POSITIVE INSIDE!

The Power of Vision: Mr. Malhar Mutalik's Innovation-Driven Journey

Mr. Malhar Sudhir Mutalik, 27, is a second-generation entrepreneur and the chief operating officer (COO) of the pumps division. He graduated as a mechanical engineer in 2019 and now leads the company's R&D wing. In 2018, he designed mechanical diaphragm pumps, leading to a new business vertical that dispatched over 2000 pumps in fiscal 2024. The following year, he developed GRM pumps with electrical actuators, making PMP the only Indian manufacturer with this technology, with the first consignment sent to Uzbekistan. In 2020, he designed and manufactured API-compliant pressure relief valves now used by major refineries in India and abroad. By 2022, he led the development of metallic diaphragm pumps, positioning PMP as one of three Indian companies with this product.

💡 Why We Developed the Methanol Injection Package

Pipeline blockages caused by gas hydrates were causing serious downtime for one of our oil & gas clients. They didn't just need a pump—they needed a reliable, high-pressure solution built for extreme conditions.

That's when we engineered the Methanol Injection Package—a compact, skid-mounted system designed for precise methanol dosing to prevent hydrate formation.

✅ Built for harsh environments
✅ High-pressure, corrosion-resistant
✅ Ready for offshore & hazardous zones

What began as a custom solution is now a trusted package across multiple sites—because in critical operations, precision saves time, cost, and safety.

Customer Success Story

Rudraksha Engineering Automates Flocculation Dosing with Progressive Cavity Screw Pumps from Positive Metering Pumps (India) Private Limited

In a move towards smarter and more efficient chemical dosing, Rudraksha Engineering recently developed an Auto Flocculation Dosing System powered by Progressive Cavity Screw Pumps supplied by Positive Metering Pumps (India) Private Limited.

The project aimed to enhance the precision and reliability of flocculant dosing in water treatment applications—where even slight overdosing or underdosing can impact process efficiency and water clarity. Rudraksha Engineering needed a pumping solution that could handle viscous and shear-sensitive flocculants with consistent flow and minimal pulsation.

After careful evaluation, they selected our Progressive Cavity Screw Pumps, renowned for their:

- Smooth, low-pulsation flow, ideal for delicate chemicals
- Capability to handle a wide range of viscosities
- Compact design and long service life
- Ease of integration into automated systems

The result? A fully automated, low-maintenance, and high-accuracy flocculation dosing system now in continuous operation at the client site.

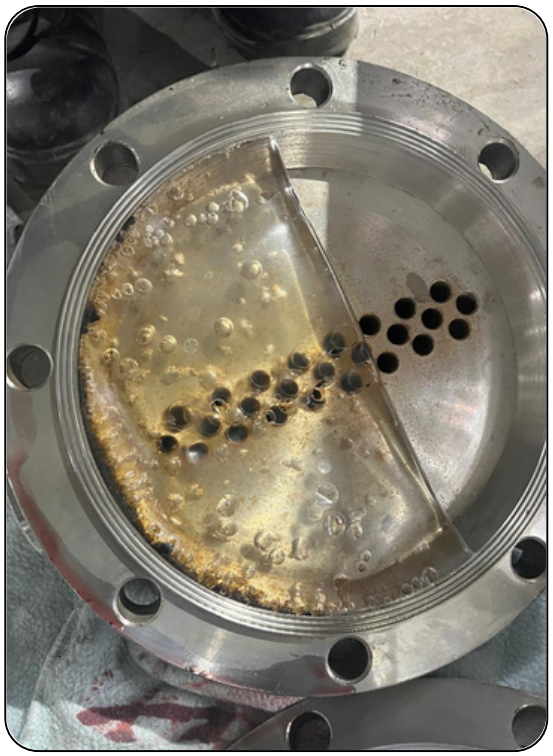
Rudraksha Engineering praised the robust performance of our pumps and the technical support provided by our team during the design and commissioning phases.

“Your screw pumps fit seamlessly into our automation system and have exceeded expectations in dosing consistency. We’re proud to deliver a reliable and intelligent dosing solution to our customer.” – Team Rudraksha Engineering

This collaboration stands as a testament to how innovative engineering and reliable pumping technology can come together to solve real-world process challenges.

🛠️ Customer Service Case – Ideal Chemi Plast

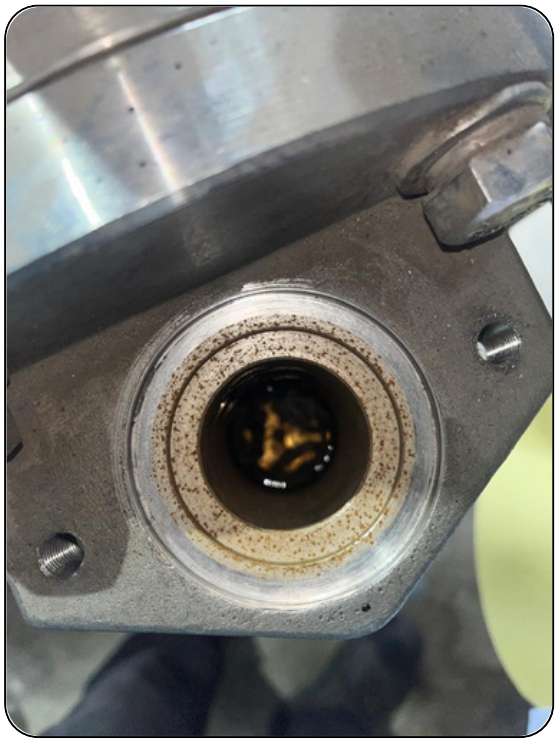
IR No.: ZA 14
Customer: Ideal Chemi Plast
Complaint: Inadequate chemical flow from dosing pump



🔍 Background & Observation:

The customer reported that the chemical dosing pump was not delivering the expected flow. Our service team promptly scheduled a site visit to assess the issue.
Upon inspection, our service engineer opened the pump and observed that the liquid head was severely blocked due to crystallized or residual chemical buildup. This blockage prevented proper suction and discharge, causing the pump to dry run over time. As a result of this dry run, a part of the gearbox assembly was damaged—specifically, the gearbox slider.

🧰 Corrective Action Taken:



The chemical blockage was thoroughly cleaned from the pump's liquid end to restore flow path.
The damaged gearbox slider was replaced with a new one to resume proper mechanical function.
The entire pump was reassembled, tested on-site, and found to be working satisfactorily after service.

✅ Preventive Measures & Recommendations:

To avoid recurrence, our engineer advised the Ideal Chemi Plast team to flush the pump and associated piping line after every dosing operation. This flushing will help in removing residual chemicals that may otherwise solidify or clog the internals of the pump. Regular maintenance and preventive flushing will ensure:

- Smooth operation
- Avoidance of dry run conditions
- Longer life of critical components

Our team values the continued trust placed in us by Ideal Chemi Plast and remains dedicated to delivering prompt, reliable service that ensures uninterrupted performance of our dosing systems.

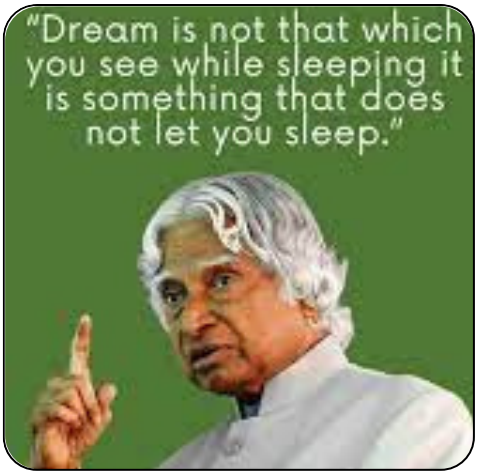
A Journey of Growth

My Journey – Lata Khangal

I joined Positive Metering Pumps (India) Pvt. Ltd. 16 years ago with a completely non-technical background. Today, I proudly handle the Supply Chain and Purchase Department.

Over the years, I've grown from a curious beginner to a technically strong professional. Grateful for the journey, the learning, and the continuous support from my team.

Thought of the Day!

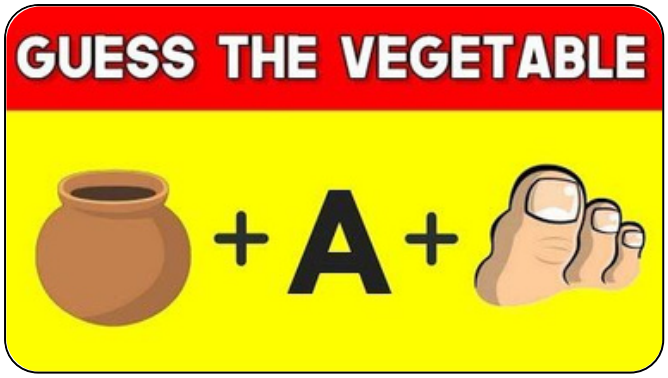


"Dream is not that which you see while sleeping, it is something that does not let you sleep."
Real dreams demand your focus, your fire, your fight.
They keep you restless until they become real.
💡 So don't wait for the perfect time.
📈 Don't fear failure.
🔥 Let that dream push you to rise, grind, and glow.
You were born to achieve.
Make it happen.

Giggle of the Day!

Best Memory Of School Life
Notes Copy Karte Time -
Ye Kya Likha Hai.. 😂😂😂
Jo Samajh Aa Raha Hai Wo Likh
Baaki Aise Hi Design Daal De..

Puzzle-Brainstorm



Answer: Potato