



Manas Flow

Technology | Excellence | Trust

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From the desk of MD

The Indian industry has almost come out from the shadows of Covid 19 and we hope there will be no more pandemics in India's way of growth.

While there was a lot of uncertainty due to the third wave of Covid and its variants striking India, Manas was always busy caring for the customers. We not only delivered to customers' expectations but have, in fact, grown our business beyond national boundaries in this tough period! Read more about this in two articles of this newsletter.

It will also be interesting to read the story about how Manas supplied a flow measurement and control system to a leading multinational automobile company for their engine testbed system. Also, you will be happy to read about the Manas flowmeters with BACnet communication that are being supplied to Building Automation Projects.

As we enter the final quarter of this financial year, we have already surpassed our past year's performance. With the pandemic fading out, we are confident about a much bigger growth this year.

Enjoy reading & do send us your comments on digimark@manasmicro.com

-Shrikant Sahasrabudhe
- Managing Director, Manas Microsystems Pvt. Ltd.

Being a part of the Building Automation Project



BACnet Digital Protocol is a building and automation control protocol that is quickly becoming the industry standard among big facility and manufacturing automation, HVAC, and chiller manufacturers.

Manas is happy to announce that our Ultrasonic Flow Meters support BACnet digital communication protocol for easy building automation and control. Transit Time Ultrasonic Flow Meter is an ideal solution for BTU Metering.

In this quarter we shipped Ultrasonic Flow Meters and BTU meters of total of 68 numbers for a building automation project. These flow meters were provided with a BACnet communication port.

[More About BTU Meters](#)

Beyond boundaries

Manas has been aggressively attempting to establish itself in international markets during the last few years. As a result, we received a 3000-Electromagnetic Flow Meters export order.

In addition, one reputed overseas company paid a visit to our Pune headquarters this quarter. This achievement can be credited to consistent attempts of our management to break into international markets with our high-quality products. The guests were happy with our products, our factory, our processes, and our hospitality. You can expect many more exports orders in the coming time...

[More About Electromagnetic Flow Meters](#)



Boost To Export Business

In this quarter, we successfully delivered export order of 400 Electromagnetic Flow Meters in sizes ranging from DN 50 to DN 300. These flow meters will be used in a variety of commercial applications. This is one of the largest quantities we exported in recent times. We won this order against competition from renowned international brands. All Manas members involved in this activity indeed worked very hard, found innovative methods to speed up operations and improve efficiency.

[More About Smart Electromagnetic Flow Meters](#)



Preferred by a Leading Multinational Automobile Company

CNG flow meters were required by a well-known vehicle manufacturer for their Engine Testbed System. This was a last-minute request, and the customer needed a dependable manufacturer. We demonstrated to them that we have the best CNG flow meter for their engine testbed setup. And the customer was so pleased with the CNG meters that they ordered more for their other plant.

Given the high standards that the multinational firms expect, breaking into this area was not simple. Before this order was processed on us, our product was thoroughly assessed on numerous factors.



[See More Details](#)

Employees Corner



Having individuals who have been with us since our beginning, in today's fast-paced world, is a huge benefit. Meet Mr. Vijay Bathe, our customer support manager, sharing his experience working with Manas.

Vijay began his career at Manas in 1999 as a technician, with panel wiring experience and a year after that as a workshop instructor. While he approached Manas based on a recommendation, he passed the interview taken by our Design Head, Mr. Shrikant. Manas was having just 15 to 20 employees at that time and a 1600 sq. ft. working area when he joined.

He started his career as a technician and worked his way up to QC department. Looking at his customer centric approach, he was made Service Manager. Throughout his career, he has assisted many clients with installation and commissioning services. As he mentions, many customers face problems during and after installation and many of these problems are avoidable. He helped lots of customers in avoiding such problems. He narrated a story about a steel plant, where the flow meter displayed erratic readings. He went to the site and was able to fix the problem which was related to installation and not with the flow meter. The customer was happy as he had tried several flow meters brands at the location and no one could tell him that the problem was not with flow meter and was with the installation.

Vijay enjoys his work as a Customer Support Manager as it takes him closer to the customer, and he thanks our MD Mr. Shrikant for providing all the necessary technical knowledge required to serve them.

[More About Life at Manas](#)

Knowledge Bites

What is mass flow measurement? And what is the principle of operation for direct mass flow measurement?

Please look through our blog on Direct Mass Flow Measurement for complete information on direct mass flow measurement and its types." [Click Here](#)

