

# Equipment INDIA

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# EARTHMOVERS SURGE AHEAD

Earthmoving equipment sales soar 21 per cent in FY204, dominating the Indian construction equipment market.

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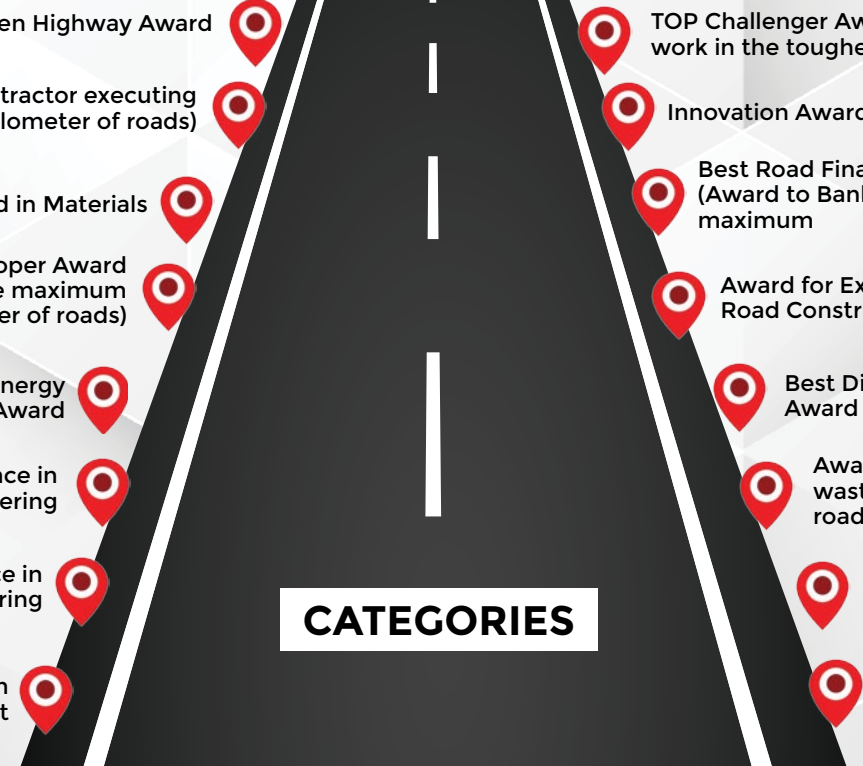
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### NAVIGATING CHALLENGES WITH OPTIMISM

Sales of construction equipment showed minimal growth in the first quarter of the current fiscal year, marking a departure from strong performance in the previous two years. The slowdown was attributed to reduced activity in road construction projects and subdued demand during the general elections. The Indian Construction Equipment Manufacturers' Association (ICEMA) has not yet released official sales figures for the quarter ending June 30, but industry estimates suggest approximately 24,000 units were sold, similar to the previous fiscal year's corresponding period.



The impact of elections dampened first-quarter sales, and the rainy season, traditionally a period of decreased construction activity, is expected to further suppress demand in the first half of FY25. Industry analysts anticipate a recovery following recent budgetary announcements aimed at boosting the sector. *(Read full report on Budget in this issue)*

As the global construction industry continues to expand at an unprecedented rate, the demand for skilled operators in the construction equipment sector has never been higher. Addressing the crucial topics of employment and skilling, Finance Minister Nirmala Sitharaman announced that the Budget 2024-25 would make an allocation of ₹1.48 trillion towards education, employment, and skilling of youth. FM Sitharaman also announced five schemes for skilling with a total outlay of ₹2 trillion. The challenge continues to remain in the implementation of these schemes. *(Stay tuned for a webinar on skilling for the construction equipment sector)*

In another news, a report from CARE Ratings highlighted challenges faced by the commercial vehicle (CV) industry, which saw a modest growth of 0.7 per cent in FY24. Factors included waning pent-up demand domestically, sluggish overseas markets, and increased vehicle costs due to the transition to BS VI emission norms. The sector had experienced a surge in purchases in Q1FY24 ahead of the norms' implementation, leading to decreased demand in the subsequent half.

India's auto component industry clocked ₹6.14 lakh crore in turnover during FY24, representing a growth of 9.8 per cent on a year-on-year basis, according to the Automotive Component Manufacturers Association of India (ACMA). Separately, an ICRA report predicts a slowdown in revenue growth for the Indian auto component industry to 5 to 7 per cent in FY25, down from 14 per cent in FY24, attributed to slower growth in the domestic OEM segment and subdued export demand.

ICRA also forecasts substantial capital expenditures of ₹200 to ₹250 billion in FY25 for capacity expansion and technological upgrades within the industry. This investment, expected to account for 8 to 10 per cent of operating income over the medium term, is bolstered by the government's PLI scheme aimed at encouraging advanced technology and electric vehicle component production. The PLI for automobile and auto components has attracted proposed investments totalling ₹67,690 crore, according to the Economic Survey 2023-24.

Industry stakeholders remain cautiously optimistic, banking on government initiatives and sectoral reforms to spur growth amidst prevailing challenges in the economic landscape. Our 4<sup>th</sup> Construction Technology Summit is scheduled on 30<sup>th</sup> August 2024 in Mumbai. While the Government's challenge remains to be unemployment and labour-intensive industries allow their targets to be achieved but today's project needs are driving automation in execution and employment can only be generated by a higher GDP growth rate.

*Pratap Padode*

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Earthmoving equipment sales soar 21 per cent in FY24, dominating the Indian construction equipment market.



**"All our equipment sales crossed previous benchmarks."** 32  
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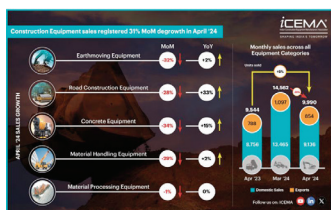
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During FY24, the CV industry faced unexpected challenges, resulting in muted volume growth of 0.7 per cent.



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Experts agree that Budget 2024 aims for more inclusive growth, focusing on job formalisation, agricultural productivity, and MSME support.

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# CASE India launches second phase of Project LEAD initiative

CASE Construction Equipment, a brand of CNH, has introduced the second leg of its LEAD (Livelihoods and Entrepreneurship Awareness Development) project across cities in India to promote rural entrepreneurship and economic empowerment. By equipping rural youth with entrepreneurial skills, the initiative aims to decrease urban migration while simultaneously promoting reverse migration. The project focuses on creating awareness about subsidiary income

generation avenues in the agriculture and infrastructure sectors through training programs conducted via a mobile training centre van.

The LEAD 2.0 initiative, launched from Faridabad, builds on the success of its initial phase by targeting the youth in an additional 1,500 villages located in Uttar Pradesh, Rajasthan, Haryana, Odisha, Bhubaneswar, and Jharkhand. The



second edition aims to educate young talent on essential sectors for rural development, encompassing modern farming techniques.

## Magesh S is the new Director of Sales at Putzmeister Concrete Machines



Putzmeister Concrete Machines has appointed **Magesh Swaminathan** as Director – Sales effective July 2024. In a

career spanning 28 years, Magesh has spearheaded various functions across sales, after-market, and marketing in a range of sectors including mining, material handling, industrial and capital equipment, and heavy construction equipment.

He has worked with Ashok Leyland John Deere Construction Equipment, Doosan, Ingersoll-Rand, Volvo, and Hydraform before joining Putzmeister India. In his immediate last role, Magesh led Sales, Key Accounts and Strategy at Gmmco (Caterpillar products).

Magesh takes over the reins from Parminder Gabri who decided to pursue other opportunities in May 2024.

## Sany expands presence in New Delhi with new COCO office inauguration

Sany India, a leading manufacturer of construction equipment, has announced the grand opening of its new company owned, company operated (COCO) office in Delhi. This new office in Delhi aims to play a crucial role in the company's vision of enhancing customer satisfaction and driving growth in the Indian market. Focusing on innovation, quality, and customer-centricity, SANY India continues to lead the way in the construction machinery sector.

The inauguration ceremony was led by the Managing Director, Deepak



Garg, alongside Shashank Pandey, Business Unit Head, and other senior management members from SANY India. Other distinguished guests and industry partners witnessed the ribbon-cutting ceremony and toured the state-of-the-art facilities.

## Komatsu completes acquisition of GHH

Komatsu, a global leader in construction and mining equipment, has successfully finalized its acquisition of GHH Group GmbH (GHH), a prominent manufacturer headquartered in Gelsenkirchen, Germany. GHH specialises in underground mining, tunnelling, and specialised civil engineering equipment.

With a strategic focus on expanding its brand presence and enhancing offerings for hard rock mining, Komatsu views the acquisition as a pivotal opportunity to cater to customer demands across key markets.





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# Doosan Bobcat inaugurates new manufacturing factory

Doosan Bobcat, a pioneer and industry leader in compact construction equipment, announces the inauguration of its 11,300-sq-m compact excavator production facility within the existing Chennai plant site after nine months of construction. The compact excavators are expected to enter full-scale production starting in 2025 after the installation and stabilisation of the production line. With the completion of this production facility, Doosan Bobcat India adds mini excavators to its production lineup, which already includes backhoe loaders and skid-steer loaders.

Since last year, the Chennai plant has been expanding its export volume focusing on the S70 Skid-steer Loader besides Backhoe Loaders. The Indian unit has seen robust growth, with its annual growth rate at 22 per cent on



average over the past five years. Doosan Bobcat's Indian subsidiary plans to sell 8,900 units annually by 2028, including Bobcat Portable Power equipment manufactured at its Bengaluru plant.

The inauguration brought together the global leadership team at Doosan Bobcat to witness the unveiling of the new facility. With the expanded floor space and upgraded machinery, Doosan Bobcat India would meet the ever-growing demand for its range of equipment by enhancing production efficiency, quality control, and product innovation.

# CNH India marks production milestone: 7,00,000 tractors in Greater Noida

CNH – a global leader in agriculture with its New Holland and Case IH brands – marks the production milestone of 700,000 tractors at its manufacturing site in Greater Noida. The plant produces approximately 2,000 tractor variants, ranging from 35 to 120 horsepower across the two brands. Gerrit Marx, the new CEO of CNH attended the milestone ceremony during his recent visit to India – affirming the Company's commitment to this market and its continued growth.

Since commencing production in 1999, the site has expanded its capacity to produce 60,000 tractors annually. Currently, the Greater Noida plant manufactures tractors, engines, PTOs, and axles for the domestic market and exports to over 75 countries across Asia, Africa, ME, Australia, and North America.

# Sanghvi Movers secures ₹180 crore orders

Sanghvi Movers, a prominent name in India's crane rental sector, has announced securing new orders totaling ₹180 crore. This development highlights the company's ongoing success in expanding its operational footprint and meeting the growing demands of infrastructure and industrial projects across the country.

The recent orders reflect Sanghvi Movers' strategic positioning and robust capabilities in the market. The company has consistently focused on enhancing its fleet to cater to diverse project requirements efficiently. This approach strengthens its market presence and delivers high-quality services.

# Propel acquires major stake in Omega Crushing and Screening

Propel Industries, a leader in the Indian crushing and screening market, has forged a strategic partnership with Omega Crushing and Screening, a pioneer in zero emission mobile crushing and screening in European and American markets to deliver innovative and sustainable solutions to the global crushing and screening market. By harnessing their combined strengths, Propel and Omega are poised to deliver superior products and services to their customers worldwide.

Sharing details about the mammoth step forward, **Senthil Kumar Varadharajan, Managing Director, Propel Industries**, said,



"We are thrilled to join hands with Omega in this strategic partnership. This collaboration marks a significant milestone for us as we combine our strengths to drive innovation and growth in the global crushing and screening industry. Together, we aim to set new benchmarks in product quality and customer satisfaction."

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# Tata Hitachi to prioritise localisation in FY25

Tata Hitachi Construction Machinery announced an ₹200 crore investment in its manufacturing facilities to enhance quality, innovation, and localisation. The company, a joint venture between Tata and Japan's Hitachi, aims to increase localisation levels to 70 per cent within the next two to three years, according to Managing Director Sandeep Singh.

The investment will bolster operations at Tata Hitachi's plants in Kharagpur, West Bengal, and Dharwad, Karnataka. This initiative underscores their commitment to innovation and achieving self-reliance (Atmanirbharta) in manufacturing. Singh highlighted plans to introduce 60-tonne dump trucks in India, leveraging technology from Hitachi Canada for the mining sector.

"With a cumulative capital expenditure of ₹2,000 crore, including our Kharagpur plant, which is Southeast Asia's largest excavator facility, we are positioning ourselves for sustained growth and technological leadership,"



Singh noted.

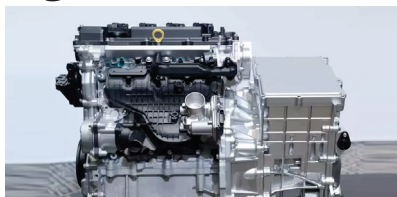
Celebrating 40 years of partnership between Tata and Hitachi, Singh emphasised that localisation remains crucial for cost efficiency. Despite challenges from Chinese imports, the company aims for an 8 per cent revenue growth, building on last fiscal year's revenue of approximately ₹5,000 crore, with plants operating at 75 to 80 per cent capacity.

Singh expressed optimism regarding the Union budget's potential to boost infrastructure development, which is expected to drive demand for construction equipment in the latter half of the year.

## TAFE Motors, DEUTZ tie-up to grow internal combustion engine biz

TAFE Motors and Tractors, a subsidiary of TAFE, one of the world's top tractor manufacturers, has entered into a strategic partnership with DEUTZ AG, a leading German manufacturer of internal combustion engines. Under this agreement, TAFE Motors will produce up to 30,000 DEUTZ engines annually in the 50-75 hp and 75-100 hp ranges at its manufacturing facility in Alwar, Rajasthan.

This collaboration aims to cater to growing demands in the Indian market and fulfill DEUTZ's



requirements. TAFE Motors 'Alwar facility, known for producing diesel engines and gensets ranging from 5 to 125 kVA under brands like Eicher Engines and TMTL Engines, will now expand its capabilities to include DEUTZ engines. DEUTZ AG sees this partnership as a strategic move to enhance its presence in India.

## Shriram Automall, Volvo CE ink pact for sale of used CE

Shriram Automall India (SAMIL) has tied up with Volvo Construction Equipment (Volvo CE) to provide seamless channel for exchange and sale off pre-owned construction equipment.

This partnership will enable Volvo CE and their dealers to efficiently manage their exchange, demo and surplus inventory of used construction equipment, the pre-owned vehicle exchange platform said in a statement.

Additionally, SAMIL will provide end-to-end support services including parking, inspection, valuation and documentation for Volvo CE customers. In the last 13 years, SAMIL has completed over 68,000 pre-owned construction equipment transactions.

"This partnership with Volvo represents a significant step forward in SAMIL's journey to revolutionise the used construction equipment business pan-India," said SAMIL MD & CEO Sameer Malhotra.

## L&T subsidiary opens new unit in Saudi Arabia

L&T Valves, a subsidiary of Larsen & Toubro, established a new manufacturing plant in Al Jubail, Saudi Arabia, next to the Dammam-Abu Hadriyah Highway. One of Saudi Arabia's main providers of on-off valves is L&T Valves.

The manufacturing facility is being opened with the intention of satisfying the increasing demand from the Middle East. In keeping with Saudi Vision 2030, Anil V. Parab, Whole-time Director and Senior Executive VP, Heavy Engineering and L&T Valves, emphasised that the new facility will greatly improve local manufacturing capabilities.

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### Coal India and NMDC eye lithium mines



Coal India and NMDC, two of India's foremost mining companies, are actively exploring opportunities to delve into the lithium mining sector overseas. With the increasing global demand for lithium, driven primarily by the surge in electric vehicles and renewable energy storage solutions, the move signifies a strategic shift in the companies' focus towards emerging minerals crucial for the future of clean energy. As traditional mining commodities face fluctuating demand and environmental scrutiny, diversifying into lithium presents a

forward-looking approach for sustainable growth.

Lithium, dubbed as the 'white gold', has garnered immense attention due to its pivotal role in powering lithium-ion batteries, essential for electric vehicles and energy storage systems. Coal India, the world's largest coal miner, and NMDC, a major iron ore producer, recognise the significance of lithium in the transitioning energy landscape. By venturing into lithium exploration abroad, they aim to secure a foothold in the global lithium market and capitalise on the burgeoning demand.

The exploration for lithium mines abroad underscores India's ambition to reduce dependency on imports and bolster domestic reserves of critical minerals. With a growing emphasis on self-reliance and sustainable resource management, the initiative aligns with the country's strategic objectives.

### ICRA predicts 4-6% growth in FY25 tyre sales

ICRA stated that domestic tyre sale volumes are expected to experience a moderate growth of four to six per cent in this fiscal year, following an estimated pace of six to eight per cent in the previous financial year. The growth in the last fiscal, it was said, had been driven by factors such as elevated base and subdued growth in the commercial vehicle (CV) segment. However, ICRA anticipated that domestic demand from original equipment manufacturers (OEMs) in certain consumer segments like PV (passenger vehicle) and two-wheeler, as well as for replacement, would remain healthy, supporting overall tyre volume expansion in FY25. It was further mentioned that while revenues are likely to expand by five to seven per cent this fiscal, high

natural rubber prices and increasing crude prices are likely to moderate the tyre industry's margins by 200-300 basis points (bps) in FY25. The rating agency also expressed its expectation for the replacement market, which contributes to over two-thirds of the industry volumes, to remain stable, aided by healthy demand across the segments.

According to ICRA, tyre export volumes, which contribute approximately 25 per cent of the industry's sales (by value), were estimated to have recorded a low single-digit growth in FY24 after contracting by around seven per cent in FY23, owing to demand shrinkage in key markets amid inflationary pressure and higher interest rates.

Consumer segments were expected to record a mid-single digit growth, backed by healthy underlying demand.

### FY25 highway construction target reduced by 15% from last year



The government has set a provisional target of constructing 10,421 km of national highways for this financial year, which is 15 per cent less than the previous year's achievement due to the election process delaying various state clearances, said Nitin Gadkari, the Minister of Road Transport and Highways.

During April to June of this financial year, the ministry constructed 1,934 km of highways, compared to 2,250 km during the same period last year.

Gadkari mentioned that the general election in 2024 had preoccupied district authorities in all states, impacting the resolution of hindrances and affecting the pace of construction. Nevertheless, he assured that the Ministry is making all efforts to maximise the construction pace. Additionally, global bids have been invited for a satellite-based road toll collection system, and trials have started on two new bus routes in Dwarka and Vasant Vihar to enhance connectivity in Delhi.

Out of the total target, the National Highways Authority of India (NHAI) is responsible for 5,000 km, while the remaining will be managed by the National Highways and Infrastructure Development Corporation (NHIDCL) and the road wing of the ministry.





# SMOOTH MOVES SUPERIOR RESULTS



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# WOLFF cranes constructing high bridge over Neckar Valley

When completed, this impressive 667-m-long and up to 90-m-high bridge will span the Neckar Valley near the small town of Horb in Baden-Württemberg. Thanks to this new bypass, traffic in the centre of Horb will be alleviated and the region's transport infrastructure will be upgraded. But until then, there will be plenty to do for the Porr GmbH & Co. KGaA construction company and the five WOLFF cranes that are in use at the enormous construction site. Their figures are

also impressive: Two freestanding WOLFF cranes are operating on 96.4- and 100.9-m-high towers "a structural challenge for the Wolffkran team.

At present, the two WOLFF 7534.16 Clear cranes are drawing a lot of attention in the Neckar Valley: Both are around 100 m high and tower over the first 70-m elements of the new viaduct. Since the fall of 2023, they



have been moving heavy freestanding steel components, formwork, reinforcements, and concrete buckets.

## Liebherr fast-erecting crane stands tall on Vancouver Island

A challenging job for a Liebherr fast-erecting crane in Canada: limited space on site resulted in a spectacular crane disassembly. The British Columbia-based crane hire company engaged in the project was particularly impressed by the fast-erecting crane's flexibility and efficiency.

An apartment complex is taking shape not far from Departure Bay in the Canadian coastal town of Nanaimo. The Liebherr 81 K.1 fast-erecting crane involved in the project was supplied by crane hire provider Bigfoot Crane Company Inc, and is working in tight conditions.

## Raimondi tower crane deployed for Hungarian historic building renovation

Mamut Daru Kft., established Hungarian rental fleet company of heavy lifting solutions, purchased and deployed its first Raimondi T187 tower crane for a major building revamp in Budapest.

The prestigious project involves the renovation of the main building and the library of the Hungarian Academy of Sciences, a scientific public body that will soon celebrate its 200th anniversary. Given the historical and cultural importance of the building, the project is one of the most notable jobsites in the country also ranking significantly in the European historic places landscape.



## Dynapac offers new electric forward plates

Dynapac's new Electric Forward Plates merging cutting-edge technology with a strong commitment to sustainability, operator health, and economic efficiency. These machines are designed to be

emission-free, making them environmentally friendly and ideal for urban areas with stringent environmental regulations. The electric operation not only ensures zero harmful emissions but also enhances energy efficiency by converting more energy into useful work and less

into waste heat. This makes the Electric Forward Plates not only eco-friendly but also more efficient compared to their internal combustion counterparts.

The Electric Forward Plates come equipped with the innovative Battery One™ system, a universal battery that can be used

across all machines in the lineup. This feature simplifies logistics, reduces downtime, and allows operators to quickly swap batteries between devices. Machines can handle tough applications, reducing the frequency of replacements and operational efficiency.

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# Crush, pulverise demolition material with NPK V250R excavator attachment

NPK's V250R crusher pulverizer is made for primary and secondary demolition, including reinforced concrete, and can handle high-reach applications.

The attachment features 360-degree rotation and is compatible with excavators ranging from 24 to 25 metric tonne. It has a 35.4-inch jaw opening and a 22-inch jaw width.

Max crushing force is 229,500 pound-force. The crusher requires hydraulic flow of 26 to 66 gallons



per minute.

NPK integrated its Hydraulic

Booster into the V250R for extra crushing power and faster cycle times, the company says. The system automatically boosts power when the jaws meet resistance. NPK says this improves productivity due to a greater power-to-weight ratio. Cycle times are 1.8 seconds to close the jaws and one second to open them.

The replaceable rebar cutter in the centre of the jaw can be flipped for longer life. Bolt-on tooth plates can also be replaced.

## New overtime rules hit contractors, but challenges mount

Construction contractors and other employers are now faced with new, expanded federal overtime rules for employees. The U.S. Department of Labor's rule took effect July 1 and extended overtime protection to about 1 million workers in the U.S., including those in the construction industry.

The rule faces legal challenges. A federal judge in Texas has already blocked the rule from affecting public workers in Texas. Business groups have also filed suit to block the new rule.

## Takeuchi's TCR50-2 crawler dumper is coming to North America

Takeuchi is bringing its TCR50-2 crawler dumper to the North American market. The compact machine can transport 8,157 pounds of material across rough terrain. Previously only available in other parts of the world, Takeuchi product manager Lee Padgett says crawler carrier demand is growing in construction, mining and infrastructure applications in the region. "Urbanisation here in North America has led to a greater need for these agile machines that can carry heavy loads over unstable or rough terrain, often in confined spaces.



The TCR50-2 can do all that and more," he says. The 14,440-pound machine is powered by a 118-Hp diesel engine that provides greater torque while delivering a quiet ride. Takeuchi says operators can carry up to 2.7 cubic yards of material.

## Deere launches new, quieter Gator UTVs

John Deere's new Gator XUV 845 and 875 UTVs feature a larger cargo box and added comfort and convenience elements. The new models also feature options for factory-installed precision tech.

A new exhaust system produces less noise versus previous models. They also feature a raised air intake, as well as a new CVT air intake and exhaust to protect the engine from debris.

The gas-powered 845 and diesel 875 are full-sized models, which Deere calls

"crossover utility vehicles."

Deere is also offering a factory-installed GreenStar Ready option on the new Gator XUV 845 and Gator XUV 875 utility vehicle HVAC models, giving operators the ability to quickly add a StarFire receiver and universal display. Other upgrades

include added width to these new models – increasing capacity and reducing mud sling – and the ability to add a second level of storage. John Deere also recently announced several additions to its CTL lineup – the new 331 P-Tier, 333 P-Tier, and the 335 P-Tier.



## PC136-7

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Komatsu India introduced the New Model PC136 Hydraulic Excavator, a game-changer in the construction equipment industry offers not only power, also precision, efficiency, and innovativeness in 13-ton class. The new PC136 is powered by the robust Komatsu SAA4D95LE-3 diesel engine, offers an active mode for faster cycle times, ensuring faster production and best-in-class fuel efficiency.

Its innovative feature "HydrauMind" system makes the equipment one of the most sophisticated excavators in the Indian market. HydrauMind system earned 200 patents ensures seamless operation and delivers higher performance and productivity with significantly reduced fuel consumption.

## Komatsu India Private Limited

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Earthmoving equipment sales soar 21 per cent in FY24, dominating the Indian construction equipment market.

# Earthmovers Surge Ahead



**I**ndia's earthmoving equipment market has been on an impressive growth trajectory in recent years, driven by the country's rapid urbanisation, infrastructure development, and increased investment in mining and construction sectors. As of 2024, several key trends are shaping the market dynamics, reflecting broader global influences and unique local factors.

According to the latest report from ICEMA, the Indian construction equipment market has experienced a significant surge in sales, marking a 26 per cent increase to 1,35,650 units in the fiscal year 2023-24. This performance as a substantial leap from the previous year's sales of 1,07,779 units. The industry's robust performance is reflective of heightened demand across both domestic and international markets, with sales up by 24 per cent and 49 per cent, respectively. This uptick in demand has been particularly notable in the earthmoving equipment segment, which saw a 21 per cent increase in sales to 93,531 units, making up approximately 70 per cent of the total CE sales for FY24. Backhoe loaders and crawler excavators, major components of the earthmoving segment, witnessed remarkable growth rates of 55 per cent and 35 per cent, respectively. These two categories combined accounted for 90 per cent of the earthmoving equipment's total sales.

The Indian government's ambitious infrastructure projects, including highways, smart cities, and urban transit systems, have significantly boosted demand for earthmoving equipment. Initiatives like the Bharatmala Pariyojana and the Smart Cities Mission are driving construction activity across the country. The emphasis on building and upgrading road networks, bridges, and public trans-

port systems has led to a surge in demand for excavators, bulldozers, loaders, and other earthmoving machinery.

The recent push for infrastructure development is not just about quantity but also quality. There is a growing need for advanced equipment that can handle complex tasks efficiently. This trend is contributing to a shift from basic machinery to more sophisticated models equipped with modern technologies and enhanced features.

## Growing market

The backhoe loader is always the first choice of customers in India due to its versatility in applications with quick inter and intra-site machine movement. The statement 'sales of backhoe loaders have been under retrogression' is not quite accurate, as during the last five years, backhoe loaders' market contribution has been in the range of 52 to 55 per cent. Over the past three years, JCB has introduced fuel-efficient and low-periodic maintenance products, leading to a significant improvement in the total cost of ownership (TCO). JCB offers the largest range to serve different customer segments and applications.

"We have launched the JCB Eco XPERT range with CEV Stage IV introduction to enhance profitability for customers. We have observed that rental charges have been improving across India during the past few years to accommodate inflation.

As a short-term strategy, we continuously focus on every opportunity to reduce costs through a unique initiative called LASER, ensuring minimal price increases for customers. Through various field-level activities, we ensure that salient



**Deepak Shetty**  
CEO and  
Managing  
Director, JCB  
India

## QUICK BYTES

- Earthmoving equipment segment saw a 21 per cent increase in sales to 93,531 units, making up approximately 70 per cent of the total CE sales for FY24.
- The market is witnessing rapid technological innovations, including the adoption of telematics for real-time monitoring, automation for increased efficiency, and green technologies like electric and hybrid models.

features are well understood by customers," said Deepak Shetty, CEO & Managing Director, JCB India.

Dimitrov Krishnan, Managing Director, Volvo Construction Equipment India, said, "From my perspective, the volume growth in our market is driven both by domestic demand and export growth and it's clear that the Indian CE market size is close to hitting the \$10 billion USD mark."

The skid steer loader is crafted to cater to multiple tasks simultaneously, eliminating the need for separate machinery purchases. This versatility significantly drives its demand. Moreover, the increase in infrastructural development nationwide further fuels its popularity. By utilising a skid steer loader, large-scale projects can be executed within deadlines without the need for excessive machinery expenditures.

In the Indian market, skid-steer loaders have garnered significant demand compared to other types



**Dimitrov Krishnan**  
Managing  
Director, Volvo  
Construction  
Equipment India



of construction equipment, owing to their versatility and adaptability. Said **Shalabh Chaturvedi, Managing Director, CASE Construction Equipment – India & SAARC region**, “Skid-steer loaders offer



**Shalabh Chaturvedi**  
Managing Director, CASE Construction Equipment – India & SAARC region

a range of functionalities crucial for construction activities, including digging, lifting, and material handling, making them highly sought after for various tasks on construction sites. The adaptability of skid-steer loaders to diverse building sites is a key factor driving their demand. Their ability to navigate and operate effectively in confined spaces or areas where manoeuvrability is essentially makes them indispensable in many construction projects across India.”

In India, the skid steer loader market reported a gain of 11.94 per cent in value shipments in 2022 compared to 2021, along with a 23.54 per cent increase in CAGR in 2022 over the period of 2017. This indicates a sustained upward trend in the adoption of skid-steer loaders within the construction industry.

Said **Sunil Newatia, Chairman and Managing Director, Suretech Infrastructure**, “The growth rate of skids is too low when compared to the rest of the world. In a



**Sunil Newatia**  
Chairman and Managing Director, Suretech Infrastructure

country like India, there is a market of approximately 500 skids in a year against 35,000 to 40,000 backhoe loaders. Skids are the highest selling construction equipment overseas while in India it is backhoes. Skids must be accepted as the most versatile and most important piece of equip-

ment on a job site. Till that happens growth shall continue to remain sluggish.”

Similarly, another important segment is the excavator segment. Said **Joydeep Bakshi, National Sales Head – Sales & Marketing, Hyundai Construction Equipment India**,



**Joydeep Bakshi**  
National Sales Head – Sales & Marketing, Hyundai Construction Equipment India

“The hydraulic excavator market in India, particularly in the crawler excavator segment, has demonstrated impressive resilience and growth. Despite a significant decline in 2020 due to the COVID-19 pandemic, the market has rebounded and is now experiencing robust growth.”

According to the April 2024 OHR Report, the demand for crawler excavators will reach approximately 41,600 units by 2028. This projection reflects an impressive average annual growth rate of around 10 per cent, highlighting the sector’s dynamism and potential.

Said **Rohit Punjabi, Vice President (Excavator Business), LiuGong India**, “With the equipment sales in India crossing all previous records, we too were a part of the rising curve in sales. All our equipment crossed all previous benchmarks; especially in excavators we witnessed a growth of more than 100 per cent over previous years. In wheel loaders, which is our forte the growth has been more than the industry growth. Our motor graders also witnessed a growth which was more than the industry growth.”



**Rohit Punjabi**  
Vice President (Excavator Business), LiuGong India

## Technological innovation

Technological innovation is a

significant trend in the earthmoving equipment market. The introduction of advanced technologies such as telematics, automation, and artificial intelligence (AI) is transforming the industry.

Modern earthmoving machines are increasingly equipped with telematics systems that allow real-time monitoring and diagnostics. These systems provide data on equipment performance, fuel consumption, maintenance needs, and operational efficiency. This connectivity not only helps in predictive maintenance but also aids in optimising fleet management and reducing operational costs.

The rise of automation in earthmoving equipment is another notable trend. Automated systems can perform tasks with high precision and reduce the need for manual intervention. For example, autonomous dozers and excavators are becoming more common on construction sites, improving productivity and safety.

Said Punjabi, “Technological advancements have been transformative in the market, with automation, telematics, and IoT (Internet of Things) technologies making their way into construction machinery. These technologies enhance operational efficiency, provide predictive maintenance, and improve safety on construction sites. GPS-enabled machines and remote-controlled equipment have streamlined construction processes, reduced operational costs and improved overall project outcomes.”

With the growing emphasis on environmental sustainability, there is a push towards developing eco-friendly earthmoving equipment. Electric and hybrid models are being introduced to reduce emissions and fuel consumption. Although still in the nascent stage in India, these green technologies are expected to gain traction as regulatory standards become more stringent and environmental aware-

ness increases.

Says **BKR Prasad** – **General Manager, Marketing, Tata Hitachi**, “Over the next five years, the market of backhoe loaders will be increasing considering the number of first-time buyers. Also, keeping in mind the versatility of the machine, the market for backhoe loaders is expected to undergo several notable changes, particularly in response to environmental concerns and the need for greater energy efficiency.”

He added, “There could be a rise in the adoption of alternative fuels such as biofuels, hydrogen, or compressed natural gas (CNG) in backhoe loaders. Tata Hitachi introduced a CNG powered backhoe loader in Excon 2021. These fuels offer reduced emissions and can help address environmental concerns while enhancing energy efficiency. Although there is other evolving methods and technologies but the industry is in its early stages. In coming year, manufacturers will focus on improving the energy ef-



**BKR Prasad**  
General  
Manager,  
Marketing, Tata  
Hitachi

iciency of backhoe loaders through advancements in engine technology, hydraulic systems, and overall machine design. This will not only reduce fuel consumption but also increase productivity and lower operating costs for users.”

“Overall, the market for backhoe loaders is likely to evolve towards more environmentally friendly and energy-efficient solutions over the next five years, driven by regulatory requirements, technological advancements, and growing awareness of sustainability issues,” said Prasad.

Said **Amit Bansal**, **Director Sales & Marketing, Building Constructions Products (BCP) Division, Caterpillar India**, “Caterpillar is contributing to a reduced-carbon future by investing in new products, technologies, and solutions to help our customers meet their climate-related objectives. We have committed that 100 per cent of our new products through 2030 will be more sustainable than



**Amit Bansal**  
Director Sales &  
Marketing,  
Building  
Constructions  
Products (BCP)  
Division,  
Caterpillar India

the previous generation. We focus on embedding sustainability into the design, manufacture, and delivery of everything we do. We consider sustainability in our technology development strategies and new product introduction (NPI) process. Through R&D efforts, we develop new and more sustainable products and services for customers.”

He added, “Many Caterpillar products operate on lower-carbon intensity fuels, including biodiesel, renewable diesel, and biogas. These fuels reduce lifecycle GHG emissions in the fuel value chain; GHG emissions at the tailpipe are essentially the same as traditional fuels.

The new Cat® 424 Backhoe Loader retains the rugged reliability of the Cat 424B2 and gives customers more performance, fuel efficiency, options and comfort while lowering owning and operating costs. Its new India CEV Stage V engine meets current and future emissions standards for increased longevity in the market, while providing significantly more fuel efficiency than its predecessor and competitive models adhering to CEV Stage IV standards.”

Caterpillar’s technology strategy

## CHALLENGES AND OPPORTUNITIES

The earthmoving equipment market in India faces several challenges, including high initial costs, maintenance issues, and the need for skilled operators. However, these challenges also present opportunities for innovation and growth.

- **Cost management:** Companies are exploring ways to manage costs through equipment rental, leasing options, and financing solutions. This approach allows businesses to access high-quality machinery without significant upfront investments.
- **Maintenance solutions:** Advances in telematics and predictive maintenance technologies are helping companies manage maintenance



more efficiently. By leveraging data analytics, companies can anticipate and address maintenance issues before they lead to equipment downtime.

- **Skilled workforce:** The focus on skill development and training provides an opportunity to build a competent workforce capable of handling advanced machinery and technologies. Collaboration between industry stakeholders and educational institutions can help address the skills gap and meet the growing demand for skilled operators.





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The equipment rental market is expanding, providing flexible and cost-effective solutions for short-term projects and reducing the financial burden of purchasing high-cost machinery.

is determined by its assessment of how and where its machines will be working over the long term. “Based on this assessment, we focus on solving customer problems by making the machines smarter. Cat products are ahead of time and aimed at increasing productivity for its customers. Caterpillar is cognizant that market viability of some product means applying appropriate technology and standards for products that meets local Indian standards and market requirements. Where technology adds benefits such as fuel efficiency, emissions reductions, lower owning and operating costs or improved safety, it adds value that customers appreciate. For India, and for the rest of the world, the market adopts new technology in line with regulatory requirements and as it recognizes return on investment,” added Bansal.

JCB products consistently stand at the forefront of technological advancements, offering unparalleled value to its customers. “Within our ecoXpert range, our latest backhoe loader models are equipped with the highly fuel-efficient JCB 444 engine, providing approximately 10 per cent enhanced fuel efficiency and boasting a remarkable 15 per cent reduction in maintenance costs. Through our state-of-the-art in-house design centre, we have crafted the JCB range with best-in-class engine technology, eliminating the need for any after-treatment while ensuring highly efficient hydraulics,” said Shetty.

He added, “As part of our long-term strategy, JCB has set a vision and roadmap to reduce carbon footprint by improving fuel efficiency. We are committed to ensuring lower operating costs for JCB backhoe loaders,

ensuring continued operations and maximum return on investment for our customers. We are celebrating the achievement of 4.0 lakh+ JCB customers, which has made JCB synonymous with trust.”

Said **Surat Mehta**, Head of SDLG Business in India, “As a global organisation, we are committed to sustainable practices. By 2030, our goal is for 35 per cent of

the equipment sold in India to incorporate sustainable technologies. This commitment extends beyond battery electric technology to encompass innovations in grid electric machines and hydrogen fuel cell products. We envision significant advancements in sustainable technology over the next



**Surat Mehta**  
Head of  
SDLG Business  
in India

five to six years, underscoring our dedication to creating a better world.”

He added, “We pioneered the introduction of battery electric wheel loaders in India, which has significantly impacted the market. The battery-operated electric wheel loader was launched during Bauma Conexpo 2023 in India. This innovation not only enhances operational efficiency but also reduces carbon footprints, aligning with our commitment to sustainability. To facilitate the adoption of this new technology, we offer equipment-as-a-service, allowing customers to pay based on usage. Currently, around twenty SDLG loaders operate under this arrangement.”

Said Newatia, “IoT is being used for fleet management, popularly known as Telematics in India. They provide you information on running hours, fuel consumption, productivity, operator efficiency, etc. depending on the modules/service provider selected by the customer. Data has become a very important part of all operations and provide critical information, which can help you reduce operation costs, prevent breakdowns and measure productivity.”

## Growing rental services

The rental market for earthmoving equipment in India is expanding rapidly. Companies are increasingly opting to rent rather than purchase machinery due to the high capital expenditure involved in buying new equipment. Renting provides flexibility, reduces maintenance costs, and allows companies to access the latest technologies without a significant financial commitment.

Said Punjabi, “The Indian construction equipment rental market is witnessing significant growth, driven by massive infrastructure development, urbanisation, and various government initiatives; the market is projected to grow at a CAGR of 10 to 15 per cent over the next five years.

Key drivers include government projects such as the Smart Cities Mission, Bharat Mala Pariyojana, and industrial corridor developments, various elevated projects which are increasing the demand for construction equipment.”

Rental services are also beneficial for managing short-term projects and mitigating the risks associated with owning and maintaining a large fleet of machinery. The rental market is becoming more organised, with several national and regional players offering a wide range of equipment for various construction and mining applications.

## Rise in domestic manufacturing

The Indian government’s “Make in India” initiative has spurred the growth of domestic manufacturing in the earthmoving equipment sector. Several international manufacturers are setting up production facilities in India, aiming to reduce import dependency and cater to local market needs more effectively.

Domestic manufacturers are also stepping up, providing competitively priced equipment that meets local conditions. This trend is expected to strengthen India’s position as a significant player in the global earthmoving equipment market, with increased emphasis on quality and innovation in local production.

Said Dimitrov, “Our commitment to the “Make in India” is through our localised production and continuous improvement efforts. While we maintain global standards in product design and quality, we’ve adapted our offerings to suit the Indian market’s specific requirements. This approach has not only strengthened our market presence but also contributed to the nation’s economic growth.”

He added, “All our products that we offer comes with standard war-

ranty or can be ordered with extended warranty with good maintenance contract. We can also offer additional options like compaction meter, where the customer can digitally monitor the level of compaction. This technology is not being fully adopted by the market but it is available.”

Said Mehta, “While we currently operate at a capacity of around 500 units annually, we plan to ramp up production to 1,000 units per shift, with the potential for further expansion. Our focus extends beyond wheel loaders to include other products like excavators. We ultimately aim to achieve a factory utilisation rate of 70 to 80 per cent, reflecting our commitment to localised manufacturing and product innovation.”

## Road ahead

The future of the earthmoving equipment market in India looks promising, with continued growth expected in infrastructure development, mining, and construction sectors. Technological advancements, increased domestic manufacturing, and evolving regulatory standards will shape the market’s trajectory.

The shift towards more sustainable and efficient equipment, coupled with the expansion of rental services and the emphasis on skill development, will drive the market forward. As India continues to invest in its infrastructure and industrial sectors, the demand for advanced earthmoving equipment is likely to remain robust.

The Indian earthmoving equipment market is experiencing dynamic changes, influenced by a combination of technological innovation, regulatory developments, and evolving market demands. Companies that adapt to these trends and address the associated challenges will be well-positioned to thrive in this growing and competitive market.







# “All our equipment sales crossed previous benchmarks.”

LiuGong believes in India's vision of Make in India and has its state-of-the-art manufacturing facility supported by a R&D Centre & Training Centre in Pithampur. **Rohit Punjabi, Vice President (Excavator Business), LiuGong India, speaks on the company's sales pattern for earthmoving equipment.**



**What is the current demand trajectory for earthmoving equipment in the construction and mining sectors?**

With total equipment sales crossing 1,35,650 units as against 1,07,779 lakh units in FY23, the Indian construction equipment (CE) industry has recorded a 26 per cent increase in overall sales volume for FY 2023-24, surpassing all projections and setting yet another record. Total sales of earthmoving equipment – the largest segment – increased to 93,531 units in FY24 (21 per cent higher than 77,164 units sold in FY23).

The major demand sectors in coming time are:

- **Infrastructure development:** India like other emerging economies and developed nations continues to invest in infrastructure projects such as roads, bridges, airports, and urban development. These projects require extensive earthmoving activities, driving demand for equipment like excavators, bulldozers, loaders, and dump trucks.
- **Urbanisation & industrialisation:** Rapid urbanisation and industrial growth worldwide necessitate significant construction activities. This includes the development of residential complexes, commercial buildings, industrial parks, and logistics hubs, all of which rely heavily on earthmoving equipment for ground preparation and construction.
- **Mining sector expansion:** The mining industry's expansion, particularly in regions rich in minerals and natural resources, contributes to the

demand for specialised earthmoving equipment tailored for mining operations. Equipment such as excavators, haul trucks, and loaders are essential for mining activities such as excavation, ore transportation, and material handling.

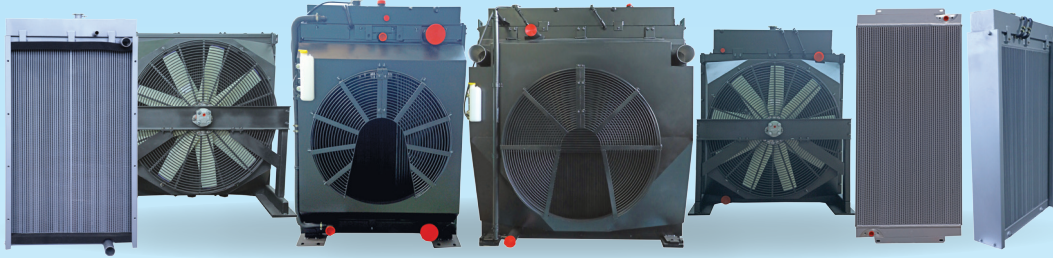
- **Replacement and upgrade cycles:** Many construction and mining companies periodically replace or upgrade their fleets of earthmoving equipment to improve efficiency, productivity, and safety. Advances in technology, such as automation, telematics, and fuel efficiency improvements, drive replacement cycles as companies seek to optimise operations.
- **Environmental considerations:** Increasing environmental regulations and sustainability goals influence equipment purchasing decisions. There is a growing demand for eco-friendly and energy-efficient earthmoving equipment that complies with emission standards and reduces environmental impact.

**How has the sales pattern been for your range of earthmoving equipment?**

With the equipment sales in India crossing all previous records, we too were a part of the rising curve in sales. All our equipment crossed all previous benchmarks; especially in excavators we witnessed a growth of more than 100 per cent over previous years. In wheel loaders, which is our forte the growth has been more than the industry growth. Our motor graders also witnessed a growth which was more than the industry growth.

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### What are the emerging technological advancements shaping earthmoving equipment?

Technological advancements have been transformative in the market, with automation, telematics, and IoT (Internet of Things) technologies making their way into construction machinery. These technologies enhance operational efficiency, provide predictive maintenance, and improve safety on construction sites. GPS-enabled machines and remote-controlled equipment have streamlined construction processes, reduced operational costs and improved overall project outcomes.

Last but not the least is introduction of electric machines in Indian environment which requires a lot of research into the customer's operations and providing an eco-friendly solution.

### Could you highlight any new features in your earthmoving equipment that prioritise reduced total cost of ownership and enhanced operational efficiency?

**Operation costs:** We as manufacturers are incorporating advanced engine technologies and fuel management systems to improve fuel efficiency. This not only reduces operating costs but also lowers emissions, aligning with environmental regulations. We have introduced electric machines which actually do not consume fuel but run on batteries reducing the cost of operation and reduced carbon footprint.

**Telematics and GPS tracking:** We have integrated telematics systems enable real-time monitoring of equipment performance, location tracking, fuel consumption data, and maintenance scheduling. This data helps optimise equipment usage, predict maintenance needs, and minimise downtime.

**Extended service intervals:** Our



The Indian CE rental market is witnessing significant growth, driven by massive infrastructure development, urbanisation, and various government initiatives.

equipment are now with longer service intervals for oil changes, filter replacements, and overall maintenance reducing downtime and maintenance costs. This is achieved through better-engineered.

**Durable components:** We use high-quality materials and advanced manufacturing techniques in critical components such as tracks, buckets, and undercarriages to ensure longer lifespan and reduced replacement frequency, contributing to lower total cost of ownership.

**Remote monitoring and diagnostics:** We have introduced remote diagnostic in our excavators allowing equipment managers and technicians to diagnose issues remotely, troubleshoot problems and proactively address maintenance needs before they escalate.

**Adaptability and versatility:** Our equipment are designed for versatility and adaptability across different job sites and applications increases utilisation rates and overall efficiency. Especially our long reach variant of excavators has been a runaway success in adapting to different operations on the same machine.

These features collectively contribute to reducing the total cost of ownership (TCO) by lowering operating costs, enhancing productivity, extending equipment lifespan, and minimising downtime. LiuGong continually innovates to

incorporate these advancements into their earthmoving equipment offerings, aiming to meet the evolving needs and challenges of the construction and mining industries.

### How would you describe the current landscape of the rental market for earthmoving equipment?

The Indian construction equipment rental market is witnessing significant growth, driven by massive infrastructure development, urbanisation, and various government initiatives; the market is projected to grow at a CAGR of 10 to 15 per cent over the next five years. Key drivers include government projects such as the Smart Cities Mission, Bharat Mala Pariyojana, and industrial corridor developments, various elevated projects which are increasing the demand for construction equipment.

Quite a few major contractors have started opting for renting the equipment rather than owning. This gives them the advantage of not looking into the operation and maintenance of the equipment. This has propagated a new class of hirers who are willing to hire out their machines for short term and long-term duration.

### What initiatives are currently underway to foster skill development in the operation and maintenance of earthmoving equipment?

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Training and skilling initiatives are pivotal in shaping the future of the construction equipment sector. With a skilled and competent workforce, the construction equipment sector can meet the demands of a rapidly changing world and contribute to the development of sustainable infrastructure, ensuring a brighter future for generations to come.

We at Liugong organise operator training on regular basis wherein an operator is educated on various machine components and trained on site. In addition to train the operator we also have regular skill development training sessions for our own service and sales personnel. This helps in continuously upgrading the level of field operations.

## What are the primary maintenance protocols typically adhered to for earthmoving equipment?

Adhering to the maintenance protocols not only ensures the reliability and longevity of earthmoving equipment but also enhances operational efficiency, reduces downtime, and promotes safety on job sites.

**Regular inspections:** Scheduled inspections before and after each use, as well as at regular intervals, are essential.

**Fluid checks and changes:** Regular checks and changes of engine oil, hydraulic fluid, coolant, and other fluids as per manufacturer recommendations ensure proper lubrication and cooling of components.

**Filter replacement:** Timely replacement of air, fuel, hydraulic, and cabin filters according to maintenance schedules helps maintain clean fluids and air intake, preventing contaminants from damaging critical components.

**Greasing and lubrication:** Proper greasing of all grease points ensures smooth operation and reduces wear on moving parts such as joints, bearings,

and pins.

**Undercarriage maintenance:** For tracked equipment, monitoring and maintaining the undercarriage components (track tension, rollers, idlers, and sprockets) is essential to prevent premature wear and ensure proper track alignment.

**Electrical system checks:** Inspecting and testing electrical components, batteries, wiring, and connections to ensure they are clean, secure, and functioning properly.

**Tire and track maintenance:** Checking tire pressures, tread wear, and track tension regularly. Replacing worn-out tires or tracks promptly to maintain traction and stability.

**Safety equipment inspection:** Ensuring all safety features and devices are functional and meet regulatory requirements.

**Training and operator awareness:** Providing training to operators on proper equipment operation and maintenance practices, including recognising signs of wear or malfunction.

## From your perspective, what does the future hold for earthmoving equipment?

It has been estimated that India is set to be the third largest construction market in 2024. India's CE industry is likely to witness over \$4.5 billion worth of investments in the next six to seven years, as demand arising out of infrastructure projects touches a new high.

The future of earthmoving equipment is likely to be shaped by several key trends and advancements:

**Technological integration:** Continued integration of advanced technologies such as artificial intelligence (AI), machine learning, Internet of Things (IoT), and telematics will enhance equipment performance, productivity, and efficiency. This includes autonomous operation, predictive maintenance,

and real-time data analytics for optimised fleet management.

**Electrification and alternative fuels:** There is a growing emphasis on reducing carbon emissions and improving energy efficiency. Electric and hybrid earthmoving equipment is expected to gain traction.

**Enhanced safety features:** Innovations in safety technologies will continue to prioritise operator and site safety. This includes improved visibility systems, and advanced control systems to prevent accidents and injuries.

**Sustainability and environmental impact:** Equipment manufacturers will increasingly focus on reducing the environmental footprint of their products. This includes designing equipment with lower emissions, improved fuel efficiency.

**Remote operations and connectivity:** Remote monitoring, control, and diagnostics will become more prevalent, allowing operators and managers to oversee equipment performance and maintenance needs from off-site locations.

**Data-driven decision making:** The use of big data analytics and AI will enable equipment owners and operators to make data-driven decisions for better fleet management, operational planning, and resource allocation.

**Skills and training:** There will be an increased focus on training operators and technicians to effectively utilise and maintain advanced equipment technologies. This ensures optimal performance and maximises return on investment for equipment owners.

**Regulatory landscape:** In India ongoing and evolving regulatory frameworks will shape the design and deployment of earthmoving equipment, particularly concerning emissions standards, safety regulations, and environmental sustainability.





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# “We provide comprehensive lifecycle support for mining excavators.”

**Sharwan Agnihotri,**  
Head – Mining and  
Export Business,  
HD Hyundai  
Construction  
Equipment (India),  
speaks on the  
company’s approach  
to providing lifecycle  
support for mining  
excavators, including  
refurbishment  
options and extended  
LifeSeries machines.



Hyundai CE India offers a range of mining excavators, including the SMART Plus, and HX series. Could you elaborate on the key features and performance capabilities of these excavators, particularly in mining environments?

Hyundai CE India’s mining excavators, including the SMART Plus and HX series, represent the pinnacle of engineering excellence, designed for the most demanding mining environments. These excavators are built to meet the challenging conditions of modern mining operations, featuring advanced technologies and high-performance capabilities.

The SMART Plus series, which includes models such as the R215L Smart Plus, R230LM Smart Plus, and R340L Smart Plus, is equipped with advanced efficiency technologies designed to optimise operational productivity and reduce fuel consumption. Key features include a high-efficiency hydraulic system, an auto-deceleration system, and charge air cooling, all contributing to enhanced fuel efficiency and robust performance in harsh conditions. These models are built with reinforced booms and arms to ensure durability and reliability, essential for handling the heavy-duty requirements of mining tasks.

The HX series, featuring models like the HX360L, HX380L, and HX520L, elevates performance with higher power outputs and sophisticated efficiency technologies. This series integrates Variable Power Control and Intelligent

Power Control (IPC), which optimise machine productivity while significantly reducing fuel consumption. The HX series is engineered for peak performance, combining advanced hydraulic systems and powerful engines to address the complexities of large-scale mining operations.

Our priority for operator comfort and safety is evident across both series. The excavators are equipped with premium cabins that offer deluxe seating, an integrated audio system, comprehensive climate control, and enhanced safety features. Additionally, the integration of the Hi-MATE remote management system provides proactive maintenance capabilities, ensuring optimal machine health and minimising downtime. This system enables real-time monitoring and diagnostics, enhancing serviceability and operational efficiency.

These SMART Plus and HX Series are designed to deliver unparalleled performance, efficiency, and reliability in the mining sector. By leveraging advanced technologies and prioritising operator safety and comfort, these excavators stand as indispensable assets for maximising productivity and sustaining operations in the most demanding mining environments.

**Hyundai CE India has integrated its mining excavators with the Hi-Track digital solution. How does Hi-Track enhance the management and monitoring of mining excavators, and what specific benefits does it offer to mining companies in terms of efficiency and cost savings?**

Hyundai CE India’s integration of

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**HL950I**

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the Hi-Track digital solution in its mining excavators significantly enhances equipment management and monitoring. Hi-Track, available in models like the R215L Smart Plus, R230LM Smart Plus, and R340L Smart Plus, provides real-time data on machine performance, service alerts, and maintenance history. This allows mining companies to optimise operations, address inefficiencies, and reduce costs.

The system supports proactive maintenance by sending timely service alerts and reminders, minimising downtime, and ensuring equipment is always in peak condition. Advanced security features such as GPS tracking and geo-fencing protect against theft and unauthorised use.

Hi-Track also offers valuable insights for fleet management, helping companies track performance and optimise resource allocation for better return on investment. In essence, Hi-Track enables mining operators to improve efficiency, boost productivity, and enhance safety, driving greater success in the industry.

**Could you elaborate on Hyundai's approach to providing lifecycle support for mining excavators, including refurbishment options and Extended LifeSeries machines, and how these initiatives contribute to customer satisfaction and long-term value?**

Hyundai CE India provides comprehensive lifecycle support for mining excavators, addressing the rigorous demands of the mining industry with a focus on efficiency and cost-effectiveness.

The Hyundai refurbishment centre in Chakan, Pune, is a cornerstone of this support. This facility specialises in restoring excavators to their original manufacturing standards. It employs advanced technology and

skilled technicians to conduct detailed refurbishments. Key activities include thorough inspections and repairs, replacement of critical components with genuine parts, and adherence to stringent quality standards. This process ensures that refurbished machines deliver the same reliability and performance as new equipment, providing operators with confidence in their long-term investment.

Hyundai also offers a range of tailored support solutions to meet diverse operational needs. These include annual service contracts, which provide regular maintenance services; annual maintenance contracts, covering more extensive upkeep; full maintenance contracts, which include comprehensive service and support; and site support for on-the-ground assistance. These customised options are designed to enhance operational efficiency, reduce downtime, and optimise equipment performance throughout its lifecycle.

The Extended LifeSeries (XL series) represents Hyundai's latest advancement in equipment refurbishment. Excavators in this series are re-manufactured from older models, undergoing a rigorous refurbishment process that aligns with current standards. The XL series integrates modern technologies, such as Remote Management Systems and advanced engine control units (CMCU), to improve fuel efficiency and operational performance. This initiative extends the lifecycle of older machines while ensuring they meet the latest performance and efficiency benchmarks.

Hyundai's lifecycle support, featuring the refurbishment centre and the Extended LifeSeries, offer a comprehensive approach to maintaining and enhancing mining equipment. By providing high-quality refurbishments and flexible maintenance solutions, Hyundai

ensures equipment reliability, performance, and longevity, setting a high standard in the mining industry.

**The HX 380L is highlighted as ideal for marble and granite applications. What unique features does this excavator offer for such specialised tasks, and how does it optimise performance and reliability in these environments?**

The Hyundai HX380L crawler excavator is engineered to excel in marble and granite mining due to its robust design and advanced features. Its heavy-duty undercarriage and frame are built to endure the significant weight and hardness of marble and granite, ensuring stability and durability in rugged mining terrains.

For fuel efficiency, the HX380L stands out with its high-performance engine and sophisticated hydraulic system. It incorporates Intelligent Power Control (IPC) to optimise pump flow rates, achieving a 12 per cent improvement in fuel efficiency. This technology, coupled with mechanical and hydraulic enhancements, ensures cost-effective operation while maintaining high productivity.

Operator comfort is addressed with a spacious, air-conditioned cabin and an advanced digital cluster. Centralised controls allow for efficient management of machine functions and diagnostics, reducing operator fatigue and enhancing productivity during long shifts.

Hyundai's Advanced Remote Management System (Hi-MATE) adds value by enabling real-time monitoring and reporting of machine performance. This system supports remote diagnostics, machine health assessments, and location tracking, thereby enhancing reliability and reducing downtime.



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# Tackling Supply and Quality Concerns in CE Rentals

As demand surges, particularly driven by infrastructure developments in regions like Asia-Pacific, stakeholders face pressing issues ranging from availability mismatches to concerns over maintenance standards.



**T**he global construction equipment rental market is poised for a robust growth at a 5.1 per cent CAGR until 2029, led significantly by the Asia-Pacific region. In India, burgeoning infrastructure projects are driving increased demand for rental construction equipment. While this growth presents opportunities for rental companies, it also brings challenges for users dealing with heightened demand.

Technological advancements are

becoming more accessible through rental services, allowing smaller and mid cap companies to utilise advanced and latest equipment and stay competitive. Renting also provides flexibility and scalability, enabling companies to adjust their equipment needs based on project requirements without long term commitments.

Says **Satin Sachdeva, Founder & Secretary General, Construction Equipment Rental Association**, “The latest trend in the construction equipment rental industry is a notable

shift towards purchasing brand-new equipment rather than opting for used machinery. This shift is primarily attributed to enticing offers from prominent manufacturers, who provide favourable credit terms, competitive pricing, and comprehensive after-sales service



**Satin Sachdeva**  
Founder &  
Secretary General,  
Construction  
Equipment Rental  
Association

packages with an easy finance schemes.”

This transition towards procuring new equipment is evident across the industry and in almost all the equipment categories due to recent surge of affordable Chinese equipment, as companies are expanding their fleets and leverage the latest technological advancements. Furthermore, Indian rental companies are increasingly embracing digitisation, social media engagement, and diversification strategies to enhance their market presence and operational efficiency.

“Over the last decade, the rental industry landscape has seen many dynamic shifts, both in terms of technology as well as innovation,”

says **Mukesh Sharma, Country Manager, Atlas Copco Specialty Rental Division in India.** “If we talk

about the future for rental in Indian market, we are optimistic about it. This largely comes from the fact that India is seen as the fastest-growing economy in the world and is on its way to become the third-largest construction market globally.”

Atlas Copco Specialty rental provides equipment for oil free air, on site nitrogen generation, steam generation, and power on temporary and long-term rental. “Our customers choose us during planned contingencies and emergencies; we also provide tailored services according to specialty solutions needed by our industry. We see an emerging trend for customers taking our services to meet their changing demands”, says Sharma.

### Short supply

The primary challenge for both suppliers and users in the equipment



**When rental equipment must match stated project specifications,**

**we ask OEMs to help identify rental companies willing to invest in upgraded models.**

– **Unmesh Nerkar,**  
Executive VP – Supply Chain  
Management, Tata Projects

hiring landscape is to match the demand and availability on a given instance for a specific location, opines **Unmesh Nerkar, Executive Vice President – Supply Chain Management, Tata Projects.** “The dearth of good quality aggregators accentuates the problem. Our norms on equipment ageing are more stringent than the market standards, which reduces the fleet universe for us to choose from.”

“When we have multiple ongoing projects with stringent delivery deadlines, we face challenges on account of the high demand for rental equipment leading to inflated prices and delivery delays,” says **Prasanta Kumar Ray, Head – Plant and Machinery, Heavy Civil Infrastructure, L&T Construction.** “Not many agencies are ready to invest in high value equipment without having enough projects in hand (from one or multiple clients) to recover the capex investment substantially, if not fully.”

The lack of availability of equipment is a huge challenge, agrees **Chaitanya Bhagde, Manager, Plant & Machinery, Shapoorji Pallonji.** “But building a good relationship with reliable equipment rental companies with a large portfolio can help overcome this issue. We prefer

### QUICK BYTES

- The global construction equipment rental market is expected to grow at a CAGR of 5.1 per cent through to 2029.
- Availability of the right equipment in the project vicinity, especially in rural areas, is the biggest challenge.
- Sourcing and finalising vendors on a pan-India basis can help surmount the availability challenge.

companies with set standards and a good fleet as they are more likely to provide emergency services and immediately attend to breakdowns.”

To tide over this challenge, Tata Projects conducts extensive research on which machines would be best suited for the work at hand. “We also engage proactively with big fleet owners and when the rental equipment has to match a stated project specification, we ask OEMs to help identify rental companies that are willing to invest in upgraded models,” explains Nerkar.

“To overcome the challenge of finding reliable vendors offering reliable equipment of a good quality, especially during peak seasons, we network extensively and research the market, we read reviews of existing rental players and we book equipment well in advance because sufficient lead time gives the renting agency time to purchase new equipment if they plan to,” says **G Boopathi, Director, Planning, Uniqcore Constructions India.**

### Quality concerns

Downtime and productivity losses owing to inadequate maintenance by the supplier are another challenge, according to Nerkar. “We tackle this





Equipment must be thoroughly inspected before entering into a rental agreement to ensure it is in good working condition, meets safety standards and complies with legal requirements.

by conducting thorough pre-dispatch inspections and checking the compliance to equipment ageing norms.”

“We inspect equipment beforehand to ensure it is in good condition and functions properly,” echoes Boopathi.

Equipment must be thoroughly inspected before entering into a rental agreement to ensure it is in good working condition, meets safety standards and complies with legal requirements, adds Bhagde. “Even after the machine is put to use, it is advisable to carry out daily inspections and record its usage and the monthly maintenance procedures. Concerns should be reported without delay to the rental company.”

### Operator training

The customary practice is for the renting agency to make available an operator and, in certain instances, to work under the renter’s employees. “We expect the driver/operator to work under the supervision of our



**Business**

**continuity rather than short term assignments enables rental companies to offer best prices.**

– **Prasanta Kumar Ray,**  
Head – P&M, Heavy Civil  
Infrastructure, L&T Construction

personnel,” says Nerkar.

Problems arise when the operator’s skills fall short. “Our stringent norms for operator qualification sometimes create challenges in that not every supplier will have operators meeting those norms,” explains Nerkar. “The operator should have held a driving license for the specified equipment for the minimum stated number of years.”

“A shortage of skilled manpower

for strategic equipment is an ongoing challenge,” agrees Ray.

To tide over this challenge, at L&T Construction, “operators are trained as needed, and we impart job specific skills. We place the utmost importance on safety during operations. Most of our training is directed towards operational safety.”

At Tata Projects, “fleet experts induct and train operators on site,” shares Nerkar. “Also, we ensure that trained riggers/flagmen are present on site when the equipment is in operation.”

“Conducting mock tests and verifying the competency of operators through previous certifications can help ensure that they have the necessary skills and knowledge to handle the equipment properly,” suggests Boopathi. “Training or refresher courses for operators can further enhance safety and proficiency.”

He also suggests asking the rental agency for a record of operator’s certifications and training history,



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**Ask for the rental terms and conditions to be stated in detail upfront.**

**- G Boopathi,**

Director – Planning, Uniqcore Constructions India

saying, “Agencies that adopt this proactive approach to mitigate risks come across as safety-conscious, professional players. This approach infuses confidence among renters.”

## High rentals

“Most rental companies work with us on a long-term basis on various projects; hence, they are able to give us the best possible price,” says Ray. “Business continuity rather than short-term assignments enables them to offer best prices.”

For the best rental rates, “we get quotes from various sources, bundle multiple rental requirements, rent equipment for a longer period, opt for advance rental payments and don’t depend on the vendor to transport the equipment to the site,” says Boopathi. “To avoid hidden fees and unexpected charges, we insist on getting the clear pricing structure upfront, including any potential additional fees.”

Lower-priced rentals are always preferable but not at the cost of performance, caution Bhagde. “Negotiate rents for the entire duration of a project to get better rates.”

## Hidden terms

Rental agreements can be lengthy and complicated. Still, Bhagde emphasises the need to “carefully read and understand the rental agreement, including any additional fees or charges that may apply”.

It is best if hiring terms and



Renting equipment saves time and money.

conditions are stated very clearly and precisely, and cover potential points of dispute like repairs during the rental period, he recommends.

“Also, set a timeline for scheduled maintenance and emergency breakdowns. Usually, the responsibility of maintenance and repairs falls on the equipment rental company. Avoid hidden clauses and charges that may lead to future disputes. Following all the applicable



**Renting equipment eliminates the difficulty of**

**storing and securing machines, and helps make machines available quickly and easily.**

**- Chaitanya Bhagde,**

Manager – P&M, Shapoorji Pallonji

safety guidelines and regulations (such as usage limits, loading, etc.) while operating the rented equipment can help avoid disputes.”

Essentially, ask for the rental terms and conditions to be stated in detail upfront, reiterates Boopathi.

## Transporting equipment

Transporting rented equipment to the construction site can be a logistical challenge, says Bhagde. “Coordinate with the equipment rental company to arrange for timely delivery and pickup of the equipment.”

In today’s scenario of fast-paced construction work, renting equipment makes sense because it eliminates the difficulty of storing and securing machines, and helps make machines available quickly and easily, he concludes. “Renting equipment saves time and money. But the cost of ownership must always be compared to the cost of renting to ensure renting is the best option.”



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# “Low market awareness limits rental growth.”

**Mukesh Sharma, Country Manager, Atlas Copco Specialty Rental Division in India, speaks on the current landscape of the construction equipment rental market, and the latest trends in the market.**

**Can you provide an overview of the services offered by Atlas Copco Rental in India?**

Atlas Copco Specialty rental provides equipment for oil free air, on site nitrogen generation, steam generation, and power on temporary and long-term rental. Our customers choose us during planned contingencies and emergencies; we also provide tailored services according to specialty solutions needed by our industry. We see an emerging trend for customers taking our services to meet their changing demands.

**Can you provide an overview of the current landscape of the construction equipment rental market? What are the latest trends you're observing?**

Over the last decade, the rental industry landscape has seen many dynamic shifts, both in terms of technology as well as innovation. While the construction and mining industry would use more diesel engines driven equipment traditionally, electric machines have now started taking the spotlight and we have designed products with sustainability in mind.

We have developed solar-powered light towers, E-Air electric mobile compressors, ZenergiZe energy storage range etc. At Atlas Copco Specialty Rental, we have earmarked these evolutionary trends, identified micro and macro-opportunities,

and designed groundbreaking solutions to overcome hurdles, achieve goals and engineer change.

This is clear from the number of projects we have spearheaded such as world's largest refining hub in India, strategic crude oil storages, off-shore - deep sub-sea pipeline, construction of mega fertilizer plants, and special application during construction of sea ports. Production of ventilators during Covid to an Indian Government entity, supporting major vaccine players during an emergency for production of vaccines.

If we talk about the future for rental in Indian market, we are optimistic about it. This largely comes from the fact that India is seen as the fastest-growing economy in the world and is on its way to become the third-largest construction market globally. Infrastructure sector is a key driver for the economy as it is this sector that is confident in propelling India's overall development and also receives undivided attention from the Government for developing crucial policies that would ensure strict adherence to time and quality, maintaining high standards and offer world-class infrastructure.

This sector includes power, bridges, dams, roads and urban infrastructure development and even though the construction equipment leasing is still in a growing phase and accounts for 6 to 8 per cent of the overall construction equipment market, there are many indications that there is soon going to be a turning point in this data.

**What are the key growth strategies**





Atlas Copco Rental is focusing on customer needs by expanding across India with satellite depots.

## Atlas Copco Rental is employing in India, and what is your future roadmap?

Atlas Copco Rental is focusing on customer needs by expanding across India with satellite depots. We're investing in digital infrastructure to technically monitor the fleet at remote construction sites to ensure reliability and uptime and to support new models adapting efficiently and effectively to our customers demand of being asset-light by providing variable long-term rental solutions. Soon, our Bengaluru depot will commence operations. We're seeing increasing interest in our BOOM (Build, Own, Operate, and Maintain) services from customers. Additionally, we're launching into the heating and cooling sector, starting with rental steam boilers.

In a world marked by constant and radical change, success can no longer be measured in rupees, dollars, or euros. As the world becomes more complex, our customers will be facing more challenges. In today's VUCA world, business is becoming uncertain

and unpredictable due to geopolitical situations, climate change, and changing demand. Rental in India is prepared to offer long-term variable solutions to help our customers be more agile and resilient in the face of uncertainty.

Our long-term variable solutions for air, steam, and onsite nitrogen generation through our new business model, BOOM, will be a game changer. As Atlas Copco Specialty Rental, we solve complex industrial challenges with specialized agile solutions. Our new strategy supports the foundation for this future growth. More than 1,000 passionate specialty rental people worldwide are continuously designing and implementing the best new ways to solve complex industrial challenges every day.

## What challenges do construction equipment rental companies currently face in terms of market competition and demand fluctuation?

In the capital-intensive rental business, access to capital remains a challenge for small and unorganised players. Loose

regulations, project cancellations, and delays exacerbate financial uncertainties for rental companies. Atlas Copco focuses on the specialty rental market, which is currently fragmented. Few major players dominate the industry, leading to low rental penetration. To address this, a mindset shift is necessary. Small rental companies in India are diversifying and investing in energy-efficient technologies to enhance customer experiences and overcome the rental industry's penetration challenges.

## With the rise of technologies like IoT and AI, how do you see them impacting the construction equipment rental industry?

No section of industry is untouched by advancement of digital technology and rental companies are not exception to it. With advancement in IOT our fleet is connected, and we can ensure better uptime to our client with greater operational efficiency.

To read full interview, Log on to [www.EquipmentIndia.com](http://www.EquipmentIndia.com)







# Revolutionising Asphalt Production



The advent of cutting-edge technologies and innovative processes is setting new standards for efficiency, sustainability, and performance in asphalt production.

**T**he infrastructure and construction sector especially road sector has witnessed rapid growth during the past few years primarily government both at state and centre realising the importance of building a strong road network thereby boosting economy. Every year, we have witnessed government focus to lay 20 km/day to 40 km/day and with rising investments in infrastructure in India are boosting the growth of the asphalt mix demand.

Furthermore, economic growth is driving governments to focus on improving public infrastructure, which is a major end-user segment of the asphalt mixing plants market. Moreover, rising sale of commercial and passenger vehicles is an indirect indicator of the positive outlook for the global asphalt mix demand. This is because more vehicles mean more sustainable roads would be needed, and since road construction is more on flexible pavements where asphalt mix is predominantly main ingredient. All this demand has given boots to petroleum refinery, which is source of raw material for asphalt mix.

Other major impetus has been given to connectivity of major district roads, resurfacing of roads, strengthening of existing roads and road expansion of various projects from two lanes to four lanes to six lanes and so on. All these projects are driving current demand for asphalt mix.

## Demand trend

The growing economy, urbanisation, government spending on public infrastructure, rising sale of commercial and passenger vehicles, improved logistics and raising scale of status of roads – state, highways, super expressways, and village roads are key growth drivers for asphalt mix plants.

Further road renewal, strengthening, extension depending on the traffic density (MAL) induces the type, capacity and processes, which primarily is used, derive the longevity of roads and highways, which is only accomplished by asphalt plants. The size of project with JMF (recipe) helps in zero in the type of asphalt mixing plants – batch mix, continuous and cold mix. It is evident that several key trends are to the fore in the asphalt plant sector offering solutions that meet the demands of



projects, as well as customer needs. These asphalt plants can meet varied job demand required for projects may be featured with RAP (hot or cold), foam bitumen, liquid additives, SMA, plastic additions and so on.

The need for asphalt plant mobility, ease of transport and faster commissioning has also increased demand for compact plants – fit in standard shipping containers and can be trucked to site. These generally come ready fitted with electrics to be installed without much difficulty.

With Government focus on green roads and highways creating a great demand for emission-free asphalt plants suitable for construction, road maintenance, etc.

## Latest technology

Ammann AAG, Switzerland with 150 years of its incorporation having core competence in mixing plants has revolutionised the globe with its innovations and offering latest advancement in technology, emissions and processes.

Ammann plants are equipped with latest technology features aimed at offering total flexibility to customers. Just to highlight one key difference in Ammann that puts its plants ahead of most other competitors, the complete control systems in Ammann plants

are equipped with microprocessor control, which is 1,000 times faster than PLC control systems offered by most of our competitors. For example, Ammann's computerised control burner ensures very fast response thereby enhances fuel economy. Besides, each sub-assembly are designed to outperform offering increased reliability.

Thanks to AS1, a proprietary control system with software from Ammann provides fully automated mix production, plus the flexibility to work in safe manual mode. The system offers a host of other benefits including the use of unlimited recipes, automatic burner control, dynamic in-flight correction abilities and full integration of electrically heated bitumen storage tanks.

Asphalt batch plants have been more prevalent because of the apparent flexibility that they offer in terms of the required variations in the mix and quality of each batch of output, and the regulations in India. However, over the last couple of decades, continuous technology has evolved in asphalt plants, with many countries adopting this technology in view of the inherent benefits with respect to initial and operating costs, and portability.

Ajay Tripathi, Managing Director,

## QUICK BYTES

- **The India bitumen market was valued at \$2.8 billion in 2018, and is projected to reach \$3.6 billion by 2026, growing at a CAGR of 2.8 per cent from 2019 to 2026.**
- **Construction of various national highways, expressways, and airport runways boosts the demand for bitumen across the country. Bitumen is processed into asphalt for road construction.**

Nilang Asphalt Equipments, explains "Asphalt batch-mix plant is the widespread type of asphalt plant in the world, which guarantees the highest level of flexibility in production and quality of the finished product. However, a continuous asphalt drum mix/hot mix plant provides an uninterrupted production cycle as the rhythm of production is not broken into batches. The mixing of the material takes place inside the dryer drum, which is elongated, as it dries and mixes the material at the





same time.”

He adds, “Batch mix plant is the most widespread type of asphalt plant in the world, which guarantees the highest level of flexibility in production and quality of the finished product. The batches depend on the type of production: In every 40–50 seconds, a complete batch is produced, after all the individual components have been weighed and metered separately.”

Batch-mix and continuous drum mix are the two major types in the hot-mix asphalt plants. In India, the trend is slowly changing from batch-mix plant to continuous plant. TIL, under strategic alliance with Astec Inc, USA, offers a range of hot mix asphalt plants in India. Astec’s superior understanding of the requirements in this segment enables it to provide its customers with some excellent asphalt plants. Apart from being energy efficient, they can utilise up to 50 per cent recycled asphalt pavement (RAP). Faster set-up, by virtue of their modular design, ensures higher uptime and availability of the plants. These plants can be towed away and installed at ease.

The Astec-TIL range of asphalt plants are equipped with a host of important features that improve efficiency, enhance productivity, help in conserving the environment and also provide a significant advantage on total cost of ownership. TIL offers state-of-the-art six-pack double barrel asphalt plant, available in three variants – 200 tph, 300 tph and 400 tph, which brings with it phenomenal savings, in terms of transportation, dismantling and installation costs, and enhances customer profitability manifold.

The standard set-up comes with the double barrel drum mixer, cold feed, scalping screen with inclined conveyor, baghouse, surge bin, drag conveyor and control house. The baghouse load also holds the inertial



Major projects like the Bharatmala Pariyojana and Sagarmala project will boost the need for asphalt plants.

dust collector. One load handles the SEB and drag conveyor. All ships complete with duct-work, dust screws, electrical switchgear, cables, and plant controls. The company also supplies RAP bins, fuel tanks, lime mixers and AC tanks.

Adds Tripathi, “In continuous asphalt drum mix/hot mix plant, there is no interruption in the production cycle as the rhythm of production is not broken into batches. The mixing of the material takes place inside the dryer drum which is elongated, as it dries and mixes the material at the same time. Since there are no mixing towers or elevators, the system is therefore considerably simplified, with a consequent reduction in the cost of maintenance. The absence of the screen however makes it necessary to have precise controls at the beginning of the production cycle, before the aggregates are fed into the dryer and before they are consequently discharged from the dryer as asphalt mix.”

In asphalt batch mix plants, the mixer with double arms and paddles means the mixing quality is undoubtedly better when compared with continuous plants because it is forced mixed. This feature is particularly important when dealing with ‘special products’ (porous asphalt, split mastic, high RAP content, etc.), which require a high

level of quality control. In addition, with ‘forced mixing’ methods, the mixing time can be lengthened or shortened and thereby the mixing quality can be varied, depending on the type of material being produced.

Atlas industries, Benninghoven, Kaushik Engineering Works, Quality Products (India), Linhoff India, Akona Engineering, HP Tiles Machinery, Solmec Earthmovers, 4B Construction Corporation, and Arky Construction and Supply are some of the prominent names in the global asphalt mixing plants market. Benninghoven is innovating its product mix and launching mobile asphalt mixing plants to ensure greater efficiency in terms of operation as well as mobility.

### Road ahead

With the Indian government heavily investing in infrastructure development, including roads, highways, and urban transit systems, the demand for asphalt is expected to rise. Major projects like the Bharatmala Pariyojana and Sagarmala project will boost the need for asphalt plants. Overall, the road ahead for asphalt plants in India is shaped by growth in infrastructure projects, technological advancements, regulatory changes, and economic conditions. As the sector evolves, plants that adapt to these trends and embrace innovation will likely thrive.





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# CV Industry Expects Turnaround in H2FY25

During FY24, the CV industry faced unexpected challenges, resulting in muted volume growth of 0.7 per cent.



**T**he commercial vehicle (CV) industry in India witnessed remarkable year-on-year volume growth during FY22 and FY23 of around 30.7 per cent and 28.7 per cent respectively. This surge was fuelled by pent-up demand as the economy recovered from the Covid-19 pandemic. Medium and heavy commercial vehicles (MHCVs) and light commercial vehicles (LCVs) played pivotal roles in driving overall sales volume within the commercial vehicle sector. Improved industrial and infrastructure demand drove MHCV growth while LCV was boosted by sustained growth in e-commerce.

During FY24, the CV industry faced unexpected challenges, resulting in muted volume growth of

0.7 per cent. This was on account of a fading pent-up demand in the domestic market, sluggish overseas demand and higher vehicle costs due to the transition to BS VI emission norms. The industry had witnessed pre-buying in the March 2023 quarter ahead of the implementation of the BS-VI emission norms, which increased vehicle prices by up to five per cent from April 2023, leading to lower demand in H1FY24. Further, sales in H2FY24 were partially restricted on account of a slowdown in the pace of execution of infrastructure projects due to general elections. Additionally, weak rural demand persisted as rural incomes did not keep pace with rising vehicle prices.

As elections have concluded and the monsoon season subsides by September-October 2024, the second half of FY25 (H2FY25) is anticipated to show signs of recovery in the CV industry. Expected interest rate cuts may provide relief in vehicle financing. Replacement demand and mandatory scrapping of older government vehicles are expected to support volumes in FY25. However, despite these positive expectations, the overall CV industry is likely to experience a degrowth of 3 to 6 per cent in FY25.

Despite the overall challenges in CV sales, there are contrasting trends expected for MHCV and LCV in FY25. MHCVs are expected to improve in the second half of the fiscal year due to infrastructure development post-monsoon. However, LCVs may face constraints due to rising vehicle prices, high interest rates, and inflation, as individual or small local transport operators who are the major buyers of LCVs, may defer their fleet expansion plans due to their limited financial ability to absorb or pass on increased costs.

## Electrifying its way

Between FY21 to FY24, the electric vehicle (EV) segment experienced substantial growth, despite its smaller share in overall CV sales. Key indicators of this growth include increased adoption rates and a rising market share, aided by the gradual expansion of the EV infrastructure. Notably, this transition to EVs is

particularly evident in the e-bus and light commercial vehicle (LCV) categories.

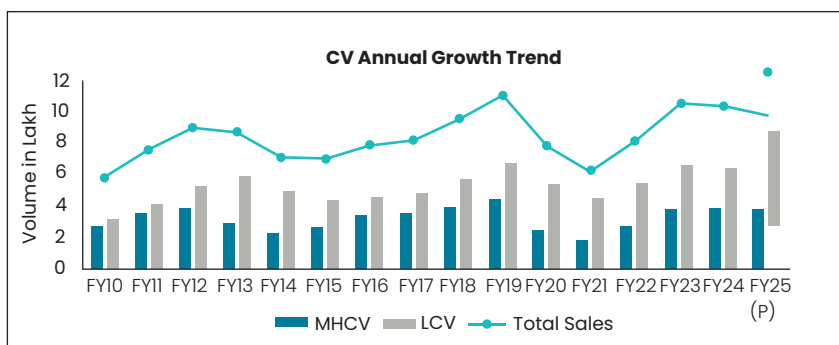
LCVs, including delivery vans and small trucks, are actively transitioning to electric power. Their role in last-mile logistics makes them ideal candidates for electrification. The appeal of EVs lies in their lower operational costs (both fuel and maintenance), which attracts fleet operators.

Additionally, e-buses have emerged as significant drivers of EV adoption within the CV sector. The demand for e-buses is fuelled by the need for cleaner transportation alternatives, and government initiatives further support this transition.

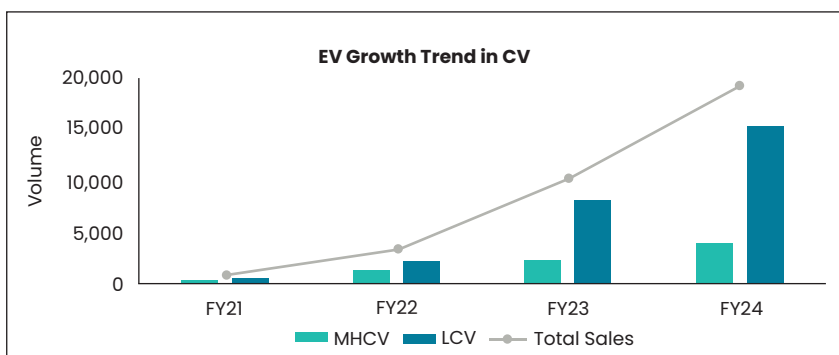
A surge in demand for electric buses across major cities in India is likely to support the growth of CV going ahead. The increase in demand for electric buses across India can be attributed to various factors, including rapid urbanisation leading to an increase in demand for sustainable and cleaner public transportation systems, heightened environmental concerns, large oil import bills due to diesel-run vehicles, technological advancements and improvements in battery charging infrastructure. Further, the Indian government, recognising the need for cleaner public transportation, has rolled out several initiatives to promote electric mobility.

These include the Faster Adoption and Manufacturing of Hybrid and Electric Vehicles (FAME) scheme and the National Electric Mobility Mission Plan (NEMMP).

In FY24, registrations of electric heavy passenger vehicles (e-HPVs), primarily large electric buses, surged significantly. The number of registrations increased from a mere 217 units in FY21 to an impressive 3,400 units in FY24. Registration of



Source: CMIE and CareEdge Ratings



Source: CMIE and CareEdge Ratings

electric LPV (e-LPV) also surged from 360 units to more than 10,500 units during the aforementioned period.

Looking ahead, the demand for electric buses is expected to remain robust in the coming years due to the growing focus on cleaner transportation systems and various government initiatives. Notably, last year, the government unveiled the PM e-bus Sewa Scheme, allocating a substantial \$2.4 billion to deploy and operate 10,000 electric buses through a public-private partnership model across 169 eligible cities. These eco-friendly vehicles are set to hit the roads in 2024, with full deployment anticipated by 2026.

### CareEdge Ratings' view

"The CV industry is expected to experience sluggish growth, with overall sales volume likely to decline by around 3 to 6 per cent in FY25. Several factors contribute to this, including general election-related

disruptions, elevated vehicle costs, and high channel inventory levels. However, there is hope for improvement in the latter half of FY25 as infrastructure projects pick up pace post-monsoon and anticipated interest rate cuts provide some relief," said **Arti Roy, Associate Director at CareEdge Ratings.**

"The Indian CV industry had witnessed its highest sales volume in FY19, and post Covid the industry was on track to surpass the same post significant improvement in sales volumes in FY22 and FY23. However, it faced a few hurdles in FY24 due to higher channel inventory, the impact of the transition to BS-VI norms, a rise in vehicle cost and high interest rates. Looking ahead, the sales volume is expected to degrow in FY25 before gathering pace in FY26," said **Hardik Shah, Director at CareEdge Ratings.**



Courtesy: CARE Ratings







# Focus on Infra, Skilling

Experts agree that Budget 2024 aims for more inclusive growth, focusing on job formalisation, agricultural productivity, and MSME support.



In its third straight term, the PM Narendra Modi's government has clear objectives: a roadmap for fiscal consolidation and a framework for medium-term economic interventions, focusing on employment, skilling, MSMEs, and the middle class. Finance Minister Nirmala Sitharaman announced a host of steps for the economy, companies, markets and taxpayers in the Budget 2024. The budget, presented on July 23, laid out nine priority areas with an eye on the

future. The nine priority list focuses on a comprehensive approach to fostering economic growth, enhancing productivity, and ensuring resilience across various sectors. The focus spans multiple priorities, including advancing agricultural productivity through research and natural farming practices, boosting employment with innovative schemes, and fostering inclusive human resource development.

Infrastructure investments are set to surge with substantial allocations for urban development, rural connectivity, and tourism enhancement. Energy security is prioritised with initiatives aimed at sustainable energy transitions and technological advancements in power generation.

The government has set an ambitious infrastructure investment plan with a capital expenditure allocation of Rs 11,11,111 crore, representing 3.4 per cent of GDP. States will receive Rs 1.5 lakh crore in long-term interest-free loans to bolster their infrastructure projects. Private sector involvement will be encouraged through viability gap funding and a new market-based financing framework.

The Pradhan Mantri Gram Sadak

## Skill enhancement

- Model Skill Loan Scheme will be revised to facilitate loans up to Rs 7.5 lakh with a guarantee from a government-promoted fund
- Financial support for loans will be provided up to Rs 10 lakh for higher education in domestic institutions
- Two schemes have been launched:

## Skilling programme and upgradation of Industrial Training Institutes

- 1000 Industrial Training Institutes to be upgraded in hub and spoke arrangements in five years
- Total outlay of Rs 60,000 crore with Rs 30,000 crore from central government, Rs 20,000 crore from State governments and Rs 10,000 crore from industry including the CSR funding

## Internship in top companies

- 12 months of Prime Minister's Internship to be provided in top companies with a monthly allowance of Rs 5,000, for youth aged between 21 and 24
- Companies are required to cover the training costs and 10 per cent of the internship expenses using their CSR funds
- Budgeted outlay of Rs 63,000 crore for five years

Yojana (PMGSY) Phase IV will enhance rural connectivity by targeting 25,000 habitations. Flood and irrigation issues will be addressed with significant financial support for projects in Bihar, Assam, Himachal Pradesh, Uttarakhand, and Sikkim.

The government will launch the Anusandhan National Research Fund to support basic research and prototype development, with a Rs 1 lakh crore financing pool aimed at enhancing private sector-driven research and innovation. In the space sector, the economy is projected to expand five-fold over the next decade. To support this growth, a Rs 1,000 crore venture capital fund will be established, fostering further development and commercialisation in the space industry.

The government will develop an Economic Policy Framework to guide reforms focused on enhancing employment opportunities and sustaining high growth. This framework will improve productivity across land, labour, capital, and entrepreneurship, leveraging technology and collaboration between the Centre and states. Land-related reforms will include assigning Unique Land Parcel Identification Numbers (ULPIN) and digitising cadastral maps for rural areas, while urban areas will see digitisation of land records with GIS mapping. Labour-related reforms will enhance employment services through integrated platforms and revamp compliance portals.

## Commitment to fiscal consolidation

The budget's most commendable achievement is its firm commitment to fiscal consolidation. The Finance Minister has set the fiscal deficit target for 2024-25 at 4.9 per cent of GDP, moving closer to the goal of 4.5 per cent for the following fiscal year. This focus on fiscal discipline is crucial for maintaining long-term economic stability and investor confidence.

### Infrastructure and Housing

- Strong capex support over the next five years with current year provision for Rs 11.11 lakh crore (around 3.4 per cent of GDP). Provision of Rs 1.5 lakh crore for long-term interest free loans to support the states in their resource allocation for infrastructure needs
- Phase IV of PM Gram Sadak Yojana (PMGSY) to be launched to provide all-weather connectivity to 25,000 rural habitations
- Three crore additional houses under the PM Awas Yojana in rural and urban areas. Rental Housing for Industrial workers to be facilitated in PPP mode. The housing needs of one crore urban poor and middle-class families will be addressed with an investment of Rs 10 lakh crore

Balancing fiscal consolidation with the need to increase expenditures is another critical aspect of the budget. Over the past three years, increased fiscal space from buoyant tax revenues has allowed for higher allocations to various spending programmes. This budget continues that trend, using additional resources for both fiscal consolidation and increased spending.

## Emphasis on infrastructure

The budget places a strong emphasis on agriculture, recognising its pivotal role in driving economic growth and development. Provisions for releasing climate-resilient crop varieties and establishing bio-research centres highlight the government's commitment to long-term sustainability in agriculture. These initiatives are crucial for enhancing productivity and resilience in the agricultural sector, ensuring food security, and promoting sustainable farming practices.

In infrastructure, the budget directs most of the increased expenditure towards asset creation, such as housing and roads. By continuing its focus on capital expenditure, the budget aims to stimulate economic growth, create jobs, and build a solid foundation for future development.

## Job creation in focus

The budget introduces three new employment-linked incentive schemes as part of the Prime Minister's package, aligning with enrolment in the Employee Provident Fund Organisation and focusing on first-

time employees. Additionally, students who have not yet benefited from any government schemes will receive support loans of up to Rs 10 lakh for education in domestic institutions, with e-vouchers for interest subvention provided to one lakh students each year.

Several schemes for Bihar, under the "Purvodaya" plan, aim at all-round development, including expressways, power projects, new airports, medical colleges, and sports infrastructure. Similarly, Andhra Pradesh will receive support for industrial development and basic infrastructure enhancements under the AP Reorganisation Act.

The budget places special attention on MSMEs and labour-intensive manufacturing, introducing a new assessment model for MSME credit by public sector banks based on digital footprints rather than only on assets and turnover criteria. The credit guarantee scheme envisaging pooling of credit risks of MSMEs is a welcome step.

## Conclusion

The first budget of the NDA government's third term strikes a balance between fiscal consolidation and necessary expenditures. The commitment to reducing the fiscal deficit and managing debt levels is commendable and essential for long-term economic health. At the same time, the focus on agriculture, infrastructure, and tax reforms addresses key challenges facing the economy and lays the groundwork for sustainable growth.



## BUDGET REACTIONS



With its focus on farmers, this forward-thinking budget is set to enhance the livelihoods by promoting sustainable practices, boosting productivity, and

developing digital and financial infrastructure. By introducing 10 million farmers to natural farming techniques and emphasising on agricultural research will help develop climate resilience for a more secure future.

Furthermore, the three-year plan and framework for digital infrastructure will benefit farmers with access to vital information, such as weather forecasts, crop advisory services, and market prices. This will enable informed decision-making, better crop management, and increased financial resources for investing in advanced farm equipment and precision technology, driving growth, productivity, and crop quality.

Narinder Mittal,  
Country Manager and MD,  
CNH India & SAARC



The Budget's substantial allocation of over Rs 11.11 lakh crore, nearly 3.4 per cent of India's GDP, for infrastructure is a clear catalyst for accelerated growth.

This, coupled with the significant push of Rs 2.2 lakh crore towards affordable housing under PMAY-Urban, creates a robust pipeline for the construction and allied sectors. We anticipate increased business opportunities and a positive impact on employment generation. Moreover, the budget's focus on the MSME sector, with a proposed allocation of over Rs 22,000 crore, is a welcome move. This will foster innovation, job creation, and strengthen the economy. The budget's overall direction aligns with the government's vision of a Viksit Bharat by 2047, providing a strong foundation for sustainable and inclusive development.

Sorab Agarwal, ED,  
Action Construction Equipment



The Budget announced very critically focusses on employment, skilling, manufacturing, and the upliftment of the Middle class through a variety of initiatives. Employment and skilling opportunities will be created through financial assistance where over

20 lakh youth will be skilled over a five-year period. Additionally, to modernise the Industrial Training Institutes, 1,000 such institutes will be upgraded in a hub and spoke arrangement. This will certainly create the necessary skills for youth for gainful employment in industries. With a focus on manufacturing, particularly MSMEs, the Minister has extended credit support and has also announced 12 new Industrial parks which will create a manufacturing conducive ecosystem. As always Infrastructure has been a strong area for subsequent budgets which have been announced over the years. This time as well, a provision of Rs 11 lakh crore, which is 3.4 per cent of the GDP, has been positive for infrastructure development which has a multiplier effect on the economy. Critically, the phase 4 of PMGSY, a programme that focuses only on rural roads has also been announced, which will connect over 25,000 rural habitations. This will create employment and reduce the farm to market distance sprucing up rural economy. The PM Awas Yojna, 2.0 also has been announced, which will improve the lives of over one crore people. This continued focus on Infra development also creates robust opportunities for the CE sector.

Deepak Shetty, CEO and MD, JCB India

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**We welcome the budget for providing a significant impetus to the construction equipment sector. The vision of Viksit Bharat by 2047 highlights the importance of allocating substantial resources for infrastructure development to enhance India's growth trajectory. The proposed increase in capital expenditure of 11.1 per cent to Rs. 11.11 lakh crore for FY2025 will significantly support economic growth and employment. The supportive regulatory policies align with the PM's vision of taking India to the third largest global economy by 2031. Infrastructure and manufacturing are key priorities in this budget, critical for driving economic growth and job creation. As a key player in India's construction and infrastructure ecosystem, Volvo CE is committed to supporting these initiatives through innovative solutions and partnerships that drive efficiency and sustainability. We look forward to collaborating with the government and our various stakeholders to advance the infrastructure capabilities of the country and contribute to India's growth story. It is heartening to see the emphasis being given in the Budget to road connectivity across the country, as this is vital for overall economic development.**

Dimitrov Krishnan, MD, Volvo CE India



**We welcome the government's consistent approach towards fiscal**

**consolidation, supporting capex in infrastructure by reconfirming the allocation of Rs 11.11 lakh crore in the Budget as also additional allocations towards improving urban and rural infrastructure. We also welcome the government's focus on employment generation, skilling, woman empowerment, MSMEs and climate change mitigation as well as their encouragement to the States to carry out land and labour reforms and improve ease of doing business further. We believe this Budget paves the way for the next generation of reforms which we are confident will lead India to its deserved place of being Viksit Bharat.**

Sunil Mathur,  
MD and CEO, Siemens



**The announcement of Rs 2.66 lakh crore for rural development, is a significant investment that aligns with our mission to support and enhance India's rural infrastructure.**

**Starting from the introduction of the Jan Samarth-based Kisan Credit Card, and the support for Andhra, Bihar, and other key regions, the government's holistic approach to infra, skilling, and rural development are vital initiatives. The focus on employment and skills is encouraging. The various schemes for employment-linked incentives and skilling programmes will create a skilled workforce ready to meet the demands of modern infrastructure projects. This budget reflects a balanced approach to developing infrastructure while empowering the workforce. Initiatives such as providing one month's wage for first-time employees, creating job opportunities for 30 lakh youths in manufacturing, and supporting skilling programmes for 20 lakh individuals are a great way of boosting productivity, enhancing infrastructure and employment opportunities across the country.**

Shalabh Chaturvedi, MD,  
CASE Construction Equipment – India & SAARC region

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**The budget places a strong emphasis on rural development, reflecting our commitment to improving the lives of India's rural population.**

With the launch of Phase IV of Pradhan Mantri Gram Sadak Yojana, it is good to see provisions made for all-weather connectivity to 25,000 rural habitations, ensuring better access and integration for the rural communities. The Pradhan Mantri Janjatiya Unnat Gram Abhiyan aims to uplift 63,000 villages, directly benefitting five crore tribal people by enhancing their socio-economic conditions. These initiatives are integral for inclusive growth and more equitable development across India's vast rural landscape. 🗨️

Puneet Vidyarthi, Head of Marketing & BD – India & SAARC,  
Case Construction Equipment &  
President, Rural Marketing Association of India



**The budget looks to be the government's continued and focused commitment and support with robust central**

investments for infrastructure sector, facilitating states investments for the sector and providing viable gap funding for promoting private investments in the sector for overall strengthening of the nation's infrastructure. Overall, the budget is going to be a big booster to facilitate India's economic growth; roads and highways sector, being the prominent infra sector is expected to get much needed impetus through adequate funds allocations. 🗨️

Virendra D Mhaikar,  
CMD, IRB Infrastructure Developers



**The budget heralds a transformative period for India's infrastructure sector with an allocation of Rs 11.11 lakh crore for capital expenditure. This significant investment underscores the government's commitment to enhancing infrastructure, presenting substantial opportunities for construction equipment companies like Ammann India to contribute to and**

benefit from this growth. Additionally, the introduction of a new scheme facilitating term loans for MSMEs to purchase machinery and equipment without collateral, supported by Rs 100 crore guarantee funds, is poised to directly benefit our customers within the MSME sector, fostering growth and modernisation in manufacturing. The government's focus on employment and skilling, backed by Rs 2 lakh crore investment, aims to develop a highly skilled workforce, crucial for the construction industry. This includes employment-linked incentives, support for new hires, and extensive skilling initiatives, ensuring a robust pipeline of skilled labour to meet industry demands. The budget's emphasis on technological support packages for MSMEs and the expansion of SIDBI branches to serve MSME clusters will significantly enhance the manufacturing ecosystem. These measures are anticipated to drive innovation, productivity, and competitiveness in the construction sector, aligning with Ammann India's strategic goals and operational aspirations. 🗨️

Dheeraj Panda,  
MD, Ammann India 🏗️

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## POWER WHERE IT MATTERS.

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# Indian CE Sales Rise YoY

Indian Construction Equipment industry sales recorded 5 per cent YoY growth; 31 per cent MoM degrowth in April 2024.



The April 2024 sales of the Indian construction equipment (CE) industry, at 9,990 units, were 5 per cent higher than the 9,544 units sold in April 2023. The YoY increase is a result of positive growth across all five major equipment segments. Of the total unit sales in April 2024, 9,136 units were sold

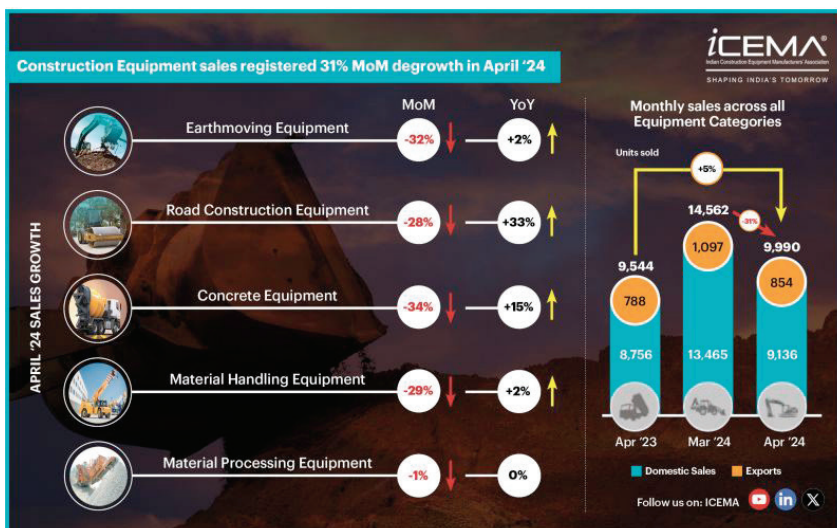
domestically and 854 units exported.

Earthmoving Equipment, which accounts for approximately 70 per cent of the total CE sales in India, sold 6,860 units in April 2024 – 2 per cent more than in April 2023, as did material handling equipment at 1,221 unit sales. While sales of material processing equipment remained

nearly static, at 221 units, road construction equipment and concrete equipment registered YoY increases of 33 per cent and 15 per cent, with April 2024 sales figures of 640 and 1,048 units respectively.

On a month-on-month basis, however, there has been degrowth of 31 per cent in April 2024, as compared to 14,562 units sold in March 2024, driven primarily by a 32 per cent drop in sales of earthmoving equipment, the segment that comprises the lion's share of total CE sales in the country. The degrowth trend has been further reinforced by drop in sales across all equipment segments – road construction equipment by 28 per cent, material handling equipment by 29 per cent, concrete equipment by 14 per cent and material processing equipment by 1 per cent.

The degrowth in month-on-month sales across all segments is also accompanied by a 22 per cent decline in exports during the same period.





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## Boosting Performance

Lubricants are crucial in enhancing construction equipment performance, reducing wear, and ensuring smooth operation, ultimately leading to increased efficiency and prolonged machinery lifespan.







# Boosting Performance



Lubricants are crucial in enhancing construction equipment performance, reducing wear, and ensuring smooth operation, ultimately leading to increased efficiency and prolonged machinery lifespan. Lubricants are crucial in enhancing construction equipment performance, reducing wear, and ensuring smooth operation, ultimately leading to increased efficiency and prolonged machinery lifespan.

Construction equipment operates in some of the most demanding environments imaginable.

From heavy-duty excavators to agile bulldozers, these machines are designed to endure extreme conditions, yet their efficiency and lifespan heavily depend on proper maintenance. One critical component of this maintenance is the use of lubricants.

Lubricants represent between 1 and 3 per cent of the maintenance budget. However, the impact of improper lubrication on the bottom line can be massive. There are a number of disadvantages of inefficient machine lubricants: short drain intervals or frequent oil changes, unplanned stoppages and downtime, premature part wear, equipment breakdown, and loss of productivity, to name a few. Moreover, all of these points are directly correlated with increased maintenance labour costs. In worse-case scenarios, there are also deadline and contract breaches that can have severe financial and reputational consequences.

Therefore, lubrication is both an essential element of the total cost of ownership and a major part of construction operations.

Using the right lubricant and lubrication system in construction operations is of critical importance. Their formulations are engineered to have high load-carrying capabilities and elevated wear control. Supreme lubricants achieve full fluid film formation and retention. They reduce operating temperatures effectively as a result of their extended thermal and oxidative stability. To be able to withstand extreme construction conditions, they also have to possess high durability and micro pitting

resistance.

All of these features and more are parts of complex lubrication systems which contribute to the performance and protection of machines and machine components even after their extensive use and extended service life. A well-lubricated machine is protected from breakdown and with maximal performance and uptime achieved; there is also improved fuel efficiency. Furthermore, other operational benefits include extended repair and drain intervals. While the economic implications of adequate lubrication are reduction in operating and labour costs.

Therefore, proper lubrication does not only mean getting the most out of your machine. Or the longest life for your equipment by protecting critical components from wears and tears. It also means an increase in productivity and operational efficiency and savings.

### Wide product range

In the competitive world of construction machinery, maintaining equipment performance and longevity is paramount. One often-overlooked factor in achieving this is the use of OEM-approved lubricants. Several leading OEMs in the construction industry, such as Caterpillar, Komatsu, Volvo CE, and Hitachi, have recognised the benefits of producing their own lubricants. These custom-engineered products offer distinct advantages for both machinery and operators.

OEM-approved lubricants are specifically designed to meet the unique requirements of the machinery they service. For instance, Caterpillar's lubricants are formulated to match the exact specifications of their engines and components, ensuring that each part operates under ideal conditions. Similarly, Komatsu and Volvo CE develop their own lubricants to cater to the operational needs and environmental conditions of their machinery. This tailored approach

helps maximise performance and efficiency, reducing the risk of breakdowns and costly repairs. One of the key benefits of using OEM-approved lubricants is the extended lifespan they can provide to machinery. These lubricants are engineered to offer superior protection against wear, corrosion, and high temperatures, which helps in maintaining the integrity of critical engine and transmission components.

Caterpillar Oils are designed to provide you with increased performance and extended engine life. They are specially formulated to reduce wear on bearings, piston rings, bushings, and other valvetrain components, which can help your engine run longer. Cat Oils improve engine life, performance, and efficiency. The detergents in the formulation are effective at reducing buildup in your engine.

Case IH stays ahead of the curve with newly improved Hy-Tran® Premium Hydraulic Transmission Oil designed to keep tractor transmissions, axles and hydraulic systems free of deposits while inhibiting wear, corrosion, sludge and foaming.

Similarly, CNH top-grade Premium Transaxle Oil enables smooth, noise-free operation in equipment, especially those fitted with oil-immersed (wet) brakes like wheel loaders and tractor loader backhoes.

Tata Hitachi offers a wide range of lubricants includes hydraulic oils, engine oils, gear oils, grease and coolants. The company's engine oils include high quality base oil and advanced additives combined in a balanced manner for high output and low emission diesel engine. Its heavy



**Vasanth Thangavelu**  
GM – Marketing  
Deployment  
(Commercial),  
ExxonMobil  
Lubricants

### QUICK BYTES

- **India lubricants market is valued at \$13,045 million in 2024 and is expected to reach \$20,715 million by 2033, at a CAGR of 4.12 per cent during the forecast period 2024-2033.**
- **In India, the industrial lubricant sector dominates, accounting for over 54 per cent of the total market share.**
- **Emission norms are one of the major external causes for technological changes and new emerging technology coming into the market..**

duty grease is multi-functional extreme pressure grease suitable for temperatures up to 130°C. It is specially recommended for use in construction equipment and heavy duty vehicles.

Says **Vasanth Thangavelu, General Manager – Marketing Deployment (Commercial), ExxonMobil Lubricants**, “In our product line-up, we have a range of high-performance lubricants designed specifically for the construction and mining sector. These products are tailored to withstand severe conditions such as high temperatures, heavy loads, and harsh environments. One notable product is our Mobil DTE 10 Excel™ Series, hydraulic oil with high viscosity that extends oil change intervals and improves energy efficiency. Another is the Mobil Delvac 1™ ESP 5W-40, a synthetic lubricant offering fuel efficiency and extended engine life. We also have the XHP series, like the Mobilgrease XHP™ 220 Series, focusing on structural stability in harsh operating environments.”

Over the years, Gulf Oil has established partnerships with over 40 OEMs in the automotive,



industrial, and construction equipment sectors. These partnerships go beyond product collaboration, extending to various segments such as factory, aftermarket, and operator levels. Gulf Oil's approach involves working closely with OEMs on product technology, testing, and providing comprehensive services, including education for dealers and operators. The company also emphasises the importance of being at the forefront of technology, working with additive companies and base oils in its state-of-the-art R&D facility in Chennai.

"Gulf Oil has a history of pioneering lubricants with a focus on longevity and quality. Recently, the company introduced products like Gulf Harmony Biosynthetic, a synthetic oil with advanced grades, and a biodegradable hydraulic oil called Harmony. Additionally, Gulf Oil launched Gulf Harmony Premium 46, zinc-free hydraulic oil designed for extreme weather conditions in India. The company also introduced high-performance wire rope grease, emphasising its commitment to optimal lubrication and product durability," said **Ravi Chawla, MD and CEO, Gulf Oil Lubricants**.



**Ravi Chawla**  
MD & CEO, Gulf  
Oil Lubricants

Shell's high-performance lubricants are engineered to maximise protection and ensure the optimal performance of construction equipment, even in the most challenging conditions. Utilising advanced technology, these lubricants drive efficiency and help customers maximise the capabilities of their machines.

Says **Praveen**



**Praveen Nagpal**  
Chief Technology  
Officer, Shell  
Lubricants India

#### Dangers of over lubrication

- An insufficient amount of a lubricant can cause serious damage to construction machinery and even bring operations to a stop. One common misconception is that to prevent this, more lubricant should be added.
- This, however, is also a serious issue that can cause premature failure in components like bearings for instance due to elevated temperatures and oxidation issues caused by over lubing. In case of an over-greased bearing, its rollers can start sliding instead of turning causing the grease to churn. Consequently, churning removes the base oil from the lubricant or grease leaving behind only the lubricator thickener that typically does not possess many or any lubricating features. The churning of the grease also creates heat and, as there is no base oil present, the lubricant or grease starts to harden.
- Once more, machinery operators are faced with the possibility of component damage, additional lubricant changes which translates to higher grease consumption and costs.

**Nagpal, Chief Technology Officer, Shell Lubricants India**, "Shell Tellus S4 VE hydraulic oil, derived from gas-to-liquid technology, reduces energy losses from hydraulic pumps. Additionally, Shell Gadus S3 V460D 2 high-temperature grease enhances efficiency and extends service intervals, resulting in significant cost savings. To ensure smooth operation and maintenance of construction machinery, Shell offers expert technical support and digital lubricant solutions, enabling a proactive approach to maintenance. This comprehensive support reduces the impact of unplanned downtime and maintenance costs, contributing to more reliable and cost-effective site operations."

Shell Lubricants has been a leader in developing next-generation heavy-duty engine oils globally for years. "We have ensured that our systems are agile and ready to meet regulatory reforms, allowing us to stay ahead of changes and meet new standards effectively. Our products, such as Rimula R5 and the Fleet NX series, are formulated with advanced additive technology to protect exhaust after-treatment systems, reduce harmful emissions, and improve combustion efficiency," added Nagpal.

"The high-performance lubricants from GS Caltex offer ultimate reliability at all temperatures, lower oil

consumption, significantly lower fuel consumption and specifically extended service intervals. Whenever engines and gearboxes run freer and more reliably, operating costs are lower if only because they consume less. We in GS Caltex are always focusing on reducing overall lubrication costs of business and have made services an integral part of our offering to mining companies to achieve sustainable goals," says **Jayanta Ray, General Manager – Industrial and OEM, GS Caltex India**.



**Jayanta Ray**  
General Manager  
– Industrial  
and OEM,  
GS Caltex India

GS Caltex KIXX LUBO Group II/III base oil has excellent low temperature properties and exceptionally bright water-white clear transparent characteristics. The Group II/III base oil produced by GS Caltex is environment-friendly with low volatility, thus reducing oil consumption and improving fuel economy. Kixx Lubo Base Oils also offer high thermal and oxidation stability to support drain interval extension.

Castrol offers a comprehensive range of high-quality industrial lubricating oils and greases tailored to meet the specific needs of various applications and industries. Castrol's

extensive portfolio includes mineral, synthetic, semi-synthetic, and a wide selection of high-performance greases. With expertise, commitment to quality and continuous innovation, Castrol lubricants can be trusted to provide optimal performance, reliability, and equipment longevity, making them the ideal choice for superior lubrication excellence.

Oilmax Systems, based in Pune, has been providing very unique and innovative products for oil and coolant conservation for more than 25 years. Says **Ashutosh P Gokhale, Director, Oilmax Systems**, “We are manufacturers and exporters of industrial equipment, including hydraulic oil cleaning systems, vacuum-operated sump cleaners, floating/tramp oil separator, etc. The marine, mining, and automotive industries are just a few that use these items. With our products, there are no filter elements or consumer costs because they operate on centrifugal separations. The smallest of the contaminants is separated from the oil using centrifugal force, extending the life of the oil, filter, and machinery.”



**Ashutosh P Gokhale**  
Director,  
Oilmax Systems

### Selecting the right lubricant

Selecting the appropriate lubricant—whether oil or grease—is crucial for maintaining equipment performance and prolonging its life. Each type of lubricant has its own set of advantages and drawbacks, making them better suited for different applications and conditions. Effective lubrication not only minimises friction and prevents wear but also ensures smooth and efficient machinery operation.

Viscosity is a key characteristic of lubricants that impacts their ability to protect heavy machinery. It essentially



governs the lubricant's flow and thickness, akin to its lifeblood. When choosing a lubricant, consider both the type of machinery and the specific operating conditions it encounters. Different machines require different viscosities to function optimally. For instance, high-speed equipment typically performs better with low-viscosity lubricants that reduce friction and improve efficiency, while heavy-duty machinery may need higher viscosity lubricants to support greater loads. Environmental factors, especially in industries like oil and gas, also play a crucial role in determining the right viscosity.

Additionally, compatibility is an essential factor in lubrication. The chosen lubricant must be compatible with your machinery's existing systems. Incompatible lubricants can cause efficiency issues, increased wear, and costly breakdowns. By opting for our pressure-activated lubricants, you minimise the risk of compatibility problems.

### Road ahead

Lubricants play a vital role in the effective operation of construction equipment. By reducing friction, dissipating heat, preventing

#### Common challenges and solutions

Despite the best efforts, challenges in lubricating construction equipment can arise. Here are some common issues and how to address them:

- Dust, dirt, and water can contaminate lubricants, reducing their effectiveness. Regularly check and replace filters, and ensure that seals and covers are intact to minimise contamination risks.
- Using the wrong lubricant can lead to poor performance and damage. Always consult equipment manuals and manufacturer guidelines to select the correct lubricant for each application.
- Over time, lubricants can break down due to exposure to heat, pressure, and contaminants. Regularly monitor and replace lubricants based on manufacturer recommendations and operating conditions.
- Insufficient lubrication can cause excessive wear and component failure. Implement a routine maintenance schedule and ensure that lubrication points are properly serviced.

corrosion, and providing cleaning and sealing functions, lubricants help ensure that machinery performs optimally and remain reliable in challenging conditions. Understanding the types of lubricants available, adhering to best practices, and addressing common challenges can enhance equipment performance and reduce maintenance costs.

Investing time and resources in proper lubrication practices not only extends the life of your equipment but also contributes to safer and more efficient construction operations. As construction projects continue to grow in complexity and scale, maintaining a proactive approach to lubrication will remain a key factor in achieving success and maximising the value of your investment in machinery.







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# “Lubricants play a crucial role in equipment efficiency.”

**Vaibhav Maloo,**  
Managing Director,  
ENSO Group, speaks  
on the primary factors  
that construction  
equipment customers  
prioritise when  
selecting lubricants.

**How does your product range ensure the efficiency and uptime of CE through effective lubrication?**

Enso Oils & Lubricants offers a comprehensive range of products from Gazpromneft Lubricants, Russia, designed to enhance construction equipment efficiency and uptime. These include engine oils with high viscosity index, anti-wear, detergent, and dispersant additives; hydraulic fluids with thermal stability, anti-wear properties, and filtration compatibility; gear oils with extreme pressure additives, corrosion inhibitors, and high load-carrying capacity; and greases with high adhesion, water resistance, and EP additives. Benefits include reduced friction, improved fuel efficiency, extended oil life, corrosion prevention, condition monitoring for predictive maintenance, reliable operation, longer maintenance intervals, easy handling, and training support.

**What are the primary factors that construction equipment customers prioritise when selecting lubricants?**

When selecting lubricants for construction equipment, customers prioritise performance and protection, including anti-wear properties, thermal stability, and oxidation resistance. They seek lubricants meeting OEM specifications and offering multi-purpose use.

Environmental and safety considerations, such as biodegradability and regulatory compliance, are crucial. Operational efficiency is enhanced by friction reduction and smooth operation.



Cost-effectiveness focuses on extended drain intervals and overall value. Reliability is ensured through quality assurance and reputable brands. Technical support, availability, supply chain reliability, and application-specific needs like tailored formulations and extreme condition performance, are also key factors.

**With new emission regulations already impacting the CV market, what features have you incorporated into your lubricant range?**

Several features have been incorporated into the wide range of lubricants marketed by Enso Oils & Lubricants that comply with contemporary emission regulations, enhancing fuel efficiency, and addressing environmental requirements. Key features include low-SAPS formulations to protect after-treatment devices and meet emission standards, friction modifiers to reduce engine friction and improve fuel economy, and enhanced oxidation stability for better performance at high temperatures.

Advanced additives keep engines clean and minimise buildup, while anti-wear additives protect engine







G-Profi MSI Plus 15W-40.

components and extend engine life. Compliance with API, ACEA standards, and OEM approvals ensures reliability. Advanced engine oil monitoring tools support predictive maintenance and optimal performance.

#### How are you developing lubricants tailored for off-highway applications?

Consistent focus is given to development of lubricants specifically tailored for off-highway applications like construction, mining, agriculture, and forestry. These lubricants withstand heavy loads, extreme temperatures, and harsh conditions. Advanced additives provide anti-wear and EP protection, oxidation stability, and consistent viscosity. Specialised products include heavy-duty diesel engine oils, high-performance hydraulic fluids, and multi-purpose greases. Field testing ensures real-world durability, while compliance with API, ACEA, and OEM standards guarantees quality. Technical support and training help customers optimise usage. Innovative packaging solutions offer flexibility and ease of handling,

ensuring efficiency and reliability in demanding environments.

#### What other innovations are occurring in lubricants specifically designed for off-highway applications?

Innovations in off-highway lubricants focus on advanced additive technologies like nano-additives and high-performance EP additives for superior protection and longevity. Synthetic and semi-synthetic formulations enhance performance and extend drain intervals. Environmentally friendly solutions include biodegradable lubricants and low-toxicity additives.

Enhanced friction modifiers and improved seal compatibility boost efficiency. Smart lubrication technologies enable real-time condition monitoring and predictive maintenance. Customisable formulations cater to specific equipment needs. Improved compatibility with new engine technologies and alternative fuels is prioritised. Smart packaging solutions facilitate handling and dispensing.

Regulatory compliance ensures adherence to global standards and certifications, validating lubricant performance and reliability.

#### Are there any additional insights regarding industrial lubricants that you would like to share?

Industrial lubricants play a crucial role in equipment efficiency and longevity. Technology integration includes smart lubrication systems and real-time condition monitoring for data-driven maintenance decisions. Environmental sustainability focuses on biodegradable and low-toxicity formulations, recycling practices, and green certifications.

Customisation meets specific industry needs, while regulatory compliance with global standards and OEM approvals ensures quality. Ongoing research drives innovation, and user education on best practices and training ensures optimal lubricant use and handling. These aspects collectively enhance performance, sustainability, and cost-effectiveness in industrial applications.





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# “Expanding focus to full oil life cycle management.”

**Praveen Nagpal, Chief Technology Officer, Shell Lubricants India,** discusses the primary factors that construction equipment customers prioritise while selecting lubricants.



**How does your product range ensure the efficiency and uptime of CE through effective lubrication?**

Shell's high-performance lubricants are engineered to maximise protection and ensure the optimal performance of construction equipment, even in the most challenging conditions. Utilising advanced technology, these lubricants drive efficiency and help customers maximise the capabilities of their machines.

For example, Shell Tellus S4 VE hydraulic oil, derived from gas-to-liquid technology, reduces energy losses from hydraulic pumps. Additionally, Shell Gadus S3 V460D 2 high-temperature grease enhances efficiency and extends service intervals, resulting in significant cost savings.

To ensure smooth operation and maintenance of construction machinery, Shell offers expert technical support and digital lubricant solutions, enabling a proactive approach to maintenance. This comprehensive support reduces the impact of unplanned downtime and maintenance costs, contributing to more reliable and cost-effective site operations.

**What are the primary factors that construction equipment customers prioritise when selecting lubricants?**

Shell's approach to helping customers achieve optimal costs of ownership, reduce

emissions, and ensure maximum equipment availability and reliability is grounded in the use of high-quality lubricants and expert lubrication management. Customers can realise significant savings through effective lubrication, which can increase oil change intervals and prevent unplanned equipment downtime. Shell's integrated solutions address diverse needs related to energy, services, and sustainability, helping improve the Total Cost of Ownership (TCO) by keeping equipment running at peak performance, even under challenging conditions.

Lubricants that provide fuel and energy efficiency benefits, along with extended oil drain intervals, are crucial in reducing operational and maintenance costs, downtime, and emissions. Shell's consultants, who are trained specialists, work closely with customers to understand their specific business operations, plants, and personnel. They analyse and optimise the impact of lubrication to achieve long-term cost reduction.

There are two core elements to this approach: first, ensuring every piece of equipment uses the right lubricant and second, managing lubrication effectively. This involves providing customers with the necessary training, maintenance solutions, and lubrication handling and analysis, ultimately empowering them to achieve optimal performance and cost savings.

**With new emission regulations already impacting the commercial vehicle market, what features have you incorporated into your lubricant**

## range to comply with these regulations?

Shell Lubricants has been a leader in developing next-generation heavy-duty engine oils globally for years. We have ensured that our systems are agile and ready to meet regulatory reforms, allowing us to stay ahead of changes and meet new standards effectively. Our products, such as Rimula R5 and the Fleet NX series, are formulated with advanced additive technology to protect exhaust after-treatment systems, reduce harmful emissions, and improve combustion efficiency.

Designed to enhance fuel efficiency, these products deliver significant value to our customers. Rimula R5, for instance, has more than doubled the drain interval (by 122 per cent) and delivers substantial fuel savings of 2.1 per cent\*. As fleets in the construction and mining sectors upgrade to new technology for better fuel economy and lower emissions, our next-generation FA-4 products/molecule are already proven to meet even more stringent future regulations.

By integrating these advanced features, we are setting new benchmarks for the industry while ensuring compliance with existing regulations. Our goal is always to help our customers stay ahead in a rapidly evolving market.

## How are you developing lubricants tailored for off-highway applications?

With decades of experience in collaborating with off-highway businesses to maximise machine efficiency, we provide integrated lubricant solutions designed to help customers optimise their lubrication practices. Our long-standing OEM partnerships allow us to co-engineer innovative products and solutions, giving us access to valuable insights and industry trends that enable us to



tailor our offerings for the off-highway segment.

Our tailor-made solutions stem from an insights-based approach, incorporating feedback from OEMs, regulatory bodies, and end users. These solutions undergo a rigorous screening process in laboratories, test rigs, durability tests, advanced analytical testing, and extensive field validations. Through this comprehensive and dedicated approach, we ensure our lubricants deliver superior performance and protection, meeting the demanding requirements of off-highway applications.

## What other innovations are occurring in lubricants specifically designed for off-highway applications?

While digital innovation has transformed construction sites and off-highway spaces, our focus has expanded to encompass complete oil life cycle management. This shift aligns with our customers' increasing emphasis on high productivity, reliability, and emission reduction. By adopting a holistic approach, we are pushing beyond conventional practices to offer innovative solutions that span the entire life cycle of lubricants. These innovations include energy-efficient lubricants, onsite and off-site predictive maintenance, AI-powered solutions, waste management, recycling, and reusing recycled products.

For instance, we are scaling up services like MachineMax, which

utilises equipment telematics to optimise fleet usage and minimise fuel wastage in the construction industry.

Additionally, Shell RemoteSense, our live oil condition monitoring service, leverages IoT, machine learning, and data science to provide real-time health monitoring of machinery and oil, generating actionable insights.

Shell LubeOptimiser offers comprehensive onsite solutions for total fluid management and fluid reliability services.

To advance the circular economy within the lubricants industry, Shell has partnered with used oil re-refiners to initiate used oil collection and re-refining across India. A key initiative in this regard is Shell's used oil management service, which aims to organise India's waste oil disposal system, increase the re-refining rate, and achieve circular economy goals while reducing waste.

## Are there any additional insights or aspects regarding industrial lubricants that you would like to share?

Effective lubrication can drive substantial business value by enhancing productivity and cutting costs, though its impact is frequently undervalued. To fully harness this potential, two key factors must be addressed. First, ensuring every piece of equipment uses the appropriate lubricant and second, managing lubrication effectively. This involves equipping customers with the necessary training, maintenance solutions, and methods for lubrication handling and analysis. Our goal extends beyond merely supplying lubricants; we strive to offer integrated solutions that aid our customers in improving their total cost of ownership. Additionally, we focus on addressing diverse needs related to energy, services, and sustainability.





# “Focussing towards more sustainable offerings for the construction industry.”

**Jayanta Ray, General Manager – Industrial and OEM, GS Caltex India, speaks on the primary factors that construction equipment customers prioritise when selecting lubricants.**



**How does your product range ensure the efficiency and uptime of construction equipment through effective lubrication?**

The high-performance lubricants from GS Caltex offer ultimate reliability at all temperatures, lower oil consumption, significantly lower fuel consumption and specifically extended service intervals. Whenever engines and gearboxes run freer and more reliably, operating costs are lower if only because they consume less. We in GS Caltex are always focusing on reducing overall lubrication costs of business and have made services an integral part of our offering to mining companies to achieve sustainable goals.

GS Caltex KIXX LUBO Group II/III base oil has excellent low temperature properties and exceptionally bright water-white clear transparent characteristics. The Group II/III base oil produced by GS Caltex is environment-friendly with low volatility, thus reducing oil consumption and improving fuel economy. Kixx Lubo Base Oils also offer high thermal and oxidation stability to support drain interval extension. All these advantages are the result from the latest cutting-edge hydrocracking technology. As GS Caltex focuses on reducing overall lubrication costs of business, it has also made services an integral part of its offering to construction companies. Our team of experts are available to work with construction and mining companies to help optimise overall

lubrication management.

Thus, Kixx Lubricants coupled with effective service helps to maximise the efficiency and uptime of critical equipment running at various sites across India.

**What are the primary factors that construction equipment customers prioritise when selecting lubricants?**

Lubricant related breakdowns have the potential to escalate the cost for construction companies. At times, they miss out on potential cost savings by underestimating the equipment productivity and efficiency that effective lubrication can bring about. To stay competitive, off highway equipment companies are focussing to innovative programs to increase productivity, efficiency and performance.

Selecting the right lubricant is a critical first step in improving productivity and realising significant cost savings. The equipment's design characteristics, operational parameters and operating environment must all be considered when selecting the lubricant. Working conditions in the construction industry are often severe, factors like temperature, humidity, dust and location all pose different challenges for lubrication.

GS Caltex supports construction and mining companies in selecting the right lubricant which is the most important stage in improving productivity and meets cost savings targets. The team of experts have extensive knowledge and experience in supporting these companies in product innovation and development, on-site equipment monitoring, diagnosis and troubleshooting,

training and development and optimised supply chain operations.

**With new emission regulations already impacting the commercial vehicle market, what features have you incorporated into your lubricant range to comply with these regulations?**

With introduction of BS VI emission norms in 2020, GS Caltex has already introduced its futuristic portfolio to meet the demands of the industry. To cater to the stricter emission norms, we have introduced Kixx HDX Euro which meets API CK4 standards. Now we have also moved towards API FA 4 technology and introduced same in Indian market. Apart from same, we have expanded hydraulic oil portfolio to offer Extra Long Life Hydraulic Oil (Kixx Hydro HVL) as well as Zinc Free Hydraulic Oil (Kixx Hydro HV AF). We have also expanded our synthetic grease portfolio to focus on Hi Temperature Grease (Kixx Grease Therma 2), Moly Grease (Kixx Moly EP 2) and Kixx Advance Grease range for construction and Mining Industry for various applications. All these product categories are designed to meet extreme conditions of mining industry and have proven testimonials across leading industries in the sector.

**How are you developing lubricants tailored for off-highway applications?**

Due to stricter emissions norms like Stage V setting in, off highway equipment industry is witnessing fast paced technology changes as far as Lubricants specifications are concerned. Increased use of DPF in vehicles has become common now.

The trend in off-highway equipment lubrication is shifting towards the increased use of lower SAPS lubricants as we see a higher proportion of DPF fitment on new Stage V equipment which needs adequate protection. By restricting ash

build-up in DPFs, lower SAPS lubricants can act as catalyst to reduce unplanned maintenance costs, downtime and any risk during warranty period. GS Caltex is partnering with OEMs in developing High Performance Kixx Lubricants in FA4 and other advanced categories for Indian market.

GS Caltex also has made consistent R&D efforts to develop eco-friendly lubricant products that can maintain engine oil performance. As a result, hybrid-specific Kixx HYBRID engine oil was launched in 2020, EV-specific Kixx EV engine oil was launched in 2021, and 'Kixx BIO1', Korea's first eco-friendly engine oil made from plant-based raw materials, was launched in 2022.

**What other innovations are occurring in lubricants specifically designed for off-highway applications?**

GS Caltex India intends to maintain the momentum by partnering with off highway OEMs. Several key initiatives are also in pipeline for strengthening our Eco-friendly Lubricants Portfolio across the globe. Manufacturers are also focussing on sustainability measures such as recycling and reuse of industrial lubricants to reduce carbon footprint. Lubricant manufacturers also have started providing onsite and offsite lubricant recycling equipment and services to their customers.

With the use of specialty additives and synthetic base oils, companies are formulating industrial lubricants with better efficiency to address the issue of environmental protection and sustainability.

GS Caltex Lubricants ensures a sustainable performance in all its initiatives which includes plastic recycling, energy savings and conservations. Responsible sourcing, green logistics partnerships, waste management, bio-diversity conservation to name a few.

**Are there any additional insights or aspects regarding industrial lubricants that you would like to share?**

GS Caltex India has been promoting eco-friendly practices in producing oils and lubricants, pioneering sustainability initiatives before it became a mainstream corporate focus. The company has actively engaged in various activities to convey the message of sustainability, from developing optimised packing materials to incorporating recycled plastics in packaging. A key aspect often overlooked is the focus on offering products with extended drain periods, ensuring customers can use them longer, thus reducing overall resource consumption. In addition to product improvements, GS Caltex is committed to enhancing the recycling aspects of its packaging materials.

The company promotes sustainability by adding components that contribute to longer drain intervals. Notably, GS Caltex, as a group, is working comprehensively on sustainability across various sectors, including lubricants, resins, polymers, and chemicals. While bio-based lubricants are not presently in India, GS Caltex is also adapting to evolving regulatory norms as part of its sustainability endeavours.

With upcoming regulations in the Indian market favouring refined base oil in lubricants, the company is prepared to meet these standards. The commitment to sustainability extends beyond current practices, with GS Caltex actively exploring innovations and adjusting its product pricing model to align with its offerings' environmental benefits and extended lifespan. In essence, GS Caltex is not only responding to current sustainability needs but is proactively shaping a future where eco-friendly practices are integral to its product offerings and business strategies. 





# Greasing Practices for Construction Equipment

Lubrication is one of the most important investments you can make for your machine health.

**M**achinery, especially in construction environments, is one of the most important investments that any site can make, and it is crucial to keep them operating efficiently and safely. Proper lubrication is the best way to ensure this happens. Machinery lubrication is one of the crucial processes you can invest in to maintain machine efficiency and prevent damage-causing contamination. Just as unique as your equipment is, so can your machine lubrication needs be. Between air, water, dirt, and dust, you need a quality lubricant that you can count on to protect your heavy equipment and keep your site operating, saving you time, money and manpower.

## Choosing the right lubrication

The first step is to ensure that the lubricant you are using matches your equipment requirements. Start by checking the original equipment manufacturer's manual to see what they recommend using. You should also consider your current grease supplier as a partner in this and ask them for their advice and recommendations. This includes making sure you are using the right



grease for the job. Not only will they be able to help you choose the right high-quality grease, but they can ensure you are following the correct greasing practices, including how to grease the parts and how much lubrication they require. This will help make sure your site is being as proactive and effective as possible.

One of the most important aspects when choosing the proper lubricating grease revolves around factoring in the environment that your site is in. You should review aspects such as temperature fluctuations, weather conditions, and the overall cleanliness of the environment. For example, if your site tends to work in hotter conditions, then you need to look at high-temperature greases since they will have a higher dropping point, meaning they can handle higher temperatures while still functioning effectively. This data is incredibly helpful when working towards selecting a lubricant.

## NLGI Rankings

The next aspect to consider is what NLGI consistency you need your grease to have. The National Lubricating Grease Institute is a not-for-profit organisation that solely serves the lubricating industry. In 1939, the NLGI established a standard classification for grease penetration, and this is represented through a specific numbering system that ranges from 000 to 6. These numbers represent a grease's consistency, or its ability to resist deformation when force is applied. This is especially important to consider in construction environments because much of the equipment deals with heavy loads on a consistent basis. One of the most widely used greases for construction and heavy-load environments is a #2 grease since they have a thick enough consistency to provide quality protection while still being pliable enough to work with the machine's gears and other moving parts.

## Grease thickeners

You should also take into consideration the type of thickeners the grease uses. The thickener is what gives the grease its structure. Thickeners are typically made of metallic soaps, such as lithium, aluminum, and calcium. In recent years, complex lithium greases have gained in popularity, especially in the construction industry, because they have a higher dropping point while also providing excellent load-carrying abilities.

## Greasing distribution

Once you have selected the appropriate grease for your site, the next step is to understand proper greasing practices. The right grease won't function properly in your machinery if it isn't applied and distributed correctly. When it comes to distributing grease, there are two main options – a grease gun or a central greasing system.

Grease guns are mechanical devices that provide an effective way to apply the grease to specific points in your machines. Grease guns require training to understand how to use them and how much grease to apply at a given point. It is also critical that the operator understands best practices for cleanliness, as grease gun malpractice is one of the easiest ways for contaminants to get into your grease, and ultimately your machinery. But by using best practices, you can safely and effectively grease your different components.

There are three major factors that should be taken into consideration when choosing a grease distribution method. This includes operational needs, grease consumption by type and volume, and the total cost impact. For example, if you have a large volume of grease, but various types for different uses, it may be wiser to use grease guns than one



centralised greasing system since your system will require frequent grease changeovers, which invites in a host of contaminations. But, if your system is using a large quantity of a specific type of grease, it may be easier to utilise a centralised distribution system. In this way, you minimise contamination because you avoid the element of human error.

## Grease practices

After you have selected your grease distribution method, it is important to understand each greasing point. For example, some bearings will require more lubrication than others and it's important to note this so the part can receive the correct amount of lubrication to function properly. A common problem for the construction industry is under-greasing the equipment. One reason is budgetary. While it may seem like the easy choice to cut the lubrication budget, it is actually one of the most devastating moves you could make. Lubrication is where it all begins. If there is no proper lubrication in your systems, you are looking at untold damage and downtime. This can occur when there is not enough grease in the system, and the parts begin to rub against each other, creating wear and contamination. This contamination can then spread to other systems, causing damage

wherever it goes. Before long, you can have entire systems experiencing issues. By keeping your equipment well-lubed with a quality grease, you ensure that your machines are functioning properly and not causing untold damage.

Finally, after you understand each point's greasing requirements, it's imperative that you keep your workspace and grease as clean as possible. There are measures you can take to make sure you are putting the highest quality grease you can into your machines. The first is to assign a designated grease storage room and keep it as clean as possible. This way, you are eliminating the threat of the elements and dirt. Not only will this room help keep your greases clean and in one centralised location, but it also ensures that your equipment is staying clean as well. By keeping these products as contaminant-free as possible, you are helping to secure your machine's health during future greasing.

## Conclusion

Lubrication is one of the most important investments you can make for your machine health. By properly lubricating your equipment with a high-quality grease, you ensure that your site is functioning at maximum efficiency and that your machines will function well for as long as possible.







# Hyundai CE Advances Excavators with Cutting-Edge Features

HD Hyundai Construction Equipment is one of the leading construction and earthmoving equipment manufacturers in India. Joydeep Bakshi, National Sales Head (Sales & Marketing), Hyundai Construction Equipment India, speaks on the latest advancements incorporated into their recent hydraulic excavator models.



**What is the present market size of hydraulic excavators in India, and how has it changed in recent years?**

The hydraulic excavator market in India, particularly in the crawler excavator segment, has demonstrated impressive resilience and growth. Despite a significant decline in 2020 due to the Covid-19 pandemic, the market has rebounded and is now experiencing robust growth.

According to the April 2024 OHR Report, the demand for crawler excavators will reach approximately 41,600 units by 2028. This projection reflects an impressive average annual growth rate of around 10 per cent, highlighting the sector's dynamism and potential.

Key growth driving segments:

- **The 20-tonne segment dominates** the market, representing 68 to 71 per cent of the total industry volume. Its dominance underscores the high demand for medium-sized excavators, which are versatile and widely used in various construction and infrastructure projects.
- **The 12-14-tonne segment:** As the second largest contributor, this segment accounts for 12 to 14 per cent of the market. These machines are crucial for lighter tasks while offering substantial power and efficiency, making them a valuable choice for many projects.
- **Mini excavators:** This segment has consistently grown, except for 2020. The market

shares of mini excavators grew from 6 per cent in 2019 to over 10 per cent in 2023. Its increasing popularity is due to their versatility and suitability for urban construction projects and tasks that require precision in confined spaces.

**Can you outline the latest advancements or features incorporated into your recent hydraulic excavator models? How do these features enhance operational efficiency, performance, and safety?**

Hyundai has expanded its Smart Plus series, now offering 8-tonne, 14-tonne, and 15-tonne classes. These models are equipped with an advanced monitoring system featuring a multi-language cluster, elevating operator convenience, enabling timely servicing, and facilitating early error detection. Notably, safety features include auto engine overheat prevention, an anti-restart system, a battery cut-off switch, and automatic warming up, significantly enhancing equipment and operator safety.

In the mini segment, the new generation HX35AZ from Hyundai's HX series is packed with features such as all-cylinder guards and an anti-theft system, aimed at markedly improving safety. Additionally, it boasts a tilt cabin for streamlined serviceability, as well as dozer float and auto travel shift features for heightened efficiency.

As for the mining segment, the HX520L model offers an array of cutting-edge features, including Intelligent Power Control (IPC) for optimal productivity coupled with maximum fuel efficiency, EPIC for

hydraulic loss reduction and enhanced efficiency, an eight-inch touchscreen display, a spacious cabin prioritising operator comfort, and cabin top and front guards for reinforced safety.

**Given the critical role of attachments in hydraulic excavators' versatility, could you describe the range of attachments compatible with your excavator models? What innovations have been introduced in these attachments to address specific customer needs?**

The Indian construction equipment industry is experiencing rapid growth, driven by major infrastructure projects. Hyundai holds a No. 2 position in excavator attachments in India, with over 25,000 units in operation across the country, ranging from 3 tonne to 48 tonne. We offer a diverse range of attachments, including buckets, rock breakers, super-long fronts, and drills, tailored to meet a variety of application needs.

To address challenges such as labour shortages and stringent project deadlines, Hyundai has introduced three innovative attachments: quick coupler, clamshell bucket, and orange grapple.

- **Rock breaker:** Widely used for infrastructure projects, our rock breakers are compatible with excavators from 8 tonne to 50 tonne. They feature a larger chisel diameter and an excellent power-to-weight ratio, ensuring superior productivity.
- **Quick coupler (HQC220):** This attachment allows operators to change tools from the cabin within a minute. It features a twin lock design and advanced power latch technology, made from high-tensile cast steel for exceptional strength and durability.
- **Clamshell bucket (HCB220):** Ideal



These models are equipped with an advanced monitoring system featuring a multi-language cluster, elevating operator convenience.

for material handling applications such as coal and iron ore, this bucket is made from Hardox steel plates and heavy-duty cylinders. It offers 360-degree rotation with speed control, fully operated from the cabin. Currently available for 20 tonne class excavators.

- **Orange grapple (HGB220):** Increasingly popular for scrap handling, especially with the new vehicle scrappage policy, this attachment is also used in the steel industry and waste handling. It features a heavy-duty design with Hardox plates and cylinders, and 360-degree rotation for better productivity. Available for 20 tonne class excavators.

**What factors should customers prioritise when selecting the most suitable excavator for their projects? How does your company assist in**

**making informed decisions?**

Each year, Hyundai CE India continues to expand its range of products and services. Following the launch of its global series of excavators in January 2021, Hyundai has further diversified its offerings with the introduction of the robust HX380L and three new special attachments: quick coupler (HQC220), clamshell bucket (HCB220), and orange grapple (HGB220).

The latest generation HX520L, a 50-tonne model from HD Hyundai, represents the latest advancement on the Global HX-series platform. This mining solution is designed to enhance experience by integrating maximum productivity, efficiency, machine safety, and durability into an all-in-one machine.



To read full interview, Log on to [www.EquipmentIndia.com](http://www.EquipmentIndia.com)



# Cummins India launches global competency centre in Pune

Cummins Group in India, one of the leading power solutions technology providers, opened its first IT Global Competency Center (GCC) at its India Office Campus in Balewadi, Pune. The centre was inaugurated by Earl Newsome, Vice President and Chief Information Officer, Cummins Inc., and Annapurna Vishwanathan, Chief Information Officer, Cummins India, in the presence of other senior Cummins India officials.

The GCC is integral to the company's multi-year IT transformational strategy. It will focus on scaling up the operational efficiencies and speeding up the time-to-market of its products and services. It will house software engineers, product owners, architects, technology leads, and process experts to drive innovation impacting the automobile, engineering research and development (ER&D),



manufacturing, and energy sectors. With 55 per cent women employees, the GCC is leading the charge in gender diversity, and strengthening it further across all tech roles.

## ABB India aids education in 148 Karnataka government schools

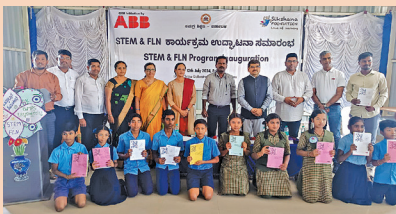


ABB India announced the expansion of two educational programmes as part of its CSR initiatives to support inclusive and equitable education. These programmes, which were being run in 98 schools in Nelamangala, will now also expand to 50 schools in Peenya starting this academic year reaching a total of 148 schools and around 10,000 students from Peenya and Nelamangala. The STEM Awareness and Foundational Literacy and Numerical Skills programme is aimed at supporting young students with essential scientific concepts and foundational and age-appropriate skills in literacy and numeracy alongside STEM topics. It provides hands-on learning opportunities, making learning interactive.

## Altair and ARAI partner for technology advancement

Altair, a global leader in computational intelligence, announced it has signed a memorandum of understanding (MoU) with the Automotive Research Association of India (ARAI) to foster technology and digital transformation within the automotive and heavy engineering sectors. This collaboration is set to harness state-of-the-art digital twin technology, data-driven design, and

artificial intelligence (AI)-powered engineering solutions to help propel innovation and promote sustainability. Within the collaboration, both organisations will work together to enhance digital transformation and product development. "We are excited to partner with ARAI, an esteemed institution in the automotive industry," said Stephanie Buckner, Global Chief Operating Officer, Altair.

## VE Commercial Vehicles sells 7424 units in June 2024

VE Commercial Vehicles (A Volvo Group and Eicher Motors joint venture) recorded sales of 7424 units in June 2024 as compared to 6715 units in June 2023, a growth of 10.6 per cent. This includes 7314 units of the Eicher brand and 110 units of the Volvo brand.

The following are details for June 2024:

- Eicher branded trucks & buses have recorded sales of 7314 units in June 2024 as compared to 6527 units in June 2023 representing a



growth of 12.1 per cent.

- In the domestic CV market, Eicher branded trucks & buses have recorded sales of 6893 units in June 2024 as compared to 6277 units in June 2023, representing a growth of 9.8 per cent.

## ABB's PixelPaint selected by Mahindra

ABB's innovative PixelPaint technology has been selected by Mahindra & Mahindra (M&M), India's leading SUV manufacturer, for its new electric vehicle paint facility. The technology, which uses an award-winning paint head similar to an inkjet printer, will begin serial production in 2025. PixelPaint consists of a paint head with more than 1,000 tiny, controlled nozzles, mounted on an ABB robot such as the IRB 5500 paint series. The head tracks very closely to the vehicle body to ensure that 100 per cent of the paint is applied to the car.

## Eicher rolls out 50,000<sup>th</sup> fully-built bus

Eicher Trucks & Buses, a business unit of VE Commercial Vehicles, announced the rollout of its 50,000<sup>th</sup> fully factory-built bus from its state-of-the-art Baggad Plant in Madhya Pradesh. The milestone vehicle is an Eicher Skyline Pro E electric bus, reflecting the unwavering commitment of the Baggad factory to cater to the rapidly modernizing Indian public transport segment.

Vinod Aggarwal, MD & CEO, VECV, stated, "We take immense pride in reaching this milestone. VECV has consistently remained ahead of the curve with significant advancements that offer best-in-class products across segments and compliant with



all regulatory norms. This milestone further underscores our dedication to shape the future of the Indian bus industry. We extend our gratitude to our dedicated team, esteemed customers and channel partners for their unwavering support and making this achievement possible."

## Wipro 3D, SLM Solutions partner to accelerate additive manufacturing in India

Wipro 3D and Nikon SLM Solutions have announced a strategic partnership to accelerate the adoption of Additive Manufacturing in India. By combining Wipro 3D's extensive infrastructure and technical expertise with Nikon SLM Solutions' advanced selective laser melting technology, this collaboration aims to provide superior quality additive manufacturing services in the Indian

market and enhance manufacturing processes across multiple sectors.

The partnership brings together Nikon SLM Solutions, renowned for its wide portfolio of integrated metal Additive Manufacturing solutions with Wipro 3D's deep expertise and established presence in the Indian market.



Together, they aim to foster innovation, optimise production processes, and drive widespread adoption of additive manufacturing across all industries in India.

Nikon SLM Solutions provides a versatile line of advanced metal Additive

Manufacturing systems, including the Nikon SLM® 125,

## TVS Mobility arm acquires Italy-based automotive components supplier

TVS Mobility group on July 1 said its subsidiary SI Air Springs has acquired Italy-based automotive components supplier Roberto Nuti Group, which will help it broaden the product range and strengthen its position in the global market.

The pact between the two partners includes the 100 per cent purchase of Roberto Nuti Group by TVS Mobility indirectly, through its wholly-owned Indian subsidiary, SI Air Springs Private Limited and

investments appropriate to the full re-launch of the company, TVS Mobility group said in a statement.

It also said that both companies will continue to operate normally during the integration period.

TVS Mobility has a well-established presence in Europe with some of the other businesses that are part of the group such as TVS Supply Chain Solutions and TVS Srichakra.

## Components makers soon to get DVA certificates under auto PLI

Bosch and Uno Minda will soon get their domestic value-addition certificates under the production-linked incentive (PLI) scheme for automotives and automotive components run by the Ministry of Heavy Industries. Bosch is a German engineering company while Uno Minda is a Gurugram-based domestic auto components manufacturer.



# Liebherr Unveils First Large Wheel Loader with Hydrogen Engine



In the race to decarbonise construction sites, Liebherr is betting on hydrogen for large equipment. The manufacturer recently debuted and demonstrated what it says is the world's first prototype large wheel loader with a hydrogen engine, the L 566 H, during a media event at its plant in Bischofshofen, Austria.

During the event, Liebherr also inaugurated the first hydrogen filling station in the state of Salzburg.

This is not the manufacturer's

first foray into hydrogen-powered construction equipment. At Bauma 2022, Liebherr showcased the R 9XX H2, a crawler excavator powered by the H966 hydrogen combustion engine.

"To make progress in hydrogen research, we need to have access to hydrogen. We built this filling station to further advance our goals for decarbonising construction machinery," says Dr.-Ing. Herbert Pfab, chief technical officer of Liebherr Bischofshofen.

Liebherr says battery-electric solutions are suitable for machines up to 15 tons, but a hydrogen reciprocating piston engine is the optimal power source for larger equipment up to 40 tonne with high energy requirements.

The hydrogen engine used in the L 566 H is manufactured at Liebherr's engine plant in Bulle, Switzerland. The high-efficiency engine releases zero greenhouse gas emissions and almost no nitrogen oxides. Another advantage, Liebherr says, is that the interfaces are comparable to those of a diesel engine - thermally and mechanically - representing "a significant step forward in the development of sustainable large-scale machinery."

At the event, the hydrogen-powered loader worked alongside a MAN hydrogen-powered truck to showcase the technology's on-road and off-road capabilities.

While no specs were shared, the machine is based on Liebherr's diesel-powered L 566 wheel loader.

# Mecalac Introduces 12MTX Combination Wheeled Excavator

Mecalac has introduced its new 12MTX to the U.S. market, calling it a combination "compact excavator, loader, and telehandler."

The 10-ton machine can perform digging, loading and material handling tasks, in addition to running a variety of attachments that require high-flow hydraulics, such as asphalt planers and flail mowers.

"Anyone who subscribes to the philosophy of 'do more with less' or is simply forced to do more with less will appreciate the 12MTX," said Peter Bigwood, general manager for Mecalac North America. "It's a compact machine that can work in a tight envelope and do virtually anything you'd expect from the typical jobsite mainstays — and do it



all well. At a time when costs are high and labor is hard to come by, the 12MTX eliminates the need for a big crew, and the need to buy, maintain and haul numerous pieces of equipment."

The 12MTX's three-piece, variable angle, side-mounted boom gives the machine a smaller footprint and allows operators to work from either directly beside the vehicle to up to 23 feet away in a single motion.

Mecalac says this design allows the excavator-loader to work in tighter spaces and offer higher lifting capabilities than a traditional mono-boom excavator. The larger working range paired with 360 degrees of rotation reduces the number of times the operator needs to reposition the machine, therefore increasing efficiency. Using the selector switch, operators can quickly change between four operating modes - park, excavator, loader and travel - with the turn of a dial. A new speed control system keeps the machine at a steady speed up to the maximum speed of 20 miles per hour.

The company gave the machine a low center of gravity to provide stability for material handling applications.

# Hyundai Makes a Mark in the Dozer Market with HD100

Following in the footsteps of sister company Develon, Hyundai is breaking into the dozer market with the introduction of its new 122-horsepower, 10-metric-ton HD100.

The HD100 shares the same specs as Develon's DD100, which was unveiled in December 2021. Develon announced a second 157-horsepower, 13-metric-tonne dozer, the DD130, at ConExpo 2023. Hyundai and Develon operate separately as subsidiaries under the Hyundai Genuine holding company.

The dozer expands Hyundai's line of earthmoving equipment, which already includes wheel loaders, hydraulic excavators, articulated dump trucks, skid steers and

compact track loaders, and specialised material handling equipment. Models have already hit dealer lots across the U.S.

The 23,589-pound HD100 is powered by a 4-cylinder Hyundai G2 DM03 Tier 4 Final diesel engine. A hydrostatic transmission provides smooth speed and torque control and easy operation. Heavier than other dozers in its size class, Hyundai product manager David Spooner says the HD100 delivers "more power and superior tractive ability."

"This new Hyundai dozer delivers a best-in-class power-to-weight ratio



and the best visibility to the dozer blade. Our dealers and customers, especially in landscaping and forestry, have already expressed a lot of interest in this machine," he adds.

The cab features lots of glass for unobstructed views of the blade. Hyundai also moved the electronic cooling system to the back of the machine, hid inline pre-cleaners under the narrow front hood and minimised cab pillars.



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## COMPACTORS



### 1 | Kalaburagi Municipal Corporation

**Details:** Tenders are invited for supply, installation, commissioning and successful run of 16 cu m portable compactor along with truck mounted hook loader on 2bt gvw truck chassis for Rajivgandhi Nagar Transfer Station at Kalaburagi City Corporation.

**Submission date:** 8 August 2024

**Location:** Kalaburagi, Karnataka

**Tender value (₹):** 30,573,800

**Contact:** Deputy Commissioner (Development), Kalaburagi, Karnataka | Tel: 08472-278675 |

Fax: 08472-260776 | Email: itstaff\_ulb\_gulbarga@yahoo.com

## CONVEYORS



### 2 | East Coast Railway

**Details:** Tenders are invited for supply of conveyor chain 3-inch pitch.

**Submission date:** 9 August 2024

**Location:** Sambalpur, Odisha

**Contact:** Sr. Divisional Material Manager, Sambalpur, Odisha

### 3 | Punjab State Power Corporation

**Details:** Tenders are invited for the procurement of conveyor belts.

**Submission date:** 8 August 2024

**Location:** Patiala, Punjab

**Contact:** Dy.Chief Engineer/HQ, For Chief Engineer/O&M GHTP, The Mall, Patiala-147001, Punjab |

Mob: 0964,6120640 | Web: www.pspcl.in

## CRANES



### 4 | South Central Railway

**Details:** Tenders are invited for supply, erection, testing and commissioning of EOT crane 25 tonne at ML Bay of ELS, Vijayawada as per ELS/BZA technical specification no: B/TRS/SPEC/4/243, sheets 01 to 59.

**Submission date:** 12 August 2024

**Location:** Vijayawada, Andhra Pradesh

**Contact:** Principal Chief Materials Manager, Vijayawada, Andhra Pradesh

### 5 | South Central Railway

**Details:** Tenders are invited for supply, erection, testing and commissioning of EOT crane 30 tonne at LL Bay of ELS, Vijayawada as per ELS/BZA technical specification no: B/TRS/SPEC/4/244, sheets 01 to 58.

**Submission date:** 8 August 2024

**Location:** Vijayawada, Andhra Pradesh

**Contact:** Principal Chief Materials Manager, Vijayawada, Andhra Pradesh

### 6 | Western Railway

**Details:** Tenders are invited for reconditioning of EOT crane (15/5 tonne capacity) at Pratapnagar workshop.

**Submission date:** 12 August 2024

**Location:** Pratapnagar, Madhya Pradesh

**Tender value (₹):** 991,200

**Contact:** Chief Workshop Managers, Pratapnagar, Madhya Pradesh

**7 | Integral Coach Factory**

**Details:** Tenders are invited for supply of EOT crane-5 t capacity span 14.478 m as per technical specification.

**Submission date:** 16 August 2024

**Location:** Chennai, Tamil Nadu

**Contact:** Assistant Material Manager/GEN, Chennai, Tamil Nadu

**8 | Integral Coach Factory**

**Details:** Tenders are invited for supply of Goliath crane 15 t, as per attached technical specification no. ICF/M&P/Goliath Crane/2023.

**Submission date:** 14 August 2024

**Location:** Chennai, Tamil Nadu

**Contact:** Assistant Material Manager/GEN, Chennai, Tamil Nadu

**9 | Southern Railway**

**Details:** Tenders are invited for supply of EOT crane (25/5 t x 2) 50 tonne capacity.

**Submission date:** 9 August 2024

**Location:** Chennai, Tamil Nadu

**Contact:** Principal Chief Materials Manager, Park Town, Chennai: 600003, Tamil Nadu

**10 | Northern Railway**

**Details:** Tenders are invited for Supply of EOT crane of capacity 25 t.

**Submission date:** 2 September 2024

**Location:** Lucknow, Uttar Pradesh

**Contact:** Dy Chief Materials Manager, Alambagh, Lucknow-226005, Uttar Pradesh

**11 | Eastern Railway**

**Details:** Tenders are invited for supply, installation and commissioning of EOT crane, capacity of 5 t.

**Submission date:** 20 August 2024

**Location:** Kolkata, West Bengal

**Contact:** Principal Chief Materials Manager, Kolkata, West Bengal

**DUMPERS****12 | Urban Development Department Chhattisgarh**

**Details:** Tenders are invited for supply of hopper tipper dumper (Version 2) (Q3).

**Submission date:** 10 August 2024

**Location:** Nagri, Chhattisgarh

**Contact:** Jhanak Lal Uikey-CMO, Nagar Panchayat Nagri, Nagri-493778, Chhattisgarh

**13 | Bhopal Municipal Corporation**

**Details:** Tenders are invited for hiring of vehicles JCB machine (3 D.x. Or 76 H.p.), dumper (8-10 m capacity) or equalant vehicles, truck 407 or equalant vehicles, e-rickshaw and Tata Magic for Municipal Corporation Bhopal.

**Submission date:** 9 August 2024

**Location:** Bhopal, Madhya Pradesh

**Tender value (₹):** 15,318,000

**Contact:** Yogendra Singh Patel, 3rd floor HFA Cell, ISBT building BMC office, Bhopal, Madhya Pradesh | Tel: 0755-2602070

**Email:** commoffice@bmconline.gov.in





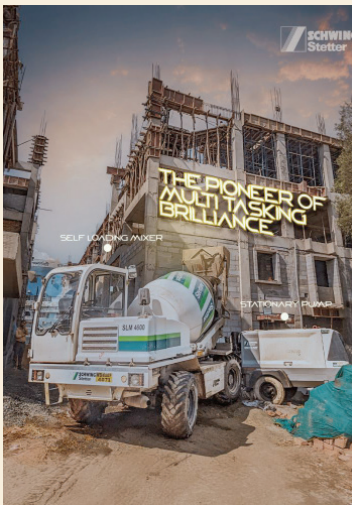
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