



We can proudly say that in a way we have been responsible to bring down lead times of concrete batching plants by 75% due to smart production practices that we follow

**says Mr. Prashanth Kumar
Executive Director
Sicoma Mixers India Pvt Ltd.**

in an interview to Infrastructure Line

Q-1. How are the preparations going on for the Excon Event and are there going to be any special launches?

Ans. Preparations are going on good even though we are lagging a bit due to our other commitments. We shall be launching a 2 new variants of Concrete Mixers on the show. They would be our Lab Mixer – MP75/50 and Twin Shaft Mixer – MAO1125/750.

Q-2. What are the GST implications for your segment and what are your forecasts for the same?

Ans. GST implications by and large have benefitted our customers in terms of price reduction for after sales requirements. We have passed that benefit to our customers. Though there are some initial technical glitches, transactions should be smooth in the coming

months.

Q-3. What has been the vast contribution made by Sicoma to the concrete segment in India through its products and what is the current market share? Can you elaborate on your success story and other strategic growth prospects for the future?

Ans. Sicoma India is expanding

its production facilities in Bangalore to cater to growing demands. We shall also look to cater to overseas markets. Like I have mentioned in my earlier posts, our core strengths are a robust product & strong after sales support in terms of parts, service and training. We strongly believe our customers look for these qualities in a supplier, which we have. We can proudly say that in a way we have been responsible

to bring down lead times of concrete batching plants by 75% due to smart production practices that we follow. Most of the times we ensure Mixer availability ex-stock., Bangalore.

We enjoy a sizeable share of the market, credit to our customers who have shown immense loyalty to us.