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# INDUSTRY europa

*The world of European manufacturing*



**MULTI-FUNCTIONAL FREIGHT  
WAGONS FROM ASTRA RAIL**

**GHH BONATRANS  
EXPANDS INTO ASIA**

**KOITO CZECH LEADS IN  
AUTOMOTIVE LIGHTING**

**POWER LINKS TO EUROPE**



# FAST FLOWING TECHNOLOGY

Part of the \$18 billion O.P. Jindal group, Jindal SAW Limited started operations in 1984 and is now the undisputed leader in the pipe industry.

**J**indal SAW Limited is a leading global manufacturer and supplier of Iron & Steel pipe products, fittings and accessories with manufacturing facilities in India, the USA, Europe and UAE (MENA). Customers include the world's leading oil and gas companies, mining companies, engineering companies and authorities dealing in irrigation and water resources engaged in the construction of oil and gas exploration, transportation, power generation, supply of water for drinking and irrigation purposes and other industrial applications.

The products include SAW Pipes (Long Seam & Spiral Seam), Ductile Iron Pipe & Fittings, Seamless Tubes & Pipes, Mining &

Pellets. In addition, the company also offers a wide range of value-added products & services such as pipe coatings, anode installation, Monel sheathing, bends fabrication and connector casings.

Philip Yorke spoke to the company's chief operating officer, Mr O.P. Sharma, about its continuing success in the oil and gas sectors and its move into new world markets.

## **New horizons**

Jindal SAW has a unique business model well diversified in terms of strategic locations, markets, products, industries and custom-



ers. This business model is built to hedge the organisation against various risks which allows it to operate and perform well in difficult economic and geopolitical circumstances. The domestic and export markets are well balanced.

In keeping with its company's traditions, Jindal Saw is never content with its latest successes and is constantly striving to improve its services and to seek new horizons. In this respect the company is achieving rapid progress in the urban services sectors with water, waste-water and solid waste management, as well as domestic transportation and logistics solutions.

Sharma said, "We are looking at a fast-changing market that brings with it its own challenges. Where oil and gas has traditionally dominated as the driving force for growth, we now see the growth in demand for water transportation as global warming influences our weather patterns. For example, the rainy season in India has been reduced by a whole month now so water is becoming a scarce resource, not just in India but in many countries throughout the world. We have the capacity to meet the increasing demand in India where we have an excellent footprint. However, we are also increasing our

presence in the continents such as North America, Latin America, Middle East and Africa, where there are new gas fields in operation as well as an increased need for water transportation."

He added, "We continue to invest heavily in new technology and production capabilities; in fact we are now producing over two million metric tonnes of high quality iron & steel products every year and we will increase this capacity by up to 30-40 per cent over the next few years. With the acquisition of Spiral Pipe facility in the United States and OMMA (operations, maintenance & management agreement) in India, the capacity of SAW pipes manufacturing has now reached 3.4 million MT per annum, thereby making us the world's largest manufacturer of SAW Pipes in the world. We will continue to grow organically but although the door is not closed concerning acquisitions, we are not actively looking to acquire companies at the present time."

He further added: "I am proud to say that we have never lost a customer, and we have robust systems developed for overall excellence and management to support our customers globally. We have supplied about 75,000km of pipes in India alone and have supplied ▷



## Experts in surface preparation

are not only working on greens.



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Far beyond playing the simple role of a commodity supplier, W Abrasives is always willing to team up with its customers in order to progress toward excellence. W Abrasives teams have developed the SURF PREP PACK to address the main concerns of surface preparation specialists.

Is my blasting process reliable enough to guarantee that parts are blasted to meet my customers' requirements? And how am I supposed to check the quality of blasted parts, both in terms of roughness and cleanliness?

In order to meet the stringent requirements of the surface preparation industry, this pack contains new abrasives specially designed to offer high process consistency, new technologies for accurately monitoring the quality of the blasting operation - especially the cleanliness level - and a dedicated consulting service comprising training, technical assistance and on-site expertise (dust level, soluble salt contamination, etc.) with specific resources.

Get in touch with your local W Abrasives contact on [wabrasives.com](http://wabrasives.com) - location



[wabrasives.com](http://wabrasives.com)



W Abrasives  
your key success factor

about 25,000km of pipe products to our customers in the Middle East, North America, Latin America, Europe, Africa, CIS, South East Asia and Australia. Despite the fluctuations in the global market place we are well positioned to meet the challenges of the future." □

For further details of Jindal Saw's innovative steel products and services visit: [www.jindalsaw.com](http://www.jindalsaw.com)

