



AQUARIUS

Flash

INSIDE

- Page 1
- IMS Certified
- New Website Launch

Page 2

- CRM Under Implementation
- Training At Hyderabad

- Export Order From Bhutan

• Market Moves

Page 3

- Media Release

Page 4

- My Page



Happy New Year 2011

IMS Certified



SCES 047
SCES 060



ISO 9001:2008
ISO 14001:2004
OHSAS 18001:2005

Integrated Management System viz. ISO 9001:2008 Quality Management System, ISO 14001:2004 Environment Management System, OHSAS 18001:2005 Occupational Health and Safety Management System have been successfully implemented & certified by QS Zürich AG at Goa Factory.

The certification restates our commitment to Quality Management, Operational Safety and also our concern for Clean Environment. This is one more step towards customer satisfaction and our social commitment. Special KUDOS to the implementation team headed by Mr. R. S. Kamthe (AGM, Technical).

New Website Launch

Our existing website has been recently upgraded to a higher version viz. Web 3.0. Net with MS-SQL 2005/2008 database support. The new-look website has become more interesting to our clients with addition of special sections like 24 hrs help-line number, entire product range with all technical details and product images, newsletters, news & media releases, achievements, product highlights, product gallery, etc. A special feature of the website is the Search Engine Optimization (SEO), which will enable our clients to locate us conveniently using any of the established search engines. The website, no doubt, has become more user friendly and will help us in reaching out to a larger clientele.



CRM Under Implementation



CRM System

Growth in any business creates challenges. Increase in business means need of better information collection & management systems. The Customer Relationship Management (CRM) Program implementation for sales started recently to automate the entire process from new enquiry collection to transfer of orders to the manufacturing units. The system is completely web based and will be accessed by all the regional offices as well as manufacturing units. Some important features are Daily Sales Reports, Reminder Services, Order Forecasts, Enquiry Analysis, Client Data Center, Market Information, etc.

Training At Hyderabad



The Batching Plant Training Program in Hyderabad was carried out successfully on 20/12/2010 at Hotel Annapourma Residency, Hyderabad. Participants from various customers like Lafarge Aggregates Concrete India Pvt.Ltd., Birla Shakti, Sas Infra, Lakshmi Rail Infra pvt.Ltd., Aster Tinfotech Pvt. Ltd., Sarvani RMC Industry, Earth Pavers Pvt. Ltd., Prajay Engineers Syndicate, etc. attended this program. This program comprised of training in Batching Plant operating system, Software installation, Troubleshooting, etc. The program was conducted by Mr. Kiran Sonawane, Mr. Prashanthkumar Y.B, Mr. Ajit Suryavanshi, Mr. Mahendram K., Mr. P. Supreme from Plant Service Department.

Export Order From Bhutan

The third quarter ended with an impressive export order from Bhutan. The order comprises of a 1004 D model Concrete Pump. It has been procured for a residential building project by Drup Chap Chaub Construction at Thimphu, Bhutan.



Market Moves



India's infrastructure sector output grew 2.3% in November from a year earlier, slower than an upwardly revised annual growth of 8.6% in October, as per government data.

In the first eight months of the current financial year to end-March 2011, output rose 5% compared with 4.5% growth in the year-ago period. The infrastructure sector accounts for 26.7% of India's industrial output. India's annual industrial output growth accelerated to 10.8% in October from 4.4% a month ago.

India expects to invest about USD 500 bn in infrastructure, mainly in power, telecommunications, roads, railways and oil pipelines in five years to end-March 2012.

The Indian government plans to double spending on infrastructure to USD 1 trillion in its next five-year plan, which runs from April 2012.



Interview that appeared in 'Project Info' magazine:

"Concrete Pump Market In India".

By Aquarius Technical Director Mr. A.V.Dikshit.

"There are 3-4 big companies (mostly MNCs) in concrete pumps market, a kind of oligopoly."

...says A V Dixit, Technical Director, Aquarius Engineers

How has been the year 2010 as far as your business?

The year 2010 has been much better compared to the earlier year. I think we have already caught up with the pre-recession levels.

Would you give a brief overview of your pumps business?

We have introduced many different models as per diverse requirements. But we follow a basic philosophy of providing complete solutions for clients and ensure that there are no lacunae in the after-sales service. The spare parts for pumps of different models are alike and a spare part of one model can be easily fitted into another model. This ensures that customers are at ease while upgrading to higher versions.

Please comment on the kind of competition faced by you.

There are 3-4 big companies (mostly MNCs) in the concrete pumps market. It's a kind of oligopoly. We are a relatively new company and there are players who have established themselves in the market

Do you have any technology collaboration with over seas players?

We had a technology collaboration with Putzmeister in the



*A V Dixit, Technical Director,
Aquarius Engineers*

past. But they have walked out on us and now we have set up our own R&D base. In fact, we now have many more models.

Can you brief about your batching plant business?

The batching plant business is growing well. We have a pan-India presence. We look forward to the business of mobile batching plant, which is showing greater momentum. The new foldable model is very much in demand and we have applied for the patent for the same.

Do you face shortage of the right talent, the right kind of engineers required for your business, considering the fact that the top cream is finding

the IT sector lucrative?

This is a true fact. Very few good engineers are ready to get their hands dirty. However, if one takes into consideration that IT engineers are burnt out by the time they reach 32, core engineering jobs go a long way in creating long term career prospects.

Do you think that Pune's infrastructure is adequate to meet the growing demand of MNCs who are looking at the city as an attractive business destination?

Not-at-all, there are quite a few loop holes in Pune's infrastructure. People have been talking about Pune metro rail since last three years. However nothing concrete has emerged as of today. Some time back there was a proposal for Bus Rapid Transit System (BRTS). Till today the implementation has never taken off on right footing. I think we should follow the Ahmedabad BRTS model for efficient public transport system. The road network needs to be up-graded. Power shortage needs to be addressed and Maharashtra government needs to take a proactive approach for the overall infrastructure development not only of Pune but also other major cities.



My Page



Warm Welcome New Entrants

Name	Designation	Location
R. Satish	Assistant, Spare Part	Hyderabad
Rajendra Madhav Kode	Head Sourcing, Procurement	Pune Office
Sachin Ashok Herwade	Engineer, Pump Service	Pune Office
Nirav Dharmendra Gajjar	Trainee Engineer, Pump Service	Ahmedabad
Ashish Kumar Singh	Engineer, Pump Service	Mumbai
Deepak C. Kulkarni	Electrician, Production	Ambadvari
Farooq Kidhayat Shaikh	Sr. Engineer, Pump Service	Mumbai
Yogesh Kumar	Assistant, Spare Part	Delhi Office
Pravin Vasram Chavan	Engineer, Plant Service	Pune
Shriram Sudan More	Jr. Engineer, Pump Service	Pune



Pune Head Office: Salilkumar Ghosh, Subhash Bhalchandra Tambe, Kiran Shridhar Sonawane, Ravindra H. Vyas, Amar Khanderao Sardesai, Aaditya A Bodhale, Siddhi Sachin Dhadphale, Sachin S Chivate, Ninad Nathuram Padalkar, Zaheerabbas N Mulani, Anand G Kumbhar

Pune Factory: Jaywant Shankar Mahajan, Bhushan Bharat Patil, Rohit Pradip Thombre, Nitin Narhari Mane

Goa Factory: Sebasitan Pereira

Bangalore Office: Prashanth Kumar Yb

Delhi Office: Deepak Kumar

Chandigarh Office: Naresh Kumar Passi

Hyderabad Office: Lokesh Kumar Bejgum

Raipur Office: Abhishek Tiwari

Indore Office: Mahendranath Kananuru

Pirngut Warehouse Pune: Vidyanand C. Dhotre



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