the Middle East. With these developments, **we are now present in 20 countries** and are expanding rapidly.

Since the last one year, we have also been witnessing a steady flow of orders from our existing international dealers. A majority of the Flowmeter orders that we received in the recent times are for applications in water treatment plants and irrigation projects. Of these, the order from the UAE is a significant one where we will be supplying 11 units of our MagFlow 6410 Flowmeter of different sizes from DN 25 to DN 150 for a water treatment plant of a renowned company.

A few more large orders are in the pipeline and we hope to share news about them in the subsequent issues of our newsletter.

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Successful calibration and despatch of two large Electromagnetic Flowmeters



Several large irrigation and drinking water projects rely on our Flowmeters for precise measurement of water flow, allowing them to control its distribution and consumption. Our Flowmeters are preferred by various industries for their virtue of precision in measurement.

Recently, we supplied two large Electromagnetic Flowmeters of 1200 mm and 1600 mm line sizes to one such water distribution network of a municipal corporation in South India. **We won this order against tough competition from a few MNCs** and other Indian manufacturers. We attribute this success to our highest quality standards, quick deliveries and efficient services.

These Flowmeters have been calibrated in our in-house calibration laboratory and the **flow measurement error was just 0.3% for a flow rate as low as 0.25 m/s**. The Flowmeters have been despatched to the site and will be installed shortly.

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New testing bench for DWM. Calibrates 500 units in one shift!



With great demand for our various types of Flowmeters, we are constantly increasing our manufacturing and testing capacities. And as a standard practice, we ensure that no Flowmeter leaves our premises without calibration.

About a year ago, we introduced **DWM – a Domestic Ultrasonic Water Meter**, most useful for residential buildings. Soon after its launch in the market, it has received an overwhelming response and we are flooded with orders. To meet this demand, we have recently developed a Calibration Bench, which can complete the calibration of over 500 DWM units in a single shift. The new testing bench has been designed to calibrate DWM models of 15 mm, 20 mm and 25 mm line sizes.

This facility has given a tremendous boost to our overall manufacturing capacity to meet the ever-increasing demand.

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Launching our YouTube channel



Our customer-centric approach drives us to deliver better customer experience every day. It also motivates us to make use of technology for effective customer communication and as a part of this, we have recently launched our YouTube channel – Adept Fluidyne Pvt. Ltd.

To begin with, we have uploaded a few interesting **videos for installation, operation and maintenance of our Electromagnetic Flowmeters**. Do have a look at them. Any suggestion to better them is most welcome.

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Informative blogs on NB-IoT and LoRaWAN technologies on our website



Adept Flowmeters are designed for compatibility with various communication platforms and networks. They can be easily interfaced with NB-IoT and LoRaWAN. We further provide an IoT gateway through our proprietary app – Smartlit.

NB-IoT is making inroads into the LPWAN landscape and changing the way communication networks are being developed. Similarly, LoRaWAN is becoming the preferred communication protocol for Smart Metering and Industry 4.0. **You can read about them on our blogs under the 'Knowledge' section on our website.**

Get in touch with us and we will be happy to share more information on these and other related topics.

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

Adept Fluidyne Pvt. Ltd., Corporate Office: Plot 4, S. No. 17/1-B, Kothrud Ind. Estate, Kothrud, Pune 411 038 INDIA
+91 20 2546 4551 / 2543 1474 | digital@adeptfluidyne.com | www.AdeptFluidyne.com

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