

WHY KAM-AVIDA?

- As the Industry's first and only ISO 9001: 2015 Company, you can be assured of top-class processes, systems and international standards.
- With an annual turnover of over INR 70 crores in the last three years and over 5400 machines running successfully nationwide as of 2017, you can be confident of our ability to serve you.
- With learning comes experience, and we have over 20 years of experience in the liquid and solid waste management industry.
- A manufacturing space of over 80,000 sq. ft. in Pune and 32 Sales and Service locations across India – we will be there for you when you need us.
- Our team of 40 capable engineers is ready to customize your every requirement – making your wish our command.

OUR CORE BUSINESS AREAS:

- Pipe & Drain Cleaners
- Solid Waste Collection and Transportation Equipment
- Street Sweepers & Litter Pickers
- Mechanical Sweepers
- Industrial Vacuum Cleaners
- Special Purpose Equipment



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एक कदम स्वच्छता की ओर
KAM-AVIDA
ENVIRO ENGINEERS PVT. LTD.
सुविधा और मान-मर्यादा के साथ
ISO 9001:2015 COMPANY



KAM KHABAR
JUNE 2017



Editorial

We are happy to announce that the financial year 2016-17 has been, yet another, memorable year for us!

We saw Sales grow on all fronts – private and municipal; we were able to be more predictable on Collections; we received many a repeat orders from private contractors and the icing on the cake came as an order of 69 Kamjet 2LC1H 50 machines from contractors of HMWSSB, Hyderabad proving our Customer Acquisition prowess.

This isn't all, we designed, delivered and commissioned India's first ATEX compliant Chassis Mounted Industrial Vacuum Cleaner for the collection of fine coal dust; we also became the Industry's one and only ISO 9001:2015 compliant company with systems and processes at par with International Standards.

On a more internal front, our Sales Champion of the Year award went to the well deserving Mr. **Sudhir Kumar Sinha** who strove hard to wear the winning crown. We also took a decision to discontinue the use of Liasoning Associates, and moved towards Direct Sales in Uttar Pradesh, Madhya Pradesh, West Bengal, Karnataka, Tamil Nadu, Andhra Pradesh and Telangana. A step that has taken us much closer to our end customers and users!

We are, and continue to be, fully geared up to ride the expected surge in demand due to better implementation of the Swachh Bharat Abhiyaan and look forward to playing an active role in its success!

Jai Hind!

Warm Regards


M. Krishna

Kam Avida Enviro Engineers Pvt. Ltd.



Product Launch - KAM-PATCH

What are Potholes?

Potholes are simply areas of road surface that have cracked, worn away, and eventually formed a hole. They start out as tiny cracks. If they're not fixed right away, they can grow to be anywhere from a few inches wide and to several inches deep.

How do Potholes form?

Potholes develop naturally as a result of many scientific forces. The friction of the tires with the roadway surface heats up the road and causes it to expand. This expansion can lead to the formation of cracks in the roadway surface. Water seeps into these cracks. The water weakens the underlying support of the road. When it freezes, it pushes up on the asphalt layer and down on the underlying material. When traffic passes over the weakened and stressed portion of asphalt, the load and vibration cause the weak underlying material to sink and the surface layer to crack and break leading to a pothole.

A Hassle Free Road Repair System

Road repair work is painful. Potholes are scattered in small patches over vast distances. If defects are not arrested at the right time, then expensive overlays are required. The damaged road surface causes traffic jams and leads to accidents and fatalities.

The KAM-PATCH offers a systematic and effective solution under a single window.

A simple 6 stage process ensures thermal bonding of potholes within minutes:



1 HEATING



2 SCARIFICATION



3 REJUVENATION



4 NEW MATERIAL



5 COMPACTION



6 COOLING & BONDING

<https://youtu.be/8XsTYnx7E>

The Kam-Patch technology, patented by NuPhalt, UK and brought to India by Trans Metalite - serviced by Kam-Avida has a host of benefits:

- Seamless Repair with no saw cutting.
- Total pot hole patching process at 36 minutes per pot hole.
- 1st time fix, no need to return to the site.
- Thermal heater can go from 0°C to 750°C within seconds.
- Powered from gas and electricity with minimal fuel emission.
- Single vehicle operation hence minimal traffic disruption.
- Only 4 operators required.
- No wastage as all asphalt is entirely recycled.
- Heater is silent hence patching can be carried out at night.
- Heater, Compactor & additional aggregate all contained in a compact transit system.



Customer Story

My Home Cements

My Home Industries Pvt. Ltd, is part of a leading 4000 crore business conglomerate- My Home Group headquartered at Hyderabad. My Home Industries, manufacturer of world-class Maha Cement, is a renowned name in the industry. The My Home Cement Plant at Mellacheruvu is a customer very close to our heart. They were the 1st users of our then newly launched KAMVAC IVC 5LCH Equipment.



Bought in 2007 for a basic price of around 30 Lakhs, the Kam-Avida make Industrial Vacuum Cleaner is used across the entire Maha Cement plant ranging over 40 acres. Be it the Kiln Feed, Cement Mill, Finished Good Storage and across the entire process, our KAMVAC IVC can be seen in the forefront of all spillage recovery operations.

Mr. N S Raju, the General Manager (Mechanical) expresses his deep satisfaction with the machine. He says only consumable parts like the Bag Filter and Hose Pipe have required servicing in these 10 years of operation.

Otherwise, "The machine is as good as the first day we bought it, not even a marginal drop in suction" coos Mr. Punna Reddy, the actual Operator of the machine since day one Mr. Reddy recounts the excellent performance of the Robuschi Blower fitted in all the KAMVAC IVC machines - "Maintenance- Free Super Power" he calls it. "In 10 years of operations we haven't required to open the Pump even once. No spare parts, no overhauling - we don't even need to touch the blower"

"Before the Kam-Avida machine was procured in 2007, we handled spillage recovery manually" says Mr. Laxmaiah, Vice President - Works. "The cost involved in collecting clinker and other materials was not only high but also time-consuming. The KAMVAC IVC has been a great help and has really solved our problem.

We couldn't go for the Back to Process option since our spillage has a chance of contamination. But otherwise, recovering and pumping back into process is an ingenious idea ensuring no wastage of material and complete cost saving!"

My Home Cements recommends our Industrial Vacuum Cleaning machines and we at Kam-Avida are more than glad that we could be of service to this prestigious cement giant!



Customer Story

Pune Municipal Corporation

The menace of Municipal Solid Waste is exemplified in the monsoons. The rains wreak havoc on most infrastructure and more so on the garbage collected in bins and on roadsides.

The Guardian Minister of Pune - Mr. Girish Bapat identified this precise problem and as a helping hand, gifted the PMC with a KAMPAC REL 14 - a Kam-Avida make, Rear End Loading Garbage Compactor of 14 cu.m capacity.

The Pune Municipal Corporation has a fleet of over 100 compactors and 100 dumper placers running in Pune, the operator R. Marathkar of the above machine is all smiles for his equipment.

"I have been driving this machine for over 9 months, since the time the PMC got this machine. Kya machine hai! It is so user friendly - I have nothing I would want to change in the machine"

"We have a different system for garbage collection in Pune", he says. I drive the KAMPAC from 6am to 2pm in the Vishram Baug Wada Areas. There are 9 pickup points that I need to collect Municipal Solid Waste from. This point is Bhau Maharaj Bol Road near the Mahatma Phule Mandai. The machine is parked here from 12.00 noon to 1.00 PM - in this time all household societies and shop keepers come dump their dry waste in the compactor body. At 1 PM, I leave from here to the next spot". In one day Marathkarji says he is able to collect garbage from over 9 bins before he makes his customary dumping trip to Wadgaon.

"Previously I used to drive a Dumper Placer for PMC. We drivers used to spend more than half the day in driving to and from the Dumping Yard or the Transfer Station. Effectively, we'd be able to pick up only 3 bins in an 8 hour shift. Now, I am able to do almost 3 times more. With a compactor, you don't need to make so many trips to the yard. I finish my shift by 4 pm usually"

"Your compactor has made my family the most happy" - Marathkarji says with glee!



After Sales Section

State wise service personnel allocation :

Sr. No.	TERRITORY	SALES	SERVICE	TEL	EMAIL ID
1	Jammu & Kashmir	Sandeep Singh Rawat	Tarsem Choudhary	8225860564	servnorth1@csd.kam-avida.in
2	Himachal Pradesh	Sandeep Singh Rawat	Tarsem Choudhary	8225860564	servnorth1@csd.kam-avida.in
3	Punjab	Sandeep Singh Rawat	Tarsem Choudhary	8225860564	servnorth1@csd.kam-avida.in
4	Uttaranchal	Sandeep Singh Rawat	Tarsem Choudhary	8225860564	servnorth1@csd.kam-avida.in
5	National Capital Region	Sandeep Singh Rawat	Tarsem Choudhary	8225860564	servnorth1@csd.kam-avida.in
6	Haryana	Sandeep Singh Rawat	Tarsem Choudhary	8225860564	servnorth1@csd.kam-avida.in
7	Rajasthan	Sandeep Singh Rawat	Shakeel Pathan	9922432092	servwest2@csd.kam-avida.in
8	Uttarakhand	Sandeep Singh Rawat	Tarsem Choudhary	8225860564	servnorth1@csd.kam-avida.in
9	Jharkhand	Sudip Bandopadhyay	Partha Sarkar	9007449595	serveast1@csd.kam-avida.in
10	North Eastern States	Sudip Bandopadhyay	Partha Sarkar	9007449595	serveast1@csd.kam-avida.in
11	Orissa	Sudip Bandopadhyay	Partha Sarkar	9007449595	serveast1@csd.kam-avida.in
12	West Bengal	Sudip Bandopadhyay	Partha Sarkar	9007449595	serveast1@csd.kam-avida.in
13	Uttar Pradesh	Sudhir Kumar Sinha	Shivbalak Bind	9554520217	servnorth2@csd.kam-avida.in
14	Chattisgarh	Sudhir Kumar Sinha	Shivbalak Bind	9554520217	servnorth2@csd.kam-avida.in
15	Bihar	Sudhir Kumar Sinha	Shivbalak Bind	9554520217	servnorth2@csd.kam-avida.in
16	Jharkhand	Sudhir Kumar Sinha	Shivbalak Bind	9554520217	servnorth2@csd.kam-avida.in
17	Madhya Pradesh	Sachin Deshpande	Tarsem Choudhary	8225860564	servnorth1@csd.kam-avida.in
18	Gujarat	Sudhir Kumbhar	Shakeel Pathan	9922432092	servwest2@csd.kam-avida.in
19	Mumbai and MMRDA	Sudhir Kumbhar	Baba Khandagale	9922432094	servmsd2@csd.kam-avida.in
20	Vidharbha	Sachin Deshpande	Baba Khandagale	9922432094	servmsd2@csd.kam-avida.in
21	Goa	Aslam Shaikh	Dhanaji Wagh	8975767848	servwest1@csd.kam-avida.in
22	Pune	Aslam Shaikh	Baba Khandagale	9922432094	servmsd2@csd.kam-avida.in
23	Rest of Maharashtra (except Vidharbha and MMRDA)	Aslam Shaikh	Dhanaji Wagh	8975767848	servwest1@csd.kam-avida.in
24	Kerala	S. Harikumar	T.Manikandan	9930168778	servsouth2@csd.kam-avida.in
25	Karnataka	S. Harikumar	Narsimha Chauvaldi	7353443737	servsouth1@csd.kam-avida.in
26	Tamil Nadu - Coimbatore, Tirupur, Erode, Nilgiris.	S. Harikumar	T.Manikandan	9930168778	servsouth2@csd.kam-avida.in
27	Tamil Nadu- Rest of Tamil Nadu	S. Harikumar	T.Manikandan	9930168778	servsouth2@csd.kam-avida.in
28	Andhra Pradesh & Telangana	S. Harikumar	Pramod Kumar	9048044708	servsouth3@csd.kam-avida.in



Events Section



Smart Cities : The Smart Cities list is out! The selected cities are going to see a marked improvement in health, sanitation, transport, internet connectivity and many more facilities! In regards to the same, some cities are racing ahead to completely change their look & feel! Guardian Minister of Pune Municipal Corporation - Mr. Girish Bapat, procured our KAMPAC REL 14 as a first step towards a cleaner and garbage free city!



The Adar Poonawalla Clean City Mission : Pune has got on the National Map due to Mr. Adar Poonawallas APCCM mission. We at KAEE are more than happy that we could be of service to this noble initiative. Here are some images of our machines that are a part of the fleet:



Our Largest Single Order : Our Vice President, Sales - South India - Mr. S Harikumar made history this year! He single handedly bagged the largest KAMJET 2 LCH 50 order for 69 machines from a reputed contractor in Hyderabad. We are very proud indeed!



Sports Day : Keep calm and smash it! The KAEE Badminton Tournament winners Mr. Nilesh Thorat and Mr. Bhushan Pakhare smashed it hard to become the reigning champions for 2016-2017. The Kam Premier League saw Team Grey wining with some impressive shots by Mr. Ramjan Mulla, Mr. Siddheshwar Raut and Mr. Shekhar Dhoble. PS - we got new KAEE jerseys!



Sales Champion of the Year : With bated breath, we wish to announce to you that the Kam-Avida Sales Champion of the Year for 2016-17 is none other than Mr. Sudhir Kumar Sinha himself! With staggering scores on Order Booking, Collection and DSO - Sinhaji overtook Mr. Aslam Shaikh to win the Championship for this year. Our heartfelt congratulations to him and all the best to all the contenders for the coming year!



Annual Service Conference : We know how to work hard and know how to play hard too! Here's a sneak peek into the shenanigans our Service Team was upto this Conference -



Johnston Sweeper Training : Mr. Max Holland from Johnston Sweepers Limited, UK came over to our Head Office in April 2017 to train all our Service Engineers on the new systems and improvements on the Johnston Sweepers Ltd. VT651 machine.