

## Through Eyes of Our Customer



**Mr. Purushotham,**  
Managing Director  
Kapil Precast & Infra Pvt. Ltd.,  
Secunderabad.

Kapil Group was established by our Chairman Mr. Vaman Rao in 1981. He introduced Chit funds for common people. Within 10 years of being into this business he expanded his activities into various other fields like bakery, real estate, media, manufacturing, construction, education, hospitality and many more. He always thought of

how people of low-income group could get advantage from him and he encouraged them into saving more. I joined this group in the year 2012 and managed the real estate business. We initially used to outsource most of the precast products, but slowly and steadily started doing production inhouse. We spread our business in Telangana and Andhra Pradesh with more than 150,000 agents working for us. After spending lot of time with our customers in the market, we understood the importance of quality and hence decided to introduce Concrete Pavers and Blocks to our customers. This led to our search for a good Concrete Product Machinery.

We visited many plants across India, got feedback from several experienced players in this field, and only one thing everyone had to say was the products produced on a Columbia Machine are unmatched. Though the initial cost was more, less maintenance cost and better product output cannot be obtained in any other machine. In long term, a Columbia Machine will fetch us the entire money we have invested in the project and much more. The series of discussions with Columbia team also helped us to strengthen our decision. After buying Columbia's SPM20 Concrete Block Machine, the task in front of us was to convince our customers, dealers, builders and contractors the strength and quality of concrete products produced on our Columbia machine and that too at no extra cost. Our customers used to randomly take our products and test them for quality and strength and we are proud to say that Columbia machine never let us down.

Kapil Precast has been actively involved in executing major projects with BPCL, IOCL, HPCL, National Highway Authority, various real estate builders and developers. Columbia's Pavers are widely used on footpaths, adjacent to roads to percolate water and also at medians. Concrete Pavers and Blocks are evergreen products, it won't ever fade away. We constantly strive hard to use concrete as a replacement of natural stones.

The best part about working with Columbia is the systems they follow, right from order booking, to getting quotes, enquiring about moulds and spares or after sales service. They have a strong team to support all the functions. The only thing I would suggest is to have feedback meetings with all its customers which will help increase interaction from both ends. Customers can share their problems and also their achievements with one another in such get-togethers.

**Effective January 1st, 2020, all manufactured molds and mold parts will be painted Mold Red across all of Columbia Machine's global operations.**

Columbia Machine, Inc. continues to invest heavily in the advancement of its mold designs and manufacturing capabilities. Through strategic asset and company acquisitions, Columbia is driven to maintaining its position as the world's leading concrete mold supplier. In order to better leverage our technologies and offer top quality molds worldwide, take advantage of our continued efforts to improve and



increase operational efficiency, Columbia has made the decision to adopt a standardized paint color across all of its global mold operations. This change allows us to combine our products into a worldwide brand to ensure competitive pricing and faster delivery to our customers from any of our manufacturing locations. Starting on January 1st, 2020, all manufactured molds and mold parts from all of Columbia's facilities will be painted Mold Red.



## Columbia Machine, Inc. Increases North American Market Presence with Acquisition of Bikle Manufacturing.

Located in Smithsburg, MD, Bikle Manufacturing is a recognized leader in big board mold repair and manufacturing services provider to many customers in the Northeast. Columbia Machine intends to grow the business as a regional support center for mold repair, East Coast manufacturing services and as a parts depot for Columbia customers in the region. "Our customers have been asking us to provide mold repair capabilities and regional parts support on the East Coast. We have been searching for the ideal location, capabilities, and people to bring this to fruition for a couple years," said Goode. "Moving into the Bikle facility, acquiring the assets and hiring the employees ensures our ability to meet customer demand quickly and efficiently." "Our markets require us to be diverse, efficient, and available," said Kevin Gilchrist, Director of Mold Sales and Engineering. "Bikle's location, mold repair expertise, and nearly fifty years of manufacturing experience gives us an optimum position in supporting our East Coast customers and expanding our North America coverage."

The acquisition of Bikle Manufacturing continues Columbia's strategic vision to grow the business and better support customers regionally. The Maryland location gives Columbia full service mold and parts capabilities. With mold repair capabilities in Vancouver, WA and now Smithsburg, MD, Columbia will be able to stock standard molds, carry out mold repairs and be a regional hub to offer new molds from our state of the art manufacturing facilities around the world. This new Northeast facility complements Columbia's other North America service centers in Vancouver, WA, Ontario, CA, Orlando, FL, and Mississauga, Canada.



## Recently Concluded Shows:



Excon, 10<sup>th</sup> – 14<sup>th</sup> December 2019, Bengaluru, India.



The total installed cement capacity in India is expected to cross 0.5bn tonne this year, even amid weakened demand conditions. With India aiming to build infrastructure for a \$5 trillion economy by 2025, consumption of cement in the country is set to increase by about 6%. The govt.'s proposal to invest Rs.102 tn to build ports, airports, and other infrastructure is also expected to drive demand for cement.

Samruddhi Corridor covering 701kms, connecting Mumbai and Nagpur will pass through ten districts and reduce travel time to 8 hours. It will connect several industrial areas, the Delhi - Mumbai Industrial Mahamarg (DMIC), the Western Dedicated Freight Mahamarg (WDFC), dry ports of Wardha and Jalna and Mumbai's JNPT.

The 12 major ports in India recorded a marginal 0.98% growth in cargo volumes at 524.02mn tonne during the April-Dec '19 period. As reported, Deendayal port handled the highest traffic volume at 92.41MT during the April-Dec period, followed by Paradip at 83.61 MT, Visakhapatnam at 53.53 MT, JNPT at 50.72 MT, Kolkata at 47.09MT, Mumbai at 46.16 MT, Chennai port at 35.83 MT and new Mangalore at 27.6 MT.

The Mumbai Metropolitan Region Development Authority (MMRDA) will undertake projects worth Rs.762 bn of this will reportedly be spent on metro projects, Rs.314 bn on infra projects for easing traffic bottlenecks, the Mumbai Transport Harbor Link and the Virar-Alibaug Multi – Modal Corridor Projects.

National Authority of India plans to construct six-lane access highway from DND Maharani Baugh to junction with Jaipur-Pushta Road section of NH-148NA in a budget of 14000 crores.

## Where we will be Next?

## Find us at these Tradeshows :



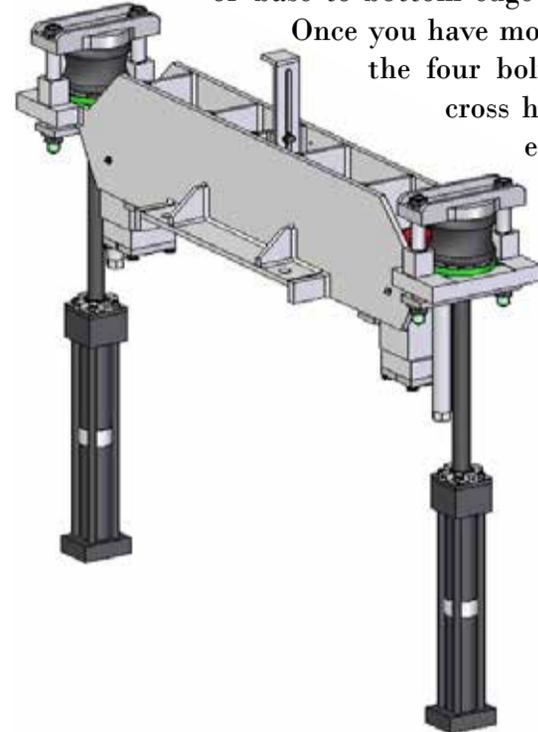
**CONCRETE SHOW 2020**  
Hall No. 4, Booth No. A 31  
14th - 16th May '20  
Goregaon, Mumbai.

## Reach us at:

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## SERVICE TIPS

Prior to installing your cylinders check air stroke assembly to insure free movement. Cylinder alignment to the compression beam air stroke assembly is critical. When replacing a cylinder or both check cylinder base to insure it is flat and not nicks or raised areas. Check from top of base to bottom edge of cap four corners at tie rods.



Once you have mounted the cylinder and installed the four bolts bring them down tight in a cross hatch pattern. If the rod is not extended far enough to align with the air stroke bottom plate you can use some air if the hydraulic lines have not been hooked up to raise the rod but don't allow it to enter the plate at this time. Continue to torque the bolts on the base and as you come up to torque the rod should begin to align with the air stroke plate. Once you have alignment the rod should not hit the air stroke plate when entering the bracket.

## DO YOU KNOW?

### Basic Protective Measures against Coronavirus:

- Wash your hands regularly and thoroughly with an alcohol-based hand rub or wash them with soap and water.
- Maintain at least 1 metre (3 feet) distance between yourself and anyone who is coughing or sneezing.
- Avoid touching eyes, nose and mouth. Hands touch many surfaces and can pick up viruses. Most important is to avoid handshakes with everybody and greet other with our traditional Indian method "Namaste".
- Avoid going to Hospitals, Crowdy areas and stay away from celebrations like marriages, parties, unless it is urgent.
- Wear mask whenever travel by Air, Train or Buses.

### Columbia GREETINGS BEST PRACTICES



HANDSHAKE



FIST BUMP



ELBOW BUMP



WAVE



BOW