

# “OUR GUIDING PRINCIPLE IS; CHANGE THE MARKET BEFORE IT CHANGES YOU”



« SAILAJ VERMA, Sr. Vice President, Conmat Group

*Conmat Group of Industries was started in 2002 from a small 200 Sq. ft. rented space to manufacture material handling systems and in 2009 it diversified into Concrete Construction Equipment. The partnership with KYB Corporation in 2012 has made Conmat Group a trusted name and market leader in Concrete Equipment Industry. Today the group has 70 manufacturing locations in 34 countries, having annual turnover of over 21000 crores, employing over 12500 professionals. CIA WORLD spoke to Sailaj Verma, Sr. Vice President – Marketing Conmat Group of Industries who has 35 years of experience with construction industry. Excerpts*

**Tell us about the various products/ equipment you are displaying at BAUMA CONEXPO 2018. Are you planning to launch any new products?**

BC India - 2018 is going to be one of the biggest business opportunities for the Construction Equipment sector. We are launching many new products this year, besides displaying the new generation Stationary Batching Plants, Mobile Batching Plants, Road Paving Machines, Canal Paving Machines, Elevators, Concrete Pumps, Transit Mixers from 6 to 8 Cubic Meter capacity with PTO & slave Engine.

## EXISTING PRODUCT BRIEF:-

### ROAD PAVING MACHINE:

KCPL pavers are hydraulic free, operation friendly and high output based. The company has supplied Concrete Paver Machines all over India for many irrigation

projects. At an average more than 800 pavers are working across India in various Canal projects. These Pavers are equipped



with vibratory attachments for independent vibrator thus achieving quality finish. Construction joints are either by Groove Cutters or PVC water stop and Crack inducing strips that depends on project requirement.

These Pavers are capable of a steep slope paving up to 1:1 (45) degree inclination. Support accession like side discharge conveyor for uniform concrete pouring either flat or inclined in front of paver walk way behind pavers for inspection purpose or minor hand finish. Paving capacity here ranges from 200 sq.mtr/hr. to 380 sq.mtr/hr.

Moreover, KYB – Conmat Pavers are the most versatile and can be adopted to various paving sequences like Single/Two/Three or for multipurpose paving depending on canal cross sections. Secondly, Concrete Mixers are best suited for carrying and discharging low slump concrete with larger aggregates.

### SIDE DISCHARGE CONVEYOR

KYB – Conmat’s Side Discharge Conveyor is



accurate, fast & simple to distribute uniform concrete at desired level which is equipped with advance energy efficient electric drive system and step-less speed controls. Its in-built safety features makes it less prone to accidents consisting of a receiving hopper to feed concrete directly from concrete mixer, it also has hi-tech, user friendly electric controls for belt drive & diverter car plough movements. Diverter car plough diverts the concrete uniformly between the slabs to be paved. There is a low initial investment in generator set & operating / running cost, hence it gives better pay-back on investment. It requires minimum on-site maintenance with no hassle in routine problems like leakage & busting of hydraulic pipes, frequent changing of oil and filters and so there is minimum spares inventory cost. Adaptability for up gradation to suit to different application and optimum use of power improves overall efficiency of the machine.

### STATIONERY CONCRETE PUMP

KYB-Conmat has given the industry, a whole range of i-Pump technology machines which includes the SCP 5000 & SCP 7500. The Stationary Concrete Pump with Intelligent Controls have many features like S-Valve technology, Robust Electronic Operation Controls & Management with manual overdrive, also its suitable for high pressure pumping and Indian ambient conditions & that's why it's one of the most compact pump in its class.

The i-Pump technology Concrete pump makes transfer & placement easier and faster for casting of civil structures. It also reduces manpower requirements at the site and also avoids human errors in the process. This makes the i-Pump technology machines very economical to run and are environmentally friendly

### R&P CONSTRUCTION ELEVATOR

KYB-Conmat elevator machines have been designed, keeping in mind, the human and the machine safety. KYB-Conmat has 1, 1.5 & 2 ton capacity R&P construction elevator, which is used for passenger movements and also to carry goods and materials that can use used for under construction buildings. The operation of elevator is completely

automatic PLC based with HMI system.

A drop test is conducted for every elevator before putting the machine into operation, where we disconnect power of the cage and allow it to free-fall. The cage will come in into gradual rest in a span of 1.5 mts due to the activation of safety device which works on principle of centrifugal force.

### CONCRETE BATCHING PLANT

KYB-Conmat's batching plant comes in 2 categories mobile & stationary which comprises of IS specification laid by Government of India. Its hi-tech, higher capacity batching plant with support equipment which compiles tender specs contributes the most advanced offering in the road construction equipment segment which contains 90, 120, 160, 200 & 240 CuM per hour capacity batching plant. The uniqueness about the infra series batching plant is its In-Line configuration due to which very less foundation is required & twin shaft mixer technology, which is the latest technology in mixing, through which homogeneous mixing can be achieved in a very less time. It is a rugged, accurate, productive & dependable plant which is versatile with fully automatic PLC control system with remote access of SCADA which can maintain the whole plant. KYB-Conmat's batching plant which is engineered to perfection & requires minimum maintenance, assuring continuous performance

### CANAL PAVING MACHINE

KYB-Conmat manufactures concrete paving machine for flat and slope surfaces both, which are most advanced and user friendly, with exclusive range of standard and customized high performance machines for slopes as well as horizontal surfaces. The machine is operated with 5 drive motors comprising with drive motor for cylinder with inbuilt vibrator to inde-

pendent drive motor for bogies and a carriage.

### TRANSIT MIXERS

KYB-Conmat's Transit Mixers are produced in India with technology developed and tested by KYB in Japan keeping in mind the Indian driving and operating conditions and are said to be the most efficient in its class. Our products are delivered to customers around the world with high quality and safety propelled by Japanese Technology. KYB Mixer uses unique mixer blades, designed after many years of research at KYB Japan. The blade can thoroughly mix concrete without rotating at a high speed made of rugged high-tensile-strength steel which increases the drum's working life. KYB Mixer C-Shape Blades enables outstanding mixing, durability and discharging. Unique blade design with better fuel efficiency and performance with low slump concrete. It come equipped with better shell thickness and durable mudguard. Faster fill and discharge can handle up to 80 mm aggregate in concrete.

### What motivates your company to participate in this time BUAMACONEXPO India 2018?

KYB Conmat is an Associate Sponsor for BC India 2018 this year and we have great expectations from the show. It is a great opportunity for all the manufacturers to meet the local and international customers in one location. I believe BC India 2018 will bring in more customer footfalls than BC India 2016, because the market sentiment is upbeat. This edition is at the time where we are enjoying good growth as an industry. It is not only a great platform for many international firms to announce their arrival in India, but also gives them a platform for new product launches. Therefore, we look forward for BC India 2018, the premier construction equipment show in India. **CIA**