



We will like to be cost effective company without compromising the quality and reliability

AMCL Machinery Limited is a complete solutions provider in optimisation and upgradation of projects related to cement plants. The company recently tied up with M/s. UBE Machinery Corporation Ltd., Japan to manufacture state-of-the-art Vertical Mills on exclusive basis for India, Nepal and Bangladesh. In an exclusive interview to **CONSTRUCTION OPPORTUNITIES**, R. K. SHARMA, DIRECTOR, AMCL MACHINERY LTD spoke on his company's products and future outlook.



What is the present growth trend witnessed in the cement market? Give us an assessment on the demand-supply scenario in the cement sector in India?

After the recent budget announcement, we hope that India will witness up-cycle in cement demand growth in coming years due to government's focus on infrastructure and housing. Cement manufactures are optimistic and are adding capacity on an average 20-25MT per annum.

Briefly tell us about your company's areas of expertise specific to the cement sector.

We have started offering the Vertical Roller Mill by joining hands with M/s. UBE Machinery Corporation Ltd., Japan for various applications including Raw materials, Coal, Clinker and Slag Grinding. UBE Mills are known for their reliability, efficiency and economical operations.

We are specialised in manufacturing Vertical Roller Pre-grinding Mill (VRPM) since last 24 years and have the necessary manufacturing set up and experience to manufacture & service such Mills. VRPM is used mainly for up-gradation projects to increase the capacity and reduce



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power consumption. AMCL has full-fledged facility to carry out complete Process and Layout Engineering for the integrated grinding Units.

Tell us about your manufacturing units. What is the emphasis you place on environment and sustainability?

We have our manufacturing set up at Nagpur Butibori capable of manufacturing full fledge Vertical Roller Mill and other Rubber and Tyre Machinery. We are in process to set up Test Mill Facility at Nagpur to carry out the tests to establish grindability and wear factor etc. for the Raw Materials, Coal, Cement and Slag samples. We are also planning to expand and upgrade our manufacturing set up.

The cement industry has become more conscious about energy efficiency in the last two decade. We are now in a position to offer the latest innovation carried out by M/s. UBE in the field of energy saving. We are already manufacturing VRPM as per Japanese quality standards / Systems. We are conversant with Japanese way of working and therefore is in a position to absorb UBE's Technology smoothly.

Do you have a tie up with any foreign company in terms of technology or exclusive marketing rights for their products, detail us on the same.

On 30th May 2019 we have signed a Licensing Agreement with M/s. UBE Machinery Corporation Ltd., Japan to manufacture state-of-the-art Vertical Mills on exclusive basis for India, Nepal and Bangladesh. UBE had supplied more than 546 Vertical Roller Mills all over the world for various applications including Raw materials, Coal, Clinker and Slag Grinding.

Tell us about the USP's vis-à-vis your competitors.

With addition of VRM in our product Mix we have become a complete grinding solution provider in true sense. We can offer energy efficient UBE Mills with latest Japanese technology and Innovation to set up Greenfield / split grinding units. We are also known for VRPM which are operating for the last 20 years without any problem for up-gradation projects. We have knowledge and experience of manufacturing VRPM which helps us to manufacture VRMs at Nagpur works to offer cost effective solution to customers. We believe in customer satisfaction and offer prompt after sales services.

What is your company's focus on R & D and technological innovations and aftermarket services offered by your company.

UBE has a strong R & D team to back up their services. Energy efficiency is quite high in their machines. M/s UBE also has developed a new Six Roller Vertical Mill for slag & clinker grinding application which is suitably designed for capacity maximization, higher energy efficiency & low cost compare to the conventional VRM. M/s. UBE also introduces the new modular design concept



which increases reliability through commonality of mill parts & achieves reduced maintenance cost.

Your strategy to play in a price sensitive market.

We will like to be cost effective company without compromising the quality and reliability. In this connection, we will always focus on the product optimization to provide cost saving solution to our customers.

Future outlook on the cement industry and from your company's perspective.

We at India, are a developing country and the per capita of cement consumption is likely to grow at least to world average level. There is enough scope to expand and we are going to have our share of business. We plan to offer cost effective solutions to the Industry and would aim to become a reliable resource for the cement industry. ◆