

Italian construction equipment major "Soilmec" in India Bangalore to be southern hub, introduces drilling & foundation machinery

Soilmec is an international leader in the design, manufacture and distribution of foundation equipments for the ground engineering industry. Since its inception, Soilmec is recognised world over for its reliability, innovation and cutting-edge technology providing the full spectrum of equipment solutions for the construction industry. Soilmec is distributed in more than 70 countries worldwide. Soilmec India is headquartered in Mumbai providing equipment, sales & service, training across the country with a strong support of inventory of spares and other parts in Mumbai and Delhi. Soilmec Foundation Equipments India, today announced an aggressive strategy to make inroads into Indian market.

Bangalore, Karnataka, IND, 2007-11-15 15:19:10 (IndiaPRwire.com)

Soilmec Foundation Equipments India, today announced an aggressive strategy to make inroads into Indian market. Soilmec sold 20 units in the past 10 months of its existence in India and has a portfolio of more than 12 rigs to be delivered in the next two months. As the industry worth Rs 2,40,000 cr. is growing at the rate of 7-8 per cent per year, the company expects to make huge inroads in the market. Company is the Indian arm of Soilmec S.p.A an Italian manufacturer of foundation equipments belonging to the US \$ One Billion **Trevi Group**.

Soilmec India offers a portfolio of 20 machines ranging from 20 tons to 100 tons, capacity of drilling piles from 400mm up to 3000 mm diameters. A testimony to Soilmec's reputation and technological expertise is that the company been enlisted as observer invitee in the Pile Foundation Sub Committee Bureau of India Government.

Making the announcement **Mr. Sanjoy Chakrabarty, Managing Director, Soilmec (India)**, said, 'Although Soilmec has been operational in India since 1996, it was only providing sales and support. Since, January 2007, we have scaled up the operations and have been incorporated as a manufacturing & trading Company. Soilmec's expertise in the drilling & foundation equipments is immense. Currently, one of the top priorities in India is to improve and develop new infrastructure. We see a great demand for our products & technology. We have a concrete roadmap to meet these demands and ensure timely delivery. We offer comprehensive solutions that are the results of intense research & development done by Soilmec over the last 4 decade.'

Mr. Davide Panzavolta - Director (Italy) Soilmec S.p.A, said 'The international experience & technical know-how that Soilmec brings to India will benefit the construction industry in India tremendously. With the infrastructure & energy projects gaining momentum our specialised range of equipment and accessories for deep foundation works are ideally suited for these projects. We have introduced our flagship drilling and piling machines for a start. Depending on the demand and customer requirements we will add more products. One of the key services that we will offer in India is customisation. Soilmec being a manufacturing company, we are in a position to customise the machinery as per customer specifications & utilization. This value added service in the construction industry, sets apart Soilmec from its competitors. The parent company Trevi Group is also very keen on making investments and growing its business in AsiaPac.'

A unique feature of the TREVI Group is the developing of in-house training programs (like **Maintenance Mechanics and Rig Operators**) specifically tailored for on-site personnel and

shop-floor technicians. To provide specialized knowledge and skills to the personnel of Foundation Engineering Field, TREVI group has set-up an Independent Educational Institution *Foundations Technology Academy (FTA)*. By imparting the appropriate training, Soilmec ensures that the equipment at a customer's site works to its full potential with negligible or zero downtime.

'We have successfully demonstrated the prowess of Soilmec products, and converted them into sales. There's a surge in demand for drilling and pilling machines, all over India, which will be delivered in the next two months. Bangalore has been chosen as the hub because of its proximity to all other southern cities. The importance of construction industry can be gauged by the size, viz., worth Rs 2,40,000 cr. and growing at the rate of 7-8 per cent per year, both in the organised and unorganised sectors. We are ideally positioned to meet the demands posed by the industry.' **Mr. Davide Panzavolta** added.

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For more information on Soilmec visit www.soilmec.it

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