



From the Desk of the Managing Director



Dear Readers,

I am happy to announce that Adept has crossed a landmark of 40,000 Flowmeter installations during the Financial Year 2018-19. With this achievement, we were also able to maintain our CAGR above 30%. Overall, the year was eventful at Adept and we received several large prestigious orders from leading companies across various sectors.

On the export front, we entered into new markets and are receiving regular orders from our existing customers across the world. Receiving a sizeable contract from an African country for Ultrasonic Flowmeters has been a remarkable achievement. We fostered our relationship with the world's largest Ayurvedic and natural healthcare company through a repeat order from one of their plants in Nepal. We are proud to mention that nowadays, a significant share of our business comes from exports.

It is our constant endeavour to keep our team abreast of the latest developments, update their knowledge and inculcate team spirit which helps us in enhancing service levels every day. To achieve these, we undertook several new initiatives during the previous year.

I am sure, you will enjoy reading more about these in the 7th issue of Adept@Work.

Sincerely yours,

Vinayak Gadre
Managing Director

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In line with the future. Precisely

Crossing a Landmark of 40,000 Flowmeter Installations



During the last five years, we have focused on marketing our range of Flowmeters to various industries and the government sector. Our world class range of Flowmeters gives you the assurance of precise readings and reliable performance. Besides, they come with a host of features such as GSM & GPRS connectivity, the option of powering with solar energy and so on. They are designed to perform even in adverse climatic conditions and are backed by efficient post-sales service across various geographies.

With distinct features and several advantages, **Adept Flowmeters are receiving acclaim from across various industries and becoming the first choice of customers.** Our dedicated efforts are rapidly yielding results and the installation count is increasing every day. By March 2019, **we had crossed a major landmark of 40,000 installations** and are growing rapidly. **This has also helped us to maintain our CAGR above 30% over the last five years.**

We sincerely thank all our customers and well-wishers for reposing trust in us and for their continuous support. We look forward to more opportunities to serve them even better.

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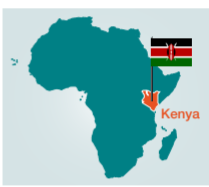
Being a part of the water infrastructure, crucial for Kenya's 50 million population

In spite of Kenya being home to some of the major water towers of East Africa, around 90% of the area of the country is either arid or semi-arid. According to some reports, even the country's water-rich area is under water stress. Considering this aspect, different organisations are working in Kenya on several projects to build water infrastructure which can supply clean water, judiciously.

The first step to ensure prudent use of available water and manage it effectively, is to measure water usage across various consumption points. Once the consumption is known, it can be controlled effectively. Measuring water at various stages in its distribution network also allows to spot and avoid leakages.

During the previous year, an organisation in Africa approached us for a suitable solution for water metering. This renowned organisation is working in the area of management of natural resources by effectively using technology and is presently constructing a **vast water network in Kenya.** After assessing their requirements, we suggested our Ultrasonic Flowmeter model UFM 6740. Being battery-operated models our Ultrasonic Flowmeters are ideal for remote locations. In the initial phase, **we have supplied 158 Flowmeters** to this organisation and are looking forward to strengthening our association further.

We are proud to be associated with them for such a prestigious project which will positively impact the lives of millions of people in Kenya.



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Fortifying our relationship with a global leader.

Adept supplied Flowmeters to Dabur Nepal (Pvt) Ltd.



Dabur is the world's largest Ayurvedic and natural healthcare company and also one of India's most trusted FMCG brands.

Dabur is our longtime customer and few years ago, we had supplied Flowmeters to their plant in Nepal. Manufacturing Ayurvedic medicines and healthcare products requires large amounts of water during various processes. Dabur, as an industry leader and a socially responsible organisation, lays heavy emphasis on conserving natural resources and hence, is insistent about controlling water usage in its processes. To know the exact usage of water at various process points, **Dabur relies on Flowmeters from Adept which are known for their high precision and reliability.**

Recently, **Dabur's plant in Nepal procured Electromagnetic Flowmeters from us** and this repeat order is testimony to the quality and reliability of our Flowmeters.

We sincerely thank the Dabur team for reposing their trust in us.

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Approvals from leading organisations



So far, Adept has received approvals from over 100 leading companies, organisations and institutes. The list is increasing every year. This stands testimony to our insistence on quality, adopting world class manufacturing practices and inhouse test setup.

Recently, we have received approvals from two prestigious organisations. The first is from **Kolkata Metropolitan Development Authority (KMDA)** and the second is from **Telangana State Power Generation Corporation Limited (TSGENCO).** With these approvals, we are confident of getting an opportunity to indirectly serve people in West Bengal and Telangana through our forthcoming Flowmeter installations.



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Family Day Celebration



The hundred plus team of Adept is ever busy fulfilling orders on time and ensuring that our customers get world class products and benchmark services. April is the month when each one of us takes out some time to review the year gone by and plan for the future. Achievements are celebrated by getting together at the Annual Day event.

This year too, we celebrated Annual Day on April 13, 2019 with great enthusiasm. Various awards were distributed to acknowledge outstanding performances. The team and their family members participated in the event with great excitement and zeal.

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IMS training



At Adept, training is a continuous process. It is important for us to keep improving employee knowledge, skills, attitudes and social behaviour to enhance the performance of the organisation.

With this view, we recently conducted a three-day training programme on **ISO 9001:2015, ISO 14001:2015, & ISO 45001:2018 for internal auditors** from each functional area. Adept received Integrated Management System (IMS) certification in the year 2015 which combines all related components of a business into one system for ease of management and operations. This is immensely helping us to meet the required standards and also improve business processes continuously.



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

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