

Tailor-Made Lubricant Solutions

Avi-Oil Poised to Take the Helm in Synthetic Lubricants Industry



Avi-Oil stands as a leading provider of a comprehensive product range tailored for Air, Sea, and Land applications, with a distinguished track record of supplying high-quality Engine Oils, Hydraulic Fluids, Greases, Protectives, and Specialty products to the Armed Forces. The company aims to consolidate its existing business with the Defence forces in India and hopes to become a bigger participant in the Civil Aviation sector and the Industrial and Automotive segments. "Avi-Oil sees Wings India 2024 as an ideal platform in this regard. We also wish to use this opportunity to highlight our company's 30th anniversary of dedicated service to the country and the industry," says V K Mathew, CEO, Avi-Oil. In an interview with Aeromag, he talks about the company's expansion plans, future goals, and participation at Wings India 2024.

V K Mathew
CEO, Avi-Oil

Avi-Oil has been a leader in the production/supply of high-performance lubricants. Could you give an overview of the company's profile and portfolio?

Avi-Oil was founded in 1993 as a joint venture between Indian Oil Corporation, Balmer Lawrie & Co., and NYCO, France, to ensure self-reliance in the strategic area of military lubricants for the Indian Defence forces. Since then, it has ventured into other verticals like Civil Aviation and the Industrial & Automotive segments. We are proud to have set up the first Aviation Lubricants plant in India which is located at Faridabad, near New Delhi. This facility includes a blending unit for aviation oils, an ester manufacturing unit for producing synthetic base stocks, Quality Assurance, filling, and packaging facilities. Avi-Oil also set up an R&D centre where indigenous development of lubricants for specialty applications are taken up. Avi-Oil has always laid emphasis on the quality of its products. To achieve this, there is a modern state-of-the-art laboratory for Quality Assurance.

Additionally, this lab extends technical support to customers for evaluation and re-inspection of the products.

The Quality Management System of AVI-OIL is certified to comply with the International Standards ISO 9001:2015 and SAE AS 9100:2016. Our company is approved by the Directorate General of Civil Aviation (DGCA) under Section 2, Category 'E' of CAR. This enhances the reliability of the operation of the aircraft and provides confidence to the users. The company provides all our customers with technical support on lubricant applications and usage.

The emergence of AVI-OIL compliments the efforts of the aerospace industry by providing strategic products for self-reliance and the industrial sectors' need for efficient, energy-conserving, and eco-friendly lubricants.

Avi-Oil offers a comprehensive product range for Air, Sea, and Land applications. Could you elaborate?

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a comprehensive product range tailored for Air, Sea, and Land applications, with a distinguished track record of supplying high-quality Engine Oils, Hydraulic Fluids, Greases, Protectives, and Specialty products to the Armed Forces. While primarily focused on Aviation Lubricants, our commitment to excellence is evident in our extensive support to the Indian Air Force, encompassing a diverse fleet of aircraft, including the technologically advanced Rafale and Tejas.

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, customized 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 airframers like Airbus, Boeing, Bombardier, ATR, Eurocopter, Dassault Aviation, Embraer, and many others.

For Sea applications, we have dedicated products for Aircraft carriers, submarines, and other ships. This also includes power plant lubricants.

For land-based applications, we have a variety of weapon oils, recoil fluids, protectives, transmission oils, and greases that enable the Army's weapons and vehicles to be kept in top shape.

For Power Plant applications, we have the Turbonycil range of synthetic turbine oils designed specifically to meet the stringent requirements of aircraft & ships powered by turbine engines. We have the Hydraunycil range of Hydraulic fluids (both synthetic and mineral-based) for shock strut applications.

We have Nycogrease GN greases for various Airframe and Landing applications like landing gear, 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.

Avi-Oil's unwavering dedication to excellence, innovation, and customer satisfaction has positioned us as a trusted partner for the Indian Armed Forces across Air, Sea, and Land applications. Our robust product range, customized solutions, and commitment to the highest quality standards contribute significantly to the operational success of the defence forces and underscore our pivotal role in supporting national security as well as the Aviation Industry in general.

In the Industrial and automotive sectors, there is a growing interest in high-performance lubricants driven by extending drain intervals and longer lifetimes, better resistance to ageing, and 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 fully formulated products in our portfolio. One example is the synthetic dielectric fluid.

Could you talk about your operations in the civil sector? What are the latest updates?

India stands as one of the world's premier domestic aviation hubs. Following the challenges posed by COVID-19, the sector has exhibited remarkable resilience, reaching full recovery and showing promising signs of expansive growth. This growth is evidenced not only by the surging number of air passengers but also by the influx of new aircraft entering the Indian airspace. AVI-OIL has firmly positioned itself within this dynamic landscape, consistently addressing the lubricant needs of India's leading airlines. Our comprehensive product lineup, backed by essential OEM approvals and unmatched Technical Services, offers customers a distinct advantage, presenting them with a compelling opportunity to source their lubricant essentials directly from us.

bring together the entire Indian Aviation ecosystem. This is the ideal platform for us to showcase our products and services to the Civil Aviation industry including Airlines, OEMs, MROs and the entire ancillary industry. We also wish to use this opportunity to highlight our company's 30th anniversary of dedicated service to the country and the industry.

Could you share the company's expansion plans and main objectives over the next decade?

While our initial objective of ensuring the nation's self-reliance in the strategic area of Aviation Lubricants has largely been met, we must now look forward to the future. Our thrust for growth will focus on the Civil Aviation and the Industrial & Automotive segments. In Civil Aviation, despite the COVID-19 pandemic being a dampener, the market is quickly returning to pre-COVID levels and



What are the highlights of Avi-Oil's export business? Who are the main clients and what are the main products on exports?

The mandate for Avi-Oil's operations beyond India extends to Sri Lanka, Nepal, Bhutan & Maldives only. All these markets are relatively small compared to India. However, we do export Aviation products to the Military and Commercial segments in these countries. We are now looking at promoting Industrial Lubricants and esters also to these markets.

We also supply Aviation Lubricants & esters to NYCO, France and NYCO America as part of a Supply Chain optimization program. Since the formulations and the process methodology for making these products are exactly the same, we have decided to exclusively manufacture these products at our Indian plant and supply NYCO's customers globally from here.

Could you talk about your participation at Wings India?

Wings India is one of Asia's biggest exhibitions focused on the Civil Aviation Market and will serve as a venue to

we would like to take advantage of the growing opportunities arising out of this.

In the industrial and automotive sectors, 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 share of synthetic lubricants rises. The industry is certainly changing, and we have seen this happen globally. 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. In the medium term, we hope to become a bigger participant in the Civil Aviation sector and the Industrial and Automotive segments, making us one of the leading synthetic players in the country.

At our plant in Faridabad, we have a lubricant blending unit and an ester manufacturing facility which are adequate to meet our current marketing plans. We still have spare capacity for the present and remain flexible to add capacity as required.