

SAMSON CONTROLS PRIVATE LIMITED (SCPL) IS A 100% SUBSIDIARY OF SAMSON AG. OPERATING AS PART OF SAMSON'S STRONG GLOBAL PLATFORM IT CAN OFFER CLIENTS THROUGHOUT INDIA AND AROUND INDIA ACCESS TO A COMPLETE BASKET OF VALVES OF DIFFERENT TYPES AND SIZES. UNDER THE LEADERSHIP OF MR. ATUL RAJE, THE COMPANY IS GROWING CONSISTENTLY IN DOUBLE DIGITS SINCE HALF A DECADE, AND HAS BANKED SOME SIGNIFICANT ACHIEVEMENTS INCLUDING NEW PRODUCTS, STATE-OF-THE-ART PRODUCTION FACILITY AND PROVIDING CUSTOMER ORIENTED PRODUCTS & SOLUTIONS TO SUIT THEIR NEEDS.

By P. K. Chatterjee

# Samson India: always a step ahead



Samson Controls Pvt. Ltd. manufacturing plant in Ranjangaon, Pune.

Headquartered in Frankfurt, Germany, and founded in 1907, Samson AG has long been recognised worldwide as a leading manufacturer of control valves, delivering specialized products, solutions and services to its customers. The high standards set by Samson AG are to be found in its 100% subsidiary in India, Samson Controls Private Limited (SCPL), emphasizes SCPL's Managing Director Mr. Atul Rajee.

"Without doubt SCPL has created its forte in manufacturing pressure reducing valves (PRVs) and control valves for customers who require low cost of ownership. Our patented bellow seal valves contribute to emission control solutions. But in fact SCPL has much more to offer thanks to Samson AG's acquisition of Ringo Valvulas. With this, we have a new factory in the name of Ringo Valvulas India to manufacture ON/OFF valves. This means we can now offer a complete portfolio of products, including gate, globe and check valves. In short, many customers now regard SCPL as THE MAIN VALVE VENDOR of choice for all kinds of automated and non-automated valves."

Indeed, just how much customers appreciate SCPL's product offerings is revealed in the company's sales figures, notes Mr. Rajee. "Whilst the global economic slowdown has cast its black shadow on almost all the developing economies in the world, SCPL has consistently achieved around 22% CAGR in the past five years and we plan to continue our double digit growth in future."

During a company visit, Valve World India was able to witness at first hand just how extensive the range of products being made or sold by SPCL really is. The product line includes globe control valves, conventional positioners, self-operated pressure and temperature regulators etc. Differential pressure meters (MEDIA) are also available in a range of materials and specifications to suit the needs of local markets. Smart products are also available with HART, PROFIBUS and FOUNDATION FIELDBUS communication options. Other Samson valves include lined control valves, self-operated PRVs and triple eccentric valves with metal-to-metal seating. Commenting on the wide product range, Mr. Rajee states: "Samson is already very well known for automatic control valves. More

lately alongside the control valves we are stringently focusing on valves for on/off and emergency shutdown applications. It will hardly come as a surprise, then, to hear that we have customers throughout the oil & gas sectors (upstream, midstream and downstream), power plants, fertiliser manufacturers, chemical industry, pharmaceutical industry, food & beverage industry, etc. However, what might be surprising is that, thanks to the Ringo acquisition, we now have a strong foothold in the nuclear power sector as well."

### Intelligent valves

"Since the very beginning Samson has been very well known for its consistent quality all over the world. That applies to all of its valve products which are appreciated by their users. But today the name of Samson also stands for intelligence. So customers who purchase a Samson control valve do not simply receive a very high quality product, but moreover one that is both smart and a tailor-made solution for his/her exact application whereby the cost of ownership is guaranteed along with the highest level of efficiency," says the highly experienced Managing Director of SCPL. Asked if he could elaborate on the reference to intelligence, Mr. Rajee says the following: "to some people valves might simply look like pieces of metal. Those that know more will appreciate the design and engineering that goes into our valves. But at the end of the day the valve itself is in effect nothing more or less than muscle and the positioner with the actuator, forms the brain to move the internal parts and to do a job." Turning more closely to the Smart positioners, Mr. Rajee notes that this type of device transmits signals to and from the control room and can be used on both on/off and control applications. The diagnostic feature helps the user not only in

process control and fine optimisation but also for maintenance planning. New advanced features with real time data has made our positioners a very important tool in total asset management. Moreover, he adds that Samson has successfully brought down the control system from a centralised location and put it firmly into the hands of the local operator. "Did you know that our latest automated control valves can be operated just with a cell phone? That can be a real asset in a process plant where the control valve might be in a hard-to-reach location, such as at height of five metres, or in a hazardous position. So instead of the operator having to climb up a scaffold, or having to don safety gear, he can simply stand where he is and adjust the positioner using his cell phone."



Gate Globe Check Valve from Ringo Valvulas India Pvt. Ltd.



Pressure reducing valve





44" NRV supplied to SAIL Rourkela through BHEL Hyderabad.



24" 1500# Top Entry Ball Valve supplied to Reliance Jamnagar J3 project.

measurements most other companies simply rely on checking three axis while we check five axis. With this approach our rejection rates are almost zero. There are other areas too. Take the work done by the pre-setter. Globally I'd say that most companies have this task performed using two cameras as an industry norm. We are already working with three cameras to show the third coordinate. Using our approach we can avoid the extra machining and also take care of the tool that is being used in the machining." The CNC machines are also highly advanced, he continues. "If there is any intolerance the machine utilizes fuzzy logic to perform any necessary adjustments in the program before it starts the machining process. Compared to conventional machining this saves us a lot of rectification and rework" explains Mr. Raje. "And at any stage of machining, if the tolerance of part drops outside a pre-set range then the machine will automatically stop. Also, as far as the layout of the machines are concerned, each and every operator can handle two machines simultaneously. This ensures deployment of the minimum manpower on the production floor." Other noticeable best practices that have been adopted in the Ranjangaon factory include the fact that the entire workshop follows 5S. There is also a provision for X-raying critical valve components. Besides the well-framed, regular, in-house inspection procedure, components may sometimes be sent to accredited laboratories for further inspection depending on the level of accuracy required.

### State-of-the-art

When it comes to manufacturing, SCPL strictly follows the same stringent quality procedures and production processes to be found throughout Samson's entire global network. In fact, it could be argued that SCPL's facilities are even more advanced than its competitors in India. It has recently relocated the factory from Thane to Ranjangaon and established an office for global projects in Pune. Comments proud Mr. Raje: "we continue with our investments in new machinery and continue to advance towards Industry 4.0 for production." Asked if he could provide some concrete examples of just how advanced the Ranjangaon facility really is, Mr. Raje quickly mentions the topic of product measurements. "When it comes to

### Timely dispatching

Considering the current logistics challenges in India, manufacturing companies in practically every industry will agree that today it is very difficult to dispatch goods that will reach the customer in time. It is therefore a logical question to put to SCPL in asking how they overcome this almost unavoidable challenge. Whilst Mr. Raje acknowledges the scale of the problem, he notes that Samson has developed its own strategies to ensure customers receive the items they want, when they want them. "Logistics is something where even today I see a huge scope of improvement – not only for our company but in general for all companies in India. Infrastructure is lacking in every corner. That was actually a benefit of moving to Ranjangaon as there is a fast and efficient road access to the port at Navi Mumbai. So, as far as our exports are concerned we have a very good access right to the docks. Internally within India, we always quote realistic delivery times to customers, and then try to ensure we win one or two extra days for our clients by being ultra efficient during production." That apart, SCPL's policy is to maintain sufficient inventory of fast-moving product lines to cater to customers as soon as possible, Mr. Raje recalls: "keeping inventory of finished products is expensive but our customers really appreciate this aspect of our service. I recall many occasions when we received an order in the morning and were able to have the goods delivered that same evening."

### India and beyond

With its new premises and wide portfolio of valves SCPL has certainly consolidated its role as a manufacturer serving customers in India. The customer base, for example, includes such illustrious names as Reliance, Praxair, PDO Oman, Air Products, Air Liquide, BPCL HPCL, IOL, Dept. of Atomic Energy (DAE), National Fertilizers Ltd., RCF, ISRO and SHAR and Liquid Propulsion Space Centre, Tata Steel, Essar, Jindal Steel, Bhushan Steel, Thermax, Praj, BHEL, Bharat Heavy Plates & Vessels Ltd., Indo Gulf Fertilizers, and many more. However, there is always room for ambition for further growth, stresses Mr. Raje: "we are on a continuous path of expansion and improvement. For example, we would like to make more Samson products in India that suit to the specific needs of the Indian market." In addition, many products made by SCPL end up abroad, albeit directly or indirectly, notes Mr. Raje. "You might be surprised to learn that whilst most of our valves are made in India for our Indian customers, they can in fact end up in every corner of the world. In that respect it is good to note that worldwide Samson has an umbrella of service centres. It doesn't matter which Samson factory produces the valve, the user will have ready

access to the service he/she needs right from the closest service point. To give an example: we recently received two Samson valves for repair from a customer in Myanmar that were originally made in our factory in China. Logistically it made sense to send them to us. This is a point that our customers tell us they really appreciate: wherever clients may be located, they can have the assurance of ready access to a qualified and responsive Samson service team in the vicinity. And that is something that everyone at SCPL India is proud to be a part of."



Mr. Atul Raje – Managing Director Samson Controls Pvt. Ltd.

#### New Samson product in India

Samson Controls is continuously developing new valve solutions for customers throughout India. The modular approach simplifies the replacement of existing valves and ensures all future maintenance activities can be quickly performed. Launch in India of the 2 & 3 way valves from 1/2" to 20" in several materials in applications up to the limits of 2500 pressure class rating. Such general and severe service applications include process events such as erosion, abrasion, corrosion, cavitation, and flashing found in most process control industries. The valve has several standard options such as temperature extensions bonnets, metal bellows seals, heating jacket, high performance metal sealing trim, soft sealing trim, noise attenuation and cavitation prevention trim sets. In addition to these options the valves can be specialised to meet the exact process needs such as NACE version for sour gas service, for specific service (e.g. oxygen, chlorine, high purity, etc.), or for use in pressure swing adsorption (PSA) service.

#### Social responsibility

The 100 per cent subsidiary of Samson AG, SCPL is highly concerned about its employees' welfare. When the company shifted from Thane (Mumbai) to Ranjangaon (Pune), it thoroughly considered the need for employees' accommodation near the factory and has created a good housing facility at Talegaon Dhamdere. In May 2015, Mr. Atul Raje Managing Director of Samson Controls Pvt. Ltd was presented with the Udyog Rattan Award by the Institute of Economic Studies for his excellent work in the industry. Also, the institute offered excellence award to SCPL for its year-on-year consistent growth. The company believes in social responsibility and it runs various social programmes. One such programme was to visit an orphanage 'MAHER' in Shirur of Pune district. There the SCPL employees shared some memorable moments with the children.



Control Valve