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December 2023 • Vol. 16 No. 11

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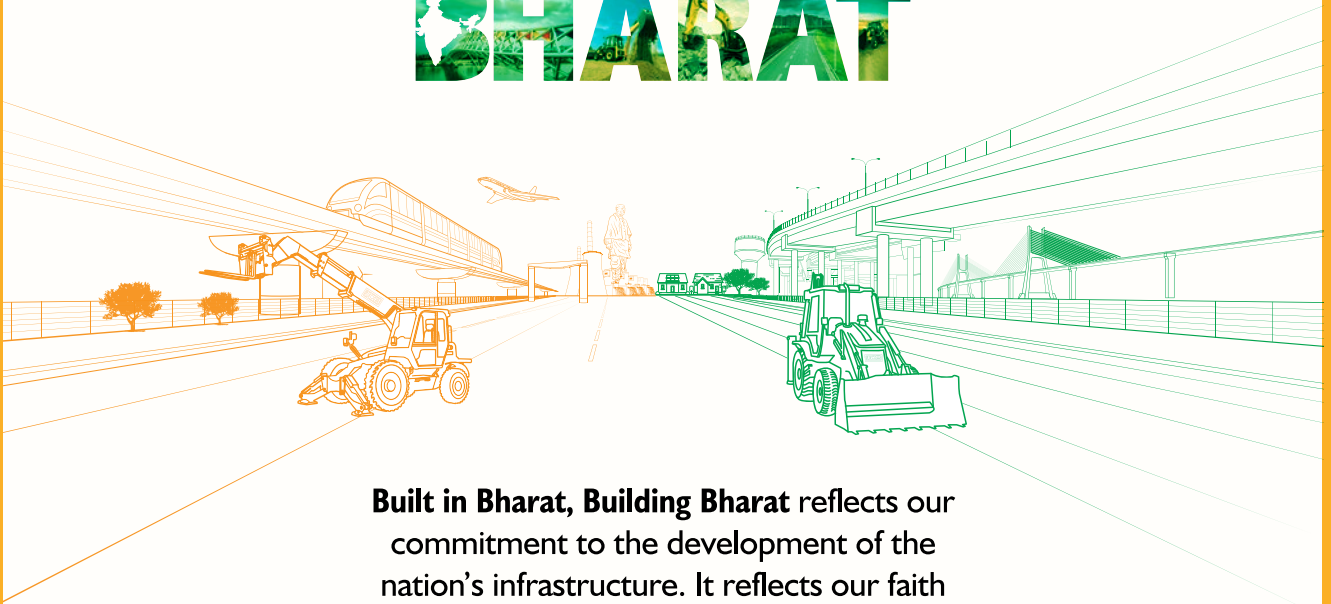




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TENACITY TRUMPS TECHNOLOGY?

In a groundbreaking event, 41 workers trapped in the collapsed Uttarkashi Tunnel were successfully rescued on November 29 after a challenging 18-day operation. The tunnel, which caved in on November 12 during construction, necessitated the use of innovative techniques and equipment. The rescue team faced setbacks when the auger joint of the tunnel boring machine broke, leading them to employ manual tools such as hammers and chisels to reach the trapped workers. That this Silkyara tunnel, which is part of the 900 km Char Dham project, skirted the need for environment clearance by subdividing the project such that none of the sub-divisions were over the mandated limit of 100 km needs to be investigated. Further why did Navayuga Engineering not build the escape tunnel which it was mandated to, remains to be answered. Given that we did not have a fitting answer with technology to rescue our trapped workers we need to explore safety equipment and equipment for rescue measures adequately because the projects are becoming bigger and riskier.

Various methods were employed to extract the workers, with rat-hole mining emerging as the most effective despite its inherent dangers. Vertical drilling was also attempted, while horizontal drilling proved unsuccessful.

In assessing the appropriate equipment for such crises, Vinod Kumar, ex-NHPC and an experienced professional involved in major projects like the Konkan Railway, emphasised the efficacy of smaller tools such as Bobcats, 0.5 cum scoop trams, welding and gas cutting equipment, or micro-drilling equipment with 800 dia pipes.

In a significant policy update, the government is contemplating a PLI-like scheme for heavy earthmoving machinery and underground mining equipment. A high-level committee proposes a five-year incentive plan to bolster domestic manufacturing of these items, currently largely reliant on imports.

Considering the anticipated continued dominance of coal in the energy sector beyond 2030, there is a pressing need for underground mining equipment in the coming decade. Coal India's strategic plan to gradually phase out imports over the next six years aims to stimulate the growth of domestically-manufactured equipment.

Recently, Piyush Goyal, Union Minister for Commerce and Industry, visited Tesla's manufacturing facility in California, expressing the expectation that the US electric car manufacturer is poised to double its components imports from India. Goyal also emphasised the increasing significance of Indian auto component suppliers in Tesla's EV supply chain.

Shriram Finance is expecting robust business growth in the construction and farm equipment sectors during the second quarter of this financial year. The company has also maintained its projection of a 15 per cent growth in assets under management for the current fiscal year. Also, Kotak Mahindra Bank's construction equipment and commercial vehicle business reached Rs 25,000 crore (out of Rs 31,000 crore loan book) at the end of first half and the bank plans to maintain this growth momentum in the second half.

The CE industry in India has experienced a remarkable 31 per cent surge in sales, reaching 30,078 units in the second quarter of the current fiscal year. Domestic sales accounted for 27,423 units, while 2,655 units were exported. The positive growth spans all major segments of the CE industry: earthmoving equipment by 23 per cent, road CE by 65 per cent, material handling by 66 per cent, and concrete equipment by 47 per cent.

Looking ahead, the CE industry anticipates a 15 per cent year-on-year increase over the next five years, propelled by ongoing construction projects and infrastructure investments.

As the industry gears up for Excon 2023 in Bengaluru, this edition features exclusive interviews with key players in the construction equipment sector. See you at Excon!

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Pratap Padode

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With more than 1,200 exhibitors from India and abroad, Excon will highlight leading construction equipment manufacturers as they showcase the adaptability of their machinery and the advancement of construction technologies.

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The market for sensor pavers is expected to grow at 7-8 per cent CAGR over five years.

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Mycrane's Indian Expansion: Investing in India

Mycrane, a renowned player in the construction industry, has recently announced its strategic investment in the Indian market as part of its ongoing expansion plans. This move exemplifies the company's commitment to tapping into emerging markets and leveraging new opportunities.

With a plethora of infrastructure development projects in the pipeline, India has become an attractive investment destination for global construction companies. Mycrane has recognised this potential and aims to leverage its expertise and resources to



meet the growing demand for innovative crane solutions in the country.

By investing in India, Mycrane is not only expanding its geographical reach but also contributing to India's infrastructure sector, which is

experiencing rapid growth due to government initiatives such as "Make in India" and "Smart Cities." These programs are designed to catalyse construction activities and transform the nation's urban landscape.

Mycrane's strategic investment will enable the company to introduce cutting-edge crane technologies to the Indian market, providing construction companies with efficient, reliable, and cost-effective solutions. Furthermore, this move will facilitate job creation and skills development within the local workforce, fostering economic growth and social progress.

UK invests ₹4.5 bn to bolster manufacturing

To bolster the UK's manufacturing prowess, the government has allocated Rs.4.5 billion in funding. This investment targets key sectors, including automotive, aerospace, and green industries, and aligns with the country's long-term focus on sustainability and economic growth. Over Rs 2 billion will be directed towards the automotive industry, supporting the development of zero-emission vehicles and strengthening the supply chain. Aerospace will receive Rs.975 million to promote energy-efficient and zero-carbon aircraft technologies.



India to transform airports into global hubs with Unified Policy

India is in the process of developing a national policy aimed at transforming its airports into major international hubs, providing seamless single-point international connectivity to the South Asian region. This policy, pending approval from the cabinet, focuses on streamlining laws to alleviate security and immigration bottlenecks at airports, facilitating the allocation of international flying rights, and constructing essential infrastructure. The goal is to elevate airports like Delhi into prominent transit hubs, rivaling global counterparts such as Dubai and Singapore's Changi Airport, according to insiders involved in the policy formulation. The concept of hubs involves consolidating passenger

demand from the entire area and offering a plethora of direct flights to major cities worldwide.

One of the driving factors behind this initiative is to curb revenue loss. In the fiscal year 2020, a significant 69% of Indian passengers traveling to Europe and North America chose hubs like Dubai, Abu Dhabi, and Doha, opting for foreign airlines. This substantial revenue leakage poses a challenge for airlines and airports, hindering the growth of the Indian aviation ecosystem. Government officials emphasised the need for a unified policy to address this issue. By doing so, both Air India and IndiGo can tap into the potential of international traffic, driving the government's determination.

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Financial

October sees ₹4.31 trillion overruns in 411 infra projects

In October of this year, 411 infrastructure projects, each requiring an investment of Rs 1.5 billion or more, experienced cost overruns exceeding Rs 4.31 trillion. The Ministry of Statistics and Programme Implementation, responsible for monitoring projects valued at Rs 1.5 billion and above, disclosed that out of a total of 1,788 projects, 411 encountered cost overruns, and 837 projects faced delays.

The report highlighted that the initial cost of implementing the 1,788 projects amounted to Rs 24 trillion. The projected completion cost is



expected to reach Rs 29 trillion, indicating an overall cost overrun of Rs 4.31 trillion, which is equivalent to 17.39% of the original cost. As per the

ministry's latest report for October 2023, it stated that the expenditure on these projects until October 2023 reached Rs 15.27 trillion, constituting 52.49 percent of the anticipated project cost. Nonetheless, the report specified that the number of delayed projects decreases to 628 if the delay is calculated based on the most recent schedule of completion.

Various project implementing agencies have cited several reasons for time overruns. These include delays in land acquisition, obtaining forest and environment clearances, and a lack of infrastructure support and linkages.

China explores extending economic corridor to Sri Lanka

During a meeting with President Ranil Wickremesinghe, China's Special Envoy conveyed that the extension of the China-Myanmar Economic Corridor (CMEC) to Sri Lanka is being "prioritised," indicating China's intention to enhance the Belt and Road Initiative (BRI) project in South Asia.

In a press statement released by Wickremesinghe's office, State Councillor Shen Yiqin, the Special Envoy of the Chinese President, mentioned that China is giving priority to extending the Corridor to the island nation. The statement also highlighted that both parties agreed to hasten the implementation of the China-Sri Lanka Free Trade Agreement.

The CMEC, which is the newest among the six land corridors under the



BRI, has gained significance, replacing the stalled Bangladesh China India Myanmar (BCIM) corridor. Notably, India and Bhutan are the only South Asian countries abstaining from participation in the BRI and China's more recent Global Development Initiative, which Sri Lanka has endorsed. President Wickremesinghe pointed out that countries like Sri Lanka, actively involved in the BRI, are ready to embark on the second phase of the initiative.

Bharatmala road projects costs surge with input prices

Icra reported that the cost of road projects under the Bharatmala Pariyojana (BMP) initiative has risen to Rs 10.64 trillion, exceeding the original estimate by more than double. The costs now average Rs 310.6 million per km, primarily attributed to an increase in input prices and land acquisition costs. The approval of the Union cabinet is awaited for the revised expense plan for Bharatmala Phase-I. However, there has been a significant slowdown in the awarding of new projects, resulting in a 48 per cent year-over-year decrease in the volume.



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Green signal for 22-km Padhar-Bijni road project

The Union Ministry of Environment and Forest has given approval to the construction of a 22-km stretch of the Pathankot-Mandi National Highway four-lane project between Padhar and Bijni in Mandi district.

The construction work on this stretch was hanging fire for the past three years in the absence of forest and environment clearances as large areas of forestland were involved. To avoid environmental degradation and the cutting of hills, this highway stretch would have only two lanes.



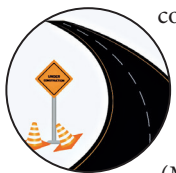
Vikas Surjewala, Project Director of the National Highways Authority of India (NHAI), told The Tribune that global bids for this highway stretch were opened in New Delhi last year. The Rs 400-crore project was awarded to a private construction company and the work under the first phase between

Kandhwal and 32 miles was already in progress. Five major and nine minor bridges, besides three overpasses, would be constructed. The length of the highway would reduce from 22 km to 19 km after the work on this highway stretch was completed.

Surjewala said that land had already been acquired for the project. The decision of the Central Government to grant environment clearance would ensure the early completion of the Rs 8,000-crore project, which has been pending since 2018.

MoRTH aims highway construction milestone amidst Bharatmala Progress

During the initial seven months of the current fiscal year, official data reveals that the rate of national highway



construction in the country reached 20.78 kilometres per day. The Ministry of Road Transport and Highways (MoRTH) has devised

plans to sustain this development pace, aiming to construct 12,500 kilometres of highways in the fiscal year 2023-24. According to MoRTH's monthly summary for the Cabinet in October 2023, the project award figure for this period is 2,595 kilometres, a decrease from the 5,007 kilometres awarded in the previous year.

5th, 6th lines in Borivali to Virar to commence in December

The Mumbai Railway Vikas Corporation (MRVC) is slated to kick off the construction of the fifth and sixth lines between Borivali and Virar on December 1. The first task will be the removal of structures that are on the way to the corridor's proposed alignment.

As of now, Western Railway's suburban network comprises four lines from Churchgate to Mumbai Central and from Borivali to Virar, a fifth line from Mumbai Central to Borivali, and a sixth line between Khar and Goregaon. The sixth line is planned to be extended till Borivali by 2025-end. The goal of the line expansion project is to effectively segregate mail-express and suburban section rail traffic



between Mumbai Central and Virar -- a move that is expected to boost WR's operational efficiency.

In all, 47 railway structures, including booking offices, relay rooms, toilet blocks, and offices, are slated for demolition to make way for the additional tracks. The bidding process for the construction of foot over bridges will begin on December 10. MRVC has completed the survey to fix the lines alignment.

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NHAI to award ₹444.12 bn BOT projects for roadways boost

The National Highways Authority of India (NHAI) is set to bestow Build-Operate-Transfer (BOT) projects amounting to a staggering Rs 444.12 billion in the current fiscal year. This ambitious move is part of the ongoing efforts to bolster the country's road infrastructure. The NHAI, responsible for the development and maintenance of national highways, aims to expedite the expansion and enhancement of key roadways through the implementation of these BOT projects.

The significant financial allocation underscores the government's



commitment to fostering robust and sustainable roadways, crucial for economic growth and connectivity. BOT projects involve private entities investing in the construction and operation of infrastructure projects, subsequently transferring them to the

government after a predefined period. This model not only attracts private investment but also ensures efficient management and maintenance of the developed assets.

The substantial investment will be directed towards various road development projects across the country. The NHAI's strategic approach involves leveraging the BOT model to harness private sector expertise and capital, facilitating the timely execution of projects. The infusion of funds into roadways is expected to alleviate congestion, enhance transportation.

PIB approves ₹560 bn metro rail projects



The Public Investment Board (PIB) has granted approval for metro rail ventures in Agra, Kanpur, Ahmedabad, and Patna. Additionally, it has given the green light to the Delhi-Ghaziabad-Meerut Rapid Rail Transit corridor. The Central Government intends to kickstart the development of these proposed projects, totalling Rs 560 billion, ahead of the upcoming Lok Sabha elections. Officials have confirmed that the financial implications of the proposed metro rail projects have received approval. The

detailed reports have been submitted to the Central Government for the final nod.

The Kanpur metro project is designed to encompass key areas such as IIT, Rawatpur, Bada Chauraha, Motimahal, Kanpur Central, ISBT Jhakarkatti, and Naubasta. The Agra Metro project is estimated to cost Rs 82.62 billion, while the Ahmedabad Metro Phase II project is budgeted at Rs 75 billion. The government is poised to finalise approvals for five metro rail projects nationwide, two in Uttar Pradesh, one each in Gujarat and Bihar, and the initial phase of the Rapid Rail Transit System (RRTS) in the National Capital Region before the enforcement of the poll code of conduct. Additionally, the government aims to lay the foundation stone for metro projects.

JSW Infra wins ₹1.19 bn bid for Karnataka Port

JSW Infrastructure has emerged victorious in the bid to develop a 30 million metric ton per annum (MTPA) port in Karnataka with a winning bid of. This development marks a significant milestone in JSW Infrastructure's expansion strategy and reinforces its commitment to bolstering the country's port infrastructure.

The successful bid positions JSW Infrastructure as the chosen entity for the ambitious port development project, demonstrating the company's competitiveness in the infrastructure sector.



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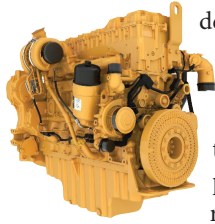
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CAT to develop hydrogen-hybrid solution for off-highway vehicles

Caterpillar announced the launch of a three-year programme to demonstrate an advanced hydrogen-hybrid power solution built on its new Cat® C13D engine platform. Starting in the first quarter of 2024, Caterpillar will develop a transient-capable system for off-highway applications. The project will demonstrate how state-of-the-art control systems and electric-hybrid components can help hydrogen-fuelled engines meet or exceed the power



density and transient performance of traditional diesel engines.

Caterpillar will serve as the prime contractor on the project, providing engine research and development as well as system integration. As the project progresses, other industry and academic collaborators will be brought into the program to provide additional specialist expertise. The initiative will be delivered at Caterpillar facilities in Chillicothe and San Antonio.

Komatsu acquires American Battery Solutions



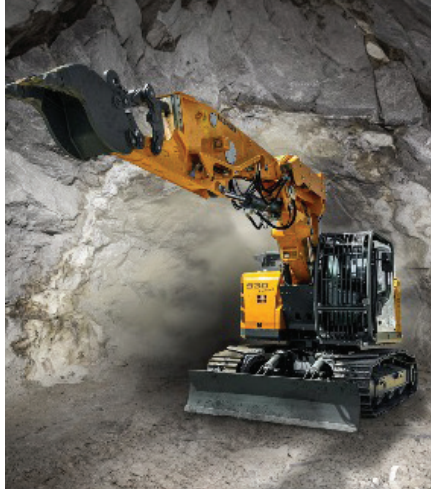
In the race to develop more electric construction equipment and related charging solutions, Komatsu has agreed to acquire American Battery Solutions. Closing on the purchase of the Detroit-based company is planned for December 1.

ABS develops and manufactures a wide variety of heavy-duty and industrial battery packs, using lithium-ion batteries for commercial vehicles, transit buses, and on- and off-road vehicles.

The acquisition gives Komatsu the ability to continue developing and producing its own battery-operated construction and mining equipment through the integration of ABS technology. The first equipment produced with ABS batteries will be mining equipment, with plans to expand into construction equipment.

Before the acquisition of ABS, Komatsu had been working with battery-solution manufacturer Proterra since an agreement was announced in January 2021. Charging solutions under development by the two companies were unveiled at ConExpo.

Liebherr R 930 tunnel crawler excavator launched



The Liebherr tunnel excavator range expands with the new R 930 Tunnel crawler excavator, now launched on the world market. Developed at Liebherr-France SAS in Colmar (France), the R 930 Tunnel replaces the R 924 compact tunnel and allows high-level performance in all types of underground applications.

The R 930 tunnel has been designed to meet as fully as possible the demands of underground construction sites, which often present tight spaces with difficult access. The attachment features a bearing that can swivel to 2x45 degree angles. The machine's short slewing radius and powerful, protected LED headlights considerably reduce the risks of collision with construction site.

CE sales prop up CNH growth in Q3

Though CNH Industrial saw softer demand in its agricultural equipment segment, the company reported increased profit in the third quarter thanks to higher volumes of construction equipment sales in North America.

The company, which manufactures the Case and New Holland brands of heavy equipment, reported consolidated revenues of \$5.99 billion during the quarter, up 2 per cent compared to the same period last year. Net sales for industrial activities declined 3 per cent to \$5.33 billion.

4Rivers to acquire 3 Honnen locations

Deere dealer Honnen Equipment continues to divide and sell its locations, with 4Rivers Equipment as the latest buyer. 4Rivers will acquire three Honnen Equipment locations in Commerce City, Grand Junction and Durango, Colorado. The deal is set to

close on December 11.

The move follows RDO Equipment's purchase of eight Honnen locations in Wyoming, Utah and Idaho.

The acquisition is expected to fuel greater innovation and resourcefulness, enabling a more comprehensive response to the industry's evolving demands.



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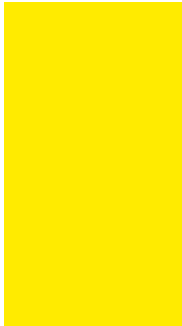
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Ferronordic acquires Volvo CE's largest US dealer

Ferronordic, a Volvo Construction Equipment dealer with 28 locations in Germany and Kazakhstan, is expanding into the U.S. market with its purchase of Rudd Equipment Company. The \$95 million deal is expected to close on November 30. In addition to the equipment business, Ferronordic will purchase two properties in Cincinnati and Louisville that Rudd currently rents for \$10 million. After this, Rudd will own 8 of the 13 locations used to operate the business. Headquartered in Louisville, Kentucky, Rudd is one of the largest Volvo CE distributors in the U.S. Its 13 locations and 360 employees serve customers in all or parts of Kentucky, Ohio, Indiana, West Virginia, Pennsylvania, Missouri, Illinois, Tennessee and Maryland.



According to the announcement, Rudd had sales of \$308.3 million with an operating income of \$16.5 million and earnings before tax of \$16.4 million in 2022. In addition to Volvo CE, Rudd sells and services Hitachi, Sandvik and Link-Belt. The new owner does not intend to change the current business structure and has committed to retaining all employees under their current terms and conditions for at least 12 months. Upon closing, Rudd will be a wholly owned subsidiary of Ferronordic AB.

LiuGong to sell Polish factories

LiuGong is selling its Polish production facilities back to Huta Stalowa Wola, the company it acquired the Dressta dozer line from in 2012, according to a report from Yicai Global, a Chinese financial news outlet. LiuGong's acquisition of the Dressta business was its first outright acquisition outside of its domestic market. The company will retain the Dressta brand and its machine sales, parts, and after-sale service business. Manufacturing of the crawler dozers will be transferred to China, with LiuGong citing a 30 percent reduction in manufacturing costs and greater productivity. The report also noted regional insecurity amid the Russia-Ukraine conflict as a contributing factor for the move.



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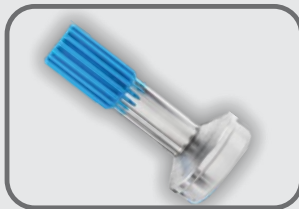
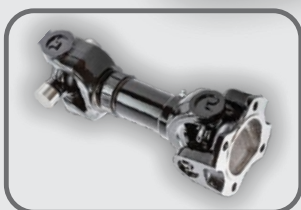
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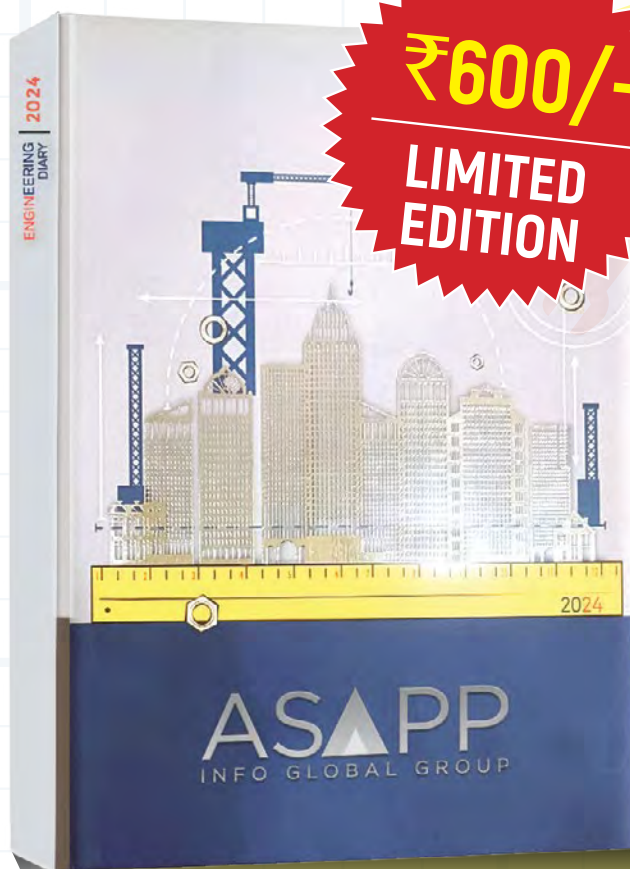
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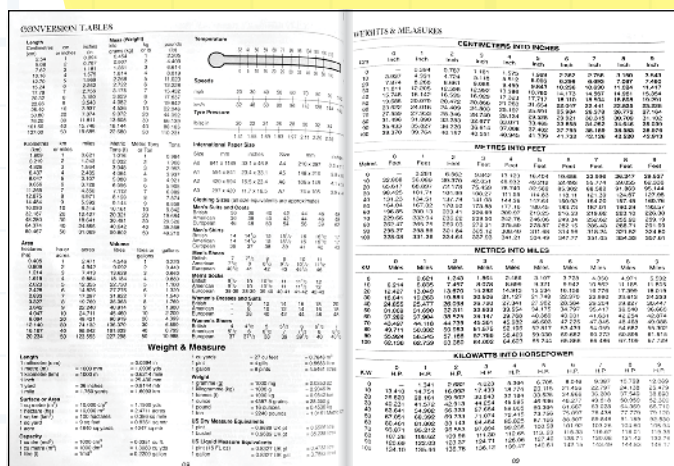
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With more than 1,200 exhibitors from India and abroad, Excon will highlight leading construction equipment manufacturers as they showcase the adaptability of their machinery and the advancement of construction technologies.



Excon, South Asia's largest exhibition for construction equipment, organised by the Confederation of Indian Industry (CII), is scheduled to be held from December 12 to 16, 2023, at the Bangalore International Exhibition Centre in Bengaluru.

The event will spread over 30 lakh sq. ft of display area and is expected to attract over 1,200 exhibitors from India and abroad including countries like Austria, China, Czech Republic, France, Germany, Italy, Romania, Russia, South Korea, Spain, Sri Lanka, Turkey, United Arab Emirates, United Kingdom, United States of America.

The Government of Karnataka is the host State for Excon 2023.

Commenting on this, **Deepak Garg, Managing Director, Sany Heavy Industry India**, said, "We are excited to present the 12th edition of Excon, embracing the theme 'Building India's Tomorrow'. This theme encompasses the core principles of technology, globalisation, sustainability and inclusiveness. Excon 2023 is more than just an event; it serves as the driving force behind India's continuous progress, symbolising our robust infrastructure

development and solidifying India's prominent position as a global hub for construction equipment manufacturing."



In 2023, the construction industry is on the cusp of a technological revolution, driven by several key innovations. Generative Artificial Intelligence, an advanced technology, is

optimising the design process, generating highly efficient and innovative designs. technology plays a pivotal role in facilitating gradual expansion and improving efficiency in the sector. Moreover, the

construction equipment industry is positioning itself for remarkable growth, targeting over 15 per cent year-on-year increase in the next five years. This ambitious goal underscores their commitment to providing the cutting-edge machinery and equipment needed to support the industry's transformation, ensuring that construction projects across the nation are not only innovative but also executed with enhanced efficiency, and precision with a focus on sustainability.

"We expect the industry to register strong growth in the coming years supported by massive infra-spend planned across categories. Overall, the next two decades will be a growth phase for the industry," said **VG Sakthikumar, Managing Director, Schwing Stetter India.**

He said all categories of the industry such as concrete equipment, road construction equipment and MHE would see growth. However, growth rates will vary depending on the business opportunities. Also, sustainability is a big focus area for the industry. For eg. recycling of waste pile caps is being taken instead of dumping them at some sites. There is an adoption of the concept of circular economy in construction to minimise the impact on the environment.

India's economic progress is closely linked with the infrastructure sector's vitality, which has garnered significant government focus. Demonstrating a strong commitment to this cause, the government has earmarked a substantial allocation of Rs 10 lakh crore, equivalent to an impressive \$130.57 billion, to strengthen this sector. The government has recognised the immense size and potential of technology within the construction landscape. As part of a technology sub-mission under PMAY-U, they have identified 54 innovative global



technologies, heralding the dawn of a new era in the Indian construction technology sector. This initiative is expected to pave the way for a more inclusive roadmap for all stakeholders.

Excon 2023 boasts a multitude of highlights, including an exclusive focus on Alternate Fuels, Artificial Intelligence Pavilion, Aatma Nirbhar Bharat, Skills, Women operating construction equipment and machinery, conferences on defence and paramilitary, green construction focusing on sustainability, Artificial Intelligence and Internet of Things, and automation in the construction engineering sector, among others.

Excon 2023 goes beyond being a mere event; it serves as a dynamic catalyst driving India towards continuous progress. Its mission is to epitomise our robust infrastructure development, solidifying India's prominent global position in the construction equipment manufacturing sector."

Excon serves as a dual-purpose platform, offering opportunities for both marketing and education to all stakeholders. Government officials and senior bureaucrats have leveraged it as an educational forum for multiple departments, including Public Works Departments (PWDs) and Civil

Engineering Departments, private contractors, builders, road and infrastructure developers, smart city and urban planning experts, the army, and Border Roads Organisations. This platform enables them to observe the latest displays of technology, equipment, and machinery, facilitating the nation's accelerated infrastructure development requirements.

The event will highlight leading construction equipment manufacturers as they showcase the adaptability of their machinery and the advancement of construction technologies. Of utmost significance, these exhibitors will present economical solutions aimed at accelerating project execution for builders and contractors, placing a strong emphasis on upholding standards of quality, safety, and environmental sustainability.

Some of the prominent organisations participating at the event include JCB, BKT, Caterpillar, Imperial Auto, Jindal Steel & Power, Gulf Oil, Kobelco, KYB, Larsen and Toubro, Puzzolana, Sany, Schwing Stetter, Syemco, Tata Hitachi, Ammann, Case, Doosan, Epiroc, Fiori, GNU, Nail Stone, Hyundai, ITR, Liebherr, Propel, Rockcut, Walvoil, Wipro, Yuken India besides OEMs, components manufacturers and other allied industry organisation.



"WE WILL LAUNCH ALUMINIUM RANGE OF DRIVESHAFTS."

Saurabh Sangla,
Executive Director,
Adroit Industries (India)



Q How is your company preparing for Excon 2023?

A Adroit Industries India, with over six decades of expertise, stands as a pioneer in the propeller/cardan shaft industry, offering an extensive range of 4,500 meticulously crafted components from forgings. Ranked for the world's second-largest product range in driveshaft manufacturing, the company's commitment to excellence is evident in its tailored solutions meeting diverse global demands.

The company's forte lies in custom designing prop-shafts, ensuring precision-engineered solutions that guarantee peak performance and durability across various industries. Adroit's IATF certification by TUV SUD reinforces its dedication to maintaining top-notch quality standards. Employing a fully integrated forging plant, Adroit meticulously assembles precisely machined components, achieving balance at G-6.3 levels, thus ensuring vibration-free and long-lasting prop shafts.

Adroit's clientele spans automotive, off-highways, construction, firefighting, irrigation, mining, industrial, water-pumping, and more, reflecting its ability to deliver top-tier products suited to multifaceted applications.

Participation in prestigious exhibitions like Excon is pivotal for Adroit, showcasing product superiority and capabilities, particularly in off-highway and construction sectors. This engagement facilitates a deeper understanding of evolving industry needs within India's dynamic economy. At Excon, Adroit seeks collaboration with OEMs, aiming to comprehend their requirements and introduce cutting-edge technologies. The focus remains on superior products, consistent quality, and a robust supply chain.

New launches tailored for global markets prioritise global standards while emphasising fuel efficiency for a greener environment. Adroit Industries India continues to lead the frontier in driveshaft innovation, symbolising precision, reliability, and environmental responsibility.

Q Will your company be launching any products or initiatives at Excon 2023 that will

align with Excon's theme of "Building a Better World" through sustainable practices?

A Adroit Industries India is at the vanguard of sustainable innovation within the automotive industry. At the forthcoming Excon, the company unveils revolutionary products tailored for the Indian market. These advancements, designed for reduced weight yet capable of handling higher torque, promise to significantly reduce carbon footprints by lowering fuel consumption and carbon dioxide emissions. Moreover, Adroit's commitment extends beyond operational efficiency; its meticulous engineering minimises energy consumption during production, aligning



with sustainable manufacturing practices.

Among the much-anticipated unveilings is Adroit's aluminium range of driveshafts. These innovative components, integrating seamlessly with carbon fibre tubing, epitomise strength and lightweight design. This groundbreaking fusion not only ensures robustness but also significantly reduces weight, setting new benchmarks for automotive efficiency and durability. These initiatives underscore the company's dedication to reshaping the automotive landscape, promoting environmental responsibility, and aligning with global sustainability objectives. Adroit's presence at Excon marks a pivotal moment in steering the industry toward a greener, more sustainable future.

Q How do you look at the market in India for your products?

A Adroit, a global stalwart over six decades, recently entered India's market, earning accolades for top-notch product quality. With India's rapid economic strides under Prime Minister Narendra Modi's leadership, Adroit sees immense potential in catering to the nation's demand for superior, globally benchmarked products. Embracing 'Make in India' principles, Adroit aims to elevate industry standards while contributing to the country's growth. Our commitment to exceptional quality aligns perfectly with India's quest for consistent excellence, fostering a promising partnership for advancing business in the dynamic Indian market.



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"WE WILL BE LAUNCHING SEVERAL NEW PRODUCTS."

Anand Sundaresan,
Managing Director,
Ammann India



Q How is your company preparing for Excon 2023?

A Ammann India is diligently preparing for Excon 2023 by ensuring a comprehensive showcase of its latest products, innovations, and sustainable solutions. The preparation includes optimising the exhibition space, coordinating with the event organisers, and ensuring that the team is well-equipped to engage with visitors and industry stakeholders.

Q What steps is your company taking to address sustainability and environmental concerns through your product offerings?

A Ammann India is committed to addressing sustainability and environmental concerns through various initiatives. The introduction of the first fully electric offering, the 2.6-tonne mini tandem roller eARX 26, and the high recycling technology asphalt plant VT260 with RAP drum are examples of how the company is integrating eco-friendly solutions into its product lineup.

Q Will your company be launching any products or initiatives at Excon 2023 that will align with Excon's theme of "Building a Better World" through sustainable practices?

A Yes, Ammann India will be launching several products at Excon 2023 that align with the theme of "Building a Better World" through sustainable practices. These include the fully electric mini tandem roller, high recycling technology asphalt plant, and other innovative solutions aimed at minimising environmental impact.

Q How do you look at the market in India for your products?

A Ammann India sees a positive outlook for its products in the Indian market. With the government's focus on infrastructure development, there is a growing demand for construction equipment. The company aims to capitalise on these opportunities by providing advanced, sustainable, and efficient solutions.

Q What are the various challenges faced in the sector you are in?

A The construction equipment sector faces challenges such as fluctuating demand, the need for continuous technological innovation, and adapting to changing regulatory and environmental standards. Ammann India navigates these challenges through a proactive approach to innovation and a commitment to sustainable practices.

Q Please share more information on the investment made in the Indian market in terms of the manufacturing facility, etc.

A Ammann India has made substantial investments in the Indian market, including the establishment of a world-class manufacturing facility in Mehsana, Gujarat. This facility ensures the production of high-quality construction equipment and supports the company's commitment to the "Make in India" initiative. Spread over an area of 43 acres this sprawling unit not only caters to the requirement of Indian market, but also exports plants and machines to all parts of the world.



Q In terms of performance, how was the year 2023 for the company?

A The year 2023 has so far been an excellent year in terms of sales and going by the number of infrastructure projects in the pipeline, looks like we will close the year as our best year till date in terms of revenue generated.

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Rajiv Poddar,
Joint Managing Director,
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Q How is your company preparing for Excon 2023?

A BKT Tires' preparations for Excon 2023 are centered around presenting our best-in-class tyre solutions, engaging with industry stakeholders, and contributing to the advancement of the construction equipment sector. We are excited about the opportunities this exhibition presents and look forward to showcasing our commitment to excellence and innovation in tyre manufacturing.

Q Will your company be launching any products or initiatives at Excon 2023 that will align with Excon's theme of "Building a Better World" through sustainable practices?

A We are committed to demonstrating our technological prowess and dedication to providing high-quality tyres for the construction and infrastructure sectors. Aligning with this year's Excon theme, 'Building India's Tomorrow – Technology, Globalisation, Sustainability, Inclusiveness,' BKT Tires will focus on enhancing 'efficiency' and 'reliability' – two key values in the construction and industrial sectors.

Visitors can expect to see how we are pushing the boundaries of tyre technology to meet the evolving needs of the industry.

Q How do you look at the market in India for your products?

A We view the market in India as a dynamic and strategically significant landscape for our products. India, being an agrarian economy with a thriving construction and industrial sector, presents both opportunities and challenges that shape our approach to the market.

The Indian market holds immense significance for BKT Tires, and our approach is rooted in understanding and meeting the unique demands of this diverse and dynamic landscape. We continue to invest in innovation,

sustainability, and customer-centric strategies to contribute to the growth and development of the tyre industry in India.

Q What are the various challenges faced in the sector you are in?

A In the tyre sector, there are several challenges are prevalent, impacting manufacturers and stakeholders across the industry. Such as fluctuations in the prices of raw materials, such as natural rubber and synthetic rubber can significantly impact production costs; supply chain disruption due to geopolitical tensions, or global health crises can disrupt the tyre industry's global supply chain.

Addressing these challenges requires a combination of strategic planning, innovation, regulatory compliance, and a commitment to sustainable practices. As BKT Tires navigates the tyre sector in India, we remain dedicated to overcoming these challenges through proactive measures and a forward-thinking approach to ensure sustained growth and resilience in a dynamic market environment.

Q Please share more information on the investment made in the Indian market in terms of the manufacturing facility, etc.

A BKT Tires has historically demonstrated a commitment to expanding its manufacturing capabilities and infrastructure in India. We have made substantial investments in state-of-the-art manufacturing facilities, research and development, and technology integration. These investments align with BKT's goal of enhancing production capacity, ensuring product quality, and staying at the forefront of technological innovation.

Over the past few years, we have invested huge capex in all our manufacturing plants, which emphasises the technological upgradation of existing equipment and installation of automated material handling systems. Furthermore, upscaling to integrate digital and physical aspects of manufacturing as well as plant expansion. Additionally, improving the operational logistics has allowed the introduction of new specialist workers and greater flexibility in production and storage flows.

Q How do you work with end users and equipment manufacturers to develop OTR tyres that can increase productivity and efficiency?

A OEMs and end-use customers have a variety of requirements that they expect their tyres to meet. They must be able to travel over a wide range of terrain and withstand use in harsh operating environments, among other things. Hence BKT continually focuses its efforts on improving rubber compounds and tread patterns. By doing so, we ensure better performance in various applications, improve comfort for equipment operators and minimise unplanned downtime. More importantly, we have dedicated teams of field engineers, who actively collect customer feedback and



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work with the R&D team on ensuring better quality products and addressing any issues.

Tyres are integral to any OTR equipment design as they ensure mobility and productivity. The wrong selection can greatly impede an end-use customer's ability to get their work done. Hence, we collaborate with OEMs – both local and global, OEMs in order to design and manufacture high-quality tyres that cater to various regions, areas, terrains, and applications while increasing the life and experience of the tyre.

“WE WILL UNVEIL BS V COMPLIANT MACHINES.”

Shalabh Chaturvedi,
Managing Director,
CASE Construction



Q How is your company preparing for Excon 2023?

A CASE Construction is set to exhibit an array of their state-of-art machineries at Excon 2023.

CASE will be introducing six new products and enter two new categories in the domestic market. The brand will feature ten made-in-India equipment produced for both domestic and international markets. As a part of their product strategy, the company will unveil BS V (CEV/TREM) compliant machines even before the industry transition period officially begins. Additionally, a value line comprehensive platform under CNH Industrial offering accessories and genuine parts will be introduced signifying CASE's commitment to support customers effectively throughout their equipment's lifecycle. The company will also be showcasing new merchandise, apparel, and safety gear to their line-up which underlines CASE's holistic approach to customer service.

Q How do you look at the market in India for your products?

A India being one of the fastest-growing and dynamically evolving market, holds immense strategic importance for CASE Construction. We have always remained firm to our commitment of introducing hi-tech innovations in the Indian market. This reflects our belief in the potential of the market and its capacity to adapt to cutting-edge solutions that can revolutionise the construction landscape.

As India continues to build its infrastructure at an

unprecedented pace, CASE is dedicated to providing tailored solutions that align seamlessly with the country's evolving requirements. Our focus is on delivering not just products but comprehensive solutions that address the distinct needs of our customers. We look forward to contributing to country's infrastructural growth and playing a pivotal role in shaping the construction industry's future in the region.



Q What are the various challenges faced in the sector you are in?

A In the dynamic landscape of the Indian construction industry, we have recognised and tried to address several challenges that shape the sector. One persistent challenge lies in the shortage of skilled operators, which further complicates the efficient utilisation of new age machinery.

To address this issue, CASE India places serious emphasis on intelligent design and operator training programs. These initiatives not only ease the integration process of our equipment but also enhance the skills of operators, ensuring optimal performance and safety. In addition to design considerations, we actively support operator development and skill enhancement. Our Skill Development Centre named as Hunar in Pithampur offers in-depth training of loader backhoe operation, contributing to the Skill India Mission.

Q Please share more information on the investment made in the Indian market in terms of the manufacturing facility, etc.

A As a group, in last decade, CNH Industrial has invested more than Rs 15 billion in the country. This has been utilised in developing manufacturing and R&D capabilities, supplier development, etc. Additionally, CASE will be further investing in product development to widen our portfolio owing to market needs and emission norms. This will also help us address the changing needs of the customers in India as well as globally.

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"OUR PRODUCTS ARE DESIGNED AND DEVELOPED IN ITALY."

Sanjay Kumar Agarwal,
Managing Director,
Filtrec Bharat



Q How is your company preparing for Excon 2023?

A Our company has a WCM factory in Tumkur, which is 50 km away from the Excon venue. We specialise in manufacturing a wide range of hydraulic filters and accessories for equipment including excavators, backhoe loaders, wheel loaders, compactors, forklifts, all types of cranes, SLM, transit mixers and boom pumps. We have been in this industry for three decades.

For Excon 2023, we are excited to introduce several new products designed for the aforementioned equipment segments. Notably, we will be launching hydraulic filter assembly kits for excavators and forklifts, FS531 filter assemblies for transit mixers, FRTR122 filter assemblies for cranes and FH323 filter assemblies for aerial work platform (AWP) equipment. These innovative products have been meticulously designed and developed at our R&D centre in Italy, manufactured at our Tumkur factory and rigorously tested in various OEM field conditions.

We've established partnerships with numerous OEMs for their upcoming CEV 5 equipment in earthmoving, material handling, concrete and road paving sectors.

Our offerings include:

- Our Absolute BETA spark buster filter effectively prevents formation of ESD sludge and reduces noise in hydraulic systems.
- Absolute BETA H2O filter eliminates oxidation and rust formation within the hydraulic circuit.
- Our 2000 BETA ratio filter extends the filter change interval to over 1000 hours, preventing rapid ageing and degradation of hydraulic oil. This filter also ensures the longevity and proper functioning of hydraulic valves, cylinders and pumps, maintaining them in a condition similar to that of new equipment.

Q Will your company launch any products at Excon 2023 that align with Excon's theme of "Building a Better World" through sustainable practices?

A We have over 2,00,000 filter part numbers that cater

to the mobile and industrial hydraulic markets. These filters were conceived and launched with the tagline "Building a Better World" guiding our thoughts and actions. Each BETA filter we manufacture is engineered to extend the machine's lifespan by 20 per cent. This is achieved through technical improvements that increase oil change intervals, extend filter change periods and enhance the longevity of hydraulic valves, cylinders and pumps. Fleet owners who choose our filters will benefit from reduced downtime, increased machine utilisation and improved profitability.

In line with ISO 4406 and NAS 1638 standards, our filters can achieve NAS Level 1 oil purity and possess a 2000 Beta ratio for 4-micron-sized particles. This means that our filters permit only one particle for every 2000 of its 4-micron size.

For us, sustainable products translate to longer machine lifespans, extended intervals between hydraulic oil and filter changes, greater direct holding capacity, reduced pressure drops and enhanced filtration efficiency in filter media.

Q Your view of the Indian market for your products.

A With the assistance of various government initiatives, such as the National Infrastructure Pipeline (NIP), Gati Shakti, Pradhan Mantri Awas Yojana, Bharat Mala, Sagarmala, AtmaNirbhar Bharat and PLI schemes, India is expected to become the third-largest economy by FY28. This signifies a positive outlook for the construction, mining, paving, handling and transportation sectors over the next four years. As Indian fleet owners and buyers are increasingly adopting latest technologies, the market for preventive maintenance products is currently experiencing significant improvement.

"WE FOCUS ON INNOVATING PRODUCTS WITH A CUSTOMER-CENTRIC APPROACH."

Kalpesh Soni,
Vice President –
Marketing, KYB Conmat



Q How is your company preparing for Excon 2023?

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range of industry professionals, potential customers, and partners. Exhibiting at Excon gives us the chance to put our brand in the spotlight. This heightened visibility helps us strengthen our brand presence in the market. Staying ahead of the competition is essential, and Excon allows us to demonstrate our technological advancements and innovation. This helps differentiating us from competitors and position our brand as a leader in the field.

Q What steps is your company taking to address sustainability and environmental concerns through your product offerings?

A KYB Conmat is one of India's leading manufacturers of concrete equipment and holds a top three position in most segments, including batching plants (20 CuM – 240 CuM per hour with twin shaft mixing technology), road and canal paving machines, concrete pump, transit mixers, and self-loading mixers. We are also growing in the concrete pump segment. We incorporate sustainable materials and manufacturing processes in our equipment. This includes the use of eco-friendly materials and reducing our carbon footprint in the manufacturing process.

Our self-loading concrete mixers (SLCMs) are IOT enabled, BS-4 and ARAI compliant, and offer better fuel efficiency, high productivity, better mix quality, faster loading and discharge due to an advance blade design and electronic batching system with printer, produce more concrete per batch by optimised drum capacity, which reduces the overall cost per cubic meter of concrete. Further these SLCMs offer superior manoeuvrability by single joystick control, four-wheel steering/four-wheel drive system, also offer superior operator comfort due to reversible operator seat and balanced load distribution on front and rear axles.

Q How do you look at the market in India for your products?

A The market for construction equipment products in India has shown significant potential and growth prospects. Several key factors contribute to the positive outlook for this market:

Infrastructure development: India has many ongoing and planned infrastructure development projects, which includes roads, bridges, airports, metro systems, and smart cities. These projects drive the demand for construction equipment.

Urbanisation: India's urban population continues to grow, leading to increased demand for residential and commercial construction. This, in turn, fuels the need for construction equipment.

Government initiatives: Government initiatives like Make in India, Atmanirbhar Bharat, production linked incentive (PLI) schemes and focus on infrastructure projects like Bharatmala, Sagarmala, new industrial corridors, etc. have encouraged domestic manufacturing and investments

in the construction equipment sector.

Construction boom: The construction industry in India is experiencing a significant boom, driven by private and public investments in real estate, commercial spaces, and industrial projects.

Technological advancements: Advancements in construction equipment technology, such as telematics, IoT integration, and automation, have improved efficiency and productivity in the construction sector.



Q What are the various challenges faced in the sector you are in?

A The construction equipment sector faces several challenges that can impact its operations and growth. These challenges vary depending on factors like geographical location, economic conditions, and industry trends. Here are some common challenges faced by the construction equipment sector:

Skilled labour shortages: The construction sector often faces shortages of skilled labour, including equipment operators and maintenance personnel.

Equipment maintenance: Ensuring regular maintenance and repairs can be expensive and time-consuming, affecting the equipment's efficiency and uptime.

Project delays: Delays in construction projects, whether due to weather, permitting issues, or other factors, can affect equipment utilisation and rental revenues.

Aging equipment: Maintaining older equipment in a safe and efficient condition can be challenging, as parts may become obsolete, and repairs can be costly.

Inflationary issues: Due to completely unpredictable global headwinds, there is high pressure on the whole supply chain, leading to an increase in cost of the overall products. Inflation is one of the most challenging aspects, which is not in anybody's control and has tremendous impact on the whole sector.

To address these challenges, we invest in research and development, seek cost-effective maintenance solutions, adopt sustainable and efficient technologies, and prioritise safety and compliance with regulations. Additionally, strong relationships with customers and a focus on innovation helps us overcome some of these challenges and maintain competitiveness in the industry.

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Q Give us an understanding of the post-sale services offered by your company?

A We take pride in providing exceptional after-sales service, and our sales and service network is robust, consisting of regional offices and channel partners. In the past three years, we have introduced channel partners to expand our dealer network, and we offer a range of combo parts, including our own spares warehouse, which is easily accessible through our various depots and channel partner locations, allowing us to provide this service across India and globally. Our customer care centre provides online support to customers through our online helpline centre, where our personnel can assess the plant and provide online service support. KYB Conmat is constantly exploring business opportunities for expansion, and our products are known for high performance and low maintenance. We are committed to providing prompt customer service and support, and the management oversees the process of expansion to ensure that they maintain their reputation as a technologically advanced and customer-focused company.

"WE'LL EXHIBIT 20 T HYBRID EXCAVATOR MODEL."

Arvind K Garg,
Senior VP and Head, L&T
Construction & Mining
Machinery



Q Kindly share your strategies given Exxon's overarching theme.

A **Innovating and introducing products that can compete in global markets:** Komatsu and L&T Construction & Mining Machinery prioritise delivering top-notch products using the latest technologies. Over time, by understanding customer needs, we've developed a diverse product range. We consistently roll out advanced models, such as electric hydraulic excavators, biodiesel-fuelled equipment, and standard ones. These machines adhere to global standards, emphasising safety and operator comfort. At Bauma ConExpo, held early this year, we displayed a 30-tonne (t) hybrid hydraulic excavator with reduced fuel consumption. At Excon 2023, we'll present a 20t hybrid model, new attachments for industries like car scrapping, and robust hydraulic excavators in 8t and 13t classes.

L&T will display its indigenous road machinery, vibratory compactors, wheel loaders, skid steer loaders, and pneumatic

tyred rollers. These machines are compatible with the soon-to-be-implemented CEV-5 engine emission norms. Produced under the "Atmanirbhar Bharat" initiative, these high-quality machines promise an outstanding user experience.

Adopting technologies and sustainability in equipment: L&T has always espoused and introduced sustainable technologies. In collaboration with Komatsu, we've planned to showcase products that are at the frontiers of cutting-edge technologies. Komatsu recently launched a new generation of excavators, embodying our shared dedication to innovation and eco-friendly operations. These machines come with specialised engines, advanced hydraulics, and the upgraded Komtrax system. They feature the ecot3 engine technology, which ensures efficient fuel consumption and maximum productivity. Their engines are optimised to maximise power output, ensuring every drop of fuel is used productively.

Komatsu's focus on efficiency is further evident in their hydraulic systems. The unique HydrauMind hydraulic system balances hydraulic and engine power, increasing fuel efficiency.

The latest Komtrax version offers web-based monitoring of Komatsu equipment, ensuring optimal control and providing real-time insights into machine health and performance. This aids in identifying training needs for operators and technicians.

Komatsu's technological prowess shines through in the precise engineering of hydraulic components and hydraulic filters. Designed and manufactured specifically for each machine, these components ensure best-in-class performance with unmatched reliability and durability. A superior hydraulic system coupled with a specially designed Hydraulic filter with nano fibre technology allows for an industry-leading oil change interval of 5,000 hours and a filter change interval of 2,500 hours, further reducing maintenance costs.

Addressing specific operational challenges, Komatsu has developed customised undercarriages. These include a robust and rugged design with an abrasive impact-resistant (AIR) bushing tailored for tough underfoot conditions in applications such as stone quarry, granite, and marble. These innovations enhance durability and cost-efficiency.

The upcoming exhibition will spotlight smart construction and feature virtual and augmented reality simulators, giving customers a tangible feel of our advanced machines in real-world conditions.

Q Are you making your products safer and more reliable to build end-user trust?

A We at L&T Construction & Mining Machinery have a rich legacy of making available essential equipment for nation-building. Always leading in innovative and safe engineering design, we've established global partnerships and ensure our products meet international quality, safety, and reliability benchmarks.

Our network of 30 dealers, 115 touchpoints, and 27 territory offices of L&T's domestic marketing network is strategically located to reach most project sites within two hours to cater to



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With the implementation of Swift Service 360, we have immensely improved after-sales support in India through a digital platform that streamlines service delivery, improves response times, and offers consistent quality nationwide.



Q Given the increasing demand for advanced equipment and machinery, how do you intend to enhance your equipment's productivity, efficiency, and sustainability at construction sites?

A Training and upskilling of equipment operators:

At L&T, one of India's premier engineering conglomerates, we offer training programmes, deliver knowledge, and oversee the training process. Our dealer network liaises with customers, operators, and mechanics while the IESC certifies candidates after they clear tests under independent assessors.

In FY23, 1,229 candidates joined our training, with dealers coordinating 570 of these for equipment operators and mechanics. Our training and certification approach ensures industry standardisation and champions inclusivity and diversity by training women in machine operations, commissioning, and maintenance. We use the latest technology, including the latest simulators, virtual reality and hands-on machine training, to ensure trainees receive the best in the industry. This effort creates a formally recognised workforce, essential for meeting the supply-demand gap for skilled personnel.

Optimising equipment utilisation: Given that India is the fastest-growing major economy, our customers are constantly looking for machines that offer higher productivity with maximum uptime so that machine utilisation is very high. So that customers get maximum value from their investment, we make sure machines offer quality, reliability, and durability through a strong after-market support network that helps

customers derive the maximum from every piece of equipment. An extensive network of dealers throughout the country supports this network. Our machine care programmes ensure that equipment are in good health to deliver. In fact, the utilisation of Komatsu machines in India is an average of 3,000 hours, while it is 1,800 hours for other countries.

We consistently optimise our equipment as part of our commitment to deliver value. This longstanding commitment drives our exceptional customer service and additional offerings. We present a suite of services that boost customer productivity.

Komatsu's Komtrax system leverages GPS and GPRS technologies for real-time monitoring of machine performance and health, delivering instantaneous insights into machinery efficiency and maintenance requirements. L&T engineers harness these insights and energy-saving reports to focus on enhancing machine productivity and efficiency. They ensure machines are used optimally through targeted operator training, significantly reducing fuel consumption and improving operational effectiveness. One of the key features of Komtrax is that it detects abnormalities and cautions customers in time, thereby aiding preventative maintenance, leading to cost reduction and increased uptime.

The Komatsu Oil Wear Analysis Programme (KOWA), backed by Komatsu's extensive experience and in-depth knowledge of design and component lifespan, facilitates continuous monitoring of internal components of equipment. This strategic approach enables timely maintenance proactive repair action, reducing maintenance costs considerably while ensuring high operational uptime.

We monitor the key parameters of each machine to provide a clear health report. Based on this analysis, our L&T team suggests operational and maintenance steps to ensure optimal performance. Our after-sales support routinely includes machine care programmes and undercarriage inspections.

Undertaking remanufacturing and refurbishment in line with circular economy principles: We have developed the expertise to repair and remanufacture to Komatsu's standards major machine components. This has enabled us to offer a "Recon Exchange" scheme designed to increase machine uptime for customers. With this programme, customers can directly purchase major remanufactured components, eliminating the need to wait for repairs on their existing components at almost half the price and a warranty on key components. Our workshops maintain an inventory of key components, including engines, hydraulics, and powertrains.

Additionally, we provide a unique service where we purchase machines from our existing customers. After acquiring these machines, we refurbish them using genuine parts, adhering strictly to Komatsu's standards. Every refurbished machine comes with a warranty of either six months or 1,000 hours, depending on which comes first. These machines are then made available to our customers at a reduced cost, backed by the assurance of both Komatsu and L&T.

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"WE WILL SHOWCASE OUR LATEST CRUSHER MODELS, SCREENERS, AND DRUM CUTTERS."

**Piero Guizzetti, CEO,
MB Crusher India**



Q How is MB Crusher preparing for Excon 2023?

A MB Crusher is actively gearing up for Excon 2023, a pivotal event that provides an exceptional platform to showcase our latest innovations. Our dedicated team is working tirelessly to ensure a remarkable presence. We are finalising crucial details such as booth design, product displays, and live demonstrations. Training programmes are in place to equip our staff for effective customer interactions. Our marketing materials, including brochures, flyers, and videos, are being meticulously prepared to showcase the versatility and efficiency of MB Crusher's products and services. It's not just about showcasing our offerings but also about engaging in meaningful discussions on the economic viability and operational efficiency that our products bring to the table. Having established our brand in India, our focus now is on providing in-depth insights into the tangible benefits our solutions offer.

Q What steps is MB Crusher taking to address sustainability and environmental concerns through your product offerings?

A Sustainability is at the core of MB Crusher's ethos. We take significant steps to address environmental concerns through our product offerings. Our machines are purposefully designed to align with the principles of "Reduce, Reuse, and Recycle". This commitment runs through every aspect of our product design and development. One notable advantage is the minimal environmental impact of our product category. In contrast to other options, our units operate without the need for electricity and do not incur any extra fuel consumption beyond the standard operation of the base machine. This makes our solutions the most energy-efficient and eco-friendly choice available. We are continually improving our products and processes to further reduce our environmental footprint while enhancing project safety. Our goal is not just to meet industry standards but to set new benchmarks for sustainability.

Q Will MB be launching any products or initiatives at Excon 2023 that will align with Excon's theme of "Building a Better World" through sustainable practices?

A Absolutely! Excon 2023 is a pivotal event for us, aligning perfectly with our commitment to sustainability. We will be showcasing our latest crusher models, screeners, and drum cutters, with live demonstrations featuring the crusher bucket and the screening bucket mounted on an excavator. These products embody our dedication to building a better world through sustainable practices. Live demonstrations will provide firsthand insight into how our cutting-edge tools can enhance efficiency and productivity on construction sites. Our aim is not just to launch products but to contribute meaningfully to the industry's shift towards sustainable practices.

Q How do you look at the market in India for MB products?

A We view India as a fundamental market for the MB Crusher. Our commitment to providing innovative solutions in the construction and road construction sectors aligns perfectly with the evolving needs of the Indian market. Over the years, MB Crusher has garnered substantial recognition, emerging as a key player in the industry. Our strong brand recognition and the trust our customers place in us underscore our positive outlook on the Indian market. With a diverse range of products catering to the specific needs of the market, we are well-positioned to meet the demands of the growing construction sector in India. We believe that India is a pertinent market for the advantages offered by MB products and their features, given its vast geographical expanse. People often work in remote locations, including challenging environments like mountainous areas, making the attributes of MB products particularly beneficial in such scenarios.



In conclusion, MB Crusher's preparations for Excon 2023 reflect our dedication to innovation, sustainability, and a positive outlook on the Indian market. We are not just showcasing products; we are actively contributing to the industry's progression towards a better and more sustainable future.

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"OUR FOCUS IS ON INTRODUCING CUTTING-EDGE ELECTRIC MACHINES."

Sanjay Saxena,
COO, Sany India and
South Asia



Q How is your company preparing for Excon 2023?

A We are excited to participate in Excon this year, where we look forward to presenting our latest innovations and reaffirming our steadfast commitment to shaping the future of the construction equipment industry. Our primary focus is on introducing cutting-edge electric machines that are crafted to meet the evolving demands of the market. These futuristic machines go beyond boundaries and serve various sectors within the construction and infrastructure industries. Whether it's metro construction, road development, port operations, mining activities, or large-scale infrastructure projects, Sany's machines are positioned to make a significant impact. Our presence at Excon highlights our dedication to leading the construction equipment industry and actively contributing to its ongoing progress.

Q What steps is your company taking to address sustainability and environmental concerns through your product offerings?

A Sany India is dedicated to addressing sustainability and environmental concerns through our product offerings. Our approach involves eco-friendly design and technologies that minimise environmental impact. We emphasise fuel efficiency to reduce operational costs and carbon emissions, ensuring strict compliance with the latest emission standards and Bio diesel compliant machines. Actively exploring electric and hybrid alternatives, we provide sustainable choices for our customers. Lifecycle management incorporates recyclability considerations and responsible disposal practices. Collaboration with industry partners fosters sustainability, and continuous innovation drives research into new technologies for reduced environmental impact without compromising performance. Sany India remains committed to shaping a sustainable future through proactive measures in our product development and industry engagement.

Q Will your company be launching any products or initiatives at Excon 2023 that will align with Excon's theme of "Building a Better World" through sustainable practices?

A In our commitment to embracing sustainable practices, we have embraced the ongoing shift in the construction equipment industry. Recognising the imperative for environmental sustainability and operational efficiency in the future, we have proactively integrated cutting-edge technologies into our machines to enhance their efficiency, productivity, and environmental friendliness. We firmly believe that technology serves as a crucial catalyst in meeting the dynamic demands of the market, and we pride ourselves on being at the forefront of innovation in this realm.

Beyond technological advancements, our dedication to sustainability extends to our interactions with customers. Customer engagement and collaboration are paramount to us. We highly value our customers' feedback and requirements, actively collaborating with them to gain a deeper understanding of their needs. To facilitate this, we provide data access to every customer, allowing them to monitor machine performance in real-time. Through GPS-based connectivity, customers can proactively track routine maintenance needs further ensuring optimal machine performance and minimising downtime. This collaborative approach with our customers is pivotal in our ongoing efforts to innovate our products and services, effectively adapting to the evolving landscape of the construction equipment industry.

Our participation in Excon 2023 signifies more than just a showcase of our commitment to sustainable practices. It is an opportunity to present our latest products and initiatives that embody our dedication to "Building a Better World" through technological innovation, operational efficiency, and customer collaboration. We eagerly anticipate sharing further details about these offerings at the event.

Q How do you look at the market in India for your products?

A Sany India views the Indian market for our construction equipment is highly promising and dynamic. With rapid urbanisation and infrastructure development, there is a substantial demand for our specialised machinery. Our products are meticulously tailored to meet the unique requirements of the Indian construction landscape. We stay ahead of market trends through continuous innovation, offering cutting-edge solutions that enhance efficiency and productivity. Committed to customer satisfaction, we build strong relationships and provide comprehensive support. Sany India is confident in the growth potential of the Indian market and remains dedicated to contributing significantly to the country's infrastructure development.



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OIL IN MACHINE IS LIKE BLOOD IN THE HUMAN BODY

Q What are the various challenges faced in the sector you are in?

A Market fluctuations and economic uncertainties impact demand volatility, affecting production planning, while regulatory complexities necessitate constant adaptation. Supply chain disruptions and skilled labour shortages pose operational hurdles, addressed through strategic supplier relationships and workforce development initiatives. Despite challenges in infrastructure development, Sany India remains agile, ensuring timely delivery amid project uncertainties. These challenges are viewed as opportunities for continuous improvement and innovation. By maintaining flexibility, investing in workforce development, and staying attuned to market dynamics, Sany India is dedicated to overcoming obstacles and emerging stronger in the competitive construction equipment sector.



Q Please share more information on the investment made in the Indian market in terms of the manufacturing facility, etc.

A Sany India takes pride in offering the most comprehensive range of construction machinery in India and South Asia. In 2012, the company made a significant investment, exceeding Rs 10 billion, to establish a state-of-the-art manufacturing facility in Chakan, Pune. This substantial investment was allocated to develop robust infrastructure encompassing research and development, manufacturing, quality inspection, testing, and service facilities.

The Chakan facility serves as a cornerstone for Sany India's operations across various business verticals, including earthmoving, lifting, foundation, mining, ports, concrete, roads, and renewable energy solutions. This strategic investment underscores our commitment to providing cutting-edge products and services tailored to the diverse needs of the Indian market. The facility not only facilitates the production of high-quality machinery but also underscores our dedication to innovation, quality control, and comprehensive customer support. Sany India's

investment in the manufacturing facility reflects our enduring commitment to advancing the construction machinery industry in India and South Asia.

Q In terms of performance, how was the year 2023 for the company?

A In 2023, Sany India experienced significant growth and success, marked by a robust financial performance with a promising revenue increase. The company expanded its market share across key product categories, attributing this success to its strong product portfolio, commitment to customer service, and an expanding dealer network. Noteworthy achievements include the launch of new products such as excavators, cranes, and mining equipment, driving sales growth and bolstering the company's innovative profile. Sany India invested substantially in research and development, introducing technologies like IoT-enabled machines, and digital twin technology.

"SOME OF OUR PRODUCTS USE RECYCLED MATERIALS."

VG Sakthikumar,
Managing Director,
Schwing Stetter India



Q How is your company preparing for Excon 2023?

A We are very excited to participate in Excon 2023, the largest construction equipment exhibition in South Asia. We are preparing to showcase our latest products and innovations that cater to the diverse needs of the construction and infrastructure sectors. We will display a range of new products at the OD 31, in a 4,926 sq m space, including new EV specific products and technologically charged concrete pumps, transit mixers, batching plants, self-loading mixers, shotcrete machines, and so on. We will also launch product specific marketing campaigns to promote our brand and products to the potential customers and stakeholders.

Q What steps is your company taking to address sustainability and environmental concerns through your product offerings?

A We are committed to addressing sustainability and environmental concerns through our product offerings.

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We are constantly innovating and developing new products that are energy-efficient, eco-friendly, and durable. For example, we will introduce some new EV specific products, which will reduce the carbon footprint and fuel consumption of our machines. We will also showcase some of our products that use recycled materials, such as the Schwing concrete recycling plant, which recycles the waste concrete and water from the concrete pumps and transit mixers.

Q How do you look at the market in India for your products?

A We look at the market in India for our products with optimism and confidence. India is one of the fastest-growing and largest markets for construction equipment in the world. The demand for our products is driven by the rapid infrastructure development across roads, railways, ports, and other areas. India is also a burgeoning manufacturing hub, which offers us opportunities to expand our production capacity and supply chain network. We have invested heavily in the Indian market in terms of the manufacturing facilities, R&D centre, service network, and dealer network. We have also established a strong customer base and brand reputation in the Indian market.



Q What are the various challenges faced in the sector you are in?

A The various challenges faced in the sector we are in are mainly related to the market volatility, regulatory compliance, and technological advancement. The market volatility is caused by the fluctuations in the demand and supply of construction equipment, which are influenced by the economic cycles, political scenarios, and natural disasters. The regulatory compliance is related to the norms and standards set by the government and other authorities,

such as the emission norms, safety norms, and quality norms, which require us to update and upgrade our products and processes accordingly. The technological advancement is related to the emergence of new technologies and innovations, such as Artificial Intelligence, Internet of Things, and blockchain, which require us to adapt and adopt them to enhance our products and services.

Q Please share more information on the investment made in the Indian market in terms of the manufacturing facility, etc.

A We have made significant investments in the Indian market in terms of the manufacturing facility, etc. We have set up five state-of-the-art manufacturing plants in India, four of them are located in Sriperumbudur (Tamil Nadu), and our recently launched industry 4.0 loaded Global manufacturing Hub is located in Kancheepuram (Tamil Nadu). We have also established a comprehensive R&D centre in Chennai, which is equipped with the latest tools and technologies to design and develop new products and solutions. We have also expanded our service network and dealer network across the country, which provide prompt and reliable after-sales support to our customers.

Q In terms of performance, how was the year 2023 for the company?

A In terms of performance, the year 2023 was a very successful and rewarding year for the company. We also increased our market share and revenue in the Indian market, as well as in the export markets. We also received several awards and recognitions, such as the Best Construction Equipment Manufacturer Award, the Best Innovation Award for product design. We also celebrated our 25th anniversary in India, which was a milestone for the company.

**"INDIAN CE INDUSTRY
CROSSED 1 LAKH UNIT
SALES IN 2022-2023."**

**Sandeep Singh,
Managing Director,
Tata Hitachi
Construction Machinery**

Q Will your company be launching any products at Excon 2023 that align with



Comprehensive Solutions for Construction & Mining Industry



PC136 Hydraulic Excavator



PC205 Hydraulic Excavator



PC210 Hydraulic Excavator



D85 Crawler Dozer



PC500 Hydraulic Excavator



GD535 Motor Grader



L&T 1190 Soil Compactor



L&T 9020 Wheel Loader



Aggregate Crushing Solutions

L&T Construction and Mining Machinery, in partnership with Komatsu, offers cutting-edge technology and comprehensive, sustainable solutions to meet the diverse needs of the Construction and Mining industry. Our versatile machines are designed to deliver unparalleled performance and contribute to the nation-building process. They are utilised in an array of applications including Urban Development, Road Construction, Tunnelling, Trenching, Rock Breaking, Irrigation, Land Reclamation, Minerals, Coal, Power, and more.

Our comprehensive product range includes:

- Hydraulic Excavators, Crawler Dozers, Wheel Dozers, Dump Trucks, Wheel Loaders and Motor Graders from Komatsu,
- Vibratory Compactors and Wheel loaders from L&T and Crushing Solutions.

Many of our machines are compatible with biodiesel and meet the required emission standards. Our nationwide network of dealerships and service centres ensures excellent sales and after-sales support for machines throughout India.

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Excon's theme of "Building a Better World" through sustainable practices?

A Excon is a very important platform to enhance brand visibility as well as communicate our various products, after-market products and solutions for customers, as well as offer solutions to cater to a wide range of applications and customer requirements. Tata Hitachi also seeks customer feedback on innovatively designed products and attachments for further improvement before launching them in the marketplace.

In terms of Excon's theme of "Building a Better World", for Tata Hitachi, it is a way of life to enhance sustainability in all that we do and produce. In the past, technologically advanced machines like the first hybrid excavator, the Hitachi ZH200, were showcased at the event to expose customers to state-of-the-art machines. The company also showcased the CNG-powered green backhoe loader SHINRAI PRIME at the last Excon.

The company launched the new five-tonne wheel loader ZW225, Sandvik rock breaker and indigenously designed state-of-the-art mini excavator model NX30 during Excon last year. Similarly, the company's indigenously designed and manufactured new generation backhoe loader, SHINRAI, was also launched at Excon 2017.

The new launches have been well accepted by our customers and our company has an exciting range of new launches lined up during the upcoming Excon to enable customers to experience next-generation machines to further expand their businesses and enhance their profitability.

Q How do you look at the market in India for your products?

A The domestic construction equipment industry crossed the milestone of 1,00,000-unit sales in 2022-2023. The positive performance has been consistent across key segments, particularly in excavators, backhoe loaders and wheel loaders within the earthmoving category, which aligns closely with our company's product range.

The government continues its focus on driving growth of the economy through increased capex, and in this direction, the capex in FY23-24 is Rs 10 trillion (33 per cent). The major demand drivers where allocations have been increased as compared to FY22-23 are sectors like roads, railway, ports, urban development, Jal Jeevan Mission, etc.

Further, the capex of 15 major states has been increased by 21 per cent. Also, the target for coal production is 1,012 MT (up by 13.5 per cent from 892 MT in 2022-23). Given the above background of investments in infrastructure, the first half of the current financial year, domestic construction equipment sales have increased by >20 per cent YoY. Positive trends in the construction equipment industry underscore significant potential for growth in the coming years, leading to an increased demand for construction equipment.

Tata Hitachi leads the excavator market, offering a wide

product range to meet diverse customer needs. In India, there's a substantial base of first-time buyers seeking cost-effective, value-driven equipment for reliable returns. Tata Hitachi's EX excavator range is tailored to meet the diverse needs of both small-scale and large-scale customers, emphasising performance, reliability, durability, and long-term value.

The company's ZAXIS series of excavators incorporate state-of-the-art features that offer high and long-term performance to meet customer requirements. Therefore, we offer products to meet the needs of every type of customer. Our product line-up includes excavators starting from two tonne mini-excavators, covering construction excavators and mining excavators till 800 tonne (including excavator range offered by Hitachi Construction Machinery). These are further complemented with our fuel-efficient SHINRAI backhoe loader models Pro, Prime and Power 4.

The three-tonne wheel loader (TL 340H) and five-tonne payload capacity (ZW 225) are manufactured in India, and those beyond five tonne payloads are imported from Hitachi Construction Machinery, Japan. Hitachi also manufactures AC drive dumpers of 190, 240 tonne and 290 tonne classes, which are sold and serviced in India by Tata Hitachi.

The company can leverage upon enhanced growth opportunities offered by the domestic construction equipment industry due to increased economic activity with our wide range of construction equipment, which has significantly contributed to growth of Tata Hitachi's range of equipment.

"SUSTAINABILITY IS ESSENTIAL IN DESIGN, CONSTRUCTION."

Ramesh Palagiri,
Managing Director and
CEO, Wirtgen India

Q How is your company preparing for Excon 2023?

A This year, at Excon, we have an indoor booth wherein we will showcase the latest road and mineral technologies.

Q Will your company launch any products or initiatives at Excon 2023 that will align with



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Excon's theme of "Building a Better World" through sustainable practices?

A Sustainability is a firmly-rooted element in our corporate principles and a guideline for our day-to-day actions: The group understands sustainability is a social commitment and simultaneously an opportunity to further the success of our company and business activities of our customers. This is why the Wirtgen Group firmly anchors the topic of sustainability in all its corporate processes. Sustainability already plays an essential role in the design and construction of all our group products and is a key factor in all further phases of the value chain – up to and including the use of machines in projects around the world. Our vision: Smarter, safer and more sustainable road construction.

Q Your view of the Indian market for your products.

A Both for the Wirtgen Group and Wirtgen India, the current year will be the best-ever for the group's performance. We expect all-round growth both in India and exports and more products in FY 24 with our factory expansion in Pune, which should be completed by August next year.

"WE PLAN TO EXHIBIT OUR NEW SMART+ EXCAVATORS."

Rajiv Chaturvedi, VP – Sales and Marketing, After sales and Parts, Hyundai Construction Equipment India

Q How is your company preparing for Excon 2023?

A Excon being largest construction equipment exhibition in South Asia brings together key stake holders. For OEMs like us Excon platform is used to demonstrate highly advanced technology products and solutions. Further, direct communication with customers, helps OEM understand root level need and application of machinery. While if you look at from customer perspective, he gets to know about various available equipment options, technology and solutions for their applications. Furthermore, he gets the hands-on experience of machine which otherwise is difficult.



At Excon 2023, we will exhibit our range of new excavators and wheel loaders that have been indigenously manufactured at our Chakan plant under the 'Make in India' initiative. On display will be Hyundai's 3 and 5-tonne wheel loaders, and (for the first time) its HX Series of 36-tonne excavators. Visitors will also see our new Smart+ Excavators, which are an improved version of the Robex series under the 8-14-15-20 and 30-tonne range. These products feature digitalisation, a new design, and aggregates that improve performance and lifecycle costs.

Will your company be launching any products or initiatives at Excon 2023 that will align with Excon's theme of "Building a Better World" through sustainable practices?

Hyundai India's brand philosophy 'Building a Comfortable Tomorrow' is evident in its new Smart+ Series excavators and other products that offer global standard best in class features like advanced hydraulics, fuel efficient engines, ergonomically designed cabins, etc. The products deliver higher performance and precision, along with real time performance assessment since they are completely IoT enabled. Our products with their advanced mechanisms and safety features have positioned Hyundai in the top ranks of the Indian excavator market and we are also a major exporter to over 30 countries including the Middle East, African and SAARC countries. Hyundai India has produced approximately 45,000 units of excavators since it started production in India in 2008.

Hyundai India is initiating higher utilisation of its machines across their total lifecycle by rebuilding/ remanufacturing at its Chakan facility. Under the programme, the company is rebuilding machines sourced from the market wherein it completely rebuilds all the components like tracks, idlers, rollers, engines, booms, arm buckets, etc. Another rebuilding exercise entails providing an 'extended service life' backed by a warranty. Under this, Hyundai takes back products from dealers, rebuilds, and sells them at discounted prices. The company is also encouraging some of its dealers to undertake rebuilding of the equipment.

Q How do you look at the market in India for your products?

A We do expect market requirement is going to increase in India as Government has proposed projects like road construction, river linking, PM Awaas Yojna, Jal Jeevan mission, greenfield airports will improve the demand which will also supported by improved mining activities. Same has also been highlighted in ICEMA Vision Document. Hyundai India, being the second largest stakeholder in Indian excavator market, is very much a part of the Government's mega infrastructure development programme.

"WE WILL SHOWCASE OUR LATEST RANGE OF ELECTRIC PRODUCTS."

Dimitrov Krishnan,
Managing Director, Volvo
CE India



Q How is your company preparing for Excon 2023? Will your company be launching any products or initiatives at Excon 2023 that will align with Excon's theme of "Building a Better World" through sustainable practices?

A Excon 2023 is pivotal in the growth of the construction industry. Being the largest construction event in South Asia, Excon 2023 will bring in key stakeholders from the construction industry to pave the way for a robust and sustainable innovation. At Excon this year, we are all set to showcase our latest range of electric products across categories and few diesel products, providing customers with first-hand experience of cutting-edge technologies. Besides the products, we would also be displaying some of our battery and charging solutions, and new-age service solutions, and other parts and aftermarket solutions. These additions aim to empower our customers with increased productivity and profitability in their businesses, perfectly aligning with Excon 2023 theme of 'Building a Better World' for this year.

Q What steps is your company taking to address sustainability and environmental concerns through your product offerings?

A At Volvo CE, sustainability is ingrained in our core values, steering all aspects of our operations. We lead the construction equipment industry in pioneering sustainable and emission-free innovations. Considerable investments have been made in various zero-emission and alternative fuel technologies to curtail carbon emissions from our equipment. Additionally, we're exploring the integration of alternate fuels like biodiesel to optimise the efficiency of our existing Internal Combustion Engines (ICEs) and reduce emissions.

In pursuit of our dedication to delivering sustainable infrastructure solutions, we are unveiling a range of new products, and showcasing solutions and offerings that are designed not only to enhance productivity but also to minimize emissions, energy consumption, and waste.

Our products make a substantial annual contribution to reducing CO₂ emissions, providing superior stability, functional capacity, robust cost savings, and playing a pivotal role in steering the construction equipment industry towards an eco-friendlier future.

Our products leverage data analytics and automation to optimise equipment usage, minimise idle time, and enhance energy efficiency. These initiatives not only reduce environmental impact but also result in cost savings, increased productivity, and an elevated brand reputation. Volvo CE has been looking at the overall value chain when it comes to emission mitigation. In our pursuit of progress, we are actively working towards establishing a net zero emissions by 2040 with our goal of achieving 35 per cent fully electric sales by 2030.



Q How do you look at the market in India for your products?

A Volvo CE has been in India for the last 25 years. As one of the key players in the Indian construction equipment industry, we have a huge presence in the market. When it comes to strategy, our top priorities include maintaining consistent communication with customers, understanding their needs, and delivering product and service solutions efficiently and cost-effectively.

Today, we have emerged as a complete solutions provider in the Indian construction market. Our products are highly fuel efficient, optimised uptime and come with excellent after sales service that help our customers to complete projects on time and increase savings.

Q What are the various challenges faced in the sector you are in?

A The Indian construction sector, crucial for the nation's progress, has traditionally been slow to adopt innovation, adhering to conventional methods and materials over many years. This adherence has led to inefficiencies, increased costs, and environmental concerns. To tackle these issues and meet the country's net-zero objectives, the industry is now shifting towards new materials and technologies that hold significant potential for improving construction processes and outcomes.

The sector is also facing mounting pressure to reduce its environmental impact, alongside grappling with challenges like skills shortages, and the rise in labour and material costs.

At Volvo CE, our commitment lies in spearheading the construction equipment sector with a strong focus on sustainability. To address skills shortages, we have been actively investing in training and educational programmes. This involves collaborations with schools and colleges to develop innovative training initiatives tailored to construction equipment operators and technicians.

Q In terms of performance, how was the year 2023 for the company?

A In the year 2023, our remarkable growth has mirrored the upward trajectory of the construction equipment industry. As we continue to evolve, our dedication to delivering top quality products and services remains unwavering, positioning us at the forefront of this dynamic and thriving sector.

"INDIA HAS HUGE MARKET POTENTIAL FOR OUR PRODUCTS."

Amit Deokule,
Director – Sales & Marketing
NORD Drivesystems



Q How is your company preparing for Excon 2023? (e.g., product launches, marketing campaigns)

A We are all geared up for Excon 2023 as the same is one of the most important exhibitions for us. NORD products have always been proven and widely used products in construction equipment manufacturing segments. We are excited to showcase our Maxxdrive standard industrial gear units (IGUs) and Maxxdrive XD series for which we have started assembly here in India this year in February. Our IGUs are getting huge response from various industrial sectors. Beside IGUs, we are showcasing our standard UNICASE Heli-Bevel, helical parallel and inline helical range of gearmotors.

We are showcasing our ranges of electronics drives like VFDs, FDS and decentralised drives.

Q What steps is your company taking to address sustainability and environmental concerns through your product offerings?

A We act with integrity and responsibility for the environment. As a company, we economise our use of resources and act in an environmentally friendly manner. With energy-efficient drive systems, we support the industry in reducing CO₂ emissions.

Since end of 2021, we have been working on sustainability issues with a cross-divisional team. The team consists of employees from a wide range of areas and is actively supported by the shareholders and the management.

Q Will your company be launching any products or initiatives at Excon 2023 that will align with Excon's theme of "Building a Better World" through sustainable practices?

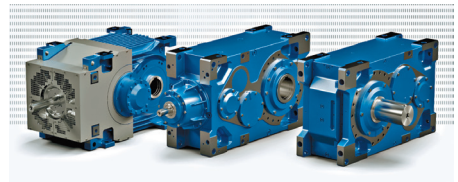
A For the first time, we will be showcasing our Maxxdrive XD series industrial gear unit.

Q How do you look at the market in India for your products?

A We have been in India since 2005 and gaining significant growth throughout those years. India has huge market potential for our products as Indian industries are now becoming more quality conscious and focusing on using energy efficient systems.

We are quite optimistic about growth in coming years as our products is getting significant rise

in user base from key sectors like infrastructure development, Intralogistics and airports, bulk material handling, steel and metals, and food and beverages.



Q What are the various challenges faced in the sector you are in?

A Our products go in to diversified sectors so have different challenges in the different sector. However, we are tackling the challenges and moving ahead on our growth path.

Q In terms of performance, how was the year 2023 for the company?

A Year 2023 is really a very good year for NORD India as we are on well aligned track of our budgeted targets. We are quite hopeful to achieve our targeted milestone well before our sales year end. So far good demand from the market and have good numbers of project orders on hands. We can say year 2023 is one of the most promising and prolific year for us.



HEAVY TRUCK CHASSIS: MAXIMISING LONGEVITY

Scan to read



Construction equipment is the backbone of infrastructure development, and heavy machinery requires a long-lasting chassis to excel in harsh environments. Among other components, truck suspensions involve linkages which connect various parts of the suspension system.

One of these linkages is the torque rod that connects truck frames to suspension systems. They play a pivotal role in relieving stress on other suspension components, restraining rotation on axle housing while braking and accelerating, and absorbing cornering and leaning forces.

Understanding the importance of torque rods

Torque rods keep suspension aligned, which improves fuel mileage, reduces tire wear, drag and driveline component wear. They consist of a hollow steel rod with a connection on either side. This connection can be a

to the tandem axle, center the axle and control lateral movement. These rods sit perpendicular to the frame.

- Longitudinal rod ends run parallel to the truck's frame to maintain axle alignment. They limit rotation of the axle and control the driveline angle and prevent the axle from moving forward or rearward.

V-Link

Used in heavily loaded rear axles like semi-trailer tractors and flatbeds with twin axle assemblies, V-Links combine the functions of longitudinal and transvers torque rods. They control lateral movement, center the axle and limit axle roll.

Manufacturing the right fit

For torque rods to handle heavy loads and potential contaminants, they need proper construction and design. Motion control experts like CCTY can review application requirements to

verify that the motion control specified is optimal for the application or find alternatives that can extend the life and reduce wear.

Torque rods for harsh environments require the manufacturer to excel throughout the entire process that includes:

High-quality steel: Steel with a fine grain and low non-metal inclusion should be used. Look for a manufacturer that is ISO9001 or TS16949, like CCTY Bearing who inspect all incoming steel to ensure



that it meets internal standards.

Traceability: Manufacturers should be able to trace the final product to the steel lot.

Process control: To verify that every product meets established standards, strict controls, electronic tracking and inspections must be in place. Advanced product quality plan (APQP) procedures, ISO/TS 16949 certification, automation and on-site testing maintain precision production.

Heat treatment: Highly controlled heat treatment ensures that the final product is hardened to a specified level – significantly improving wear resistance and reducing exposure to potential failures.

Precision torque rod manufacturers like CCTY Bearing maintain all critical processes – including heat treatment – in-house for strict control of the final product.

Sealing properties: Construction machinery requires seals to protect the bearing against contaminants like dirt and liquids, while retaining grease. The type of bearing, seal friction, shaft surface speed and finish and the space envelope factor into available options.

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ABOUT THE AUTHOR:

The article is authored by Pramod Francis, Application Engineering, CCTY Bearing India



bushing, straddle bearing or ball joint.

Depending on how the torque rod is positioned it helps to maintain the either suspension's longitudinal or lateral alignment.

- Transverse rods connect the frame

Navigating the Road Ahead

The market for sensor pavers is expected to grow at 7-8 per cent CAGR over five years.

Scan to read



India, with its ever-expanding network of roads and highways, stands at the crossroads of a transformative era in the construction industry. The advent of advanced technologies has revolutionised the way infrastructure is built, and at the heart of this evolution lies the sensor paver market. In this feature article, we delve into the intricate details of this burgeoning sector in India, exploring recent trends, challenges, opportunities, and the promising way forward.

The construction landscape in India has witnessed a paradigm shift with the widespread adoption of sensor pavers. These sophisticated machines, equipped with cutting-edge technology, are rewriting the rules of road construction. The integration of sensors enables precision and efficiency in laying asphalt, resulting in smoother roads and enhanced durability. This shift from

traditional pavers to sensor-based systems has been catalysed by the increasing emphasis on quality, cost-effectiveness, and sustainable development.

Trends shaping the market

Until around five years ago, road design and construction rarely used any form of digitisation or analytics, but these technologies will significantly affect road design and construction in the near future. First, roads will evolve from being a passive medium to a system of measuring and guiding. Sensors, either embedded in the structure of newly constructed roads or positioned around existing roads, will be used to guide vehicles, which will enable them to drive closer together, potentially increasing lane capacity by

up to 50 percent. This approach is currently being tested by authorities in China. Roads will also be able to communicate surface conditions—for example, friction levels due to water or cold temperature—to autonomous vehicles. Other types of sensors will be used for predictive maintenance, increasing the operational time of roads while reducing costs and the number of road closures.

Said **Anand Sundaresan**,



Anand Sundaresan
Managing Director,
Ammann India

**Managing Director,
Ammann India,**

“Undoubtedly, India offers a huge opportunity for the growth of the construction equipment industry, due to the governments focus and thrust on infrastructure development. The recent budget has been quite encouraging for the construction equipment industry. The budget is an investment-oriented budget with over 35 per cent increase in

capex outlay for infrastructure development covering road, river linking, railways, and affordable housing amongst others. Prime Minister Gati Shakti master plan for expressway for faster movement of goods and people will spur road construction activity.

Ammann offers Apollo AP600 paver powered with CEV IV emission standards. This paver is a reliable and durable AP 600 wheeled hydrostatic sensor paver that comes with a variety of features that enable quality, productivity and easy operation. Among them: are hydrostatic drive, fingertip controls, a swinging console, a hydraulically extendible screed with vibration and tamping, and best-in-class sensors. The double-axle design provides greater stability on difficult terrains, with zero flexing – even at the widest paving width.

The AP 600 is offered with the TV 4900 and TV4500 screed, featuring a basic width of 2.5 m that is hydraulically extendible to 4.9 m. Bolt-on mechanical extensions of 850 mm or 1050 mm on either side of the screed offer a paving width of 6.5 to 7 m. The paver's tamping and vibration arrangement is in line with the Ministry of Road Transport and Highways and accepted international specifications. Ammann

offers either an LPG burner or a diesel burner for screed heating.

The Indian government's plans to increase road construction from its current level of about 23 km a day to an eventual 50 km a day have made road pavers, particularly sensor pavers, increasingly important for projects around the country.

While rural roads use mechanical pavers, highway constructions are mainly using sensor pavers which give better quality in road construction. Mechanical pavers are the most economical and efficient solution while sensor pavers are advanced pavers with intelligent monitoring systems. Mechanical pavers, though economical, cannot provide a smooth finish to the surface. In turn, this affects the traffic flow of the highway and increases maintenance requirements on the finished road. Sensor pavers have intelligent operating technology that helps control the machine in terms of mat thickness as well as the level of the finished road.

"We're seeing an increased interest in sensor pavers that help contractors do more with less such as the



Dimitrov Krishnan
Managing Director and
CEO, Volvo CE India

P5320ABG tracked paver, which delivers a basic paving width of 2.5m," says **Dimitrov Krishnan, Managing Director and CEO, Volvo CE India.** "We attribute this to the pressure on contractors to increase productivity both in the size of the roads they build and the speed at which they complete them."

Challenges

High Initial Investment: Despite



their numerous advantages, the high upfront cost of sensor pavers remains a significant hurdle for widespread adoption. Many construction companies, especially smaller ones, find it challenging to make the initial investment required for these technologically advanced machines.

Skilled Labour Shortage: The



operation of sensor pavers demands a certain level of technical expertise.

The shortage of skilled labour proficient in handling these machines poses a challenge to their effective utilisation. Addressing this skill gap is crucial for maximising the potential benefits of sensor pavers.

Infrastructure Bottlenecks:



While the sensor paver market is evolving rapidly, there are

infrastructure bottlenecks that hinder its seamless integration. Inadequate connectivity, especially in remote construction sites, can affect the real-time data exchange and functionality of these machines.



“Also, sensor pavers have intelligent operating technology that helps the machine meet the desired mat thickness mat level and required grade unlike regular pavers that simply follow the undulations of the road base and are therefore unable to give a smooth finish to a paved surface,” he explains.

In keeping with this increased interest, Volvo CE has introduced innovations on the P5320ABG such as load-sensing hydraulics and an automatic hydraulic track tensioner.

In Karnataka, **P Prabhakar Reddy**, a public works contractor, has used the P5320ABG (with two DD100 asphalt compactors and four DD90 double-drum compactors) for a string of projects including the 344-km NH-167 that stretches from Hagaribommanahalli in Karnataka to Jadcherla in Telangana and a road that connects to the new terminal at Kempegowda International Airport in Bengaluru. Ease of operation paving quality and hassle-free operations are among the key reasons why Reddy opted for the paver.

“Anyone can operate a Volvo machine with ease; that is a definite

advantage because we face constant pressure on margins and the availability of skilled manpower” he says.

“All Volvo equipment delivers outstanding performance particularly the Volvo P5320B ABG. We get the excellent finish we look for in every project without fail.” Another in-demand Made in India sensor paver from Volvo is the wheeled P4370B ABG which delivers a basic paving width of 2.5m. Pave Assist, which is powered by Volvo Co-Pilot an on-board computer and display providing real-time data to monitor the progress and output of the paving job, is available for both models.

“Imported sensor pavers from Volvo include the units offering maximum paving widths of 9m 10m 13m and 16m of which the most popular is the P6820C ABG (offering paving widths of 2.5m to 10m),” says Krishnan.

The Indian market has the presence of technologically advanced pavers with the presence of many national and international manufacturers. Volvo CE, a global player in pavers that has a manufacturing facility in India, offers tracked pavers (P6820C ABG and P5320B ABG) and wheeled pavers

(P4370B ABG). Krishnan comments, “Volvo CE is widely regarded as one of the leading innovators in the field of construction equipment and we are proud to be driving advances in the technology of existing road construction machines, like pavers with sensors – P4370B ABG and P5320ABG.”

Both the P4370B ABG and P5320ABG sensor paver models are made at Volvo’s Bangalore plant.

They deliver maximum paving widths of 7 m, a paving output of 600 tonne per hour and are powered by an 88 kW engine, which delivers high power with minimal noise and low fuel consumption. The P4370B ABG is a wheeled sensor paver that delivers a basic paving width of 2.5 m, while the P5320B ABG is a tracked sensor paver that delivers a basic paving width of 4.5 m.

The P5320B ABG also boasts innovations such as load-sensing hydraulics, so that hydraulic output is perfectly matched to all components. An automatic hydraulic track tensioner delivers smoother operation while simultaneously reducing wear and



downtime. The Volvo Omni V screed provides variable width on the go. The electronically-ignited gas heating system, designed with flame failure protection, quickly and efficiently heats the screed plate, while the LPG blower burner system provides uniform heat for a smooth mat finish, with quality pre-compaction.

Volvo's range of sensor pavers available in India also includes units built at the company's German factory. The most popular is the P6820C ABG, which offers paving widths of 2.5 m to 9 m. Volvo Variomatic screeds provide customers with hydraulically-extending widths. The machine can also be configured with manual screeds. The P6820C is powered by a 142 kW engine and has a paving output of 700 tonne per hour. Volvo expects healthy and consistent demand for the P4370B ABG, the P5320B ABG, the P6820C ABG, and its range of other sensor pavers for the foreseeable future.

Ramesh Palagiri, Managing Director & CEO, Wirtgen India, echoes the same as he says, "In highway segment, use of sensors pavers plays a very important role in getting the right levels and grades when building the roads. The final finish of the road depends, to a great extent, on the accuracy delivered by these pavers, in addition to the mix quality and temperature at which it is laid and also compaction."

A few of the trends that are shaping the industry are:

Integration of IoT and Artificial

Intelligence: One of the most significant trends in the sensor paver market is the integration of Internet of Things (IoT) and Artificial Intelligence (AI). Smart sensor pavers, equipped with sensors and AI algorithms, can dynamically adjust to changes in the construction environment. This not only optimises the use of resources but also enhances the overall quality of road construction.

Eco-friendly paving solutions:



With a growing focus on environmental sustainability, the market has witnessed a surge in demand for eco-friendly paving solutions. Sensor pavers that incorporate recycled materials and adhere to green construction practices

are gaining traction.

Governments and contractors alike are recognising the importance of reducing the carbon footprint of road construction projects.

Automation and remote operation:

Automation has become a buzzword in the construction industry, and sensor pavers are no exception. Recent advancements allow for remote operation and monitoring of these machines, minimising the need for on-site personnel and improving safety. This trend is reshaping the work environment and opening new possibilities for efficiency and cost savings.

"Purvanchal Expressway's Package 8 is 48-km long that lies in Gazipur district," elaborates **VK Chauhan, Civil Structural Engineer, Oriental Structural Engineers**. "The average labour used was around 2,000 per day, 1,000 skilled and 1,000 unskilled. About 300 engineers and supervisors were engaged in the project supervision. This is an access-controlled, six-lane expressway, designed to handle a speed of 120 kmph, and has an approximately

50-km service road for villagers, 32 underpasses, 11 minor bridges, three flyovers, one ROB, one-way side amenities and a toilet block. Two toll plazas and two interchanges have been provided for entry and exits."

"We have used three VSI crushers of 300tph for crushing aggregate; three hot-mix plants for asphalt mixes (240, 200 and 160tph); nine sensor pavers and around 12 compactors for paving; and one PQC paver for the rigid pavement at the toll plaza," reveals Chauhan. "For earthwork, we have used 60 excavators, 40 graders, 40 compactors and 250 dumpers. We have used five batching plants for concrete production and three plants of 250tph for WMM production."

Conclusion

As India navigates the road ahead, the sensor paver market stands as a pivotal player in shaping the nation's infrastructure. The recent trends, challenges, and opportunities underscore the dynamic nature of this sector. By addressing challenges, seizing opportunities, and embracing innovation, India can pave the way for a future where its roads are not just pathways but symbols of progress and sustainable development. The journey has just begun, and the sensor paver market is at the forefront, laying the foundation for a connected and resilient India.



Ramesh Palagiri
Managing Director &
CEO, Wirtgen India

INNOVATIONS IN CE TO MEET TOMORROW'S INFRA NEEDS

The significance of construction equipment cannot be overstated, as it drives efficiency, precision, and safety across projects of all magnitudes. Within the construction equipment industry, innovation is the crucial cornerstone for tackling evolving challenges and achieving sustainability objectives, says **Shalabh Chaturvedi, Managing Director - India & SAARC, CASE Construction.**

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In the realm of construction, equipment takes center stage as an essential catalyst for industry progress. Its significance cannot be overstated, as it drives efficiency, precision, and safety across projects of all magnitudes. These tools and machines not only expedite project completion but also ensure adherence to specifications, ultimately reducing costly errors and rework.

The global construction equipment market, valued at \$ 152,357.8 million in 2022, is poised for steady growth with a projected compound annual growth rate (CAGR) of 6.29 per cent throughout the forecast period, reaching an estimated total valuation of \$ 219,644.32 million by 2028. Continuous

innovation within this sector has led to the development of eco-friendly and energy-efficient machinery, aligning seamlessly with sustainable construction practices and environmental preservation. Within the construction equipment industry, innovation is the crucial cornerstone for tackling evolving challenges and achieving sustainability objectives.

Innovation: Meeting industry needs

To boost productivity and maintain

competitiveness, industry stakeholders must explore the transformative potential of innovative construction technologies. These innovations are set to reshape the sector in the years ahead.

Artificial Intelligence (AI): AI holds immense promise in the construction industry. It begins with the compilation of comprehensive, high-quality historical data, followed



by the implementation of machine learning to facilitate predictive modeling.

Robotics: The construction industry is undergoing a revolution with the deployment of robots that execute tasks swiftly and securely. They are currently integrated into various construction processes such as bricklaying, painting, and loading, with their prevalence expected to grow substantially.

Eco-friendly materials: Builders and contractors are increasingly deliberate in their selection of eco-conscious materials for construction projects. It's crucial to recognise that not every product labeled as "green" aligns with sustainability standards, making informed material choices essential. Amid heightened global concern about climate change and a focus on combatting global warming, various industries are redoubling their commitment to environmental sustainability. Anticipated revisions to emissions regulations will drive the development of construction equipment characterised by enhanced environmental efficiency and increased fuel economy.

The shift toward sustainable construction equipment

Alongside efforts to reduce emissions, a shift towards electric and hybrid vehicles is becoming increasingly evident, replacing traditional hydraulic and mechanical counterparts. Rental and leasing of construction equipment are also on the rise due to their cost-efficiency and maintenance benefits, with rental companies bundling professional machine operators and drivers to enhance convenience. Additionally, digitalisation, connectivity, and automation are ushering in a smarter era for the construction industry, with rental companies actively investing in advanced construction machinery to meet growing demand.

Within this landscape, CASE Construction Equipment stands out as

a prominent player. Our commitment to research and development (R&D) plays a pivotal role in shaping our design and manufacturing processes, ensuring that we remain at the forefront of sustainable construction equipment. Our focus on fuel efficiency for instance comes through in all aspects of the engine and machine.

The shift toward sustainable construction equipment is underpinned by compelling data and statistics, poised to revolutionise the construction industry. McKinsey's report reveals that construction equipment contributes to approximately 10 per cent of global greenhouse gas emissions. Embracing sustainable machinery, such as electric and hybrid solutions, presents a powerful opportunity to significantly curtail the industry's carbon footprint. Moreover, research from the International Council on Clean Transportation suggests that the electrification of construction equipment could yield a remarkable 30 to 40 per cent reduction in total cost of ownership over a decade. These figures underscore the profound potential of sustainable construction equipment to deliver environmental and economic advantages.

The road ahead

The construction industry, a cornerstone of socio-economic growth, grapples with persistent challenges such as time and cost overruns and significant waste generation. It also bears a substantial environmental burden, contributing to carbon emissions and the depletion of natural resources. Traditional practices fall short in addressing these concerns, necessitating a reimagining of construction processes. However, this sector holds immense potential for sustainable development that aligns with greener initiatives.

Moreover, we've incorporated telematics and safety control mechanisms into our products,

enabling operators to utilise our equipment with increased efficiency, safety, and comfort. Safety is paramount in construction, and our dedication to enhancing operator safety aligns seamlessly with our sustainability objectives. Advanced telematics system in CASE's machines for instance, provides fleet managers and business owners with real-time alerts concerning machine conditions requiring attention.

Embracing eco-friendly practices can yield numerous benefits, including reduced energy consumption, increased use of renewable energy, minimised waste, conserved water resources, improved air and water quality, and reduced flood risks. Furthermore, such practices can curtail pollution emissions and mitigate noise and light pollution. This journey towards sustainability promises a brighter future for the construction sector and the planet at large.

The construction equipment industry is on a transformative path, driven by innovation. Original equipment manufacturers lead the way with cutting-edge technologies, eco-friendly solutions, and a strong focus on safety. As the global emphasis on environmental conservation intensifies, this industry is poised to meet the challenges of tomorrow's infrastructure demands. The adoption of AI, robotics, and eco-conscious materials is reshaping construction practices. Furthermore, the shift towards sustainable construction equipment, electric and hybrid vehicles, and enhanced digitalisation is indicative of a smarter and more efficient future for the sector.



ABOUT THE AUTHOR:

Shalabh Chaturvedi is the Managing Director for India & SAARC region for CASE Construction, a wholly-owned subsidiary of CNH Industrial N.V. In his role at CASE

Construction, he is responsible for providing strategic direction and leadership to the operations as well as expanding the brand's presence in the region.

FORGING AHEAD IN INDIA'S EQUIPMENT RENTAL LANDSCAPE

Premier Heavy Lift is strategically investing in mega crawler cranes with a lifting capacity exceeding 800 tonne.



From L-R: 1st row: Som Dutt Sharma (MD), Anil Kumar Chaudhary (MD)
2nd row: Siddharth Sharma, Anand Chaudhary

In the dynamic expanse of India's construction and heavy lifting sector, Premier Heavy Lift, a flagship within the esteemed Premier Group consortium, isn't merely navigating change; it's orchestrating a symphony of progress. Founded in 2007 by Anil Chaudhary and Som Dutt Sharma, the company commenced with humble origins, adorned with just two cranes.

Today, its evolution into an industry leader is marked not only by an impressive fleet exceeding 350 units but also by an ambitious vision — to ascend as the preeminent equipment rental company in India within the next five years.

Revamping for unprecedented excellence

Under the astute leadership of Mr. Chaudhary and Mr. Sharma, Premier Heavy Lift is poised for a transformative journey. Their commitment to ascendancy is underscored by an ambitious plan to rejuvenate the company's fleet. This strategic initiative involves the integration of the latest models of cutting-edge machinery, encompassing state-of-the-art crawler cranes, hydraulic cranes, and tower cranes. Simultaneously, the company seeks to fortify its soil engineering capabilities with advanced piling rigs, piling grabs, and trench cutters.

Chaudhary articulates, "Our ambition is unequivocal — to position Premier Heavy Lift as synonymous with premier and contemporary equipment in the industry. By elevating our fleet comprehensively, our aim is to proffer unparalleled solutions for diverse lifting and engineering needs."

Pioneering Public Presence

Looking toward the future, the directors have set their sights on taking Premier Heavy Lift public within the next five years. The IPO is envisioned as a strategic move to infuse additional funds into the company, facilitating immense growth and market dominance. This step not only aligns with the company's ambition to expand its reach but also signifies its commitment to transparency and accountability in the industry.

Sharma believes that "Becoming a publicly-listed company is a pivotal part of our growth strategy. It will provide us with the financial impetus needed to implement our ambitious plans and solidify our position as a market leader."

Venturing into specialised sectors

Anticipating significant sectoral growth, Premier Heavy Lift is strategically investing in mega crawler cranes with a lifting capacity exceeding 800 tonne. This foresighted move positions the company to meet the distinctive demands of the windmill sector and the oil and gas industry. The leaders acknowledge the potential for exponential growth in



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these sectors and are aligning their investments to cater to the specialised requirements of these industries.

Chaudhary notes, “Our investment in larger crawler cranes is a testament to our commitment to innovation and adaptability. We envision substantial opportunities in the windmill and oil and gas sectors, aiming to lead in providing specialised lifting solutions.”

Leadership legacy

Guiding Premier Heavy Lift is Business Head Deepak Sangle, a stalwart with over 25 years of industry experience. The leaders express unwavering confidence in Mr. Sangle's leadership and strategic prowess, recognising his pivotal role in steering the company through the intricacies of the heavy lifting industry.

“Deepak Sangle is a cornerstone of our success. His wealth of experience and visionary approach align seamlessly with our company's ethos. Under his leadership, we are poised to achieve unprecedented milestones,” affirms Sharma.

Next-gen excellence

Augmenting the seasoned leadership is the next generation of entrepreneurs from the families of Anil Chaudhary and Som Dutt Sharma. Anand Chaudhary, Siddharth Sharma, and Sachin Sharma, equipped with education from renowned institutions globally, bring diverse expertise in finance and project management. This infusion of talent from the next generation is poised to propel Premier Heavy Lift to greater heights, ensuring a seamless transition into the future.

Chaudhary adds, “The entry of the next generation marks a significant chapter in our journey. Their global education and expertise will be instrumental in driving innovation and ensuring sustained growth.”

Clients and collaborations

Premier Group collaborates with industry giants and public sector enterprises, including DMRC, LMRC, IRCON, L&T, Tata Projects, Adani, GE, Ultratech, PNC Infratech, ITD Cementation India, Sam India, and

SNC Group.

Holistic synergy

Operational under the umbrella of Premier Group, a consortium comprising multiple companies, Premier Heavy Lift leverages a holistic range of services and expertise. This consortium approach contributes to its position as an industry leader, emphasising the company's comprehensive understanding of the sector.

In summation, Premier Heavy Lift, guided by the vision of its leaders and energised by the next generation, is set to redefine India's equipment rental industry.

The strategic fleet revamping, foray into new sectors, IPO aspirations, and infusion of new leadership collectively underscore Premier Heavy Lift's commitment to excellence, innovation, and sustained growth. As the company charts its course for the future, it not only aspires to be the biggest equipment rental company in India but also to set new benchmarks for the entire industry.



DRIVING DYNAMICS

Hydraulic motors are integral to the driving dynamics of construction equipment, providing the necessary power, precision, and control for a wide range of applications.

DRIVING DYNAMICS

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Hydraulic motors are integral to the driving dynamics of construction equipment, providing the necessary power, precision, and control for a wide range of applications.



into mechanical energy, providing a reliable and powerful source of motion for heavy machinery. Unlike traditional mechanical systems, hydraulic motors offer a distinct advantage in terms of power-to-weight ratio, efficiency, and versatility, making them the preferred choice in modern construction equipment.

Applications across CE

The versatility of hydraulic motors is evident in their diverse applications across different types of construction equipment. Excavators, for instance, heavily rely on hydraulic motors for the precise movement of their digging arms and buckets. The ability to control these movements with precision is crucial in excavating, trenching, and grading tasks, reducing both time and labour.

Bulldozers, another staple in the construction industry, utilise hydraulic motors for efficient propulsion and blade control. The responsive nature of hydraulic systems allows operators to manipulate the dozer's movements with finesse, enhancing productivity and reducing the likelihood of errors.

Cranes, a symbol of vertical construction, leverage hydraulic motors for smooth and controlled lifting and lowering operations. The hydraulic systems in cranes provide the necessary strength and precision required for lifting heavy loads to towering heights.

Loaders, essential in material handling and site preparation, benefit from hydraulic motors in powering their bucket movements. The ability to

In the sprawling landscape of India's construction industry, where innovation meets the demand for rapid development, the unsung heroes powering progress are often hidden beneath the layers of concrete and steel. Hydraulic motors, a crucial component in construction equipment, have quietly become the driving force behind the nation's infrastructural evolution. This feature explores the transformative impact of hydraulic motors in the construction sector, shedding light on their applications, benefits, and the changing dynamics they bring to the industry in India.

The Rise of Hydraulic Motors

The construction equipment industry in India has undergone a remarkable transformation over the years, evolving from manual labour-intensive methods to highly mechanised and efficient processes. One of the key catalysts in this evolution has been the widespread adoption of hydraulic motors. These motors, powered by hydraulic fluid pressure, have become indispensable in various construction machines, ranging from excavators and bulldozers to cranes and loaders.

Hydraulic motors operate on the principle of converting hydraulic energy

adjust the speed and force of the bucket simplifies the loading and unloading processes, contributing to overall efficiency on construction sites.

Current market

The global hydraulic motors market was valued at \$7,874.29 million in 2020 and is expected to witness a CAGR of 4.50 per cent, during the forecast period, 2020-2025. Some of the major factors driving the growth of the market include the growing construction industry, agricultural sector, and mining industry, primarily owing to an increase in the consumption of base and precious metals. Additionally, consistent technological advancements are expected to offer growth opportunities for manufacturers. However, a shift in the focus toward electrification and adoption of electric motors in applications, such as oil and gas, and a few construction equipment is expected to hinder the market's growth.

S.M. Shah & Co offers denison hydraulic pumps, hydraulic gear pumps and hydraulic piston pump parts. **Sachin Shah of S.M. Shah & Co** said, "We offer hydraulic pumps, PTFE moulded products, hydraulic vane pumps, hydraulic valves, denison vane motor, orbital hydraulic motor, etc. In global market, we are recognised as one of the most dependable hydraulic motors exporters, importers and distributor."

Khoday Hydraulics is one of the largest manufacturers of hydraulics as well as system designers and manufacturers for oil and water hydraulic components and systems for industrial, mobile, marine and offshore use. **Minoo F Engineer, CEO, Khoday Hydraulics**, said, "With experience of 55 years in the field of hydraulics and special purpose equipment, we are in a position to provide spares, service and replacement for any make or type of hydraulic system. As we carry the largest stock of original imported spares and complete hydraulic assemblies, for the axial and radial piston pumps, motors and hydrostatic drives, we will

positively be in a position to help you with either servicing your hydraulic pumps and motors by replacing the original imported repair kit assemblies, or we can offer you a 1 to 1 replacement with an equivalent hydraulic systems and components, for your 5, 10, 20, 30, 40 or even 50 years old hydraulic systems or components."

Bonfiglioli has always pioneered the concept of integrated drive solution – the motor and the gearbox integration forming a unique system – with many advantages in terms of high-power density, compact dimensions, and application-based solutions. In addition to all these functional needs, the demand from the end-user market is also to have lower operating and equipment costs, which is also a challenge for system providers like us to have the highest technology motors with optimum costs.

The construction equipment is experiencing a giant revolution. Saving weight on some components could be fundamental to add some batteries or hybrid features without affecting the total machine gross weight. Space is equally important because we need to locate additional components, and so on. For all the above-mentioned reasons, we are keeping untouched the choice of plug-in hydraulic motors, but we are expanding the range of integrated solutions.

Hydraulic motors are among the most versatile systems used in mobile machines; this is true regardless of the final machine type, purpose, and application. Bonfiglioli classifies them into three big families: Orbit motors, Swashplate motors, and Bent axis motors. Each family of motors has unique performances, overall dimensions, cost, allowable pressure, flow range, and efficiency. All these parameters must be evaluated based on the operating conditions, applications, and specific machine functional requirements in order to select the appropriate solution, which provides the optimum performances for final equipment usages. A well-designed

hydraulic motor will boost speed performances, gradeability, and overall machine fuel consumption.

Bonfiglioli's product portfolio has an extremely wide range of solutions for track and wheel drive gearboxes. We must be able to match the right motor to the right gearbox in any possible case, and this implies that also our hydraulic motor portfolio must be as wide as possible.

The standardised geared motor variants of the LogiDrive systems from NORD are specially designed for intralogistics, parcel logistics and airport technology and are particularly suitable for reducing the number of versions. The compact design saves space and the lightweight aluminium housing enables weight savings of up to 25 per cent.

LogiDrive drive units comprise an IE4 synchronous motor with rated powers of up to 5.5 kW, a 2-stage helical bevel gear unit and a NORDAC LINK frequency inverter to be installed close to the motor. With class IE4 motor efficiency and system efficiency to class IES2, the drive units achieve excellent overall efficiencies - especially in the partial load and speed range. At the LogiMAT, NORD will be presenting the LogiDrive concept, also in combination with an energy-efficient latest generation IE5+ permanent magnet synchronous motor that has considerably lower losses than the current IE4 series. The compact and unventilated smooth-surfaced motor achieves its high efficiency, which at times is significantly above efficiency class IE5 over a wide torque range, making it optimally suitable for intralogistics applications and operation in the partial load range.

The frequency inverters from NORD Drivesystems regularly or permanently record drive and status data in order to optimise the operational safety and efficiency of machines and plants. Based on this information, concepts for predictive maintenance can also be developed. A fast, efficient and comprehensive

evaluation of analogue and digital data (measurements, signals, and operating parameters) by the intelligent PLC in the drive electronics forms the basis. The objective of predictive maintenance is to maintain machines and plants proactively and to detect changes at an early stage, reduce downtimes, and increase the efficiency of the entire plant. NORD Drivesystems uses a drive-based approach where intelligent algorithms and virtual sensors transfer information from condition monitoring to predictive maintenance. An example is the sensorless determination of the optimum oil change time based on the oil temperature.

The Economic Impact

Beyond the operational advantages, the widespread adoption of hydraulic motors in the construction equipment industry has broader economic implications for India. The increased efficiency and productivity offered by these systems contribute to faster project completion, allowing for more construction projects to be undertaken within a given timeframe. This acceleration in infrastructure development aligns with the Indian government's ambitious initiatives, such as the "Make in India" and "Smart Cities," aimed at fostering economic growth and urbanisation.

Furthermore, the efficiency gains translate into cost savings for construction companies. The reduced labour requirements, faster project completion times, and lower maintenance costs associated with hydraulic motors contribute to a more competitive and economically viable construction sector. These economic benefits ripple through the supply chain, positively impacting related industries, from manufacturing to logistics.

Challenges and Innovations

While hydraulic motors have become indispensable in the construction equipment industry, challenges persist. Environmental concerns, such as the leakage of

Benefits of Hydraulic Motors in Construction

Power and Efficiency: Hydraulic motors deliver high power density, meaning they can generate a significant amount of power relative to their size and weight. This attribute is crucial in construction equipment where compact and lightweight components are preferred to maximise mobility and efficiency.

Precision and Control: The precise control offered by hydraulic systems is unparalleled. Operators can finely manipulate the movements of construction equipment, ensuring accuracy in tasks such as digging, lifting, and grading. This level of control not only enhances productivity but also minimises the risk of damage to surrounding structures and environments.

Adaptability and Versatility: Hydraulic motors can adapt to a variety of applications, making them versatile across different types of construction equipment. This adaptability is a significant advantage in an industry where the requirements of each project can vary widely.

Durability and Reliability: Construction sites are demanding environments, exposing equipment to harsh conditions and heavy loads. Hydraulic motors are known for their robustness and durability, with fewer moving parts susceptible to wear and tear. This results in increased reliability and reduced maintenance costs over the long term.

hydraulic fluids and the disposal of worn-out components, raise questions about the sustainability of hydraulic systems. However, ongoing research and development efforts are focused on creating more eco-friendly hydraulic fluids and improving the overall environmental impact of hydraulic systems.

Innovation in hydraulic technology is also addressing the need for increased energy efficiency. Advancements such as variable displacement pumps and energy recovery systems are reducing the energy consumption of hydraulic equipment, aligning with global trends toward sustainability and energy conservation.

The Future Landscape

As the construction industry in India continues to evolve, so too will the role of hydraulic motors. The ongoing integration of smart technologies, such as sensors and telematics, into construction equipment is enhancing the capabilities of hydraulic systems. Real-time data collection and analysis enable predictive maintenance, minimising downtime and optimising equipment performance.

Additionally, the development

of electric and hybrid construction equipment is introducing new possibilities for hydraulic systems. Electric-hydraulic hybrid systems combine the efficiency of electric power with the strength and precision of hydraulic systems, offering a more sustainable and technologically advanced solution.

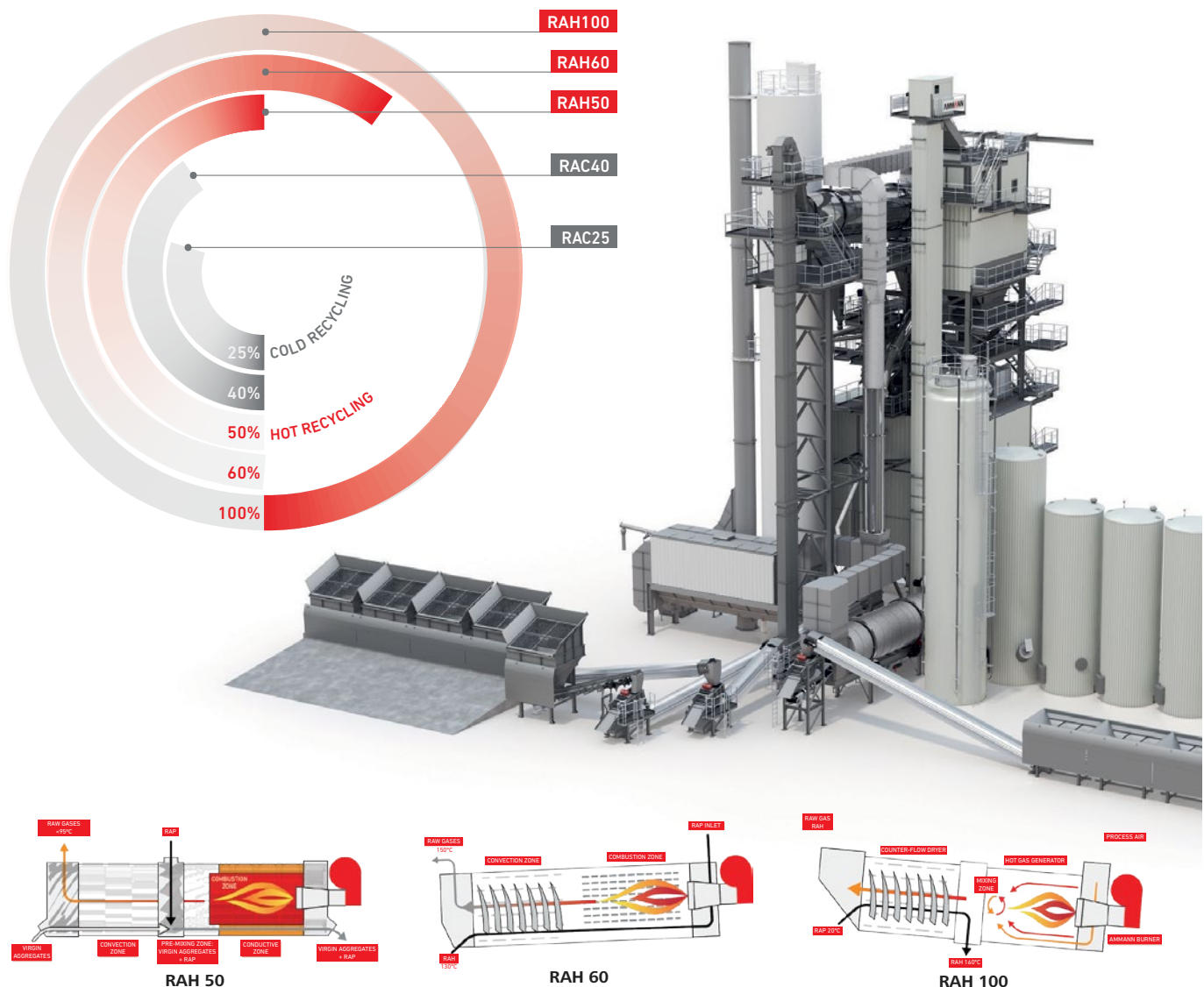
Conclusion

In the dynamic and rapidly expanding construction industry of India, hydraulic motors stand as a testament to the power of innovation in driving progress. From the excavation of foundations to the lifting of steel girders, these unassuming components play a pivotal role in shaping the nation's infrastructure. As technology continues to advance, the integration of hydraulic systems with smart technologies and sustainable practices ensures that the construction sector remains at the forefront of India's journey toward a more efficient, productive, and environmentally conscious future. The silent hum of hydraulic motors reverberates through construction sites, echoing the promise of a nation building its dreams on the sturdy foundations of progress.



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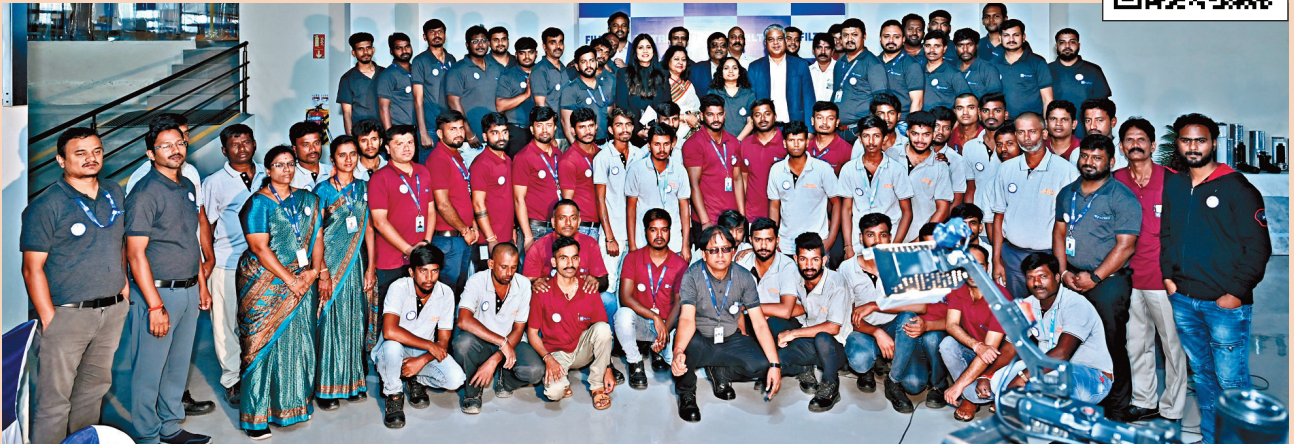
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FILTREC BHARAT'S NEW FACILITY

As Filtrec Bharat forges ahead with its commitment to innovation and sustainability, the collaboration with Schwing Stetter India sets a precedent for the industry.

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The grand opening of Filtrec Bharat Manufacturing cutting-edge hydraulic filter manufacturing facility was not just an inauguration; it was a celebration of innovation and a commitment to sustainable solutions. The esteemed presence of VG Sakthikumar, Chairman and MD, Schwing Stetter India, added a significant touch to the occasion.

In his address, Sakthikumar expressed his satisfaction with Filtrec's clean room factory, commending the company's commitment to producing high-quality hydraulic components. He applauded the energetic team of Filtrec, recognising their dedication to excellence and continuous

improvement in the realm of hydraulic products.

Sakthikumar's light on the challenges posed by the substantial infrastructure gap in India. He emphasised the need for more efficient machinery, capable of continuous operation with minimal downtime. Stressing the importance of durable components like hydraulic filters, he likened them to the lifeblood of construction equipment, ensuring uninterrupted and trouble-free operation.

Sakthikumar delved into the environmental responsibility associated with construction equipment. Recognising the industry's impact on air quality and carbon

emissions, he discussed the importance of creating machines that are not only efficient but also environmentally responsible. He highlighted the role of filters in proper disposal, recycling, and the future design of machines with minimal carbon footprint.

Adding to the excitement, Sanjay Agarwal, Managing Director, Filtrec Bharat, shared insights into the company's latest offerings. He announced the launch of several new filter products tailored for construction and mining equipment, presenting a comprehensive filter kit catering to excavators. Agarwal also discussed the robust market outlook for filters, driven by the high demand in India's ambitious infrastructure development plans.

As Filtrec Bharat forges ahead with its commitment to innovation and sustainability, the collaboration with Schwing Stetter India sets a precedent for the industry. The grand opening, coupled with the launch of new filter solutions, marks a pivotal moment in India's journey towards becoming a global hub for construction equipment manufacturing.



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USE OF AIR COMPRESSORS IN INFRASTRUCTURE

Electric and diesel-powered screw air compressors have become indispensable tools in the construction and infrastructure industry, providing a reliable compressed air source for various applications, writes **Ramesh Kumar G.**

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India's growth in 2023 and beyond will be driven by significant strides in key sectors, with infrastructure development being a critical force aiding the nation's progress. The infrastructure sector in India has experienced considerable growth and development in recent years, driven

by a combination of government initiatives, increased investment, and the need to support the country's growing economy. The growth in the infrastructure sector is essential for sustaining economic development and improving India's overall quality of life. As per the India Brand Equity

Foundation, the construction market is expected to reach \$1.42 trillion by 2027, expanding at a CAGR of 17.26 per cent during the 2022-2027 forecast period. This rapid growth is supported by new-generation tools and equipment that enable higher productivity at a lower operational

cost. Air compressors, both stationary and portable, play a crucial role in the infrastructure sector, providing compressed air for pneumatic applications. These air compressors are essential in the construction, maintenance, and repair work at infrastructure project sites.

This growth in the infrastructure sector is anticipated to boost the need for portable air compressors, presenting an attractive opportunity for air compressor brands such as ELGi to be part of the growth story. Electric and diesel-powered screw air compressors have become indispensable tools in the construction and infrastructure industry, providing a reliable compressed air source for various applications. Electric screw air compressors are the preferred choice of project managers for construction sites that have a reliable electrical supply. Electric portable air compressors offer benefits such as higher energy efficiency, lesser operational expenses, and lower environmental footprint. Additionally, electric compressors produce less noise, making them ideal for noise-sensitive construction sites. Their compact and portable design enables easy transportation and maneuverability at construction sites. Simultaneously, their ability to power various pneumatic makes them essential for construction tasks that require compressed air.

At construction locations where a consistent electrical power source might be missing, or mobility is essential, diesel-driven screw air compressors come into play. These compressors are typically mounted on trailers or skids, facilitating effortless transportation between construction sites. Designed to endure harsh dusty settings and rigorous construction tasks, diesel air compressors perform exceptionally well in challenging environments at infrastructure project sites. They provide enhanced versatility by functioning in remote or

The future of air compressors in India will likely be characterised by a shift towards energy efficiency, sustainability, and advanced digital technologies. This evolution will be driven by the growing need for compressed air in various sectors and the desire to reduce energy consumption and environmental impact. The Indian air compressor market is expected to adapt to these trends and offer innovative solutions to meet the changing demands of industries across the country.

off-grid areas with no electrical power supply. Diesel compressors often provide higher airflow and pressure capabilities, making them suitable for challenging construction tasks that require substantial compressed air output.

Here are some critical uses of air compressors in the infrastructure sector:

- **Pneumatic tools:** Air compressors power many pneumatic tools used in construction and maintenance work. These tools include pneumatic hammers, drills, wrenches, nail guns, and sanders.
- **Concrete and cement production:** In construction, air compressors operate equipment such as concrete pumps, cement mixers, and pneumatic vibrators. Compressed air helps convey and spray concrete, making construction more efficient.
- **Pavement maintenance:** Air compressors are used for tasks like crack sealing, pavement marking, and road surface repair. Pneumatic equipment is commonly employed for these applications.
- **Road construction and repair:** In road construction, air compressors are used to power equipment such as pneumatic rollers, which are

used to compact and smooth the road surface.

- **Bridge construction:** Air compressors are used for drilling, piling, cutting, and maintenance work. They power tools like pneumatic bridge deck vibrators, concrete vibrators, and riveting machines.
- **Tunnelling and mining:** In infrastructure projects that involve tunnels and mining, air compressors are used to operate rock drills, tunnel boring machines, shotcrete machines for concreting tunnel surfaces, and other pneumatic equipment.
- **Cleaning and maintenance:** Air compressors are employed for cleaning and maintaining infrastructure, such as removing dust and debris from construction sites, equipment, and structures.
- **Bridge and dam maintenance:** Air compressors are used to maintain and repair infrastructure such as bridges and dams. They power tools for inspection, repair, and corrosion control.
- **Pipeline construction:** In the construction of pipelines, air compressors are essential for tasks like trenchless drilling and pipe laying, de-watering, pigging, and sandblasting. They also power pneumatic drilling rigs and other equipment.

Air compressors are engineered for various capacity requirements and end-use, including stationary and portable models. The choice of compressor depends on the specific requirements of the infrastructure project. They are versatile tools that enhance efficiency, safety, and productivity in constructing and maintaining infrastructure.



ABOUT THE AUTHOR:
The article is written by Ramesh Kumar G, Vice President, Portables, Elgi Equipments.

SIAM Conclave Focuses on Building Resilient Supply Chain

Industry experts and leaders came together to address challenges in the supply chain.

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The Society of Indian Automobile Manufacturers (SIAM), the apex body of the automobile industry, hosted the Automotive Sourcing Conclave under the theme “Towards Building a Resilient Supply Chain”. The conclave addressed critical areas in the supply chain, including EV components, electronics and electricals, transmission systems, and metals.

The conclave witnessed active participation from several coveted speakers including senior government officials, Sourcing heads of Automobile companies, and experts from the automobile supply-chain.

Guest of Honour, Dr. Hanif Qureshi, Joint Secretary at the Ministry of Heavy Industries, Government of India, said, “SIAM and ACMA’s close collaboration with the Government of India, plays a pivotal role in shaping policies. The essence of these policies, particularly in the automotive industry, revolves around localisation, which is the heart



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of the Government’s approach. There is substantial potential for domestic value addition within the country. The growth trajectory is marked by advanced automotive components and R&D in this sector must be promoted.”

Guest of Honour, Anant Swarup,

Joint Secretary at the Ministry of Heavy Industries and the Department of Commerce, Government of India, said, “There is a greater possibility for further increased localisation in the Auto Industry and there is a potential to achieve this across OEMs.”

During the conclave, Swarup also inaugurated a digital showcase of localisation opportunities for the vendors in Indian auto sector.

Vinod Aggarwal, President of SIAM and CEO and Managing Director of VE Commercial Vehicles, delivered a special address. He said, “The process of localisation is poised to substantially reduce costs, generate more employment opportunities, and further enhance export. The conclave will help us to formulate a robust action plan, gaining insights on how we can localise and align our efforts with the government’s objectives.”



Inaugural session (L-R): Vikrampati Singhania, Sunil Kakkar, Anant Swarup, Vinod Aggarwal, Sumanta Chaudhuri and Sachin Kulkarni.

Sunil Kakkar, Chairman of SIAM Aatmnirbhar Bharat Sourcing Group and Senior Executive Director at Maruti Suzuki India, set the tone for the conclave with a welcome address, by saying, “This is the best time to invest and scale localisation for Indian auto OEMs and auto components manufacturers.”

Special addresses were given by Vikrampati Singhania, Vice President, ACMA, and Managing Director and Director, J K Fenner India, and Mr. Sumanta Chaudhuri, Principal Advisor, International Trade Policy Division, CII on Impact of IPEF on Automotive Sourcing.

During session themed on “Trends in Automotive Transmission,” Sachin Kulkarni, Co-Chairman SIAM Aatmnirbhar Bharat Sourcing Group and Senior Executive Director at Skoda Auto Volkswagen India, commenced the session with an insightful opening address by adding, “The demand for Automatic transmission is growing in India. SIAM, ACMA, and Indian Government need to form one team to work together to promote localisation of Automatics in India,” which set the tone for a deep dive into the dynamics shaping the automotive transmission landscape.

In the session themed on “Special-



Session 2 (L-R): Mayank Mehrotra, Kedar Rele, Sanjeev Maini, Badrish Sinha, Sanjay Agarwal, Animesh Sinha and RV Dalvi.

ised Metals and Raw Materials for Auto Sector” wherein Badrish Sinha, Co-Chairman SIAM Aatmnirbhar Bharat Sourcing Group and Vice-President - Purchasing, VE Commercial Vehicles, said, “Indian steel mills have the competency and efficiency to compete with global markets and by working closely with the steel mills we can reduce steel imports.”

Esteemed panelists including Sanjeev Maini, HOD, Metallurgical Engineering, Bureau of Indian Standards; Sanjay Agarwal, EVP and Business Head, Long Products, JSW Steels; Animesh Sinha, Chief of

Marketing and Sales – Automotive, Tata Steel; RV Dalvi, Director-Technical, Sunflag Iron & Steel Company; and Kedar Rele, Managing Director, Umicore India, presented their thoughts and ideas on the topic.

During the Session themed on “Opportunities in EV Components, Electricals, and Electronics Supply Chain”, wherein Veeraraghavan R, Co-Chairman SIAM Aatmnirbhar Bharat Sourcing Group and Senior Vice President - Strategic Sourcing, Mahindra & Mahindra, said, “Considering the growing demand of electronics, this is a very critical area for us as an Industry to localise. We also need to secure our supply of semiconductors.”

Harendra Saksena, Chief Purchasing Officer, Ather Energy, added, “There is a huge market in two-wheeler in India. EV adoption of two-wheeler will go to 60 per cent by 2030, which will create huge demand for electronics and electricals in the segment.”

The session, moderated by Rahul Kapur, Partner, Grant Thornton Bharat LLP, saw active participation from distinguished panellists including Prashanth Doreswamy, President and CEO, Continental India; Archit Agarwal, Corporate Head for Sourcing, Minda Corporation; Amardeep Punhani, Senior Director R&D, Digital Design, NXP Corporation; and Prithvideep Singh, General Manager, CDIL Semiconductors.



Session 1 (L-R): Venkateswaran D, Som Kapoor, Sachin Kulkarni, Rajnish Pandey and Hirendra Divgi.

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14 th Cement EXPO	15 th December	10:00 am - 5:00 pm
9 th Indian Cement Review Conference	14 th December	10:00 am - 5:00 pm
9 th Indian Cement Review Conference	15 th December	10:00 am - 1.30 pm
7 th Indian Cement Review Awards	15 th December	2:30 pm - 4:30 pm



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Eicher launches non-stop series of heavy-duty trucks

Eicher Trucks & Buses, a business unit of VE Commercial Vehicles Limited, announced the launch of the Eicher Non-Stop Series, a new range of heavy-duty trucks meticulously designed for the fast-evolving long-haul transportation in the country. The Non-Stop series encompassing four new Heavy-Duty trucks are equipped with powerful and fuel-efficient engines and supported by a connected service ecosystem to deliver enhanced performance and superior Uptime to fleet owners. The Eicher Pro 6019XPT, tipper; Eicher Pro 6048XP, haulage truck; Eicher Pro 6055XP and the Eicher Pro 6055XP 4x2, tractor-trucks complement Eicher's extensive line-up of Heavy, Medium and Light Duty trucks and buses.



Commenting on the launch, Vinod Aggarwal, MD & CEO, VECV, said, "We take great pride in introducing the Non-Stop range of HD Trucks that will set new industry standards, representing our dedication not only to our customer's success but also towards improving efficiency and cost of logistics in our country. Backed by our industry-leading Uptime Center and MyEicher App, this new range will deliver more productivity and profitability for Eicher customers."

Tata Motors unveils facilities to develop hydrogen propulsion technologies

Tata Motors, India's largest automobile company, unveiled two state-of-the-art & new-age R&D facilities for meeting its mission of offering sustainable mobility solutions. The unveilings constitute of engine test cell for development of Hydrogen Internal Combustion Engine and the necessary infrastructure for storage and dispensing of Hydrogen fuel for the Fuel Cell and H2ICE vehicles.

These facilities are yet another step forward from the company towards carbon neutrality, while tapping the strong potential of Hydrogen as a clean energy source.

Goodyear shedding off-road tyre business in shakeup

As part of a strategic overhaul to improve profitability, Goodyear Tire and Rubber said that the company will sell its off-the-road equipment tyre business, along with its chemical business and its Dunlop brand.

"Our transformation plan represents a clear path to create a more profitable and focused Goodyear," said Goodyear Chairman, CEO and President Richard J. Kramer, who will step down at year-end. For off-the-road applications, Goodyear sells specialised tyres in the mining and construction.

Bridgestone's Indore plant rolls out 100 millionth tyre

Bridgestone India, part of Bridgestone Corporation, a global leader in tyres and sustainable mobility solutions, today announced a remarkable milestone as their Indore plant reaches the historic production of its 100 millionth tyre. This momentous achievement coincides with Bridgestone India's silver jubilee, marking twenty-five years of successful operations in the country. Bridgestone India commenced operation in 1998 with the Indore plant going on stream. The production of the 100 millionth tyre at Indore underscores



Bridgestone's dedication towards serving the Indian market.

Stefano Sanchini, MD, Bridgestone India, said, "This is a major milestone for Bridgestone India, and it comes at a perfect time, coinciding with our silver jubilee. It is heartening to see the pride amongst some of our people who brought out our first tyre manufactured in India 25 years ago."

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JCBL fulfils Ashok Leyland order in record time

JCBL Limited, a prominent player in the mobility solutions industry, is pleased to announce its latest accomplishment. The company has completed a significant contract from Ashok Leyland within an unprecedented timeframe.

This remarkable agreement was successfully executed, meeting the client's unique challenge of delivering a total of 70 water tankers within this tight timeframe while ensuring stringent quality standards were upheld. The challenge was met head-on and the products were delivered within a month as

a testament to JCBL Limited's rapid high-quality manufacturing capabilities.

This notable development reaffirms JCBL Limited's unwavering commitment to providing top-notch mobility solutions and its capacity to fulfill the diverse needs of its valued clients. The order was executed at JCBL Limited's state-of-the-art manufacturing facility in Chennai. With a maximum production capacity of approximately 40-50 units per month, the plant proved its efficiency and capability in meeting the demands of this substantial project.



JCBL's successful execution of this order marks another noteworthy achievement, as the company had previously delivered a similar order of 40 units to Ashok Leyland in the previous year. This reasserts JCBL's reputation as a trusted partner capable of consistently meeting and exceeding the expectations of leading OEMs in the industry.

Area partners with manufacturer of scroll compressors

Spanish OEM Area Cooling Solutions has announced a new partnership with Xuanke, a manufacturer of transcritical CO₂ (R744) scroll compressors for refrigeration, high-pressure and mobile cooling. According to Area, the components will be used in its new line of transcritical CO₂ inverter units.

"Our experienced team will support you during the development of your new units, featuring a package with inverter drivers and specific controls," it added. Xuanke's line up of CO₂ scroll compressors consists of six models – three vertical and three horizontal – that offer an evaporating range of -20 to 19°C (-4 to 66°F).

BharatBenz, iQuippo tie-up to provide digitalised solutions



Daimler India Commercial Vehicles (DICV), the subsidiary of Daimler Truck AG (Daimler Truck), announced a strategic partnership with iQuippo to offer digitalised solution for customers of pre-owned BharatBenz commercial vehicles. iQuippo is India's leading physical and digital marketplace for preowned vehicle sales with evaluation and funding options. This collaboration will provide value-added support to BharatBenz customers to exchange their used vehicles with lesser turnaround time.

Kohler unveils KDH hydrogen engine

Kohler Engines has unveiled its new KDH direct injection hydrogen-powered internal combustion engine.

The hydrogen engine is based on its KDI 2504 TCR derivative engine, which uses conventional combustion engine architecture but replaces diesel with hydrogen. From an environmental point of view, the combustion of a hydrogen engine is cleaner than a standard diesel engine.

Kohler says the KDH is intended to be a drop-in replacement for the diesel variant. OEMs can expect compatibility with existing machine platforms as the engine platform of the machine will keep the same cooling circuit, power take-off and flywheel, engine mounting points, and intake line.



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LANDMASTER'S INDUSTRY PRO UTVS FOR CONSTRUCTION

Landmaster has rolled out new commercial-grade utility vehicles through the Industry Pro UTV line for construction, industrial and rental applications.

The lineup features nine models, including two-passenger, four-passenger, long bed and sports field management options. Customers can choose between gas or lithium-ion-battery-powered vehicles.

Industry Pro UTVs come equipped with standard four-wheel hydraulic disc brakes, a three-point seatbelt, a Marine-grade foam seat, ROPS-certified rollover protective cages, automotive-grade greaseable ball joints and bushings, heavy-duty shocks, a front bumper, backup alarm, horn, strobe light and taillights. Customizable speed options of 15 or 24 miles per hour are available. Landmaster partners with Vanguard Motors, Timken Motors and Shaeffer Transmissions.

"We have designed this vehicle lineup to match the most demanding usage and environments and provide a proven one-stop solution to commercial equipment dealerships across the US," says VP of Sales and Marketing Dustin Noble.

Gas Models: The Pro 5, Pro 7, Pro 7 Crew and Pro 7 XL long bed are powered by a Vanguard V-Twin EFI engine with a three-year warranty.



Lithium-Ion Electric Models: The Pro E, Pro E Crew and Pro E XL feature an HD 600-amp high torque electric motor and on-demand four-wheel drive. The units have a 1,000-pound cargo bed capacity and a towing capacity of up to 1,750 pounds. The lithium power plants produce up to a 50-mile range with a 6- to 8-hour charge cycle. The battery has a 10-year lifespan, weather-sealed electrical connections and a five-year limited warranty.

Field Management Model: The RVR 4x2 low-clearance vehicles provide "the largest towing and cargo capacity in the industry," Landmaster

says. It also offers standard power steering, adjustable bucket seats and front and rear 2-inch hitch receivers.

Andy Carney, Director of Commercial Sales, adds, "The Industry Pro line of commercial vehicles represents everything we've learned over multiple years of supporting construction, industrial and fleet customers with work vehicle solutions. Safety as the No. 1 priority, durability and best-in-class ease of maintenance combined with easy, quick access to service parts and technical assistance will help minimise downtime and keep our commercial customers running safely and efficiently."

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TRIMBLE INTRODUCES GNSS HEADING RECEIVER

Trimble's new MPS566 Modular GNSS heading receiver is designed to deliver accurate positions and orientation for precision heading work in marine construction and pile driving operations.

The compact and ruggedised receiver comes equipped with built-in dual GNSS antenna ports and constellation-agnostic Trimble ProPoint. Trimble says the MPS566 consumes low power and has minimal cabling, a benefit when installation space is limited.

Real-time GNSS correction options, including Trimble CenterPoint RTX, enable the MPS566 to deliver measurements down the centimeter level. The integrated 4G/LTE cellular modem makes it easier to use base-station-free IBSS/VRS on-site and communicate with the receiver via the internet. The receiver can also be used as an internet gateway for file transfer—including construction design files—and remote support, Trimble says, saving time and money.

When paired with Trimble Marine Construction software, the receiver helps operators achieve accurate, efficient dredging using a long-reach excavator, cutter suction dredge, wire

crane or trailing suction hopper dredger. The all-in-one unit provides positioning, heading, and pitch and roll for marine construction projects, including dredging, block and structure placement, barge monitoring, beach replenishment and before and after construction surveying.

"The new MPS566 receiver is all about accuracy and rugged simplicity, making it easier to work in difficult environments—such as busy port facilities—when below the waterline precision is extremely important," said Kevin Garcia, general manager of civil specialty solutions for Trimble. "This receiver is designed to be powerful, precise, rugged and easy to use. Even

on remote solar installations, it can be configured so equipment operators can focus on the task at hand."

The MPS566, when used with the Trimble Groundworks Machine Control System, can also provide precise locations for more accurate drilling and piling, even when GNSS multipath interference is present, according to Trimble. This is beneficial for meeting the accuracy and positioning requirements for renewable energy construction projects, including solar farms.

The Trimble MPS566 is expected to be available worldwide in the fourth quarter of 2023 through SITECH and Trimble Authorised Marine distributor channels.



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SANY'S FIVE NEW SMALL EXCAVATORS WITH UPGRADED FEATURES



Sany has unveiled five new small excavators upgraded for the North American market: the SY60C, SY75C, SY80U, SY95C, and SY135C. Sany says the five excavators get improved performance, functionality, maneuverability, and operation safety. The company says it also upgraded the overall appearance.

A 20 per cent taller cover achieves smoother aerodynamics and brings up the product's thermal balance by 8 per cent, the company says. The new cabin is equipped with intelligent controls, Bluetooth, and multi-functional key panels. The cabin sealing rate is up by 20 percent, according to Sany.

Additional upgrades include equipping two sets of auxiliary lines and one set of quick-change lines as well as a standard rear camera that offers a 15 per cent better field of view. Each new model, to begin hitting the market in 2024, has additional upgrades to highlight its machine size.

SY60C: At 6 metric tonne, the SY60C is designed for excavation, land clearing, and demolition. It delivers 55 net horsepower and reaches a dig depth of 13 feet. New to the machine is a smart touchscreen and an ePower

battery management module. An integrated one-touch start button and knob, an upgraded shovel that adapts to more construction conditions, and intelligent attachment matching have also been added.

SY75C: The next size up in the new models is the SY75C. Weighing in at 7.3 metric tons, this excavator is powered by a Yanmar 4TNV98C engine that delivers 58 net horsepower. It has a 14-foot 7-inch dig depth. Sany says the improved hydraulic performance is a new feature with the end of the auxiliary line being upgraded to a ball diverter. The updated model includes a standard floating shovel function with a new valve spool for smoother compound actions. Also, the upgraded cabin of the SY75C has moved the foot valve front for more legroom. **SY80U:** A multi-functional touchscreen integrating the radio and AC control and providing more convenient operation to match the switching of 20 types of accessories is included on the 8.8-metric-ton SY80U. With 74 net horsepower generated by its Yanmar engine, the excavator offers an optional 573-pound counterweight and 1.6-meter short bucket arm to increase

stability and versatility. **SY95C:** At 9.2 metric tonne, the SY95C offers a dig depth of 14 feet 2 inches and delivers 66 net horsepower. Options on the new model include an anti-explosive valve and a quick-change line. Also, Sany says the unit includes a standard floating shovel function, and the choices of standard 1.7-m and 2.1-m bucket arms to meet varied demands.

In addition, the SY95C's upgraded driving gear has two options of steel or rubber tracks to meet the requirements of various road conditions, and the 1.5-foot-tall shovel improves bulldozing efficiency.

SY135C: Topping off the five new models is the 14.8-metric-ton SY135C. Among the company's larger compact machines, the SY135C has a dig depth of 18 feet 1 inch. It is driven with 103.9 horsepower behind it. Operator comfort was among the improvements highlighted by Sany including an all-new armrest box design and interior color to give the machine a kind of futuristic vibe. As for operation, a hoisting function with dynamic and automatic weighing and lifting, including an overload alarm to achieve more precise and safe operation.



NAVIGATING THE SEAS OF BRANDING INNOVATION

Adlakha's journey is a harmonious blend of visionary business leadership, innovative brand strategies, and a deep commitment to societal betterment.

In the dynamic realm of marketing communications, Ajay Adlakha stands as a visionary leader, seamlessly blending his roles as an entrepreneur, author, and the driving force behind the Amazon best-selling book, "WHY NOBODY CARES FOR YOUR BRAND."

This insightful book, dedicated to thousands of entrepreneurs who grapple with the challenge of developing a lasting legacy brand, draws upon Adlakha's wealth of experience spanning over two decades. His journey has seen him navigate the diverse landscapes of large multinational corporations to entrepreneur-managed companies, providing a unique perspective on the intricacies of brand development.

Adlakha's entrepreneurial journey is marked by the founding of Infinity Advertising Services, a venture that later saw the collaboration of his brothers – Vijay and Tarun. The company, initially rooted in conventional advertising, is undergoing a



transformative shift, evolving into a process-driven technology company. This strategic pivot is poised to redefine industry standards and expand the company's global footprint, with plans for strategic tie-ups in the US and the Middle East.

Beyond the corporate realm, Adlakha's commitment to societal upliftment is evident in his foray into rural marketing. Under his leadership, the Rural Marketing Magazine, "Rural & Marketing," underwent a digital transformation, reflecting his dedication to bringing innovation to all corners of the nation. Acknowledgments,

such as being listed among the 50 Most Influential Rural Marketing Professionals by ACEF, underscore the impact of his initiatives.

At the heart of Adlakha's mission is "Brandshaala," a pioneering venture aiming to give back to society through podcasts and YouTube videos. The mission of "Brandshaala" extends beyond conventional business goals; it aspires to empower one million MSME entrepreneurs with the transformative power of branding. This commitment to social impact reflects Adlakha's belief in the ability of brands to not only drive business success but also contribute to the development of valuable and scalable enterprises.

The Amazon best-selling book, "WHY NOBODY CARES FOR YOUR BRAND," is a culmination of Adlakha's extensive experience and insights garnered from working with both large MNCs and entrepreneur-managed companies. It serves as a beacon for those entrepreneurs who are struggling to establish a legacy brand, offering practical guidance derived from real-world scenarios.

In essence, Adlakha's journey is a harmonious blend of visionary business leadership, innovative brand strategies, and a deep commitment to societal betterment. His multifaceted contributions, from shaping the marketing landscape to fostering educational initiatives and empowering.



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CONVEYOR

**1 | National Aluminium Company Ltd**

Details: GEM/2023/B/4214902 | Tenders are invited for Supply of impact idler, garl idler, flat idler, return idler, guide roller - conveyor belt idlers

Submission Date: 07/12/2023,

Location: Vishakhapatnam, Andhra Pradesh

Tender Value (₹): 262590

Contact: Asheerbad Panda, Port Area, Near Ore Handling Complex, Vishakhapatnam, Andhra Pradesh

2 | Uranium Corporation Of India Ltd

Details: 2/PE230654/1 ID: 2023_UCIL_174238_1 | Tenders are invited for Supply of return rollers For 1200mm width conveyor Belt

Submission Date: 08/12/2023,

Location: Kadapa, Andhra Pradesh

Contact: C Mathivanan-DGM, Purchase Dept ,Vemula Mandal, Ysr District-516349, Andhra Pradesh

3 | Housing And Urban Development Department, Government of Odisha

Details: 12/HUD (SAN) | Tenders are invited for Supply, installation & commissioning of conveyor belt with AMC for four years in 115 ULBs in the State of Odisha

Submission Date: 19/12/2023,

Location: Bhubaneswar, Odisha

Contact: Chief Engineer cum Addl. Secretary to Government, 3rd Floor, Kharavel Bhavan, Keshari Nagar, Bhubaneswar-751001, Odisha. sbmodisha2023@gmail.com

4 | Indian Army

Details: GEM/2023/B/4152457 | Tenders are invited for Supply of Expandable Conveyor Belt 40 Feet (Q3)

Submission Date: 25/12/2023,

Location: Bathinda, Punjab

Contact: 288 Coy ASC, Sup Depot Bathinda, Department of Military Affairs, Bathinda, Punjab

CRANE

**5 | Western Railway**

Details: 11235026 | Tenders are invited for Supply of Eot Crane 15 Ton

Submission Date: 15/12/2023,

Location: Pratapnagar, Gujarat

Contact: Principal Chief Material Manager, Churchgate, Mumbai, Maharashtra

6 | Central Railway

Details: 85236063 | Tenders are invited for Supply of one set of 03 EOT cranes

Submission Date: 18/12/2023,

Location: Mumbai, Maharashtra

Contact: Deputy Chief Material Manager (CWE), Matunga, Mumbai, Maharashtra

7 | Central Railway

Details: KYNLD-583-PRev-23-24-06C | Tenders are invited for AMC of Hydraulic Crane No.108 of Kalyan district for a period of Two years in Central Railway of Mumbai division

Submission Date: 12/12/2023, **Location:** Mumbai, Maharashtra

Tender Value (₹): 1653238

Contact: Senior Divisional Electrical Engineer (TrD), CSMT, Mumbai, Maharashtra

8 | Indian Coast Guard

Details: NA | Tenders are invited for Hiring of 16 ton crane (q3)

Submission Date: 13/12/2023, **Location:** Bhubaneswar, Odisha

Contact: Arjun E R-Logistics Officer , Bhubaneshwar, Odisha

9 | North Western Railway

Details: 60235235 | Tenders are invited for Supply of EOT Crane Capacity 30t/10t & 10/5 Ton

Submission Date: 07/12/2023, **Location:** Ajmer, Rajasthan

Contact: Principal Chief Materials Manager, Ajmer, Rajasthan

10 | Southern Railway

Details: 78236514B | Tenders are invited for Supply of EOT Crane - 10 Ton

Submission Date: 15/12/2023, **Location:** Chennai, Tamil Nadu

Contact: Deputy Chief Material Manager (CW), Perambur, Chennai, Tamil Nadu

11 | Eastern Railway

Details: 15235169 | Tenders are invited for Supply of electric overhead travelling crane of 30 tonne capacity as per attached annexure

Submission Date: 27/12/2023,

Location: Kolkata, West Bengal

Contact: Principal Chief Materials Manager, Kolkata, West Bengal

12 | Eastern Railway

Details: 15235145 | Tenders are invited for Supply, installation and commissioning of EOT crane, capacity: 10/5 T

Submission Date: 25/12/2023, **Location:** Kolkata, West Bengal

Contact: Principal Chief Materials Manager, Kolkata, West Bengal

DUMPER**13 | Municipal Council of Sangrur**

Details: E-tender/MC/Sangrur/2023-24/12 ID: 2023_DLG_112456_3 | Tenders are invited for Purchase of dumper plcer including truck chassis and 15 no. garbage container

Submission Date: 08/12/2023, **Location:** Sangrur, Punjab

Tender Value (₹): 2964000

Contact: EO, Sangrur, Punjab

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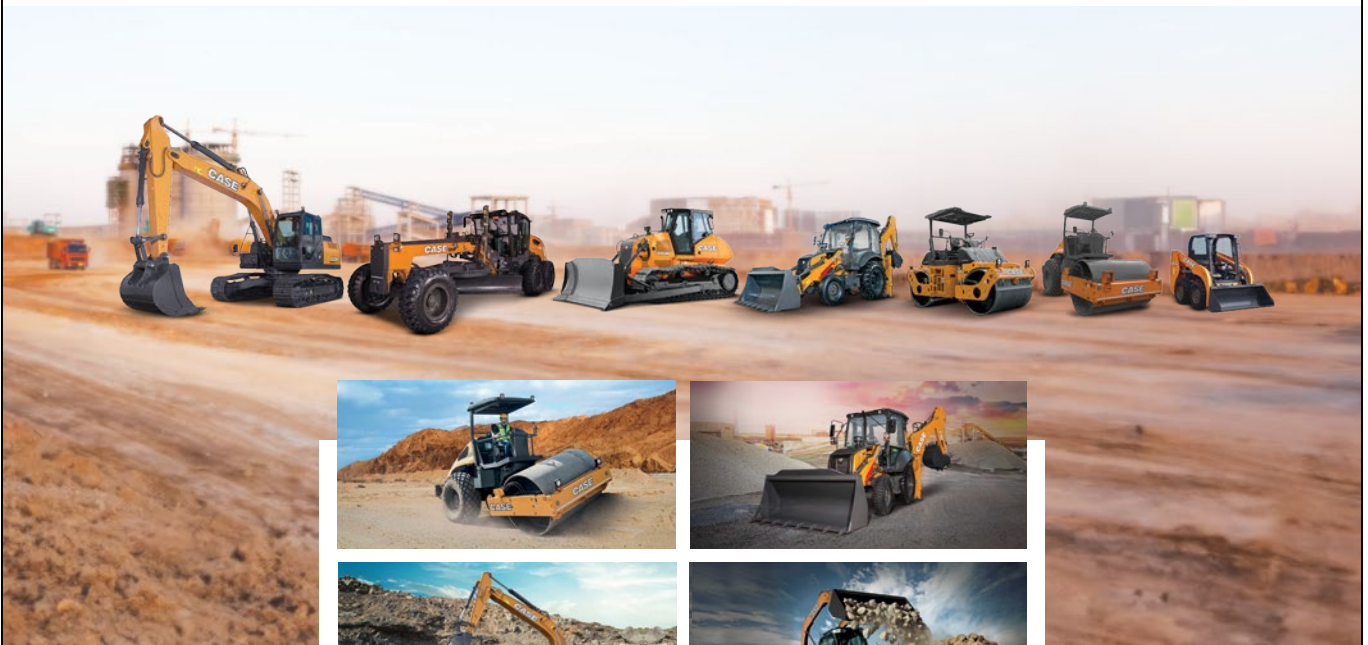
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