

Exhibitor Testimonials BAUMA CONEXPO INDIA 2016

- in alphabetical order -

Andy Dhanarai, Director Sales, Caterpillar, India

“BAUMA CONEXPO INDIA is very important for us. It is a good platform for exhibiting products, especially now, when so many things are happening. We had lots of customers, existing ones but also new ones. It is an absolute quality show.”

Helmut Florian, Regional Sales Director Far East, Bauer, Germany

“We are satisfied with the results of this year’s BAUMA CONEXPO INDIA as it met our expectations. We were able to meet with customers and discuss their projects in detail.”

Arvind K. Garg, Executive Vice President & Head-Construction & Mining Machinery Business Larsen & Toubro, India

“Komatsu and L&T used BAUMA CONEXPO INDIA to showcase our entire range of construction equipment in the exhibition. We participated in BAUMA CONEXPO INDIA for the first time and are fairly satisfied with the outcome of our participation in the trade fair. BAUMA CONEXPO INDIA has been able to distinctly draw visitors and customers from various parts of India, including the far flung NE states of India along with visitors from adjoining NCR region. The response to our display was overwhelming which is a matter of great satisfaction. BAUMA CONEXPO INDIA was an ideal opportunity for us to launch Komatsu’s new products and showcase our product offerings, besides providing us with an important platform for interaction with a large number of customers and other industry participants.”

Abhijit Gupta, Managing Director, Case, India

“The results of this year’s BAUMA CONEXPO INDIA have been fairly good. We have received an encouraging response. We have been able to successfully reach our goals. The footfall number has been remarkable and the show has helped us to generate a number of leads. As a B2B industry forum, BAUMA CONEXPO INDIA is a quality platform for exhibitors and visitors alike. It has helped us to better understand our customers’ needs and expectations. It has also helped us to improve our visibility among our exact target audience.”

Hrishikesh V. Kulkarni, Director Marketing, XCMG, India

“We participated in BAUMA CONEXPO INDIA with our own booth for the first time and showcased various machines. Our presence created a lot of interest with potential buyers. We are confident in the Indian market and happy with our participation in BAUMA CONEXPO INDIA 2016. We will participate in the next show, too.”

V.G. Shakthi Kumar, Managing Director, Schwing Stetter, India

“BAUMA CONEXPO INDIA has turned out to be a great success for Schwing Stetter. Despite the demonetization situation, all our customers visited our booth to experience our new range of equipment. BAUMA CONEXPO INDIA has helped in bridging the gap to connect our north-based customers. Visitors from Myanmar, Kenya and the SAARC

countries also visited the show. The event was very well organized and exhibitor support was excellent. We will definitely participate in the next edition of BAUMA CONEXPO INDIA in a big way.”

Raj Lakhani, Managing Director, Peri, India

“We use BAUMA CONEXPO INDIA to launch new systems and products and to connect with our customers. The show is quite important for us. Because instead of travelling through India to present our products, we do it here at BAUMA CONEXPO INDIA. It is important for our marketing activities in India to be here, for sure.”

Payal Koul Mirakhur, Vice President, Invest India

“We are delighted to be in this exhibition as there are around 650 exhibitors. I represent Invest India, and we find that this is the best opportunity for Indian companies to show the international community what facilities India has. It’s a great show.”

Pinaki Niyogi, Vice President Manufacturing & Engineering, TIL, India

“We are reasonably satisfied with the response we received during BAUMA CONEXPO INDIA. We interacted with existing and potential customers, suppliers and business associates, which is certainly an important take-away. In addition to being a well-recognized brand all over Asia and an organized platform for the construction equipment industry here in India, BAUMA CONEXPO INDIA also has a global reach and international flavor. That is a definite plus for us, as it should be for any company operating in this sector. Events like this are important from the marketing-mix perspective, as they ensure good footfall numbers and a captive audience in our segment, which in turn has a greater chance of translating into positive leads and business orders.”

Abhijit Padhye, President Sales & Marketing/Marketing Manager, Linnhoff, India

“We are very happy and satisfied with our participation in BAUMA CONEXPO INDIA, and we have also reached our goals as we have sold two plants from here. BAUMA CONEXPO INDIA is more organized and has a better reach compared to other events in the industry, and participating in this show plays a very important role for our marketing mix. We had visitors come from India, China and Germany.”

Ramesh Paligiri, Managing Director & CEO, Wirtgen, India

“BAUMA CONEXPO INDIA came at the right time of year for us. With all the investments coming, it is the right time for us to showcase our products’ new models. BAUMA CONEXPO INDIA is an excellent opportunity to meet existing and potential customers. For us, this show is important for brand building. Delhi is exactly the right place to have the exhibition, as most projects are in the Northern part of India. The visitor quality is good, better than at other shows.”

Souma Roy, Director, Haulotte, India

“BAUMA CONEXPO INDIA is the only exhibition in which we participate, as we feel it is important to participate in such an international exhibition and to showcase our products, as the scale of this show is really high. We had visitors at our booth from India, Nepal, Bangladesh and China. With such an amazing response here, we will certainly participate again next time.”

Johann Sailer, CEO, GEDA Dechentreiter, Germany

“Although the situation remains somewhat tense, it is good to be at BAUMA CONEXPO INDIA. There is movement on the market. Demand is there, companies are investing again, and although the situation in India’s building construction sector remains somewhat difficult, it was very important to participate in BAUMA CONEXPO INDIA.”

Pradeep Sharma, President, ACE, India

“We used BAUMA CONEXPO INDIA to showcase several new models. The show helps us to meet most of our targeted customers in a short span of four days, and learn lot in the form of suggestions and improvements from our customers, especially for new launches.”

Ritesh Shete, Manager Marketing & Communications, Sany, India

“Sany has decided to participate in BAUMA CONEXPO INDIA again, and we are very happy with the results. Holding the show in Delhi draws qualified visitors from the booming Northern region of the country, in addition to customers from other regions. BAUMA CONEXPO INDIA is a well-organized and professional show.”

Vipin Sondhi, MD & CEO, JCB, India

“We are pleased to participate in BAUMA CONEXPO INDIA 2016. The response has been very encouraging so far. The exhibition provides a good opportunity for us to showcase the latest in the Earthmoving and Construction Equipment space. JCB introduced seven new, innovative machines, all exhibiting class leading performance with world class design and quality. Our newly launched products in the larger equipment category have had a very positive response from customers.”

Wu Song, Managing Director, Liugong, India

“The success of BAUMA CONEXPO INDIA is a reflection of the overall upturn and positive outlook of the Indian construction market. We not only successfully launched new products like the 856H or 836E at the show, but also sold several machines at the booth. We are very content with our participation in BAUMA CONEXPO INDIA 2016. The show is an important platform that allows us to showcase our company, and we will continue our association with the show in future.”

Joachim Strobel, Managing Director, Liebherr EMtec, Germany

“We came to BAUMA CONEXPO INDIA to meet important customers. Compared to other Indian exhibitions, it is better organized.”

Blesson Varghese, Managing Director, Marini Fayat Group, India

“BAUMA CONEXPO INDIA has come a long way from where it was the previous year. We had visitors mainly from southern India and Nepal. We are happy with the whole show and will continue to participate in future.”