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# THE KUMAR BULLETIN

+91 89284 45251 | [connect@kumarmetal.com](mailto:connect@kumarmetal.com) | [kumarmetal.com](http://kumarmetal.com)



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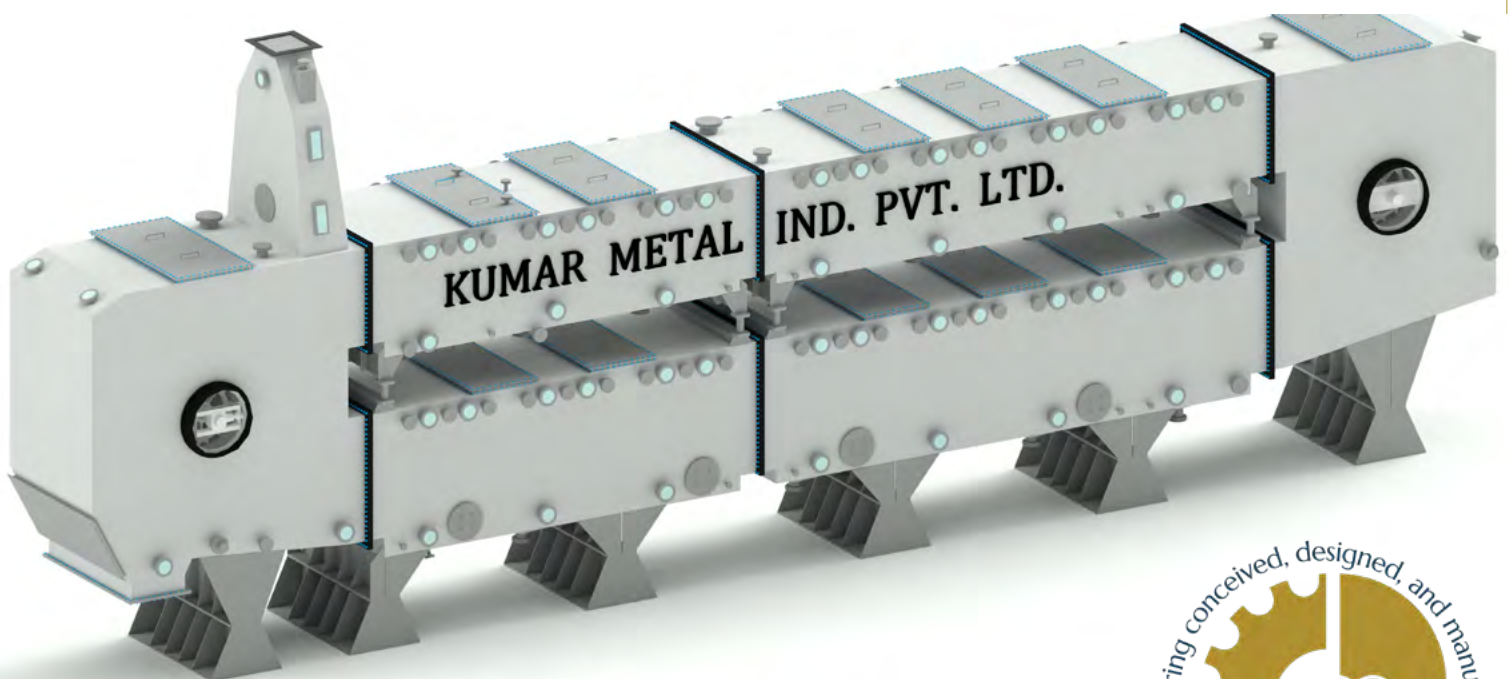
# Introducing Kumar's Double Bed Extractor (DBEx)

Precision extraction. Maximum recovery.

Kumar's DBE—a Double Bed Extractor is designed to put precision and efficiency at the heart of solvent extraction. Built to perform under demanding conditions, the DBEx™ delivers superior oil recovery, optimised solvent use, and reliable operation—even when raw material quality is less than ideal.

## How it works

Material enters the top bed and moves gently across self-cleaning screens, undergoing multi-stage washing with miscella. It then cascades into the lower bed for a second stage of extraction, followed by a final hexane rinse for maximum oil recovery. An inclined section



enables efficient solvent drainage, while gravity-fed discharge ensures smooth transfer to the DT. Throughout the process, miscella flows counter-currently and is continuously purified using hydroclones.

Built for consistency, durability, and performance, the DBEx™ enables processors to extract more while maintaining process stability and reducing operational strain.

## Features


- Double bed design for uniform percolation and higher extraction efficiency
- Counter-current miscella flow for maximum oil recovery
- Robust design enables handling of poorly prepared material without channeling or performance degradation
- Low bed pressure minimises damage to flakes and cake structure
- Low-speed operation reduces wear and extends equipment lifespan
- Optimised solvent drainage decreases desolventiser load and operating costs
- Self-cleaning V-bar screens for continuous, hassle-free operation
- Hydroclone system to keep miscella free of fines
- Gravity-fed discharge for clean, leak-proof transfer

## Watch our corporate video



# COME OVER, SAY HELLO!

### GLOBAL SHEA ALLIANCE

 27 - 29 April

 Accra, Ghana

### PALMEX, JAKARTA


 Booth # 244

 6 - 7 May

 JIEXPO Indonesia

### FENAGRA

 12 - 14 May

 Sao Paulo Brazil

### 2<sup>ND</sup> ASIA AGRI FOOD INTERNATIONAL

 Booth # A3

 19-20, May

 Ho Chi Minh City, Vietnam

# Building trust before the spec sheet. My first year at Kumar

- in conversation with our Vice President – Global Sales & Business Development, **Amol Sheth**

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## A different lens

One year into Kumar, the biggest shift in my understanding has been that I no longer see it simply as a structured workplace focused on outcomes but as a culture built on collaboration, ownership, and trust. When I joined, I expected professionalism, discipline, and a clear focus on results. All of that is true. Yet what has stood out more over time is the openness to ideas. Teams are willing to support one another, and people are confident enough to take initiative. As a result, the first year has felt rewarding in a deeper sense. Kumar is not just a place that expects performance; it is one that enables growth.

## Team Kumar stands tall

Sales and Marketing are defined here, first and foremost, by the people. I think of their effort, consistency, and dedication to targets, which truly deserve credit. Staying close to the customer, the team remains responsive under pressure and sustains discipline, even when demands are high. This sort of commitment matters.



Sales and Marketing often bear the initial weight of expectations, both outside and within the company. The team's persistence, follow-through, and alignment with the larger business objective have played an important role in the momentum Kumar has built.

## What we lead with

When I describe Kumar to a potential customer today, I lead with reliability, quality, and long-term partnership. Today, customers are not looking only for equipment or execution. They are looking for confidence. They want a partner who listens well, responds consistently, and stays invested in the outcome. It is where Kumar stands out and apart in this industry. We combine strong technical capability with a customer-centric approach, which allows us to build relationships that last and deliver outcomes that matter in the real world.

## Why Kumar wins

I don't think it is a single moment, but the growth trajectory itself. From 2021 to 2026, Kumar has achieved 4x top-line growth. This sort of progress comes not from chance but from market trust, disciplined execution, and teams taking ownership. Behind this growth is a culture of people working together, solving problems early, and staying committed to customer value. And it's what makes the growth meaningful. It reflects not just scale, but the strength of the way Kumar works.

## What comes before the equipment

From a BD and Sales lens, one of Kumar's clearest strengths appears right at the start of a project, before any equipment discussion begins. We spend time understanding the customer's objectives, expectations, operational realities, and pain points before moving into technical recommendations. This early engagement changes the nature of the conversation. It allows us to bring forward practical, sustainable, and techno-economically viable solutions. More importantly, it builds trust. Customers begin to see Kumar not merely as a supplier, but as a partner invested in solving the right problem.

## Solving for the customer

Over the past year, I have seen Kumar handle customer challenges that were far from straightforward; balancing timelines, technical expectations, and operational constraints simultaneously. What stood out was not just the ability to respond, but the willingness to go deeper. Instead of offering a standard answer, the team took time to understand the root challenge. They explored multiple approaches and remained aligned with the customer to find a practical outcome. Such depth matters. Quick answers rarely address difficult problems; instead, committed thinking, cross-functional coordination, and patience are essential to solving them well.

Kumar's real strength is visible long before the equipment arrives. It begins in how deeply we understand the customer's problem and how seriously we take the responsibility to solve it.



Amol Sheth

## Evolving the engine that thrives

As we approached year-end, a meaningful development for me was the strengthening of the BD and Sales engine. Over the year, we moved towards deeper customer engagement, a more structured approach to opportunity development, and better alignment across BD, Sales, and the internal team. That has shifted the function from being reactive to being more proactive. We are not simply responding to requirements as they come. We are engaging earlier, better understanding future needs, and positioning Kumar more clearly as a trusted long-term partner.

## The lessons we learn

One hard lesson from the year has been that strong technical solutions and good customer relationships are not enough on their own. Without early alignment across internal teams and consistent communication through the project lifecycle, friction can still emerge. It is a valuable lesson that has made us sharper. It has reinforced the need for clearer handoffs, better coordination, and earlier collaboration across functions. Those are not small improvements. They directly shape customer experience and execution quality.

## What customers want

Customers today are asking for solutions that are not only technically robust but also flexible, scalable, and aligned with long-term operational goals. They want partners who can anticipate challenges, adapt quickly, and guide them beyond the immediate requirement in front of them. Kumar is well placed to meet that need because of its collaborative approach and deep technical grounding. We are able to look at the bigger picture for each customer and respond with solutions that are relevant now while supporting future growth.

## The engineering mindset beyond engineering

Kumar's engineering mindset is visible well beyond the plant and machinery itself. It shows up in the way we analyse problems, structure our proposals, plan execution, and think through customer requirements. There is a precision to the way the company works, and customers can sense that even in the earliest interactions. It is there in the clarity of our recommendations, the attention to detail, and the ability to anticipate issues before they become larger problems. This mindset creates confidence, and confidence is a major part of the customer experience.

## What becomes clear only up close

One of Kumar's strengths that may not be obvious from the outside is the depth of collaboration and ownership across teams. Once you work closely with the company, it

becomes clear that people do not operate in silos. They communicate, take responsibility, and work across functions to solve problems properly. This internal alignment makes a real difference. It helps Kumar respond quickly, navigate complexity, and deliver more than just completion. It helps the company deliver confidence.

## The opportunity ahead

Looking ahead, the biggest opportunity for Kumar lies in building deeper, value-driven customer relationships and becoming a stronger long-term solutions partner rather than being seen only through the lens of individual projects. BD and Sales will have an important role in that. Strengthening relationships further is essential. We must also identify emerging customer needs early and ensure that customer expectations remain tightly aligned with delivery capability. That is how opportunities become sustainable growth.

## What energises me most

I have the opportunity to work closely with both customers and internal teams on meaningful challenges. There is a real satisfaction in helping shape solutions, seeing ideas take form, and contributing to outcomes that create value for the customer and for Kumar. By this time next year, I would like to be known for helping build stronger customer partnerships and for making our BD and Sales approach more proactive, more structured, and more impactful.

– *Amol Sheth*

Vice President – Global Sales & Business Development

# PROJECT UPDATES



Design, engineering, manufacture and supply of  
**10 TPD Gum-based drying plant**  
Project location: **EUROPE**  
Status: **SUCCESSFULLY COMMISSIONED**

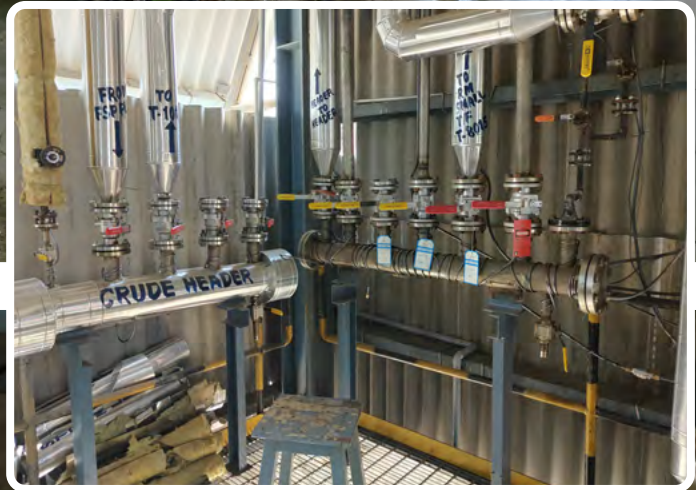




100 TPD Degumming and Drying unit for Acid Oil

Project location: **SOUTH ASIA**

Status: **SUCCESSFULLY COMMISSIONED**





# KUMAR METAL INDUSTRIES PRIVATE LIMITED

## CORPORATE OFFICE

#2 & 3, A Wing, Western Edge II Premises, Opp Magathane Depot,  
Off Western Express Highway, Borivali East,  
Mumbai 400 066. Maharashtra, India.  
t: +91 86553 34013 / +91 86553 34014

## REGISTERED OFFICE & FACTORY UNIT 1

95, Plot No. 1 to 15, Mastan Naka, Manor, Palghar 401 403.  
Maharashtra, India.  
t: +91 89284 45248

## OM INNOVATION CENTRE & FACTORY UNIT 2

#7, Mira Co-operative Industrial Area,  
Off. Western Express Highway, Opp. Amar Palace Hotel,  
Mira Road East, Thane 401 104. Maharashtra, India.  
t: + 91 89284 45230

[connect@kumarmetal.com](mailto:connect@kumarmetal.com)  
[kumarmetal.com](http://kumarmetal.com)

