

People Have Understood That This Company Is Helping India In Transferring A Lot Of Technology



Established as a composite subsidiary of Soilmec HongKong; fully owned company of Soilmec S.p.A, an Italian manufacturer of foundation equipments under the aegis of the Trevi Group; Soilmec Foundation Equipments Private Ltd came into inception in September 2006 and got its certificate of incorporation as a trading and manufacturing company on January 24th, 2007. Soilmec India is a full spectrum provider for foundation equipments for the ground engineering industry with a service portfolio that includes an integration of design, manufacture and distribution processes. Soilmec India offers repair and maintenance services for all equipments sold by the company, as well as services

such as a direct customer-care number and specialised service representatives dedicated to specific service processes. The manufacturing operations of the company are carried out of the 25,000 sq. ft. factory based in Vasai, facilitating a monthly output of 35-40 tonnes of steel products as well as a fully equipped machine-repair facility within the premises. The company's portfolio offers a range of 20 machines, from 20 tons to 140 tons, and capacity of drilling piles, from 400mm up to 3000 mm diameters. With about 200 rigs of various types working across India including that of micro piling and fore piling, Soilmec India is working in all major projects in Burnpur, Jamshedpur, Rihand, Vindhyachal, Mumbai metros, Mumbai Monorail, Paradeep, Mansa, Damanjodi, Tata Nagar, Anpara etc. During Excon 2011, CE&CR got an opportunity to interact with **Mr. Davide Panzavolta, Indo-Asia, Area Manager, Soilmec Drilling and Foundation Equipment**, to know more about Soilmec's vision in India and its expansion strategy.

On Display

This time we have decided to bring into offering for our customers, a complete package. Normally our competitors are offering only the machine, while we are offering not only the machine but also the accessories and everything necessary for completing a job. We have shaped a kind of jobsite at the display and besides the machine we have the dissender, we have the hopper mixer, we have the pump. This is to show the client that we are ready to offer a complete package. The big machines are imported from Italy while all the other stuff is manufactured in India.



On Commitment To Indian Markets

Soilmec's level of commitment towards Indian markets is very high. We wanted to create immediate difference in Indian markets. We wanted to prove that we are

not just providers of machine but we are also one of the three largest foundation contractors in the world. We know what we are talking about. We brought the quality and the integration of our systems to here in India and I believe that people understood the difference between us and the other companies. Everybody is looking at India because it is one of the three four countries with a certain kind of growth. Everybody is expecting a lot from



"We are trying to offer a complete package for successful execution of piling jobs. We are a full solution provider in foundation equipment."

**Mr. Sanjoy Chakrabarty,
Managing Director, Soilmecc
India on Product display at
Excon 2011**

this country. Infact this country has given and would give a lot to all of us. India together with Brazil and China are among the few countries which are expected to grow. In Europe, the things have become stable. We don't have to build anything now. As far as America is concerned we don't expect much. Day by day we are doing something more, Taking a step more. Opening a warehouse may be in Kolkate or Chennai or expanding in Delhi or may be we may expand on the factory here. Everyday we are thinking about growing in that sense. We have performed wonderfully here and are well established now. In next 4-5 years you will see Soilmecc much bigger than this and much more committed to Indian

markets. We are working for the customer. We like to be the partner of the customer in involvement in succeeding because the success of our customer is our success. Our commitment is also to improve things here in India. To provide Indian contractors machines that can result into a safer job, a better job and a faster job.

On Response From Indian Market

The response has been tremendous. For last three years we have been very successful in establishing ourselves in Indian market. There has been a feeling among our customers that behind the machine there are some expert people who have a lot of experience in the field. People have understood that this company is helping India in transferring a lot of technology and thus providing a support in developing technologically. We are very strong now and rooted deeply in India. Everybody knows us. We are working very well. We are a young company but growing very well

On Market Expansion

We had customers from Bhutan Bangladesh, Nepal; I believe this show has a greater role to play in that sense. We found a very good market in Bangladesh with very good piling culture. We never believed that we could sell 10 rigs in six months. We got really good response from there. Another market we are exploring is Sri Lanks and we are also looking at Bhutan and Nepal. All these satellite countries come in the aspirations of substantially growing our operations from India.

About BTM 1000 Mixer

BTM 1000 MIXER consists of Cylindrical Tank and a Special Pump installed on a strong Base Frame with Pipe Valves and Fittings. A high quality mixture of Bentonite with water is achieved through a high speed vortex produced by Pump. The heavy suction and delivery by the Pump creates Vortex in the water mixing thoroughly with the Bentonite. Provision of timely operated throttle valves is made for delivery of Slurry (Water + Bentonite). All fabricated parts are high quality M.S material. Special Wear resistant materials are used wherever the parts are subjected to wear and tear. The bought out items are easily available in the market. The unit is provided with ON/OFF starter with Relay. The product has the tank capacity of 1000 lts., production at 10 - 12 CuMts/Hr, Power Rating at 7.5 KW, Dimension 2200mm x 1400mm x 1250mm and weight 750 kgs.



EXCON 2011 - SHOW ROUND UP



On Innovation

Soilmec has introduced a control system in its machines which not only helps control the machine at the site but also keeps it connected to the control system in Italy. So the engineers there can see the machine performing and suggest in case of any issues. This is a very important initiative towards being closer to the site and the customer. Though we have lot of technicians around here in India but sometimes when the job site is in remote area, it becomes difficult for our customers to reach there on time. This helps our team in Italy to intervene before the technician arrives or sometimes the problem is solved before the technician actually arrives the site. So this is the new thing that we are proposing to our customers this time.

Soilmec Product Display

Soilmec introduced distinctive equipment, MIXER BTM 1000, at the recently concluded EXCON 2011. Contributing towards introducing some of the finest products to the industry, MIXER BTM 1000 is specially designed for the efficient mixing and homogenizing of Bentonite with Water which is used as the Drilling Fluid. The launch was undertaken in keeping with the aim to provide world class product and services at the affordable prices and offer customers value for money.

In addition to this launch, Soilmec India also displayed some of their existing equipments like the **Centrifugal Bucket** that is specially designed for piling operation and conveying bulk material vertically. The **Centrifugal self-priming pump** delta designed to open impeller, suitable for the passage of solids in suspension in the liquid to be pumped. **Casing and Accessories** that are designed to perform cased holes down to a depth of 35 Mts. **Desander SMD 100** specially designed to use or reuse Bentonite for drilling and piling operations. **The Tremie Pipe Stand**, a specially projected set for filling concrete after piling operation and the **Hydraulic Piling Rig-Model SR 50** that is mounted on a Soilmec carrier and has been specially designed for suiting deep bored piles by drilling fluid or dry hole.

