

# "WE SELL AROUND 50 UNITS OF LIFTS PER MONTH"

**S**partan has grown by at least 20-25 per cent per month. "Presently, we are selling around 50 units of lifts per month; we also have around 500 cutting and bending machines and 100 rope suspended platforms getting sold every month," says **Dr Vikram Mehta, Managing Director, Spartan Engineering Ind.** He shares more...

## Market scenario

In the case of our own industry, Spartan performed at a slow pace as a result of demonetisation. However, the industry has picked up well since the last three months. This has made us hopeful about the market. Now, our industry is growing and our market shares have increased. The new laws of GST and RERA have turned out to be positive for us. GST has wiped out the small competitors and also other irregular means have collapsed. After the implementation of RERA,



**Dr Vikram Mehta,**  
Managing Director, Spartan Engineering Ind.

developers are under pressure to complete their project faster. In order to prevent any delay in completion of projects, the developers require material handling equipment.

## At the expo

At Excon, we displayed a platform

for lift shaft applications. This platform can be used for plastering, painting and fixing of the permanent lift. Another product we have launched are the multi-functional mini lifts. There are a lot of customers who want MHE solutions in less than Rs 2 lakh and Rs 4 lakh. We have provided almost 13 limit switches for hoists. There is a colour display to the hoist. This helps identifying the problem in the hoist. Further, we launched the largest hoist in the entire expo. This is a twin case 2.5 tonne per kg hoist for for high-rise buildings. It goes to 250m height. The others are multi-functional mini lifts.

## About Excon

The arrangements at Excon this year was fantastic. Also, apart from the regular relationship building with our customers, the expo got us some serious sales this year. Visitors were curious about the new products we had displayed.



**Piero Guizzetti,**  
CEO, MB India.

**M**B has been studying the Indian market and that is the reason why we are able to offer Indian companies the right product for their

# "ENGINEERING AND DEVELOPMENT ARE ESSENTIAL"

needs. We are sure about our product's quality and are also ready to expand our product portfolio," says **Piero Guizzetti, CEO, MB India.** He shares more...

## Market trends

The sector that has been getting the largest investment is the roads sector. However, we need a holistic view of growth and development in infrastructure. It is interesting to have a look at the new wave of infrastructure development. Railways

and ports are also getting developed. Urban infrastructure is also booming. The Smart City programme has boosted the urban infrastructure sector. There is also a lot of activity in water treatment and solid waste treatment. Although we are not into all these sectors, we are looking at the demolition, road construction, railways and other urban transportation sectors. We have some experience in waste management. India, for the next 30 years, will be the

most attractive market for urban and infrastructure development. To meet market demands, we have initiated with distributorships.

### Technological advancements

Our recently launched S4 series for our BF90.3 bucket crusher has taken the unparalleled breadth of experiences garnered through years of being global market leaders, and incorporated the improvement areas based on such direct market feedback. Our product in itself is a breakthrough for the mobile crushing industry, going beyond traditional mobile crushing units with a much lower capex while at the same time meeting the performance parameters of alternate solutions. Our products are attached directly unto any excavator model and extend its utility into areas never before deemed

possible. Our solutions not only provide savings on transportation, but also drastically reduce the amount of complementing equipment required at site and at the mine or quarry where the materials are sourced.

This edition, we looked for a latest product, which is a drum cutter. We can apply these machines from 6 tonne to 35 tonne range. It caters for works such as digging, tunnelling and piping. Drum cutters are a good solution for large-scale tunnelling works.

### Efficiency guaranteed

Fuel and operator efficiency is an important point for us. Our crusher bucket is flexible and based on the requirements, the outboard can be adjusted. Fuel-efficiency is simple; no additional fuel is consumed by the excavator. Our patented jaw crushing

technology has been designed and consistently improved based on the specific requirements of the bucket crushing segment, which has a set of requirements that are different from alternative methods of crushing. From the elliptical movement of the jaw crusher to the balance of the machine, we retain our leadership thanks to the unwavering focus that we have in our product categories.

### On Excon

We have had a satisfactory event and had unique requests for live demonstrations. We had a good response in numbers and inquiries. There has been a lot of positive response. The arrangement is positive. We want to demonstrate more in such expos and are looking forward to increase our presence at this expo.

# "WE HAVE ORIENTED OURSELVES IN FIVE MAJOR AREAS OF CONSTRUCTION"

**A**s an 84-year-old German company, Schwing Stetter has ample experience in the development trends happening in India now. **VG Sakthikumar, Managing Director, Schwing Stetter Sales and Services**, explains more on the emerging trends in the Indian construction market and how the company is preparing itself to meet market demands.

### Market trends

India is a special market because we have a high population, and we have to respond to the evolving market. Today, a lot of projects are coming in, including national highways and metro rail. Metro projects are coming up in 15 cities. This is a new reality and we have to be



**VG Sakthikumar,**  
Managing Director,  
Schwing Stetter Sales and Services.

ready to meet the requirements of these projects. Being a German-based company, we are well aware of these situations. We have seen the growth

curve of many countries, which gives us an opportunity to bring the appropriate product at the right time. We need to see how the market is evolving; when we realise there is an opportunity, we offer the particular products for the market. We have oriented ourselves in five major areas of construction, such as urban infra, rural infra, expressways, tunnels and airport infra, metro and high speed rail and the Swachh Bharat mission. These are the areas where the Government is investing heavily.

### Project execution and equipment demand

Generally, there is a trend to increase the size of the machine output to speed it up. But you cannot do that just by picking a machine and making