

	Description	Electromech	DEMAG	KONE	Sparkline
1	Sales Team	25+	30 + dealer	25+	11
2	Crane Business	150-200 Cr (30% business with ABUS)	aprox 150 Cr (west only 30Cr approx (66%)	200 Cr	41Cr
3	Region wise business	West= 45% , South-30%, North-20%, East - 2 to 5%	West-50%. South - 20%+, North - 20-22%,East - 5%		
4	Current info	Mumbai/goa only did - 10/20 CR, Gujarat - approx 2-3 Cr, (upto Q3 achieve 130/150) target is 200CR	West approx 30 Cr out of 55Cr		
5	Product info	all catalogue available	all catalogue available	all catalogue available	