

152
Projects

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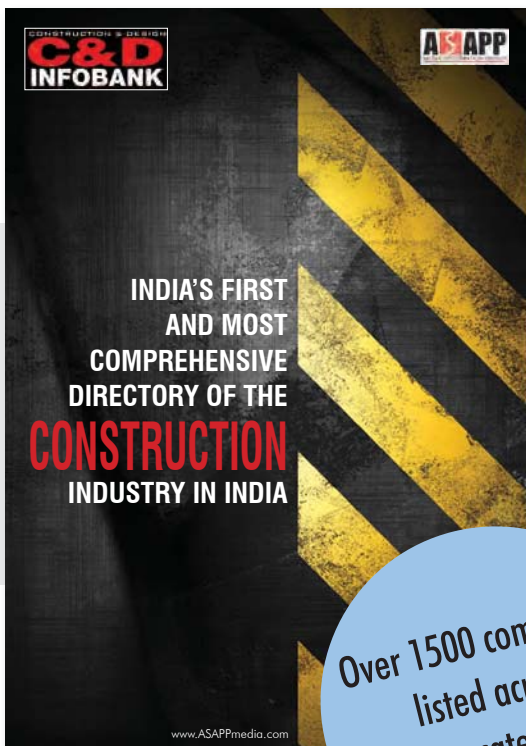


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Sno	Organisation	Project Title / Details	Location	Budget*	Contacts	Sector
47	Hyderabad Metropolitan Development Authority	Plans to set up habitat centre spread over 11 acre of land in Khanamet, Hyderabad. The Hyderabad centre will promote Heritage & Art of Hyderabad and the region.	Hyderabad Andhra Pradesh	266.00	Ramakrishna, PRO, Block 'A', District Commercial Complex, Tarnaka, Secunderabad - 500017. Andhra Pradesh. T: 040 27003313, F: 27001880, M: 09849909799	Tourism
48	Government of Rajasthan, Local Self Govt Department	Plans development of iconic gateway and bus stand project at Nathwara under PPP swiss challenge system. Bids were recently invited.	Nathwara Rajasthan	14.00	K K Sharma Additional Chief Engineer, G-3, Rajmahal Residency, Near Civil Lines, Railway Crossing, Jaipur, Rajasthan. T: 0141-2222469, F: 2222403. M: 9829194003, (R K Paliwal, Chief Engineer)	Tourism
49	Government of Karnataka, Urban Development Department	Plans to construct a bus stand on 2.76 acre of land for the Karnataka State Road Transport Corporation (KSRTC) in Udupi under the second phase of Karnataka Urban Development and Coastal Environmental Management Project (Kudcemp)	Udupi Karnataka	NA	Jagadeesha Chandra, Chief Engineer, Urban Development Department, Room No. 428, Vikasa Soudha, Bangalore, Karnataka. T: 080-22223027, 22035164, 163, jagadeeshachandra@gmail.com (Manjunath Prasad, MD)	Transport
50	Kochi Metro Rail Ltd (KMRL)	The Phase-II work is on for Kochi metro. RITES is appointed to conduct a feasibility study of the phase-II of development of metro lanes. This would be ready in 8 months.	Kochi Kerala	NA	Reshmi CR, Sr Comm Mgr, Revenue Tower, Park Avenue, Kochi-682011. T: 0484-2380980, 2350355, F: 2380686, M: 09446418222, reshmi@kochimetromail.com	Transport
51	Narmada Water Resources, Water Supply and Kalpsar Department	NABARD has sanctioned Rs 175.74 crore to Gujarat under RIDF-XIX. The funds would be used for construction of lift irrigation facility consisting of a 32.90-km pipeline for transmission of 200 cusecs of water in Mehsana district. After completion, it would provide additional irrigation to 6,000 hectare. So far, primary activities including pumping, pipe fabrication are under execution. The completion is targeted by September 2014.	Mehsana District Gujarat	190.00	M R Patel, Superintendent Engineer, Narmada, Water Resources, Water Supply and Kalpsar Department, Block No.9, 1st Floor, Sashivalay, Gandhinagar. T: 079-23254218, F: 23251708, ce-nwrs@gujarat.gov.in	Water Sector
52	Madhya Pradesh Jal Nigam Maryadit	Plans to execute multi village rural water supply scheme at Mehandwani, Dindori District. The project includes 3.60 MLD treated water supply from river Narmada to 45 villages.	Dindori Madhya Pradesh	45.73	Sudhir Kalra, GM, IInd Floor, D-Wing, Vindhyaachal Bhavan, Bhopal-462004, T: 0755-2579035, 2579874, F: 2579873, M: 09977665366, mpjal-nigam@gmail.com (SK Mishra, MD)	Water Sector
53	CPWD	Plans construction of IWT Ro Ro terminal at Dhubri in Assam. Completion period: 30 days.	Dhubri Assam	39.34	P C Mathur, Superintendent Engineer, Guwahati Central Division, Guwahati - 21, Assam. T: 0364-2225124	Water Transport
Contract Award (Sno. 54 to 66)						
54	IVRCL Ltd	Bagged an order from MP Audyogik Kendra Vikas Nigam Bhopal Ltd for construction of external and internal road network, drain and culverts, internal water distribution with transmission substation, landscaping and site office at industrial area at Bagroda.	Bhopal Madhya Pradesh	61.39	Sainanda Naidu, Manager-Business Development, MIHIR, 8-2-350/5/A/24/1B, Road #2, Panchavati Colony, Banjara Hills, Hyderabad - 500034. T: 040-30931111, F: 23356693 (E Sudhir Reddy, CMD)	Construction
55	Bevcon Wayors Pvt Ltd	Bagged an order from Orient Cement Ltd for design, engineering, manufacturing, supply, erection & commissioning of multiple trough belt conveying system (approx. 6.7 Km) for handling lime stone and for multiple flat belt conveying system (approx. 5 Km) for handling finished product cement bags at Chittapur in Karnataka. The completion is likely by July 2014.	Chittapur Karnataka	27.50	Mohammed Shabbir Khan, Deputy Manager - Corp Comm, H-11, IDA, Uppal, Hyderabad-500039. T: 040-27201956,59, 27207967-68, F: 27208279, M: 08885564075, shabbir.khan@bevconwayors.com	Material Handling

*Figures are approximate (₹. Crore)

Sno	Organisation	Project Title / Details	Location	Budget*	Contacts	Sector
56	Bevcon Wayors Pvt Ltd	Bagged an order from Bhubaneswar Power Pvt Ltd for design, engineering, manufacturing, supply, erection & commissioning of coal handling plant for 130 MW thermal power plant at Anantpur. Completion by August 2014.	Cuttack Orissa	33.20	Mohammed Shabbir Khan, Deputy Manager - Corp Comm, H-11, IDA, Uppal, Hyderabad-500039. T: 040-27201956,59, 27207967-68, F: 27208279, M: 08885564075, shabbir.khan@bevconwayors.com	Material Handling
57	Pipavav Defence and Offshore Engineering Company Ltd	Bagged order from ONGC in association with Larsen and Toubro (L&T). The contract includes survey, design, engineering, procurement, fabrication, transportation, jack-up, hook-up, testing, certification/inspections, pre-commissioning, start-up and commissioning of entire facilities.	NA	1152.00	Sushoban Chaudhary, Vice President (Business Development) & Project Head, SKIL House, 209 Bank Street Cross Lane, Fort, Mumbai-400023. T: 022-66199000 F: 22696022	Oil and Gas
58	Ashoka Buildcon Ltd	Bagged an order from Maharashtra State Electricity Distribution Company Ltd for electrification work for Mahavitaran infrastructure plan Phase II on turnkey basis.	Maharashtra	494.50	Vyom Shrivastava, CCM, Ashoka House, Ashoka Marg, Nashik - 422011. T: 0253-3011705, F: 2422704, vyomshrivastava@ashokabuildcon.com	Power
59	Essar Projects (India) Ltd (EPL)	Bagged an order from Jamnagar Municipal Corporation for construction of a 70 MLD Sewage Treatment Plant (STP) and its allied infrastructure along with operation of the plant for 15 years. Completion period is of 2 years.	Jamnagar Gujarat	NA	Jatin Aggarwal – Corp Communications, Essar Technopark, Tower 2 off BKC, LBS Marg, Kurla (W) Mumbai - 400070. T: 022-67335000, M: 09930136303, jatin.aggarwal@essar.com (Mike Barton, Regional Director)	Sewage Treatment
60	IVRCL Ltd	Bagged an order from Krishna Bhagya Jala Nigam Ltd for survey, investigation, design, supply, erection, testing and commissioning of metallic volute pumps coupled to HT motor at proposed Koppal second lift head works on turnkey basis. Completion period is of 36 months.	Koppal Karnataka	386.45	Sainanda Naidu, Manager-Business Development, MIHIR, 8-2-350/5/A/24/1B, Road #2, Panchavati Colony, Banjara Hills, Hyderabad - 500034. T: 040-30931111, F: 23356693 (E Sudhir Reddy, CMD)	Water Sector
61	Shriram EPC Ltd	Bagged an order from Public Health Engineering Department (PHED) Rajasthan for regional water supply work for villages under Chambal Dholpur Bharatpur project.	Dholpur Rajasthan	92.00	Paneer Selvam, GM (Projects), RA Building, Rukmani Lakshmi pathy Salai, Egmore, Chennai - 600008. T: 044-49005555, F: 49005599, paneerselvam@shriramepc.com	Water Sector
62	Shriram EPC Ltd	Bagged an order from PHED, Rajasthan for execution work of intake pumping station, treatment plant, pumping station with associated civil, electrical and mechanical work for Shaygarh water supply project.	Shaygarh Rajasthan	47.00	Paneer Selvam, GM (Projects), 1st Floor (Northern Wing), RA Building, Rukmani Lakshmi pathy Salai, Egmore, Chennai - 600008. Tamil Nadu. T: 044-49005555, F: 49005599, paneerselvam@shriramepc.com	Water Sector
63	IVRCL Ltd	Bagged an order from PHED, Ajmer for Cluster work Scheme of 205 villages of Asind Tehsil along with augmentation of UWSS of Asind town from Haripura Chouraha head works under Chambal-Bhilwara water supply project Phase II with operation and maintenance for 10 years. Completion period is of 36 months.	Ajmer Rajasthan	249.00	Sainanda Naidu, Manager-Business Development, MIHIR, 8-2-350/5/A/24/1B, Road #2, Panchavati Colony, Banjara Hills, Hyderabad - 500034. T: 040-30931111, F: 23356693 (E Sudhir Reddy, CMD)	Water Sector
64	IVRCL Ltd	Bagged an order from PHED, Jodhpur for works related to supply of water from Ujla, Madwa, Bhaniyana, Bhikodai, Swamiji KD and Falsoond Head words of Pokaran-Falsoond-Balotra-Siwana lift project to cluster distribution system of 106 villages and infrastructure development of Pokaran town. Completion is of 24 months.	Jodhpur Rajasthan	143.50	Sainanda Naidu, Manager-Business Development, MIHIR, 8-2-350/5/A/24/1B, Road #2, Panchavati Colony, Banjara Hills, Hyderabad - 500034. T: 040-30931111, F: 23356693 (E Sudhir Reddy, CMD)	Water Sector

*Figures are approximate (₹. Crore)

Bevcon Wayors



Bevcon Wayors specialises in new generation material handling equipments like steep angle cleated belt conveyors, air supported belt conveyor, sandwich type high angle conveyors, cost effective pollution free pneumatic conveying systems, special flip flow screens for high moisture material screening applications, high efficient sugar graders, fines screening and crushing equipments, stockyard equipments like radial & liner stackers & reclaimers etc., which will cater the needs across material handling applications like raw material handling systems for cement, steel plants, fuel handling systems for coal and biomass based power plants, in-plant material handling systems, ferro alloy plants, sugar, lime coke handling systems etc.

Y Srinivas Reddy, Managing Director, Bevcon Wayors Pvt Ltd shares his views with **Sandeep Sharma** about his company, product offerings to the power sector, core competencies, distribution network, energy efficient solutions, power sector challenges and steps needed to meet growing demand for power. Edited excerpts...

Tell us about your company, product offerings for the power sector and your core competencies?

Bevcon Wayors is two decades old and one of the leading Material Handling Equipments manufacturing firm based in Hyderabad with pan India presence. We provides concept to commissioning solutions and execute turnkey projects for all material handling applications. We have come a long way to achieve a turnover of Rs 200 Cr. for the FY 2012-2013 with over 300 employees and establish ourselves as a premium brand in bulk material handling industry in medium enterprise segment. In Bevcon Wayors we strongly believe People and Process are engines for the organization growth we have incorporated best of HR practices in place and our average age group of employees is 34 yrs making it most dynamic and vibrant. We are involved in virtually every facet of the bulk material handling and processing solutions. We have 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 is known for developing innovative material handling equipments through in-house engineering research division and with association of foreign technological collaborators. The company offers vibro feeders, crushers, screens, all types of conveyors, dust collectors, pneumatics conveying and apart from standard conventional material handling equipments. Bevcon Wayors

specialises in new generation material handling equipments like steep angle cleated belt conveyors, air supported belt conveyor, sandwich type high angle conveyors, cost effective pollution free pneumatic conveying systems, special flip flow screens for high moisture material screening applications, high efficient sugar graders, fines screening and crushing equipments, stockyard equipments like radial & liner stackers & reclaimers etc., which will cater the needs across material handling applications like raw material handling systems for cement, steel plants, fuel handling systems for coal and biomass based power plants, in-plant material handling systems, ferro alloy plants, sugar, lime coke handling systems etc.

Further, Bevcon's turnkey solutions include custom design, manufacturing, installation and servicing of bulk material handling equipment. A majority of these equipments are manufactured at Bevcon's facilities itself which provide customers greater flexibility for custom designs suitable as per their requirements

How did your company fare in FY2012-13 in terms of business generated and your expectation from the current financial year?

2012-13 was really good for Bevcon we have not been effected with slow down since we could able to realize few critical projects and sales was reasonably good, in fact we have achieved highest ever turnover in the last year.

How is the power sector response to your products & services? What level of product customization do you undertake for power industry?

Material Handling plays a vital role in process industry mainly Power sector, material handling systems are back bone of the industry performance. We specialize more in layout engineering of the plant and standardization of material handling equipments to client needs and supplying reliable equipments and render services from concept to commissioning. Bevcon proudly can declare that we are the only organization who has total product basket of equipments required for power plant needs like:

- Layout engineering
- In-house manufacturing capabilities of all types of conveyors, feeders, Idlers, Pulleys, Crushers, Screens, Stackers, Reclaimers, Storage Sheds, Dust Extraction and Pneumatic Conveying Systems which are critical equipments needed for Power Plant operations.

Could you share with us your details about your clientele in the power sector as well as the major power projects you are associated with?

We have executed more than 1500 captive / co-gen power projects across India to name a few:

- Solid Fuel Handling System for 3x33 MW Power Plant (Bharath Oman Refinery Ltd) through BHEL.
- Coal Handling System for 4x61.5 MW Power Plant at Abhijeet Infra Ltd.
- Coal Unloading & Handling System for 150 MW Power Plant at FACCOR.
- Coal Handling with Track Hopper System for 120 MW Power Plant at IMFA.
- Coal Stacking & Coal Handling System for 120 MW Power Plant at Jal Siddhi.
- Coal & Pet coke handling system for 3 X63 MW Power Plant at Ind Bharat.
- Coal Handling System at GVK Coal (Tokisud).
- Coal & Lignite handling system for 1 X 37 MW Power Plant at Dalmiya Cement.
- Coal & Limestone handling system for 2 X 35 MW Power Plant at Kamachi Power.

And many more power plants like: Cauvery Power, Shri Girija Alloy & Power, ITC Ltd., Dalmiya OCL, BLA Power, Reliance Power etc....

In case of bulk material handling products and solutions, could you talk about the features of any of your leading product widely accepted by the power industry?

We have number of unique and customized products which are very crucial for Power Plant operations. Few such products and solutions are:

- **Flip Flow screens** - we manufacture these screens under collaboration with Austrian firm these screens are capable of screening high moisture (30-40%) coal so effectively by which there is no interruption for plant operation when the moisture levels in the raw material goes up.
- **Crushers** - we have crushers which are highly efficient in operation and less power consumption and fitted with high wear resistant liners and beaters.
- **Steep Angle Conveyors** - where there is space constraints

exist in layout we widely use these conveyors which will lift material vertically (90 degrees) unlike conventional conveyors have limiting angle of conveying 16-18 degree max.

- **Vibro feeders** - we have In-house developed mechanical Vibro feeders which are fitted with world renewed unbalance motor supplier from Germany which makes the product is so reliable consumes less power and doesn't need any lubrication for life time.
- **Engineering** - we have specialized application engineering teams who provides best possible solutions to the project needs, we strongly believe layout engineering is most crucial aspect of power plant engineering which has impact on cost economics of the total project.
- **Pneumatic Conveying** - we have exclusive vertical which caters the needs of fly ash handling applications in the power plant by which is environmental friendly, and flexible in transportation of material within or outside the plant it can carry the material for long distance and more over cost effective.
- **Dust Extractions Systems** - Our dust extraction systems are most effective and reliable in operation and fulfill the most of the Indian states statutory compliances.

How far your products are energy efficient? In percentage terms, what can be the overall savings in operational cost?

We give lot importance to the energy conservation, most of the equipments what we engineer and manufacture on average consumes approximately 10-12% less power consumption.

What are the core challenges faced by the Indian Power sector as of now?

Indian power sector is really going through turbulent times one side there is wide gap in production Vs consumption leading to short of power for utilization. The reasons for this situation can be many but major are:

- No assured fuel linkages to the power projects leading to uncertainty and cost escalation of the projects leading to delays of project executions.
- Delay in project execution and fuel cost variations are leading enhanced cost of productions are not promptly supported by financial institutions leading to companies are pushed to debt trap.
- Clarity is missing in coal mining and power purchase agreement policies leading to tremendous amount of delays in project clearances.
- Environmental clearances, land acquisitions and scams are big barriers for power sector growth.
- Lack of proper Grid infrastructure and connectivity leading to power losses in transmission

How big and efficient is your distribution network and supply chain management?

As organization we have regional offices across India which caters to the services like Sales & Marketing, Project Management and construction teams and some of the regional offices have application and design engineering teams which will facilitate better and faster interactions with regional clients leading timely commitments.

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