



From the Desk of the Managing Director



Dear Readers,

Best wishes to all of you for the New Year 2019!

I am happy to mention that the year 2018 witnessed an upbeat movement at Adept, with several orders from well-known companies and government projects in India and abroad. During the New Year, we are sure to build more relationships with new customers. We have also expanded our operations and manufacturing capacity to cater to the ever-increasing number of orders. This necessitated a complete renovation and upgradation of our manufacturing plant and corporate office. You are most welcome to visit us and witness our new facility.

During the first week of October, we had participated in an international exhibition in Bangladesh. The response was encouraging and several MNCs and government departments expressed their willingness to partner with us for their flow instrumentation requirements. Recently, we have been awarded membership of FieldComm Group, making our solutions more compatible with large-scale automation requirements.

I am sure that you will be glad to know our achievements and will enjoy reading them in this issue.

Sincerely yours,

Vinayak Gadre
Managing Director

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In line with the future. Precisely

Beyond boundaries



Participation in Bangladesh Water Expo 2018



Since the last few years, Adept has been making aggressive efforts to make a mark in the international market. As a result of this, we now have a footprint in more than 11 countries. Along with these efforts, we have recently participated in **Bangladesh Water Expo 2018 held in Dhaka during October 2018.**

This international exhibition was attended by several government departments, industries and OEMs connected with water, wastewater and effluent management. The exhibition provided us with a perfect platform to showcase our Flowmeters and Automation solutions suitable for various sectors and applications. We are looking forward to receiving orders from a few MNCs that are putting up their plants in Bangladesh, as well as from government departments.



We sincerely thank all those who visited our stall.

Large export orders from Africa, South East Asia and Latin America



We are happy to announce that during the last six months, we have received large export orders from reputed establishments in Africa, South East Asia and Latin America. This success is attributed to our systematic efforts to penetrate these markets with our high quality products.

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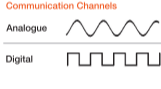
HART Certification Being in line with the future



Recently, we have been granted membership of HART Communication Protocol from FieldComm Group. HART is a bi-directional communication protocol that provides data access between intelligent field instruments and host systems. A host can be any software application, from a technician's handheld configurator, to a plant's process control; safety or SCADA system and enterprise asset management; or data historian applications. Communication takes place between two HART-enabled devices, typically, a smart field device and a control or monitoring system. Standard 4-20 mA wiring practices assure reliable communication. HART provides two simultaneous communication channels - one analogue and the other, digital.



Because of its high flexibility, now-a-days HART Protocol is extensively used by several companies and is becoming popular in plant automation. Considering this aspect, it is important for us to be in line with the future and hence, this membership is a significant step for us as well as for our customers.



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Organisations which value precision and quality, trust Adept

Several leading companies including L&T and Toshiba have chosen us as their flow instrumentation partner



During the first half of this financial year, we witnessed large orders from leading names in the industry. These include L&T, Toshiba, BHEL and Megha Engineering & Infrastructure Ltd. We will partner with them for their flow instrumentation requirements for prestigious projects spanning India. Our selection was based on criteria such as, precision of our flowmeters, quality, reliability, service support, and our ability to meet large requirements in a time-bound manner. We are glad that we could meet all the criteria to become trustworthy partners of these industry leaders.

Registrations with PHED, West Bengal and Water Resources Department (WRD), Madhya Pradesh

Adept is a preferred partner of **Public Health Engineering Departments (PHEDs) of several states in India.** This is due to our strong credentials in the form of Integrated Management Systems, Performance certificates from several renowned customers, ISO 17025:2005 certified calibration laboratory and of course, due to the reliable, high performance range of Electromagnetic and Ultrasonic Flowmeters. Our credentials are now further reaffirmed with registrations with PHED, West Bengal and WRD, Madhya Pradesh.

We sincerely thank the concerned authorities for granting the registrations.

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Team building workshop



Let's excel together!

We are a team of qualified, young and enthusiastic 'Adeptions' who recognise the importance of being customer-centric. We are also fully aware that we can demonstrate good performance and grow only when we think and act as a team. To hone our skills at team building and enhance the team performance, a workshop was organised through a professional HR consulting firm for budding executives at Adept. We are sure to practice the principles learnt for improving the customer experience and for creating an enjoyable workplace.

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Experience our New Website

At Adept, we constantly aim at enhancing the customer experience. As a part of these efforts, we have recently revamped our website.

Being a responsive website, it can be quickly accessed through a PC or even a smartphone. This allows you to get the required information about our range of Flow Instrumentation Solutions easily and quickly. The new website features in-depth information about our offerings and technology.

Explore it by visiting www.AdeptFluidyne.com



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

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