

SEALMATIC INDIA

“ONCE A SEALMAN
ALWAYS A SEALMAN”



Mr. Umar Balwa
Managing Director,
Sealmatic India Pvt. Ltd

Being highly competitive, mechanical seal industry demands enormous amount of time, money and energy to reach a certain level. With a devoted team of 26 engineers, recruited for designing discrete solutions for customers globally, Sealmatic is a sole proud Indian company with API Q1, ATEX & EU FDA certification for mechanical seals. It is the only native firm signing ANSYS for hardcore design and development of mechanical seals. At present, they can feasibly be ranked as a global player for the services and facilities they offer. Sealmatic has become akin to mechanical seals with deliveries to more than 45 countries, over the years.

EVOLUTION OF MECHANICAL SEAL IN INDIA

Principally, international players have been dominating the mechanical seal

market over the last 5 decades, because of the lack of high precision designing and production in technology during pre-liberalization era. Over a period, the improvement in capabilities of Indian industry paved way for advanced technology in all the industrial fields, increasing demand for high precision mechanical seals in India. In 1989, Sealmatic commenced its journey in this business as a small venture with premises of 200 sq. meters with only 8 employees.

Mechanical seals are made to intercept leakage of hazardous formulas. Strict legislations have made it requisite for industrial plants to use mechanical seals for all their rotary equipments. In early 1980s, the size of the mechanical seal market was merely Rs.15 crores whereas today it has rose to Rs.1500 crores. The GDP of India is globally one of the strongest and biggest. The speedy growth of market and industry will immensely drive the growth of mechanical seal industry.

PRIME ANTICIPATIONS

“The major expectations of customers in this field are reliability, application know-how and quick after sales & service”

Every mechanical seal generated is customized to suit the customers' requirements. Sealmatic is readily the only native firm, having invested huge amounts in R&D, Designing, and Quality Control & Production. From over 32 years of experience, they jot down that customers avail enormous data through application know-how,

trouble-shooting and failure analysis, driving success in this truly competitive business.

STATE-OF-AFFAIRS

Sealmatic stands an eminent position in this market, concerning global and domestic aspects. They export their range of mechanical seals to 45+ countries. Their customers in India receive comprehensive packages, inclusive of choosing of mechanical seals to the training of personnel at the end-user premises. Their understanding and application-based solutions provided for critical equipments, make them a fancied vendor for myriad projects in India in core industrial sector.

UNIQUE-SETTING FACTORS

When Sealmatic started out in 2011 Post ending the joint venture of 20 years with Feodor Burgamnn of Germany in 2007, Sealmatic commenced its journey in 2011 with conscious efforts to erect their plant, suiting international standards and specifications. They welcome more than 100 visits from international customers to Sealmatic's premises, who evaluate, 'state-of-the-art international facility'. If compared to other domestic players, Sealmatic is miles ahead with all the certifications in place, and investment in modern test rigs in R&D, meeting to the API 682 standards. They have many other tools

including MSD (Mechanical Seal Dictionary), SSG (Seal Selection Guide), AKH (Application Know How) and some that have propelled Sealmatic in the vast league of global players.

PRODUCT OFFERINGS

Sealmatic has devoted over 32 years in this highly competitive business, demanding creative thinking in delivering solutions for complex sealing applications. They specialize in designing and providing heavy-duty mechanical seals for pumps, compressors, agitators and other rotary equipments. Applications where the pressure rating exceeds 100 kg/cm², temperatures exceed 350°, high level of slurry content and so forth are difficult to design, produce and install mechanical seals for; thereby, designing and generating niche items catering to these demanding applications. They engage raw materials imported from Germany, USA and the UK. Sealmatic heavy duty mechanical seals are used in oil & gas, offshore platforms, pipe line booster pumps, heavy duty slurry pumps, high pressure agitators in chemical plants, high temperature rotary equipments in a refinery and many of such myriad applications.

30 YEARS OF LEGACY

“It’s proven to us that a dream that is pursued with dedication earns the right to be called a vision.”

Sealmatic is entirely the result of the efforts of all people linked with Sealmatic, and its vision. Their journey has also been published. They experienced many disasters, failures and disappointments throughout their journey. They proudly introduced themselves as an indigenous company in 1989, deciphering any mechanical seal issue. Most of their customers held incessant cases, difficult to be solved by the competitors. A lot of money went down the drain, in course of the processes. With constant learning and experiencing, they mastered it, and ergo became a booming mechanical seal firm in India.

ADVICE AND BOOST

They wish to convey some words to the future generations. Sealmatic says,

a seed sown by a fairly obscure firm, A K Engineering, proves the sacred nature of goals notwithstanding name and the hands running it, which have changed a long time ago. Sealmatic finds itself as 'privileged' for watering this seed and nourish it persuasively, and believe their scions will relish its fruits, recalling where it all began! In this stimulating field of mechanical seals every new application bids innovation and urges solutions. Sealmatic has gained an enduring respect in this business, pivotal to every industry. They exercise their personal philosophy- 'if you set the small things straight, the big things will fall into place'.

They desire to be physically present with their sales and service centres in every continent. When it comes to mechanical seals, Sealmatic aspires to be a favored pick serving a vast clientele. And in the process, make India proud with their little contribution of making India truly a global power house. By constantly investing in proficient workforce, top-notch software and hardware, they are indulging latest technology to enhance their designs and techniques, and eventually investing in the future.

FUTURE PLANS

“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”