



AV Dikshit,
Technical Director,
Aquarius Engineers.

“Knowledge transfer is the focus area at Aquarius.”

We provide concrete pumps with a completely isolated hydraulic and concrete system design. It has a leak-proof system with effective reverse pumping of concrete. The pumps are highly fuel-efficient and use relatively low slump concrete with higher size aggregates, says **AV Dikshit, Technical Director, Aquarius Engineers.** Excerpts from the interview.

How has the revival of market sentiments been reflected in the concrete equipment segment?

Growth is all over, in concrete pumps as well as batching plants, and across the country. We have picked up in concrete batching plants but the main issue is pumps where we at the moment, have considerable orders for delivery but customers have not been able to tie up with the finance companies. This is a major reason for a temporary slowdown in sales.

What is the demand-supply scenario for concrete pumps of all types?

The growth in the market prompted all the manufacturers to increase their production capacities. The production capacity has been nearly doubled, against a consistent market growth this year. The number of batching plant manufacturers have increased, especially the smaller capacity plants. We are enjoying a good growth in both pumps

as well as plant business.

What are the major growth drivers in today's context?

Government incentives, investment in infrastructure projects, increase in housing and real estate development, suitable local government regulations, competitive RMC pricing, awareness of the advantages of using good quality concrete...these are all major drivers.

The growth of the concrete equipment industry to a great extent is dependent on the growth of the RMC segment, which still has not touched the double digit level. What is your take on this?

The RMC segment has been mainly dependant on the urban market, Tier 1 cities. We supply our batching plants to the RMC segment as well as in good quantities to the site-mixed concrete projects. A rethink on government levies, increase of housing projects in Tier II & III cities and an overall customer education in using good quality concrete is required to boost the RMC segment.

Which segment gives Aquarius Engineers more business concrete pumps?

Aquarius pumps are mostly used in housing and infrastructure segments but are also popular in the hirer segment. The increase in high-rise construction projects has really boosted our pump sales, which are equipped with the S-valve technology suitable for high-rise, leak-proof and fuel-efficient concrete pumping.

Tell us about the value additions incorporated in your product range in terms of environment friendliness, safety, energy saving, and fuel consumption.

We are an ISO 9001 certified company, also having the ISO 14001 &

