AEW VALVES

REACHING NEW MILESTONES OF INNOVATION IN THE VALVE INDUSTRY

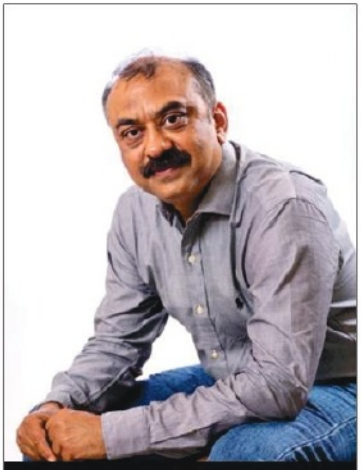
Valves industry is an established industry in the country and is growing at a steady rate. Indian industrial valves market is valued at $2,731.45 million in 2022. It is anticipated to project robust growth in the forecast period with a CAGR of 5.65 percent, owing to rapidly increasing government initiatives and localization of products. AEW Valves is an ISO 9001:2000 certified boutique valve manufacturer and has been manufacturing standard and customized valves for over 50 years. Over the years, it has successfully built healthy business relations with its global customers.

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Adapting & Evolving with Experience

The valve market in India faces issues regarding deliveries, competition, and price differentiation. The international manufacturers face problems with timely delivery, whereas Indian manufacturers beat them to it and offer products at lower prices; however, they face competition regarding quality from the international makers. The last group of manufacturers fills in the demand that remains unfulfilled and is an essential component of the market. AEW Valves is a 60-year-old Indian manufacturer catering to various industries for a long time. It started with textiles, catered to dyes and chemicals, and the textile sector, during its boom period, had its fling with the oil and gas sector and is now helping India make ready-to-eat food. This way, it has a unique positioning in the market and can mold itself to the need of the day. AEW constantly endeavors to innovate and enhance its products through research and development, which shortens the lead time enabling it to deliver faster to its clients. Its client list comprises a wide variety of users ranging from government Navratna companies to top private sector manufacturers. Geographically it has exported to many nations and is equipped to send its products all over the globe. "With our constant innovation, we can mold ourselves to the changing business environment and requirements", speaks Jay Choksi, Director, AEW Valves.

AEW is appreciated for its quality, preferred for its reliability, and chosen for its timely deliveries. Its services involve engineering, designing, technical recommendations, application advice, materials consultation, and repair involving product warranty and maintenance. Its products include gate valves, globe valves, check valves, ball valves, and zero-leakage valves. "We have our large capacity, highly scalable valve manufacturing unit, which helps deliver our products and services promptly. If you want to save energy, use AEW Valves", speaks.



Jay Choksi,
Director

AEW is a boutique valves manufacturer, and its size and location give it the advantage of taking and delivering minor orders and manufacturing in high quantities. It has been upgrading its machines regularly and steadily investing in automation. Apart from the prescribed test valves have to go through, AEW has a few handpicked personnel with a high sense of observation who pick up the flaws machines have missed, which makes the product unique. Some of its employees have worked at the company for more than 40 years, creating a passion and love for valves. AEW has a saying in its factory "We are not married to valves, but valves are our first love".

AEW Valves aspires to be the market leader in its field, rise to challenges and set an example of its success. Demand in domestic and global markets is growing due to increasing innovations, and the time is ripe for Indian manufacturers to take business risks and grab the opportunity.