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THE KUMAR BULLETIN

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Build to THRIVE
We went on a team
retreat!!

Kumar's Multifeed Biodiesel Plant

Renewable energy made scalable — transform waste into fuel with ease.

Introducing Kumar's Multifeed Commercial Biodiesel Plant is a fully modular, skid-mounted system designed for the efficient conversion of oils, fats, and used cooking oils into high-quality biodiesel. Available in capacities from 5 to 20 TPD, this compact solution empowers industries to reduce reliance on fossil fuels, lower carbon emissions, and embrace energy independence.

Engineered for flexibility, the plant accepts a wide range of feedstocks—including refined oils, acid oils, and high-FFA waste streams — with or without integrated pre-treatment. The plant is equipped with an advanced automation system for minimal operator intervention and consistent product quality, making it ideal for decentralised or mobile deployment.

The process begins with feedstock conditioning, which may include degumming, deacidification, or other pre-treatment steps for high-FFA inputs. The treated feedstock is then transesterified with methanol in the presence of a catalyst to produce biodiesel and crude glycerine. The reaction mixture undergoes separation, washing, and drying to remove impurities, residual catalysts, and water. The final biodiesel meets stringent purity and moisture specifications, while the byproduct glycerine is collected for further refining or industrial use.

The entire system is housed within a skid-mounted frame for easy transport, rapid installation, and plug-and-play operation.

FEEDSTOCK	FFA	MOISTURE	IMPURITIES	BIODIESEL YIELD	BIODIESEL PURITY	CRUDE GLYCERINE YIELD
Refined Palm Stearin	0.1–0.8%	< 0.5%	< 0.1%	95–98%	>95%, FFA < 0.5%, Moisture < 0.2%	8–12% Purity up to 97%
Acid Oil / UCO	10–50%	< 2%	< 2%	94–95%	>95%, FFA < 1%, Moisture < 0.3%	8–12% Purity up to 97%

THRIVE WITH US



**SPOTLIGHT
ON TECH**

MEET OUR CEO

Shrinivas Samant brings over 32 years of experience in engineering, procurement and construction (EPC) to his role as CEO at Kumar Metal Industries. His career spans both technology providers

In the early years of his career, Samant worked on project execution with industry leaders including Kumar Metal, Glamptech and Crown Iron Works. He later served as Head of

EPC for Wilmar International (Singapore), where he led the end-to-end execution of complex greenfield and brownfield projects across Africa, Central America, Russia and India—navigating challenges across languages, climates, and time zones with technical and operational precision.

Between 2013 and 2025, Samant was instrumental in delivering over a dozen large-scale industrial projects Zambia,

Mozambique, South Africa, Tanzania, Morocco, Ethiopia, Ghana and Guatemala including high-capacity soya and palm oil refineries,

shortening plants, rice mills, soap and saponification units, tank farms, and bulk oil storage and transfer systems. These projects ranged in capacity from 300 to 1500 TPD and often included extensive utility infrastructure and supply chain integrations such as jetty pipelines and silo systems. His deep understanding of both engineering execution and on-ground realities has enabled successful delivery across diverse geographies and operating conditions.

This is Samant's second stint at Kumar, where he previously spent nine transformative years. He credits the company with shaping his leadership and project delivery approach. As CEO, he now returns with a strong focus on scaling the business, improving inter-departmental coordination, and expanding Kumar's project footprint to include higher-capacity, more complex installations.

Samant is committed to building a high-performing organisation that can thrive at scale.



and end-user conglomerates, with significant leadership roles across edible oil, oleochemicals and biofuels infrastructure.

MEET AMOL SHETH

Our new Vice President of Sales & Business Development

Amol Sheth is a seasoned engineering and business development professional with over 23 years of experience in the global bio-refineries and sustainable advanced fuels industry. His career began at Praj Industries, where he progressed through a range of technical and leadership roles — eventually overseeing global business development for first- and second-generation biofuels, biochemicals, and advanced process technologies.

Amol's expertise spans the full lifecycle of turnkey EPC projects, including proposal engineering, cost estimation, process design, and strategic customer engagement. He has successfully led teams and developed projects in over 60 countries across five continents, working in alignment with international standards such as ASME, CE / EN, AS, JIS, API, BS, IS and PED / ATEX.

Known for his cross-functional leadership and market foresight, Amol has played a pivotal role in building customer-centric, impact-driven ecosystems. His work has included strategic partnerships, market expansion into Europe and Southeast Asia, and championing innovations that align with global sustainability priorities.

In 2025, Amol joined Kumar Metal Industries as Vice President – Global Sales & Business Development, where he leads the global sales organisation. He is responsible for expanding Kumar's footprint across Food, Feed, Fuel, and Circular Economy applications, deepening client relationships, and aligning commercial growth with Kumar's long-term vision for sustainable engineering.



LEADERSHIP
HIRES

— THRIVE LIKE A BOSS

INTERVIEW



“

Even the most complex challenges become solvable when you align expectations and communicate with clarity.

BUILDING SOMETHING BIGGER

With nearly three decades of experience executing multi-billion-dollar EPC projects across the Oil & Gas sector—with L&T, Technimont, and Black & Veatch—I’ve always gravitated toward building systems from scratch. Whether it was setting up a Stress & Support group, establishing SOPs for better project execution, or developing entire design

departments, I’ve found energy in setting things in motion.

So, when Kumar Metal Industries approached me in May 2023, I saw potential. There was a clear opportunity to bring this mindset and experience to a growing company poised for global scale. The interviews gave me a sense of clarity and positive intent. As of today—my 544th day here—I’m glad to say the decision was right.

A YOUNG TEAM WITH THE RIGHT MINDSET

What I enjoy most is the team. While young in spirit, my team includes professionals with 20–30 years of experience who’ve shown remarkable openness to change. They’ve embraced new initiatives like IDC (Inter-Disciplinary Checks), DCNs, engineering review meetings, resource planning, and Gantt-based execution scheduling. We’re transitioning into a true

“project environment”—a structured EPC approach, as defined by PMI and common across energy and infrastructure sectors. This is new for Kumar, and the team’s willingness to learn and adapt is what makes the journey rewarding. But real transformation requires alignment across departments, and I’ve been actively mentoring other teams to build that integrated culture.

A DAY WITH PURPOSE

Each day is shaped by project schedules. Every team member knows what documents, calculations, or drawings they’re working on. As leaders, my section heads and I support their work, review outputs, preempt roadblocks, and implement mitigation plans to keep things moving smoothly.

A PROJECT TO REMEMBER

There are many wins I’m proud of, but one recent challenge stands out. In early February, we received an order to deliver 12 storage tanks—with a delivery timeline that barely allowed for engineering, let alone procurement and production. Our team was already fully

loaded till March.

Instead of pushing back, we got creative. Subject matter experts pitched in, engineers stretched themselves, and we redistributed tasks strategically. The entire department pulled together, working extended hours to meet the aggressive deadlines. It was a real display of grit, collaboration, and ownership.

QUALITY WITH PRECISION

We’ve introduced structured SOPs to improve the quality and consistency of deliverables. Inter-Disciplinary Checks have significantly reduced internal revisions—from 35–40% down to around 5%. For key deliverables like PFDs, P&IDs, and plot plans, we now conduct review meetings with cross-functional SMEs.

Additionally, we’ve implemented 3D modeling across all EPC projects—even when clients haven’t requested it. This helps us calculate bulk MTOs more accurately, reduces errors during construction, and minimizes rework.

Our D&E team also collaborates closely with R&D

and Sales & Marketing to develop new equipment and product lines—ensuring that innovation is both meaningful and practical.

LEADING WITH EMPATHY AND CLARITY

Motivating a team isn’t one-size-fits-all. Each individual has different triggers and aspirations. My approach is to align their personal goals with department and company goals. I empower my section heads and lead engineers to take charge while I lead from the back—offering guidance, stepping in when needed, and shielding them when challenges arise.

Trust is a two-way street. Even when we don’t get the exact outcome we want, my team knows I’ve given it everything. That trust breeds commitment.

We also build bonds outside of work—our informal gatherings bring us closer and create a culture of openness and mutual respect.

WORKING WITH CUSTOMERS

The most complex part of customer interaction is aligning expectations. Challenges often arise from

differences in understanding or priorities—not from the problem itself. With effective communication and negotiation, I've found that most issues can be resolved and turned into opportunities for growth.

SMALL SHIFTS, BIG IMPACT

Introducing IDC alone has led to a dramatic drop in rework and material wastage. It's a small shift in process, but it has had a massive impact on productivity, cost control, and

project timelines—not just for the D&E department, but company-wide.

ADVICE TO ASPIRING LEADERS

This isn't a role you take up because it's the next step—it's one you should genuinely want. You become the bridge between the company and its people, equally accountable to both.

Success here requires clarity of thought, foresight, active listening, strong

communication, and skilled negotiation. Equally important are managerial capabilities—resource planning, workload distribution, and progress monitoring. Most of all, you need to care—not just about the output, but about the people who deliver it.

VIKAS PATEL

Head – Design & Engineering

LEADERSHIP RETREAT

Earlier this month, our leadership team gathered for a strategic retreat under the theme **Build to Thrive 2.0: Rewind. Rethink. RE-PLAY**. Our goal was to step back, reflect on our journey so far, and re-energise our approach to the future. The retreat was attended by leadership at all levels and across departments and included our new CEO, Shrinivas Samant and our new VP of Global Sales and Business Development, Amol Sheth.

We revisited our long-term ambition and renewed our focus on what it truly means to thrive—not just for us, but for our customers, partners, and the industries we serve. From strengthening execution to unlocking innovation and driving efficiency, every conversation centred on creating more value with fewer resources.

This alignment ensures that we remain focused on what matters most to you – smarter engineering, faster problem-solving and sustainable, future-ready solutions. We're moving forward with greater clarity, sharper intent, and a deeper commitment to helping you thrive.

BUILD TO THRIVE



WHERE WE'RE GOING NEXT

PALMEX 2025, INDONESIA



Booth No. 269



14 - 15 MAY, 2025



Jakarta International Expo (JIEXPO), Kemayoran

BIOFUEL EXPO 2025, INDIA



Booth 62



4 - 6 JUNE, 2025



India Expo Centre,
Greater Noida





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