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THE KUMAR BULLETIN

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Innovation spotlight:
**Kumar's Horizontal
Cake Cooler**

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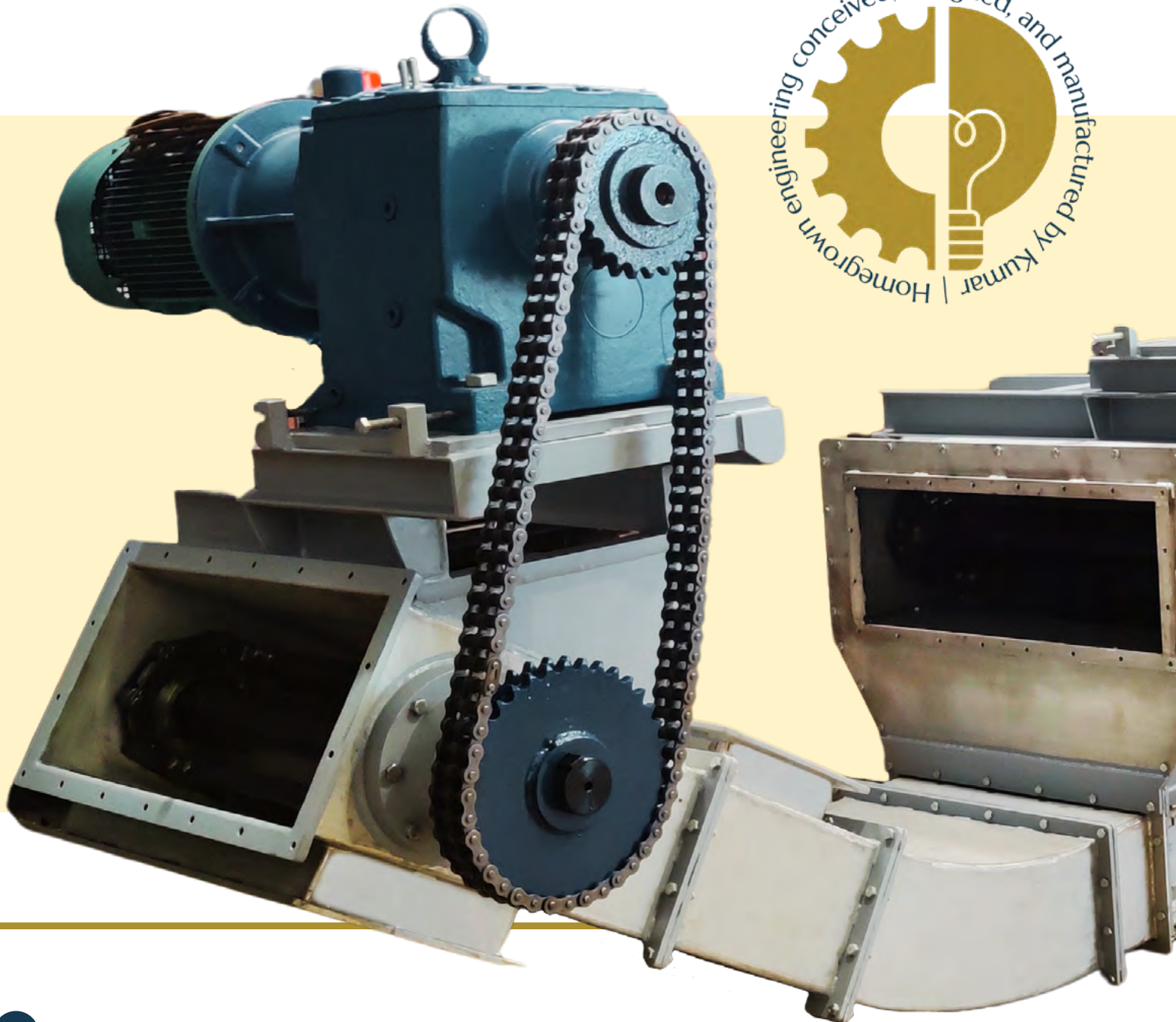
Meet Ajay Dorle
Head – Technical Services,
Oleochemicals

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Build to THRIVE
Projects, Tradeshow,
Events

Introducing Kumar's Horizontal Cake Cooler

Designed to bring high-temperature expeller cake down to safe, stable levels for seamless downstream processing.



Whether the next step is solvent extraction, bagging, or pelletising, consistent cooling is essential, Kumar's newly engineered Cake Cooler delivers with precision. Built for robust, reliable performance, the Cake Cooler is available in Carbon Steel (CS) and Stainless Steel (SS) construction, allowing processors to match material selection to their operating environment and product requirements. With its combination of smart airflow, efficient heat dissipation, and rugged construction, the Kumar Cake Cooler enhances product handling while making downstream operations safer, smoother, and more reliable.

What makes the Kumar Cake Cooler stand out?

- Two-stage cooling mechanism for uniform temperature reduction
- Integrated aspiration system for efficient heat and moisture removal
- Low-maintenance design to minimise downtime
- Specially designed wedge wire screen bed for superior airflow and self-cleaning performance
- Engineered for continuous operation across diverse oilseed plants
- Flexible capacity range from 2 TPH to 50 TPH



Efficient cooling.
Smarter processing.
Only from Kumar.

—THRIVE WITH US



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When people see how their work impacts a customer's plant and our brand reputation, motivation becomes natural.

MEET **AJAY** DORLE

FROM OPERATIONS TO ENGINEERING SOLUTIONS

I recently joined Kumar Metal Industries after spending several years in operations and production within an oleochemical plant. The move from on-ground process management to leading Technical Services – Oleochemicals was a significant transition. What drew me here was the opportunity to apply my operational expertise on a broader canvas—one that blends engineering precision, customer success, and innovation.

Stepping into this role has been both challenging and deeply fulfilling. My experience working directly with equipment, plant performance, and process parameters has shaped how I approach problem-solving and leadership today. At Kumar, I've found a space where that hands-on experience adds immediate value.

TECHNICAL DEPTH MEETS CUSTOMER FOCUS

What I enjoy most is the blend of technical leadership, engineering insight, and customer engagement. Every

day begins with reviewing technical queries, plant performance concerns, and optimisation requests. From troubleshooting to RFQ handling, the team is constantly aligned on customer success.

The department gives me a unique vantage point—to take operational realities and translate them into engineering strategies that work in the field. It's not just about offering technical advice; it's about delivering solutions that are rooted in plant-level understanding.

A DAY AT THE INTERFACE

A large part of my day involves interpreting customer requirements and converting them into actionable engineering proposals. Whether it's a reconfiguration request, performance issue, or commissioning query, my job is to ensure that our response is not just technically correct, but contextually relevant.

My background helps guide the team in developing accurate, performance-driven technical proposals, from utility impact and equipment specs to process flow. This has helped strengthen our technical credibility and forge deeper customer trust.

SOLVING, ONE PLANT AT A TIME

Soon after joining, our team resolved a complex fractionation inconsistency at a customer site. After analysing the column profile and identifying pressure fluctuations, we implemented process corrections and equipment fine-tuning. While throughput optimisation is still ongoing, the client has seen significant quality improvement and we continue to work closely to refine results.

Another highlight was developing a technical and commercial proposal for a product outside our standard portfolio, pushing us to think beyond our boundaries and prove our flexibility.

ENSURING QUALITY THROUGH CUSTOMER INSIGHT

Technical Services acts as a bridge between design and customer experience. We manage RFQs, provide feedback to engineering, and ensure that plant realities are reflected in future product development. The insights we gather from the field directly inform Kumar's ongoing innovation and help reinforce our commitment to performance, reliability, and customer value.

TEAMWORK THAT DELIVERS

One recent challenge involved corrosion at manhole flanges during a planned shutdown. Our team investigated the root cause, redesigned the method statement, and coordinated a cost-effective repair with a qualified vendor. The collaboration between engineering, design, procurement, and quality led to swift resolution, and a customer plant that's now operating smoothly. It was a textbook example of what we can accomplish when we come together with focus and technical discipline.

BUILDING ALIGNMENT AND MOMENTUM

Keeping the team motivated starts with ownership and visibility. We celebrate wins, tackle improvement areas head-on, and ensure that everyone understands how their work links to the company's

broader vision. When team members see the impact of their effort on a customer's plant or our company's reputation, motivation follows naturally.

CUSTOMERS FIRST

Interacting with customers is the part of the job I enjoy most. Every challenge they bring is a new opportunity to innovate, solve, and strengthen relationships. These conversations keep us grounded in what really matters, and drive us to keep improving our solutions.

SMALL SHIFTS, BIG OUTCOMES

In just a few months, we've introduced improvements in RFQ handling, technical documentation, and proposal templates. These small changes have already resulted in faster turnaround, clearer communication, and higher customer satisfaction—proof that consistent, thoughtful refinements can make a big difference.

Engineering excellence isn't built overnight. It is built with ownership, collaboration, and purpose. Leadership here isn't about hierarchy; it's about clarity, commitment, and delivering value where it matters most.

AJAY DORLE

Head – Technical Services, Oleochemicals

PROJECT UPDATES

Design and engineering upgrade of Solvent Extraction plant from 300 to 500 TPD for Rapeseed | Location: **EUROPE** | Status: Handed over



BUILD TO THRIVE



Design, engineering, manufacture and supply of 400 TPD Cooker for dehulled sunflower | Project location: **SOUTH ASIA**



WHERE WE'VE BEEN

PIPOC MALAYSIA | 18 - 20 November



OILS & FATS EXPO BANGLADESH | 20 - 22 November



POULTRY INDIA | 25 - 27 November



GULFOOD, DUBAI | 17 – 21 November



TOGETHER WE THRIVE



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