

WE WILL START THE CONSTRUCTION OF OUR THIRD MFG UNIT BY DEC 2013

... says Y Srinivas Reddy, Managing Director, Bevcon Wayors Pvt Ltd, in an exclusive interview with ELIZA WAGHMARE

How do you view the crushing and screening equipment industry in India? What according to you will be the growth scenario in coming years?

The crushing and screening equipment industry is the backbone of the bulk material handling industry. Currently, the Indian industrial growth is in very slow phase, but there will be an ample scope in the coming future.

With regards to the current market scenario, what efforts are needed from the government for its growth?

The Indian government has to put in lots of efforts towards improving the current situation. The government should identify the root cause of any problem, and accordingly analyse the present concerns, implement corrective action on priority, fast track the clearance of projects in a transparent manner and give banks a free hand to re-structure the current loans, among others.

Please brief us on your existing manufacturing facilities?

Bevcon Wayors has two ISO-certified manufacturing units, wherein raw material to finished product takes place in one single roof. The manufacturing units are supported by the latest added plasma cutting machines, in-house development of IT services and software for project planning, design, execution and monitoring. The company develops material handling equipment through in-house engineering research division and with association of foreign technological collaborators.

Do you have any further plans to expand your existing facility?

Yes, we have plans to expand our manufacturing base by building a third manufacturing unit at Cherlapally, Hyderabad. It is a phase-II project with total investment of Rs 10-15 crore. The new unit will manufacture stackers and reclaimers, sandwich conveyors as well

as material handling components. Charita Engineers is the civil contractor, whereas A K Interiors is the interior decorator for this project. It is expected to start by December 2013 and is planned to be completed by mid 2015.

Could you brief us on some of your recently launched crushing and screening equipment in the Indian market?

Bevcon Wayors manufactures various types of crushing and screening equipment that are standard in nature. In the crushing segment, all our crushers are primarily used for coal, lignite and lime applications. They are classified as primary, territory and secondary crushers. The types of crushers manufactured by Bevcon Wayors include hammer mills, reversible impactors, ring granulators, single and double roll crushers, pulverizers, etc.

With regard to screening equipment, we have a wide range of equipment including circular motion, linear motion, banana, flip flow, multi deck sizers, etc. These equipment are used for coarse, medium and fine-sieving applications of any material. We also have one of the world's patented technologies for flip flow screen, which will be used for screening of very high moisture materials. We have technology collaborations with FLEXIMAT of Austria and ROLLIER of Spain. The crushers and screens are designed and manufactured with high reliability factors with lowest Life-cycle Cost (LCC).

What is the potential for these products? Who are your targeted audience?

The potential for crushing and screening equipment is abundant in the Indian market. The scope is so vast



that no single manufacturer of screens or crushers can deliver the solutions to the total industry.

Bevcon Wayors provides crushing and screening equipment for thermal power sector, but the screening equipment is developed for all critical screening applications of various bulk materials across the industry.

What are your efforts in terms of R&D and safety?

On an average, we develop about 10-12 new products in a year. This year, we are seriously exploring an innovative material handling equipment called sandwich conveyor to introduce it to the Indian coal mining industry. The equipment will eliminate the use of conventional trucks, minimise the environmental degradation and will bring down the operational cost drastically. It is a unique concept ever tried in the Indian mining industry. We are also seriously exploring to get registered with the DoD IT Standards Registry (DISR) as an R&D hub.

Has Bevcon Wayors entered into any new tie ups?

Yes, recently we have signed two new joint venture agreements with Nanjing Air Conveying Systems Co Ltd and Bafang steel structures.

Nanjing Air Conveying Systems Co Ltd in China provides technology transfer and co-operation in the areas of high capacity long distance pneumatic conveying systems. Our association with them will boost our market presence in the areas of high temperature, high capacity and long distance applications of fly ash, blast furnace dust, etc.

Bafang steel structures supplies

space frame steel structures, circular and linear storage sheds, which are high in demand in the Indian market. Bevcon's association with Bafang will mark a difference in giving complete solutions to the Indian stock yard application in the form of supplying the stackers and reclaimers.

Who are your major clients?

Bevcon Wayors had an opportunity to associate with various infrastructure projects. Some of our major clients include Bharath Oman Refinery Ltd (BORL), BHEL, Tata Steel, Harsco, Abhijeet Infrastructure, to name a few.

Do you have presence in the international market?

We have presence in the countries of Southeast Asia, the Middle East and Africa. We are present internationally through our associations with Tata Steel, Dangote Group, Delmonte, Metso papers Ltd, Phenoix Co, Euroasiatic Machinery, Malabon Oil and Soap Industrial Co and Vadvat.

How was the year 2012 in terms of business? What are your expectations in the coming years?

Last year, our performance was good in spite of various market challenges. We have achieved highest ever turnover in the last year, even though the company's main source of business comes from the power sector. We have also generated businesses in the material handling segments.

Can you take us through the company's vision and future plans for the next five years?

We have achieved significant growth in all the fields of project management and have executed many first-of-kind projects in India. To reach our vision target by 2015, we have created three clear business verticals – projects, products and pollution control equipment.

units meet high demands for mobility both on site and on the road. Available on crawlers, they are compact, very stable and of low weight. Since the different units are compatible with each other, it is easy to combine two, three or more units, depending on the fractions required.

Additionally, mobile crushing plant are the portable crusher equipment for mining process of stone crushing that can bring many conveniences to customers.

Opportunities

The Indian economy is getting bigger and better and the need for more robust and vast infrastructure is inevitable. Spanning from roadways to airways, ports to airports and power production facilities, the

Indian infrastructure segment is the thrust for the development of the nation, and hence the crushing and screening equipment market, which survives on these infrastructure projects, has seen a rapid growth in India in recent years. Many companies play a major role into this sector by providing with their crushing and screening equipment to the rising projects in the Indian market. Some of these players include Taurian Engineering, NAWA Engineers, Sandvik Construction, Terex India, TIL Ltd, etc.

Speaking about the opportunities in this industry, terex's Parthi adds, "For the long term, there can be a demand for dual power equipment, which needs electricity to run it. Thus, we expect the government to pro-

vide power in the remote areas, in order to meet the growing demands from the customers."

The demand for crushing and screening equipment has risen, due to the growing demand for aggregates and road-based material. The equipment mounted on mobile stations, both on wheels and track, have higher acceptance due to the ease of setting up and dismantling a plant in a short time.

Roads and Highways

Roads are a major mode of transportation in India today, as they carry almost 90 per cent of the country's passenger traffic and about 65 per cent of its freight. In fact, recently the National Highways Authority of India (NHAI) has circulated its annual qualification list for



2013, which is a great opportunity for all the crushing and screening equipment industry. Besides, the Punjab government has launched a programme of Rs 13,000 crore to connect all major cities and towns in the state with 650 km of 4/6 lane expressways.

The World Bank has lined up \$4.83 billion loan to India for the next five years as a part of the assistance programme to help boost economic development across the country. The majority portion of the fund will be allocated to India's road and rail infrastructure.

The Pradhan Mantri Gram Sadak Yojna (PMGSY) will get an

investment of \$1.5 billion for Mumbai Urban Transport Project phase-II and \$1.8 billion for state highway projects in the states of Assam, Himachal Pradesh, Andhra Pradesh, Punjab, Odisha and Karnataka. Many of the banks are pushing for 'Green Highways' for extending loans for road infrastructure in the case of hilly states.

The Cabinet Committee on Infrastructure (CCI) has recently approved an investment proposal for the development of four laning of Rajsamand-Bhilwara section of NH758 and two laning with paved side shoulders of Salasar-Haryana Border section of NH65 in

Some of the upcoming power projects

Company	Plant	Capacity	Location
Ansaldo, Italy	Farakka Super Thermal Power Station	2x500 MW boilers and auxiliaries	West Bengal
Narmada Hydroelectric Development Corporation	Hydro Electric Project	8x125 MW	Narmadanagar, Madhya Pradesh
Bechtel Corporation, USA	Combined Cycle Power Plant	1,480 MW	Dabhol in Maharashtra
Bharat Heavy Electricals Ltd, Noida	Guru Hargobind Thermal Project	2x250 MW units (Stage-II, Units 3&4)	Bathinda, Punjab