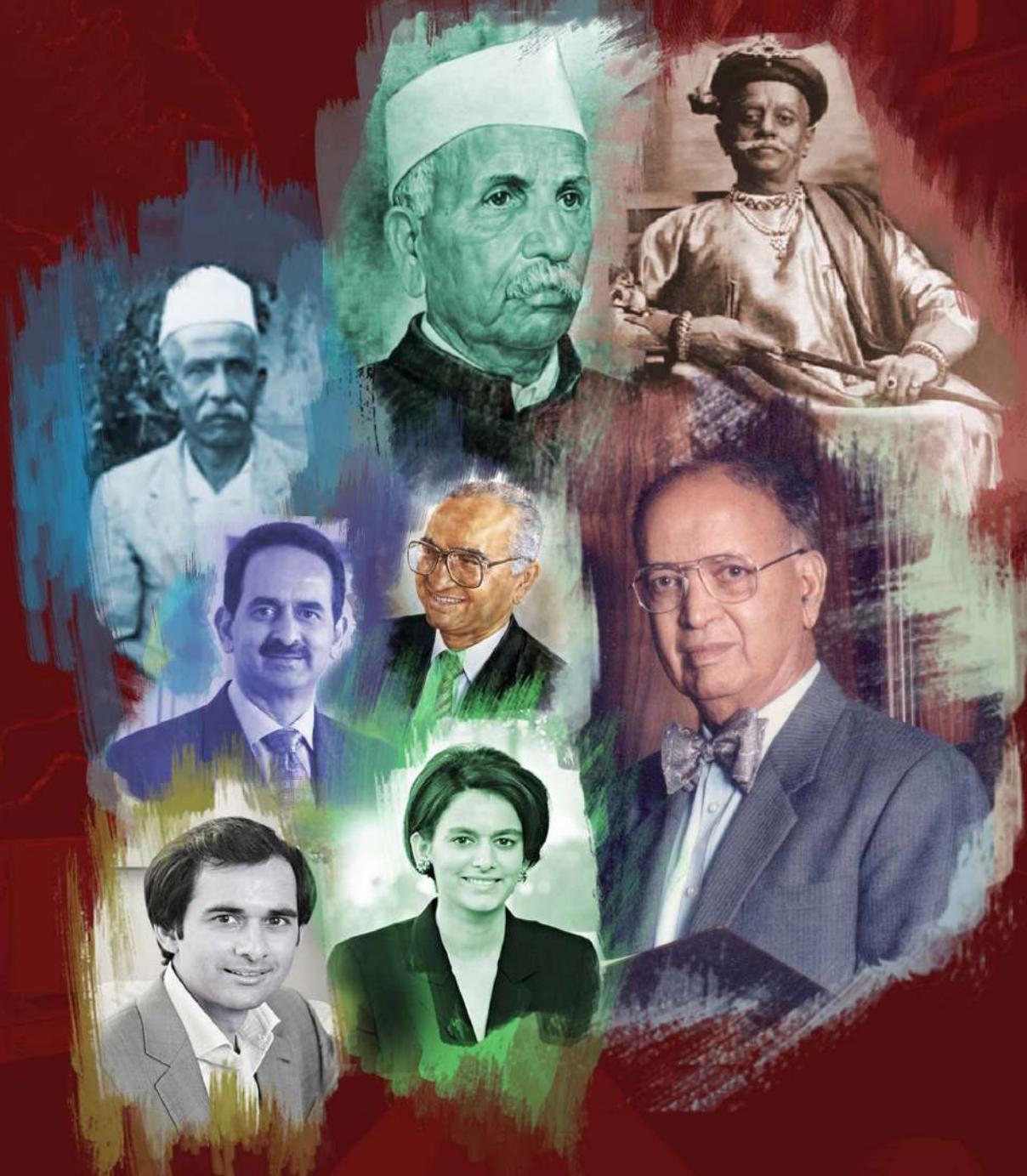


# cascade

JANUARY - JULY 2018



Enriching Lives



***Cherishing 130 Years***  
A Glorious Legacy, A Soaring Future!

**KIRLOSKAR BROTHERS LIMITED**

A Kirloskar Group Company

Established 1888

# THEME

*To merely establish a company is not us,  
We believe in building a business to enrich lives.*

*To only create products for profit is not us,  
We believe in shaping inventions that would help drive the  
wheels of progress.*

*To simply execute a job is not us,  
We believe in inspiring generations to carve a better society.*

*To just run a business is not us,  
We believe in nurturing a profitable organisation for a  
better future.*

*To simply be an element of the industrial realm is not us  
We believe in pioneering a radical industrial revolution*

***Cherishing 130 Years: A Glorious Legacy,  
A Soaring Future!***

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# FOREWORD

Kirloskar Brothers Limited (KBL) has entered into its 130th year of establishment. This mother company of the Kirloskar Group has been instrumental in bringing industrial revolution in India. From a very humble beginning, to expanding globally today, our journey has been enthralling. From manufacturing India's first iron plough in 1903 to becoming the country's first and leading manufacturer of centrifugal pumps, KBL has been at the forefront of introducing various essential engineering products and solutions for the first time in the country. Having witnessed three centuries of Indian operations, KBL has truly contributed to India's economic freedom by helping our economy achieve self-sufficiency through the development and export of products made in India for critical sectors like defence, power generation, oil & gas, agriculture, steel, coal and mining, railways, transportation, etc.

As much as we are proud of our heritage, we have always had an eye on the future. Be it introducing IoT in the pumping industry or the 3D printing technology, KBL continues to introduce some of the newest technologies in India. Over the

last few decades, we have constantly evolved and our knowledge in pumping technology remains unparalleled. It is only with our constant determination to deliver the best to our customers that we have managed to stay ahead of the market curve and mark our leadership position as a global leader in fluid handling solutions.

With our strong fundamentals and goal to become one of the most admired companies in the world, we march forward towards a soaring future.



## SANJAY KIRLOSKAR

Chairman and  
Managing Director,  
Kirloskar Brothers Limited

# BUSINESS HEAD

The number of business organisations that have been established in the pre-Indian independence era and are still making profit can be counted on fingers. In fact, most of them cease to exist today. Established in 1888, Kirloskar Brothers Limited (KBL) has not just stood the test of time but has grown from strength to strength over the years. It gives me a sense of immense pride in being part of an Indian organisation with such a rich legacy of over 130 years and a zest to keep on reinventing itself, time and again, to adapt to the changing needs and demands of the market consumers across the globe.

Being at the forefront of industrial revolution in the country, KBL has always believed in innovating, evolving and staying ahead of the market curve. Our performance matrix in the industry is top rated. No wonder many of our pumps installed over 50 years back are still fully operational and in excellent working condition. The stringent quality practices that we adhere to have ensured that we continue to maintain the leadership position in the pumping industry for over 90 years now. From providing customary domestic fluid management solutions to small homes and farms to being associated with various large prestigious pumping projects for some of the most critical industrial verticals like nuclear power stations and state irrigation schemes, we have been there, done that all, successfully and dedicatedly. Amongst the wide array of fluid handling solutions that we offer, our range of valves and turbines has also gained immense popularity over the years.

At KBL, we constantly strive towards delivering the best benefits to our customers and growing Y-o-Y as an organisation. Presently, we are



**ANURAG VOHRA**

*India Business Head,  
Kirloskar Brothers Limited*

aggressively focusing on expanding our market share in the neighbouring growing economies. We have also ramped up our production capability across our plants to cater to the rise in demand that we foresee in the coming years and have also launched newly engineered and efficient pumps for various critical application and customer segments. These are just a few of the noteworthy initiatives that we have undertaken to elevate KBL to the next level in the coming years.

***With so much achieved and so much more to look forward to, 130 years is just a beginning...***

## EDITOR'S DESK

Living a fast-paced life with millions of tasks at hand, we are so preoccupied that we rarely see how far we have come in our journey. Though organisations are often acceded as an inanimate legal entity, it is far from the truth when you are a part of an organisation that is growing for over 130 years. On the occasion of KBL's "130 years of establishment", when my team and I put our heads together to create this edition of Cascade, we were captivated with our rich legacy and founding principles. The thoughts of Shri Shantanurao Kirloskar are worth a mention here "The quality we desire and

want to control is indivisible from our personal, social and national life. It must pervade in all our activities as persons, groups, administration and service."

The vision of our founders and the values of social welfare that they have imparted to this organisation are commendable. Though we live by these ethos on a regular basis at KBL, it is hard to pen all instances about how they have helped shape the lives of people and economies that they have enriched.

In this select edition, we have chosen to hand pick a few inspiring details from history and also bring to light what we are today with a birds eye view towards a soaring future. To conclude I could only state, proudly presenting to you select edition of Cascade – ***Cherishing 130 Years : A Glorious Legacy, A Soaring Future!***

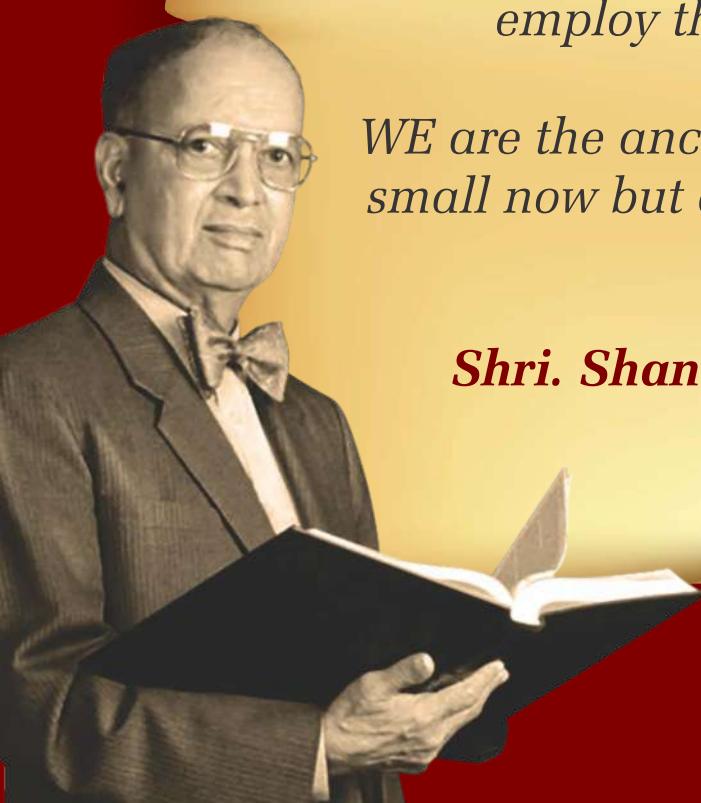


**ANURAG KUMAR**  
*Deputy General Manager,  
Kirloskar Brothers Limited*

“

*The quality we desire  
and want to control is  
indivisible from  
our personal,  
social and national life.”*

**-Shantanurao Kirloskar**



*WE are the entrepreneurs who start,  
manage and build enterprises;*

*WE are the shareholders, several thousand  
men and women from all walks of life, who  
raise, invest and risk their money;*

*WE are the workers and managers of all  
categories who come from all castes and  
religions and who work together to produce  
and sell; we number several lakhs;*

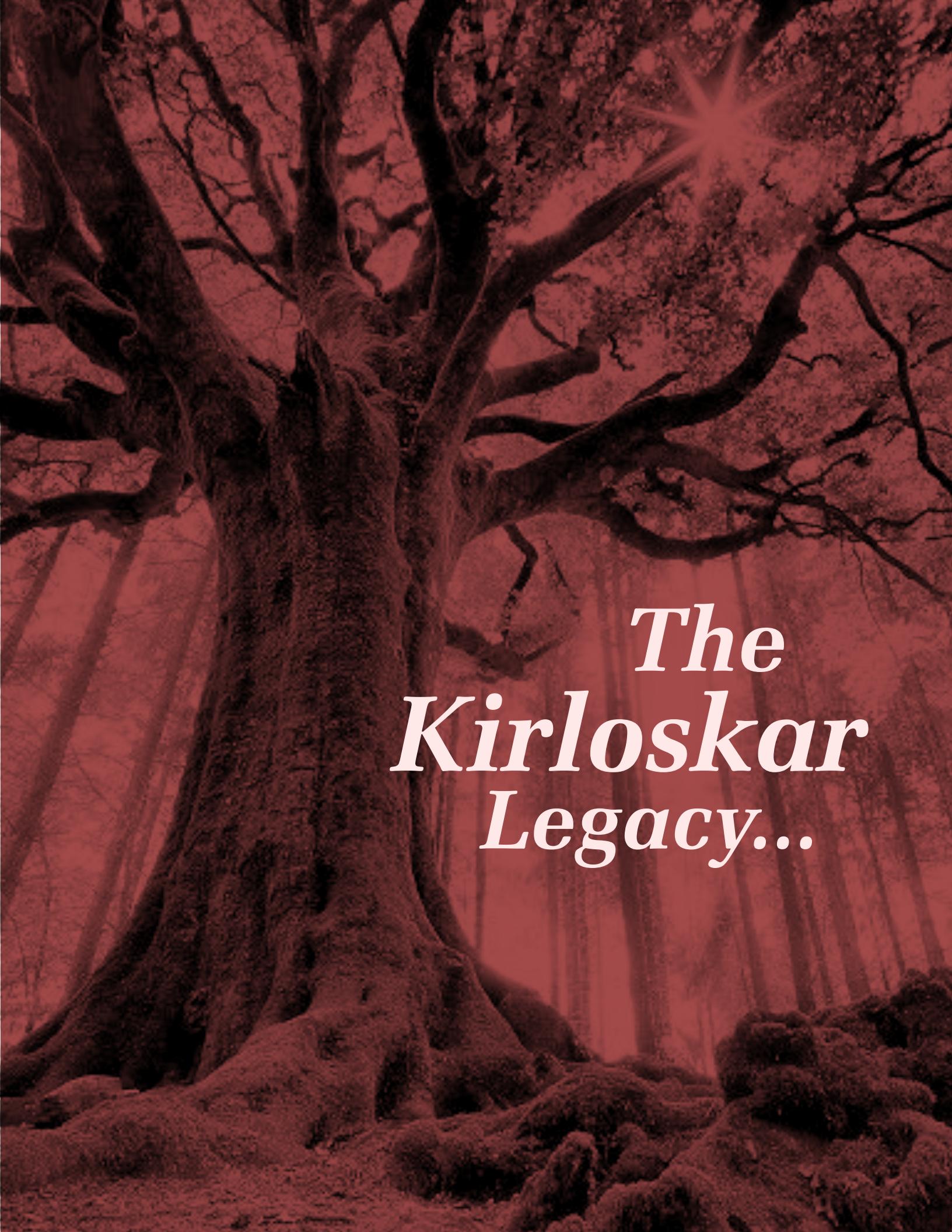
*WE are the different services, transporters,  
suppliers and distributors, hundreds who  
employ thousands of men;*

*WE are the ancillaries and workshops,  
small now but a sound base for future  
growth.*

***Shri. Shantanurao Kirloskar***

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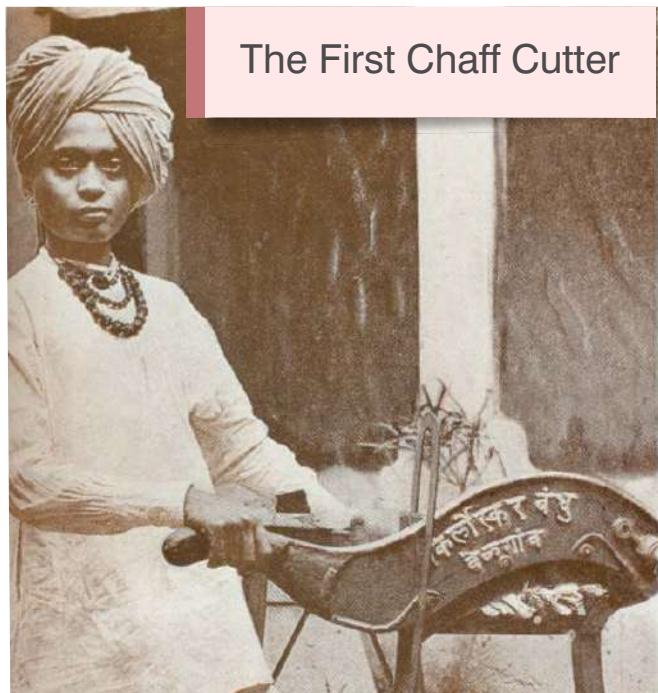
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A close-up photograph of a large, ancient tree with thick, textured bark. Sunlight filters through the dense canopy of leaves and branches, creating bright highlights and deep shadows. The overall atmosphere is dramatic and organic.

# *The Kirloskar Legacy...*

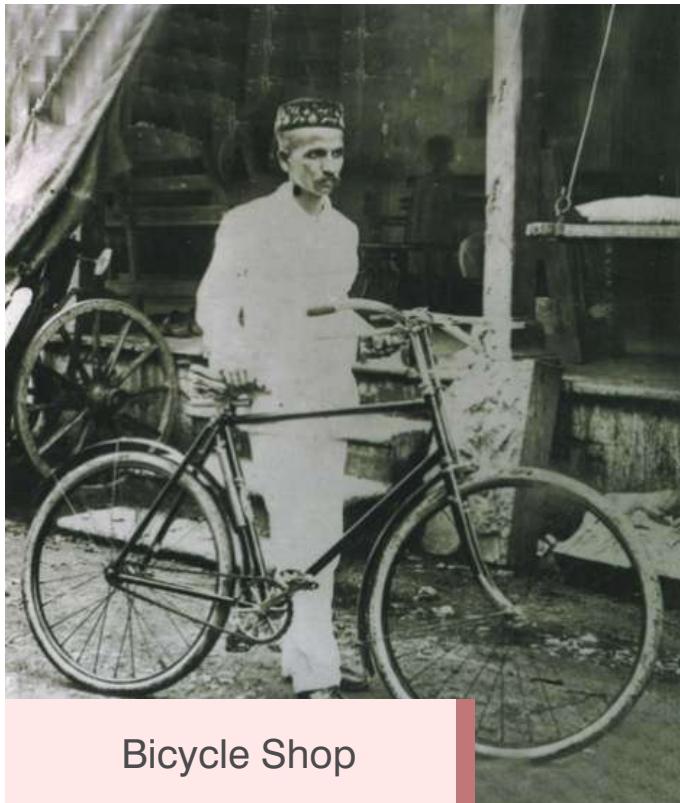
# THEME STORY

Established in 1888, KBL, has completed 130 years of its establishment. Reminiscence of KBL's 130 years old rich legacy isn't just about going down the memory lane recalling the company's history but makes up for one of the defining chapters in the evolution of the Indian industry. Founded by Shri. Lakshmanrao Kirloskar and Shri. Ramuanna Kirloskar, KBL, over the years, has evolved from strength to strength to become one of the global market leaders in the pumping industry. The grit and determination of these noble thinkers to uplift the society at large through industrialisation, which in turn ignited the flame of industrial revolution in the country, is what truly defines our rich legacy.



The First Chaff Cutter

Way before India attained independence, Shri. Lakshmanrao Kirloskar, fondly referred to as Lakaki, felt that there was a strong need for Indians to be self-dependent and technologically equipped. With agriculture being the primary occupation in India, he understood that there was a need to develop agrarian products that



Bicycle Shop

would help facilitate and expedite the farming operations and thereby help boost agricultural output. This realisation paved the way for the launch of the country's first indigenous hand-chaff cutter followed by the first iron plough in 1903, both of which were fully manufactured in-house at the company's factory in Belgaum. These high-quality ploughs gave the foreign made ploughs tough competition. However, the factory had to be shut down in 1910 as it was in a residential area.

As they say, "luck is a matter of preparation meeting opportunity." The Raja of Aundh, a staunch patriot who strived towards the industrial progress and upliftment of his kingdom by generating employment, came to Shri. Laxmanrao's aid and offered him 32 acres of land area, today known as Kirloskarvadi. Rajasaheb was a visionary who had duly recognised Lakaki's capabilities and technical expertise and was mighty impressed by his dedication, self-confidence and strong determination to bring a radical change in the industrial conditions in the country.



The First Iron Plough

So, with the due support of Rajasaheb, Shri. Laxmanrao turned his dream of building a full-fledged township and factory into a reality. Kirloskarvadi became only the second such factory township in the country. After facing many hurdles and challenges initially, as the factory started gaining momentum over the years, the “Kirloskar” brand started gaining prominence, and in the coming years, became a trusted household name across the country. This was the period when agricultural and industrial equipment like sugar crane crusher, hand pumps, centrifugal pump as well as diesel,



The Raja of Aundh

petrol, and kerosene engines, were introduced and manufactured for the first time by an Indian company in the country.

### The First Kirloskarvadi Factory-Shed



Thus, Shri. Laxmanrao became the pioneer for bringing an industrial revolution in the country and, in a way, even the earliest crusader of the “Make in India” initiative encouraged by the Indian government over the last few years. In fact, after achieving success for a few years, KBL even started exporting of one of its products, a sugarcane crusher, which was another major milestone considering that India had still not attained independence by then. This clearly reflected the quality of products that the company produced considering that the company received international orders in spite of the presence of the already established and well-known British competitors in the market back then.

As much as a quintessential industrialist that Lakaki was, he was also an inspirational social reformer who believed and, throughout his life, strived towards ensuring the basic right of education to every child and employment to all. His thinking was way ahead of his times. He abhorred the caste system and untouchability and ensured that these ill-practices were never followed in the organisation. Today, as organisations speak about being equal opportunity employers, we take great pride in



The Kirloskars

stating that our founder father established these values and culture in our organisation way back in 1888.

If Shri. Laxmanrao sowed the seeds of industrialisation in the country, his son, Shri. Shantanurao Kirloskar, who joined his father's business in 1936, ensured its growth and expansion. An iconic industrialist, Shri. Shantanurao Kirloskar, firmly believed in 'action over talk.' With his astute business foresight and progressive approach, he was responsible for expanding the Kirloskar empire further. His ambitious growth roadmap and radical business strategies, took the Kirloskar empire to newer heights. Under his leadership, KBL expanded its base operations. He was the proud founder of various new specialised and collaborative companies established under the Kirloskar Group umbrella, including The Mysore Kirloskar, Kirloskar Oil Engines Limited (KOEL) and Kirloskar Pneumatic Company Limited. The Kirloskar Group gained international acclaim

under his leadership. During his term, 'Kirloskar' became one of the leading industrial brand-names in the country. During the period, financially, the Kirloskar conglomerate grew by a staggering 32,401%, registering itself among the top revenue generating business organisations in the country. As Shri. Shantanurao Kirloskar had once said, "Don't worry about the future, create it," he truly lived by his words.



First Consignment to UK

As much as an industrialist that he was, he was also a philanthropist at heart. He encouraged his wife Smt. Yamutai as well to work for the welfare of women. Smt. Yamutai established Mahila Udyog, a foundation that empowered destitute women to be economically self-sustained.



Yamutai with  
Mahila Udyog's workers

For this humanitarian approach and strong business leadership qualities, he was honoured with India's 3<sup>rd</sup> highest civilian award, the Padma

Bhushan, in 1965. Besides, Shri. S.L. Kirloskar also held various other prominent positions across many noteworthy institutions. He was the President of the Mahratta Chamber of Commerce & Industry (1959-69), President of the Federation of India Chambers of Commerce & Industry (1965- 1966) and Director of Reserve Bank of India (1977-82).

After Shri. S.L. Kirloskar, his grandson, Mr. Sanjay Kirloskar took over the reins of the company in 1985. Presently, he is the Chairman and Managing Director of KBL, the parent company of the Kirloskar Group. Mr. Sanjay Kirloskar has been accredited for extending KBL's brand identity across the global arena. It has been during his term that KBL truly transformed from India's leading pump manufacturer into one of the global market leaders and fluid management solutions provider, more importantly, into an industrial conglomerate. To shape this vision into reality, Mr. Sanjay Kirloskar decided to strengthen and expand the company's business operations across the globe through acquisitions and joint ventures. In accordance with this strategy, KBL subsequently acquired four international companies located in the UK, USA, South Africa & The Netherlands. Among these, the acquisition of SPP Pumps Limited, and turning it into UK's largest pump manufacturing company remains



SPP Pumps, UK

one of the most significant achievements in the history of KBL so far.

### Rodelta, The Netherlands



The acquisition strategy worked wonders for the company catapulting its presence in virtually all the continents across the globe. As a result of the company's increased global presence and brand recognition, KBL became one of the leading exporters of pumps worldwide. Our products started garnering universal acceptance. Through SPP, KBL became associated with some of the most iconic building structures across the world, including The Shard, Sky Tower, Marina Bay Sands, Sydney Opera House, Burj Al Arab, Atlantis Palm Hotel, Yas Marina Hotel, Emirate Palace, Baku flame tower, Azerbaijan, BBC Broadcaster House, The Gherkin (London), among others.

In the last few decades, KBL has been associated with and successfully executed some of the most prestigious national and international pumping projects right from Sardar Sarovar Narmada Nigam Limited to ITER (France). – Today, the range of applications of Kirloskar pumps is super extensive, right from performing routine chores like supplying water to a small house to handling highly sensitive fluids like heavy water and liquid sodium in nuclear reactors. Presently, our pumping solutions are part of over 200 large-scale government irrigation projects globally, including countries such as Senegal, Vietnam, Lao PDR, Cambodia, Suriname, Egypt, Portugal

and India. Some of these projects, especially in various African and South East Asian countries have helped transformed their economies by making them self-reliant in food production. In Egypt, KBL, which has supplied over 150,000 pumps, has been primarily responsible for transforming vast stretch of the arid Sahara region into fertile green land.

Apart from expansion of KBL through acquisition of international companies, Mr. Sanjay Kirloskar also ensured further expansion and strengthening of the company's business operations and product portfolio within the country through the establishment of new subsidiaries and manufacturing facilities near cities/towns like Ahmedabad, Coimbatore, Kolhapur, Shirwal, Karad and Kondhlapuri. Of these, KBL's plant in Kaniyur, Coimbatore, deserves a special mention being the first-of-its-kind 100% all-women operated manufacturing factory in the country. The establishment of this factory clearly reflects how Mr. Sanjay Kirloskar, like his forefathers, continues to strive towards the empowerment and upliftment of women.

Mr. Kirloskar, today, is duly supported by his son, Alok, one of the members of the Board of

Directors (BoD) at KBL who heads the international business operations of the company, and daughter Rama, who leads one of the company's subsidiaries, Kirloskar Ebara Pumps Limited (KEPL).

Thus, the seeds of KBL which were sown and nurtured by Shri. Laxmanrao Kirloskar, blossomed under the leadership of Shri. Shantanurao Kirloskar later and continued to thrive further under the guidance of Shri. Sanjay Kirloskar. KBL, under the supervision of these noble visionaries and the deep-rooted ethical values imparted by them has only grown from strength to strength over the last 130 years. More importantly, the deep impact that KBL has had on the overall industrial progress of the country right since its establishment in 1888, makes the contribution of the Kirloskar family all the more noteworthy and inspiring.

All that can be said is "An inspiring journey will always lead to brighter horizons" .....Cherishing 130 Years: A Glorious Legacy, A Soaring Future!



# CMD's NOTE

*Paving the way forward...*

*Kirloskar Brothers Limited (KBL) has entered its 130<sup>th</sup> year.*

*This mother company of the Kirloskar Group has many firsts*

*to its credit and is known for its integrity, innovation  
capabilities, customer centricity and proactive approach.*

*Our products are operational in farms and homes. They are*

*installed in refineries as well as power stations. They work  
on off-shore rigs and protect iconic buildings around the globe.*

*They also turn the wheels of the industry.*

*With our strong roots, we look forward to a new century*

*which promises to be full of challenges and adventure.*

*Shri. Sanjay Kirloskar*



# MANAGEMENT QUOTES



**ALOK KIRLOSKAR**

*Managing Director,  
SPP Pumps Limited*

130 years is a very long time. Most fortune 500 companies have been around for 15 to 20 years. Over the last 130 years, KBL has seen 2 world wars, the licence Raj, Indian independence movement, free markets and again licence Raj and free markets after that. The company has worked in accordance with various government policies through all these changes and continues to hold its leadership position in the pumps market.

Post liberalisation, we have seen significant growth in the overseas markets, investments in R&D, and technology & systems. Today, our front-end is monitored by the latest IT systems and our R&D team that operates across three continents uses the latest software and operates the largest 3D printing machine in the world. Also, we use artificial intelligence for various application systems and augmented reality for several other purposes. Today, as a result of our consolidation in markets through a series of acquisitions and organic growth, we hold a leadership position in the U.K., a very dominant position in South-East Asia and currently have registered a strong growth in America and European markets as well.

As we consolidate our position in markets around the world, we're getting ready to face the world as a multinational company with a global team.



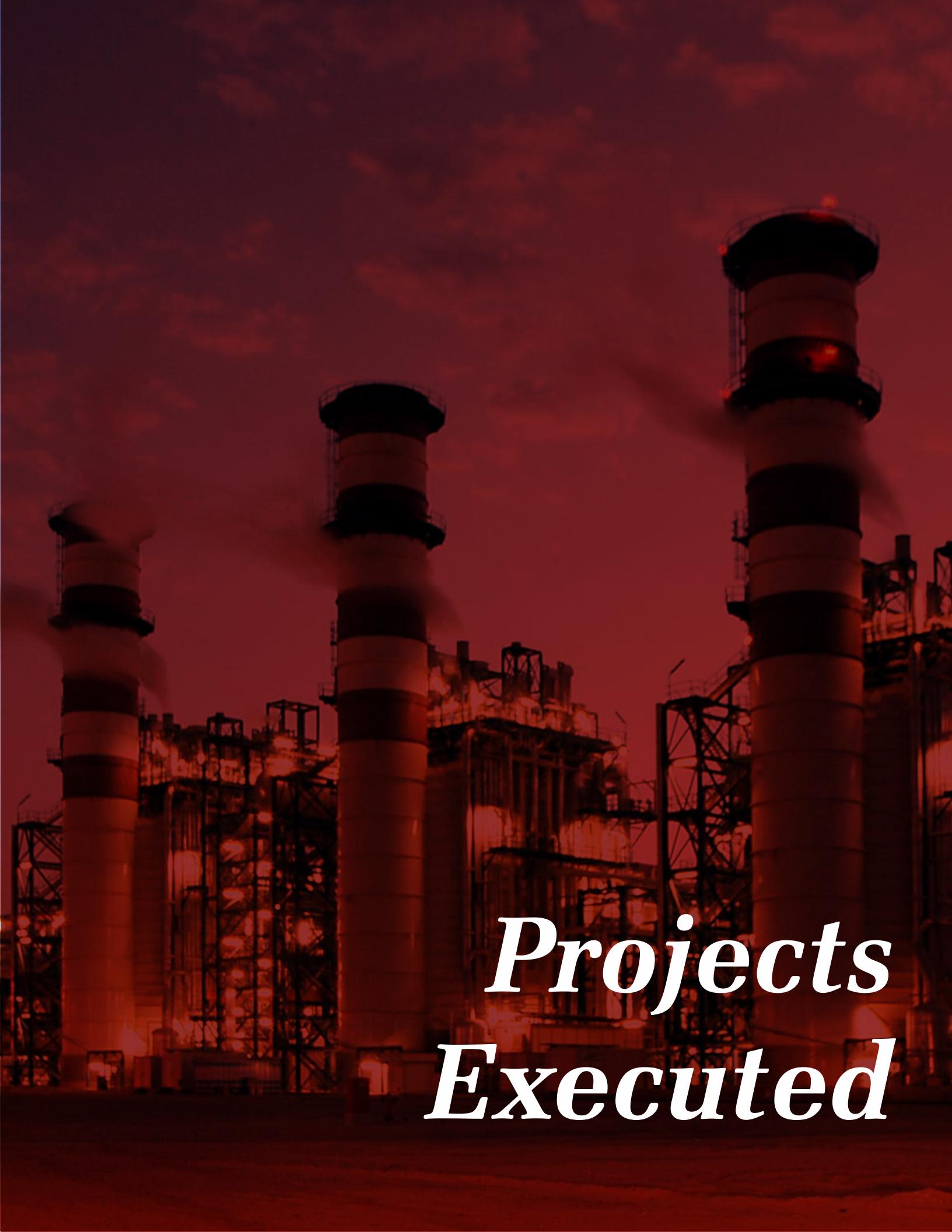
**RAMA KIRLOSKAR**

*Managing Director,  
KEPL*

KBL has witnessed a complete transformation from a small factory shed to a multinational conglomerate over the last 130 years. Many things have changed over these years barring one – our customer centric approach.

I strongly believe that we have essentially been able to firmly maintain our leadership position for such a long duration due to our understanding of changing market and customer needs and accordingly adapting and evolving ourselves and our products and processes with new innovations and modifications to suit the same.

We take immense pride in being ranked among the global market leaders in fluid management technology and sincerely hope to continue to live up to the trust that our customers have in brand KBL, our legacy and above all, customer expectations in the years to come.

A photograph of a large industrial complex, likely a power plant or refinery, at dusk or night. The sky is a deep, dark red. Several tall, cylindrical chimneys are visible, each with a circular platform and railings near the top. Smoke or steam is billowing from the chimneys. In the foreground, there are various industrial structures, pipes, and scaffolding. The overall atmosphere is hazy and dramatic.

# *Projects Executed*

## **Special Pumps for Special Processes**

***KEPL supplies one of its specialised gas oil feed pumps for IOCL's oil refinery in Gujarat***

Kirloskar Ebara Pumps Limited (KEPL) recently bagged an prestigious project from Indian Oil Corporation Limited (IOCL) for the supply of specialised gas oil feed pumps in its oil refinery in Gujarat. KEPL received the final order through TKIS and as a result of its favourable past experience of working on a similar project for Reliance Industries in Jamnagar wherein the overall performance review of the installed KEPL

pumps and the company's after sales service report was very promising.

These gas oil feed pumps are among the biggest pumps supplied by KEPL till date. These 2.6 MW pumps carry high pressure. The flow of these pumps is 475 m<sup>3</sup>/hr and discharge pressure is 155 kg/cm<sup>2</sup>. They form an integral part of the DHDT unit and are offered as a complete package of KEPL pump, BHEL motor and Enpro LOS.

The successful commissioning of this project was yet another addition to the long list of critical projects executed by KEPL over the years, which involved development and supply of special customised pumping solutions.



**IOCL, GUJARAT**



# **Making Mumbai Monsoon-Ready**

## **KBL supplies Autoprime pumpsets to MCGM**

Kirloskar Brothers Limited (KBL), leading manufacturer and supplier of pumps in India, recently supplied two Autoprime pumpsets, each



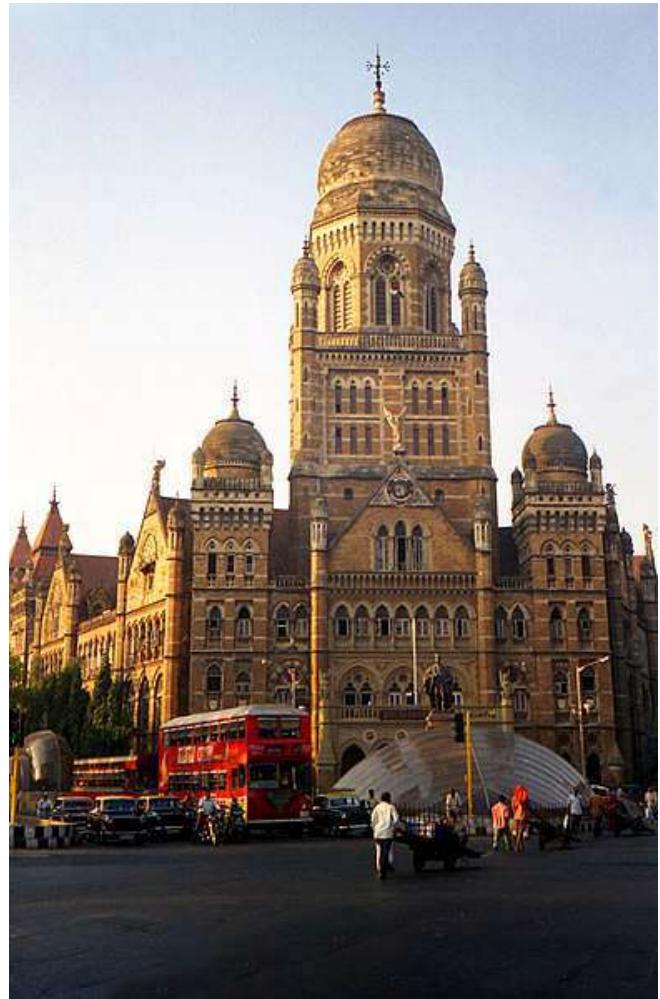
of 10,00,000 litres per hour capacity, to Municipal Corporation of Greater Mumbai (MCGM) for dewatering of inundated flooded area in the city during the monsoon.

These high capacity Autoprime pumpsets (each of 105 HP capacity) are very effective in quickly



draining water from low lying areas inside the city and near railway tracks that get waterlogged due to heavy rains. These pumps, which don't require any manual intervention, can be towed quickly to the affected area and are designed to operate instantly as a result of their automated priming feature. Thus, the Autoprime pumpsets are of great help in restoring normalcy in the city by quickly bringing the suburban train service and traffic back on track.

KBL, the leading fluid management solutions provider, has supplied more than 150 such Autoprime pumpsets to various municipal corporations, airports and industries across India.



## **Pumping Prosperity**

### **KBL is associated with KNNL's Tunga LIS**

The Tunga Lift Irrigation scheme located near Harakere village in Shimoga, Karnataka, is aimed at bringing around 7,310 acres of land under irrigation by pumping around 1.347 TMC of water daily. It is a Karnataka Neeravari Nigam Ltd (KNNL) project.

KNNL awarded this project to KBL. In accordance with the scope of the project, KBL was responsible for executing complete electro-mechanical work, including building and installation of a 110/6.6 KV sub-station, as well as supplying pumps, indoor equipment and manifolds, delivery piping, etc.

The scheme was recently inaugurated by the then Karnataka Chief Minister while the KBL site was formally inaugurated by the KNNL chief engineer. KNNL chose KBL as their primary provider of fluid management solutions and services for this prestigious project

KNNL, Tunga



## **Turbine that Saves Energy, Improves Efficiency**

Generation of new energies and saving on energy losses is an integral part of the improvement agenda of every organisation. Steam energy required in industrial establishments is not available naturally but has to be generated using various elements, including specific several ingredients and equipment.

Steam is required in any plant at different operating conditions for various processes. To reduce the steam pressure, the standard system involves provision of a Pressure Reducing Station (PRDS) to maintain required pressure that leads to a loss of available energy (enthalpy), which ultimately results in financial and energy loss. To curb this loss, there was a requirement of a system that would operate in



recovering loss of steam energy but also prove to be a viable means for generating revenue. After detailed study and elaborate discussions, KEPL proposed a solution using KEPL steam turbine and a generator to recover steam energy which was otherwise passed on to the PRDS, to generate electricity. KEPL also explained that this generated electricity would help the client to cater to its plant operation requirements and, when not required, can be transferred to the grid to reduce electricity charges. The PRDS would still be retained in the cycle to serve as standby in case of any operation issues with the turbine system. This was to avoid any effect on the plant operation.



**India**

parallel to PRDS, in turn recovering enthalpy of steam in normal course of operation. In this case, PRDS would then serve as a standby arrangement.

KEPL identified this requirement as a business opportunity and started discussion with various customers. At the same time, the client was also looking for a solution which will not only help in

The system installed now typically consists of KEPL turbine model (KTD) coupled with a synchronous motor used as generator. The complete system including turbine and PRDS is controlled using a PLC panel which also provides count of the electric units produced. The complete set up is accommodated on a common base frame thus minimising time of site installation. The system is installed in a steam piping parallel to the PRDS.

The complete steam piping, right from the steam header to the PRDS and the steam turbine up to the plant has also been designed and installed by KEPL, thus providing an end-to-end solution, right from concept to commissioning. The first system including design and manufacturing was completed in 50 weeks. Installation and commissioning was further completed in further period of 8 weeks.

The system is designed to produce up to 250 kW of power for steam parameter of 17.5 kg/cm<sup>2</sup> at 210°C temperature available on-site. The actual power generated depends on the plant load. With the complete plant in operation, the customer has so far been able to generate about 2,400 units of electricity per day.

The plant has been operational for the last one year and has helped the customer to generate essential power with uninterrupted plant operation.



This has been helping the customer to partly recover expenses on electricity consumption and has opened doors to new business opportunities for KEPL.



## Tata Steel opts for KBL's LLC Pumps

**Tata Steel recently replaced its old pumps with KBL's energy-efficient Lowest Lifecycle Cost (LLC) pumps, resulting in substantial energy savings and lower operational cost**

KBL is among the leading providers of a wide range of energy-efficient and cost-saving fluid management solutions and services for various industrial verticals. Over the years, the company has been associated with many prestigious projects involving supply of cost and energy efficient pumping solutions.

These include the commissioning of a critical pumping project for Tata Steel recently. As per the case report, the pump house at Tata Steel



was facing frequent operational problems due to the existence of very old and obsolete pumps, which were almost on the verge of breakdown. These were foreign-make pumps which carried a high capacity that remained inefficient over the years leading to significant energy losses for the company. Over the last 60 years, these pumps had been recording reduced operational hydraulic efficiency and, considering their age and foreign origin, the availability of imported spares for these pumps was a major challenge.

Going by KBL's past reference projects and extensive experience in dealing with such projects, Tata Steel approached the company through its authorised dealer, Chaitanya Sales Pvt Ltd. (CSPL), to suggest a feasible solution. After analysing the pump and blower house requirements, KBL recommended replacing the



existing pumps with KBL's energy-efficient and long-life Lowest Lifecycle Cost (LLC) pump each with a discharge capacity of 10,000 GPM (2272 m<sup>3</sup>/hr), head of 45 mtrs, BKW of 337 kW, and equipped with a motor of 400 kW. More importantly, these suggested pumping solutions were estimated to operate with an efficiency rate of 83%. The customer, after critically evaluating the situation and realising about the benefits and features of the recommended LLC pumps, promptly approved.

KBL, along with its client, commissioned the project recently. In all, KBL installed 14 pumps with a capacity of 29,526,212 litres per hour for service water and raw water applications. These optimised capacity pumps are designed to offer

sustained efficiency with no degradation for first two years and thereafter approximately 0.25% degradation (i.e. approx.  $\frac{1}{4}$ <sup>th</sup> degradation in efficiency as compared to a conventional pump), thus resulting in much

the pump bearings are designed for L10 life of minimum 50,000 hours of operation.

Overall, the installation of LLC pumps is expected to result in substantial energy-savings for the end-customer, clearly reflecting the



lower operation cost every year throughout their lifecycle.

In order to avoid bare metal casing from getting oxidised and to reduce the relative surface roughness of the pump casing, an anti-corrosion coating of thickness 1 mm DFT with excellent erosion & corrosion protection properties, including protection against cathodic action, has been applied on internal surface of the pump casing that comes in contact with water. The coating applied is suitable for potable water application and certified by Authorised National Lab. Besides,

staggering difference that KBL's exclusive LLC pump series can make, when appropriately replaced with older conventional pumps.



*Bagged  
Orders...*

# **KBL Conquers New Horizons in Uzbekistan**

***KBL supplies various pumping solutions, including its largest number of sump pumps, for Calik Energi's critical CCPP projects in Uzbekistan***

KBL's engineering capabilities, decades of experience and technical expertise are the major factors responsible for the undisputed faith that the customers, clients and consultants have in the company. Of the many international orders that the company procures every year, some are really special as they mark KBL's prowess and showcase its capabilities in newer frontiers. The contract awarded by Calik Energi-Turkey recently for the prestigious 450 MW Combined Cycle Power Project (CCPP) Navoi-II and 2 x 450 MW CCPP Turakugan project in Uzbekistan is one such order.

As per the contract, KBL provided Auxiliary Cooling Water Pump (ACWP), Raw Water Pump (RWP) and Sump Pump Package (NS pump) for the project. Our engineers worked along with the consultant, offering prompt support to duly meet the end-customer's requirements.

For this order, KBL provided eight Vertical Turbine Pumps (VTP) and 140 sump pumps. This is, by far, the largest number of sump pumps exported by KBL to Uzbekistan in a single order. These pumps are expected to be used for various on-site pumping applications. With the successful and satisfactory completion of this order, KBL is hopeful of bagging many similar export orders from Uzbekistan in the future.

**Vertical Turbine Pump**



# **KBL Enters the Power Segment in Tunisia**

## **KBL bags order for the 450 MW Gama Rades C CCPP in Tunisia**

KBL, along with Kirloskar Pompen BV (KPBV), bagged the order for auxiliary cooling water pumpsets package for the prestigious 450 MW GAMA RADES C Combined Cycle Power Project (CCPP) located in Rades, Tunisia. This project was awarded by GAMA Inc. Turkey.

KBL and KPBV offered a cost-effective techno commercial solution to meet the customer requirements. The details of the pumps sets supplied for the project are as follows:

- Liquid: Sea-water
- Pump model: BHR45B – 1 stage, non-pull out type
- Pump Type: Vertical Turbine (VT) wet pit
- Quantity: 2 sets (1 working + 1 standby)
- Capacity: 1910.5 m<sup>3</sup>/hr
- Total Head: 23 m
- Speed: 1480 rpm (Nominal)



**KBL Pumps installed on site**

- Lubrication: Self-water lubrication with orkot bearings

This order is a classic reference project as it would strengthen KBL's presence in sea-water application contracts related to combined cycle power plants. This order is also special for KBL as it marks the company's entry into the Power segment in Tunisia.



# **Primary Pumping Solutions Supplier for NTPC**

**KBL executes a special project involving commissioning of pumps in open-air for NTPC's Darlipali (2\*800 MW) Super Thermal Power Station**



Darlipali Super Thermal Power Station is located in Darlipali, Dist Sundergarh Odisha. The NTPC site, located north of Raigarh – Jharsuguda NH-200, is approachable from Jharsugudha and Sundargarh. The main power plant and the township are spread across an area of 3000 acres. Once completed, the electricity generated from this power plant will be distributed to Odisha, West Bengal, Bihar, Jharkhand and Sikkim. This mega project is expected to generate nearly 4000 jobs directly or indirectly.

The Hirakud reservoir and the Mahanadi River are the main sources of water for this project, which are located nearly 30 kms away. The make-up water pumps

deliver water to the raw water reservoir inside the plant boundary.

KBL is proud to be associated with this prestigious project as the major supplier of pumping systems and accessories for make-up water, raw water and condenser Cooling Water (CW) systems. As per the scope of the project, KBL will supply CV CW pumps, raw water Vertical Turbine (VT) pumps, MUW Vertical Turbine (VT) pumps, motor for CW pumps, small pumps, LT motors, various types of valves, REJ, piping, and electricals.

This is a special project where the CW pumps and raw water pump house will be commissioned in open-air, thus leading to considerable savings on cost of structure and the overall time taken for construction. KBL is competent to handle this challenge as the company has already successfully executed the CW pump house in open air for CGPL-UMPP, Mundra (Tata Power).

KBL is excited about this order and hopes to keep supporting such mega projects in the future with its technical competency gathered through years of experience and world-class products.





# *Services & Support*

# **Service Standards that Revamp a Pump's Life**

## **KBL executes overhauling of large Russian CW pumps installed at NTPC's KhSTPP**

The Kahalgaon Super Thermal Power Station (KhSTPP), located in Bihar, is one of the coal-based power plants of the National Thermal Power Corporation Limited (NTPC).

Recently, KBL received a contract from NTPC for supervising the overhauling of Russian make large CW pumps (metal volute imbedded in concrete & vertically executed) installed at the KhSTPP in Stage-1. These heavy-duty pumps, which come with a 22.3 metre pump head, carry a discharge capacity of 16092 m<sup>3</sup>/hr, speed of 300 RPM and motor rating of 2000 KW. The servicing of such pumps calls for experienced and trusted engineering team. Besides, opting for overseas service support in such cases is always challenging in terms of time, cost and availability. Taking all these factors into consideration, NTPC awarded the contract to KBL, India's leading and most trusted fluid management technology provider that holds extensive expertise in such critical service projects.

This was the first time that KBL undertook this kind of large pump overhauling supervision job in the Eastern Zone. These pumps were 40 years old and, hence, the customer did not have any manual or engineering drawing that could provide a brief idea about their design essential to execute the servicing of such large pumps. This made the task all the more challenging and tedious. However, with our years of experience and expertise, our highly skilled team of service engineers successfully accomplished the job without any delay or lapses.

The successful completion of this job reinforced the trust of an important customer like NTPC on KBL. More importantly, it consolidated KBL's image as a leading global provider of hydraulic solutions and services. NTPC congratulated KBL for its service support and expressed its satisfaction after completion of the job.

The successful completion of this service project was yet another stride ahead towards improving our brand reputation and, in the process, fulfilling our vision of becoming "one of the most admired engineering companies in the world".



# Pumping Indian Metro Rails

**KBL is among the leading fluid management solution providers for most of the leading metro rail projects in India**

KBL, gives utmost importance to providing a timely and expert after sales service for its products and solutions. KBL is among the leading providers of a wide range of pumping solutions and services for most of the leading Metro Rail projects in the country. Of these, our association with the Delhi Metro Railway Corporation (DMRC) and Jaipur Metro has been noted below.

## **DELHI METRO**

There are 202 stations that came under the DMRC, extending across a total length of 288 kms. Kirloskar pumps have been installed across almost all these stations, which are either underground or elevated.

All these pumps play a critical role in facilitating various operations at these metro stations, right from waste and drainage water management to ensuring fire-safety. The requirement and significance of such pumps increases and becomes all the more crucial in case of an underground station.

**Kirloskar Pumps  
@ Delhi Metro**



**Kirloskar Pumps  
@ Delhi Metro**

As per a contract awarded by DMRC, there are 50 Kirloskar pumps installed at each underground station in Delhi. These include 25 pumps for sewage and seepage management, 11 HVAC pumps for ensuring cool and comfortable environment and 2 pumps for Water Treatment Plants (WTP). Going by statistics, in the last one year alone, we have commissioned 50 pumps each at 85 underground Metro railway stations in Delhi. Of these, at around 53 stations, the pumps were commissioned across the tunnel area at night time during weekends, which made the endeavour all the more challenging and noteworthy.

KBL's committed and expert service engineering team successfully accomplished the job without any complaints. For his excellent and dedicated customer service efforts and response, the concerned KBL service engineer received a letter of appreciation from the DMRC as well as the client.

## **JAIPUR METRO**

The first phase of the Jaipur Metro mostly comprises elevated stations, extending across a rail route of approximately 9.6 kms

from Mansarovar to Chandpole Bazaar. KBL has been the leading supplier of fluid management solutions during the first phase of the Jaipur Metro railway project. Till date, around 77 Kirloskar pumps have been installed across 9 stations of the Jaipur Metro.

Some of the major pumps installed at these stations include our series of HVAC pumps for enhancing indoor air quality and environmental comfort and HYPN pumps for facilitating water supply and boosting pressure, apart from our exclusive range of sewage and seepage management and firefighting pumps.

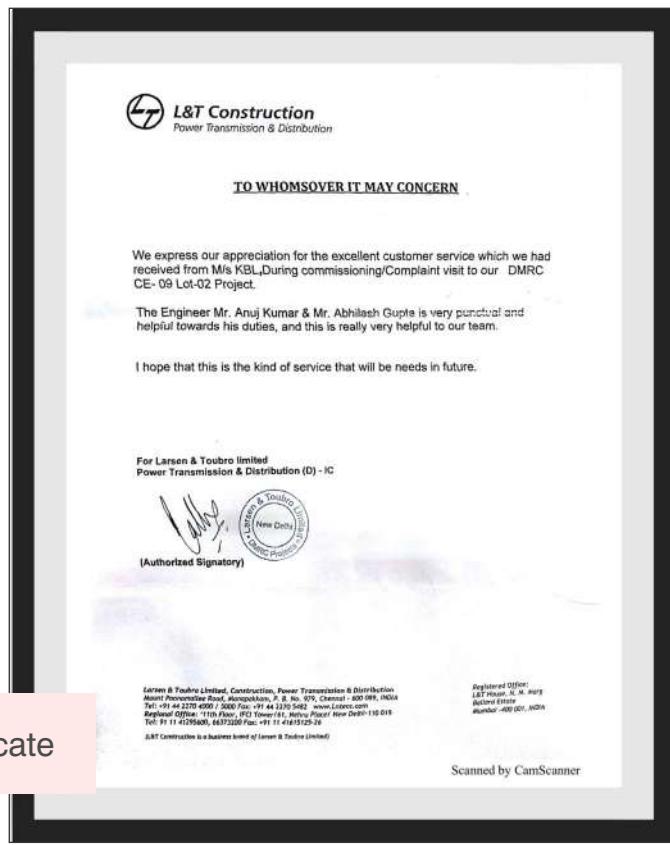
All the Kirloskar pumps installed on-site have been running successfully since the last three years without any major breakdown, which clearly reflects the high product quality standards practiced by KBL.

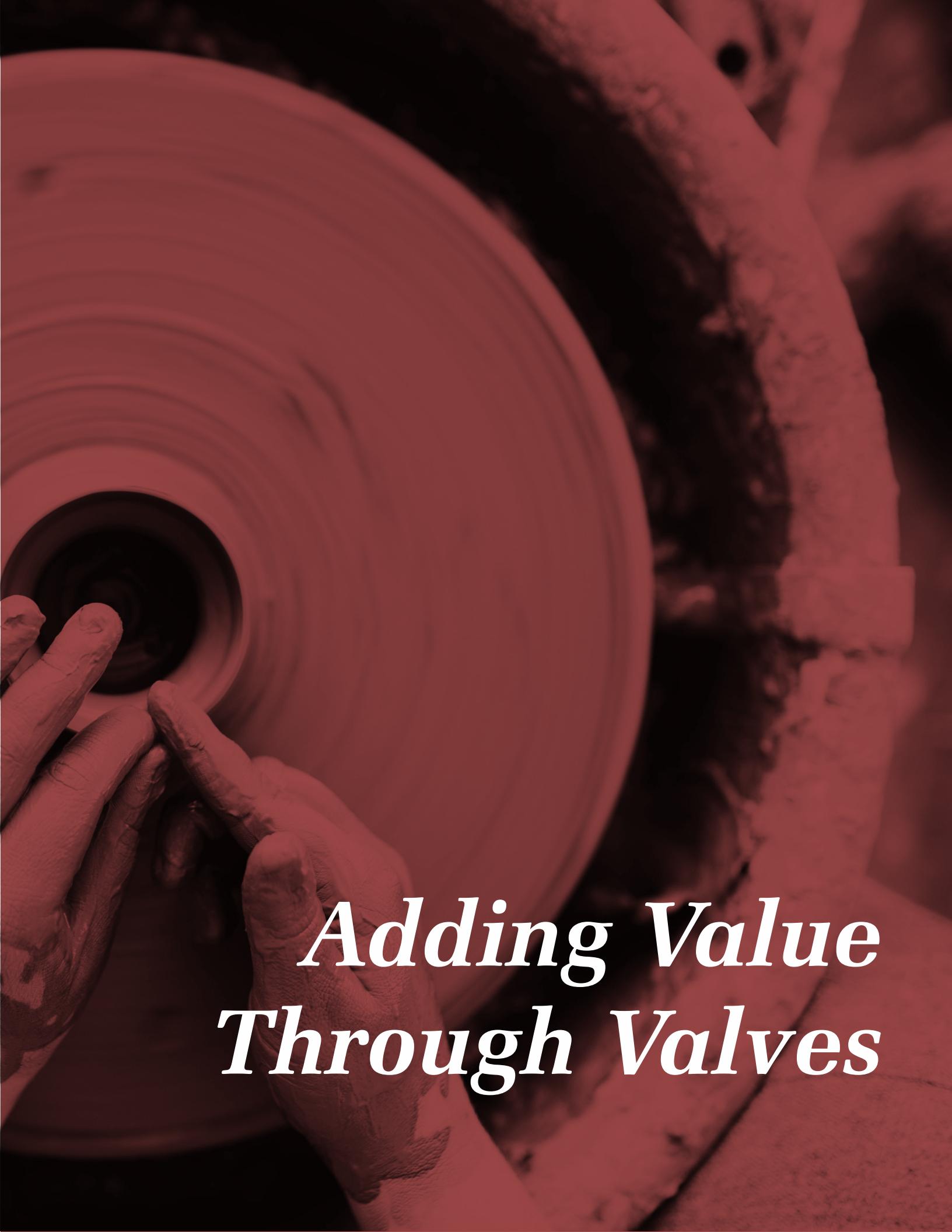
Presently, we undertake the routine pump check-up and maintenance related services for our installed pumps at the respective Jaipur Metro stations.

#### Kirloskar Pumps @ Jaipur Metro



#### Appreciation Certificate





# *Adding Value Through Valves*

## **Customised Valves for Special Requirements**

KBL is among the leading manufacturers of a wide range of valves. Over the last six decades, Kirloskar valves are among the most trusted and widely preferred fluid control solutions in various industries like water, oil & gas, process liquids and even in slurries.

KBL was the first pump & valve manufacturer in India to be accredited with ISO-9001 Quality Management System. Some of the most widely used Kirloskar valves in the market include butterfly valve, sluice valve, Non Return Valve (NRV), etc.

KBL specialises in the development of specially customised valves designed and modified as per customer requirements, ranging from as small as 25mm to as large as 5000mm. Some of our most recent developments in the Valves division have been noted below.



**1800mm MIV**

### **1800mm Multi-Door Non-Return Valve PN 1.0**

KBL recently developed a 1800mm Multi-Door Non-Return Valve (MDNRV) as part of the Mohanpura Major Multipurpose Project in Chambal Betwa Basin near Bhopal, Madhya Pradesh.



**1800mm MDNRV**

This is one of the largest size MDNRVs developed by KBL, weighing around 34 tonnes. This 1800 mm size valve, which includes the largest Cast Steel (WCB) casting ever used by KBL, weighing around 12 tonnes, was entirely developed in-house, which makes this endeavour all the more special and note-worthy.

Conventionally, valves are employed in pipelines to avoid return flow to impeller so that the motor does not rotate in reverse direction, thereby protecting the windings from any damage. However, this customised mammoth size valve is designed to serve as a surge relief valve that is installed after the surge tank used to safeguard pumping systems. Thus, as against the traditional non-return valves which are mostly

used for hydro power generation plants, this MDNRV is exclusively designed for irrigation and water distribution applications.

This unique MDNRV comes with 7 nos. of doors to achieve 100% effective opening area compared to the bore area. It sports a specially engineered convex design for the diaphragm to optimise weight and limit deflection.

#### Main Inlet Valves:

The main inlet butterfly valve, which is installed before the Horizontal Francis Hydro Turbine, is mainly used in hydro power generation plants. These valves can be opened via a hydraulic cylinder and closed by counter weight.

Over the last few months, KBL has developed and commissioned a series of customised main inlet valves for various critical hydro power plants across the globe. Some of the most prominent endeavours have been covered below.

- 1400mm Main Inlet Valve PN40
- 1800mm Main Inlet Valve PN16
- 2100mm Main Inlet Valve PN28

#### 1400mm Main Inlet Valve PN40

This customised 1400mm PN 40 main inlet valve was developed for the prestigious Su Pan 1 Hydro Power Project in Vietnam. The exclusive



1400mm MIV



1400mm MIV

valve carries a design pressure of 40 kgf/cm<sup>2</sup> and has a maximum flow of 9.13 m<sup>3</sup>/s.

This is the first time that KBL has designed a valve equipped with a dual driving end and dual cylinder coupled with dual mechanical assemblies that carry a combined counter weight of around 7-8 tonnes for achieving required opening and closing of the torque.

#### 1800 mm Main Inlet Valve PN16

KBL designed this 1800mm PN16 main inlet valve for the Kabeli-B1 Hydro Power Project in



1800mm MIV

Nepal. This exclusive valve carries a design pressure of 16 kgf/cm<sup>2</sup> and has a maximum flow



1800mm MDNRV

of 15m<sup>3</sup>/s. The valve carries a combined counter weight of around 4-5 tonnes required to achieve required opening and closing of the torque.



2100mm MIV

## 2100mm Main Inlet Valve PN 28

This large size main inlet valve was developed by KBL recently for the Nhan Hac project, one of the largest hydro power projects in Vietnam. This exclusive valve carries a sturdy design with a pressure of 28 kgs/cm<sup>2</sup> and has a maximum flow of 20.35 m<sup>3</sup>/s. The valve includes a mechanical assembly with a combined counter of around 8.5 tonnes to close the valve at rated pressure of 28 kgf/cm<sup>2</sup>.

With these developments, KBL continues to scale new heights in the world of valves, further consolidating its position as a global market leader in fluid control solutions.



2100mm MIV

A graphic design featuring three dark red silhouettes of women's profiles. One woman on the left is blowing a large red rose petal towards the center. Another woman on the right is looking down. A third woman's profile is visible at the top right. Pink flower petals are scattered around the central rose petal.

# *Women Empowerment at KBL*

# **Empowering Women, Empowering Society**

**KBL's successful journey of 130 years would never have been possible without the invaluable contribution of its women employees.**



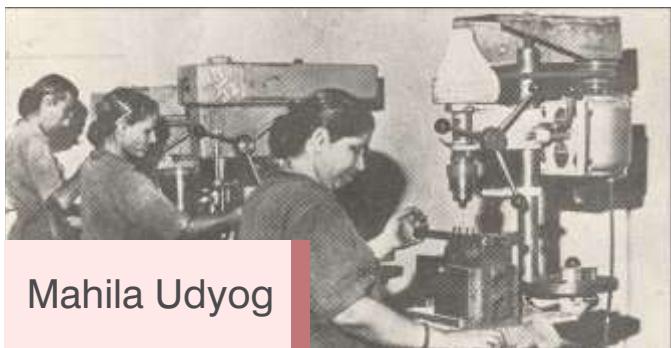
**Smt. Yamutai**

Long before independence, women in India were predominantly confined to domestic chores and had little financial independence. The lack of exposure to the outside world was a major factor why many women felt belittled and undervalued. No matter how poor or underprivileged the families were, women back then were not encouraged to go out and earn a living to support the household.

Smt. Yamutai Kirloskar, wife of Shri. Shantanurao Kirloskar, duly understood this dire situation and, throughout her life, strove for the upliftment of

destitute women and according them earn respectability in the society. She belonged to a family of great noble visionaries that had set examples of better community living and was determined to follow the same path. Being a strong lady with high ideals herself, she decided to set up the "Mahila Udyog," a charitable organisation established with the objective of helping needy and destitute women earn a respectable livelihood for themselves. Foundation of the Mahila Udyog was just the beginning of KBL's focus on women empowerment.

Over the years, many crucial women-centric



**Mahila Udyog**

initiatives have been undertaken by KBL. Of these, the establishment of a 100% women-operated plant in 2011 in Coimbatore has, by far, been the most significant women-oriented decision taken by KBL. The inception of this plant is a major step taken by the company towards not just empowering women but providing them a valuable opportunity to earn livelihood with dignity and carve their own niche by excelling in an industry and ranks principally dominated by men.



**Kaniyur Plant**

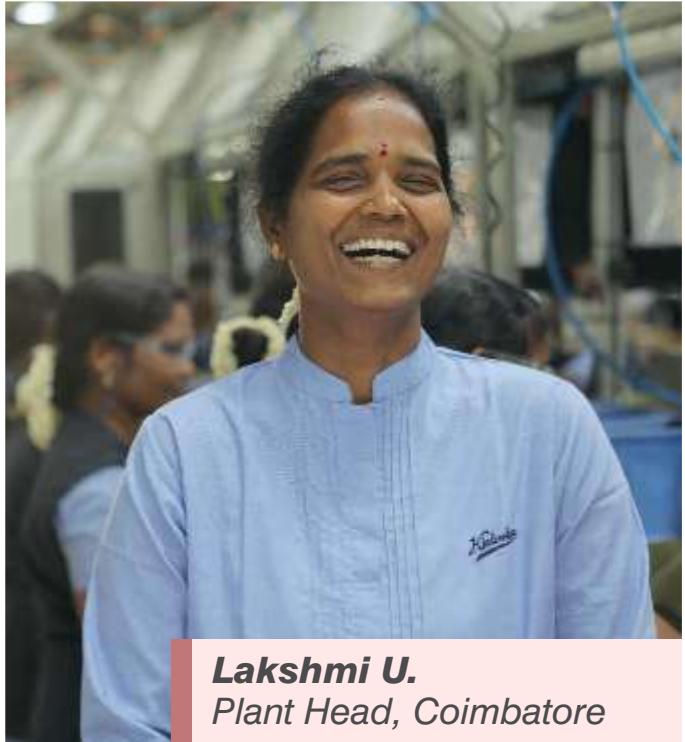
KBL's Coimbatore plant has earlier registered its name in the Limca Book of Record for Fastest Assembly of Pumps (17.25 secs). This clearly reflects how the women employees working in KBL's Coimbatore plant are not only contributing towards the business operations but are also helping improve the plant's work efficiency.



**Bhuvana,**  
*Production Manager,  
Coimbatore*

*"KBL provides the freedom to work independently and take individual decisions. Being a flat organisation, we get more opportunities to learn from other functions and interact with senior management leaders. As a woman employee, I vouch for the supreme safety standards and the superior levels of employee care adhered to by the company. The employee-centric approach and policies followed by the company ensure a better work-life balance. KBL believes in an all-inclusive culture and providing equal opportunity to every employee completely devoid of any discrimination on the basis of gender, race, creed or religion. This rational work environment within the company instills a sense of trust, which boosts confidence of the work-force and makes it comfortable for a female employee like me to work as production manager with majority female operators. Besides, the company practices a more effective performance management system that results in rapid career development of the employee."*

**–Bhuvana (Production Manager, KBL)**



**Lakshmi U.**  
*Plant Head, Coimbatore*

*"Many organisations endorse about women-empowerment and women-centric policies and environment in their vision/mission statements but only a few actually practice them. KBL's Coimbatore facility, for instance, is surely one of them. I am proud to be the Plant Head of an engineering company with 100% female operators and supervisors in its manufacturing division. With the top management's active support, the plant now also operates night shifts. The overwhelming encouragement from the entire family, here at KBL, is the biggest source of motivation that motivates me to always contribute my best."*

**-Mrs. Lakshmi U. (Plant Head – Coimbatore Plant)**

In addition to KBL's all-women operated plant in Kaniyur, even the company's dedicated submersible pumps manufacturing plant/unit in Sanand (Ahmedabad), established a year after the foundation of the Coimbatore plant in 2012, has about 35% women employees in its workforce, clearly reflecting on the company's continued emphasis on women empowerment.



## Parichay Initiative

KBL is an equal opportunity employer and many women employees in the company have paved their way to the top basis pure merit. For instance, Ms. Rama Kirloskar leads Kirloskar Ebara Pumps Limited (KEPL), a subsidiary of KBL, as its managing director and is also among the board of directors of KBL.

On the other hand, Mrs. Kavita Panse holds the position of the Chief Financial Officer (CFO) at KEPL while the company's HR department is headed by Ms. Archana Shinde. These are just a few examples of the various critical roles and positions held by women at various levels in KBL. This women-centric philosophy of KBL is setting new standards in a male-dominated industry like manufacturing.

At KBL, we don't believe in merely creating employment and opportunities, but aim to achieve the right balance of a merit-based professional growth, health and safety at work and unbiased work ethics. This promotes and has built a harmonious work culture and environment within the company, befitting all employees irrespective of their gender.

Apart from promoting and striving towards nurturing a culture devoid of any gender bias within the organisation, KBL also encourages the involvement of the families of the employees through various events and celebrations. 'Parichay' is a sort of an annual gathering organised to allow visit of respective spouses of our employees to our workshops and factories. The objective of the event is to give them a feel of the work culture and the roles and responsibilities of their life-partners in the factory.

Thus, all the policies and principles of KBL promote selection and growth opportunities purely on the basis of merit and skills, irrespective of the gender. In fact, the company's female employees have always stood shoulder-to-shoulder to their male counterparts winning many laurels, accolades and recognition for KBL with their noteworthy achievements. Thus, the successful journey of the 130 years of establishment of KBL would never have been possible without the invaluable contribution of our women employees.

## CUSTOMER TESTIMONIAL



*Ravindra Mali, KBL Pump customer*



## Built to Stand the Test of Time

**A personal account of a farmer sharing experience about how his 53-year old Kirloskar pump still operates hassle-free**

At Kirloskar Brothers Limited (KBL), we are enthralled by experiences and many times, overwhelmed by the magnitude of things, are unable to fathom the difference we make in people's lives. As we expand our services overseas, it gives us equal pleasure to know that we are present in some of the remotest villages in India.

An interesting anecdote that we heard about during one of our on-field visits to a small village in Maharashtra left us beam with immense pride and pleasure. Mr. Ravindra Mali, a local farmer,



interacted with us and told us how he had been using a Kirloskar pump to irrigate his farm for a record 53 years and how even after over five long decades, the pump is still in an ideal working condition, operating hassle-free. A brief excerpt of the actual interview has been noted below:

*"My name is Ravindra Mali. I am a farmer. In my field, I grow sugarcane, vegetables, bananas and many other crops. My entire farm,*

*about 4 to 4.5 acres in area, is irrigated by that pump (Kirloskar) that delivers water from the adjacent step-well. This age-old pump has been irrigating my farm for the last 53 years. The water level in this well is 35 to 40 feet deep. But the pump is easily able to extract water from this well. It can work continuously and regularly. This Kirloskar pump is so old, yet so efficient; it still is perfectly operational and hasn't given me any chance to*



*complain in all these years. It is so powerful that it can run continuously for upto 15 hours without any problem."*

It is a matter of pride for us at KBL to know that several farmers like Mr Ravindra Mali have been part of our historic journey. Such stories are a reminder of the supreme quality standards and parameters that KBL follows with all its products and solutions.

Besides, as we move into our 130<sup>th</sup> year of establishment, these experiences act as noteworthy milestones that remind us about our values and how deeply rooted we are with our customers.

## EMPLOYEE TESTIMONIALS



**Vasant Godbole**  
Technical Consultant,  
KBL

Kirloskarvadi circa 1982, a beautiful colony housing 400 families, away from the hustle bustle of city, was a place where a life that many strive for, today, was made available to Kirloskar Brothers Limited's employees. I have been one of the few employees to have enjoyed a long tenure of 31 years of stay in this small-yet-holistic township. Staying here was a blessing in disguise. The place had its own charisma that encouraged an early-to-bed and early-to-rise lifestyle. We developed healthy eating habits, enjoyed playing sports and had a very strong social bond encouraging each other to learn and grow together. Having such a healthy lifestyle ensured that I could focus my energies on work and was physically and emotionally always in good health.

During those days, when convenient travelling was a challenge with little transport facility available and trunk calls were made only in case of some urgency, communication, especially with customers, was difficult. Our communication with HO and ROs transpired mostly through hand-written letters. Our resources were limited and we used to sketch our drawings using drafting boards and the ammonia printing machine and create the designs with the help of the first principal methods using 'slide rules' and

calculators. Though work was demanding, the colony life made it so amicable that we hardly felt the stress.

It was a time when the company was undergoing a transitional change. Our new leader, Mr. Sanjay Kirloskar, had recently resumed his position as the operational head. Over the years, his vision brought KBL glory with many joint ventures, new product developments and extension of our product range.

In retrospect, all the time that I devoted towards my job learning and professional commitments proved to be very fruitful. Little did I know how, during this phase, my team handling, managerial and leadership skills were honed along with my technical competencies. This journey of professional evolution in turn carved a great professional path for me with my achievements being appreciated not just nationally but internationally as well.

Thus, to conclude, when people ask me curiously, "How could you spend 36 years in one organisation?," my answer is very simple, "There are ample opportunities at any work place, grab them like an eagle, the ducks around will only quack."

It has been a wonderful and an enjoyable experience in KBL. I joined KBL as a Graduate Engineer Trainee in R&D in 1985 and worked for almost 25 years in the R&D department at various levels. During this tenure, I got the opportunity to work closely with the other functions, business heads and outside institutions (BIS, CII, BEE, etc.), which provided me ample opportunities to develop new skills (technical, cognitive and people) and grow as a seasoned professional.

In 2010, I was entrusted with the responsibility of the Plant Head and, subsequently, Operations Head for the multi-location SPB plants (Dewas, Sanand and Kaniyur).

KBL provides freedom to try out new concepts/designs and also provides freedom to fail. In fact, it

**Bhimrao Padnaypant**  
General Manager  
(KOV Operations, Quality)



I still remember the campus interview day in Walchand College, Sangli, when I was shortlisted by KBL and joined the company as trainee engineer on 2nd Sep 1986. In KBL culture, it is said that you must learn to make your hands black. I have been groomed in the same culture.

After successfully completing my induction training, I received on-job training on a particular machine related to the manufacture of brass nut in the valve division. The training provided me a solid practical foundation which helped me throughout my career. After completing my



**Nirmal Tiwari**  
VP & Head - Small Pump  
Operations

has been a big laboratory to try new ideas and improve the existing practices, which provided me immense learning opportunities to groom my skills related to various aspects of the business.

KBL is a great place to work, learn and grow. It's open, less bureaucratic and nurtures a culture that revolves around the essential belief that working inspires individuals to take risks and develop.

on-job training, I was assigned in the Design department where I learnt and polished my core engineering knowledge and skills.

During this time, I was fortunate to meet "Dada," – S L Kirloskar." Even today, I vividly remember the first time I met him during his visit to the CAD Center of Design Department. While working in the Quality department, I had an opportunity to visit various critical customer sites like coal mines. While working at such sites, I experienced and realised about the integral role that a pump plays and what happens when a pump breaks down, especially in such critical areas.

Besides, I also realised why customers prefer KBL pumps even though they are comparatively costlier than competitor pumps. I witnessed how many KBL pumps installed on-site more than 30 years ago are still working without any trouble, clearly reflecting their quality and reliability standards. Even the on-site pump operators, when questioned, said that in case of KBL pumps, they'd never have to worry once the

pumps were commissioned. During my tenure I met and interacted with many operators, engineers, vendors, suppliers, establishments, sites and customers who, in some way or the other, helped enrich my knowledge about pumps and their working.

**Sanjay Naik**  
Divisional Manager  
(Foundry Operations)



I have been working with KBL, Dewas, for the last 24 years. It has been a joyful and a thoroughly enlightening journey so far. Over the years, I gained an ocean of learnings opportunities, exposure and experience, which helped me enhance my capacities & skills to finally develop into a Competent Leader. KBL is an organisation where values, mutual trust and delegation of powers through decentralized processes are given utmost importance, thus ensuring equal growth opportunity to every employee. Throughout my tenure, I have observed that the management pays minute attention even on individual needs – be it personal or professional. This is perhaps one of the primary reasons that even the employees who joined the company more than 3 decades ago still continue to work with the same zeal and commitment.

The organisation has always supported us and whenever possible, provided us opportunities to lead big projects. For many of these efforts, I was also able to bring various laurels and accolades for the organisation.

I sincerely thank KBL for making me a knowledgeable engineer, a caring family member and a responsible Indian citizen.

Apart from being India's first pump manufacturer and a worldwide leader in the pump industry, KBL has also been involved with many social causes and initiatives. Through its CSR [Corporate Social Responsibility] wing, the company works towards critical social issues like child education, basic hygiene, women empowerment and various skill development programmes to fulfil its vision of a healthy and educated India.

KBL's business approach and strategies include undertaking employee-centric initiatives like organising various motivational activities, training programmes and client visits for a better exposure as well as establishing a cordial dealer – customer relationship, ensuring welfare of the staff's family and a healthy and balanced working environment in the campus.

KBL is also an environmentally-conscious organisation and always strives towards minimising the environmental impact through all its business operations. All the KBL plants also take the best measures to ensure a healthy and pollution free atmosphere within the campus. The company also takes high safety measures. According to a certain data, our plants have registered the least number of accidents over the years, a fact which clearly reflects how much the company cares for its employees.

I feel fortunate and cherished to be a part of KBL. Here one can liberally utilise his technical knowledge and skills. Apart from routine activities, the company also provides a work-life balance which is essential to enjoy a stress-free working and social life.

I started my journey in KBL around 23 years ago in the Dewas factory. The company's progressive vision and employee grooming practices helped me nurture my skills for various functions. At KBL, the efforts put in by the employees are valued and, accordingly, recognised. The company provides various platforms to test and enhance one's skills and performance and offers equal, fair and an unbiased chance of career growth to everyone. These beliefs and work-culture are the attributes that make up for the company's competent and confident workforce.

The company regularly carries out various motivational activities to enhance and motivate its employees. The freedom to work and take individual decisions, learning new things as part of the various skill development programmes initiated by the company from time to time and the kaizen culture observed within the organisation have ensured that my journey in KBL, so far, has been thoroughly fascinating. In my long tenure, I consider myself privileged to have received the wonderful opportunity to undergo many certifications and trainings in the field of Lean, Six Sigma, ISO, Business Excellence, VSME, TPM, GreenCo, SAP, SA-8000 and other personal growth training workshops conducted by some of the most renowned institutes and trainers.



**Atul Nighoskar**

Divisional Manager  
(Dewas Operations)

I earned my Post Graduation Certificate from the prestigious IIM Indore, which would not have been possible without the moral support and encouragement that I received from the management that gave me the freedom to pursue my dream without any intervention. This, again, is a shining example of the various practices observed within the company to encourage employees to enrich their career path, skills and process knowledge. Perhaps that is the prime reason that the thought of leaving KBL and joining some other organisation never struck my mind in the last 23 years.

We are presently working on increasing our capacity through futuristic technologies and low-cost automation at the shop floor. With this objective, we plan to implement the Total Productive Maintenance (TPM) model to unleash and improve our plant's production capacity and potential and duly back it up with projects that would promote the use of advanced technology in our operations such as Industry 4.0 and Artificial Intelligence.

## **Vikas Agarwal**

Vice President  
(Water, Irrigation and B&C)



After graduating as an electrical & electronics engineer from Manipal Institute of Technology, I received a job-offer from KBL in 1997 as a graduate trainee engineer to be positioned at its Lucknow Regional Office (RO) in the Retail and Distribution department.

For a couple of months, I received product training at various KBL plants and this motivated me to apply my engineering knowledge to practical use in the market. After I resumed office, one of my preliminary tasks was to undertake a VAN campaign across rural India. This was an extensive campaign spanning over 60 days and often we used to sleep in the van itself. However, the learning and experience that I gained was commendable and this shaped my outlook towards proposing better suggestions to my seniors on the basis of my observation. Primarily, I made two major observations: a) KBL has a very strong brand identity, but its reach could be largely improved; and it also needs to connect better to its prospective customers. b) KBL does not need only engineers to create a customer connect; it also needs business managers with sales and marketing acumen. Based on my keen observations, technical expertise related to the subject and commercial aptitude, I was offered a role in the Industry sector, which is predominantly B2B.

As a young engineer, I was buzzing with ideas for improvisation and yearned to execute them for creating a positive business impact. I was

fortunate that whenever I suggested any new ideas, they were accepted and my views were respected. The experience about how this organisation gives you so much freedom to think, express and execute your ideas really amazed me. It encourages you to think out of the box, allows you to take calculated risks and trains and supports you to accomplish your tasks in a practical and ethical way. Right since the day I joined KBL, I have always felt that this organisation believes in the philosophy of "doing right things in the right way," considering and respecting the interest of all its stakeholders. Be it the KBL management, my seniors back then or my present team, everyone follows these ethical practices in all circumstances. I can vouch for the fact that, since the last 21 years that I have been working with KBL, not once have I ever been asked to indulge in any unethical business operations with anybody. Abiding by ethical values on all occasions is very satisfying as, then, you always stay true to your conscience.

What surprises me is that, even after 130 years of establishment, this organisation still has the same level of passion to grow. In fact, KBL envisages becoming one of the most admired engineering companies in the world in the coming years. It is among those few distinguished organisations which hold the reputation for nurturing and providing various opportunities to young engineers to learn and grow along with the company. This, according to me, is the mark of a true winner and a major factor responsible for achieving an all-inclusive success in any business.

To sum up my experience, I'd state "What more could you have asked for when you realise that you are working in an ethical organisation that grooms you to explore your full career potential and provides freedom and opportunities to grow and excel along with it."

**Shantanu Ruplag**  
Manager (KOV  
Operations, S&OP/OPC)



**Mrs. Eswari**  
Asst. Manager  
(Kaniyur, Operations)



Kirloskar - Enriching Lives... The tagline truly depicts the work-life of the people working at KBL. Our company has a well-equipped infrastructure and latest technologies essential to work in a safe and eco-friendly environment. It is an extremely ethical company to work with.

I joined KBL in July 1990. As a fresher, it is a learner's den. KBL offers several learning opportunities to every employee at every level of his/her career, right from gaining detailed process knowledge to crucial experience related to design and dispatch. The company ensures both personal and professional development of an individual. It encourages and nurtures young talent and also gives them freedom to work and explore new ideas. The company's work policies and culture promote women empowerment and thereby gender equality.

The company takes care of the professional needs of every employee in the plant and imparts a culture wherein everyone treats and considers each other as part of one big family. This culture is what motivates everyone to "learn, work and contribute together as one team" towards achieving success.

It is said about KBL that "Water is life and we give life to water." Our company strives to make energy-efficient solutions thereby contributing our bit towards the environment and customer satisfaction.

I feel proud to be a part of an esteemed organisation like KBL with such a rich legacy, brand-name and business values.

I am really fortunate to be working with an ethical and balanced company like KBL. I am thankful to the organisation for providing me so many critical learning opportunities to nurture and polish my skills. The company has always backed and believed in me and my skills and given me the liberty to commit mistakes, but in the process, learn from them and gradually carve my success path.

KBL gives you the freedom to take individual decisions and work independently, which significantly helped me boost my self-confidence and groom myself to become a confident person in my personal life as well. The work environment within the plant is very safe and comfortable and even the management is very caring, cooperative and understanding towards the employees. The company's policies, I feel, are considerably "employee centric" and clearly reflect how much the organisation values its employees and their happiness. This convenient work culture promotes a healthy work-life balance, an aspect that becomes even more important in an all-women plant like this.

As a woman employee and a proud Indian, it gives me immense pleasure to state that, throughout my tenure with KBL, I have never come across any discrimination or domination on the basis of gender, caste, creed or religion in this organisation. This company truly believes and has always striven towards progressing and growing together as "One Big KBL Family."

From my experience, I'd like to conclude that If 'You are in KBL, You know that You and Your Career Path are in the Right Hands.'

**Ashok Adure**

Divisional Manager  
(KOV Operations, Logistics)

**Sandesh Kulkarni**

GM (KOV Operations,  
SMPD Manufacturing)



It's been over 3 decades and precisely 32 long and rewarding years that I have been a part of the KBL family. Right since the beginning of my career, I have been associated with Kirloskar Brothers Limited (KBL) as a Supervisor Grade -1 and it has been a thoroughly inspiring and motivating journey so far.

This company gave me the freedom to utilise my skills and knowledge in a broader way, which allowed me to work hassle-free without any burden. I owe my healthy and fruitful life solely to KBL's work culture and thoughtfully designed policies that facilitate an all-inclusive growth of the employee. In fact, the fruits of the seeds sown by KBL were not only reaped by me but my entire family, with both, my son and daughter, establishing a mark for themselves in the society with successful careers and a bright future.

The company maintains a healthy and professional working environment and always acknowledges the efforts put in by its employees. This clearly reflects how much KBL and its management cares for its employees and their welfare, which is the primary reason for my association with KBL till now and I sincerely hope that it continues to thrive.

My best wishes to KBL for completing 130 years of its establishment and I eagerly hope that the company continues to grow further from strength to strength and conquer greater heights in the years to come.

I joined KBL 35 years ago in 1982. So, yes, it indeed has been a very long journey!! In this long span, I worked in the Machine Tools division for more than 8 years as part of the team which manufactured the largest CNC of KBL (350 CNC), in the Manufacturing division for 4 years and in the Large Pump division for around 18 years. During my tenure in various departments, I have seen a lot of things happening and, at the same time, have made a lot of things happen too. Among these, some of the most prominent projects that I have been associated with include the manufacturing of largest pumps like BHR 240 for linking Godavari and Krishna river and the BHM 150, which was supplied to the Hindujas. I was also a part of the Udaya Samudram Project wherein we supplied the largest Metallic Volute Pump. However, one of the most proud moments of my professional career that I would cherish throughout my life came when I was assigned the responsibility to handle 72 machines and 110 workers as part of the Tools division. I was really overwhelmed by the trust the company had bestowed upon me.

Clearly, I have been awarded a lot of career growth opportunities throughout my tenure in KBL. Above all, KBL taught me to become a better person and groomed me to become a better leader and that has been my biggest learning experience in this company.

I wish this company all the best for a brighter and an even more successful future ahead!!

## **Bhagavan J. Baragir**

Associate  
(KOV Operations)



I studied technical subjects until my junior college and was a topper in my class. Having excelled in technical subjects, I was keen on pursuing Engineering. However, as the means were limited I could not pursue engineering and thus opted for Bachelor of Science (BSc) with specialisation in Physics. After completing my graduation, I was exploring employment opportunities when I came to know about an opening in KBL. During those days, the CNC concept was being newly introduced in KBL. KBL was employing BSc graduates for supervising these CNC machines. I promptly applied to that position and, after a brief round of gruelling interviews, was selected. This is how my journey in KBL began in 1991.

After joining KBL, within 6 months, the company received its 1st ISO certification. Being a part of the ISO team, I was very happy as our efforts were finally recognised and rewarded. I also received appreciation for my efforts and contribution towards attaining the ISO certification. In the same year, we received an order for 3,500 pumps to be sent to Egypt. We manufactured and delivered those pumps to Egypt in time. When we realised that the pumps we had manufactured and sent to Egypt literally made a substantial positive impact on their overall economy, we were very happy and achieved a sense of satisfaction and pride.

I have been working in KBL for the last 25 years and there are many others who continue to work or have retired after serving over 35 years in the

company. I feel, one of the main reasons why a majority of the employees in KBL continue to work for the company for such a long span is because of the trust that they have in the organisation and its management, which has been built on the high levels of ‘employee care’ undertaken by KBL right since its inception.

For instance, talking about the “employee care” principles, during the Kirloskarvadi centenary celebrations, the owners gave each employee a gold coin on the request of the union. In fact, presenting gold coins was not a new custom as even previously, the management, on its own accord, had gifted similar gold coin to every employee when KBL completed 1,000 crores worth business. These gestures clearly reflect the rational approach that the management has towards its employees, as it shares its success with everyone at every level of the organisation and makes the employees feel valued.

The Kirloskarvadi (KOV) union has set a benchmark in terms of achieving an all-round organisational growth through strategic planning. The biggest strength of this organisation is its quality products and business ethics. Over the years, there have been many positive changes in the organisation. Our production capacity has grown and we are setting new records frequently. The organisation, driven by the market needs, is constantly evolving by introducing newer fluid management technologies and solutions. The approach of employees is also changing. We are becoming more and more accustomed to these constant innovations and are willing to adapt to this transitional phase for better growth of the organisation.

Personally, KBL has also played a very integral role in transforming mine as well as my family’s life. I have an agrarian background and come from a joint family. When I was growing up, our farm, located near Kirloskarvadi, was the primary means of earning livelihood for my

family. However, since it is a big family and the land was small, it was not enough to meet the family's needs. My brother was then working with KBL; his income helped in supporting the family. Later, when I joined KBL, my earnings helped in building our own house and sponsoring my children's education. Today, I am happy to say that everyone in my family is a post graduate. Like me, there are many others who would forever remain indebted to KBL for enriching their and their family's lives by providing them an opportunity to earn livelihood and leading their life with dignity.

**Mohan G Patole**  
Associate  
(KOV Operations)



After completing my ITI course, I did apprenticeship for a year in the Kirloskarvadi facility for KBL's KPD pumps range. As soon as I finished my apprenticeship, I was offered a job in Kirloskar Oil Engines Limited (KOEL) to work on the WV engine which I duly accepted. I had hardly completed a year in KOEL when I noticed an advertisement for a position in KBL's Service department, a life-changing opportunity that I grabbed with both hands.

Having been trained in Kirloskarvadi worked in my favour and I was hired for the aforesaid position in the year 1982. Though, I was hired for the servicing of small pumps, I was more interested in large pumps service. My seniors, on realising about my inclination, readily gave me the opportunity to work in the Large Pumps department. For the first 8 years, I was posted in Pune and later our entire department was transferred to Kirloskarvadi. Since then, I have

been working in Kirloskarvadi in the Large Pumps Service department.

During this extensive tenure, I got the opportunity to travel and work at client sites and projects spread across the length and breadth of the country. While working on these projects, the management took due care of all our basic needs right from food and accommodation to essential financial assistance, clearly reflecting how much the company cares about its employees.

I have great affection and respect for the organisation since it has given me the opportunity to learn and, at the same time, earn and support my family and their needs. I did not own any farm or inherited land and, thus, my employment was the only means of income for my family. On the basis of my employment in KBL, I was able to meet the educational expenses of both my sons, and help them turn their dream of becoming engineers into reality. Today, it gives me immense pride to state that one of my sons is also employed in KBL at a higher position than me. After taking care of my children's education, I started building my own house which, again, was possible only because of my employment in KBL.

One inspiring fact about KBL that I have witnessed throughout my career is that the company constantly strives towards introducing new technologies and ensuring that the quality of the manufactured pumps is always at par with the global standards. It is a virtue of this futuristic approach that today, I and many others like me are competent and well-experienced in servicing any pump in the entire KBL range.

With 11 months to retire, my suggestion to the new joiners is that this company will provide them an ocean of learning opportunities; ensure that you make the most of it.

## DEALER TESTIMONIALS

**Mahesh  
Gupta**



Jakson & Co., Delhi, the biggest stock dealer of Kirloskar pumps manufactured by Small and Medium Pump Division (SMPD) of Kirloskarvadi (KOV), is associated with the Kirloskar Group since 1965. The company became the authorised dealer of Kirloskar Brothers Limited (KBL) in 2004. Mr. Mahesh Gupta, M.D, Jakson & Co., believes that its association with a trusted and established brand like KBL which ensures availability of products on demand and Jakson & Co.'s prompt pre-and-after sales service have always been the key market factors responsible for ensuring customer's delight.

Earlier, Jackson & Co. used to outsource the assembly of pump sets to a third party. In 2013, the company established a state-of-the-art pump set assembling unit at Kherdi, Silvassa, duly backed by a KBL approved testing facility. With the foundation of this unit, the company became the first Authorised Motor Pump Set Original Equipment Manufacturer (APOEM) in India. With this move, Jakson & Co. is now able to supply branded KBL pump sets with improved quality and testing, thus providing a major impetus to its position and reputation in the market. The decision was duly supported by KBL, an organisation which lays significant emphasis on its R&D framework and constantly strives towards bringing improvements in its products and services to stay in line with the latest technological developments and

## JACKSON & COMPANY

**Pravin  
Jain**



innovations. This facility also enabled Jakson & Co. to offer inspection services. Today, the APOEM plant, a brainchild of KBL and Jakson & Co., is well-equipped to supply branded Kirloskar pump sets on demand within 48 hours. In 2014, Mr. Pravin Jain, Gen-Next Joint Managing Director (Jakson & Co.) joined the organisation. Under his leadership, the company specifically channelised its focus on untapped market segments and penetrated them with the Kirloskar MSMO and Autoprime stock and sale pump models.

After strengthening KBL's footprints in these markets, Jakson & Co. now intends to enter the process pump segment where the customer expectation levels are very high. The company currently strives towards achieving a double-digit Y-o-Y growth target set by KBL for its KOV SMPD business in the near future. Team Jakson, like KBL, its principal associate, is committed to duly meet the market challenges working at micro-level to provide effective solutions to the customers.

*Siddharth  
Shah*



# VIJAY ENGINEERING MACHINERY COMPANIES(VEMC)

Vijay Engineering and Machinery Companies started business operations by selling Peter Field engines. Subsequently, we undertook turnkey mechanical pumping projects along with KBL for various sugar factories and paper pulp industries. VEMC has been associated with KBL for over 40 years now and, over the years, it has only grown exponentially with KBL. Today, VEMC ranks 2<sup>nd</sup> in All India Stocks Business for KBL. Apart from being among the exclusive dealers of KBL Kirloskarvadi and Dewas products, we also offer services and allied equipment that are critical for improvising the efficiency and life of the pump. VEMC has a dedicated service and support staff of six members who have undergone product training at Kirloskarvadi and Shirwal facilities for the entire range of KBL's products.

Our association with an organisation like KBL is a win-win situation for us as well as our customers as KBL is regarded among the leading providers of quality fluid management solutions and even we too wish to provide our customers with the best quality products and services. For a channel partner company like ours, association with a reputed company like KBL reduces efforts required in marketing and selling the products as the acceptability of KBL brand is extremely strong. Given the pumping segment that we are in, KBL's wide product portfolio and the freedom with which it works has made our association stronger over the years. In the past 40 years of our association with KBL, VEMC's growth rate has been tremendous. We have expanded at an average CAGR of 40% Y-o-Y. As a result of KBL's extensive brand reach and virtual monopoly in the Indian pumping industry, the growth witnessed across

most of the sectors has been uniform. In fact, a few specific sectors registered an even better growth, garnering advantage of the geographical location that both we and KBL are present in.

Since the last three decades, supplying electromechanical solutions developed by KBL has been the backbone of VEMC's business. Our Gen-Next leadership has induced a spring of new energy with its highly aggressive sales approach essential to extend KBL's existing strong market reach further.

Taking leaf from our association with KBL, we have introduced many beneficial business strategies and values in our own organisation over the years. For instance, now, our business plans, like KBL, are purely based on market research and the execution is a result of the collaborative efforts of all departments. Similarly, being inspired by the ethical principles on which the KBL family has continued to carve its successful roadmap for the last 130 years, even VEMC has created an environment where we focus on creating value for our clients based purely on ethics and integrity in the way we do business.

To keep up with technological pace at which KBL continues to evolve and grow, we are now more eager to technical upgrade our resources and thus cater to the new challenges in the way we traditionally operate as, presently, most of our potential customers are millennial.

# DEALERS SUB-CONTINENT

## CHANNEL PARTNER WINNERS

Sr.No	Trophy Description	Name of the Winner
<b>NATIONAL CATEGORY</b>		
1	Stock Pump Business All India Rank 1	M/s. JAKSON & COMPANY
2	Stock Pump Business All India Rank 2	M/s. Vijay Engg. & Mach. Co.
3	Stock Pump Business All India Rank 3	M/s. Shanbhagh Engg Co.
4	B2B Pump Business All India Rank 1	M/s. New Age Pumps
5	B2B Pump Business All India Rank 2	M/s. Shanbhagh Engg Co.
6	B2B Pump Business All India Rank 3	M/s. Vijay Engg. & Mach. Co.
<b>ZONAL CATEGORY</b>		
7	West Zone Best Performance B2B	M/s. Target Marketing
8	North Zone Best Performance B2B	M/s. Associated Engineers
9	South Zone Best Performance B2B	M/s. Samas Engg. Corporation
10	East Zone Best Performance B2B	M/s. Wheel Board & Company
11	West Zone Best Performance Stock	M/s. W. R. Talwalker Bros Pvt. Ltd.
12	North Zone Best Performance Stock	M/s. Jaynco Associates
13	South Zone Best Performance Stock	M/s. Basic Engineers & Traders
14	East Zone Best Performance Stock	M/s. Debson Pumps Pvt. Ltd.
<b>SPECIAL CATEGORY</b>		
15	Special Breakthrough Order	M/s. Chaitanya Sales Pvt. Ltd.
16	Best Marketing Activities to Create Pull	M/s. Technomatics
17	Business Process Excellence & Adherence to GTM	M/s. Flow Control Systems
18	Maximum New Customers Addition	M/s. Flowtech Fluid Systems Pvt. Ltd.
19	Rising Star of The Year 2017-18	M/s. Unique Techno Services Pvt. Ltd.
20	Distinguished Order for Value Added Products	M/s. Ampee Trading Co.
21	Maximum Installations for New Product	M/s. S M Refrigeration Pvt. Ltd.
22	Process Pump Business Excellence	M/s. Ramchandra & Co.
23	ISC Dealer Best Booking	M/s. Modern Erection Ltd.



*Congratulations!!!*



# *Internal Process Improvisations*

## **Lesser Downtime. Faster Spare Delivery.**

**KOV operations commissions a 250 kg induction furnace for urgent pump spare delivery**

Pumps are used for various critical operations in a wide range of industries and a break-down in a pump can lead to a downtime, resulting in production losses for the organisation. Thus, the role and timely delivery of pump spares, which ensure the efficient operation of a pump, are indispensable.

Recently, KBL's KOV operations commissioned a 250 kg induction furnace aimed at casting low weight spares made in different materials of construction. This furnace is expected to speed-up the time taken to deliver spares, which can now be manufactured in small batches leading to a shorter delivery time.

Thus, with this new furnace, the KOV operations team can now cater to urgent pump spare requirements in the shortest possible time, thereby ensuring lesser downtime loss for end-customers.



## **INDUCTION FURNACE**



# **Yet Another Step towards Solar Sustainability**

**KBL installs solar panels at its Sanand plant.**



**SOLAR PANELS  
@ SANAND PLANT**



**GREENCO  
AWARD**

Kirloskar Brothers Limited (KBL) is an environmentally-conscious organisation that has always striven towards minimising the energy consumption and emissions arising from its manufacturing operations. In keeping with this belief and objective, KBL recently installed solar panels on the roof of its Sanand plant for facilitating the use of the biggest source of renewable energy- The Sun. This green initiative was basically undertaken to promote energy conservation and reduce energy costs.

The panels consist of a 150 kW grid tied to the rooftop of the plant. This grid is estimated to generate almost around 18,500 kWh of energy every month..

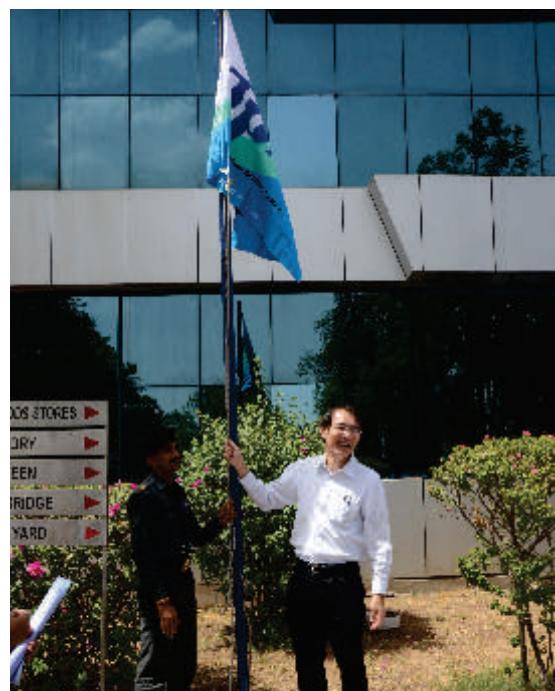
This will not only result in financial savings for the organisation but would also help lower the carbon footprints of its Sanand plant.

Since 2014, the Sanand plant has been recurrently honoured with the prestigious GreenCo certification, a Confederation of Indian Industry (CII) initiative to assess and analyse the green footprints of the concerned company, which is a befitting testimony to KBL's commitment to the environment. Thus, the installation of the solar panels at the Sanand plant is just an extension of KBL's efforts and focus towards a greener and sustainable future.

# **Improved Process, Improved Production**

## **KBL's Dewas plant initiates the TPM initiative to maximise its entire production system**

Kirloskar Brothers Limited (KBL) constantly strives towards bringing essential improvements in its work processes and operations to stay updated and at top of its game. In keeping with the same belief, KBL's small pump manufacturing plant at Dewas recently initiated a Total Productive Maintenance (TPM) initiative, which marked the introduction of a new set of policies to maximise the effectiveness of the entire production system by involving everyone at every level of the organisation. The plant has ensured the participation of all its employees in this initiative to facilitate comprehensive and continuous improvement in the plant's overall production and efficiency to deliver maximum value to all its stakeholders.



**TPM  
KICK OFF**

As per the initiative strategy, the employees will be guided by dedicated international expert consultants from a Japanese organisation called 'JIPM,' which holds the necessary expertise and extensive experience of implementing TPM across different industries.

In accordance with the initiative guidelines, all employees are expected to adhere and strive towards fulfilling the following four primary objectives:

- Create a culture and environment that constantly strives towards maximising the effectiveness of the entire production system by involving everyone at every level of the organization
- Achieve zero breakdown, zero defect, zero loss and zero accidents
- Maximise people and plant productivity by practising analytical and improvement tools of TPM
- Partner with all stake holders to continuously improve our processes across the value chain through small group activities

By incorporating this transformational change, the Dewas facility is setting newer standards of production efficiency and customer centric approach.



# AWARDS



**ENCON AWARDS FOR ENERGY CONSERVATION**



**GOLDEN PEACOCK AWARD FOR HR EXCELLENCE**



**GREENCO GOLD AWARD  
FOR DEWAS**

**GREENCO GOLD AWARD  
FOR KIRLOSKARVADI**



**INDIA DESIGN MARK AWARDS FOR KBL PRODUCTS**



**LAKAKI EXCELLENCE AWARDS FOR BUSINESS EXCELLENCE PRACTICES**

## EVENTS



### 7<sup>th</sup> ANNUAL CONFERENCE ON MINING TECHNOLOGY, INDIA



### ACREX, BANGALORE



### INDIA AFRICA CONCLAVE, NEW DELHI



### KISAN MELA, PUNJAB



### GUEST LECTURE BY PROFESSOR OF MIT AT KBL, MUMBAI



### NPCIL EVENT, MUMBAI

# *Reminiscence* 2018



## **REMINISCENCE-2018**

### ***Reminiscence 2018: Together We Can, Together We Will***

KBL organises Reminiscence 2018, an internal award ceremony, to celebrate the various milestones achieved by the respective teams from the Kirloskarvadi manufacturing facility during 2017-18.

A dedicated employee force that works together as one team towards achieving a common goal of taking an organisation to greater heights is its greatest asset. Reminiscence 2018-Together Everyone Achieves More, as the name suggests, was celebrated to honour and commemorate this team spirit. Broadly, it was celebrated to mark the success that the various individual teams in Kirloskarvadi plant achieved in the year 2017-18.

The proceedings of the event began with Deep Prajwalan and a video encompassing the journey of the plant over the last one year along with a vote of appreciation of all the successful teams. This was followed by a cultural performance by The United Stage on the theme 'God is within Us.' The team also gifted a portrait of Lord Ganesha and Mr. Sanjay Kirloskar to KBL which was created on the stage itself.

This was followed by the prestigious round of awards presented in different categories, some of which included 100% AOP Achievement, Highest Dispatch, Production, Successful Execution of a Challenging Order, etc. The

winners from the respective list of categories were decided based on GOLY (Growth Over Last Year).

Addressing the event, Mr. Sunil Nair, VP and Plant Head, KOV, lifted the spirits further with his words of encouragement. He expressed, "It was a great team to work with. Kirloskarvadi would continue contributing in the company's growth and be the best plant in KBL in the coming future." Mr. Sanjay Kirloskar, CMD, KBL, too shared the same opinion about all the plants and subsidiaries, stating "Kirloskarvadi has shown many miracles in the past and would continue to do so if it works with the same pace. But it is not that only Kirloskarvadi has performed. The other subsidiaries have also worked shoulder to shoulder and will be giving you a tough competition."

The Reminiscence 2018 Awards truly was a one-of-its-kind event to be ever organised in the entire history of Kirloskarvadi. It acted as an ideal morale-booster for all the winning teams as their sincere efforts and hard work that they had put in throughout the year were being recognised. As for the rest, it raised a fresh ray of hope that, with persistent hard-work and right team-work, even they could achieve the same in the coming year.

# CELEBRATIONS @ KBL



## ENVIRONMENT DAY



## PONGAL CELEBRATIONS, KANIYUR



## MAKARSANKRANTI



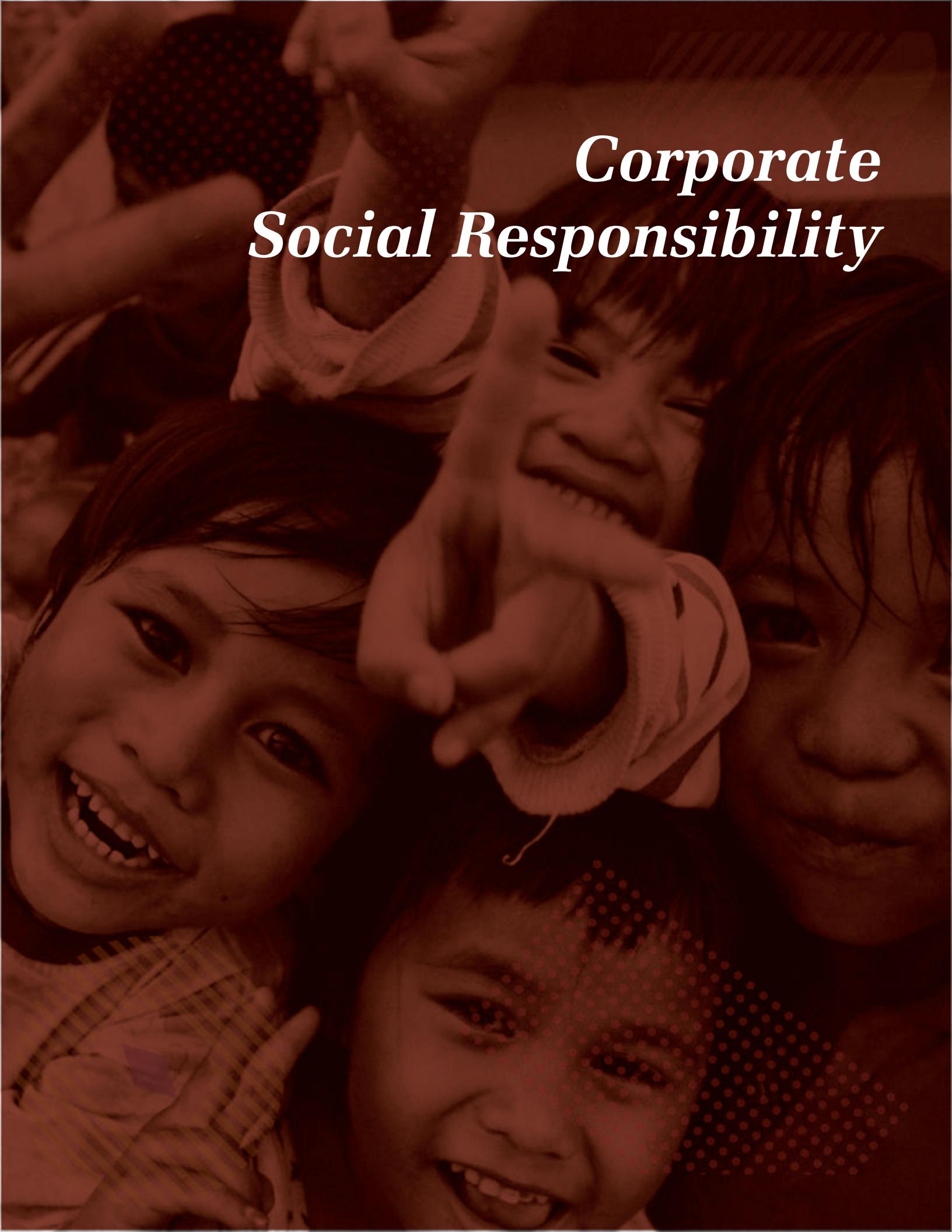
## SAFETY DAY



## SHRI. SHANTANURAO KIRLOSKAR'S BIRTHDAY CELEBRATIONS



TKSL's 53<sup>rd</sup> FOUNDATION DAY

A collage of four black and white photographs. Top left: A woman with short hair and a striped shirt, smiling. Top right: A woman with long dark hair, smiling. Bottom left: A close-up of a person's face with a dotted pattern on their cheek. Bottom right: A woman with her hand near her face, smiling.

# *Corporate Social Responsibility*

# CSR ACTIVITIES



**ADARSH SHALA PURASKAR**

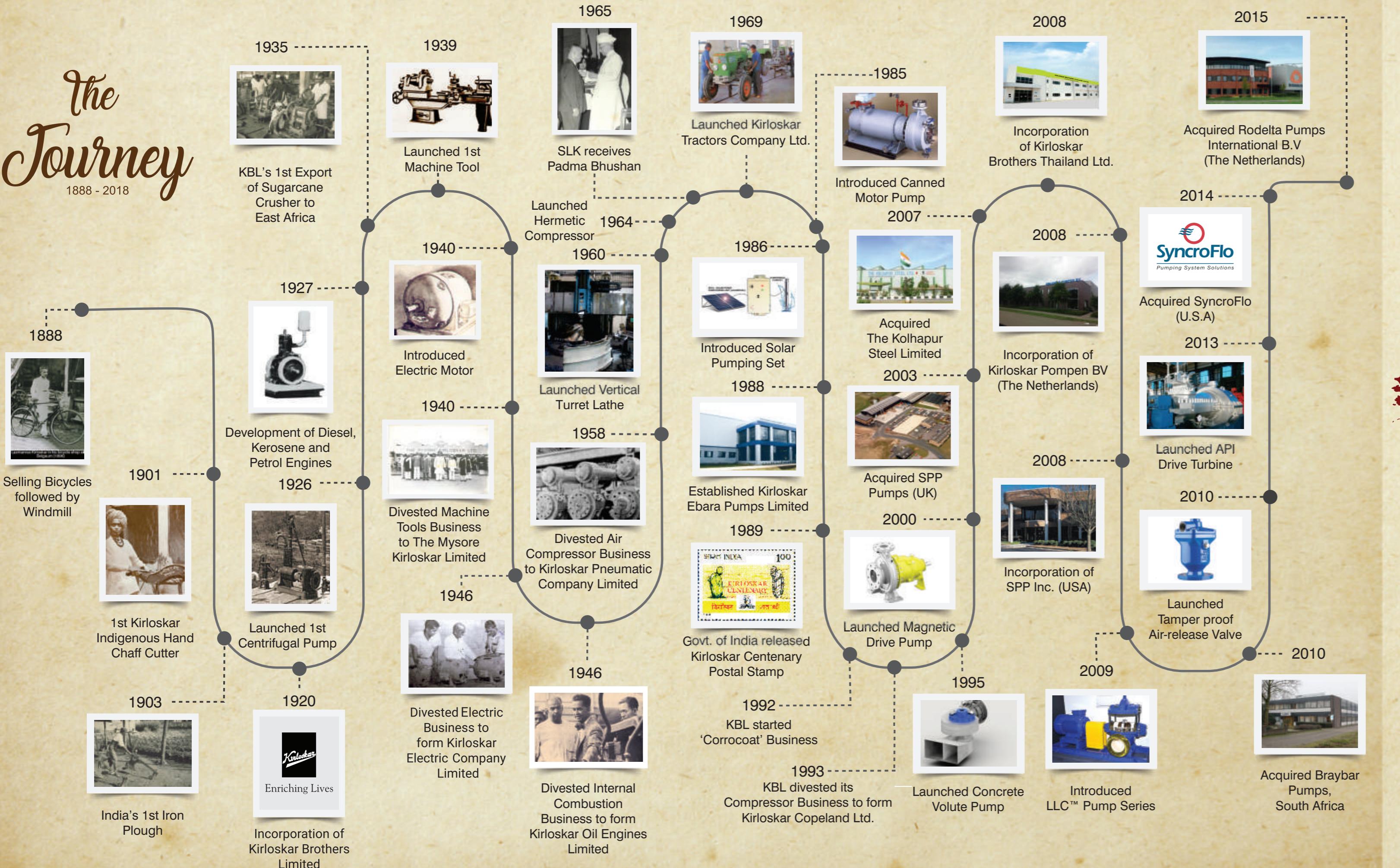


**SWACCHA SHALA  
DRAWING - MHALUNGI PURASKAR**



# The Journey

1888 - 2018



# OUR GLOBAL FOOTPRINT



- █ GLOBAL HEADQUARTERS
- █ MANUFACTURING FACILITIES
- █ OFFICES



Y E A R S

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of Engineering Excellence



Enriching Lives

**KIRLOSKAR BROTHERS LIMITED**  
**A Kirloskar Group Company**  
**Established 1888**



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**OUR COMPANIES**



United Kingdom



U.S.A.



South Africa



India



The Netherlands