

PRECISION IS OUR HABIT

*Aeroflon*

AEROFLON ENGINEERS PVT. LTD.





## BUSINESS PHILOSOPHY

In today's competitive world, business across all platforms, is not built only on products and services. Its main focus is customer interaction, understanding their needs and adapting your organization according to their needs. Our primary aim also is to properly understand every element of the customer's application needs so that we can provide them the best solution.

For us at AeroFlon, finding a solution is always an innovative process. With each different application, we expose ourselves to different challenges and are eager to prove it right. We can also solve any type of problem related to a wide variety of air and gas compressors.

In a nutshell, our commitment towards providing customers with superior productivity is not an easy task, but we feel we can always meet the challenge if we stick to our formula: customer interaction and expert innovation.

## ABOUT US

It was in the year 1995 that AeroFlon was founded by Mr. Pravin R. Choksi under the guidance of Mr. Pravin R. Choksi - the pioneer of PTFE (Polytetrafluoroethylene) manufacturing and processing industry in South Asia.

Mr. Pravin R. Choksi has been trained at the technical labs of DuPont in the United States of America, Autochem in France and Dekkin Corporation in Japan. It is with his thorough technical knowledge and excellent marketing prowess of Mr. Pranav Choksi, AeroFlon has become one of the leading suppliers of Air & Gas compressor replacement spares, engineering fabrication goods and an extensive range of PTFE (Teflon) products.

The company strives to provide the best products to their customers by focusing on quality and customer service above all. We have different types of Quality Check procedures installed in our system of operations which ensures that each product goes through a series of tests before actually turning up as a finished product. We tolerate nothing when it comes to quality.

AeroFlon's focus on quality has ensured that it is the only company in the whole of South Asia that possesses the prestigious ISO 9001:2008 certification for quality for its Compressor Replacement Spares and Engineering Fabrication works. AeroFlon earlier possessed the ISO 9001:2000 certification which it has now upgraded to the latest prevailing standard.

## OUR CORE COMPETENCIES

Customer driven product & service

Innovative solutions

Effective Team Work

Robust supply chain

Round-the-clock service

New Product Development



## VISION

Our main concern is to work with our business partners and provide them high quality and efficient solutions at competitive prices in order to increase our market share and ensure a fast-growing market for our products. A world-class Engineering, Procurement and Maintenance partner delivering innovative solutions.

## MISSION

Our mission is to associate with our customers, meet the demands of the market and excel towards continuous improvement of our products and services by introducing new and innovative solutions which provides great value, cultivates new relationships, strengthens existing customer relationships and targets a broader international market.

## OUR VALUES

### INTEGRITY

We act in the highest legal and ethical standards in everything we do. We conduct ourselves in a manner that nurtures and inspires the confidence of our colleagues, customers and shareholders.

### RESPECT

We communicate and act in ways that respect and value the worth of all people, cultures, viewpoints and backgrounds. We value different perspectives because they enrich their own.

### TEAMWORK

We work together and share resources to provide greater value to our customers, fellow employees, business partners and shareholders. When we join forces we multiply our ability to achieve innovation and progress, and thus increase our competitive advantage in all our markets.

### INNOVATION

We use our diverse skills, talents and ideas to develop innovative, imaginative and creative solutions for our customers. Our innovativeness drives progress and generates growth to benefit customers, employees and shareholders.

### COURAGE

We speak up for what is right and take measured risks so our company can thrive. We make choices and challenge the status quo with confidence.



## PRODUCT RANGE

Aeroflon supplies quality replacement parts for screw compressors of Atlas Copco (AC), Ingersoll Rand (IR), Chicago Pneumatic (CP), Kaeser, ELGI and Kirloskar Pneumatic (KPC). The complete range of products includes varied parts like Air Filters, Oil Filters, Air / Oil Separators, Sensors, Thermostatic kits, MPV kits, Gauges, Lip Seals, Drain Valve kits, Compressor oil and Cleaning oil. We maintain a 100% imported range of these replacement spare parts with us so as to serve our customers with lightning speed and agility.

### AIR FILTERS AND OIL FILTERS

The Air filter is the primary defence for purifying the air stream prior to intake of atmospheric air to compress. The oil filter performs the function of removing impurities from the compressor lubricant. Air filters and Oil filters (along with Air/ Oil separators) are the key consumable units used in a rotary screw compressor.

Aeroflon maintains a complete range of imported Air filters and Oil filters for rotary screw compressor brands including Ingersoll Rand, Atlas Copco, Chicago Pneumatic, Kaeser, ELGI and Kirloskar Pneumatic.

### AIR / OIL SEPARATORS

These are primarily used for the removal of lubricant from the compressed air stream. During normal operation, the compressor lubricant is returned to the oil sump and the compressed air continues to the air receiver. A typical separator element reduces the lubricant entrained in the air to around 2-3 ppm (parts per million). Under normal circumstances, Air / Oil separators have a service life between 4000-6000 operating hours.

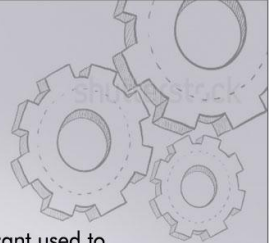
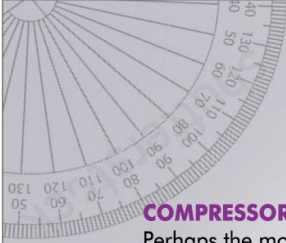
Aeroflon maintains a significant range of Air/ Oil separators for all major rotary screw compressor brands including Ingersoll Rand, Atlas Copco, Chicago Pneumatic, Kaeser, ELGI and Kirloskar Pneumatic.

### SENSORS, VALVES AND KITS

In addition to Air filters, Oil filters and Air / Oil separators, Aeroflon maintains a sizeable imported range of non-consumable items including Temperature sensors, Pressure sensors, Indicators, Valve kits, Gauges, Thermostatic kits, MPV kits, Lip Seal, etc.

Interchangeability with OEM spares is also guaranteed.





### COMPRESSOR OIL

Perhaps the most important 'part' used in a rotary screw compressor is the synthetic lubricant used to run it. It is indeed the "blood" that pumps through the entire screw compressor "body". AeroFlon maintains a range of synthetic lubricant for all major rotary screw compressor brands, including the equivalents of Roto Inject Fluid in Atlas Copco and Chicago Pneumatic compressors, Ultra Coolant used in Ingersoll Rand compressors, Sigma fluid used in Kaeser compressors and Air lube used in ELGI.

#### Screw compressor lubricants are sold in the following configurations

- Roto Inject Fluid in Atlas Copco and Chicago Pneumatic compressors (20 litres, 209 litres)
- Roto XTend Oil for Atlas Copco (20 litres)
- Ultra Coolant used in Ingersoll Rand compressors (19 litres, 209 litres)
- Sigma fluid used in Kaeser compressors (20 litres)
- Air lube used in ELGI. (20 litres, 209 litres)

AeroFlon also supplies special cleaning fluid under the brand name of AIROSOLV in 1 litre packs which is mixed with regular lubricant to clean out the system before system maintenance. All the lubricants sold by AeroFlon are imported.



### INDUSTRIES WE CATER TO

Beverage, Breweries, Distilleries Industry

Blow Moulding Industry

Packaging Industry

Steel and Aluminum Industry

Power Plant

Pharmaceuticals Industry

Chemical Industry

Glass Manufacturing Industry

Petrochemicals Industry

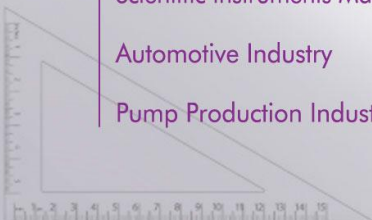
Sugar Industry

Oxygen & Industrial Gas Industry

Scientific Instruments Manufacturing Industry

Automotive Industry

Pump Production Industry





## SPECIAL TREATMENT OF AIR END / SCREW ELEMENT

Aeroflon provides screw element re-conditioning services at our workshop based at Ahmedabad.

## MAINTENANCE AND OVERHAULING SERVICES

Aeroflon also provides a range of services related to rotary screw compressors including routine maintenance at periodic intervals as well as overhauling services on a bi-annual or annual basis. These services are performed by our team of skilled engineers to ensure a seamless experience with the performance of the compressor.

## SERVICE POLICY

### MANUALS AND TEST CERTIFICATES

Aeroflon machines are supplied with test-certificates and operating manuals containing comprehensive part lists which enable the user to identify and order any spare part that he may need with accuracy and speed.

### TRAINING

Aeroflon also provides training courses to customers for operating and maintaining staff, either on-site during start-up of the machine or on demand. Training material is also provided to the client on demand.

### QUALITY STANDARDS

Aeroflon possesses the prestigious Swiss ISO 9001:2008 Certification (previously ISO 9001:2000) for 'The Manufacture and Supply of Compressor Replacement Spares and Engineering Fabrication Works'. We are the first company in South Asia to obtain this prestigious certification which ensures strict adherence to rigorous quality standards of product manufacturing, product testing and service delivery.





## OUR FUTURE PROSPECTS


Aeroflon is currently one of the leading suppliers of Air and Gas compressor spares and engineering fabrication goods in India and South Asia. In addition to this Aeroflon is now aggressively concentrating at setting up its foothold by marketing its range of products in rapidly developing markets like Africa, the Middle East, South America and Central Asia.

In five years from now we see our organization with a strong presence in markets like Southern, Eastern and Western Africa and in the countries of the Arabian Gulf which have a very high rate of development and growing industrialization.

Aeroflon is also penetrating into newer markets and regions in India that are getting new industries as a result of the Central Government's initiative to develop industrially underdeveloped territories.

## GREEN AGENDA

Aeroflon also shares the global community's increasing concern about fighting the environmental and ecological damages. We constantly strive to help our customers meet their "Green" sustainability goals by offering solutions that help them operate more efficiently in terms of using lesser energy, lowering their greenhouse gas emissions and reducing land, water and noise pollution.



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