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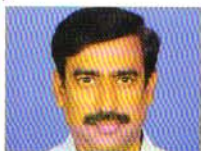
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PROFILES



During economic recession, the competition within the industry grows and one needs to face financial challenges with regard to timely realisation, but we are prepared to face and overcome it

**-Y Srinivas Reddy,
Managing Director,
Bevcon Wayors**



Always Ready to Face-off

About Bevcon Wayors

Bevcon Wayors is two decades old material handling equipment manufacturing firm based in Hyderabad with pan India presence. The company provides concept to commissioning solutions and execute turnkey projects for all material handling applications, and also has two ISO certified manufacturing units streamlined backend process through SAP Integration, in-house development of IT services and Software for project planning, design, execution and monitoring. Bevcon Wayors has credit of developing and innovative material handling equipment through in-house engineering research division and with association of foreign technological collaborators.

"Bevcon Wayors strongly believes, that people and process are engines for the organisation growth and the company has incorporated best of HR practices in place and average age group of employees is 29 years making it most dynamic and vibrant," comments Y Srinivas Reddy, Managing Director, Bevcon Wayors Pvt. Ltd.

Past Performance

According to Mr. Reddy, "Bevcon Wayors is profit making company from the inception and have grown at CAGR rate of 40 per cent since 2006. Last year sales turnover was ₹ 182 crore."

Talking about the strength of the company, Mr. Reddy said, "Discipline, performance and integrity is top in the organisation agenda. Due to strong fundamentals inherited from the inception, The company has achieved significant growth in all the fields of project management and executed so many first of kind projects in India."

Good Order Booking to Execute

Denying on the facts of any major shortcomings in the Indian market, Mr. Reddy comments, "As such there are no major shortcomings that the company has faced from last one year accepting the fact of sluggishness in the Indian markets. For the various reasons financial realisations have become little tough. Otherwise, we have very good order booking to execute."

Ever Ready

According to Mr. Reddy, "Since inception, the company has never faced serious difficult situations. India is vast country with abundant potential for growth in every sphere of the market. Incidentally, Bevcon Wayors made its presence felt by excellent engineering skills in every segment of material handling line."

Sharing his approaches that helped the company to perform well, he said, "During economic recession, the competition within the industry grows and one needs to face financial challenges with regard to timely realisation, but we are prepared to face and overcome it."



Circular Motion Screen

Discussing the company's strategies to deal with various economic adversities, Mr. Reddy said, "Bevcon Wayors gives topmost priority for the operational effectiveness in every field and strategic groups always works tirelessly in addressing and resolving the issues of rise in costs and controlling the costs. we have strong budget control teams in place for the every area by which we are in a position to control or minimise the damages instantly."

Latest Initiatives

To reach vision targets of ₹ 500 crore turnover by 2015, Bevcon Wayors has re-structured total organisation, appointed senior management personnel like COO, CFO in place and de-centralisation of the functions have taken place. Apart from this, the company has introduced PMS (performance management system) across the organisation to evict the best human talent and to focus more on performance and created three clear business verticals in the organisation, which are projects, products and pollution control equipment.

"As far as technology is concerned Bevcon Wayors strongly believes in innovation and the company has in-house engineering research department which develops 8-10 new material handling products every year. In fact they are the lifeline for organisation's growth and make the company absolutely competitive in the market," Mr. Reddy adds.




Double-Roll-Crusher

The company has also signed collaborative agreement with Poland based company in developing stockyard equipment in India apart from new association with Spanish company in developing pneumatic handling systems.

Success Mantra


Mr. Reddy outlines the success mantra as:

- Customer satisfaction is top in agenda
- Dedicated & talented manpower
- Discipline, performance and integrity across
- Operational effectiveness is prime factor
- Innovation in every sphere of activity.




Hi - Tech Industries





CRANE AND HOIST MANUFACTURER



Why Hi-tech Cranes:

- Hi-Tech recommends concept to commissioning attitude for installation of EOT cranes and hoists.
- Hi-Tech checks application, utilities and working atmosphere before ordering stage through across the table discussion in amicable atmosphere.
- Hi-Tech uses reputed make sub-assemblies for betterment of design, easy availability throughout world market and long life of the equipment. Hi-Tech produces zero maintenance cranes & hoists
- Hi-Tech provides maintenance manual covers sectional drawings, list of spares with their part Nos., describes routine maintenance, Do & Don't, lubrication details, Electrical Wiring Diagram and Trouble shooting chart for ease of maintenance.
- Hi-Tech covers preventive maintenance part in the manual which boosts more than 10 years maintenance free products



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