

PATELS AIRTEMP (INDIA) LIMITED



Shivang Patel, director; N G Patel, chairman and director; Sanjiv Patel, managing director

Designed to manufacture

'Knowledge, love for the work, and hard work are the success mantras for N G Patel of Patels Airtemp. His journey in the industry of process plant equipment manufacturing has truly been immense

It was in 1966 when N G Patel, the leader and founder of Patels Airtemp, joined an engineering company near Ahmedabad. After about seven years of service, he had a bank balance of only ₹5,000. The financial condition of the company was not good. So, one fine day, four colleagues from that organisation decided to start a factory on small scale basis. They presented this proposal to one of their friends, who had small factory at GIDC Vatva, Ahmedabad. Patel and fellow colleagues' idea appealed his friend and they established a private limited company to manufacture medium type of shell and tube heat exchangers, finned tube heat exchangers, air conditioning plant equipments, and industrial fans and blowers. And later, Patel and his colleagues scaled up the size of the equipments.

HOW IT ALL STARTED...

Patels Airtemp Pvt. Ltd. began its journey in 1973. Initially, they started with ₹1 lakh capital and expected

each partner to contribute ₹20,000; but unfortunately, Patel had only ₹5,000 in his bank account. He shares, "Since I had resigned from my job, there was a chance of me getting another ₹5,000 from the company. Hence, to finance my part, I borrowed ₹10,000 from one of my cousin brothers." In the beginning, even though Patel and his partner had enough experience for manufacturing the equipment, response from the market was very poor. However, without losing courage, they kept working hard and got very encouraging results within four years.

INDUSTRIAL GROWTH OF GUJARAT

Patel opines, "Different sectors like refinery, fertilizers, pharma, automobiles, chemicals, petrochemicals, textile, solar, and infotech have marked remarkable growth in the past decade." Therefore, all these industries contributed towards the industrial growth of Gujarat and will continue doing so. Various infrastructural projects are being taken up by the government (solely / PPP mode) which are making a way for faster growth.

VISION & MISSION

The prime vision of Patels Airtemp is to continue the heritage of the company and be a premium Indian global organisation for high-end quality process equipments through their core competence of 'design-development and customer satisfaction'.

Their mission is to produce and continually develop quality equipments at a competitive price. They always strive to serve their customer with utmost integrity and complete satisfaction. It is Patel Airtemp's goal to ensure that their mission of self-improvement, and growth in their operations and employees continue.

AN UPWARD GRAPH

In the last two years, effects of Covid-19 pandemic were widespread across industries, affecting the supply chain as well as efficiencies. However, businesses are recovering from that now to make a mark in the

original progress path. Substantially, year-on-year growth was registered for PAT with great efforts and that's quite huge as even government invested heavily in the hydrocarbon sector.

STAYING AHEAD OF THE CURVE

Patels Airtemp, with its varied products like shell and tube heat exchangers, pressure vessels, columns, air cooled heat exchangers, finned tube heat exchangers, finned tubes, and air conditioning and refrigeration equipment in present product range for process industries makes them a single window option for

SUCCESS MANTRA

Right co-ordination between the three H's— 'Head' means knowledge, 'Heart' depicts loving the work, and 'Hand' means hard work—all this together create 'excellence', and that is PAT's success mantra

multiple products. With their design to delivery ability, Patels Airtemp could always offer and deliver something extra to their clients, including ease of one-stop solution. Cost optimisation by development of import substitute products or efficiency improvement projects by re-designing old equipments had been a great value offered to process plants in their modification / up gradation projects.

The core strength of Patels Airtemp has been augmented by HTRI Software (Heat Transfer Research Institute, USA) for thermal designing and PVElite/ANSIS/FE Pipe softwares from USA for mechanical designing, thus levelling their design ability and facility at par with domestic and global giants. To elevate its standard and meet the global customer requirements, Patels Airtemp has adopted an





AWARDS & ACCOLADES

For educational contribution:

- N. G. Patel Computer Institute, Umta - Main Donor.
- N. G. Patel Industrial Training Institute, Umta - Main Donor.
- Former Chairman of Board of Studies for Diploma Mechanical courses at Nirma University, Ahmedabad for nearly 14 years.
- Former Chairman - Gujarat Technical Education Board - Diploma Mechanical courses curriculum committee.
- Chairman of Institute Management committee at Industrial Training Institute, Meghraj, Gujarat for about seven years till date.

For women empowerment contribution:

- SKUM, Ladies School, Memnagar - Donated substantially for new school building.
- New Project of APNA GHAR ASHRAM building for ladies for about 100 seats, Umta - Main donor.

international standard for design, manufacturing, testing, and supply of process equipments. The company has been audited by American Society of Mechanical Engineers (ASME) and authorised for 'U', 'U2', and 'S' Stamp Certification. Patels Airtemp has also received National Board Authorization to apply 'NB' and 'R' Stamp on coded equipment and register it with National Board - USA. The company is also ISO 9001:2015 certified.

Patels Airtemp is approved for manufacturing heat exchanger and pressure vessels under the Indian Boiler Regulation (IBR) with Directorate of Boilers, Gujarat-India. The company also has its registration with Chief Controller of Explosives, Nagpur-India. PAT leaves no stone unturned to ensure that its employees are happy and motivated. They are the company's strength.

CHALLENGES

Besides the competition with Indian and overseas companies, in 2001, the management of Patels Airtemp was split and the Vatva unit was demerged; named as Patels Airflow Limited. That time was tough, particularly for capital goods equipment manufacturers. The recessional situation had affected the performance of PAT; but with great efforts, they turned the challenges into opportunities and within three years, the company was put back to the good performance track.

THE FUTURE PLANNING

Looking at future requirements in advance, PAT has built up a new factory in Dudhai Village, Kadi Taluka, Mehsana

Dudhai plant



District, Gujarat. They have created this facility to take care of the business of air-cooled heat exchangers.

At present in India, PAT is at number one position for facility of making air cooled heat exchangers.

A BREAKTHROUGH MOMENT

To manufacture equipments for Nuclear Power Plants with utmost safety and quality, the required N-Stamp Authorization was obtained from American Society of Mechanical Engineers in 2017 by Patels Airtemp. They were the third organisation in India to get this N-stamp Authorization for manufacturing pressure vessels / heat exchangers.

FAMILY SUPPORT

Patel shares, “My younger son Sanjiv and grandson Shivang have joined the business. Sanjiv did his bachelor’s in chemical engineering from India and master’s in business administration from USA. Shivang completed his bachelor’s in mechanical engineering from India and MBA in global business from London.”

AWARDS & ACCOLADES

For professional contribution:

- Certificate of Excellence by The Second Annual Inc. India 500 Awards - November 2010.
- Certificate of Appreciation by American Society of Heating, Refrigerating and Air-conditioning Engineers, Inc. - U.S.A.
- Certificate of Appreciation by Indian Society of Heating, Refrigerating and Air-conditioning Engineers - India.
- Business Icon’s -2022 by Divya Bhaskar.
- Founder Chairman - Santej Industrial Area Association for three years and Working Committee member for about eight years till date.

For social contribution:

- Community Hall at Village Umta - Main Donor.
- Samaj Bhavan for Uttar Gujarat Bar Gam Kadava Patidar Samaj, Ahmedabad - Main Donor.
- APNA GHAR ASHRAM, Umta - Donated two ambulances and financial help.
- Balvanti Mataji Temple, Umta - Main donor.
- Shri Keravani Uttejank Mandal, Umta - Chairman for nearly seven years and working committee member for about 22 years till date.
 - Shri Balvanti Cheritable Trust, Umta - Founder chairman (present).



Along with other senior executives of the company, both Sanjiv and Shivang help N G Patel to boost the business. For operating PAT, Patel considers all his employees and workers as family member; giving them the desired value and respect.

As a reward, all the employees have put their heart to work and think for betterment of PAT at all times; regardless of their presence in company or home.

IN A NUTSHELL

It’s people management. Any industry or its customer/supplier is made of people who run business activities and have put in great effects on operability if channelised to achieve the vision, mission, and growth of industry.

Rakanpur plant

