



## A full complement of engineers & metallurgists work full time in developing new processes, optimizing client processes, retro engineering, failure analysis and helping customers trouble shoot

says **Mr. C. Venkateswaran**  
General Manager - Fluidtherm Technology Pvt. Ltd.

in an interview to **Infrastructure Line**

**Q-1. What is the USP of the heat treatment furnaces and other allied products offered by Fluidtherm to the Indian market?**

**Ans.** Fluidtherm is a technologically advanced manufacturer of industrial furnaces with an in-house heat treatment process prototyping facility.

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customers trouble shoot.

This facility enables Fluidtherm to provide total solutions and not just equipment.

**Q-2. Which are the core industrial segments where your high precision services are vastly used?**

**Ans.** Our presence in different segments could be elaborated as follows:

- Continuous lines for hardening & tempering, case hardening, annealing & normalizing.

- Continuous plants for nitriding & nitro carburizing
- Batch & continuous plants for Fe, W, Mo, Co & rare earth powders.
- Batch & continuous furnaces for sintering and brazing.

**Q-3. What are the various challenges of operations and how do you tackle the same? Which are the countries of export?**

**Ans.** An experienced and smoothly functioning team of technicians, engineers and

metallurgists ensure supply & commissioning of furnaces within Indian & Germany, S. Korea, China, USA & 14 other countries.

**Q-4. Any recent technological marvel in your processes which you would like to share with us?**

**Ans.** Innovation at Fluidtherm has earned us the National Award for Technology Development & research grant from US AIDS & GOI. Fluidtherm has a DSIR accredited R & D facility and has

applied for a USA, Europe and Indian Patent for our Pownite process for improving the strength of certain type of auto components.

**Q-5. Can you share with us your success story and other strategic growth prospects for the future?**

**Ans.** Fluidtherm is in an expansion phase and is in the process of opening a second plant specifically for the assembly & testing of very large continuous lines (100 meters)