

POSITIVE INSIDE!

Optimizing Excellence: The Journey of Ms. Madhuli Mutalik in Material Management



Ms. Madhuli Mutalik is a second-generation entrepreneur and an integral part of Positive Metering Pumps (I) Pvt. Ltd. She has been actively involved with the company for several years, starting her journey by mastering inventory management. Madhuli transformed our material flow by introducing practical approaches and implementing highly effective processes with guidance. She actively participates in material cost negotiations, aiming for win-win solutions that meet both parties' needs and goals. Together with her team, Madhuli ensures optimal inventory levels at all stages, from raw materials to final pump assembly, meeting production demands while minimizing excess stock. This includes generating appropriate reports, monitoring inventory levels and costs, and implementing.

Product Development Story: Plunger Dosing Pump

At Positive Metering Pumps (India) Pvt. Ltd., every product we design begins with a challenge from the field — not a catalog.

? Why did we build it?

Because too many pumps were failing where they mattered most — high pressure, hazardous zones, and remote sites. Electronics were breaking down, spares were costly, and downtime was killing operations.

🔍 The gap we solved:

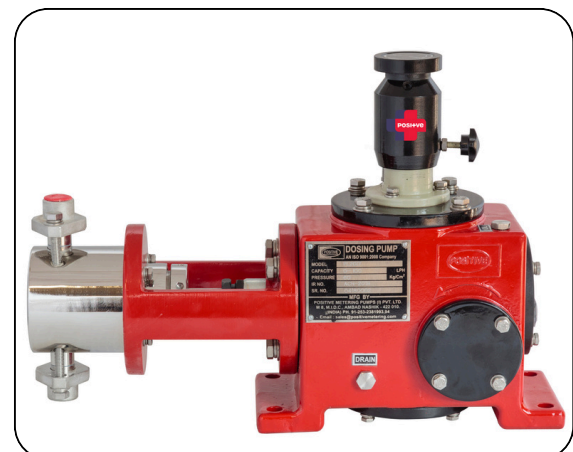
No rugged, high-pressure mechanical dosing pump existed for ATEX zones and 24x7 plants — until now.

💡 Who we built it for:

For the field tech who needs reliability, not complexity.
For the engineer who can't afford failure.

For teams who need parts that swap fast — no laptop, no drama.

This pump is built from the field up — not boardroom down.



Customer Success Story

Driving Excellence in IOCL's "LuPech" Mega Project

Client: Indian Oil Corporation Limited (IOCL)

EPCM Consultant: Technip India Limited, Chennai

Project: Petrochemical and Lube Integration Project
"LuPech" (J-18) – IOCL Gujarat Refinery

Unit Supplied: CDS 1038

Positive Metering Pumps (India) Pvt. Ltd. takes pride in being a strategic partner in one of India's most transformative refinery expansions – IOCL's "LuPech" Project at Gujarat Refinery. This world-class initiative is designed to integrate petrochemical and lube production, enhancing India's self-sufficiency in specialty chemicals and reducing import dependency. We were entrusted with delivering critical chemical injection systems to ensure operational safety, product quality, and efficiency at various process stages.

Scope of Supply:

- ✓ Anti-Foulant Injection Package
- ✓ Demulsifier Injection Package
- ✓ Antifoam Injection Package
- ✓ Corrosion Inhibitor Package

Each package was custom-engineered to meet stringent process specifications and ensure seamless integration with Technip's EPCM framework. With this project, we once again demonstrated our technical strength, application knowledge, and commitment to delivery excellence in large-scale refinery projects.

From design and fabrication to factory acceptance and commissioning support, we ensured timely execution and compliance with IOCL's high standards – reinforcing trust in Positive Metering Pumps as a reliable partner for critical dosing applications.

This achievement further strengthens our position as a preferred dosing solution provider for India's leading oil & gas, petrochemical, and process industries.

Supplied Anti-Foulant, Demulsifier, Antifoam, and Corrosion Inhibitor dosing packages for IOCL's "LuPech" project at Gujarat Refinery, executed under Technip India. A proud contribution to India's petrochemical growth.



Service Story

IR No. ZA21

Client: ADNOC, Abu Dhabi

Supplied Through: ProBus

Application: Sulphuric Acid Dosing Pump

We had supplied sulphuric acid dosing pumps to ADNOC through our channel partner, ProBus, for a critical chemical dosing application.

After installation and initial operation, the end user reported a problem with two of the pumps. On-site inspection revealed that the diaphragms inside the pumps had been damaged. This allowed acid to leak into the pump internals, reaching the gearbox, and causing serious damage to the mechanical parts.

Our service team immediately took action. Both pumps were brought back to working condition—damaged components were replaced, and the pumps were reassembled and tested. First, we ran them using clean water. They operated smoothly with no vibration, leakage, or noise. All performance parameters were normal.

However, when the pumps were tested in actual site conditions (with acid and pressure), the diaphragm failed again. The pressure inside the line increased suddenly and remained continuously high, causing the diaphragm to rupture once more.

We realized that something was wrong on the system side. After careful investigation, we found that a valve in the discharge pipeline—designed to operate in auto mode—was not functioning correctly. When the system gave a command to open the valve, it appeared to be open from outside, but internally the valve remained closed. This created a “dead-end” situation. Since the acid had nowhere to go, pressure built up inside the pump until the diaphragm burst.

Once the faulty valve was replaced with a new one, we re-tested the system. The pumps then started running normally with no pressure spikes or operational issues.

✓ Final Status:

- Pump repaired and tested successfully
- Faulty valve replaced
- System is now stable and working as expected



Proud to be Indian, Proud to Serve the Nation



Positive Metering Pumps (India) Private Limited celebrated Independence Day with immense pride and patriotic spirit. The ceremony began with the hoisting of our National Flag by Mr. Sudhir Mutalik, which filled the atmosphere with patriotic fervor. A vibrant rangoli at the base of the flag symbolized unity, cultural richness, and the spirit of diversity that binds us together. The celebration was a tribute to the sacrifices of our freedom fighters and a reaffirmation of our commitment to contribute towards India's growth, innovation, and progress. The day was truly a reminder of our shared responsibility, celebrated with respect, togetherness, and the everlasting spirit of Jai Hind!" ✨

Thought of the Day!

IF YOU FAIL,
NEVER GIVE UP
BECAUSE
F.A.I.L. MEANS
FIRST ATTEMPT
IN LEARNING.

💡 Remember this:

Every setback isn't the end of the road — it's just the beginning of your comeback.

F.A.I.L. = First Attempt In Learning

So if you stumble, don't stop.

If you fall, rise stronger.

Because real success is built on lessons learned through failure.

Great things never come from comfort zones — they come from courage, effort, and persistence.

Keep learning. Keep growing. Keep moving forward. 🚀 ✨

Giggle of the Day!

🔥 Exam Planning – The Survival Guide 🔥

🤔🤔🤔🤔 Expectation vs. Reality ⚡

✅ Plan A: Conquer the Entire Syllabus like a topper 😎📖

⚠️ Plan B: Shortcut to glory — Only Important Chapters 🧐📖

📌 Plan C: Last-minute savior — Spot the Important Questions 🎯?

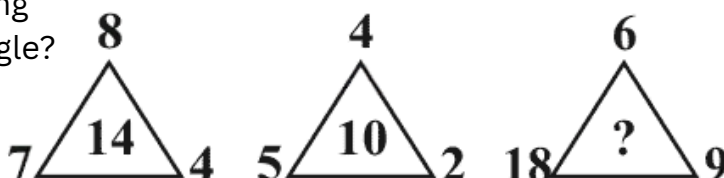
🙏 Plan D: Shut the books... and start praying! 🙏🙏🙏

Because sometimes... Miracles > Preparation! ✨📖🌟



Puzzle-Brainstorm

Which number is missing from middle of last triangle?



$8 \times 7 = 56 \div 4 = 14$
 $4 \times 5 = 20 \div 2 = 10$
 $6 \times 18 = 108 \div 9 = 12$

Answer: 12