

INDIA'S MOST WIDELY CIRCULATED INDUSTRIAL JOURNAL - 42ND YEAR OF PUBLICATION

ENGINEERING POLYMER, UHMWPE



Plastic Shilp Udyog offers UHMWPE – million molecular high impact Engineering Polymer. UHMWPE shares the lubricity, chemical resistance and excellent electrical properties of conventional HDPE. Many of its uses are based on the noise and shock absorbing properties, non-sticky and slippery surface, chemical

resistance, light weight, high abrasion resistance and non-corrosive properties, makes it most suitable material for use as liner and impeller in chemical processing pumps and in paper mills where numerous components are being used in UHMWPE like centric cleaner cones and nozzles, suction box cover, hydrofoils, doctor blades, gears, etc. Availability: sheets, liners, rods, components, rollers, wheels and others.

For further information contact:

Plastic Shilp Udyog

5-1-244/1, Old Ghasmandi, Hill Street, Secunderabad 500 003

Tel: 040-27710021, 66310916.

Email: plasticshilpudyog@gmail.com

Special Sections

- Andhra Pradesh - 127 - 146
- Industrial Safety & Security - 147 - 158
- Hydraulics & Pneumatics - 159 - 188
- Oils & Lubricants/Filters & Filtration - 189 - 206
- Index - Key to All Products in this Issue - 230 - 262

GROOVING SOLUTIONS



Vargus offers Groovex, a new range of products – an impressive array of innovative grooving solutions for groove turning and groove milling applications. Groovical, a part of this, is a new line of solutions for general grooving applications, featuring index able inserts with three cutting corners and a unique rigid clamping

system for improved productivity, available in square, round and special profiles for internal and external grooving and parting off applications. It comprises two distinct tooling systems: GV26 – groove widths = 0.5-2 mm/groove depths – up to 5 mm; and GV29 – groove widths = 2-6 mm/groove depths – up to 6.5 mm. Laydown Grooving: standard solutions for internal and external general grooving applications in sizes/profiles: Square, DIN 472/471, Round and DIN 76 thread undercuts.

For further information contact:

Vargus India/Vardex Tooling Pvt Ltd

Unit Nos: 16 & 20, 1st Floor, Mega Centre

Pune-Nasik Highway, Chakan, Pune 410 501

Tel: 02135-654748. Email: info@vargusindia.com

TRI-LOBE ROOTS BLOWERS



Everest Blowers, an ISO 9001 certified QMS company and a leading manufacturer of roots blowers, has introduced its new range of Tri-lobe Roots Blowers. These are positive displacement machines, which discharge a constant volume of air when operated at a constant speed. These machines are suitable for both pressure and

vacuum applications. Pressure is not developed inside the blower but by the demand of the system. Differential pressure, therefore, varies to meet the load conditions and system resistance. Horsepower required is proportional to the differential pressure across the suction and discharge of the blower. The air delivered is totally oil free.

For further information contact:

Everest Blowers Pvt Ltd

B-44, Mayapuri Industrial Area

Phase-1, New Delhi 110 064

Telefax: 91-11-45457777.

Email: info@everestblowers.com

GLOBALLY PREFERRED FOR
SUPERIOR QUALITY



CDH Series
High Pressure Multistage Pump

CNP PUMPS INDIA PVT. LTD.

Plot No. B-5, TJSB House, 502, Sambhav IT Park,

Behind Aplaab Company, Wagle Indl. Estate,

MIDC, Thane - 400 604, India.

Tel. : +91-22-2581 8400 (100 lines)

E-mail : sales@cnpindia.com

Website : www.cnpindia.com

CNP

Mumbai • Pune • Bengaluru • Delhi
Hyderabad • Chennai • Vadodara

Industrial Products Finder

www.ipfonline.com

FOUNDER: RV PANDIT

EDITOR-IN-CHIEF: PRATAP VIJAY PADODE
Email: pratap.padode@ipfonline.com

EDITOR: MILTON D'SILVA*
Email: editor@ipfonline.com

ASSISTANT EDITOR: PH GANESH BABU

DATA CO-ORDINATORS: S NIRMALA, TS DINESH KUMAR

TEAM LEADER - GRAPHICS: MD SREENATH

DESIGN & LAYOUT: K THENNARASU, N SIVAKUMAR,
S RAJA, G MURUGANANTHAM

PRODUCTION: P HARI PRASAD, G SRINIVASAN, N SRIDHARAN

ADVERTISING SALES OFFICES

- Ahmedabad** : Jaysri Ramani, IPFonline Limited
701, A Mahalay, Off C G Road, Near Hotel President
Navrangpura, Ahmedabad 380 009
Tel: 079-26464890/26560872. Tel/Fax: 91-79-26560872.
Mobile: 99250-28266. Email: jaysri@ipfonline.com
- Bangalore** : Albert Louis Raj, IPFonline Limited
No. 42, Leelavathi Mansion, 2nd Floor, 3rd Main Road
6th Cross, Malleshwaram, Bangalore 560 003
Tel: 080-23316150, 23316155.
Mobile: 98863-63491. Email: albert@ipfonline.com
- Chandigarh** : Reena Tomer, IPFonline Limited
Cabin No. 22, 2nd Floor, SCO 145-146
Sector-8C, Madhya Marg, Chandigarh 160 018
Tel: 0172-2549416, 2549417, 5018234 Ext. No. 222.
Fax: 91-172-2545249. Mobile: 92163-08093.
Email: reena@ipfonline.com
- Chennai** : S Lakshmi, IPFonline Limited
2nd Floor, Shafika Building, 17, Kodambakkam High Road
Nungambakkam, Chennai 600 034
Tel: 044-42991234. Fax: 91-44-42108441.
Mobile: 98849-03347. Email: lakshmi@ipfonline.com
- Coimbatore** : B Sripathy, IPFonline Limited
74-A8-1,(Upstairs) Anniyappa Street, Nallampalayam Main Road
Ganapathy Post, Coimbatore 641 006
Tel: 0422-2535228. Mobile: 96007-64320.
Email: sripathy@ipfonline.com
- Hyderabad** : V Subramanian, IPFonline Limited
Plot No. 8, 2nd Floor, Lepakshi Colony
West Marredpally, Secunderabad 500026
Tel:040-27716742. Telefax:91-40-27700990.
Mobile: 98490-63039. Email:subbu@ipfonline.com
- Kolkata** : Abhijit Saha, IPFonline Limited
39, Hindustan Park, 2nd Floor, Kolkata 700 029
Tel: 033-64500465, 64560011. Mobile: 98302-92705.
Email: abhijit@ipfonline.com
- Mumbai** : Glickson Braganza, IPFonline Limited
A-303, Navbharat Estates, Zakaria Bunder Road
Sewri (West), Mumbai 400 015
Tel: 022-24193000, 24105619 - 24.
Fax: 91-22-24175734, 24105625. Mobile: 98213-27503/98211-14951.
Email: braganza@ipfonline.com
- New Delhi, NCR, UP, Uttrakhand** : Pawan Kapoor/Sanjay Jain IPFonline Limited
401 A,40-41, Bakshi House, Nehru Place, New Delhi 110 019
Tel: 011-46561818, 46561840, 46561830.
Mobile: 98115-44677/98110-11719.
Email:pawan@ipfonline.com/sanjayjain@ipfonline.com
- Pune** : Umesh Purohit, IPFonline Limited
A-101, Parmar Chambers, Sadhu Vaswani Chowk, Pune 411 001
Tel: 020-66025990. Telefax: 91-20-26052987.
Mobile: 9822777164. Email: umesh@ipfonline.com
- Rajasthan** : Sanjay Jain, IPFonline Limited
401 A,40-41, Bakshi House, Nehru Place, New Delhi 110 019
Mobile: 98110-11719. Email: sanjayjain@ipfonline.com
- Rajkot** : Jugal A Mirani, IPFonline Limited
Mobile : 99796-50505. Email: jugal@ipfonline.com
- Vadodara MP & Chattisgarh** : Arindam Dey, IPFonline Limited
E-71, Rudraksh Tenaments, Opp. M M Vora Showroom
Dabhoi Road, Vadodara, Gujarat 390 015
Mobile: 98242-64071/92279-64333
Email: dey@ipfonline.com

Representative in Taiwan:

David Macdonald, Tel.: +886-4-2325-1784. Fax: +886-4-2325-2967.
Email: david@acw.com.tw

Monthly Issue Price: ₹ 200 • Annual Number: ₹ 1200

1/3/5-year Subscribers receive the IPF Annual each year, free

3-Year
Subscription
₹ 3300



5-Year
Subscription
₹ 5500

Industrial Products Finder, (ISSN 0970-6895) is a product news magazine. It is a monthly publication with the publishing office located at II Floor, Shafika Building, 17/7, Kodambakkam High Road, Nungambakkam, Chennai 600 034. Industrial Products Finder is registered with the Registrar of Newspapers for India under No RN 22739/72. Format and style of presentation Copyright, © 2014 IPFonline Limited, II Floor, Shafika Building, 17/7, Kodambakkam High Road, Nungambakkam, Chennai 600 034.

*Responsible for selection of news under the PRB Act. While all efforts are made to ensure that the information published is correct, Industrial Products Finder holds no responsibility for any unlikely errors that might have occurred. IPFonline Limited reserves the right to use the information published herein in any manner whatsoever. While every effort has been made to check the accuracy of information published in this edition, neither IPFonline Limited nor any of its employees accept responsibility for any errors or accuracy of claims made by product manufacturers. No part of this publication may be reproduced in any form without the written permission of the publisher. All rights reserved.

**MANUFACTURERS OF INDIA
INDUSTRIAL PRODUCTS FINDER
OFFERS YOU THE ALL-INDIA INDUSTRIAL MARKET**

A COMPLETE SOLUTION FOR PEB SHED INFRASTRUCTURE & TURNKEY PROJECTS

We, Ganesh Engineering, an ISO 9001: 2008 Certified Company, a Complete solution for Turnkey Projects, Pre-Engineering Metal Buildings under one roof.



We undertake various jobs like :

- PEB-Pre Engineering Building shed structure with Crane / Lift with civil work. Industrial Standard conventional structure work
- Civil work with Interior and Exterior decoration & Electrical work in Workshop & Office.
- Insulation puff panel for Cold Storage / Bunk house (Project Office- mobilize)
- Sliding Doors, Gate & Shutter / Electric & Non-Electric / Remote type

We manufacture the followings:

- Supremo™ Turbine air Roof Ventilators, industrial ventilation Louvers
- Colour coated Industrial Roofing sheets, complete accessories, flashing, ridges, gutters.
- Heavy Industrial Filters - Welded & Looping Type (Sugarcane, Salt, Juice filters, Oil filters, water pollution treatment filter, Chemical filter, all type of Micron metallic filters complete assembly,
- Insulation on roofing, Polycarbonate roofing sheets, Fibre (FRP) sheets.
- Deck sheets - Metal deck sheets, Floor metal deck sheets, composite deep decking panels
- Supremo™ Birdgo Gel a Non-Toxic bio-degradable Bird deterrent Gel and Spikes.
- Textile Processing machineries

**We have more than 12000 Clients
in all over India and abroad.**



**GANESH
ENGINEERING**



297-2, G.I.D.C. Estate, Makarpura, Vadodara - 390 010. Gujarat, India.
Ph. : +91-265-2658962, 2638069, 2630659, Fax : +91-265-2647058,
Mob. : +91-98250 45908, 92271 71900 to 907

Contact us at
ganesh@ganeshengineering.net
sales@ganeshengineering.net
info@ganeshengineering.net

Visit us at
www.ganeshengineering.net
www.airventilatorindia.com
www.ganeshwedgewire.com

Contents



22

Gensets Under Stringent
Emission Norms

166

Water Hydraulics
for Green Applications



A Preview of Advertisements in this Issue	16
Andhra Pradesh – A State of Many Hubs By Huned Contractor	128
“Indian Bulk Material Handling Business is Riding a Bumpy Road”	134
Signode India – Packaging Innovation	138
Preventing Scaffolding Frame Pinch Injuries	148
Security Seals for Cost-effective Cargo Security By Rajesh Kumar Banka	152
Plant Safety – Detection is the Key By Manish Poudwal	154
How Kennametal Helps Improve Pump Performance	160
Hydraulic System Care and Maintenance	162
IFF Group – Filtering Out Pollution	190
Clean Air Business – The Current Scenario	193
Balmerol Lubricants – Better Performance, Greater Value!	194
IPF Industry plus	
Auto, Retail and Infra Sectors to Drive Plastic Consumption By Huned Contractor	208
Re-inventing the Cable Drag Chain	210
Danfoss Round Table – An Opportunity for Energy Efficiency By Milton D’Silva	212
Industrial News Briefs	215
“Our Growth in India Has Been Fantastic” By Huned Contractor	220
Setting the Stage for Wire and Tube in Dusseldorf By Huned Contractor	222
Fast Metal By Matt Bailey	224
Value Creation ³	226
Trade Fairs & Conferences	227
Commercial Info Exchange	229
Index	230

Tech Snippets

Novel Instrument Protection Shelter Employs Passive Cooling in Gas Project	150
ELECRAMA 2014 Sets a New Record	214
For Good Ratings: Large-screen TV in Tube Machining	223

ALLCUT

Cut Time... Cut Cost... Cut Smart...

Allcut Machines have applications in area that demands in place drilling with flexibility, portability, speed accuracy of hole location, and high productivity, virtually anywhere.

WIDE RANGE OF MAGNETIC DRILL MACHINE CAP. 12 TO 100mm.



Allcut 13

Allcut 23

Allcut 38/4



Allcut 80

Allcut 100

Allcut Tapping

ALLCUT broach cutter TCT & HSS dia 14 to 100 mm. (50/75/100 length)



PLATE & PIPE BEVELING MACHINE



Allcut Plate Cutter

Allcut Pipe Beveler 80

Allcut Pipe Beveler 160



Allcut Plate Beveler AB3M

Allcut Plate Beveler AB12

Allcut Plate Beveler AB24



ALLCUT SALES

"ALLCUT HOUSE", MIG 61, SHASTRINAGAR, OPP. BANK OF BARODA, BHAVNAGAR - 364 003. (GUJARAT) INDIA • PHONE : 0278- 2519971
E-MAIL : sales@allcut.in/allcut@gmail.com / allcutsales@gmail.com

> www.allcut.in

“Indian Bulk Material Handling Business is Riding a Bumpy Road”

Bevcon Wayors is among India's leading providers of high-quality, technologically advanced integrated bulk Material Handling and Processing Solutions Company. The name 'Bevcon Wayors' was coined after it was creatively combined with a few letters of 'Bucket Elevator Conveyor' in 1990. The company's motto – 'Engineering – Built to Last' has been its success mantra since the last 20 years and even today Bevcon is fiercely committed to offer the best engineering services to its clients. Besides its strong manufacturing strength, Bevcon has also collaborated with many top engineering companies located in America, Europe, Australia and Asia. Y Srinivas Reddy, Managing Director, Bevcon Wayors Pvt Ltd, talks about the company and its achievements. Excerpts.

What are the products that you offer?

Bevcon Wayors is specialised in offering E2E (Engineering to Execution) solutions for various bulk material handling needs, especially new generation material handling equipment. We have executed more than 2700 projects in last two decades covering almost all sectors of material handling industries. We have three clear business verticals in the organization, viz., Projects, Products and Air Pollution Control Equipment.

What are the applications?

Equipment manufactured by Bevcon Wayors caters to the needs across material handling applications, e.g., raw material handling systems for steel plants, cement plants, fuel handling systems for coal and biomass based power plants, in-plant material handling systems, ferro alloy plants, sugar, fertilizer, agri, lime coke handling systems, etc.

Why should the customer opt for these?

We are not just a manufacturing company; we create path breaking solutions to tackle different problems. Compared to others, ours is perhaps the most employee-friendly company having the best HR practices in place and our average age group of employees is 34 years making it most dynamic and vibrant.



How strong/effective is the after sales service?

We believe that our strong after sales services as organisation keeps us an edge-above our competition. For making our services more readily available and geographically close, we have established full-fledged regional sales and service offices in cities like Pune, Chennai, Jamshedpur, Bhubaneswar, Kolkata, Vadodara, New Delhi and Raipur.

All these regional offices across India which caters 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 and all the offices are totally networked with video conferencing facilities and got connected with HO.

How does the cost of ownership over the life cycle compare with competition?

Total cost of ownership of Bevcon products over the life cycle is lower than in comparison with competition; the reasons being our products are designed, developed and delivered by keeping operation and maintenance cost as top priority followed by initial capital cost. Our Technology Development Group continuously validates feedbacks on equipment



Sandwich belt conveyor for handling 1400 TPH limestone.



800 TPH radial coal stacker for 70,000 tonne stockpile at IMFA.

Tech Tie-up & Collaboration

Bevcon Wayors is the only company in SME-ME segment in bulk Material Handling Equipment industry to have unique, first of its kind technology collaborations tie-ups for design, manufacture and sale of new generation equipment:

- Dos Santos, USA, for high angle sandwich snake belt conveyors
- Nomasiebtechnik, Germany for high efficient sugar grader
- Rollier, Spain for flip flow screen for fine screening applications
- Fleximat, Austria flip flow screen for critical and coarse screening applications
- Friedrich, Germany for high efficient un-balanced motors and exciters
- SBS, UK for steep angle cleated belt
- FMK, Poland for stockyard systems/equipment
- Nanjing Air Conveying, China for pneumatic handling systems, and
- Bafang, China for circular/linear storage sheds.

The company has executed large scale projects abroad (South-East Asia, Middle East & Africa) for prestigious names like TATA Steel, Delmonte, Metso papers Ltd, Phenoix Co, Euroasiatic Machinery, Malabon Oil & Soap Industrial Co, Vadvat, Lamsan Power, Battaan Power, Yemen Co for sugar refining, Druk Ferroy Alloy Ltd, AK Oils & Fats (U) Ltd, Ajman Perfumes, etc.

performance and provides cost effective life up-gradation solutions to critical parts. Very effective application engineering evaluation at pre- and post-bid stages is crucial for delivering products of highly competitive with low life cycle costs.

What are the company's achievements?

Bevcon Wayors as organisation has achieved number of milestones in material handling applications and recognised as one of the most reliable manufacturers with the best branding in the segment. Some key achievements include:

- A profit making company since inception
- Absolute financial discipline; timely fulfilment of statutory compliances & vendor payments
- Incorporated best in-house practices like ISO, Kaizen 5s, etc
- Streamlined backend process through SAP integration, in-house development of IT services and software for project planning, design, execution & monitoring
- Only company in India to have all kinds of crushers, screens, feeders and sizers with in-house manufacturing facility, and
- Recently started our 3rd full-fledged manufacturing plant at strategically located in Raipur, Chhattisgarh.

Any breakthrough product launch that made a difference?

Yes, quite a few – Asia's largest installation of steep angle conveyor for pet coke at TATA Steel; execution of coal handling system for M/s IMFA for their track hopper system with 880 tph radial stacker of 70000-tonne storage capacity; and recently we have implemented a revolutionary 90° cleated belt conveyor concept in one of the cement plants in India –



Cross country conveyor.

conveying clinker from wagon unloading to silo storage – in what is a most cost effective and lowest power consumption system. The introduction of Flip Flow Screens has made a difference and we continue to develop and introduce new material handling equipment to the market regularly – products that make a difference.

How is the present business environment?

Business of Indian bulk material handling for last two years is really riding a very bumpy road filled with pot holes called dynamic fluid situations, uncertainty, ambiguous, complex all through the journey. No organisation can sustain with this environment for prolonged period unless business leaders have the courage, conviction and adaptability to handle the crisis and accept fact that this “turbulence” is going to stay for a long period, by thinking calmly, being down to earth and strategies plans for long term results and with highest optimism.

India being the world's second largest populated country with rich resources and highly talented human potential and going to be world's youngest population country by next decade makes a tantalising proposition. A highly energetic young vibrant country has very good growth potential. As per the 12th plan (2012-2017) investments in infrastructure is going to be nearly 10% of the GDP. If this planned investment is realized, it will lead to abundant scope to grow Indian bulk material handling business and make India is one of the main economic power centres of the world.

What are the future plans?

Bevcon strongly believes in organization growth is depends on infrastructure development of People, Process and Diversifications.

- We have a strong vision that by 2015, we will be pioneers in our industry – not just through our financial statements but by being a thought leader. We will add value to the industry, customers, stakeholders as well as the society
- To reach our vision target of Rs 500 cr. turnover by 2015, we have re-structured total organisation and put senior management personnel – COO, CFO are in place – and lot of de-centralisation of the functions has taken place and focused a lot to improve operational efficiency across the organisation, and
- Our state-of-the-art, fully automated Idler & Pulley manufacturing plant will start running by next financial year – Q2, at Hyderabad. ■