

INTERVIEW



We are all geared up to make our large impact felt in the extensive growth of the country through our vast range of project executions in the near future and be a part of nation building

says **Mr. Abhijit Desai**
Director - Cobit Engineering Pvt Ltd

in an interview to Infrastructure Line

Q-1. What are the different grades of conveyor belts offered by Cobit, both to the local and overseas markets and what are its specific applications?

Ans. We have a plethora of grades of conveyors offered by us. Currently the focus is more on creating awareness about two of our main products – **The Side Wall Belt**, also known as Z Elevator and **Pipe Belt Conveyor**. The Side wall belt is used in all segments like fertilizer, chemical and steel plants. The Pipe Belt Conveyor is preferred over other conveyors primarily because it can be bent, whereas conventional belts offered are rigid and not flexible. Both these products are primarily sold to our customers on a war footing now as the current customers are more aware, interested in knowing about performance, as well as inquisitive to know about the products they are seeking. The customer is more focused now and very adept at knowing his Return on Investments. The

Sidewall belt Conveyor has an initial investment on the higher side but maintenance cost in the long run is extremely low in comparison to the bucket elevator whose initial investment is very low but maintenance is high in the long run. These products are welcomed by most of the customers of the SAARC countries.

Q-2. What would be the implications of the GST for your segment and how is it going to help you in your operations?

Ans. We warmly welcome the move of the Government to implement the GST. It is a good initiative to maintain price competitiveness. With this the entire nation comes under one bracket of taxation. For us the applicable rates are 28%. There shall be initial glitches in the implementation part but the advantages of the move shall make us forget the tough times we shall face initially. Earlier for sale within state we had to pay

excise and vat and for sales outside the state we had to pay excise and sales tax. Now with GST all this becomes redundant with uniformity brought in terms of rules, Pan India in operations. With GST, the Sales made outside the state has become little costlier for the customers but this too is addressed by taking GST credit by them during filing of monthly returns.

Q-3. Can you elaborate on the Turnkey material handling solutions as well as the main sales made in the recent times?

Ans. We have got clearance for a turnkey solution to be provided for a chemical plant in Qatar. A lesser, voluminous project in Gujarat, again for a chemical plant and we have provided high end solutions for a Fertilizer plant in Tuticorin.

There are ample export orders in the pipeline to be executed successfully. The state of project execution is seeing a

change drastically as more stalled projects are being given the go ahead for execution. Steel plants are going in for expansions. Infrastructure facilities in Mumbai, Delhi and Kolkatta have opened the doors for us for more contracts to be signed. We are also going to make our expertise felt in the Port Handling segment. Earlier we were confined only to loading, now we have opened up for unloading too. Pan-India, as most of the ports are under expansion plans we have more material to be handled. Fertilizer industry is too going for vast expansion plans. Agriculture industry which was on a slow track is also picking up, opening up for more capacity additions. In short we are all prepared to make our impact felt in the extensive growth of the country through our vast range of project executions. We shall be proud to be a part of nation building.

Q-4. Taking into consideration the prevailing

market conditions how are you going to address your strategies for the future?

Ans. Thank you to our clients for having faith in us and being a great support, we also take this opportunity to thank our staff for contributing to the organizations growth and success. We are gearing up for the additional work which we are going to take up by focusing primarily on technology front and getting systems in place. We are going to grow on a slow pace but definitely with consistency. Our goal at the end of the day is to keep our customers happy by providing with them what they are seeking out from us and the good faith they have forever kept on us. At the same time we are also going to make our inner systems strong by having a growth oriented conducive working environment both at the plant and at the office. We are investing extensively on the plant as well as the office but having various trainings to meet the extensive role we have to play on a very confident note.