

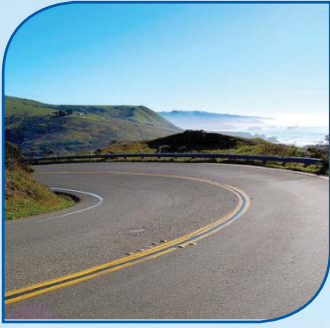
146
Projects

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India's Project Database



Material Handling System



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*Cover Photo Courtesy: Bevcon Wayors Pvt Ltd

India's Project Database

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*Cover Photo Courtesy: Bevcon Wayors Pvt Ltd

Bevcon Wayors



Indian cement industry is going through tough challenges due to poor infrastructure, real estate growth across India for last 2-3 years. Delayed project clearances related to mining, environmental put the most of the upcoming projects on hold in addition to that tight cash flows in the market totally slow down the industry growth.

Y Srinivas Reddy, Managing Director, Bevcon Wayors Pvt Ltd shares his views with **Sandeep Sharma** about his company, offerings to the cement sector, energy efficient products, business in 2014, major clientele, projects, manufacturing base, growth strategy, challenges before the cement sector, and what needs to be done by the Government to boost cement industry growth. Edited Excerpts...

Tell us about your offerings to the cement sector in India?

Bevcon Wayors is competent in meeting all most all critical raw material handling demands of cement industry apart from providing solutions for conventional material handling equipments. Bevcon always strives to provide Innovative, cost effective solutions to the industry. we have engineered new generation material handling equipments like Steep Angle Conveyors, Air-supported-belt conveyors, High Angle Sandwich Conveyors, Pneumatic Conveying systems to feed alternate fuels to reduce fuel consumption to kilns etc., list a few recent breakthroughs:

- Recently we have commissioned steep angle sidewall conveyor in one of the cement plant in India for conveying clinker from wagon unloading to silo storage which is first-of its-kind installation in Indian cement industry this revolutionary concept is going to change the current practices adopted in Indian Cement Industry.
- Successfully commissioned high capacity& long distance Fly Ash handling system in cement plant – this will enable cost effective conveying of fly ash fulfilling 100% environmental needs.

- Executed in record time 1.5 km pipe conveyor for handling 3000TPH limestone. This installation will show case Bevcon competency in the bulk material handling applications and as well as project management abilities.
- Pneumatic handling systems for waste rubber powder feeding to kiln to bring down the coal consumption.
- Bio-mass and solid waste feeding to kilns / furnaces are major breakthroughs apart other achievements.

Bevcon product basket consist of - Conveyors, New Generation Equipments, Bag filters, Screens, Feeders, Stackers and Reclaimers, Pneumatic Conveying Systems, overland troughed & Pipe conveyors etc.

How energy efficient is your products / solutions for the cement sector?

Energy efficiency is one of the critical design and performance parameter in the bulk material handling. To achieve energy efficiency focus starts from better lay outing of the project design and selection of equipments with optimum service factors.

- Use of energy efficiency drives and components in equipment engineering.
- Best use of gravitational energy for material flow.

- Use of imported energy efficiency components while engineering stage if need be.
- Adopting proper preventive maintenance practices.
- Effective utilization of machine avoiding idle times and un-even loading and over loading etc.
- Use of right fit electrical connectivity accessories to avoid power loss automation of equipment example: when not in use automatic switch off.
- Best use of green energy concepts.
- Developing friction free component to minimize energy absorption.
- Development of re-generation conveyors for energy generation etc.

We are in the process of putting up totally automated Idler and Pulley manufacturing plant with UK technology to produce low resistance Idlers which will bring down the overall power consumptions of the conveyors.

How was the CY2014 in terms of business achieved, operating profit and new initiatives?

Bevcon Wayors has improved sales turnover and posted 5% more growth than last FY in spite of sluggish market conditions prevailing across.

FY2013-14 was very good for Bevcon from the perspective of new initiatives, change continually improvement and growth are prime drivers of the organization. We have initiated various people and process measures to take the organization to 500 cr targets.

Who are your major clientele in the cement industry?

Bevcon Wayors associated with almost all reputed cement companies of India.



Steep Angle (90°) Cleated Belt Conveyor for conveying 1650 TPH Clinker from wagon tripler to ball mill at JK Cement.

Could you share with us details about some of your recent projects in the cement sector?

Currently various material handling projects under execution for cement Industry. Shree Cement, Reliance Cement Co., Ultratech, JK Cement, Emami, Orient Cement etc.

What are the challenges before the cement sector in India?

Indian cement industry is going through tough challenges due to poor infrastructure, real estate growth across India for last 2-3 years. Delayed project clearances related to mining, environmental put the most of the upcoming projects on hold in addition to that tight cash flows in the market totally slow down the industry growth.



High capacity & Long distance fly ash handling system from power plant to cement mill at Ultratech Cement.

Could you share with us details about your manufacturing base, capacity and production process?

Bevcon Wayors strongly believe that People and Process are engines for the organization growth.

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 we have employee strength of over 300+ employees (76% engineers), our average age group of employees is 34yrs making it most dynamic and vibrant by creating value addition to Indian material handling industry and we have executed around 2800 projects with repeated customer base of 62 % by way of providing innovative and cost effective processes solutions through in-house research development and as well as external collaborations and today Bevcon is fiercely committed to offer the best engineering services to its clients.

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. Bevcon Wayors has State-of-the-Art manufacturing set-up in Hyderabad with latest technology where in raw material to finished product takes place in one roof supported by latest added plasma cutting machine which are ISO certified and streamlined back end process through SAP Integration, In-house development of IT Services and Software's for Project, Planning, Design, Execution and Monitoring. Bevcon Wayors has credit of developing and Innovative material handling equipments through In-house engineering research division and with association of foreign technological collaborators.

We are the only company in India to have all kinds of Crushers, Screens, Feeders & Sizers with in-house manufacturing facility. While we have a range of Bulk Material Handling Equipments that are standardized, we also manufacture equipments for specific application needs.

Adopted world's best processes like SAP, ISO & Kaizen 5s systems.

We believe that our strong after sales services as organization 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, 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



Raw Material Handling System at Reliance Cement

commitments and all the offices are totally networked with video conferencing facilities and got connected with HO.

What's your growth strategy for the medium and long term in the cement sector?

As a material handling projects solution provider we have clear growth plans in place exclusively to cater the needs of cement industry right from the mining industry to finished product handling in cement sector. We are very optimistic future for cement industry is going to be great. We have derived clear strategy's to enhance our presence in the cement industry.

What needs to be done by the Government of India to boost cement industry growth?

The role of the government is vital in boosting the demand for the cement industry. The Government should focus on expediting decision making and do the following:

- Major projects pending for long should be cleared in the minimum time frame
- Clear the impasse at various policy matters by bringing transparent policy's guidelines.