

VOICES FROM GROUND ZERO

Kaustubh Phadtare, MD, Kavitsu Robotronix

We received many enquiries from OEMs at Excon as our



product is completely Made in India. Our ability to fully support

localisation through our product and reconditioning facility for slew bearings grabbed visitor attention at the show. We are very much optimistic about the market and expect the demand to rise in the coming years.

Gladston Selvaraj, CEO, Stros Esquire Elevators & Hoists

Our focus is to make European technology elevator in India for the



builders who are in the super tall segment. Our

machines are known for their safety, reliability and durability. Excon is the right platform for us to network where we expect all our critical customers to converge and witness our capabilities.

Salil Gupta, Director-India Commercial Operations, Allison Transmission

The 2015 edition of Excon reflected the optimism



of the construction and construction equipment industry.

With the government gearing to fast track the implementation of projects, the equipment industry is aiming to chip in huge investments. We see this as a favourable opportunity for us, since faster project execution will involve better equipment productivity and this can be positively achieved through our transmission systems.

Santhosh Rao, MD, Palfinger Cranes India

Our main purpose of participating at Excon



was to inform our customers about our new product launches – truck

mounted aerial work platforms and specialist range of boom cranes. The show was a perfect platform to explore new market opportunities and analyse the market scenario.

Vinay Jain, Business Line Manager – Portable Energy, Atlas Copco India

Exhibitions like Excon help manufacturers like us to



strengthen our brand and also to increasing brand visibility among

our customers. This is one platform where the customers have direct access to the manufacturers and allows us to strengthen relationship with customers. We could also see positive market vibes during the show.

V Senthil Kumar, MD, Propel Industries

We managed to get a good



amount of quality customers and even close orders during the

show. Despite the slow market conditions, we achieved a 60 per cent growth in our turnaround. We launched our new Eco Wash 20 t/hr and 200 t/hr Propel Pro Wash hydro cyclone washing plants for applications.



Deepak Garg, CEO, Sany Heavy Industry India Pvt Ltd

This is one of the prime exhibitions in India where you get a lot of customers from various parts of the country.

We have got a very good feedback for our products. Most of our customers have commented very favourably about our machines. I am happy to say we have got a good number of orders. At Excon 2015, we launched several new products with advanced features keeping in mind customer requirements. The range includes excavators, cranes, motor graders, batching plant and transit mixers which will cater to mining, plantation, steel yard, oil sector, wind and power energy, refineries and road construction sectors. Sany India has witnessed an overwhelming response in the recent years. Our business demand has grown across verticals giving us a boost to introduce newer and cutting-edge equipment. In terms of our strategy, localisation will be key. Our group chairman recently met the prime minister and promised to apply 'Make in India' for all products we manufacture in India.

Rajiv Sethi, Chairman, Gemini Power Hydraulics Pvt Ltd

Gemini displayed its wide range of aerial work platforms at Excon. We also made a soft launch of our mobile bridge inspection unit at the show. The customer feedback and market requirements indicate a positive sign of growth revival. Moreover, the government is now very aggressive in fast tracking projects, like construction of road networks at 30 km/day. We are hence very much optimistic of the path ahead.

