

Industry Outlook



Umar A K Balwa,
Managing Director

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DESIGNING AND DEVELOPING SUPERIOR SEAL TECHNOLOGY

In the past few years, the capabilities of Indian industry has improved dramatically, paving the way for induction of state-of-the-art technology across all the industrial fields with less dependence on imports. In the same way, the mechanical seal market is also witnessing the similar upsurge due to the increasing demand for high precision mechanical seals across different industrial verticals.

Today, the mechanical seal industry has become highly competitive technically, wherein, manufacturers are expected to have a proven track record. Therefore, players manufacturing mechanical seals for particular applications are expected to have the requisite knowhow to come up with reliable, tailor-made products to suit the individual client's requirements with pro-active after-sales services.

One such player is Sealmatic India, a company that is uniquely positioned in

heavy-duty mechanical seal space both in terms of global and domestic exposure. The company's wide range of mechanical seals is exported to over 45 countries and is well accepted when compared to the big players of the industry. They provide a comprehensive package to the customers in India, right from the selection of mechanical seals to the installation and training of the personnel at the end user's premises. Due to the knowledge and application-based solutions that the company provides for critical equipment, it makes them the preferred vendor for various projects in India when it concerns core industrial sectors today.

"We have a dedicated team of 26 engineers who are employed for the sole purpose of designing individual solutions for customers globally. We are proud to state that we are the only Indian company which has the distinction of API Q1, ATEX & EU FDA certification for mechanical seals. Besides, again as a domestic mechanical seal company, we are the only one which employs FEA & CFD for hard-core design and development of mechanical seals," says Umar A K Balwa, Managing Director of Sealmatic India.

Bringing decades of experience

Because of its industry experience of 32 years, Sealmatic's customers benefit from the enormous data that the company brings to the table, in terms of application know-how, troubleshooting and failure analysis. It provides them with the key to success in this highly competitive business. Their specialty lies in designing and providing heavy duty mechanical seals for pumps, compressors, agitators and other rotary equipment.

Over the years, Sealmatic has designed and developed niche products

to meet the increasing demand across sectors, which are not only difficult to design and produce, but equally challenging when it comes to the installation of the perfect mechanical seals. Furthermore, Sealmatic has been employing best-in-standard raw materials, which are imported from Germany, USA and UK; thus, ensuring not a single aspect is compromised on the metallurgy. The company's heavy duty mechanical seals find its applications across various industrial segments that includes oil & gas, offshore platforms, pipeline, booster pumps, heavy duty slurry pumps, among others.



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"We were given the privilege of watering this seed and nurturing it to its full potential, a process that is ongoing, but we trust that when its heirs enjoy the fruits, they will remember where it all began. The future of Sealmatic and the Indian industry at large is bright and it is our rightful place to be in the forefront of the mechanical seal industry in the global arena," concludes Umar.

Currently, the company has been continuously investing into highly trained manpower, best of the software and hardware, and is imbibing latest technology available to improve its designs and processes. ■