

# Avi-Oil set to be a Bigger Player in Civil Aviation sector



V K Mathew  
CEO, Avi-Oil

“Avi-Oil’s thrust for growth in the future will focus on the Civil Aviation and the Industrial & Automotive segments. In Civil Aviation the market is expanding rapidly, and we would like to take benefit of the growing opportunities arising out of this. In the Industrial & automotive sector, the use of synthetics in lubricants is currently very low. This is an evolving market and we expect to play a major part in this arena as and when the industry develops into a market with a higher share of synthetics. The industry is certainly changing and we have seen this happen globally and it is only a question of time when this happens in India too,” said V K Mathew, CEO, Avi-Oil. In an interview with Aeromag, he talks about the company’s future plans.

Avi Oil is a leading supplier of high-performance lubricants for sea, land and air forces. Could you shed some light on to your operations in defence and aerospace sector?

Avi-Oil was founded in 1993 as a joint venture between Indian Oil, NYCO and Balmer Lawrie, specifically to ensure self-reliance in the strategic area of military lubricants for the Indian defence forces. Since then, Avi-Oil has been supplying high performance aviation lubricants to the Defence Services including the Air Force, Navy and the Army.

The products of Avi-Oil include a wide range of high performance aero-engine oils, hydraulic fluids, greases, protectives, and specialities designed to meet stringent requirements of operations over a wide temperature range. These critical products have been evaluated by various approving agencies abroad responsible for qualification of aviation lubricants. Avi-Oil is registered with Directorate-General of Aeronautical Quality Assurance (DGAQA), as an eligible manufacturer of aviation lubricants.

Companies like Hindustan Aeronautics Ltd. (HAL), Indian Space Research Organisation (ISRO), BrahMos Aerospace

and various other industries including Ordnance Factories and the Defence Research & Development Organisation look to Avi-Oil to support them in their requirement of lubricants.

The rapid growth of civil aviation has put extreme pressure on the existing civil aviation infrastructure. As a result, the thrust is now on modernisation of airports, communications, navigation and surveillance systems for air traffic management, radars and facilities for Maintenance Repair and Overhaul of aircraft and sub systems. We have historically not been very active in this sector but are preparing ourselves to foray into this area.

What are the various products offered by Avi Oil in civil aviation sector?

Avi-Oil offers a comprehensive range of Turbine oils, hydraulic fluids, multi-purpose greases and lubricants for helicopters, business jets and aircraft. We offer high performance products as well as cost-effective, customised solutions to meet the needs of our customers.

Our Products are approved by major OEMs like Safran, CFM, GE, Rolls Royce, Pratt & Whitney, and Pratt & Whitney Canada etc. and air framers like Airbus, Boeing, Bombardier, ATR, Eurocopter,

Dasault Aviation, Embraer and many others.

In India, Avi-Oil is approved by the Directorate General of Civil Aviation (DGCA) under Section 2, Category ‘E’ of CAR.

For Power Plant applications, we have the Turbonycoil range of synthetic turbine oils designed specifically to meet the stringent requirements of aircrafts powered by turbine engines. We have the Hydrauncoil range of Hydraulic fluids (both synthetic and mineral based) for shock strut applications.

We have the Nycogrease GN greases for various Airframe and Landing applications like Landing Gears, wheel bearings, anti-seize assembly and dismantling compounds and other multi-purpose applications. We also have Nycolube synthetic and mineral lubricating oils for instruments, transmissions, protective fluids and general applications.

Could you talk about your products and services for ground gas turbines, industrial and automotive applications?

Avi-Oil provides tried and tested products for the efficient lubrication of marine and industrial aero-derivative ground gas turbines. These high performance turbine oils are dedicated to aero-derivative

gas turbine performance, with excellent thermal oxidation stability, engine cleanliness and superior lubricity. Our aero-derivative gas turbine oils, Turbonycoil 600 and Turbonycoil 640 cover the gamut of operations in the Power Generation (simple and combined cycle, cogeneration etc.), oil & gas applications and marine propulsion.

Turbonycoil 600 is the standard grade turbine oil used for GE LM series, Avon & RB 211 engines. Turbonycoil 640 is designed for high temperature equipment. We also have in our portfolio Turbonycoil 321 which is an analogue of Russian designed gas turbines (Mashproekt) and Turbonycoil 210 A which an analogue of the Russian type IPM-10

In the Industrial & Automotive sectors, there is a growing interest for high-performance lubricants driven by extending drain intervals and longer lifetimes, better resistance to ageing, improved energy efficiency and fuel economy. Consideration of environmental impact is also gaining ground. Conventional mineral oil based lubricants have certain limitations in achieving these. Hence new technologies like synthetic oils (including esters)

are preferred.

We manufacture a range of products with various ester technologies having a primary focus on polyol and complex esters that we promote to the oil companies for their synthetic formulations. We also have a few fully formulated products in our portfolio. One example is the synthetic dielectric fluid.

Please share with us your vision and priorities for Avi-Oil. What are the goals to be achieved this year?

While our initial objective of ensuring the nation’s self-reliance in the strategic area of Aviation Lubricants has largely been met, we have to now look forward to the future. In this

become a bigger participant in the Civil Aviation sector and in the long term we hope to play a major part in the Industrial & Automotive segment making us one of the leading synthetic players in the country.

How do you look at Aero India 2019 as a platform to seek new business opportunities? What are highlights of your company’s participation in this year’s show?

Aero India is the premier platform in India for the Aeronautics and Defence community. Aero India is now acknowledged to be one of the best Air shows and Aviation exhibitions in the world. We would like to take advantage of this confluence of Industry



dynamic scenario, while our mission continues to ensure the Defence forces requirement of Aviation Lubricants are met locally, we have other sectors opening up as well.

Our thrust for growth in the future will focus on the Civil Aviation and the Industrial & Automotive segments. In Civil Aviation the market is expanding rapidly, and we would like to take benefit of the growing opportunities arising out of this.

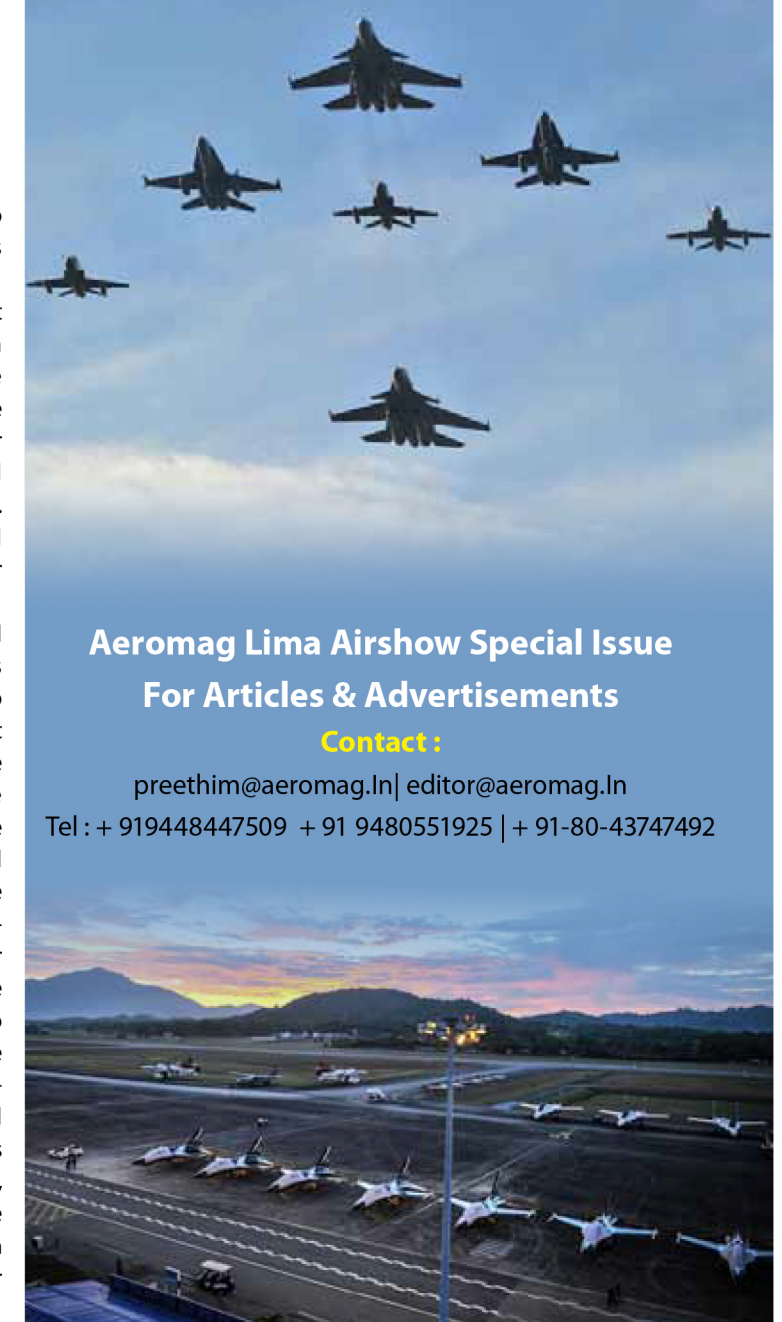
In the Industrial & automotive sector, the use of synthetics in lubricants is currently very low. This is an evolving market and we expect to play a major part in this arena as and when the industry develops into a market with a higher share of synthetics. The industry is certainly changing and we have seen this happen globally and it is only a question of time when this happens in India too.

Our short term plans are to consolidate our existing business with the Defence forces in India and drive up the financial indicators of Turnover and profitability. In the medium term we hope to

experts and decision makers to showcase our prowess in this strategic arena.

While we will be present at this exhibition through our booth where we will be displaying our products, we look forward to welcoming our customers to our booth as well as having meetings with them. Our team of Sales and Technical experts will be available for discussions.

We have just celebrated our 25th anniversary and this is an excellent occasion to reiterate our commitment to the vision of Self-reliance in Aviation Lubricants to the Indian Defence Forces. We have also recently refreshed our brand and this will be an ideal opportunity to roll-out our new logo to our customers and demonstrate our continuous efforts to support the concept of ‘Make in India’ with our state-of-the-art manufacturing facility and best – in – class lab facilities to the defence, civil aviation, industrial and automotive sectors by providing these high performance products at their doorstep.



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