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NEW PROJECTS

Sugar / Food / Cotton & Blended Yarn / Man Made Fabrics / Inorganic Acids

SUGAR (KOREGAON) - EXPANSION

1

Promoter: Jijamata Sugar & Power Industries Ltd.

Cost: 200.00

Industry: Sugar

Completion: NA

Location: Satara, Maharashtra

Jijamata Sugar & Power Industries plans to expand sugar capacity from 750 tccpd to 3,500 tccpd at Pimpri-Nhavi BK, Koregaon taluka in Satara district of Maharashtra. Work to commence by December 2017.

Contact: Jijamata Sugar & Power Industries Ltd., 279 Yadav Gopal Peth, Rajwada, Near Rajdhani Towers, Satara, Maharashtra 415002. Tel: (02162)-281672, Fax: 283577

NAMKEEN (BAVLA)

2

Promoter: Ramdev Food Products Pvt. Ltd.

Cost: 34.00

Industry: Processed Food

Completion: October, 2015

Location: Ahmedabad, Gujarat

Ramdev Food Products plans to set up a namkeen unit with capacity of 90 lakhs kg per year at Bavla village in Ahmedabad district of Gujarat. Work to commence by May 2015.

Contact: Ramdev Food Products Pvt. Ltd., "Spice World", Sarkhej-Bavla Highway, Ahmedabad, Gujarat 382213. Tel: (02717)-304200, Fax: 304205. Email: ramdev@ramdevfood.com

COTTON YARN (GIRWA) - EXPANSION

3

Promoter: Reliance Chemotex Industries Ltd.

***Cost:** NA

Industry: Cotton & Blended Yarn

Completion: NA

Location: Udaipur, Rajasthan

Reliance Chemotex Industries plans to expand cotton yarn capacity from 53,000 spindles to 64,500 spindles at Girwa, Kanpur in Udaipur district of Rajasthan. Awaiting financial closure.

Contact: Reliance Chemotex Industries Ltd., Kanpur Post Box No. 73, Udaipur, Rajasthan 313003. Tel: (0294)-2490488/ 2491489/ 2491490, Fax: 2490067. Email: udaipur@reliancechemotex.com

COTTON YARN (VADUGAPALAYAM) - EXPANSION

4

Promoter: Supreme Cot-Spin Mills India Pvt. Ltd.

Cost: NA

Industry: Cotton & Blended Yarn

Completion: NA

Location: Coimbatore, Tamil Nadu

Supreme Cot-Spin Mills India plans to expand cotton yarn capacity at Vadugapalayam, Avinashi taluka, Tirupur in Coimbatore district of Tamil Nadu. Work to commence by March 2016.

Contact: Supreme Cot-Spin Mills India Pvt. Ltd., 419-1A,1C, Vadugapalayam Road, Thekkalur, Avinashi, Coimbatore, Tamil Nadu 641654. Tel: (04296)-255501/02, Fax: 255503

MAN MADE FABRICS (KANYASI)

5

Promoter: Giriraj Developers

Cost: NA

Industry: Man Made Fabrics

Completion: NA

Location: Surat, Gujarat

Giriraj Developers plans to set up a man made fabrics unit at Kanyasi village, Olpad taluka in Surat district of Gujarat.

Contact: Giriraj Developers, Block No.266, 267/A/1 & 269/B/2, Kanyasi Village, Olpad, Surat, Gujarat 394110. Mobile: 09825740255

FERROUS SULPHATE (MEGHNAGAR)

6

Promoter: Krishana Phoschem Ltd.

Cost: 100.00

Industry: Inorganic Acids

Completion: June, 2016

Location: Jhabua, Madhya Pradesh

Krishana Phoschem plans to set up a ferrous sulphate unit with a capacity of 6,600 tpa at Meghnagar in Jhabua district of Madhya Pradesh. Work to commence by June 2015

Contact: Krishana Phoschem Ltd., 501/502, R C Vyas Colony, Bhilwara, Rajasthan 311001. Tel: (01482)-237104/ 239091/ 310871, Fax: 239638. Email: kpl@krishnaposchem.com

*Cost: ₹Crore, NA: Not Available

BULK DRUGS (KARAKHADI) - EXPANSION

7

Promoter: Alembic Pharmaceuticals Ltd.

Cost: 100.00

Industry: Bulk Drugs

Completion: NA

Location: Vadodara, Gujarat

Alembic Pharmaceuticals plans to expand bulk drugs capacity from 14 tpm to 100 tpm at Karakhadi in Vadodara district of Gujarat. Awaiting environmental clearance.

Contact: Alembic Pharmaceuticals Ltd., Alembic Campus, Alembic Road, Vadodara, Gujarat 390003. Tel: (0265)-2280550

ORGANIC PIGMENTS (VALIA) - EXPANSION

9

Promoter: Godrej Industries Ltd.

Cost: 400.00

Industry: Organic Chemicals

Completion: NA

Location: Bharuch, Gujarat

Godrej Industries plans to expand organic pigments capacity at Kanerao village, Valia taluka in Bharuch district of Gujarat. Awaiting environmental clearance.

Contact: Godrej Industries Ltd., Pirojshanagar, Eastern Express Highway, Mumbai Suburban, Maharashtra 400079. Tel: (022)-25188010/ 020/ 25188030/ 25194750, Fax: 25188074/ 25188066/ 25194388

TRACTORS & HARVESTERS (BADIKHERI)

11

Promoter: Assam Saii Motors Pvt. Ltd.

Cost: 10.00

Industry: Tractors & Harvesters

Completion: NA

Location: Sehore, Madhya Pradesh

Assam Saii Motors plans to set up a tractors and harvesters unit at Badiakheri in Sehore district of Madhya Pradesh. Work to commence by October 2015.

Contact: Assam Saii Motors Pvt. Ltd., 1A, Nanda Mullick Lane, Kolkata, West Bengal 700006. Tel: (033)-24015248

RECTIFIED SPIRIT (PEDDAPURAM)

8

Promoter: Blue Ocean Biotech Pvt. Ltd.

Cost: NA

Industry: Alcohols & Derivatives

Completion: NA

Location: East Godavari, Andhra Pradesh

Blue Ocean Biotech plans to set up a rectified spirit unit with a capacity of 21,900 kilo litres per year at G. Ragampeta village, Peddapuram mandal in East Godavari district of Andhra Pradesh. Work to commence by August 2015.

Contact: Blue Ocean Biotech Pvt. Ltd., Post Box No. 27, G. Ragampeta, East Godavari, Andhra Pradesh 533440. Tel: (0884)-2329034, Fax: 2329035. Email: blueoceanbiotech@gmail.com

PLASTIC MOULDED COMPONENTS (CHEYYAR)

10

Promoter: Simplast India Pvt. Ltd.

Cost: NA

Industry: Plastic & Plastic Products

Completion: NA

Location: Thiruvannamalai, Tamil Nadu

Simplast India plans to set up a plastic moulded components unit with a capacity of 20,000 numbers per year at Cheyyar in Thiruvannamalai district of Tamil Nadu.

Contact: Simplast India Pvt. Ltd., C-14, Phase-II, Near Police Fire Station, hase-II Industrial Area, Noida, Gautam Budh Nagar, Uttar Pradesh 201305. Tel: (0120)-4217763

FRESH INVESTMENT BY TOP 5 STATES MARCH - 2015

States	Projects	₹Crore	Share %
Uttar Pradesh	94	27,927	58.84
Arunachal Pradesh	5	3,254	6.86
Gujarat	45	2,047	4.31
Maharashtra	101	1,839	3.88
Telangana	33	1,787	3.76
All India	616	47,462	100

TEXTILE MACHINERY (MUTHUGOUNDENPUDUR)

12

Promoter: Lakshmi Machine Works Ltd.

Cost: NA

Industry: Textile Machinery

Completion: NA

Location: Coimbatore, Tamil Nadu

Lakshmi Machine Works plans to set up a textile machinery unit with a capacity of 180 numbers per year at Muthugoundenpudur in Coimbatore district of Tamil Nadu. work to commence by June 2015.

Contact: Lakshmi Machine Works Ltd., Perianaickenpalayam, SRKV Post, Coimbatore, Tamil Nadu 641020. Tel: (0422)-3021393, Fax: 2692541-42. Email: regd.off@lmw.co.in

COAL WASHERY (KHARSIA) - EXPANSION

14

Promoter: Rajan Coal Washery Ltd.

Cost: NA

Industry: Coal

Completion: NA

Location: Raigarh, Chhattisgarh

Rajan Coal Washery plans to expand coal washery capacity from 1 million tpa to 5 million tpa at Chhote Dumarpali and Kunkuni village, Kharsia taluka in Raigarh district of Chhattisgarh. Work to commence by September 2015.

Contact: Rajan Coal Washery Ltd., Himalaya Building, Dhimrapur Chowk, Behind Hero Showroom, Dhimrapur, Raigarh, Chhattisgarh 496001. Tel: (07762)-235404

SOLAR PHOTOVOLTAIC POWER (PUNJAB) (PHASE-III)

16

Promoter: Solairedirect Energy India Pvt. Ltd.

Cost: 406

Industry: Solar based Power

Completion: NA

Location: Punjab

Solairedirect Energy India plans to set up a 58 MWp solar photovoltaic power unit (Phase-II) in Punjab.

Contact: Solairedirect Energy India Pvt. Ltd., Office No# 203, 2nd Floor, Pentagon P3, Magarpatta City, Hadapsar, Pune, Maharashtra 411013. Tel: (020)-66864700. Email: contactindia@solairedirect.in

AUTOMOBILE ANCILLARIES (BHAGWANPUR)

13

Promoter: Jay Ace Technologies Ltd.

Cost: NA

Industry: Automobile Ancillaries

Completion: NA

Location: Hardwar, Uttarakhand

Jay Ace Technologies plans to set up an automobile ancillaries unit with a capacity of 25,000 numbers per year at Bhagwanpur, Roorkee in Hardwar district of Uttarakhand. Awaiting necessary clearance.

Contact: Jay Ace Technologies Ltd., 302-A, 3rd Floor, Apra Plaza-A, Behind M2K Cinema, Pitampura, Delhi 110034. Tel: (011)-42066666, Fax: 42066699. Email: info@aceuniverse.com

BAILADILA IRON ORE 14/11C - EXPANSION

15

Promoter: NMDC Ltd.

Cost: NA

Industry: Iron Ore

Completion: NA

Location: Dantewada, Chhattisgarh

The project envisages expansion of Bailadila iron ore deposit No.14/11C capacity from 12 million tpa to 20 million tpa at Kirandul in Dantewada district of Chhattisgarh. Bids have been invited and the tendering process is underway.

Contact: NMDC Ltd., NMDC, 10-3-311/A, Khanij Bhavan, Castle Hills, Masab Tank, Hyderabad, Telangana 500028. Tel: (040)-23538713/ 23538712/ 23590449. Fax: 23538781/ 23538711. Email: hois@nmdc.co.in

PROJECT TENDERING BY TOP 5 STATES MARCH - 2015

States	Tenders	₹Crore	Share (%)
Odisha	224	1,061	10.6
Uttar Pradesh	208	4,514	9.8
Tamil Nadu	161	1,662	7.6
Chhattisgarh	149	620	7.0
Maharashtra	143	2,081	6.7
All India	2,121	26,319	100

WIND POWER (KACHCHH)**17****Promoter:** Sumeet Industries Ltd.**Cost:** 77.51**Industry:** Wind Based Power**Completion:** NA**Location:** Kachchh, Gujarat

Sumeet Industries plans to set up a 10.5 MW wind based power unit in Kachchh district of Gujarat.

Contact: Sumeet Industries Ltd., 504, Trividh Chambers, Opp. Fire Station, Ring Road, Surat, Gujarat 395002. Tel: (0261)-2328902, Fax: 2334189/2310196. Email: sumeetindus@yahoo.com

WASTE HEAT RECOVERY POWER (BOINCHERUVUPALLI)**18****Promoter:** Rain Cements Ltd.**Cost:** 70.00**Industry:** Waste Based Power**Completion:** March, 2016**Location:** Kurnool, Andhra Pradesh

Rain Cements plans to set up a 7 MW waste heat recovery based power unit at Boincheruvupalli village, Peapully mandal in Kurnool district of Andhra Pradesh.

Contact: Rain Cements Ltd., Rain Centre, # 34, Srinagar Colony, Hyderabad, Telangana 500073. Tel: (040)-40401234, Fax: 40401212/13. Email: info@priyacement.com

SUBSTATION (BENKIKERE)**19****Promoter:** Karnataka Power Transmission Corpn. Ltd.**Cost:** NA**Industry:** Power Distribution**Completion:** NA**Location:** Bengaluru, Karnataka

The project envisages setting up of 2x10 MVA, 220/66 kV substation at Benkikere (Channagiri) with construction of 220 kV & 66 kV terminal bay and connected 220 kV DC line & 66 kV MC/DC/SC line in Channagiri Taluk of Davangere district of Karnataka on turnkey basis. Bids have been invited and the tendering process is underway.

Contact: Karnataka Power Transmission Corpn. Ltd., Kaveri Bhavan, P.B.No.9990, Gandhinagar Post Office, Bengaluru, Karnataka 560009. Tel: (080)-22274744/ 22214342/ 22244556

SUBSTATION (DEHRA DUN)**20****Promoter:** Uttarakhand Power Corpn. Ltd.**Cost:** NA**Industry:** Power Distribution**Completion:** NA**Location:** Dehra Dun, Uttarakhand

The project envisages setting up of 2x10 MVA 33/11 kV substation at Door Darshan Kendra and its associated 33 kV lilo line in Dehra Dun district of Uttarakhand. Bids have been invited and the tendering process is underway.

Contact: Uttarakhand Power Corpn. Ltd., Urja Bhawan, Kanwali Road, Dehra Dun, Uttarakhand 248001. Tel: (0135)-2763830/ 836/ 870/ 672-75/ 2760722/ 2762466, Fax: 2768867/ 2763570/ 2760289

SUBSTATION (KOLKATA)**21****Promoter:** Public Works Department, West Bengal**Cost:** 15.74**Industry:** Power Distribution**Completion:** NA**Location:** Kolkata, West Bengal

The project envisages setting up of 33/6 kV substation at the compound of Medical College & Hospital, Kolkata in West Bengal. Bids have been invited and the tendering process is underway.

Contact: Public Works Department, West Bengal, National Highway Circle No II, PW (Roads) Directorate, KIT Annex Building, 1st Floor, Kolkata, West Bengal 700073. Tel: (033)-22255520/ 22252602

HOSPITAL (JAIPUR)**22****Promoter:** Medanta**Cost:** NA**Industry:** Hospitals**Completion:** NA**Location:** Jaipur, Rajasthan

Medanta plans to construct hospital with a capacity of 600 beds in Jaipur district of Rajasthan.

Contact: Medanta, Sector-38, CH Bakhtawar Singh Road, Islampur Colony, Near Rajiv Chowk, Gurgaon, Haryana 122001. Tel: (0124)-4141414 / 4411441, Fax: 4834 111. Email: info@medanta.org

HOSPITAL (JUNAGADH)**23****Promoter:** Health & Family Welfare Department, Gujarat**Cost:** 141.84**Industry:** Hospitals**Completion:** January, 2017**Location:** Junagadh, Gujarat

The project envisages construction of hospital (Part-II) in Junagadh district of Gujarat. Bids have been invited and the tendering process is underway.

Contact: Health & Family Welfare Department, Gujarat, P G Hostel, Civil Hospital Campus, Sector 12, Gandhinagar, Gujarat 382030. Tel: (079)-23231434/ 23231393, Fax: 23231995. Email: piusec10@yahoo.com

INDOOR SPORTS COMPLEX (GHOGLA)**25****Promoter:** Government of Union Territory of Daman & Diu**Cost:** 6.62**Industry:** Tourism & Recreation**Completion:** December, 2016**Location:** Diu, Daman & Diu

The project envisages development of swimming pool, gymnasium and indoor sports complex at Bandodkar Colony, Ghoghla in Daman & Diu. Bids have been invited and the tendering process is underway.

Contact: Government of Union Territory of Daman & Diu, P.W.D., WD-II, Diu, Daman & Diu 362520. Tel: (02875)-252294/ 252315

OFFICE BUILDING (HAZARIBAGH)**27****Promoter:** Border Security Force**Cost:** 6.20**Industry:** Business Complexes**Completion:** June, 2016**Location:** Hazaribagh, Jharkhand

The project envisages construction of MT block, office and workshop in Hazaribagh district of Jharkhand.

Contact: Border Security Force, Block No.10, CGO Complex, Lodhi Road, Delhi 110003. Tel: (011)-24364851

CANCER HOSPITAL & RESEARCH INSTITUTE (MALAPPURAM)**24****Promoter:** Malappuram Cancer Centre & Research Institute**Cost:** NA**Industry:** Hospitals**Completion:** NA**Location:** Malappuram, Kerala

The project envisages construction of cancer hospital and research institute with a capacity of 300 beds in Malappuram district of Kerala. Bids have been invited and the tendering process is underway.

Contact: Malappuram Cancer Centre & Research Institute, House No. 25/370, Paitheeni Parambu Road, Down Hill (P.O), Malappuram, Kerala 676519. Tel: (0471)-2723846/ 09847718005. Email: ceo@mccri.in

STADIUM (NANI DAMAN) - MODERNISATION**26****Promoter:** Public Works Department, Daman & Diu**Cost:** NA**Industry:** Tourism & Recreation**Completion:** NA**Location:** Daman, Daman & Diu

The project envisages modernisation of Bandodkar stadium at Nani Daman in Daman & Diu. Bids have been invited and the tendering process is underway.

Contact: Public Works Department, Daman & Diu, Works Division-I, Moti Daman, Daman, Daman & Diu 396220. Tel: (0260)-2230926

MULTI LEVEL CAR PARKING (GHANDHIPURAM)**28****Promoter:** Coimbatore Municipal Corpn.**Cost:** NA**Industry:** Car Parks, etc**Completion:** NA**Location:** Coimbatore, Tamil Nadu

The project envisages construction of multi level car parking at Ghandhipuram in Coimbatore district of Tamil Nadu.

Contact: Coimbatore Municipal Corpn., No.1 Town Hall Big Bazaar Street, Coimbatore, Tamil Nadu 641001. Tel: (0422)-2396026/ 2391122/ 2394376, Fax: 2398702. Email: commr.coimbatore@tn.gov.in

CAMPUS (GOMTI NAGAR)**29****Promoter:** Dr. Ram Manohar Lohia Institute of Medical Sciences**Cost:** 316.89**Industry:** Community Services**Completion:** January, 2018**Location:** Lucknow, Uttar Pradesh

The project envisages construction of new campus at Gomti Nagar in Lucknow district of Uttar Pradesh. Bids have been invited and the tendering process is underway.

Contact: Dr. Ram Manohar Lohia Institute of Medical Sciences, Vibhuti Khand, Gomtinagar, Lucknow, Uttar Pradesh 226010. Tel: (0522)-4918504/ 514, Fax: 4918506. Email: director@drmlims.ac.in

CENTRAL ACADEMY (KANHASAIYA)**30****Promoter:** Central Public Works Department**Cost:** 67.18**Industry:** Community Services**Completion:** August, 2016**Location:** Bhopal, Madhya Pradesh

The project envisages construction of central academy for police training (CAPT) at Kanhasaiya village in Bhopal district of Madhya Pradesh. Bids have been invited and the tendering process is underway.

Contact: Central Public Works Department, CAPT Project Division, Bhopal, Madhya Pradesh 462001. Tel: (0755)-6055553

EXHIBITION-CUM-CONVENTION CENTRE (DIU)**31****Promoter:** Delhi Mumbai Industrial Corridor Devp. Corpn. Ltd.**Cost:** NA**Industry:** Community Services**Completion:** NA**Location:** Diu, Daman & Diu

The project envisages construction of exhibition-cum-convention centre (ECC) at Diu in UT of Daman & Diu. Bids have been invited and the tendering process is underway.

Contact: Delhi Mumbai Industrial Corridor Devp. Corpn. Ltd., Room No. 341B, 03rd Floor, Hotel Ashok, Diplomatic Enclave, 50B Chanakyapuri, Delhi 110021. Tel: (011)-26118884-8, Fax: 26118889. Email: contactus@dmicdc.com

GROUP HOUSING (SURAT)**32****Promoter:** Surat Municipal Corpn.**Cost:** 96.00**Industry:** Real Estate**Completion:** June, 2017**Location:** Surat, Gujarat

The project envisages development of integrated group housing facility at TP Scheme No 7 (Anjana) FP No 45, Jawaharnagar, Nehrunagar, Salimnagar, Gousiya Masjid & Anjana at Surat in Gujarat on PPP basis under Mukhya Mantri Gruh Yojana. Bids have been invited and the tendering process is underway.

Contact: Surat Municipal Corpn., Mughalisara Main Road, Surat, Gujarat 395003. Tel: (0261)-2422285-87/ 2422321/ 2423750, Fax: 2422110/ 2451935

RESIDENTIAL COMPLEX (DAHISAR) (GOKUL VAIBHAVI)**33****Promoter:** Heena Builders**Cost:** NA**Industry:** Real Estate**Completion:** NA**Location:** Mumbai Suburban, Maharashtra

Heena Builders plans to construct a residential complex 'Gokul Vaibhav' at Dahisar (East) in Mumbai.

Contact: Heena Builders, Shop No. 1/2, Ground Floor, Vinayak Co-operative Society, Plot No.63, Pond Gauthan, Mumbai Suburban, Maharashtra 400056. Tel: (022)-26707122/ 23/ 26708999, Fax: 26708998. Email: heenabuilder@gmail.com

RESIDENTIAL COMPLEX (PANVEL) IRAJ SAMRUDDHI**34****Promoter:** Raj Group**Cost:** NA**Industry:** Real Estate**Completion:** December, 2017**Location:** Raigarh, Maharashtra

Raj Group plans to develop a residential complex 'Raj Samruddhi' at Panvel in Raigarh district of Maharashtra. Work to commence by April 2015.

Contact: Raj Group, C/o Hi-Tech Infraprojects India Ltd, Plot No. 60, Office No. 905, Mayuresh Chambers, Sector -11, Thane, Maharashtra 400614. Tel: (022)-27561774. Email: hitech_infraprojects@yahoo.com

RESIDENTIAL COMPLEX (SANTACRUZ)**35****Promoter:** Hindva Builders**Cost:** NA**Industry:** Real Estate**Completion:** NA**Location:** Mumbai Suburban, Maharashtra

Hindva Builders plans to develop a residential complex 'Mathuradas Colony' at Santacruz (East) in Mumbai. Work to commence by September 2015.

Contact: Hindva Builders, "Shantiniketan", Near Kunj Mall, Opp. Raspan Party Plot, Nikol, Ahmedabad, Gujarat 382350. Tel: (079)-65458991, Email: hindvabuilders@yahoo.in

RESIDENTIAL TOWNSHIP (MANGALORE)**36****Promoter:** Eternity Structures Pvt. Ltd.**Cost:** NA**Industry:** Real Estate**Completion:** NA**Location:** Kannada, Karnataka

Eternity Structures plans to develop a residential township 'Utopia' near Kavoor Junction, Mangalore in Dakshina Kannada district of Karnataka.

Contact: Eternity Structures Pvt. Ltd., 'Vasavi', No.75/757, 1st Floor, 10th Main, 4th Block, Jayanagar, Bengaluru, Karnataka 560011. Tel: 09900018038/ 41/ 42

SIPCOT INDUSTRIAL PARK (TUTICORIN)**37****Promoter:** State Industries Promotion Corpn. of Tamilnadu Ltd.**Cost:** 250.00**Industry:** Industrial & Software Parks**Completion:** NA**Location:** Tuticorin, Tamil Nadu

The project envisages development of SIPCOT industrial park at Therkuveerapandiyapuram, Meelavittan, Sillanatham, Nainapuram, Swaminatham, Pudiampattu in Tuticorin district of Tamil Nadu. Awaiting environmental clearance.

Contact: State Industries Promotion Corpn. of Tamilnadu Ltd., 19-A, Rukmani Lakshmiapathy Road, Chennai, Tamil Nadu 600008. Tel: (044)-28554787/ 28554623/ 28554816, Fax: 28513978. Email: sipcot@md3.vsnl.net.in

BYPASS (HALDWANI)**38****Promoter:** Public Works Department, Uttarakhand**Cost:** NA**Industry:** Roadways**Completion:** NA**Location:** Nainital, Uttarakhand

The project envisages improvement of Haldwani bypass road from 1/00 km, 2/00 km and 3/00 km at Lalkuan Constituency in Nainital district of Uttarakhand. Bids have been invited and the tendering process is underway.

Contact: Public Works Department, Uttarakhand, 2nd Circle, Nainital, Uttarakhand 263002. Tel: (05946)-221182. Email: sepwdnt@rediffmail.com

ROAD UPGRADATION (BARDHAMAN-KALNA)**39****Promoter:** Public Works Department, West Bengal**Cost:** 40.89**Industry:** Roadways**Completion:** NA**Location:** Bardhaman, West Bengal

The project envisages upgradation of Bardhaman-Kalna road from 27.00 km to 51.00 km in Bardhaman district of West Bengal. On 20 April 2015, bids were invited: Last date for submission: 13 May 2015.

Contact: Public Works Department, West Bengal, Western Circle No-I, Court Compound, Bardhaman, West Bengal. Tel: (0342)-2646430/ 2662425, Email: sepwdwestern@wb.gov.in

ROAD UPGRADATION (DAKUR-SHIVALAYA)**40****Promoter:** Gujarat State Road Devp. Corpn. Ltd.**Cost:** 199.00**Industry:** Roadways**Completion:** NA**Location:** Kheda, Gujarat

The project envisages four-laning of Dakur-Shivalaya road in length of 26 km in Kheda district of Gujarat on BOT basis.

Contact: Gujarat State Road Devp. Corpn. Ltd., Ground Floor, Nirman Bhavan, Sector-10/A, Gandhinagar, Gujarat 382010. Tel: (079)-23252912/ 915, Fax: 23252090. Email: mail@gsrdc.com, gsrddcl@gmail.com

ROAD UPGRADATION (KODINAR-VERAVAL)

41

Promoter: National Highways Authority of India

Cost: 745.60

Industry: Roadways

Completion: November, 2017

Location: Gujarat

The project envisages four-laning of Kodinar to Veraval section (Package-VI) of NH-8E from 221.61 km (design chainage 222.40 km) to 263.00 km (design chainage 263.18 km) in Gujarat on EPC mode under NHDP Phase-IV. On 27 March 2015, bids were invited: Last date for submission: 26 May 2015.

Contact: National Highways Authority of India, G-5 & G-6, Sector-10, Dwarka, Delhi 110075. Tel: (011)-25074100/ 200/ 1213/ 2016, Fax: 25093507/ 25093514/ 25093510/ 25093528

ROAD UPGRADATION (MUDIGUBBA-ANANTHAPURAM)

42

Promoter: Government of India, Ministry of Road Transport & Highways

Cost: 202.28

Industry: Roadways

Completion: June, 2017

Location: Andhra Pradesh

The project envisages two-laning with paved shoulders of NH-42 (old NH-205) from 134.00 (old Ch 58.00 km) to 202.05 (old Ch 126.00 km) (Mudigubba to Ananthapuram District Border section) in Andhra Pradesh on EPC mode. Bids have been invited and the tendering process is underway.

Contact: Government of India, Ministry of Road Transport & Highways, Regional Office, 2nd Floor, Quality Control Building, Errum Manzil, Hyderabad, Telangana 500082. Tel: (040)-23378549

ROAD UPGRADATION (UMARIA-SHAHDOL)

43

Promoter: Madhya Pradesh Road Devp. Corpn. Ltd.

Cost: 347.07

Industry: Roadways

Completion: NA

Location: Umaria, Madhya Pradesh

The project envisages upgradation of Umaria-Shahdol section on NH-78 from 68.4 km (end of Umaria bypass) to 142.4 km (end of Shahdol bypass) with paved shoulder in Madhya Pradesh on EPC mode. Bids have been invited and the tendering process is underway.

Contact: Madhya Pradesh Road Devp. Corpn. Ltd., 45 - A, Arera Hills, Bhopal, Madhya Pradesh 462011. Tel: (0755)-2765205/ 213/ 216/ 103/ 196/ 2527209/10, Fax: 2527643. Email: prcmprdc@mp.nic.in, mdmprdc@mp.nic.in

ROAD UPGRADATION (VIJAYAWADA-RANCHI)

44

Promoter: Public Works Department, Odisha

Cost: 215.40

Industry: Roadways

Completion: June, 2017

Location: Khurda, Odisha

The project envisages two-laning of Vijayawada Ranchi corridor from 327.70 km to 413.70 km of NH-326 (erstwhile from 16.00 km to 102.00 km of SH-25) in Odisha on EPC basis. Bids have been invited and the tendering process is underway.

Contact: Public Works Department, Odisha, National Highways, Sachivalaya Marg, Unit-IV, Khurda, Odisha 751001. Tel: (0674)-2391519/ 2391677. Email: cenhorissa@gmail.com

DRY PORT (BELAGAVI)

45

Promoter: Mormugao Port Trust

Cost: NA

Industry: Ports

Completion: NA

Location: Belagavi, Karnataka

The project envisages development of dry port in Belagavi district of Karnataka. Bids have been invited and the tendering process is underway.

Contact: Mormugao Port Trust, 2nd Floor, Main A O Bldg, Headland, Sada, South Goa, Goa 403804. Tel: (0832)-2521125/ 2521160/ 2594611, Fax: 2513065/ 2513528. Email: tmmgpt@sancharnet.in

WATER SUPPLY IMPROVEMENT SCHEME (MODIPARA)

46

Promoter: Public Health Engineering Department, Orissa

Cost: 6.43

Industry: Water & Sewerage Pipeline & Distribution

Completion: July, 2016

Location: Sambalpur, Odisha

The project envisages improvement of water supply scheme in Sambalpur district of Odisha. Bids have been invited and the tendering process is underway.

Contact: Public Health Engineering Department, Orissa, P.H. Circle, Bhubaneswar, Khurda, Odisha 751001. Tel: (0674)-2390145, Fax: 2390145

NEW PROJECTS

Water & Sewerage Pipeline & Distribution / Water, Sewage & Effluent Treatment

WATER SUPPLY SCHEME (DHOLERA)

47

Promoter: Gujarat Industrial Corridor Corpn. Ltd.

Cost: NA

Industry: Water & Sewerage Pipeline & Distribution

Completion: NA

Location: Ahmedabad, Gujarat

The project envisages laying of raw water transmission line from Saurashtra Branch Canal to Water Treatment Plant at Dholera Special Investment Region (DSIR) in Ahmedabad district of Gujarat. Bids have been invited and the tendering process is underway.

Contact: Gujarat Industrial Corridor Corpn. Ltd., 6th Floor, Block No 1&2, Udyog Bhavan, Sector-11, GH-4 Circle, Gandhinagar, Gujarat 382017. Tel: (079)-23226015/ 23226016. Email: dy.collector.gicc@gidb.org

WATER SUPPLY SCHEME (TONK)

48

Promoter: Rajasthan Urban Infrastructure Development Project

Cost: 380.00

Industry: Water & Sewerage Pipeline & Distribution

Completion: NA

Location: Tonk, Rajasthan

The project envisages implementation of water supply scheme in Tonk district of Rajasthan. Bids have been invited and the tendering process is underway.

Contact: Rajasthan Urban Infrastructure Development Project, AVS Building, Jawahar Lal Nehru Marg, Jaipur, Rajasthan 302017. Tel: (0141)-2721966, Fax: 2721919. Email: mail.ruidp@rajasthan.gov.in

COMMON EFFLUENT TREATMENT PLANT (GHATTI)

49

Promoter: J&K State Agro Industries Devp. Corpn. Ltd.

Cost: NA

Industry: Water, Sewage & Effluent Treatment

Completion: NA

Location: Jammu & Kashmir

J&K State Agro Industries Devp. Corpn. plans to implement common effluent treatment plant at Industrial Complex, Ghatti in Kathua district of Jammu & Kashmir. Bids have been invited and the tendering process is underway.

Contact: J&K State Agro Industries Devp. Corpn. Ltd. Agro Complex, Lal Mandi, Srinagar, Jammu & Kashmir. Tel: (0194)-2311732/0801, Fax: 2310404. Email: jkaidcl@gmail.com

ERIL INDEX OF COST OF PROJECT INPUTS: MARCH 2015

Wholesale Price Index: 2004-05 = 100

	Index	Y-o-Y Incr. (%)		Incr. since Mar (%)	
		2015/14	2014/13	2014	2013
Non-metallic mineral products	177.9	6.2	0.4	6.2	0.4
Structural clay products	193.3	4.8	10.0	4.8	10.0
Cement & Lime	177.7	8.3	-4.8	8.3	-4.8
Basic metals, alloys, metal products	162.4	-3.1	1.7	-3.1	1.7
Ferrous Metals	151.4	-4.1	2.0	-4.1	2.0
Non-Ferrous Metals	167.9	0.9	3.0	0.9	3.0
Machinery & Machine tools	135.3	1.6	2.9	1.6	2.9
Industrial Machinery	153.2	1.0	2.8	1.0	2.8
Construction Machinery	141.5	2.9	0.6	2.9	0.6
Air Conditioner & Refrigerators	120.6	1.0	5.0	1.0	5.0
Non-electrical Machinery	127.8	2.7	1.1	2.7	1.5
Electrical Machinery, Batteries	138.3	-0.1	3.2	-0.1	3.2
Electrical Accessories, Wires, Cables.	158.9	4.9	4.6	4.9	8.2
Transport equipment & parts	136.8	0.7	2.7	0.7	2.7
Automotives	135.6	0.4	2.6	0.4	2.6
Auto Parts	139.8	2.7	3.7	2.7	3.7
Composite ERIL Index for project inputs	150.2	-0.1	2.1	-0.1	2.1
Overall WPI	176.1	-2.3	6.0	-2.3	6.0

SEWAGE TREATMENT PLANT (KAKRYAL)

50

Promoter: Shri Mata Vaishno Devi Shrine Board, Katra

Cost: NA

Industry: Water, Sewage & Effluent Treatment

Completion: NA

Location: Udhampur, Jammu & Kashmir

The project envisages implementation of centralized sewage treatment plant based on sequencing batch reactor (SBR) technology with a capacity of 600 KLD (3 x 200 KLD) for Kakryal, Katra in Udhampur district of Jammu & Kashmir. Bids have been invited and the tendering process is underway.

Contact: Shri Mata Vaishno Devi Shrine Board, Katra, Jammu, Jammu & Kashmir 102301. Tel: (01991)-232367/ 232025/ 234053 Email: webmaster@maavaishnodevi.org

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SPICES (BODDUVANIPALEM)**1**

Promoter: Synthite Industries Ltd.
Cost: NA
Industry: Spices
Completion: NA
Location: Prakasam, Andhra Pradesh

Synthite Industries is setting up spices unit with a capacity of 6,000 tpa at Bodduvanipalem in Prakasam district of Andhra Pradesh. Work underway.

Contact: Synthite Industries Ltd., SY#542/4B, 542/1, Meda Ranetka, Bodduvanipalem, Tammavaram Road, Prakasam, Andhra Pradesh. Mobile: 09396168133. Email: rajeshmauan@synthite.com

MILK FEEDING BOTTLES (GREATER NOIDA) - EXPANSION**2**

Promoter: Pigeon India Pvt. Ltd.
Cost: 50.00
Industry: Plastic & Plastic Products
Completion: NA
Location: Gautam Budh Nagar, Uttar Pradesh

Pigeon India is expanding milk feeding bottles capacity from 3.16 lakh numbers per year to 34.87 lakh numbers per year at Greater Noida in Gautam Budh Nagar district of Uttar Pradesh. Work underway.

Contact: Pigeon India Pvt. Ltd., 104-106, Meadows, Sahar Plaza, Andheri Kurla Road, Andheri (East), Mumbai Suburban, Maharashtra 400059. Tel: (022)-67419336, Fax: 67419339. Email: pin.info@in.pigeon.com

OXYGEN (DOLVI)**3**

Promoter: JSW Techno Projects Management Ltd.
Cost: NA
Industry: Hydrogen & Other Gases
Completion: October, 2015
Location: Raigarh, Maharashtra

JSW Techno Projects Management is setting up an oxygen high pressure unit with a capacity of 2,400 tpd at Dolvi, Geetapuram in Raigarh district of Maharashtra. Work underway.

Contact: JSW Techno Projects Management Ltd., JSW Centre, Bandra Kurla Complex, Opp. MMRDA Ground, Bandra (East), Mumbai Suburban, Maharashtra 400051. Tel: (022)-42861000, Fax: 42863000

CERAMIC GLAZE TILES (KAIYAL)**4**

Promoter: Crystal Ceramic Industries Pvt. Ltd.
Cost: NA
Industry: Ceramic Products
Completion: August, 2015
Location: Mahesana, Gujarat

Crystal Ceramic Industries is setting up a ceramic glaze tiles unit with a capacity of 14.68 lakh numbers per year at Sy.No.56/1, Kaiyal, Kadi taluka in Mahesana district of Gujarat. Work underway.

Contact: Crystal Ceramic Industries Pvt. Ltd., Kaiyal Post, Kaiyal Shedhavi Road, Kadi Taluka, Mahesana, Gujarat 382705. Tel: (02764)-267531/ 267630-31, Fax: 267530/ 267632. Email: info@crystalceramic.com

SILICA SAND (PADDHAR)**5**

Promoter: Ashapura Minechem Ltd.
Cost: NA
Industry: Sand
Completion: June, 2015
Location: Kachchh, Gujarat

Ashapura Minechem is setting up a silica sand unit with a capacity of 5.52 lakh tpa at Paddhar, Bhuj taluka in Kachchh district of Gujarat. Work underway.

Contact: Ashapura Minechem Ltd., Jeevan Udyog Building, 3rd Floor, 278, D.N. Road, Fort, Mumbai, Maharashtra 400001. Tel: (022)-66651700/ 66221700/ 772/ 774, Fax: 22079395/ 22074452. Email: ashapura@vsnl.com

SOLAR PHOTOVOLTAIC POWER (ANANTAPUR)**6**

Promoter: Raajratna Energy Holdings Pvt. Ltd.
Cost: 35.00
Industry: Solar based Power
Completion: NA
Location: Anantapur, Andhra Pradesh

Raajratna Energy Holdings is setting up solar based power unit with a capacity of 5 MWp at Maddimadugu in Anantapur district of Andhra Pradesh. Work underway.

Contact: Raajratna Energy Holdings Pvt. Ltd., Plot No 84, Phase-2, Kavuri Hills, Opp SRDG School, Hyderabad, Telangana 500034. Tel: (040)-23559922-25, Fax: 23542420. Email: contactus@rehpl.co.in

WIND POWER (KHANDKE)

7

Promoter: Lalpur Wind Energy Pvt. Ltd.
Cost: NA
Industry: Wind Based Power
Completion: March, 2016
Location: Ahmadnagar, Maharashtra

Lalpur Wind Energy is setting up a 76 MW wind based power unit at Khandke in Ahmadnagar district of Maharashtra. Work underway.

Contact: Lalpur Wind Energy Pvt. Ltd., IL & FS Financial Services Ltd., 3rd Floor, D Quadrant, IL & FS Financial Centre, Plot No.22, G-Block, Mumbai Suburban, Maharashtra 400051. Tel: (022)-26593560

COMMERCIAL COMPLEX (SHALIMAR)

8

Promoter: United Builders
Cost: NA
Industry: Commercial Complexes
Completion: August, 2015
Location: Nashik, Maharashtra

United Builders is constructing a commercial complex 'United Shalimar' behind Nehru Garden, Shalimar in Nashik district of Maharashtra. Work underway.

Contact: United Builders, Kulkarni Colony, Sharanpur Road, Opp. Lele Hospital, Nashik, Maharashtra 422002. Tel: (0253)-2310212/ 2310213. Email: sales@unitedbuilders.in, info@unitedbuilders.in

RESIDENTIAL COMPLEX (CHENNAI)

9

Promoter: Hallmark Infrastructure Pvt. Ltd.
Cost: NA
Industry: Real Estate
Completion: December, 2018
Location: Chennai, Tamil Nadu

Hallmark Infrastructure is developing a residential complex 'Hallmark Emerald' on GST Road in Chennai district of Tamil Nadu. Work underway.

Contact: Hallmark Infrastructure Pvt. Ltd., Suite A, United Plaza, New No.43, Old No.62/2, 2nd Floor, Usman Road, T Nagar, Chennai, Tamil Nadu 600017. Tel: (044)-43508999/ 8941/ 42, Fax: 42641404. Email: info@hallmarkinfrastructure.co.in

RESIDENTIAL COMPLEX (NAIGAON)

10

Promoter: Shantee Developers
Cost: NA
Industry: Real Estate
Completion: June, 2016
Location: Thane, Maharashtra

Shantee Developers is constructing a residential complex 'Sargam Avenue' at Naigaon in Thane district of Maharashtra. Work underway.

Contact: Shantee Developers, S-5, 6&7, Sunshine Gardens, Nr. Millennium Park, Opp. Railway Station, Thane, Maharashtra 401209. Tel: (0250)-6453830, Fax: 2440091. Email: shanteedevelopers@gmail.com

Major Consultancy Tenders in April 2015

- Mumbai Metropolitan Region Development Authority for appointment of consultant for planning, detailed design, engineering and bid process management for elevated Bus Rapid Transit System (BRTS) from Bandra to Dahisar in Maharashtra.
- U P Electronics Corporation for selection of agency to provide independent engineers for development of IT City-SEZ at Lucknow in Uttar Pradesh on PPP mode.
- Green Energy Development Corporation of Odisha for consultancy services for Mandira Small Hydro Electric Project in Sundergarh district of Odisha.
- Bharat Heavy Electricals for geotechnical investigation & topographical survey at 1x660 MW Bhusawal thermal power station in Jalgaon district of Maharashtra.
- RITES for appointment of sub consultant for traffic & transport surveys for preparation of detailed project report (DPR) for rail based mass transit system in Varanasi, Uttar Pradesh.

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Mobile manufacturing in India: Uttar Pradesh taking the lead

Spice Group recently announced plans to invest ₹500 crore to set up a mobile manufacturing unit in Uttar Pradesh. The announcement coincided with the inauguration of Samsung's ₹517 crore expansion of its Noida plant.

The Uttar Pradesh government is facilitating infrastructure, ecosystem and incentives under various schemes to promote electronics manufacturing in the state. UP is among six states that have come up with their own Electronic System Design & Manufacturing policy.

Lava International, another mobile handset company, has also committed to invest ₹600 crore over a period of three years for setting up a manufacturing unit along the Yamuna Expressway. Till now the company was outsourcing its manufacturing to China.

Indian Cellular Association (ICA), the apex body of the mobile industry, and the government of Uttar Pradesh have also signed a Memorandum of Understanding (MoU), with the objective of encouraging new investment of around ₹1,000 crore to establish Electronics Manufacturing Clusters (EMCs) in the state.

ICA has also unveiled 'Vision 2020' to make UP a global hub for Electronics System Design and Hardware Manufacturing (ESDM). According to the vision, it is expected that investments amounting to ₹72,000 crore could be grasped in UP by the ESDM sector, by 2020.

Other than Uttar Pradesh, Uttarakhand has also been successful in investing in the mobile manufacturing sector. Smartphone maker, Maxx Mobilink, plans to start production of mobile handsets at its Haridwar plant, beginning with assembling devices from April. Initially, Maxx will invest around ₹six crore in setting up an R&D lab, which will take care of device testing and software innovation.

Also, Micromax, India's second largest mobile devices

company, has started manufacturing handsets at its Rudraprayag facility in Uttarakhand since April 2014.

All these developments come at a time when the mobile phone industry in India is facing rising demands on one hand and declining production on other.

Domestic mobile phone manufacturing and exports have taken a hit recently mainly due to the closure of Nokia's Chennai factory towards the end of 2014. Mobile handset production dropped a little more than half from 130 million in the calendar year 2014 to 58 million units in 2014. This, in return, pulled down the mobile phone exports considerably. Mobile phone exports dropped sharply from 72.5 million in 2013 to 14 million in 2014.

ICA has projected that the situation is likely to worsen in the absence of corrective measures. India's exports of mobile handsets are expected to hit zero in 2015, and domestic production is expected to fall to 46 million. Concerns have also been expressed that manufacturing is moving out of the country to Vietnam, due to an investor-friendly and predictable regulatory environment. In this scenario, these recent announcements by mobile manufacturers are a silver lining for India's mobile phone manufacturing.

To boost the country's presence in the field of electronics manufacturing, ICA has also asked the Central Government to take corrective steps. A "Fast Track Task Force" was recently set up by the Department of Electronics and Information Technology (DeitY) force to rejuvenate the nation's mobile phone manufacturing ecosystem with a vision of achieving production of 500 million units of mobile handsets by 2019.

The Department of Telecom is also believed to have sought a 15 year tax holiday on domestic production of handsets and a lower uniform VAT rate among other relaxations. ■

The primary driver of localization is volume



Volvo Construction Equipment (CE) is one of the world's largest manufacturers of construction machines, and is a wholly owned subsidiary of AB Volvo. Volvo CE started operations in India in December 1997 from its headquarters in Bangalore. The company plays an active role in major infrastructure development projects in India through its offering of construction equipment such as the Motor Graders, Wheel Loaders and Excavators. **Dimitrov Krishnan**, VP - Sales & Marketing, Volvo CE (India) told **Sandeep Menezes** that as the volume of various product increases, the localization of components will rise.

'Make in India' is the new mantra nationwide but the CE segment has yet to achieve full localization. What is your view?

The level of localization depends on the kind of components but if you look at 'Make In India' as a concept, it focuses to increase the production in India so that it can be exported apart from meeting domestic requirement.

At Volvo Construction Equipment, we have around 60 per cent of our production locally. And depending on the product, the level of localization is different. There are certain products where components are available with local vendors and we are able to localize. We have also done this for engines and major hydraulic components. Largely, the vendor base in India is strong for fabricated components not for precision components. But I feel this will change. We are seeing global component vendors setting up shop in India, localizing and producing locally not only for the Indian perspective but also for exports. I have met few vendors recently who are doing this in the hydraulics area. This trend will increase and is bound to grow along with the industry.

Do you have any policy suggestions so that localization can be encouraged across the CE segment?

I feel that the primary driver of localization is volume. Hence the CE market needs to go to a certain stable level that it can sustain a vendor investing in high technology precision machinery that can make this kind of components.

In my view the most importing thing is growth of the CE market. There is positive sentiment today although it has not yet translated into numbers but we do hope that in the next one year it will accelerate. Therefore as the volume of various product increases, the localization of components will rise.

The government needs to increase pace of growth across construction and mining industries. The other is the ease of doing business, the most critical of which is the implementation of GST because multiple levels of taxation also complicates matters when it comes to sourcing in India. GST will be a huge enabler since it will bring predictability in costing. If GST is applied uniformly across India, a manufacturing set-up can supply anywhere in India without commercial hindrances.

As CE volumes grow and local manufacturing becomes viable, I am sure there can be other policies such as for short term support to high technology vendors to setup industrial units in India which government can think about.

Many global OEMs complain that lack of high quality local component vendors is hindrance to localization. How can global OEMs support local vendors in improving quality?

If you look at an allied industry such as the automotive sector in India – then the auto component industry in India is extremely sophisticated. There is lot of localization in that area but that is because there are huge volumes. Therefore the global vendors have followed the various brands into the country.

If the Indian CE industry hits the 100 thousand mark – I am sure it will happen even here. The vendors follow the big brands into various places and bring in the technology. Today the vendors are not able to invest in the right equipment to be able to bring that quality along. It's not about their ability but rather their viability to invest into machinery which will help them to do that.

Today when it comes to CE components especially in the area of hydraulics, I think Japan, South Korea & China take the lead in components since they have invested in large capacities. For us to compete with them, our local volume needs to be there. Technology is available; the issue is how to bring about the RoI (return on investment) for such vendors.



How do you foresee the evolving growth scenario and main demand drivers across the equipment sector nationwide?

The quarter one of 2015 was exactly the same or may be even slightly lower than the year earlier. Therefore it was a bit of dampener from an overall CE market perspective.

If we go slightly in depth, then we will notice that the downward trend was mainly in backhoe loaders. Therefore those OEMs who are into the backhoe loader segment have definitely seen a drop.

Now if we look at excavators, wheel loaders and compactors, which are our primary product segments, we have seen flat market growth in excavators but a shift towards heavier excavators. In the wheel loader segment, the market has been fairly stable and improved slightly although not a big change. While compaction has definitely showed positive trends compared to the previous eight to nine months—this is because of many of the road projects opening up—compactor sales have been higher.

Our hope is that in the coming years, the mining sector which is getting most of the boost as of now will be the first sector to take off in a proper way, especially coal mining followed by iron ore mining.

You spoke about the 100 thousand mark for India's CE sector. Do you have any estimated timeframe when it could be reached?

I think it should happen in the next four to five years but hopefully the policy environment remains favorable for growth.

Most equipments are purchased through financing mode across India. How will the recent softening of interest rates benefit the industry?

What has happened till now (on the interest rates front) is not good enough; it's been two steps of 25 basis points. Therefore it has not really generated a momentum for credit availability in the market. There is still reluctance on financing and issues do exist. Therefore it is still too early to tell if any visible impact can be seen of these changes.

Therefore more interest rate reductions need to happen before we can see some momentum in funding. But it is also to do with the fact that there are many corporates in the infrastructure space who have had a bad time in the last four to five years. It will take some time for them to get out of the

debt situation that they are having. The financing of equipment needs to open up more than what it is today.

Why has the equipment rental segment not reached its true potential in India?

The rental segment is still a largely unorganized sector and usually consists of mom-and-pop-shops. The machine owner is a first time investor who is renting his equipment. The organized rental market is yet to take shape. There are few players who have tried but yet to witness any success. The credit cycle is the biggest issue since the predictability of collecting money is still not there in India. As long as predictability of collecting money is not there – the organized sector cannot take shape and unorganized small timer will continue renting mostly to the smaller projects.

It has been around six months since you have taken over the reins of Volvo CE in India. Tell us about your current and future business strategy?

The success of any business depends on how the whole organization together with its extended enterprises works in sync in supporting customers. I want to remain customer focused. To have a seamless way of working between our extended organization spread across the country, distribution partners and their branches with the customers. I intend to keep this whole team energized facing the customers. The customer must feel that Volvo cares for them and can deliver to their expectations.

Leveraging on our product portfolio would be my second goal. We have a very wide product portfolio such as hydraulic excavators from small to large, wheel loaders from three tonnes to 50 tonnes, motorgraders, compaction machines, paving machines and others.

How will Volvo CE differentiate itself for its other in-house brand SDLG to ensure market duplication does not happen?

Globally, Volvo has two brands and we market these products to specific customer segments. We don't see much of an overlap in terms of products. They address very different product and customer needs. Both brands have equally good potential for their respective business segments in India. ■



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