

**Dattatreya Ghosh, Country Manager - India, Rotho**



In India we are not getting much response for bigger machines but we are getting very good response for semi-automatic systems. India is a developing country and lot of semi-automatic plants are running here. ROTHO supplies customized Curing racks and systems for semi-automatic plants also. Indian markets offer us great opportunity of working with such manufacturers as we can provide them a good curing system.

**Helping Pace up Concrete Curing Process**

**R. S. Raghavan, Managing Director, Proman Infrastructure Services Pvt. Ltd.**

We are launching our vertical shaft impactors in Northern region through this show. In addition to that we have displayed big cone crusher with 300 plus tons capacity and a 2/6 m big screen.

At Proman, during the period of slowdown, we focused on adding value to sand manufacturing. This helped us handle the scenario of policy paralysis as we did good business in the area of sand manufacturing. During the period of political instability lot of people accepted manufactured sand as a more feasible option to replace natural sand and we did a good business in this segment. This helped us stand strong during the phase of slow down.

Today organizations like Indian Concrete Institute are educating the customers about the benefits of Artificial Sand as compared to Natural Sand and more and more people have started accepting it as a viable option to replace artificial sand. If you ask me manufactured sand is the only alternative to river sand and hence I perceive a bright future for this industry. Unlike natural sand, quality and cost of artificial sand can be easily controlled. Looking at the prices at which natural sand is being sold, you have a huge cost advantage with artificial sand.

We understand the potential of Northern region and that is why we have set up our office in this region to provide service support as we have some machines already working in Northern region. Proman is doing very well in South and West in both the segments of quality aggregates and sand. I think this show will serve a useful platform for us to strengthen our position in North.



**Proman Introduces its Vertical Shaft Imoactors in Northern Region**

**Sorab Agarwal, Executive Director, Action Construction Equipment Ltd.**



bC India happening in Delhi is a welcome change. Delhi is the biggest market for equipment as of now because, lot of development is happening in Northern region. During the last decade no show of this standard has happened in Delhi and customers here didn't get opportunity to have a firsthand experience of heavy machines of latest models. During the last couple of years of slowdown, Northern region has emerged as the biggest market pulling down Western and Southern regions to second and third position. For all these reasons, Bauma show coming to Delhi will have substantially positive implications.

We are the largest crane company in the country so we have replicated that statement with the display of entire portfolio of cranes. We have displayed 10 ton Tower Crane because now we have started to manufacture upto 20 ton Tower Cranes in India. Nobody is manufacturing cranes of this capacity in India.

We are the only truly Indian Company, developing technology in India and Manufacturing in India and still we are the largest.

Though we are predominantly a crane company, we are equally focused on our Road Equipment Division also and we are sure that our business in this segment will also pick up to the same levels. We have displayed road making machinery like Backhoe Loaders,