



Issue 26 | October 2025

THE KUMAR BULLETIN

+91 89284 45251 | connect@kumarmetal.com | kumarmetal.com



| **02**

Innovation spotlight:
Kumar's FiltoKx®

| **04**

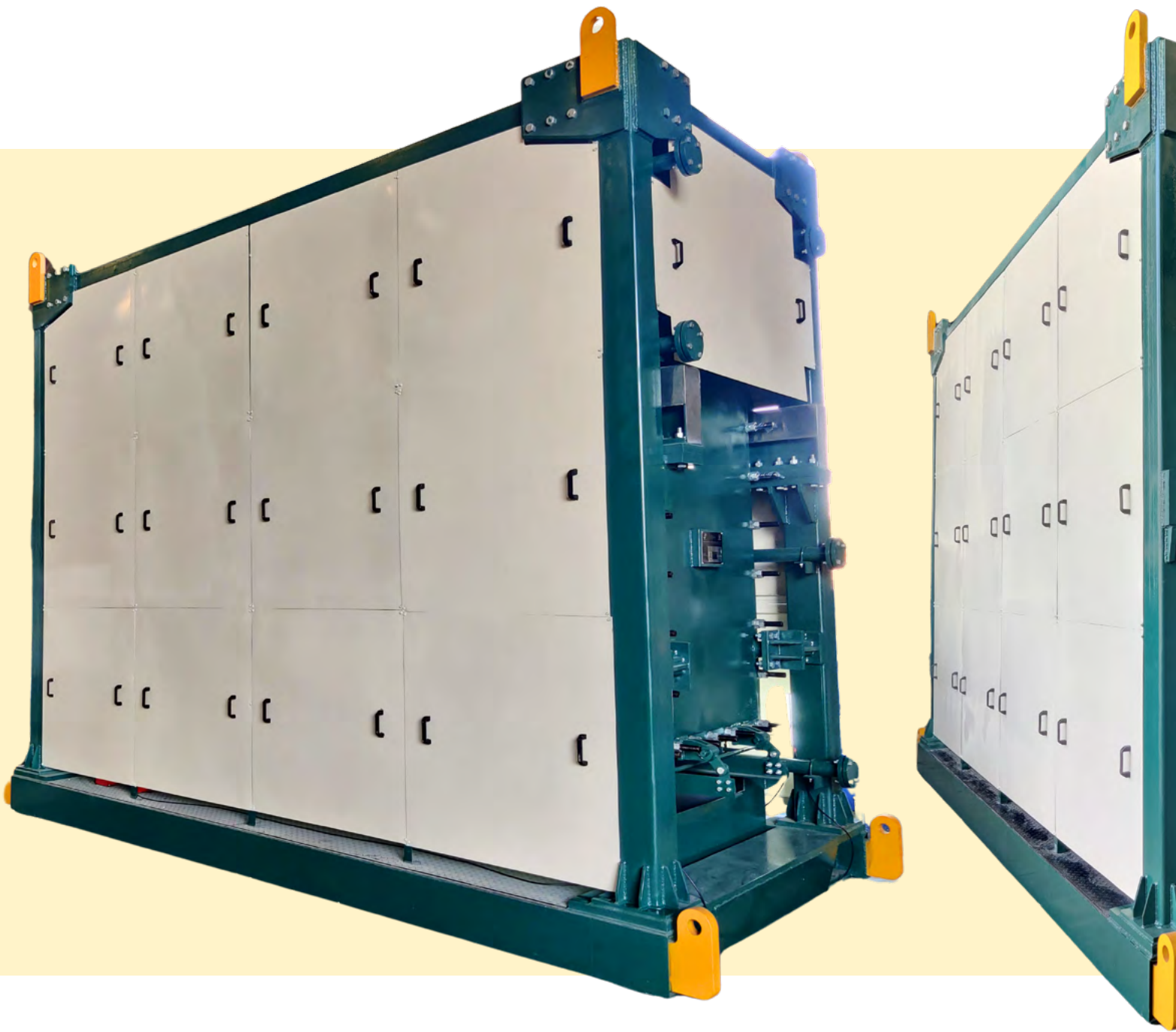
Meet Sadanandan Nair
GM – Site Management

| **06**

Build to THRIVE
Projects, Tradeshow, Events

Kumar's FiltoKx[®]

High-efficiency dewaxing and winterization filtration
without filtration media or pump feed





The FiltoKx® Filter is engineered to deliver bright, stable, and bottle-ready oil by removing waxes and high-melting compounds that cause haziness during storage. It operates on gravity feed, with low utility requirements and minimal maintenance. FiltoKx® offers consistent, high-throughput filtration during dewaxing and winterization without the need for filter aids, media, or pumps. It ensures oils remain shelf-stable and visually appealing, reducing rework and improving product quality.

With filtration areas ranging from 50 to 400 m² and pilot-scale units available, FiltoKx® adapts easily to both production and R&D environments.

KEY FEATURES

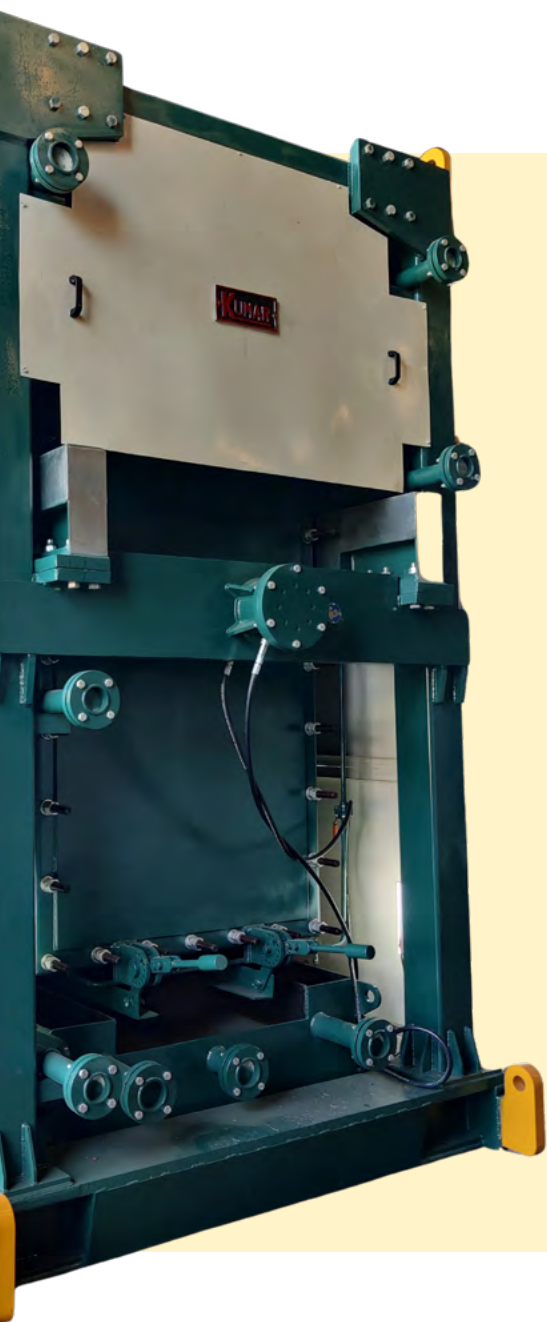
- Drape-over filter cloth assembly that simplifies maintenance and reduces operational cost.
- Powered by gravity feed—eliminating the need for pumps—and uses a hydraulic cylinder to open and close filter plates.
- Wax discharge is handled via pneumatic or mechanical lever valves for efficient solids removal.
- Built with durable steel components, consumes minimal utilities, and delivers long-term, maintenance-free performance.

Feedstock

- Sunflower
- Rice bran
- Corn
- Canola
- Rapeseed

Processes

- Dewaxing
- Winterization
- Pre-bottling filtration



THRIVE WITH US



“

Passion is the true engine of lasting success — on the ground, in the field, and at every step of project execution.

MEET SADANANDAN NAIR

WHERE PASSION MEETS PURPOSE

I was drawn to Kumar Metal Industries for its legacy of delivering uncompromising quality and its steadfast customer-first philosophy—both in India and abroad. As an EPCC leader, Kumar offered the perfect opportunity to channel my passion for high-impact, complex projects where every decision carries meaning. From day one, the journey has been empowering, collaborative, and deeply fulfilling. Being part of a team that's boldly setting new benchmarks while staying

grounded in values is both a privilege and an inspiration.

ENGINEERING AT THE FRONTLINE

Site management is vibrant and multidimensional. Every day presents fresh challenges—requiring both agility and strategic foresight. What excites me most is orchestrating diverse teams and aligning moving parts across engineering, procurement, and commissioning to transform drawings into functional, world-class plants. The satisfaction of navigating constraints and still

delivering results—on time and to spec—is unmatched.

A DAY IN MOTION

A typical day is a high-energy blend of planning, supervision, coordination, and problem-solving. We work closely across functions to ensure resource alignment, progress tracking, and clear communication. Safety and quality aren't boxes to tick—they're the foundation of everything we do. Our aim is not just to respond to problems, but to anticipate them. That's how we keep projects running smoothly and build trust with

every stakeholder.

A MILESTONE IN EVERY WAY

One project that stands out is the erection and commissioning of a massive edible oil tank facility in West Africa. The scale was immense — over 27,000 KL capacity and 1,400 MT of steel, with a tight timeline and over 50 specialists to coordinate. The project tested our limits, but we delivered—with precision, resilience, and an unwavering commitment to safety. The result was not just a functional asset for the client but a powerful reinforcement of Kumar's reputation as an industry leader.

RAISING THE BAR, EVERY TIME

Our site management team is the face of Kumar on the ground—ensuring that every commitment made is a commitment delivered. With specialised engineers aligned to product lines and strict SOPs in place, we ensure that quality and consistency are never compromised. By using advanced project tracking tools, real-time safety systems, and a culture of on-site innovation, we translate big goals into real-world results.

AGILITY IN ACTION

During one recent project, unexpected supply chain issues threatened to derail our schedule. Instead of waiting

it out, we pivoted—opting for expedited air transport and realigning project milestones. It was a bold move, but our team's coordination and commitment turned it into a success story. Challenges like these remind us why agility and trust are so important in project execution.

MOTIVATION THROUGH OWNERSHIP

My approach to team motivation is grounded in transparency, recognition, and shared purpose. Weekly meetings aren't just updates—they're spaces where we celebrate wins, learn from setbacks, and build collective momentum. We embrace "successful failures" as learning opportunities and encourage everyone to take ownership. When people feel valued, they rise to the occasion—and that's exactly what I've seen time and again.

BUILDING TRUST, ONE SOLUTION AT A TIME

What I enjoy most about customer interaction is the opportunity to co-create value. Listening deeply, understanding the challenge, and delivering tailor-made solutions that enhance performance—that's what it's all about. The impact we create isn't just technical—it's relational. It's about trust, and that lasts long after the handover.

SMALL INNOVATIONS, BIG WINS

Even small shifts can lead to major outcomes. We recently rolled out a digital reporting system for real-time site progress and quality tracking. It's transformed how we communicate and make decisions. We've also adopted laser alignment techniques, advanced vibration and temperature monitoring, and fortnightly online technical training—all of which have elevated our execution standards and empowered the next generation of site engineers.

ADVICE TO ASPIRING LEADERS

If you want to grow in site management, start by cultivating technical depth and people skills in equal measure. Stay curious, welcome challenges, and treat every problem as an opportunity to learn. Resilience, innovation, and collaboration are non-negotiables. And above all, lead with passion—because it's passion that earns trust, drives performance, and turns a job into a legacy.

SADANANDAN NAIR

General Manager – Site Management



DRESSED TO SHINE

Team Kumar celebrates DIWALI!

PROJECT UPDATES

Design, engineering, manufacture and supply of 150 TPD Cashewnut shell oil mill | Project location: **WEST AFRICA** | Status: **Commissioned**



BUILD TO THRIVE

WHERE WE'VE BEEN

International Soy Conclave | 8 – 9 October | Indore, India



WHERE WE'RE GOING NEXT

PIPOC 2025

- # Booth #220 & 221
- 📅 18 – 20 November, 2025
- 📍 Kuala Lumpur Convention Centre [KLCC], Malaysia

OILS & FATS, BANGLADESH

- # Booth #61, Hall 2
- 📅 20 – 22 November, 2025
- 📍 International Convention City Bhasundhara, Dhaka



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 88288 90056

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 45251

connect@kumarmetal.com
kumarmetal.com

