



About Nirmal Industrial Controls Pvt. Ltd.:

Nirmal is engaged in design & manufacture of pressure relief valves for various industries. Some valves are standard catalogue models & some are custom designed for specific requirements of clients. Materials used are also of two types – standard & non-standard. The company keeps standard parts in stock & non-standard parts are procured as & when required.

Client Quote :

“KEUR helped us to :

1. Standardize designs of frequently sold valves. This eliminated lead time taken in design & application engineering for about 40% of our orders by volume.
2. Materials were also standardized. This helped in reducing variety of materials required, thereby reducing complexity in managing bought out parts (i.e. procurement, inspection, storage & issue to production).
3. Systems were put in place that reduced the mismatch between physical stock & ERP system inventory. “

Overall, we can say that, a significant & important change in mindset has been achieved at various levels of organization which is needed to bring in & sustain any improvement initiatives. “

Vikas Desai
Director – Nirmal Industrial Controls

Comments from keur :

Each of the steps mentioned above contributed to reduction in delivery lead time. There were other steps also taken in planning & production.

Eventually, the number of orders dispatched within 3 weeks increased by 22% & the number of orders dispatched within 4 weeks increased by 46%. Overall output increased by 31%.

Reducing delivery lead time helps to win more orders in sales & prevent penalty for late deliveries.