

1. How do you look at the current trends in procurement of construction chemicals?

Procurement of construction chemicals is growing at a very fast rate in the Indian market. Still there are some major aspects which need to be considered during the procurement.

Construction residential / commercial and infrastructural has seen an immense growth spurt. Since construction chemicals can be used to increase the efficiency of work process and quality of construction. Therefore, quality, speed, economy and durability are demanded of construction. These qualities can only be achieved by efficient use of construction chemicals. The growth in the construction industry, combined with the increasing demand for faster and safer construction, will propel the growth of the construction chemicals industry.

Also, construction is machine & labor oriented process so flaws are possible which can be substantially reduced by designing the use of construction chemicals right from the base of building till the roof top. In broadened sense, the procurement of construction chemicals will be a big demand in the Indian industry, also because India is an developing nation having boom in infrastructure.

2. What are the major factors a buyer should consider before making a decision of buying construction chemicals?

The major factors for buying construction chemicals are highly dependent on the specifying body like Architecture, Consultants, PMC's (Project Management Consultants). Besides this, the selection of the products should be as per the specific area.

Presently, 72% market is going under the mode of specifying the same specification and products, which were being recommended since ages.

The need of an Industry is to understand the –

- a. Product**
- b. Problem**
- c. Purpose**

i.e. the right selection of material for right application.

So the buyer should consider the above mentioned (PPP) for selecting the construction chemicals , and conduct trainings from OEM to upgrade the market or educate the market with new product lines, researches from reputed OEM'S.

We strongly emphasise on educating market for selection of products which will help industry to have less rejection rates.

3. What are the major innovations happening in the area of construction chemicals?

At Fibrex, our major focus has always been towards the development of huge range of innovative solutions for construction industry with every aspect for improving the durability, efficiency, quality and the visual changes that can take place in buildings, infrastructure, facilities, throughout production and use, and in turn making a significant contribution to sustainable development.

As labour is difficult to manage now; labour shortage & labour cost is a major constraint , the companies should try to focus on manufacturing of machine based construction chemical products like spray applied products, which in turn minimizes errors of application, reduces labour cost, improves efficiency of time & durability of product.

Our Major Innovative Spray Applied Construction Chemical Products -

FIBFLOOR CAR DECK SYSTEM (Spray Applied) is a multi layer, multi polymer coating system comprising of an epoxy primer, epoxy car deck system to form seamless, anti skid coatings in attractive colors. The parking stalls, the drive aisles, the turn lanes and the access ramps. To maintain structural integrity and to ensure longevity of multi storey car park concrete structures.



CAR DECK SYSTEM

FIBELASTIC (PU) SPRAY APPLIED WATERPROOFING The product is a one component Hybrid liquid applied elastomeric membrane which can be sprayed or hand applied, made up of special PU aliphatic polymer systems to form a tough impervious membrane.



SPRAY WATERPROOFING

FIBWEATHER (High-End Exterior Acrylic Elastomeric Spray Applied Paint)

A unique elastomeric high build coating based on a revolutionary acrylic polymer with quick-set capabilities to resist premature moisture attack.



FIBWEATHER

FIBSEAL (JSP 700) - Polyurethane Modified Spray Applied Joint Sealant

Typical application includes expansion Joints in residential, commercial or industrial buildings. Use as a kota joint filler.



FIBSEAL (JSP - 700)

FIBELASTIC SAM - Liquid Spray Applied Elastomeric Membrane One component reactive liquid applied elastomeric membrane which can be sprayed or hand applied, made up of special polymer systems to form a tough impervious membrane.

PRECAST JOINTING SOLUTION

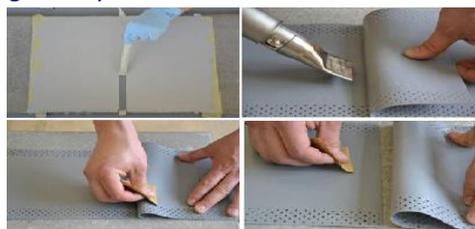
FIBFLEX (GEOMAT): Waterproofing tape/ flashing for constructions joints. It is ready to use water proofing Tape especially developed for Precast Joint Treatment is highly recommended to waterproof the External Joints in Precast concrete.



FIBFLEX (GEOMAT)

EXPANSION JOINT WATERPROOFING TAPE

FIBFLEX (EP) TAPE has specially being designed to completely water tight all types of expansion joints having high ability to accommodate structural movements.



FIBFLEX (EP) TAPE

Concrete Chemicals (Admixtures) and Applications Admixtures are natural or manufactured chemicals other than cement, aggregate and water that are added to concrete either before or during its mixing to alter its properties, such as workability, curing temperature range, set time or color. Some admixtures have been in use for a very long time in concrete construction, such as calcium chloride to provide a cold-weather setting concrete.

Based on their functions, admixtures can be classified into the following five major categories:

- Retarding admixtures
- Accelerating admixtures
- Super plasticizers
- Water reducing admixtures
- Air-entraining admixtures



ADMIXTURE

4. Does Indian industry mature enough to make use of advanced construction materials optimally?

Few companies in India are fit enough to use the advanced construction materials but the major are unorganized sectors, which are required to be educated so that they can use the advanced construction material to enhance the quality standards of the products, etc.

In spite of increased costs related to standards of statutory compliance and safety has increased labour costs due to which construction costs in India is low compared to most countries in Europe and the US. In fact, mature decisions have been taken. Earlier, many companies were using certain materials which were not that advanced. But now many have entered a state of maturity by using available resources such as manufactured sand instead of river sand and also using fly-ash and other substitutes. Few have chosen environmentally non-hazardous materials. The industry should take the rise of material costs in its stride.

5. Why should a buyer go for construction chemicals offered by your company?

At Fibrex, our mission is to focus ourselves towards becoming leader, in developing huge range of innovative solutions for construction industry with every aspect for improving the durability, efficiency, quality and the visual changes that can take place in buildings, infrastructure, facilities, throughout production and use, and in turn making a significant contribution to sustainable development.

Our commitment to deliver quality products and services has resulted in the company's acceptance as one of the fastest upcoming construction company in the region.

Current market is focusing on the products based on advanced & sustainable technology. Our R&D team, is continuously working on the development of these products with a mission to develop global level concepts & higher quality parameters in its products.

Other Factors for choosing “FIBREX” as offering Construction Chemicals:-

- Largest automated plant with 22.8% labor dependence
- ERP based System integration
- Production Capacity (8hrs.shift/ day)
- Fluid Section (polymer/ Epoxy)-500 MT / month
- Powder Section – 1500 MT / month
- Fully equipped Laboratory as per BIS/ASTM/BS Standards
- 3.42% of total turnover employed for R&D
- Logistically well connected with Mathura road /KMP Fly way
- Quality is the major factor in manufacturing of construction chemicals
- Computerized rigorous quality checks are done for raw material input and finished goods to avoid manual errors
- ISO 9001-2015 certified
- Product compliance as per ASTM / BS / IS Product certification from BIS Test laboratories
- D&B certified Company