

# Innovating for the world

Mr Bhowmick Shah's passion for flowcontrol started in childhood when he would spend holidays working in various factories owned by family members. Following a university degree in mechanical engineering and having acquired extensive knowledge of solenoids, actuators and all kinds of valves combined with sales and leadership experience, he headed Magwen's plant in Germany before relocating in 2018 to run the India plant. Mr Shah spoke to YWIME about his company's products and also the upcoming FCE India show.



**By David Sear**

Magwen Valves Pvt Ltd may be a relatively new name in India yet the company already boasts an extensive track-record in valve design and manufacturing. The company's origins go back to Germany in the early 1990s, where MAGWEN GmbH

developed and sold valves throughout the EU, CIS and Middle Eastern markets. Mr. Shah explains more. "Following an acquisition, Magwen started to aggressively focus on Indian market, which led to birth of MAGWEN Valves Pvt Ltd in end of 2017 and its dedicated manufacturing plant in 2019.

Today high-end product lines such as the Tri-ball (full-bore Triple Offset Butterfly Valves), Double and Triple Offset Butterfly Valves, Floating and Trunnion-mounted Ball Valves, Plunger Valves and Non-Slam Nozzle Check Valves are made for sale throughout India and worldwide."

Confirming that Magwen's plant in India is the sole manufacturing location, Mr. Shah says customers value the company's innovative valve designs, performance to price ratio, proven technology of over thirty years, ability to deliver solutions for large size and/or high-pressure valves, quick turnaround times and last but not the least, designing custom-built valve solutions.

**Open communication**

To date, the main markets catered to include oil and gas midstream and downstream, power, chemical and fertilizers, municipal and industrial water. However, Mr. Shah confirms that markets such as green and conventional hydrogen production and nuclear power are surely of interest, especially since Magwen specializes in large size and/or high-pressure valves. Asked about sales routes, Mr. Shah indicates that



Magwen's factory in India produces innovative valves for customers abroad and locally

Magwen uses direct sales for key accounts, agents and reps in domestic markets and agents and/or distributors in International markets. As an aside, he adds that the company is actively seeking sales channel partners within India, Russia, USA, South America, Australia, Malaysia, Indonesia, Singapore, Korea and Japan. Whatever the customer or the sales route, Mr. Shah emphasizes that open communication is a must, especially when engineered valves are involved. "We have several unique and/or differentiating features that help customers maximize the value they derive from our valves. Time

this aspect and we also train our users on the simple steps for attending our valves. However, for major overhauls, especially overhauls requiring re-machining, we recommend the valves to be returned back to us."

### FCE participation

Mr. Shah says he is looking forward to the Flow Control Exchange India show this October. "This will be our first participation in FCE and we are looking forward to meeting a broad scope of visitors, be they seasoned experts or even students irrespective of their business interests. For us, FCE is a platform to promote our

*"Magwen invites experts and students alike to view and operate their valves at the FCE Expo"*

to time we therefore hold technical sessions at client's premises or in an industrial area to spread awareness. For example, we recently held events in Jubail in KSA and Ruwais in UAE. Some of our product solutions are so unique that equivalent specifications do not exist with most customers, so we have to work right from creating product categories to get ourselves enlisted." Openness should also extend to areas such as maintenance, observes Mr. Shah. "Making maintenance free valves and at the same time providing total interchangeability is one of our quality objectives. Our design teams are focused on

flow control solutions. Therefore, we will definitely bring along a nice mix of products to have on display which visitors can examine from all angles and can even operate should they so wish." He concludes our pleasant interview by reconfirming his fascination with flow control. "Valves, those seemingly simple devices, can make such a difference to the plant operations in terms of safety, reliability and performance. The valve world never ceases to amaze me and we keep learning every single day. I guess that is what still captivates and motivates me in this wonderful world of valves!"

### FCE India 2022

For more details about the Flow Control Exchange India 2022 Conference and Exhibition, please turn to page XX or visit <https://india.flowcontrolexchange.com/>



Magwen is totally at home manufacturing valves in various designs and sizes.



Mr Bhowmick Shah is looking forward to promoting Magwen's products at FCE India.

### Mr Shah in three questions

#### Business highlights

"Delivering three, 76" class 300 valves (45 ton each) and two, class 600 valves (70 ton each) Tri-ball valves to SWCC Yanbu Medina Pipeline in 2016. And of course the opportunity to start an API certified manufacturing plant from scratch right here in India."

#### Relaxing after work

"I partake in light exercise whenever possible and enjoy listening to music as well as watching movies. Also important is to catch up with family during the evening hours."

#### Whats next for Magwen?

"Global expansion and further innovation to ensure our valves are hydrogen ready."