



# Maxim Tubes: Ensuring Stainless Performance

**Maxim Tubes started its operations in 2006 as a regional Indian stainless steel pipe and tube manufacturing company. It has since transformed into a 43365m<sup>2</sup> covered production facility. Six expansions in the last ten years have given it a solid foothold in international markets such as the European Union, the USA and the Middle East. Stainless Steel World spoke to company Director Mr Ramkrushna Patel about how the company has continued to grow and expand its market share in high-end stainless steel seamless pipes and tubes.**

*By Joanne McIntyre, Stainless Steel World*

From the company's headquarters and production facilities in Chhatral, Gujarat, Mr Patel proudly explains the company's remarkably successful journey. "We consistently deliver high-quality pipes and tubes produced at our facility to our clients. With our expertise in both hot (since 2020) and cold production processes, we have carved a name for ourselves

as the vanguard of the pipes and tubes industry, especially when it comes to ensuring product quality and value addition for our clients from India."

"We truly believe that quality is everything and that the availability of high-quality production should not invariably increase our client's budget. That's why our large cold

production capacity, supported by different production slots for each category, enables us to produce final cold finished pipes and tubes at a competitive cost. We believe in being an ideal partner for stockists in the EU and, at the same time, a reliable partner for end users, fabricators, EPC's and project business worldwide."



*The Honorable Minister of State for Commerce and Industry, honouring Mr Ramkrushna Patel with the 7th EEPC India Award in January 2023.*

### Maximising precision with fully vertically integrated set-up

The Maxim Tubes' vertically integrated hot production mill is capable of producing the entire range of mother hollows utilised by Maxim Tubes. The plants' modern hot production set-up is equipped with eight roller sets, enabling constant hot production, which caters to its cold production demand as per order books and delivery requirements. "Our modern methods of manufacturing, supported by production slots for both hot and cold production to deliver top quality products that are highly appreciated in the market, is simplified by our in-house ERP system," explains Mr Patel.

### Cold seamless production

Mr Patel leads the company with a clear vision, which has led Maxim Tubes to be

one of India's largest and most modern cold production facilities. The facility has dedicated 30 cold production lines for seamless pipes/tubes, which consist of traditional draw lines, pilger lines, HPT pilger lines, automatic pilger lines and an expander, which produce on an average almost one million meters per month, including inter sizes in seven different dedicated halls for cold production. Maxim has an in-house fabrication area for tools/mandrels/dies, which are used to produce 480+ tubing sizes & 105+ piping sizes. These production halls are supported by an integrated marking station, eddy current and ultrasonic testing, three separate quality areas and two fully equipped quality labs which can

perform the necessary destructive and non-destructive testing.

### Strong European presence

Maxim is active in twenty-seven European countries, including Germany, the Netherlands, Austria, France, Italy, Spain, Eastern Europe, and Scandinavia. "Continuity and stability are important for us, so for example, we would never attempt to circumnavigate our stockist partners. We are also very transparent. Existing and potential customers are welcome to visit us here at any time and tour the facilities. There are no secrets to our success, just hard work!" "Our focus is to fulfil the specific requirements of emerging sectors such

## Commercial Pipes - Commercial Tubes - Hydraulic Tubes - Instrumentation Tubes - Heat Exchanger Tubes

Outside diameter 6.00 mm to 168.30 mm

Wall thickness 0.70 mm to 10.97 mm

Grades TP 304/L/H, TP 316/L/H/Ti, TP 310/H/L/S,

TP 317/L, TP 321/H, TP 347/H, TP 904L,

UNS S 31254, 31803, 32205, 32750, 32760,

UNS N04400, N06600, N06625, N08825, N10276.

Specifications ASTM, ASME, DIN EN [GERMAN], NF [AFNOR], JIS [JAPAN].

# [ COVER STORY ]

- Largest hot/cold production capacity for stainless steel seamless tubes & pipes in India.
- Vertical hot production mill.
- 30 cold production lines.
- Highest market share in exports to European countries from India in the past decade.
- EU stockist-centric production slot for both hot & cold production.

as heat exchangers, the petrochemicals industry, power generation, automotive, aerospace and onshore/offshore oil & gas exploration.”

### Customised solutions

The pillars supporting the company’s outstanding success are top-quality products and a customer-centric business model, explains Mr Patel. “We believe in serving a personalised experience to every client. We can cater to the needs of our existing stockist clients, EPCs and end users by leveraging our excess capacity of cold production and ensuring their product requirements are met on time for their project.”

### Reliable, consistent and stable

Since its foundation, Maxim Tubes has always focused on the quality



*The company focuses on maximising outcomes with a quality and experienced workforce.*

of production. Achieving success without hard work and a farsighted vision is difficult, and since Maxim was incorporated in 2006 as a micro-scale level company, it has striven to achieve success.

“We built our customer base by making our mark as a good manufacturer in the global market,” continues Mr Patel. This was done by supplying

reliable, good quality, certified material time and time again. Today we are a large-scale company with the strength of 1800+ people working as a team. Customers initially gave us an opportunity to supply our product, so it became our responsibility to endlessly work on approvals and certification to keep Maxim as the most approved company in this industry. Approval



*Mr Patel is proud to lead a company that is at the leading edge of the industry, driving ahead Indian excellence in the tubes and pipes sector.*



*Mr. Patel believes that with today’s heavy focus on clean, renewable energy sources and the desire to reduce carbon footprints, solar and wind energy will likely be an energy source of choice for many.*



and certification are the important pillars of our foundation. Currently, we are approved and certified by more than 100 different Certification Agencies, end users, independent bodies, government authorities, and EPC contractors; many others are still in process. To name just a few of our product certifications, these include PED, NORSOK, Type Approvals, UDT, NSF 61, NSF 372, and 3A. Our approvals are sustained without a lapse and constantly renewed if required. We have audited for system certification, product certification, environmental certification, health and safety type approvals, safety audit, energy audit, and social compliance audit.”

Maxim Tubes strives to maintain the best possible lead times for its customers wherever they may be located around the world. “Whether our customers order smaller or larger quantities, we want to offer the best possible lead times,” he explains. “To ensure this is possible, we keep over 2000 tons of bars in stock so that we can immediately start working on orders. We ensure that we provide full traceability of the orders supplied to all our clients, which starts from providing them with the Bar Certificate – Hot MTC – Cold MTC, along with the supporting intermediary production as well as quality reports. Looking to the future, while we will continue to operate our welding lines to support existing customers, our strategy for growth is to focus on the high-end applications, where seamless is becoming the norm.”

### Looking to the future

Mr Patel is justifiably satisfied with the progress Maxim has made since 2006. “We have an excellent product range in seamless which has enabled us to open up new markets. We are interested in being categorised as a quality-oriented supplier who would rather serve customers technically superior pipes and tubes at a competitive price. Such customers want to do business with ethical partners, and this is where we score highly as well, for our products are fully traceable. Of course, there are always new markets to develop, and we are full of plans and ideas. But Maxim was, is and always will be very methodical in everything we do. My focus is to grow our global presence and to continue serving customers with high-quality stainless steel seamless pipes and tubes.” ▲



Maxim has a strong international presence which is reinforced by its participation in exhibitions around the globe.

### Facts & Figures

<b>Name:</b>	Maxim Tubes Company Pvt. Ltd.
<b>Incorporated:</b>	2006
<b>HQ and production:</b>	Chhatral, Gujarat, India
<b>Main products:</b>	seamless and welded pipes, tubes and U-tubes in austenitic, ferritic and duplex stainless steels.
<b>Dimensions: Seamless:</b>	OD 6.00 to 168.30 mm, WT 0.70 to 10.97 mm
<b>Dimensions: Welded:</b>	OD 6.00 to 114.30 mm, WT 0.70 to 8.56 mm
<b>Key approvals:</b>	NORSOK, DNV GL, RINA, Lloyds, BV, ISO 9001:2015, ISO 45001:2018, PED, etc.
<b>Markets:</b>	Onshore & offshore oil & gas production, exploration and transport; heat exchanger & pressure vessels; chemical and petrochemicals; energy & power generation; automotive; aerospace industry; shipping industry & naval engineering; centralised heating systems; mechanical & plant engineering; etc.

For detailed information about Maxim’s product range, please visit [www.maximtubes.com](http://www.maximtubes.com) and see the “Product” tab or download the brochure from the “Downloads” tab