

TWENTY-FIVE YEARS OF INDUSTRIAL EXPERTISE · 2000-2025

# PROJECT SALES CORP

INDIA · UAE · HOUSTON

ENGINEERING EXPERTISE. GLOBAL SUPPLY. PROVEN RELIABILITY.

CAPABILITY GUIDE 2026

**25+**  
YEARS

**2**  
CONTINENTS

**100+**  
PRODUCTS

**4**  
ENTITIES

TWENTY-FIVE YEARS

# SUPPORTING CRITICAL INDUSTRIES THROUGH EXPERTISE, ENGINEERING AND GLOBAL SUPPLY.

For more than twenty-five years, Project Sales Corp has supported organisations operating in environments where reliability, technical understanding and dependable execution are not optional.

From offshore drilling rigs and deepwater projects to steel mills, power stations, pharmaceutical facilities and heavy industrial plants, PSC combines accumulated industrial expertise with global sourcing capability and local execution across India, the UAE and Houston.

This guide does not describe what PSC sells.

## AT A GLANCE

### ESTABLISHED

7 April 2000 · Visakhapatnam, India

### OPERATIONS

India · United Arab Emirates · Houston, Texas

### INDUSTRIES SERVED

Offshore energy · Steel manufacturing · Power generation · Pharmaceutical · Heavy industry · Marine

### ENTITIES

Project Sales Corp  
PSC Hand Safety India  
PSC Gulf FZCO  
PSC Houston Oilfield Supplies LLC

### THE PHILOSOPHY

*Understand the requirement. Identify the right solution. Deliver with confidence.*

## GLOBAL OPERATING MODEL

| India                                                                   | UAE                                                                        | Houston                                                            |
|-------------------------------------------------------------------------|----------------------------------------------------------------------------|--------------------------------------------------------------------|
| <b>ENGINEERING KNOWLEDGE</b><br>Technical evaluation<br>Local execution | <b>REGIONAL DISTRIBUTION</b><br>Middle East & Africa<br>Commercial support | <b>GLOBAL SOURCING</b><br>OEM relationships<br>Oil & gas expertise |

**It describes what PSC knows – and how that knowledge was built.**

TWENTY-FIVE YEARS · 2000-2025

# HOW PSC WAS BUILT.



**2000**

**Established 7 April**

Visakhapatnam. First products: Molykote anti-seize, turbine fasteners, power station maintenance.



**2001**

**Birkosit & Niel-Seal**

Steam sealing. Turbine parting plane flanges. Hydrogenerator end shields. Sealing as an engineering discipline.



**2004**

**HVIC Projects · Konasol**

High-voltage insulator coating across India. Konasol (Daewha Alloytech, Korea) representation begins — HSS rolls, TC rings, TiC guide rollers.



**2008**

**KG-D6 / Helix Energy Solutions**

Entry into deepwater. Global sourcing across 12+ countries. The 3 a.m. call. SURF knowledge builds.



**2009**

**KONG Gloves · Reinvestment**

KONG back-of-hand impact gloves launched for oilfield. Offshore profits reinvested into specialist safety and reliability products.



**2011**

**"An Encyclopaedia of SURF"**

Filling products established. Niel-Seal deepened. Offshore knowledge spans drilling, SURF, marine construction.



**2012**

**Leighton / HPCL · Vizag Steel**

Two worlds simultaneously: HPCL SPM offshore infrastructure and USD 1M Molykote programme for Vizag Steel Wire Rod Mill.

# GROWTH & TRANSFORMATION.

**2013****100+ Products · Drilling Network**

Over 100 products across Dubai, Singapore, Houston and India. Atwood, Transocean, Noble/Paragon Offshore, Essar, Hercules supported.

**2015****Mumbai High · Offshore Downturn**

Expanded to west coast. Greatship and Jindal Drilling added. Then: the hardest lesson. Markets change. Knowledge remains.

**2017****Inventory to Intelligence**

Knowledge-led procurement formalised. Structured global sourcing capability. Inside sales trained for technical enquiry resolution.

**2020****Olinda Star · Constellation**

Four-year rig-wide supply programme begins. Every major engineering system. Fifteen+ manufacturers. One asset.

**2023-2024****PSC Houston · PSC Gulf FZCO**

Houston: NOV trading partnership, global accounts, TS Moly distribution. Dubai: Middle East and African market access.

**2025****PSC Hand Safety India**

Hand Safety First® brand established. Engineering controls for hand injury prevention. Rolling mill observation informs steel safety knowledge.

**2025****Twenty-Fifth Year**

Vietnam becomes Houston's largest market (USD 278K, TS Moly). Borr, ADES, Shelf, Ocean Oilfield, Constellation as global accounts. 95% TiC guide roller market share in India.

SECTION 2

HOW PSC WAS BUILT.

The history of twenty-five years, told through the problems that shaped the company

2000 · 2025

THE FOUNDATIONAL YEARS · 7 APRIL 2000



2000

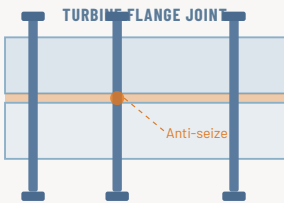
THE FIRST REQUIREMENT WAS RELIABILITY.

Project Sales Corp was established on 7 April 2000. Its early business was not built around a large catalogue. It began with specific maintenance requirements from power stations.

Among the first products supplied were Molykote anti-seize compounds, followed by speciality fasteners, turbine studs and nuts used during planned shutdown and maintenance work.

These were relatively small items within very large generating systems. Yet the consequences of getting them wrong were significant: seized threads, damaged fasteners, delayed dismantling or unavailable replacements could all affect the progress of an outage.

| EARLY POWER-STATION REQUIREMENTS |                                  |                               |
|----------------------------------|----------------------------------|-------------------------------|
| ● Molykote anti-seize compounds  | ● Speciality turbine fasteners   | ● Shutdown maintenance supply |
| ● Studs and nuts for outages     | ● Difficult-to-source components | ● Outage planning supply      |



A reliability business can begin with a single connection.

ESTABLISHED

7 April 2000

Visakhapatnam, India

FIRST SECTOR

Power generation maintenance and outage supply

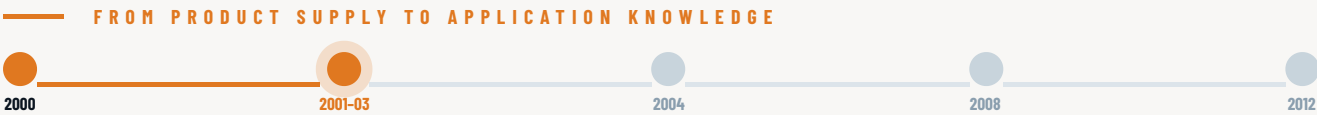
FIRST PRODUCTS

Molykote anti-seize · Turbine fasteners

WHAT EXPERIENCE TAUGHT US

Industrial supply is not measured by the physical size of the product. It is measured by the importance of the requirement it solves.

The next requirement did not begin with a new product. It began with steam escaping from a joint.



# A STEAM LEAK OPENED THE NEXT CHAPTER.

As PSC's work in power generation developed, the company encountered a different maintenance problem: steam losses from large equipment joints and flange assemblies.

This was not a requirement that could be solved with a routine gasket. Large machined joints, ageing surfaces, thermal cycling and the practical conditions of an outage demanded a specialised compound selected for the actual equipment and service conditions.

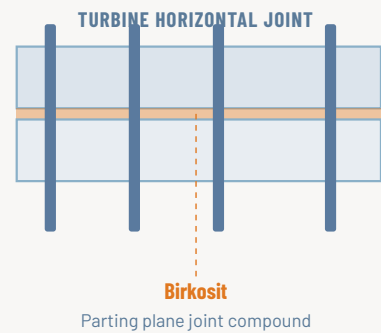
That requirement brought PSC to **Birkosit** – a specialist jointing compound for turbine parting plane flanges and large horizontal joint faces where conventional sealing approaches are inadequate.

Over time the sealing capability extended across related products, each addressing a different engineering requirement:

| SEALING & REPAIR PRODUCTS |                                                                      |
|---------------------------|----------------------------------------------------------------------|
| Birkosit                  | Turbine parting plane flanges and large horizontal joint faces.      |
| Niel-Seal                 | Hydrogenerator end shields, flanged and threaded steam connections.  |
| Filling Range             | Filling 1000, 2000 and Basic – GE and Siemens approved for turbines. |
| Arexons                   | High-temperature silicone for engine and generator housings.         |
| QuikSteel                 | Emergency metal repair for urgent maintenance situations.            |

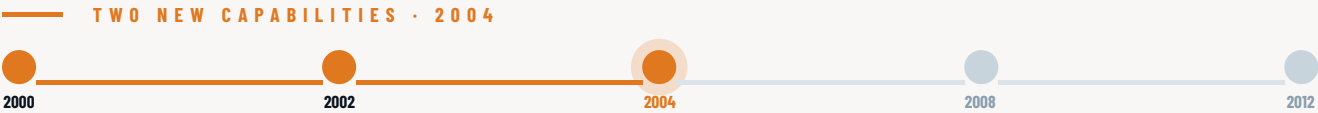
## WHAT EXPERIENCE TAUGHT US

The compound represents a small part of the outage budget. The joint it protects determines whether equipment returns to service cleanly or requires another intervention. OEM approval – as with the Filling range for GE and Siemens turbines – is an engineering requirement, not a commercial preference.



**THROUGH-LINE**  
The steam leak of 2001 is the same discipline governing GE & Siemens turbine sealing today. (See page 24)

By 2004, PSC had entered a new reliability challenge: protecting high-voltage insulation in polluted industrial environments – and a twenty-year steel relationship was about to begin.



2004

TWO DISCIPLINES  
TAKE ROOT.

HVIC PROJECTS · INDIA

Between 2004 and 2007, PSC became involved in multiple High-Voltage Insulator Coating projects across India.

Outdoor high-voltage insulators in polluted or coastal environments accumulate contamination. Under wet conditions, this can lead to flashover. HVIC projects applied specialist RTV silicone coatings to create a hydrophobic protective surface.

The effectiveness depended on disciplined preparation across geographically dispersed locations. Surface condition before coating determined the outcome more than the product itself.

|         |           |         |          |          |
|---------|-----------|---------|----------|----------|
| INSPECT | › PREPARE | › APPLY | › VERIFY | › RETURN |
|---------|-----------|---------|----------|----------|

WHAT EXPERIENCE TAUGHT US

*In reliability work, application quality is part of the product. A correct material applied incorrectly delivers neither its intended life nor its intended protection.*

KONASOL · STEEL MILL ROLLS

In 2004, PSC began representing Konasol in India — formerly Daewha Alloytech, Korea — manufacturer of the full range of rolling mill components PSC represents.

This was the beginning of a twenty-year market development programme in Indian steel — not a product import exercise.

| KONASOL PORTFOLIO — PSC INDIA SINCE 2004 |
|------------------------------------------|
| • HSS Work Rolls                         |
| • TC Rings                               |
| • Kocks Rolls                            |
| • TiC Guide Rollers                      |
| • Pinch Rolls                            |

INDIA TIC GUIDE ROLLER MARKET · TODAY

~95%

Market share held for over twenty years — built through technical knowledge, not pricing.

Field project experience taught PSC how to coordinate complex supply across sites. Deepwater would teach the company how to respond when the project never truly stopped.



# 2008

## DEEPWATER CHANGED THE COMPANY.

In 2008, PSC entered the Reliance KG-D6 deepwater development through work associated with Helix Energy Solutions.

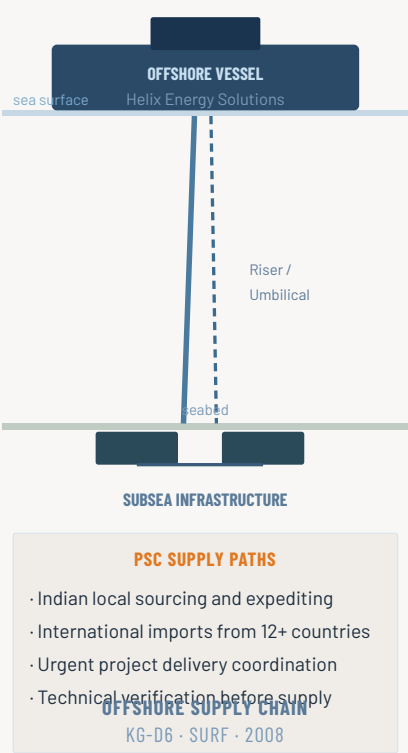
The project introduced PSC to an operating environment unlike anything in conventional industrial procurement. Deepwater work connected vessels, subsea operations, marine contractors and international supply chains simultaneously. Materials could be needed at short notice from sources spread across India and overseas, with delay measured in operational cost, not inconvenience.

PSC's role developed around the practical gap between an international offshore project and the products, consumables and local execution it required in India. Each requirement added understanding: how offshore contractors described products, which details were missing from urgent enquiries, what could be sourced locally, what had to be imported.

| WHAT KG-D6 DEMANDED           |                               |                            |
|-------------------------------|-------------------------------|----------------------------|
| ● Offshore marine consumables | ● Project paints and coatings | ● Local Indian procurement |
| ● International imports       | ● PPE and operational safety  | ● Urgent project supply    |

WHAT EXPERIENCE TAUGHT US

Deepwater procurement is rarely a sequence of ordinary purchases. It is a chain of operational dependencies. Understanding that chain – not simply filling orders – is what builds a lasting offshore supply relationship.



The project did not operate to office hours – and neither did the supply chain supporting it.

A MOMENT WE NEVER FORGOT · KG-D6 YEARS

03:00 *an urgent call arrives*

## OFFSHORE URGENCY DID NOT RECOGNISE OFFICE HOURS.

Deepwater projects create their own sense of time.

During one of the most intense periods of KG-D6 support, PSC's founder was hospitalised, diagnosed with kidney stones and in severe pain. At approximately 3 a.m., a project call arrived regarding an urgent requirement. After being told that she was in hospital, the caller apologised. A few minutes later, the phone rang again.

A few minutes later, the phone rang again. The caller's words — asking if PSC could complete just one more requirement — were darkly comic. But the underlying reality was entirely serious: offshore work did not pause, and suppliers were expected to find a way forward regardless of circumstances.

The moment was darkly comic. But the underlying reality was entirely serious: offshore work did not pause, and suppliers were expected to find a way forward regardless of circumstances.

**What the KG-D6 years actually built** was a global sourcing competence. Large SURF projects demanded speed and reach across many countries simultaneously. During these years PSC sourced from more than a dozen countries at once — building the import expertise that became one of PSC's defining capabilities.

There was no looking back on imports from this point. The multi-country sourcing capability forged during KG-D6 formed the foundation of everything PSC would later build in international procurement.

### THE SEQUENCE

|       |                                                             |
|-------|-------------------------------------------------------------|
| 03:00 | Urgent call. Paint requirement. Vessel on schedule.         |
| 03:02 | Founder hospitalised with kidney stones. Caller apologises. |
| 03:05 | Phone rings again. Same requirement.                        |
| 03:06 | Requirement progressed. Project continues.                  |

### GLOBAL SOURCING BUILT HERE

|     |                                          |
|-----|------------------------------------------|
| 12+ | Countries sourced simultaneously         |
| →   | Import expertise established permanently |



# THE BUSINESS GREW BY REINVESTING WHAT IT LEARNED.

The deepwater period generated more than revenue. It gave PSC a close view of the products, risks and supply gaps surrounding offshore work in India. From 2009, profits were reinvested into specialist products – selecting only those that had set a benchmark somewhere in the world in reducing downtime, improving reliability or enhancing safety.

| 2009<br>KONG GLOVES – A SPECIFIC RESPONSE                                                                                                     | BY 2011<br>"AN ENCYCLOPAEDIA OF SURF"                                                         |
|-----------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"><li>Launched specifically for oilfield environments</li></ul>                                               | <ul style="list-style-type: none"><li>Offshore contractor terminology mastered</li></ul>      |
| <ul style="list-style-type: none"><li>Back-of-hand impact protection</li></ul>                                                                | <ul style="list-style-type: none"><li>SURF project phases understood</li></ul>                |
| <ul style="list-style-type: none"><li>Observed injury pattern on offshore rigs</li></ul>                                                      | <ul style="list-style-type: none"><li>Marine construction consumables stocked</li></ul>       |
| <ul style="list-style-type: none"><li>Not a general safety import – a specific engineering response to an observed injury mechanism</li></ul> | <ul style="list-style-type: none"><li>Indian sourcing and import logistics balanced</li></ul> |

THE BENCHMARK PRINCIPLE – ESTABLISHED HERE, APPLIED EVERYWHERE

PSC did not enter new categories because they looked attractive. It entered them because the work had already shown why they were needed. Bring into India only those products that had set a benchmark somewhere in the world in reducing downtime, improving reliability or enhancing safety.



WHAT EXPERIENCE TAUGHT US

PSC did not enter new categories because they looked attractive. It entered them because the work had already shown why they were needed.

2012 would prove that PSC could operate at scale – simultaneously, across completely different industries.

## A DEFINING YEAR · 2012



## 2012 ONE YEAR. TWO COMPLETELY DIFFERENT WORLDS.

By 2012, Project Sales Corp had moved well beyond supplying individual products. The company was being trusted with technically demanding supply programmes where execution, documentation, scheduling and technical understanding mattered as much as the products themselves. That year demonstrated the breadth of PSC's capability through two assignments that could not have been more different.

## OFFSHORE INFRASTRUCTURE

### LEIGHTON CONTRACTORS HPCL SINGLE POINT MOORING

PSC supported supply associated with the HPCL SPM project, introducing the company to marine construction: a different operating environment from drilling — high tempo, engineering-led, combining marine logistics with offshore scheduling that differed entirely from SURF project support.

Marine construction projects operate at the intersection of engineering, logistics and offshore timing. The supply requirement is specific, time-bound and technically defined.

## HEAVY STEEL MANUFACTURING

### VIZAG STEEL WIRE ROD MILL USD 1 MILLION

During the same period PSC supplied approximately USD 1 million of Molykote products for the new Wire Rod Mill at Vizag Steel. A wire rod mill is one of the most demanding lubrication environments in manufacturing — rolling stands, guides, bearings and mechanical systems operating under extreme load, heat and continuous cycling.

Getting lubricant selection right requires understanding the process, not just the product. This engagement deepened PSC's steel plant knowledge considerably.

PSC

## ENVIRONMENT

**Offshore marine construction — a different operational character from drilling**

## SCALE

**USD 1 million · single rolling mill programme**

## WHAT EXPERIENCE TAUGHT US

*Industrial capability is transferable. The industries may differ completely. Reliability, technical understanding and execution remain universal requirements in both.*

2013 would introduce PSC to a new operational reality: when availability itself becomes the product.

OFFSHORE DRILLING EXPANSION · 2013



# 2013

## WHEN AVAILABILITY BECAME THE PRODUCT.

Offshore drilling rigs cannot call a nearby supplier when an operational item runs short. Every delay affects rig time, personnel schedules and project cost. The supply chain either works — or the rig feels it.

As PSC's involvement with offshore drilling contractors expanded, a recurring pattern emerged. Many of the most frequently requested products were not technically complex. They were operationally essential — consumables, maintenance materials, ropes, soaps, dopes, safety items and the hundreds of ordinary products that keep a drilling rig operational through a campaign.

PSC responded by becoming the only supplier in India stocking the product categories drilling contractors needed most reliably. The products existed — some with vendors in Dubai, some in Singapore, some in Houston — but no one was holding them locally in India. PSC changed that. By 2013 over 100 specialist products were available with PSC India that contractors would otherwise have needed to source internationally. Drilling consumables, operational safety products, specialist maintenance materials — stocked in India, available when the rig needed them, before the urgency became a crisis.

| CONTRACTORS SUPPORTED · 2013 ONWARDS      |                                           |
|-------------------------------------------|-------------------------------------------|
| ● Atwood Oceanics                         | ● Essar Drilling                          |
| ● Transocean                              | ● Hercules Offshore                       |
| ● Noble Drilling (later Paragon Offshore) | ● Greatship · Jindal Drilling (from 2015) |

WHAT EXPERIENCE TAUGHT US

Offshore drilling rewards preparedness. A product stocked before the requirement becomes urgent creates more value than a product sourced after the rig has already waited.

THE ONLY LOCAL STOCK · 2013



By 2015, PSC's offshore reach extended from the east coast to Mumbai High — and the most difficult test was still ahead.

## OFFSHORE EXPANSION · 2015



## KNOWLEDGE TRAVELS BETTER THAN INVENTORY.

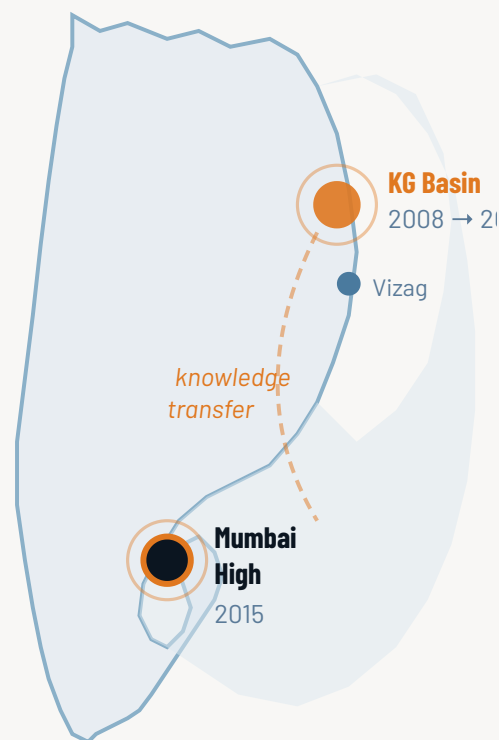
By 2015 PSC's offshore experience had expanded beyond the east coast of India. The company began supporting contractors working in Mumbai High — a different basin, different assets, different contractors and different logistics requirements.

KG Basin had taught PSC the rhythm of deepwater and SURF projects: high tempo, international contractors, complex logistics. Mumbai High was India's most mature producing area — maintenance-intensive rather than project-driven, with established operators and a different procurement character.

What PSC carried from one basin to the other was not inventory. It was understanding. Knowledge of equipment relationships, contractor priorities, documentation requirements and logistics behaviour transferred from KG Basin to Mumbai High and improved performance in both.

Greatship and Jindal Drilling were added to the contractor network in 2015 — expanding the relationship base beyond the KG Basin contractors established in 2013.

### INDIA OFFSHORE BASINS



Knowledge, not inventory, transferred between basins.

#### OPERATIONAL LESSON

*Every offshore engagement increased understanding of equipment, terminology, suppliers, logistics and operational priorities. That understanding compounded. Knowledge gained on one project consistently helped solve challenges on the next.*

Growth brought opportunity. It also brought risk — and what followed would become the most important turning point in PSC's history.

## A TURNING POINT

2015

## THE HARDEST LESSON IN OUR HISTORY.

Every industrial company experiences periods of expansion. Few speak openly about what follows when markets change.

The offshore downturn fundamentally changed PSC. Years of investment in imported inventory, specialist stock and drilling products suddenly became difficult to sustain as drilling activity slowed across India.

Products that had once represented readiness gradually became financial exposure. Some moved slowly. Others expired. The decisions that followed were difficult.

More importantly, the downturn forced a question that would redefine the company.

### ***What part of PSC's capability would remain valuable regardless of market conditions?***

The answer was clear. **Knowledge.** The industrial understanding accumulated through years of supporting demanding projects did not expire when the market changed. It could not be written off, marked down or returned to a supplier.

That insight — that knowledge is the asset markets cannot take away — became the foundation of everything PSC built in the years that followed.

#### WHAT EXPERIENCE TAUGHT US

*The inventory that expired could not be recovered. The knowledge accumulated alongside it could not be taken away. That asymmetry is the reason PSC rebuilt around knowledge rather than restocking shelves.*

#### THE ASYMMETRY

##### WHAT MARKETS TOOK AWAY

- × Imported inventory
- × Specialist drilling stock
- × Products with expiry risk
- × Inventory-based revenue

##### WHAT MARKETS COULD NOT TAKE

- ✓ Offshore equipment knowledge
- ✓ Manufacturer relationships
- ✓ Global sourcing capability
- ✓ Steel and sealing expertise
- ✓ Import logistics knowledge
- ✓ Customer relationships

***Markets change.  
Knowledge remains.***

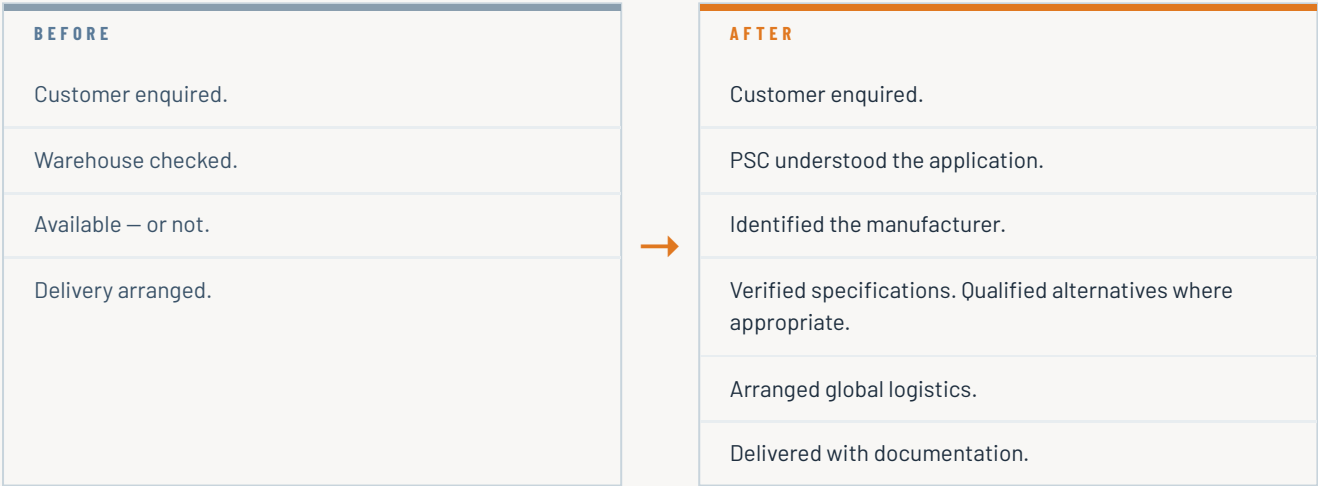


2017

# FROM INVENTORY TO INDUSTRIAL INTELLIGENCE.

The years following the offshore downturn led PSC to reconsider a fundamental question: what if the company's greatest asset was not the products it stocked – but the knowledge it had accumulated?

Customers rarely arrived with perfect information. Sometimes a manufacturer had changed ownership. Sometimes a part number had been superseded. Sometimes drawings were incomplete. Sometimes the original supplier no longer existed. The challenge was no longer finding a product on a shelf. It was understanding the application well enough to identify the correct technical solution – wherever in the world it existed.



That transition – from stock-led supply to knowledge-led industrial procurement – is not a process change. It is an organisational transformation. Knowledge that had once existed mainly through individual experience gradually became a repeatable business capability.

WHAT EXPERIENCE TAUGHT US

*The warehouse remained important. But knowledge became the infrastructure connecting manufacturers, customers and engineering requirements across the world. PSC was no longer limited by what it owned. It became defined by what it knew.*

## SECTION 3

## WHAT TWENTY-FIVE YEARS TAUGHT US.

How experience became organised expertise across industries, systems and manufacturer knowledge

2000 · 2025

## THE SHIFT THAT CHANGED EVERYTHING

## EVERY PRODUCT BELONGS TO A SYSTEM.

A request for a bearing is rarely just a request for a bearing.

Follow it far enough and it becomes a conversation about the pump the bearing supports. Follow the pump and it becomes a discussion about the process that pump serves. Follow the process and the original bearing enquiry has become a question about operational continuity — about what happens to the facility if that pump is not returned to service in time.

That progression — from component to system to consequence — is what PSC learned to navigate over twenty-five years of supporting critical industries.

Early requests focused on individual products. A valve. A sealing compound. A warning light. A hydraulic fitting. Over time it became clear that none of these products existed in isolation. Every component belonged to a larger system, and understanding that system changed everything about how PSC responded to enquiries.

It became possible to interpret incomplete specifications. To understand why a component had failed rather than simply replacing it. To recognise when a technically suitable alternative existed. To communicate with maintenance engineers on their terms rather than from a catalogue.

This is not a philosophy PSC adopted. It is a capability PSC developed — incrementally, through years of working on real equipment in real operating conditions, across industries that had no patience for suppliers who did not understand what they were supporting.

### ENGINEERING OBSERVATION

*The question a customer asks is often not the question they need answered. Understanding the system is how PSC finds the right question — and the right solution.*

### THE SYSTEM PROGRESSION

#### THE BEARING

The component enquiry arrives



#### THE PUMP

The equipment it belongs to



#### THE PROCESS

The system that process supports



#### OPERATIONAL CONTINUITY

What happens if the pump is not returned to service in time?

#### THE PSC DIFFERENCE

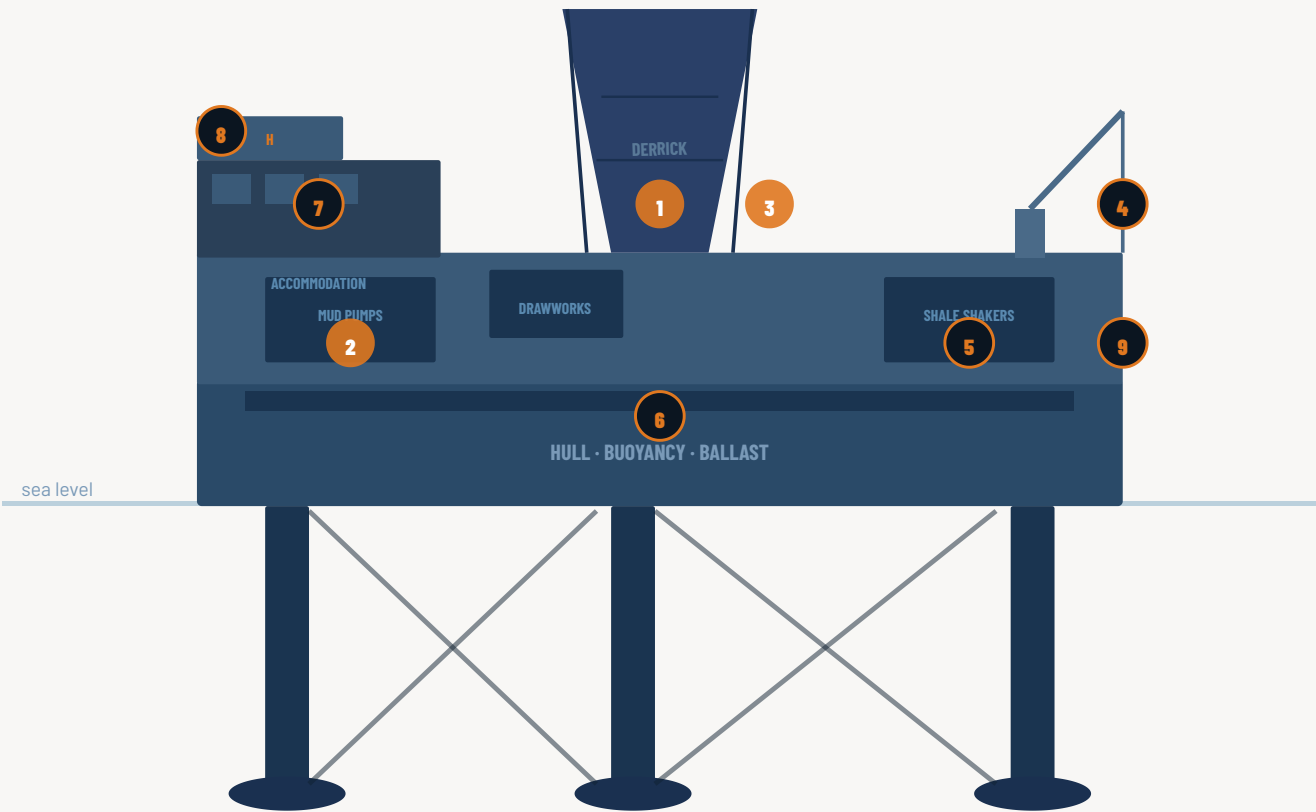
We don't just answer the question asked.

We understand the system before identifying the part.

UNDERSTANDING OFFSHORE DRILLING SYSTEMS

A DRILLING RIG IS NINE SYSTEMS WORKING AS ONE.

Over years of supporting drilling contractors and offshore projects, PSC developed familiarity with the relationships between rig systems. Rather than viewing enquiries individually, the company increasingly understood where each component belonged – and what the consequences of a wrong answer might be for the operation depending upon it.



|                                                                             |                                                                        |                                                                                    |
|-----------------------------------------------------------------------------|------------------------------------------------------------------------|------------------------------------------------------------------------------------|
| <b>1</b> <b>Drilling Package</b><br>Drawworks, top drive, drill string, BOP | <b>2</b> <b>Mud Systems</b><br>Triplex pumps, shakers, centrifuges     | <b>3</b> <b>Well Control</b><br>BOP, kill and choke manifolds, safety valves       |
| <b>4</b> <b>Power &amp; Engines</b><br>Main diesel generators, air starters | <b>5</b> <b>Rotating Equipment</b><br>Pumps, compressors, winches      | <b>6</b> <b>Marine &amp; Ballast</b><br>Watermakers, bilge, ballast systems        |
| <b>7</b> <b>Accommodation</b><br>Galley, HVAC, rescue boat, navigation      | <b>8</b> <b>Helideck Systems</b><br>Aviation lighting, HAPI, perimeter | <b>9</b> <b>Safety &amp; Hazardous Area</b><br>ATEX/IECEx equipment, gas detection |

CASE STUDY · 2020-2024 · CONSTELLATION

OLINDA STAR.

One Rig. Every System. Four Years.

Over four years PSC supported the Olinda Star — a Constellation drilling rig — across every major engineering system on board. What began as individual requirements expanded into a comprehensive rig-wide supply relationship.

CONTRACTOR

Constellation

PERIOD

2020-2024

SCOPE

Rig-Wide Supply

SYSTEMS

9 Domains

| UTILITIES · WATERMAKERS                                                                                                                                                                     | ROTATING EQUIPMENT · PUMPS                                                                                                                                          | COMPRESSORS · AIR SYSTEMS                                                                                                                                                                             |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>OEMS</b></p> <p>Parker, Danfoss, Dow, Plast-O-Matic</p> <p><b>COMPONENTS</b></p> <p>Membranes, HPRA pumps, valve packages, filter housings, seal schedules</p>                        | <p><b>OEMS</b></p> <p>Hamworthy, Allweiler, Omel, SKF, Brayton, Normex</p> <p><b>COMPONENTS</b></p> <p>Centrifugal pumps, bearings, mechanical seals, couplings</p> | <p><b>OEMS</b></p> <p>Atlas Copco, Bitzer, CompAir, Alfa Laval, Jabsco, TDI</p> <p><b>COMPONENTS</b></p> <p>Compressor spares, heat exchangers, impellers, air starters</p>                           |
| WINCHES · LIFTING SYSTEMS                                                                                                                                                                   | MAIN ENGINE · POWER                                                                                                                                                 | INSTRUMENTATION                                                                                                                                                                                       |
| <p><b>OEMS</b></p> <p>EMCE, Ingersoll Rand</p> <p><b>COMPONENTS</b></p> <p>Shaft seals, shuttle valves, diaphragm assemblies, brake boosters</p>                                            | <p><b>OEMS</b></p> <p>MAN Diesel, Envacon</p> <p><b>COMPONENTS</b></p> <p>L27/38 engine spares, lube oil pumps, jet system components, air stop valves</p>          | <p><b>OEMS</b></p> <p>Parker, Allen Bradley, IFM, Detcon, Datcon</p> <p><b>COMPONENTS</b></p> <p>Transmitters, pressure sensors, flow monitors, proximity switches, gas detectors</p>                 |
| WELL CONTROL · BOP                                                                                                                                                                          | MUD SYSTEMS · SHALE SHAKER                                                                                                                                          | MARINE · SAFETY · DECK                                                                                                                                                                                |
| <p><b>OEMS</b></p> <p>NOV, LeTourneau, Lewco, Hi Kalibre, Packard, Sayatva</p> <p><b>COMPONENTS</b></p> <p>Fishing bumper subs, drawworks, triplex pump parts, IBOP kits, BOP fasteners</p> | <p><b>OEMS</b></p> <p>Lewco, Derrick</p> <p><b>COMPONENTS</b></p> <p>Crosshead and fluid end assemblies, shaker screens API 80 and API 100</p>                      | <p><b>OEMS</b></p> <p>Waterjet, Conex, ESAB, Demco, FMC, Ingersoll Rand, Lewis</p> <p><b>COMPONENTS</b></p> <p>Rescue boat spares, flood lighting, welding equipment, valves, deck tools, rigging</p> |
| 1· Failure affects crew welfare and drilling continuity                                                                                                                                     | 2· Each OEM requires different parts knowledge                                                                                                                      | 3· Service duty determines the correct component                                                                                                                                                      |
| 4· Man-rider spares require full OEM traceability                                                                                                                                           | 5· Serial number and build standard must be verified                                                                                                                | 6· Signal type, classification and calibration matter                                                                                                                                                 |
| 7· OEM-critical parts cannot be approximated                                                                                                                                                | 8· Know what may — and may not — be substituted                                                                                                                     | 9· Broad systems demand disciplined verification                                                                                                                                                      |

One rig can teach more than a hundred catalogues.

The Olinda Star taught PSC nine of them simultaneously.

## STEEL · ROLLING MILL KNOWLEDGE

## WHAT TWENTY YEARS INSIDE ROLLING MILLS TAUGHT PSC.

2004 · 2025

Steel knowledge was not acquired from a catalogue. It was built over two decades of working with rolling mills, understanding their economics, observing their failure modes and developing the technical relationships that come only from sustained engagement with a demanding industrial process.

The entry point was lubrication — Molykote products opening rolling mill relationships in 2004. But lubrication was only the beginning. The deeper PSC's involvement, the more apparent it became that the real questions were about campaign life, roll change downtime, product quality consistency and the total cost of a component decision across a rolling programme.

In 2004, PSC began representing Konasol in India — a manufacturer then known as Daewha Alloytech, Korea — producing the full range of specialised rolling mill components: HSS work rolls, TC rings, Kocks rolls, TiC guide rollers and pinch rolls. These are not separate product lines from different suppliers. They are an integrated range from one manufacturer whose engineering capability PSC chose specifically because it had already set benchmarks in rolling mill performance internationally.

What followed was twenty years of market development, technical dialogue and operational learning inside Indian steel plants.

## INDIA TiC GUIDE ROLLER MARKET · TODAY

**~95%**

Market share maintained for over twenty years — built through understanding how TiC guide rollers perform in Indian rolling mill conditions, not through pricing.

*The years spent inside Indian rolling mills — observing roll change procedures, understanding the positions workers occupied during changes and the hazards they faced — directly informed PSC Hand Safety's later work on industrial hand injury prevention in steel plant environments. Knowledge built in one domain does not stay there.*

## STEEL PLANT PROCESS



## KEY INSIGHT

*Steel knowledge and safety knowledge are not separate subjects. In a rolling mill, they are the same subject.*

KONASOL · ROLLING MILL COMPONENTS · PSC INDIA SINCE 2004

# WHERE METALLURGY MEETS MAINTENANCE.

Every rolling mill contains specialised components working together to transform steel into finished product. Understanding where wear occurs, why components fail and how campaign life influences productivity became part of PSC's accumulated knowledge over twenty years.

|                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                 |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>HSS Work Rolls</b></p> <p>High-speed steel work rolls for rod, bar and section mills. Grade selection — HSS, high chrome, semi-HSS — is determined by rolling programme, product mix, stand position and speed regime. Selecting by grade rather than price is an engineering decision that directly affects campaign life and product surface quality.</p>              | <p><b>Pinch Rolls</b></p> <p>Control product tension between rolling passes. Wear resistance and dimensional stability are critical to maintaining process consistency and product dimensional tolerance. Premature wear increases the frequency of changeover and introduces variability into the product.</p> |
| <p><b>TC Rings</b></p> <p>Tungsten carbide rings for wire rod finishing blocks operating at the highest rolling speeds. Extreme wear resistance under demanding conditions of speed, heat and contact pressure. Ring selection is critical to surface quality at final product gauge.</p>                                                                                      | <p><b>Kocks Rolls</b></p> <p>Three-roll reducing and sizing systems for wire rod and bar mills. Product geometry and surface quality are directly influenced by roll condition and the precision of the roll gap. Used in the final sizing passes where dimensional tolerance is tightest.</p>                  |
| <p><b>TiC Guide Rollers</b></p> <p>Titanium carbide rollers for entry and exit guide systems. Extended service life reduces changeover frequency and improves stability of product guidance through rolling passes. PSC holds approximately 95% of this market in India — maintained through understanding of correct installation practice and service life optimisation.</p> |                                                                                                                                                                                                                                                                                                                 |

ENGINEERING OBSERVATION

*Wear is rarely random. It reflects operating conditions, material behaviour and maintenance practice. Understanding this makes component selection meaningful rather than mechanical — and is why the same steel producers have worked with PSC and Konasol for over twenty years.*

## MANUFACTURER KNOWLEDGE · NOT DISTRIBUTOR KNOWLEDGE

## MANUFACTURER KNOWLEDGE.

The difference between a supplier and a knowledge partner is most visible when the standard answer is not available. A supplier checks stock. A knowledge partner understands who makes the equipment, why they make it differently from their competitors, and which of their products is correct for the specific application.

The Olinda Star relationship alone involved more than fifteen manufacturers across nine engineering systems simultaneously. Across twenty-five years of offshore, steel, power and industrial support, that number becomes very large. This is a selection of manufacturer familiarity PSC has developed through real operating conditions — not catalogue review.

| OFFSHORE & MARINE · EQUIPMENT MANUFACTURERS                                                                                                                                                                                                                                                                                                                                                                                                                                               | WELL CONTROL & DRILLING · OEM KNOWLEDGE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>ROTATING &amp; FLUID SYSTEMS</b></p> <p>Hamworthy, Allweiler, Omel centrifugal pumps · Parker desalination systems · Atlas Copco, Bitzer, CompAir compressors · Alfa Laval heat exchangers · Jabsco impeller pumps</p> <hr/> <p><b>LIFTING &amp; DECK</b></p> <p>EMCE and Ingersoll Rand winch systems · Lewis rigging hardware</p> <hr/> <p><b>POWER &amp; PRIME MOVERS</b></p> <p>MAN Diesel main engines · TDI air starter systems · SKF bearings across rotating categories</p> | <p><b>DRILLING &amp; WELL CONTROL</b></p> <p>NOV (National Oilwell Varco) downhole and fishing tools · Packard safety valves · Hi Kalibre IBOP systems · Demco and FMC valve assemblies</p> <hr/> <p><b>MUD &amp; DRAWWORKS</b></p> <p>LeTourneau and Lewco triplex pump components · Derrick shale shaker screens · Envacon air stop valves</p> <hr/> <p><b>INSTRUMENTATION</b></p> <p>Allen Bradley process instrumentation · IFM flow monitors and proximity switches · Detcon gas detection · Parker analytical instruments</p> |
| POWER & RELIABILITY · MAINTENANCE KNOWLEDGE                                                                                                                                                                                                                                                                                                                                                                                                                                               | STEEL & INDUSTRIAL · ROLLING MILL KNOWLEDGE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| <p><b>SEALING &amp; JOINT INTEGRITY</b></p> <p>Birkosil for turbine parting plane flanges · Niel-Seal for hydrogenerator end shields and steam connections · Filling 1000, 2000 and Basic — GE and Siemens approved</p> <hr/> <p><b>VALVE LUBRICATION</b></p> <p>Specialist offshore valve lubricants for gate, plug, ball and subsea valve applications — service conditions, seal material and operating environment determine selection</p>                                            | <p><b>ROLL &amp; WEAR COMPONENTS</b></p> <p>Konasol (formerly Daewha Alloytech, Korea) — HSS work rolls, TC rings, Kocks rolls, TiC guide rollers, pinch rolls. Grade selection determined by rolling programme and product mix.</p>                                                                                                                                                                                                                                                                                                |

*Manufacturer knowledge is not a contact list. It is the accumulated understanding of what each manufacturer makes, why they make it differently from their competitors, and which of their products is correct for a specific application. That understanding is what PSC brings to every enquiry that arrives without a complete answer.*

## TWENTY-FIVE YEARS OF OBSERVATION

## SOME LESSONS CAN ONLY BE LEARNED OVER TIME.

After supporting projects, shutdowns, offshore operations, steel plants, power stations and industrial maintenance programmes for more than twenty-five years, certain observations have remained remarkably consistent. The industries differ. The equipment differs. The technologies continue to evolve. Yet many of the underlying principles remain unchanged.

|    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
|----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 01 | <p><b>Reliability begins long before failure.</b></p> <p>Most equipment failures begin much earlier — through wear, leakage, contamination or small problems that remain unnoticed. Successful maintenance is rarely reactive. It is observant.</p>                                                                                                                                                                                                                                                                                                                                         |
| 02 | <p><b>The lowest purchase price rarely represents the lowest cost.</b></p> <p>A delayed delivery, an incorrect specification or an unsuitable component frequently costs far more than the difference between two quotations. Operations judge procurement by outcome, not unit price.</p>                                                                                                                                                                                                                                                                                                  |
| 03 | <p><b>Documentation is part of the product.</b></p> <p>In offshore energy, pharmaceuticals and regulated manufacturing, technical documentation and traceability are not administrative requirements. They are part of the engineering solution. A product without correct documentation is frequently unusable.</p>                                                                                                                                                                                                                                                                        |
| 04 | <p><b>Every component exists within a larger system.</b></p> <p>A pump belongs to a process. A valve belongs to a pressure boundary. Understanding the surrounding system almost always leads to better decisions than evaluating the component in isolation.</p>                                                                                                                                                                                                                                                                                                                           |
| 05 | <p><b>Knowledge compounds.</b></p> <p>Products change. Manufacturers merge. Part numbers evolve. Industrial knowledge accumulates. Every project adds another layer of understanding that can later be applied to a completely different industry, a different customer or a different engineering problem.</p>                                                                                                                                                                                                                                                                             |
| 06 | <p><b>Expertise is carried by people.</b></p> <p>The accumulated knowledge described throughout this guide does not exist in databases or documents alone. It exists in the experience of the people who have built it — the sourcing and sales team across India, the UAE and Houston, many of whom have been associated with PSC for close to a decade or more. When a customer brings an incomplete enquiry or an urgent requirement with no obvious solution, what resolves it is not a catalogue. It is the accumulated judgement of people who have seen similar problems before.</p> |

SEALING · JOINT INTEGRITY · APPLICATION KNOWLEDGE

WHY JOINTS MATTER.

The smallest joint can determine the reliability of the largest machine.

Large industrial equipment depends upon correctly sealed joints to maintain pressure integrity, operational efficiency and reliability.

Applications such as hydrogenerator end shields, turbine casings, generator housings, pump casings and valve assemblies frequently demand specialised sealing approaches that conventional gasket replacement cannot meet. The machined joint faces are large. The service conditions are demanding. The consequences of inadequate sealing are disproportionate to the cost of the compound itself.

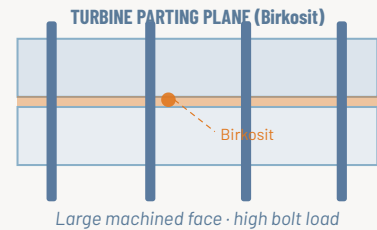
Over many years PSC developed application familiarity through a small number of specialist products, each serving a specific engineering purpose.

| SEALING PRODUCTS · APPLICATION REFERENCE      |                                                                                                                                                                                              |
|-----------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Birkosit                                      | Turbine parting plane flanges and large horizontal joint faces. Selected because the joint demands it — not as a general sealant. Machined surface, high bolt load, thermal cycling.         |
| Niel-Seal                                     | Hydrogenerator end shields and flanged steam connections. Selected by service temperature, pressure and fluid type. Not interchangeable with Birkosit.                                       |
| Filling 1000<br>Filling 2000<br>Filling Basic | GE and Siemens approved compounds for their turbine equipment. OEM approval is not a commercial preference — it is an engineering requirement during warranty-period maintenance and beyond. |
| Arexons                                       | High-temperature silicone for engine and generator housings where thermal movement and chemical resistance are primary selection criteria.                                                   |
| QuikSteel                                     | Metal repair for urgent maintenance where conventional repair is not immediately possible. Application-specific selection required.                                                          |

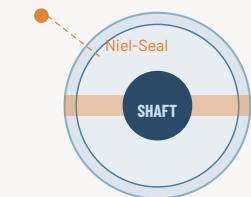
WHAT EXPERIENCE TAUGHT US

The true objective is not selling a sealing compound. It is helping maintenance teams return critical equipment to reliable service — correctly, the first time, without repeat intervention. This page is the single definitive reference for sealing products throughout this guide.

JOINT TYPES



HYDROGENERATOR END SHIELD (Niel-Seal)



THE CONSEQUENCE

A joint sealed correctly during planned maintenance returns equipment to service cleanly. A joint sealed inadequately creates the next unplanned outage.

THE PSC APPROACH

# UNDERSTANDING BEFORE SUPPLYING.

Every enquiry begins differently. Sometimes the customer provides a complete specification. Sometimes only a manufacturer name. Sometimes an obsolete part number. Sometimes a damaged sample. Occasionally only a description of what has failed.

Over twenty-five years, PSC has learned that industrial supply rarely begins with a catalogue. It begins with understanding.

Before identifying a product, it is often necessary to understand:

|    |                                                                                                                                                                                               |
|----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 01 | <b>WHAT EQUIPMENT IS INVOLVED?</b><br>The system context determines the specification – not the other way around.                                                                             |
| 02 | <b>WHAT FUNCTION DOES THE COMPONENT PERFORM?</b><br>Position in the system defines the selection criteria.                                                                                    |
| 03 | <b>HAS THE MANUFACTURER CHANGED?</b><br>Ownership changes, product line consolidations and superseded part numbers are common in every industrial category.                                   |
| 04 | <b>DOES A TECHNICALLY SUITABLE ALTERNATIVE EXIST?</b><br>When the OEM part is unavailable, discontinued or on extended lead time, a qualified alternative may be appropriate.                 |
| 05 | <b>WHAT OPERATING CONDITIONS INFLUENCE SELECTION?</b><br>Temperature, pressure, fluid type, area classification, certification requirements.                                                  |
| 06 | <b>WHAT DOCUMENTATION WILL BE REQUIRED?</b><br>Offshore, pharmaceutical and regulated manufacturing environments require traceability that begins with the manufacturer, not the distributor. |

Only after these questions are understood does product identification become meaningful.

*The objective has never been simply to sell products. The objective has always been to reduce uncertainty.*

**Understand first. Recommend second. Supply third. Support throughout.**

THE APPROACH



THIS APPROACH HAS ENABLED

- Incomplete enquiries resolved to correct specifications
- Obsolete components traced to current alternatives
- International sourcing from 30+ countries
- Offshore, steel, power and pharma industries supported
- Requirements with no obvious solution resolved within days

## SECTION 4

**WHERE EXPERIENCE MEETS CAPABILITY.***Twenty-five years of accumulated knowledge, applied to the requirements that standard procurement cannot resolve*

2000 · 2025

## GLOBAL SOURCING · WHEN STANDARD PROCUREMENT IS NOT ENOUGH

**WHEN STANDARD PROCUREMENT IS NOT ENOUGH.**

The knowledge-led procurement approach described in Section 3 is most visible when customers arrive with requirements that standard channels cannot resolve — obsolete equipment, incomplete documentation, superseded part numbers, discontinued manufacturers, urgent timelines or products never readily available locally.

**CHART RECORDER MECHANISM**

An obsolete spring mechanism for process chart recording equipment had no local source and limited OEM documentation. PSC traced it through technical manuals and international supplier research, identifying a manufacturer still producing a compatible component.

**HELIDECK LIGHTING · OFFSHORE SCHEDULE**

A compressed installation schedule incompatible with standard three-month lead times required certified aviation-grade helideck lighting. PSC coordinated sourcing and logistics to deliver within a four-week offshore window without substituting unspecified products.

**API 20E BSL-3 BOP FASTENERS**

A requirement for higher-specification BOP fasteners in ASTM A320 Gr.L7 with Xylan 1070 coating had no established Indian manufacturing source. PSC worked with Sayatva to develop Indian supply capability for this category — reducing import dependency for subsequent requirements.

**REFRIGERATION COMPRESSORS · OFFSHORE**

A refrigeration system failure required compressor overhaul components unavailable locally. PSC identified a suitable kit from a US supplier and coordinated procurement through Houston. CEVA handled the airfreight. Identification to in-country delivery: completed within days.

**HAZARDOUS-AREA PORTABLE LIGHTING**

Customers working in classified areas required ATEX and IECEx certified portable lighting for Zone 1 and Zone 2 environments. PSC developed sourcing knowledge for certified luminaires — Nightstick — where incorrect product selection carries serious safety and regulatory implications.

**MULTI-COUNTRY SOURCING · SURF PROJECTS**

Large deepwater SURF projects required simultaneous sourcing from multiple countries — at peak, more than a dozen countries in a single campaign. PSC's import infrastructure, built during the KG-D6 years, enabled this without the delays that single-country sourcing would have caused.

*Each example represents a different industry, a different geography and a different type of technical challenge. What they share is the same underlying approach: understand the requirement before attempting to source the product.*

OFFSHORE ENERGY · CAPABILITY

SUPPORTING OPERATIONS WHERE  
DELAY HAS CONSEQUENCES.

Offshore operations combine engineering, logistics, safety and time in ways rarely encountered in land-based supply. Equipment operates continuously. Replacement opportunities are limited. Weather influences access. Marine logistics add complexity.

PSC's offshore capability was not built by studying the industry. It was built by supporting it — through KG-D6 and Helix Energy Solutions from 2008, through years of drilling contractor stocking across Atwood, Transocean, Noble/Paragon and others, through the expansion to Mumbai High in 2015, and through four years of rig-wide support for the Olinda Star and Constellation from 2020 to 2024.

Over fifteen years, PSC developed working familiarity with manufacturers including Parker, Ingersoll Rand, Atlas Copco, NOV, MAN Diesel and SKF across offshore rotating, well-control, utility and safety systems. That familiarity — built in real operational conditions under real time pressure — distinguishes offshore knowledge from offshore interest.

CURRENT OFFSHORE CAPABILITY

- |                                        |                                            |
|----------------------------------------|--------------------------------------------|
| ● Drilling systems and well control    | ● Marine systems and ballast               |
| ● Helideck and aviation lighting       | ● Hazardous-area electrical (ATEX / IECEx) |
| ● Rotating equipment spares            | ● Operational consumables and stores       |
| ● Safety and dropped object prevention | ● SURF and subsea project supply           |

OPERATIONAL LESSON

Offshore capability is built through long-term exposure to operational environments where reliability is expected and response times matter. PSC's offshore knowledge is measured not in catalogues but in years of continuous operational support.

REPRESENTATIVE  
EXPERIENCE

PROJECTS & RELATIONSHIPS

- |                                                                   |
|-------------------------------------------------------------------|
| KG-D6 deepwater development · Helix Energy Solutions              |
| Atwood Oceanics · Transocean · Noble / Paragon · Essar · Hercules |
| Greatship · Jindal Drilling (from 2015)                           |
| KG Basin and Mumbai High expansion                                |
| Constellation / Olinda Star 2020–2024                             |
| Borr Drilling · ADES · Shelf Drilling · Ocean Oilfield            |

DOMAIN KNOWLEDGE

- NOV** Trading partner — authorised parts supply
- Sayatva** BOP fasteners — Indian manufacturing developed
- Nightstick** ATEX/IECEx certified portable lighting
- KONG** Back-of-hand impact protection — oilfield

## POWER GENERATION &amp; HEAVY INDUSTRY · CAPABILITY

## SUPPORTING RELIABILITY IN HIGH-VALUE INDUSTRIAL ASSETS.

Across power generation and heavy industry, maintenance decisions influence equipment availability, outage duration and long-term reliability in ways that procurement decisions rarely fully anticipate.

PSC's experience in this domain began with anti-seize compounds and turbine maintenance in 2000, expanded through sealing technologies and steam-joint applications, and extended into rolling-mill components and specialist valve lubrication across multiple industries.

### POWER GENERATION

Joint integrity determines whether a planned outage succeeds. Turbine horizontal joint sealing, hydrogenerator end-shield applications, steam-system flange assemblies and equipment housing joints all require compounds selected for the specific application. The sealing products and their applications are described in full on Page 24 – the definitive reference for this capability.

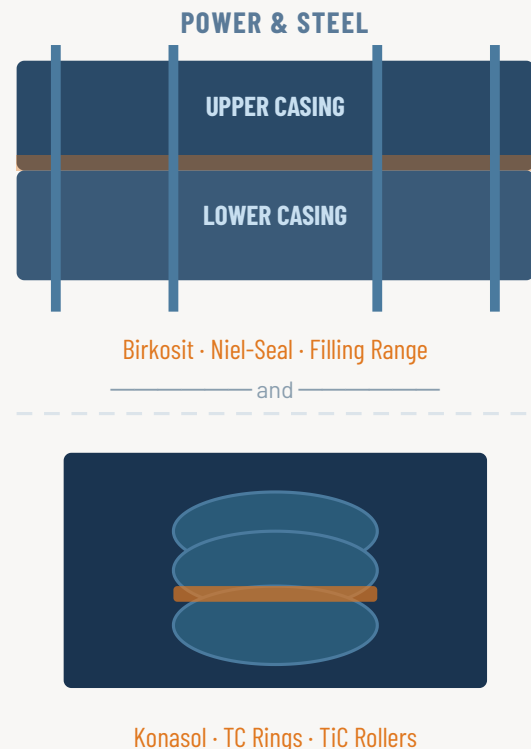
### VALVE LUBRICATION · OFFSHORE

Offshore gate valves, plug valves, ball valves and subsea valve assemblies require specialist lubricants selected for service conditions, seal material compatibility and operating temperature. [valvelubricantsindia.com](http://valvelubricantsindia.com)

### STEEL · ROLLING MILL

HSS work rolls, TC rings, Kocks rolls, TiC guide rollers and pinch rolls – the Konasol portfolio represented by PSC in India since 2004. Described in full on Pages 19–20.

*Return critical equipment to reliable service.  
Correctly. First time. Without repeat  
intervention.*



## ENGINEERED SAFETY · ENGINEERING SAFER WAYS TO WORK

## ENGINEERING SAFER WAYS TO WORK.

Supporting industrial operations over many years revealed recurring patterns of risk across industries and operating environments. The response was not to add more PPE to a catalogue. It was to develop engineering controls that addressed the source of exposure.

| OBSERVED HAZARD                                            |   | ENGINEERED RESPONSE                                                                                       |
|------------------------------------------------------------|---|-----------------------------------------------------------------------------------------------------------|
| Hand in the impact zone during struck-tool operations      | → | Finger saver tools and push-pull poles — hand removed from the zone                                       |
| Worker guiding suspended loads by direct contact           | → | Tag lines and load-guidance poles — control from a safe distance                                          |
| Inadequate lighting in ATEX Zone 1 / Zone 2 environments   | → | Nightstick ATEX / IECEx certified portable luminaires — correct certification for the area classification |
| Dropped objects from elevated maintenance work             | → | Tool tethering and secondary retention — engineering, not instruction                                     |
| Hose failure without restraint in industrial fluid systems | → | Hose restraint systems and spill containment — failure anticipated and controlled                         |

| ENGINEERED HAND SAFETY                                                                                                                                                                                                     | HAZARDOUS-AREA LIGHTING                                                                                                                                                                                                                                           | SUSPENDED LOAD GUIDANCE                                                                                                                                                                                                             |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Finger saver tools, push-pull poles and hand-position control tools for struck-tool and load-handling tasks. The principle: remove the hand from the hazard zone rather than protecting it within the zone.                | Zone-rated portable lighting selected for area classification, certification and operating environment. ATEX and IECEx certification is a legal requirement in classified areas — not a product feature. An uncertified luminaire is a potential ignition source. | Tag lines, load-guidance poles and rigging aids that allow operatives to control suspended loads from a safe distance without direct contact with the load path. Removes the worker from the hazard zone during lifting operations. |
| DROPPED OBJECT PREVENTION                                                                                                                                                                                                  | HOSE SAFETY & SPILL CONTROL                                                                                                                                                                                                                                       | THE PHILOSOPHY                                                                                                                                                                                                                      |
| Tool tethering, netting systems and secondary retention for elevated work. Prevention is an engineering decision. Dropped objects are not accidents when the conditions that produce them are foreseeable and addressable. | Hose restraint systems and spill containment products for industrial fluid management. Hose failures are predictable events. Containment and restraint are engineering responses — not emergency measures deployed after failure.                                 | Engineer the hand out of the hazard. When that is not yet possible, protect it as effectively as the application demands. Knowledge built in rolling mills informed the safety products PSC supplies across industries today.       |

PSC HAND SAFETY INDIA · HAND SAFETY FIRST®

# BUILDING INDUSTRIAL HAND SAFETY KNOWLEDGE.

PSC Hand Safety India was established to develop and distribute specialist engineering controls for industrial hand injury prevention — not as a PPE supplier, but as a knowledge-based safety organisation.

The foundation of that knowledge was practical. Years of working inside rolling mills, offshore rigs and industrial maintenance environments revealed the specific positions, tools and tasks where hand injuries most consistently occurred. Products were developed in response to observed engineering problems, not market surveys.

The Hand Safety First® brand operates as PSC Hand Safety India's published knowledge platform — producing documentation, frameworks and reference material that industrial safety practitioners use alongside PSC's specialist products.

PUBLISHED KNOWLEDGE

HAND SAFETY FIRST® PUBLICATIONS

- Global Hand Safety Report — annual industry reference publication
- HSF Hand Exposure Control Encyclopedia
- Industrial Hand Safety Encyclopedia
- Open Industrial Hand Exposure Control SOP Library
- handsafetyfirst.in · handsafetyfirst.com

Knowledge built in rolling mills. Products designed for offshore rigs. Publications used by safety practitioners across industries. One continuous thread from observation to engineering control to published knowledge.

SPECIALIST PRODUCTS

PSC FingerSaver™

Struck-tool finger protection — removes the hand from the impact zone during slogging and striking operations.

RiggerSafe® Push-Pull Tools

Load guidance from a safe distance — removes the worker from direct contact with the load path during rigging operations.

KONG Gloves

Back-of-hand impact protection developed specifically for oilfield and offshore environments — launched 2009 in response to observed injury patterns.

Nightstick · Certified Lighting

ATEX and IECEx certified portable luminaires for Zone 1 and Zone 2 classified environments — the only legally correct option in many offshore and industrial settings.

THE PRINCIPLE

Engineer the hand out of the hazard. When that is not yet possible, protect it as effectively as the application demands.

INDIA · UAE · HOUSTON

# THREE LOCATIONS. ONE CAPABILITY.

The global accounts managed from Houston — Borr Drilling, ADES, Shelf Drilling, Ocean Oilfield, Constellation — were earned through knowledge built in India over fifteen years of offshore support. The three words on the cover are not a branding decision. They reflect where industrial requirements originate, where manufacturer relationships are held, and where customers operate.

|                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                         |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <div>INDIA · VISAKHAPATNAM</div> <div><b>Project Sales Corp</b><br/>Knowledge Base &amp; Indian Operations</div> <div>Engineering knowledge, technical evaluation and local execution across industrial requirements.</div> <div>projectsalescorp.com</div> | <div>UNITED ARAB EMIRATES</div> <div><b>PSC Gulf FZCO</b><br/>Regional Trading &amp; Distribution</div> <div>Regional distribution and commercial support for the Middle East and Africa.</div> <div>pscdubai.com</div> |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

| <div>HOUSTON, TEXAS · UNITED STATES</div> <div><b>PSC Houston Oilfield Supplies LLC</b></div> <div>Global Accounts · NOV Trading Partner<br/>TS Moly Distribution · Worldwide Shipping</div>                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                      |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <div>GLOBAL ACCOUNTS</div> <div>Global sourcing, OEM relationships and oilfield account support — shipping directly to rigs and operations worldwide.</div> <div><ul style="list-style-type: none"><li>Borr Drilling</li><li>ADES</li><li>Shelf Drilling</li><li>Ocean Oilfield</li><li>Constellation</li></ul></div> <div>SHIPS TO</div> <div>Brazil · Peru · Ecuador<br/>Mexico · Thailand · Vietnam<br/>and worldwide</div> | <div>NOV TRADING PARTNER</div> <div>PSC Houston holds a trading partnership with NOV — National Oilwell Varco, one of the world's largest oilfield equipment manufacturers. Few companies globally are positioned to supply NOV parts. PSC Houston is one of them.</div> <div>Customers with NOV equipment have access to authorised OEM parts with technical knowledge behind the supply.</div> <div>ALSO SERVICES</div> <div>Approximately a dozen specialist industrial resellers worldwide — extending PSC Houston's reach through established local channels.</div> | <div>TS MOLY · SPECIALIST LUBRICANTS</div> <div>PSC Houston distributes TS Moly — a specialist drilling lubricant brand from Houston — to drilling contractors and operations worldwide.</div> <div>2025 · LARGEST MARKET</div> <div><b>Vietnam</b></div> <div><b>USD 278,000</b></div> <div>TS Moly specialist drilling lubricants shipped to Vietnam — PSC Houston's single largest market by value in 2025.</div> |

India holds the knowledge. UAE provides the regional reach. Houston manages the global accounts, holds the NOV partnership and ships wherever drilling contractors operate — from the Gulf of Mexico to the South China Sea.

LOOKING AHEAD · 2025-2050

# THE NEXT TWENTY-FIVE YEARS.

When Project Sales Corp was established on 7 April 2000, industrial procurement looked very different from today.

Technical information was harder to access. Global sourcing required patience and persistence. Communication was slower. Supply chains were less connected.

Over the past twenty-five years, industrial technology has evolved continuously — and it will continue to do so.

Artificial intelligence will reshape the way technical information is analysed. Digital manufacturing will shorten development cycles. Supply chains will become increasingly interconnected and resilient. New materials, new energy systems and new industrial technologies will continue to transform the way critical industries operate.

Yet, despite these changes, some principles are unlikely to change.

Critical industries will continue to depend upon technical understanding.

Engineering judgement will remain essential.

Trusted relationships will still matter.

Reliable execution will always be valued.

These principles have guided Project Sales Corp since its first day of operation. They will continue to guide us as we build the expertise, partnerships and capabilities required for the decades ahead.

TWENTY-FIVE YEARS

Established 7 April 2000

Operations India · UAE · Houston

Countries sourced 30+

Knowledge domains Offshore · Steel · Power · Safety

TiC roller market share ~95% India

**Industrial technology  
will continue to evolve.  
Our commitment to  
supporting critical industries  
will remain unchanged.**

# LET'S SOLVE THE NEXT CHALLENGE TOGETHER.

For more than twenty-five years, Project Sales Corp has supported organisations operating in environments where reliability, technical understanding and dependable execution are essential.

Whether your requirement involves global sourcing, offshore operations, power generation, steel manufacturing or engineered safety solutions, our objective remains unchanged.

- Understand the requirement.
- Identify the right solution.
- Deliver with confidence.

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