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India's First Infrastructure Equipment Magazine®

January 2025 • Vol. 17 No. 12

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SPECIAL REPORT:

- Bauma Conexpo...28

FEATURES:

- Tower Cranes...58
- Diesel Engines...70

RENTAL:

- Manavika Agarwal,
Stratmont Industries...68

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The 17th edition explores the imperative need for specialised training and development in an industry increasingly defined by technological complexity and innovation.

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- Skill sets for automation, telematics, and advanced tech
- Certification and upskilling for safety and efficiency

Expert Insights:

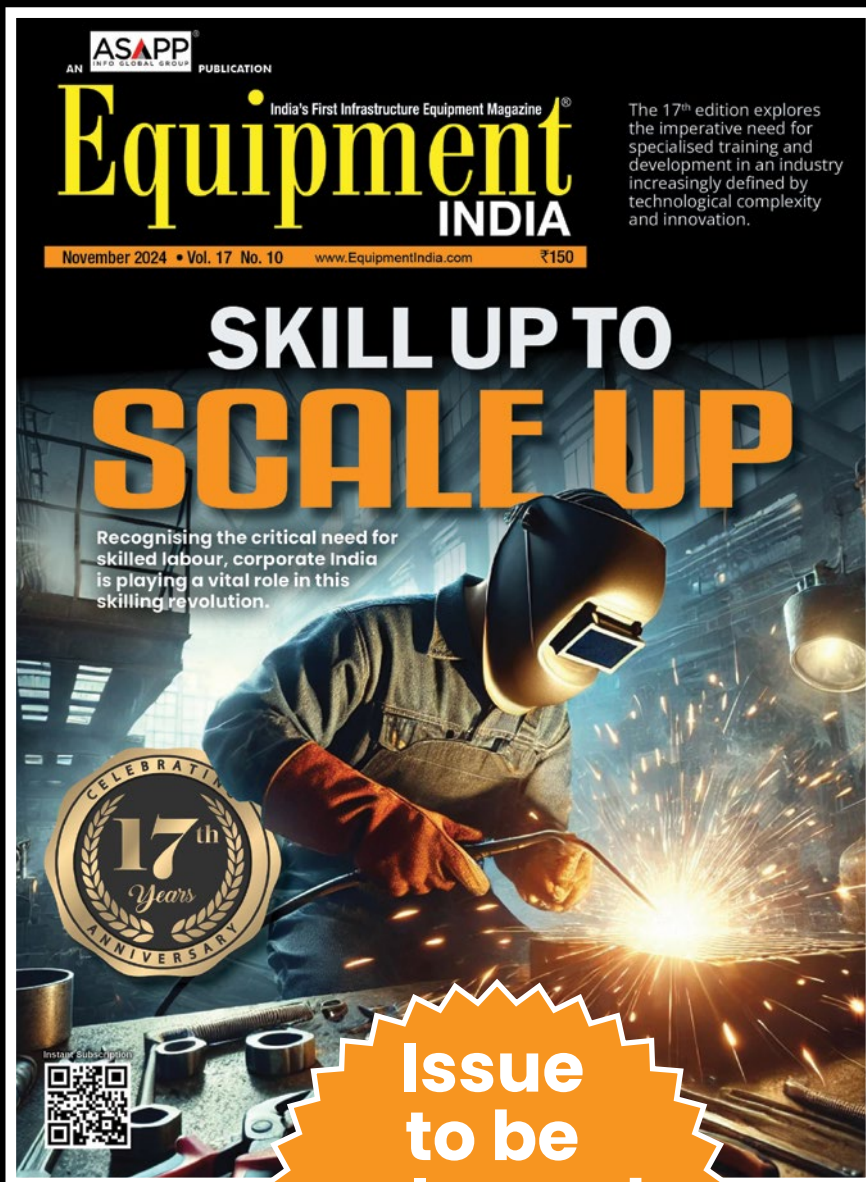
- Roadmaps for next-gen training
- Strategies for automation-ready professionals
- Case studies of workforce success

Industry Analysis:

- Market trends shaping skills demand
- Training's impact on performance and safety
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India's construction equipment market is poised to triple by 2030,
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CE 2025: A NEW DAWN AWAITS

India is the world's third largest market for CE with an industry size of around \$10 bn (FY24). The CE sector stands on the cusp of a remarkable transformation in 2025, poised to chart a course toward unprecedented growth. Fuelled by infrastructure investments on one hand leading to domestic demand and a competitive and progressive export opportunity on the other. India's CE exports, currently worth \$0.7 bn comprising 0.4 per cent of global CE market size, are projected to grow to \$3 bn by 2030. Given the muted global trade conditions, growth is only because of the increase in input costs which are caused by logistical issues, increased regulations and inflation. This is likely to change favourably with an end of hostilities.

The recently-concluded bauma CONEXPO India has set a new and inspiring benchmark for India's construction, mining, and infrastructure landscapes. The sheer scale of this event underscores its pivotal role in propelling India's infrastructure aspirations, perfectly in tune with the nation's bold ambition to rise as a \$5 trillion economy.

In his address at the inauguration of bauma CONEXPO, Nitin Gadkari, Union Minister for Road Transport and Highways, eloquently articulated India's swift evolution into a global infrastructure powerhouse. With colossal projects valued at Rs 70 trillion already underway, he called for an unwavering focus on technological innovation, a robust investment in research and development, and a wholehearted embrace of sustainable fuels to fuel the nation's continuing rise.

The theme of this year's edition, *Banayenge Viksit Bharat*, reverberated through every facet of the event, showcasing technologies that not only champion efficiency but also embody sustainability and resilience.

A transformative shift is also underway in India's CE sector with the adoption of Bharat Stage V emission and safety standards, set to take effect in January 2025. This monumental leap will elevate the Indian equipment market to a globally competitive stature, unlocking a wealth of export potential. As these stringent regulations take hold, a heightened focus on fuel efficiency and safety will open new doors for manufacturers who rise to meet international standards. Indian companies will now have the opportunity to penetrate markets in the EU, the US, and other regions where emission and safety concerns are paramount. With the advent of Bharat Stage V, the industry is poised for a surge in electric and hybrid machinery adoption, as manufacturers seek to meet the dual demands of compliance and customer desire for more eco-friendly solutions.

As we look toward the future, the March edition of Equipment India will mark a momentous occasion – our anniversary edition – with a spotlight on the theme of 'Skilling'. This special edition promises to be one for the history books, and we invite you not to miss it.

Moreover, the highly anticipated bauma Munich 2025 will take place from April 7-13, 2025. We will be unveiling a special supplement, INDIA NXT to be distributed at both bauma Munich and Hannover Messe events, and we urge you to participate. Meanwhile, Equipment India will be seen at Bharat Mobility in January in Delhi. So do visit us there. On January 22, 2025 we have the 3rd Metro Rail Conference in Mumbai. Sign up. Look for details in this issue.



Pratap Padode

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Cover Story: bauma ConExpo 2025 Shaping India's Infra Revolution

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bauma CONEXPO INDIA 2024 exhibition emerged as a landmark event in the construction, building material, mining, and construction vehicle industry.

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- Venkat Srinivas, Business Head, Trucks and Buses & Construction Equipment, Mahindra Group

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- VG Sakthikumar, Chairman and Managing Director, Schwing Stetter India

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- Alok Tripathi, President, TIL

"We see Southeast Asia as a key market." 42
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"Our smart factory focuses on digitalisation and automation." 43
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"We've been spearheading the electric revolution in India." 45
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"We have been experiencing a growth rate of 35%." 46
- Senthil Kumar, MD, Propel Industries

"We've launched a mobile long-replacer with a unique spherical motion." 46
- Jignesh Patel, MD, Dynemix India

"One key strategy has been to localise our products." 47
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"Caterpillar invests in new products for a reduced-carbon future." 48
- Amit Bansal, Director – Sales & Marketing, Building Construction Products (BCP) Division, Caterpillar India



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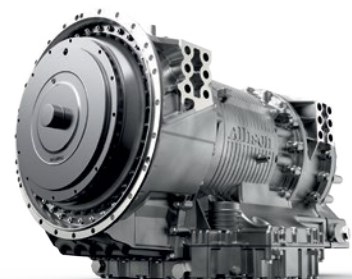
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Lifting the Skyline

76



Tower cranes, with their unmatched ability to lift heavy materials to great heights, are playing a critical role in this vertical expansion.

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Diesel engines are widely used in construction equipment due to their durability, efficiency, and power.

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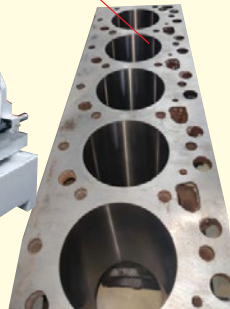
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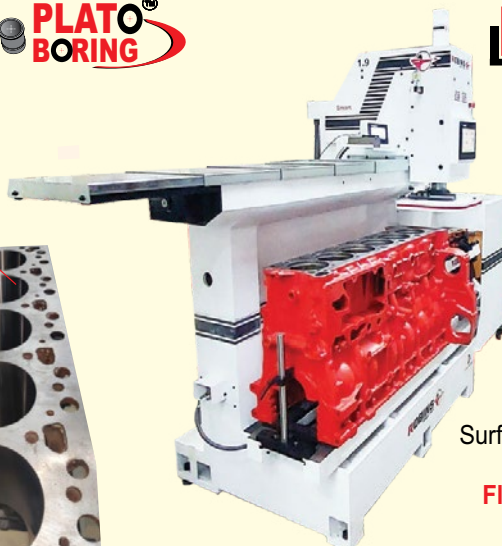
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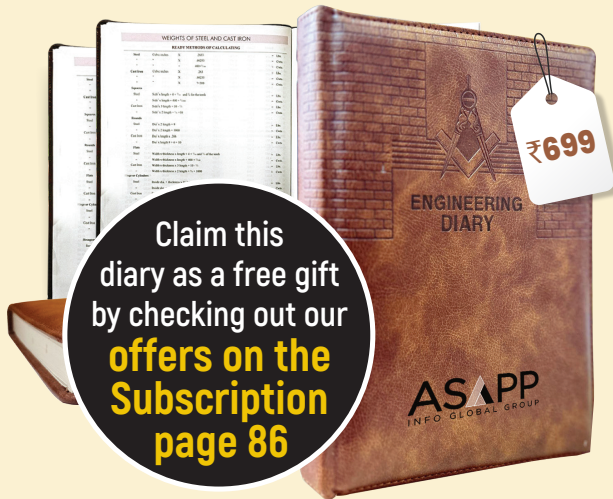
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ENGINEERING DIARY 2025



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WHAT'S UP

Greaves Retail's new range of light CE



At bauma CONEXPO, Greaves Retail announced the launch of its new range of high-performance electrified light construction equipment at bauma CONEXPO India. With sustainability at the forefront, this new range of equipment integrates cutting-edge electrification technologies to deliver zero-emission solutions, enhancing performance while lowering operational costs. This strategic move into the CE sector underscores company's commitment to delivering innovative, reliable solutions that prioritise environmental responsibility and sustainability. The newly introduced lineup includes: The mini excavator range from 2 tonne to 4 tonne category, equipped with a powerful Kubota engine, delivers superior performance with higher digging forces, making it perfect for heavy-duty excavation in challenging conditions.

Masaba launches new self-contained conveyor line

Masaba introduces its new line of self-contained hydraulic radial stacking conveyors. Fully designed and built by Masaba, these road and pit portable stackers are powered by their own 72 hp Yanmar onboard diesel hydraulic power unit, making them ideal for remote operations and job sites. The stackers are built to the same specifications as Masaba's traditional electric-powered versions, and not limited to lighter steel weights or brandless components.

Masaba self-contained stackers are currently available in a standard belt width of 91-cm and in standard lengths of 24.4 m and 30.5 m. The conveyors easily transport via a heavy-duty fifth-wheel hitch and they are easy to position with onboard lifting eyes. Masaba's current standard line of self-contained models delivers about 500 tonne per hour at an 18-degree incline.

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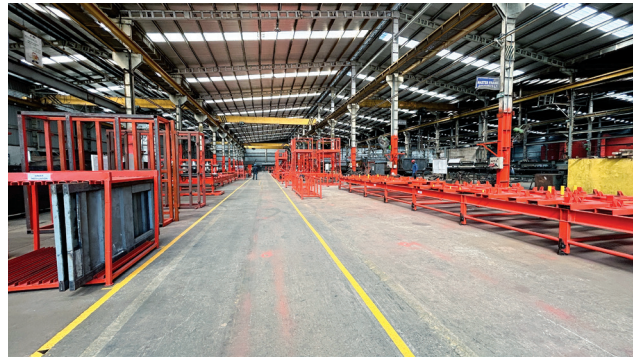
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JML expands Chennai plant with focus on sustainability

JCBL Marrel Tipplers (JML), a leader in the manufacturing of specialised trailers, POL tankers and bowlers, special application export-oriented containers, and components for the US & European market is pleased to announce the expansion of its state-of-the-art manufacturing facility in Oragadam, Chennai. This strategic move by JML, a JCBL Group company, underscores its commitment to meeting the growing demand for its diversified, technically complex, High-quality, and Value-added products while reinforcing its dedication to sustainable manufacturing practices.

The facility expansion will boost JML's production capacity by 25 per cent, enabling the company to better

serve its growing customer base. Additionally, this expansion marks a significant diversification in JML's portfolio, with a focus on delivering products across sectors including defence, automotive, navy, railways, construction equipment, petroleum transportation, mining, power transmission, and earth moving heavy fabrication components. Since expansion, JML has been able to increase its customer base significantly. In addition to scaling production, the move will generate



200 new local jobs and opportunities for around 40 new suppliers in the south zone, especially Tamil Nadu, further strengthening JML's contribution to the local economy.

More than 60,000 square feet of facility space has been built and made operational in the first phase in addition to its existing one lakh square feet facility.

Mahindra's CEV-V range!

Mahindra Construction Equipment Division (MCE), a part of the Mahindra Group, launched its latest offerings at BAUMA CONEXPO 2024, demonstrating their commitment to innovation and reliability. The new CEV5 range of Construction Equipment are set to redefine the standards in their respective categories, offering advanced features and compliance with the latest industry norms.

Mahindra pavilion at the India Expo Centre, showcases entire range of Mahindra BSV construction equipment like RoadMaster and EarthMaster, as well as the extensive truck range for construction segment - BLAZO X 48 CLS 10x4 Tipper, BLAZO X m-DURA 35 8x4 Tipper, BLAZO X 28 Transit Mixer with 7.5 cum capacity drum, FURIO 10 Fuel Bowser with 6KL capacity and BOLERO Camper &



Maxx Pik-up were on display.

Furthermore, it is powered with Mahindra IMAXX advanced telematics, providing strong control over the lower costs of ownership and higher fleet safety. The New CEV5 range of Construction Equipment: An upgrade to existing Earthmaster – Backhoe Loader & Roadmaster – Motor Grader with the higher power of 74 HP & 102 HP engine with CEV 5 emission standards.

ACE launches BS-V AX124 backhoe loader

Action Construction Equipment has made waves at Bauma Conexpo 2024 with the launch of its ground-breaking BS-V (CE-V) AX124 backhoe loader. Alongside this milestone debut, ACE showcased seven innovative products from its diverse equipment portfolio, reaffirming its position as a trailblazer in India's construction industry and its steadfast commitment to the "Make in India" initiative. ACE leveraged the 4-day expo as a platform to highlight its cutting-edge offerings, including the 75 Ton Rough Terrain Crane, 100-ton Crawler Crane, Aerial Work Platforms (AWPs), Telehandlers, BS-V 30 & 35 tonne mobile cranes, upgraded motor grader, and upgraded soil compactor. These products exemplify ACE's mission to revolutionise infrastructure.

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Caterpillar launches "services commitment" programme

Caterpillar showcased its world-class products, services, and advanced technologies to help customers build a better, more sustainable world, at the bauma Conexpo India 2024.

Caterpillar announces the launch of "Services Commitment" programme. Now as part of Customer Value Agreements (CVAs), Services Commitment represents service response guarantee and parts availability guarantee within an agreed timeframe. Caterpillar experts were on hand to provide more information, and customers took advantage of exclusive show offers.

Another exciting launch at Caterpillar's Services display is the Cat Central App, enabling customers



to order Genuine Cat parts at any time, and from anywhere. Cat Central also provides a range of additional benefits such as personalised features to find the right parts quickly, free in-app manuals, and more.

"Caterpillar is committed to offering customers an exceptional customer experience throughout the lifecycle of their equipment to

maximize their success. With the launch of Services Commitment program in India, Cat equipment will be easier to own," said Mani Rajan, Director Distribution, Bangalore District, Asia Pacific Distribution. "By offering Services Commitment as part of their Customer Value Agreements, Cat dealers offer comprehensive, integrated solutions that help customers improve efficiency and productivity when using Cat equipment."

In addition, Caterpillar is celebrating the 5th anniversary of Cat Financial operations in India. Caterpillar Financial Services India (CFSI), a subsidiary of Caterpillar Inc., is a Non-Banking Finance Company (NBFC).

Schwing Stetter secures major deals

Schwing Stetter India announced a 20 per cent revenue growth target for 2025 during its participation in bauma CONEXPO 2024 in New Delhi. The company showcased 45+ advanced machines, including 25 per cent new products - launched crushers (under the material handling category) and upgraded models across construction equipment, concreting, and batching plants.

The company forecasts that the concrete construction equipment market will experience steady growth in 2025, driven by government initiatives for ambitious infrastructure projects and a surge in construction activity post-monsoon season.

"This year's expo provided the perfect stage for us to unveil our latest innovations. The overwhelming response to our newly launched concrete mixers, pumps, plants, earth



moving, road machineries, specialised machineries and mining equipment, coupled with the significant orders received, reaffirms SSI's position as a leading provider of efficient and reliable construction solutions in India. And, with the addition of crushers, we now offer products of all five major segments for the CE industry," said VG Sakthikumar, Managing Director & Chairman, at the event.

TIL returns to bauma after eight years!



TIL made a triumphant return to Bauma ConExpo India under the Gainwell Group banner, marking a significant milestone in its transformation journey. The company showcased its revitalised market presence. TIL displayed a range of equipment, including the newly launched Snorkel A62JRT articulating boom lift, the updated Hyster TIL ReachStacker, and the N80A - a specialised article handling equipment used widely by India's Defence Forces (now available for retail customers).



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BKT to showcase off-highway tyre solutions at Bharat Expo 2025

BKT announces its participation in the Bharat Construction Equipment Expo 2025, scheduled to be held from January 19–22, 2025, at Greater Noida. The expo, organised by ICEMA in partnership with CII, falls under the broader Bharat Mobility Global Expo initiative supported by the Ministry of Commerce & Industry.

At Booth H1-A37, BKT will showcase a robust lineup of tyres engineered to meet the diverse demands of the construction and industrial sectors.

At the forefront of BKT's lineup is the BKT XL Grip Ultra, a high-

performance tire for heavy-duty tipper equipment. With its deep tread pattern and enhanced traction, this tire ensures superior stability and control in rugged conditions, making it the ideal choice for tipper equipment operators working in extreme environments.

The BKT AT 621 range, engineered for Backhoe Loaders in soft soil applications, features an extra-deep tread for exceptional resistance to cuts and chips, self-cleaning properties, and enhanced durability. Designed for 4WD configurations, it ensures dependable



traction and performance, even in the most demanding terrains.

The BKT Loader Plus, a bias-ply tyre, is purpose-built for backhoe loaders operating in rocky environments. Its specialized tread compound offers superior resistance to cuts and chips, making it ideal for tasks such as loading and dozing in harsh conditions.

Michelin strengthens presence in Delhi-NCR with 2 new dealerships

"Michelin, the world's leading tyre technology leader, has strengthened its presence in the Delhi – NCR region with the opening of two premium next generation dealerships. Strategically located in South Delhi's Lajpat Nagar and Noida's Sector 52, these advanced stores represent a significant step in Michelin's commitment to delivering unparalleled customer experiences and expanding its footprint in India.

These openings are part of Michelin's broader strategy to enhance its reach across India. With plans to inaugurate more dealerships in key markets, Michelin aims to solidify its position as a leader in the Indian tyre market by focusing on innovation, premium customer experiences, and sustainability. Michelin's latest initiatives in Delhi-NCR highlight its commitment to providing the best of tyre solutions while strengthening relationships



with trusted partners like BK Tyres and Resham Tyres. Together, they are paving the way for a new standard of excellence in tyre retail.

The South Delhi dealership, operated by BK Tyres, spans an impressive 1,500 sq. ft. and marks a major transformation of one of Michelin's oldest and most reputed dealers. With a legacy spanning over 50 years, BK Tyres has now evolved into a modern store designed to meet the premium needs of high-value customers. This luxurious dealership offers a curated selection of Michelin's world-class tyres.

Pai Machines acquires L&T CE facilities



Pai Machines, a newly established brand of Infra Bazaar Tech, has completed an asset purchase of L&T Construction Equipment's facilities, marking a significant expansion in the construction equipment sector. The acquisition, finalised in December 2024, includes a plant with a production capacity of 1,800 units and a 70-member team, including a 40-person product development group. The transaction enables Pai Machines to enter the construction equipment market with machines ranging from 25 to 75 lakhs in value. Founder Abhijeet Pai aims to leverage the acquisition to develop next-generation electric machinery.

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Hy-Brid Lifts hires new VP of sales and marketing

Hy-Brid Lifts, a leading manufacturer of aerial lift equipment, has appointed David Porter as its new vice president of sales and marketing. In this role, David will oversee the North American sales team and focus on identifying opportunities for growth and product development. He will play a key role in fostering customer relationships and advancing Hy-Brid Lifts' commitment to being a trusted partner for its clients.

In addition to managing the North American sales team, David will drive marketing initiatives and establish a dedicated product support team to



collaborate closely with the sales department. This team will provide direct assistance to customers,

Hitachi to supply circuit-breakers to Chubu Electric Power Grid

Hitachi announced that it received an order for five units of Hitachi Energy's sulfur hexafluoride (SF6)-free EconiQ™ 300 kV circuit-breaker from Chubu Electric Power Grid. This is the first project in Japan where SF6-free circuit-breakers will be installed at voltages of 275 kV and above. SF6 gas has excellent insulation and switching performance and has been used for decades in power grids. It also has a global warming potential of 24,300 times



higher than CO₂ and remains in the atmosphere for 1,000 years. Govts around the globe are working on regulations to phase out the installation of new SF6 gas equipment to address climate change.

Cat releases small dozer simulator training programme

Novice operators can now get hands-on dozer training without climbing inside a cab with Simformotion's new Cat Simulators Small Dozer system. Users learn how to inspect the machine, maneuver it on and off a trailer, backfill, create v-ditches and more, without the safety concerns, weather considerations or cost of running a traditional dozer.



The training system is available in multiple languages and features authentic Cat controls, a motion system and walkaround machine inspection training. Simformotion's SimU Campus built-in recording software generates reports of each user's simulation sessions and compares their performance against Caterpillar benchmarks.

Liebherr crawler excavators move 80k tonne gravel

Quite a few passers-by stop on the banks of the Danube and pull out their mobile phones for a quick photo of two supposedly floating excavators. What appears surreal at first glance turns out to be two

Liebherr R 938 crawler excavators tirelessly transporting gravel to the surface of the river. The spectacular deployment of the Liebherr machines is necessary to ensure the "flow" of the Danube along this section, contributing to flood prevention in the nearby city centre of Ulm.

Five WOLFF cranes modernise Oslo's Ulven district

In parallel with the rebranding of Wolffkran Norge AS into a wholly owned subsidiary of Wolffkran Holding AG, Wolffkran is involved in two building projects in Oslo. With a total of five

WOLFF cranes of type 7534.16 Clear, Wolffkran Norge AS is significantly involved in the urban modernisation of the eastern Oslo district of Ulven, which has long been known more as an industrial suburb, on behalf of Norway's largest construction company.

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Kubota reveals all-terrain robot for construction sites

Kubota is ready to unveil its new all-terrain robot, the KATR, to the world next month – a device the company says could bring a variety of benefits to construction jobsites, including transporting materials, site inspections, even security.

The four-wheeled KATR is designed for handling rough terrain, including slopes, while keeping its cargo deck stable. It can be operated remotely or by on-board controller. It runs on a diesel engine but plans are in the works to develop an all-electric

version. The robot is already getting attention ahead of its scheduled debut at the annual technology show CES (formerly Consumer Electronics Show) January 7-10 in Las Vegas. It won Best of Innovation in the 2025 CES Innovation Awards in the Industrial Equipment and Machinery product category.

The KATR would travel a jobsite by remote control or by its onboard controller. The company also says it is designed for agricultural use as



well, or even in forestry and disaster response. The robot's four legs are adjusted automatically to keep the cargo deck level on uneven terrain. Sensors collect data that is processed instantly to hydraulically extend or retract each leg individually.

Blue Diamond Attachments rolls out 19 brush cutters

Blue Diamond Attachments has rolled out a full line of brush cutter attachments — now available in Heavy, Extreme, and Severe Duty models — for skid steers, compact track loaders, mini skid steers, excavators and mini excavators.

Designed for site prep and clearing jobs of all sizes, Blue Diamond offers 13 different models of brush cutters for use with mini skid, skid and track loaders: 36", 42" and 50" Mini Skid Steer Closed Front

- 42" Mini Skid Steer Open Front
- 60" and 72" Heavy Duty models
- 60" and 72" Extreme Duty Closed



Front models

- 60" and 72" Extreme Duty Open Front models
- 72" Severe Duty model
- 44" Swing Arm Cutter
- 84" dual motor brush cutter

It also has six mini excavator and excavator brush cutter models.

Avant launches low-cost version of largest compact loader

Avant Tecno has launched its 855i articulated compact wheel loader in North America, which boasts the same lifting power and height as its largest, most powerful model but at a lower cost. The 855i is a single-speed loader and is designed for those who want the power and performance but don't need the faster, two-speed configuration of the company's flagship 860i. Top travel speed on the 855i is 9.3 mph, half the max 18.6 mph of the 860i.

Kubota's RTV-X1130 with 6-foot cargo bed

Kubota rolled out a new rugged terrain vehicle earlier this year. New for the RTV-X1130 is a 6-foot-long bed whose side rails and tailgate can be dropped down, as demonstrated in the video

above. The side rails can also be removed, enabling the operator to have a full flat bed. The model is based on the RTV-X1140 chassis, but instead of a second row of seats, Kubota extended the steel bed for carrying a variety of loads, including dirt, sand and gravel.

New Holland launches ML27, ML27T loaders

New Holland's new ML27 small articulated loaders in standard and telescopic versions are designed for maneuvering in tight spaces with minimal ground disturbance and running a

variety of attachments.

The launch follows last year's entry by New Holland into this machine category with five SALs. The company now has nine models of small articulated loaders. The ML27 and ML27T – the "T" stands for telescopic – fit in the mid-range.

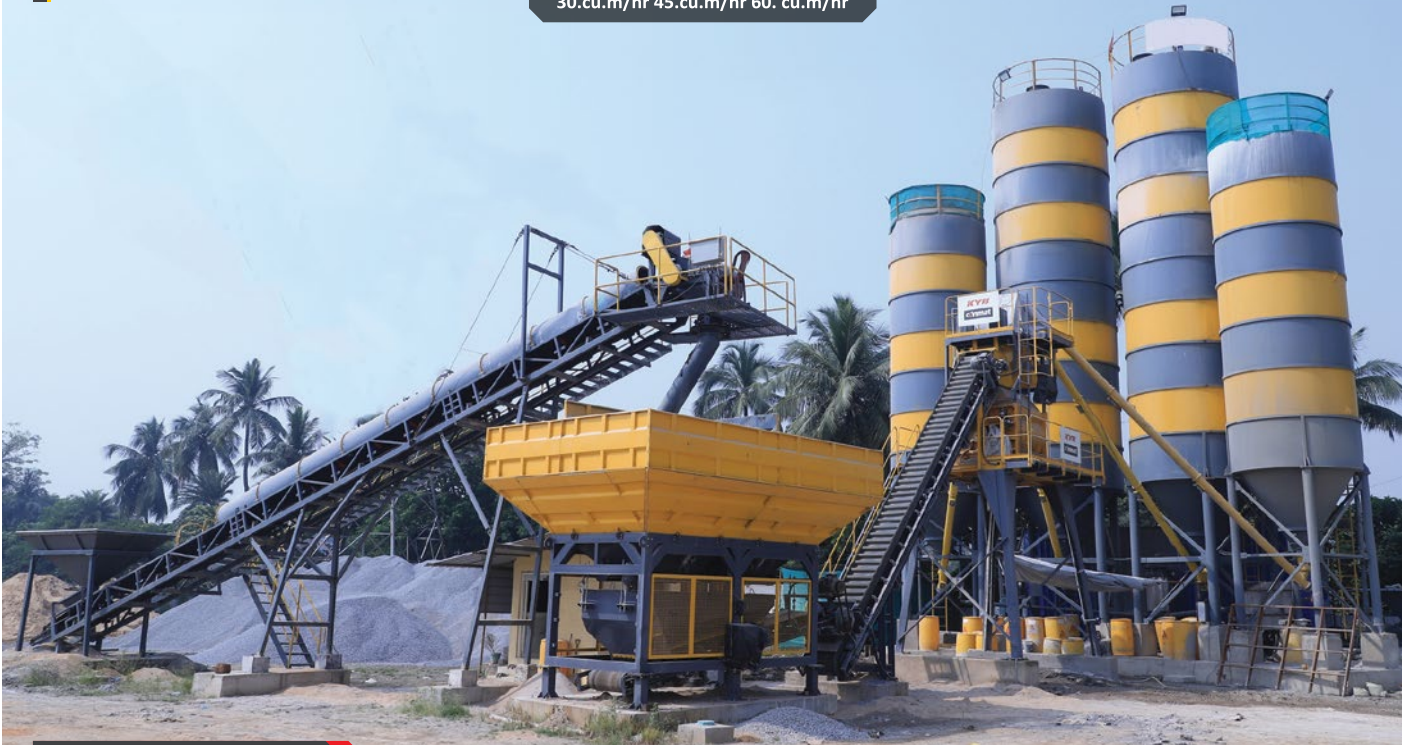


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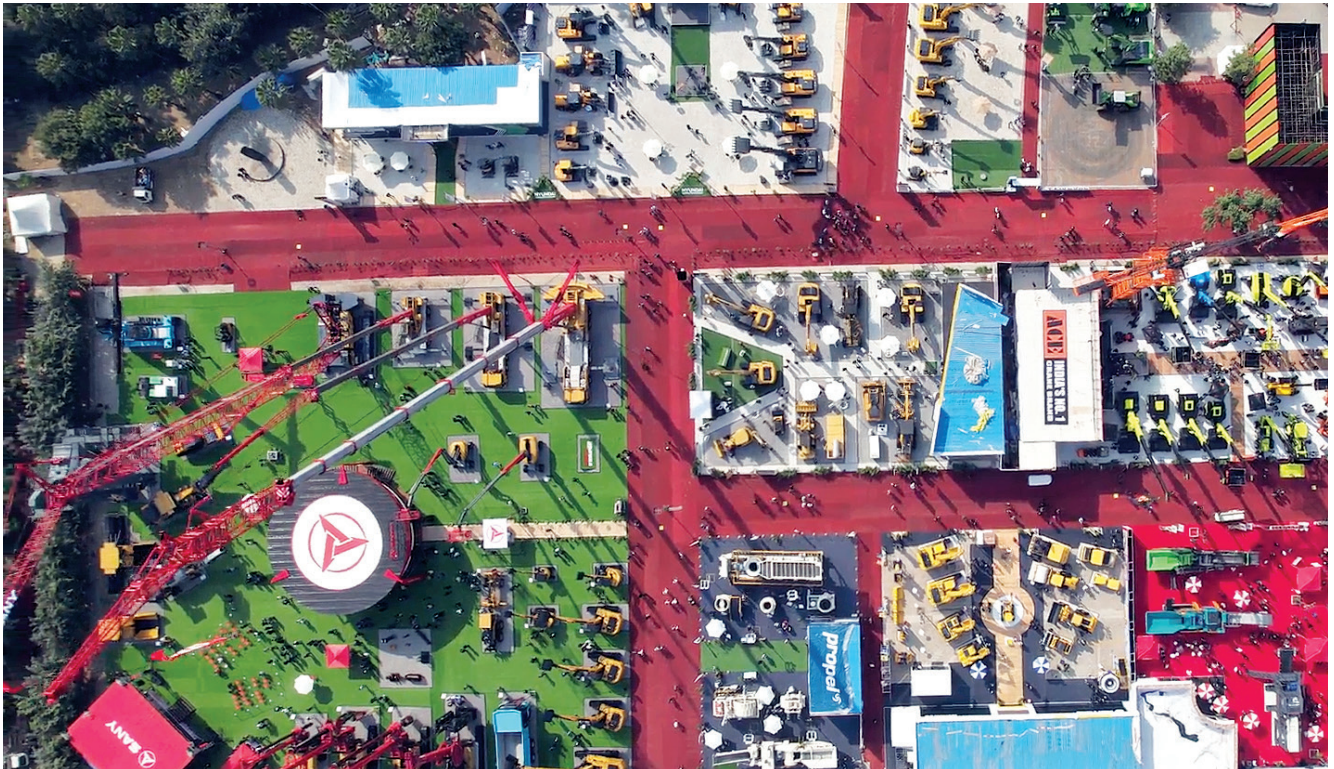
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Shaping India's Infra Revolution

bauma CONEXPO INDIA 2024 exhibition emerged as a landmark event in the construction, building material, mining, and construction vehicle industry.



The construction and infrastructure landscape in India is undergoing a transformation, and bauma CONEXPO INDIA 2024 offered a powerful window into this future. Held at the India Expo Centre in Greater Noida, this prominent event highlighted India's ascent as a hub for cutting-edge construction solutions, sustainable practices, and innovative technologies. With the theme "Banayenge Viksit Bharat", the exhibition underscored the country's ambitious vision for an advanced, greener, and more efficient infrastructure ecosystem.

The vision of a sustainable future

At the heart of the expo was a message of sustainability and innovation. Nitin Gadkari, India's Union Minister for Road Transport and Highways kicked off the event with a keynote address that outlined his vision for the nation's infrastructure growth. He emphasised the importance of sustainable technologies, highlighting how the adoption of cutting-edge practices could tackle challenges posed by urbanisation and climate change.

Gadkari's speech painted a picture of an India poised for growth,

underpinned by its young, skilled workforce and a wealth of untapped potential. He stressed the need for upskilling workers to harness the full benefits of digital transformation and next-generation machinery. At the same time, the minister pushed for the use of alternative fuels, including biofuels, as key components in driving sustainability within the construction sector.

"Our goal is to lower construction costs while maintaining quality," Gadkari stated, reflecting the broader drive to make infrastructure projects both cost-effective and environmentally responsible. The

An affordable workforce, access to low-cost raw materials, and a robust engineering sector—make India an attractive source of high-quality, cost-effective machinery for both domestic and international markets.

Nitin Gadkari,
Union Minister for Road Transport and Highways

growth of India's construction equipment sector was also highlighted, with production projected to more than double by 2030. With the government's continued push for investment in research and development, Gadkari emphasised the need to innovate to ensure India's competitiveness in the global market.

Technology taking the centerstage

The event underscored the rapid technological advancements that are redefining the construction industry. The expo showcased state-of-the-art machinery and products, but it was the accompanying knowledge-sharing sessions that truly highlighted the exhibition's role as a platform for innovation. With over 30 sessions conducted in collaboration with organisations like the Indian Construction Equipment Manufacturers Association (ICEMA) and the Central Road Research Institute (CRRI), the exhibition delved deep into topics that are reshaping the sector. These sessions focused on advanced recycling techniques, the use of waste materials in road construction, and the latest trends in demolition technologies.

The exhibition also shone a



spotlight on the growing role of alternative fuels and energy-efficient machinery in construction. Exhibitors presented electric and hybrid machines, responding to the increasing demand for environmentally friendly solutions. The adoption of these innovations is vital to India's vision of reducing its carbon footprint and building a more sustainable infrastructure.

India's potential as a global hub for construction equipment manufacturing was also a key theme. The country is already the world's third-largest construction equipment market, and its position continues to strengthen. As Gadkari noted, India's advantages—an affordable workforce, access to low-cost raw materials, and a robust engineering sector—make it an attractive source of high-quality, cost-effective machinery for both domestic and international markets.

The growing prominence of Indian-made construction equipment was evident at the expo, where international companies were eager to collaborate with Indian manufacturers. This trend reflects

India's increasing ability to meet the demands of advanced markets, including the US, and positions it as a leader in global construction equipment innovation.

Embracing digital transformation

One of the most striking aspects of the expo was the emphasis on digitalisation. The construction industry worldwide is rapidly adopting digital tools, and India is no exception. The event featured a wide range of technologies aimed at improving efficiency and productivity in construction projects. From artificial intelligence and machine learning to telematics and remote monitoring, exhibitors presented equipment and solutions that promise to streamline operations and improve decision-making.

Particularly noteworthy were the demonstrations of augmented reality (AR) and virtual reality (VR) tools, which allow professionals to visualise construction projects before breaking ground. These digital tools are set to revolutionise the planning, execution,



Over 20,000 products were displayed during the exhibition.

and management of projects, offering smarter, more efficient ways to create infrastructure.

bauma CONEXPO INDIA 2024 was not just an event for showcasing new products—it was a global meeting point for cross-border collaborations. The exhibition hosted over 984 exhibitors from 83 countries, facilitating thousands of buyer-seller meetings and sparking partnerships that will shape the future of India's infrastructure.



Bhupinder Singh,
CEO, Messe
Muenchen India

Industry leaders emphasised the importance of international collaboration in achieving India's infrastructure goals. **Bhupinder Singh, CEO, Messe Muenchen India,** noted that the exhibition underscored

India's rising stature as a centre for innovation, while **Dimitrov Krishnan, Chairman, bauma CONEXPO INDIA 2024,** highlighted the role of the event in driving sustainability and technological advancement.

Looking ahead

As India moves toward realising its vision of a Viksit Bharat, events like bauma CONEXPO INDIA 2024 will play a pivotal role in shaping the future of its infrastructure. The exhibition provided not only a platform for showcasing technological advancements but also an opportunity for industry leaders to come together, share knowledge, and forge the partnerships necessary to turn ambitious goals into reality.



Dimitrov Krishnan
Chairman, bauma
CONEXPO INDIA

India's infrastructure journey is one of innovation, sustainability, and collaboration, and with the insights and strategies developed during the event, the country is well-positioned to lead the charge toward a modern, digitally driven, and environmentally responsible future.



V Vivekanand,
President, ICEMA

V Vivekanand, President, ICEMA, aptly stated, "To achieve our ambitious goals, we must embrace technologies and strategies that not only modernise infrastructure but also create equitable growth opportunities." The path forward is clear: through innovation and collaboration, India is poised to become a global leader in construction and infrastructure development.





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“Mechanisation will continue to drive demand.”

Manjunath S, Director Sales – India & SAARC, Doosan Bobcat India

What are the major products on display at Bama, and what are their unique features?

At Bauma, we are showcasing a variety of products, including backhoe loaders with BS5, 4x4 and two-wheel drive options, mini excavators, forklifts and skid steer loaders. We've also displayed 8.8-tonne mini excavators. Currently, these are targeted at the export market, but we plan to eventually indigenize them for the domestic market as well.

Are these products manufactured in India?

It is mix of products made in India and imports, BHL, S 70 and 8.8 tonne Hex products are 100 per cent manufactured in India and rest are imported, also being exported to global markets.

Can you tell us more about the unique features of these products?

When it comes to skid steer loaders and mini excavators, we are the global leader in skid steers, and in India, we are also the market leader. Our market share has been number one for a long time. While there are other manufacturers in India offering very price products, the longevity, reliability, and overall performance of our machines are unmatched. Our equipment is known for its long lifespan, reliability, and excellent productivity, which are key factors that set us apart. For example, with our skid-steer loaders, the focus is on durability, and the same applies to our



backhoe loaders. India serves as our global hub for manufacturing, and we export these machines worldwide under the “Make in India” initiative. Our ultimate ambition is to become the number one compact equipment manufacturer, both in India and globally.

So, quality, and performance are your core strengths. Is there anything else that sets you apart?

Yes, safety is another critical factor for us. All of our equipment, including skid steer loaders and backhoe loaders, is designed with operator safety in mind. Ensuring the safety of operators is our top priority.

What is your market strategy for the next year?

Our goal is to become the number one in the compact equipment segment. For backhoe loaders, the market size is around 40,000 to 42,000 units annually, and we aim to cover the full range of compact products to achieve the number one position. We're not looking for overnight success; we're focused on steady growth, with an annual target of increasing our market share. This year, for example, we've seen a 19 to 20 per cent year-on-year

growth. In the next few years, we plan to grow and solidify our position as the number one brand in compact equipment, particularly in products like skid steer loaders mini excavators and forklifts.

How do you view the Indian market for these products?

The Indian market looks promising, especially for skid steers, mini hex and forklifts. Over the next two decades, I expect the market to grow significantly. However, there may be some ups and downs along the way. This year, for instance, there were challenges in several industries, including automobiles and the trucking sector. We've seen some struggles, but it's important to recognize that market cycles are natural. Factors like elections and delayed monsoons have impacted customer sentiment, particularly in regions like Gujarat, Delhi, and northern India, where the rains were widespread. Despite these challenges, the overall market remains strong, and I am optimistic that it will grow in the next two decades. Mechanisation will continue to drive demand, as it is the solution for labour replacement.

What is your current market share, and what are your expectations for the next few years?

Currently, our market share for SSL is 40 per cent plus, BHL 2 per cent and Mex 3 per cent, we were holding 19 per cent market share in case of Mex below 5 tonne due some supply issues from our manufacturing plants market share was lost. However, we have a new strategy in place for the next year, and we are optimistic about regaining a significant share of the market. We are aiming for double-digit market share in the near future in case of BHL.



“We are committed to increasing local manufacturing in India.”

Sunil Chaturvedi,
Group Chairman,
Gainwell, and **Meena**
Chaturvedi, Vice
Chairperson,
Gainwell Group.

Can you tell us about your collaboration with Caterpillar?

Sunil Chaturvedi (SC): Gainwell, formerly known as Tractors India Private Limited (TIPL), began its journey as a Caterpillar dealer in 1944, alongside Larsen & Toubro (L&T), which was also a dealer at that time. Over the years, TIPL expanded into manufacturing, and in 2016, we acquired the entire Caterpillar business from TIL Limited. This acquisition marked a significant milestone, and since then, we have experienced remarkable growth. When I joined the company on January 1, 2014, the business was valued at around Rs 10 billion annually. Today, thanks to India's infrastructure growth and our strategic efforts, we have grown fourfold, reaching an annual valuation of approximately Rs 40 billion.

In addition to distributing Caterpillar products, we have diversified into manufacturing capital goods. For example, we established a subsidiary, Tulip Compression, to produce a wide range of energy products, including gas compressors, natural gas compressors, and dispensers. We have even ventured into hydrogen compressors and successfully supplied India's first hydrogen compressor. Currently, we have over 500 compressor packages in operation.

We also entered the underground mining equipment manufacturing



sector by establishing Gainwell Engineering in West Bengal, which not only serves the domestic market but also exports coal machinery globally. In early 2024, we acquired TIL Limited, a key player in manufacturing ReachStackers, cranes, and defense-related equipment. We are now digitising our crane models to improve operational insights, enhance predictive maintenance, and expand our product range to include battery-electric and new energy solutions. Notably, India's entire missile program relies on TIL cranes, which play a vital role in the country's missile systems.

What trends are you currently witnessing in the construction equipment segment?

SC: One of the most significant trends we're witnessing is the growing sophistication of machinery. The era of relying solely on basic machines is behind us. Today, machinery is becoming increasingly intelligent. Additionally, there's a notable shift towards larger machines driven by the rapid pace of infrastructure development in India. Smaller machines simply cannot match the scale of these projects.



Mechanisation across the construction sector is accelerating. For instance, road maintenance, which was traditionally done manually in India, is now being mechanised. We're introducing a range of road maintenance machines, developed in collaboration with US companies, and manufacturing them locally near Pune.

Furthermore, we're placing a strong emphasis on energy-efficient machines and improving machine maintenance practices by integrating advanced technologies such as telematics. In fact, 93 per cent of our construction machinery is now connected, enabling us to monitor performance and gather real-time data for improved service delivery. This technological evolution is shaping the future of construction in India, and we are excited to be at the forefront of this transformation.

What steps are you taking in terms of skill development for your workforce and how do you plan to retain talent?

Meena Chaturvedi: Skill development is essential for both our internal growth and the broader development of the industry. Internally,

we prioritise training all our employees in the latest technologies, especially digital platforms and AI. These training programs are mandatory and integrated into every employee's core responsibilities. We allocate a significant portion of our profits towards skilling and training initiatives, with each employee required to complete at least seven days of certified training annually. Some courses, developed in collaboration with Caterpillar, can last up to six months and are offered both locally and internationally.

The aim of this training is not only to improve efficiency but also to foster professional growth, which in turn enhances employee retention. We tie these development opportunities to internal promotions, ensuring that employees who upskill are given priority for advancement.

Externally, we are addressing India's broader skills gap. While unemployment is a major challenge, the skills deficit is equally pressing. To help bridge this gap, we leverage our CSR resources in partnership with an NGO to identify and train young people, particularly from economically disadvantaged backgrounds. Our six-to-eight-week training programs, which include hands-on experience with machinery, have produced outstanding results. In fact, 98 per cent of those trained are now employed, with many escaping poverty as a result. We have expanded this initiative across multiple states and also offer residential training courses. Additionally, we are in the process of establishing a dedicated skill academy to further support this vital need.

How do you address the price sensitivity of the Indian market, especially considering that Caterpillar's machines are premium products?

SC: Caterpillar products are indeed

premium, and while their initial cost may seem high, they deliver exceptional value over the long term. Caterpillar invests billions of dollars annually to enhance their machines, ensuring continuous improvements in performance and reliability. Although their machines are priced higher in India compared to local alternatives, the total cost of ownership over five to six years is often lower due to their durability, advanced technology, and ease of maintenance.

Many government organisations, despite typically prioritising the lowest price, choose our products because, when considering the total cost of ownership, Caterpillar proves to be a more cost-effective option. As India's infrastructure sector continues to accelerate, the demand for larger, more sophisticated machines will only grow, and Caterpillar is ideally positioned to meet that demand.

In addition, we have partnered with Trimble, a U.S.-based technology company, to integrate onboard systems into our machinery. These systems optimise machine performance, even in low-light conditions, significantly improving productivity. We've seen the success of this technology firsthand on projects like the Kanpur-Lucknow Expressway, where the quality of work surpassed expectations.

What financing options are available for customers to purchase machines?

SC: Financing in India is generally accessible, with both public and private sector banks offering funding for machinery purchases. In addition, we provide financing through Caterpillar Financial Services India, which even covers rebuilds—a unique offering that sets us apart from others in the market. This flexibility makes it easier for customers to maintain and upgrade their equipment over time.

We also offer rental and leasing options to provide additional flexibility.

Currently, we have approximately 150 machines available for rent, and we plan to expand this fleet further with the support of Caterpillar Financial products.

Looking ahead, what is your market strategy?

SC: Our market strategy is closely aligned with the government's focus on infrastructure investment. As India's infrastructure needs continue to grow, there will be a massive demand for equipment, and Gainwell is well-positioned to play a key role in meeting that demand. We are focused on offering a range of advanced machinery, including cranes, reach stackers, road maintenance equipment, and larger construction machinery. Additionally, we are introducing more technology-driven solutions to support the government's infrastructure objectives.

Furthermore, we are committed to increasing local manufacturing in India. While Caterpillar has been manufacturing in India for nearly 55 years, we aim to strengthen this footprint even further. Our goal is to revolutionise our business by creating a more digitally connected service experience for our customers, enhancing both operational efficiency and customer satisfaction.

How has the business been performing this year, especially given the challenges the industry faced?

SC: Despite the challenges, Gainwell has experienced growth this year. While it hasn't been as rapid as in previous years, due to factors such as the election year and the heavy monsoon season causing delays, as well as supply limitations resulting from Caterpillar selling out of products, we remain optimistic. Although this year we've seen single-digit growth, we are confident that we will return to strong double-digit growth in the coming year.

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AS TOUGH AS...



“The OTR segment should experience a good rebound.”

Anuj Kathuria,
President – India,
JK Tyre & Industries

What are the latest trends you are witnessing in the off-road segment? What can you tell us about the growing customisation in this area?

Bauma is indeed a great opportunity to showcase our products. One thing we need to understand is that the applications in the off-road segment are becoming increasingly customised. If you look at the machinery today, OEMs are now also focusing on customising their machines for specific applications. I'm personally a little surprised by the level of customisation happening.

What happens now is that when customers go for specialised, customised applications, the tyre plays a very important role in meeting the overall performance. Earlier, people were okay with standardised tyres, but now customers may want features like more tread depth, patterns for more traction, or tyres that run cooler and need to be a bit wider. There's a lot of technology involved, and we have to understand these needs in depth.

What differentiates us is our understanding of what customers are looking for. Through our R&D centre in Mysore, we have 250 scientists and engineers working around the clock. It's not just about product design, but also about material science, new compounds, and sustainability. We focus on giving the best performance through innovations in material science, compounds, and product design, while ensuring faster time-to-market. We also rely on simulation-based validation to expedite the process



since we don't have the luxury of a full year for product validation anymore.

Right now, we're focused on launching five new products. For example, the L5, which has a deeper tread for work loaders. Then there's a product designed specifically for wide-body dump trucks. We also have our unique VEM product, which is designed for extreme off-road conditions where regular tyres could be damaged by boulders and other obstacles. This tyre runs at slower speeds, minimising the risk of damage while still delivering good performance.

Another interesting feature we've developed is a wear indicator on the side of the tyre, which measures tread depth. This is important for customers as it tells them when the tyre has worn down, helping them manage life better.

Automation is another big trend. We see more and more self-loading concrete mixers and automated machinery in use. Customers don't want to operate vehicles in the traditional way, and our products are designed to support this shift. We offer a wide range of tyres for different applications, with over 300 off-road specific tyres in the US alone. We also provide more than 1,000 different STUs across markets, which show our

comprehensive approach to meeting varied needs.

What about the strategy for 2025? How do you see the market evolving?

Looking ahead, our strategy is to continue understanding customer requirements and developing products that create the right value. We aim to offer cost-effective solutions without compromising on performance. Our approach is not just about providing good products, but also ensuring that these products offer optimal value for money.

In terms of market trends, we expect a gradual shift from bias to radial tyres. Currently, around two-thirds of the market is bias, but we already have a strong presence in that segment. We'll continue to strengthen our network and product offerings, expanding our reach in both OEMs and replacement markets.

We stand out by offering a complete range of products and staying in close touch with OEMs. We also understand the localisation requirements for various markets, especially as CKDs come in from different countries. This is particularly important in sectors like RMC applications, which are seeing phenomenal growth. Our products are designed to meet these unique needs.

How about the outlook for the OTR segment in 2025?

The OTR segment should experience a good rebound. While we saw some slowdown earlier this year due to the general elections and projects being delayed, we expect the final quarter of the financial year to be strong.

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“We view challenges as opportunities.”

Arvind Garg, Senior Vice President & Head, Construction & Mining Machinery Business, Larsen & Toubro Limited

What are you displaying at bauma Conexpo 2024, and could you highlight recent product launches?

Komatsu and L&T Construction & Mining Machinery have just launched the Komatsu PC35MR-3 mini hydraulic excavator. As urbanisation has been on the rise, there is a growing demand for smaller machines. This three-tonne mini excavator addresses that need. Additionally, Komatsu is building a 190-tonne payload, electrically operated truck, which is now being assembled in Chennai for the Coal and Steel industries.

What are your plans for the future?

We are working with the Union Ministry of Heavy Industries and MoRTH to ensure India-made machinery complies with emission norms, a step towards regulatory improvements. The aim is to localise production further, increasing the domestic content in machines.

We're focused on enhancing localisation with Komatsu, aligning with the government's Vision of Atmanirbhar Bharat. Next year, the mini excavators will have 30-40 per cent local content, and the 190-tonne trucks will feature around 20 per cent additional local content. Plans for further scaling up are in the near future.

How important is the “Make in India” initiative for your company?

“Make in India” has been central to our strategy. In the 1970s, L&T



pioneered the introduction of Hydraulic Excavators and Vibratory Compactors during the 1970's in India and was among the first to manufacture them in the country.

Our strategic plan, “Lakshya 2031”, envisions a future where L&T becomes a technology-driven company, enhancing our presence in sectors like EduTech and green technologies.

While the world is only recently considering shifting to greener versions of Construction and Mining machines, L&T developed a fully indigenous electric version of a 60-tonne hydraulic excavator for the first time in India in 1979. It was driven by a 6.6 KV electrical system and designed as an alternative to the diesel version. Later, the electric version of the 20-ton model was also launched by L&T. Both machines, when deployed in mining, could achieve high availability.

At L&T, we continue to champion this initiative, as evidenced by our work on the bullet train project. Despite the specialised equipment being available only in a few countries, our Chairman and Managing Director, S N Subrahmanyam directed us to develop it in India, which we successfully did. This spirit of innovation drives our approach, whether for specialised equipment or general industry needs.

How does L&T support skill development?

We have partnered with the Infrastructure Equipment Skill Council for over a decade. In fact, over the last 10 years, we have trained more than 1,00,000 mechanics, operators, and professionals in the ecosystem. Our training centres, including a central hub in Chennai, focus on upskilling workers and empowering them, which also benefits our customers by ensuring better maintenance and operation of equipment. Moreover, we've introduced initiatives to train women and transgender individuals, including in roles like operators and service engineers.

What challenges do you see, and how are you addressing them?

We view challenges as opportunities. For instance, in developing equipment for the bullet train project, L&T innovated to create specialised machinery for handling massive 1100-tonne segments. Similarly, our focus is also on green energy, data centres, and digital transformation. Our strategic plan, “Lakshya 2031”, envisions a future where L&T becomes a technology-driven company, enhancing our presence in sectors like EduTech and green technologies.



“We are planning to expand our footprint internationally.”

**Vishal Agarwal, Director,
Machino International**

Could you share more about Machino International and your recent developments?

Our head office is in Delhi, and our manufacturing plant is located in Haryana. Until last year, we were importing Piproofing products from Europe. However, from January this year, we have begun manufacturing these products locally at our plant. This marks a significant milestone for us as we focus on enhancing our production capabilities. In fact, within the next month, we will double our production capacity for Piproofing.



Additionally, we've launched a new product—Piproofing kit. This innovation streamlines the Piproofing process, making it approximately 40 per cent faster compared to traditional

labour-intensive methods. The kit not only saves time but also significantly improves worker safety by reducing the need for manual handling. With this new technology, the process requires only about two workers, ensuring efficiency and safety.

Another key product we've introduced is our Grout Swivel system, which combines the installation of self-drilling anchors with grouting simultaneously. This integration helps save considerable time during installation, adding value for our clients.

To read full interview, log on to: www.EquipmentIndia.com

“We are concentrating on expanding our cross-hiring biz.”

**Siddharth Sharma, Director,
Premier Heavy Lifts**

Product Launch: Premier Heavy Lift marked a significant milestone with the launch of its new subsidiary, Terravolt Renewables. This venture focuses on EPC windmill projects, underscoring our commitment to the renewable energy sector. The debut at bauma was a resounding success, highlighted by the announcement of a secured work order worth Rs 500 million. Terravolt Renewables aims to expand this success, targeting an ambitious order book exceeding Rs 5,000 mn by the fiscal year 2025-2026.

Market strategy: Strategically, we are concentrating on expanding our cross-hiring business, particularly in



the windmill sector, in the upcoming year. This focus aligns with the rising demands in the renewable energy space and our vision of playing a critical role in sustainable infrastructure development. A significant capital expenditure of over Rs 100 crore has been dedicated to bolstering our fleet, with the acquisition of six to seven

units of 750 to 800 tonne crawler cranes specifically for wind projects. This investment not only enhances our operational capacity but also positions us to meet the specialised needs of these large-scale projects efficiently.

Bauma experience: Our experience at bauma Conexpo was overwhelmingly positive. The vibrant discussions and networking opportunities reinforced our confidence in the strategic path we have chosen. Participation in such a prestigious event has invigorated our team, inspiring us to pursue our goals with renewed vigour and to make significant strides in the coming year. This experience has affirmed our commitment to innovation and sustainability, as we continue to lead in the heavy lifts and RE sectors.



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“Our strategy focuses on sustainable growth.”

Venkat Srinivas, Business Head, Trucks and Buses & Construction Equipment, Mahindra Group

What are you displaying at Bauma Conexpo and could you highlight recent product launches?

- **EarthMaster:** This product combines sleek, premium aesthetics with exceptional operator comfort to maximise productivity. It's fuel-efficient, reliable, and designed for long-lasting performance with low maintenance costs. One of its standout features is the RMac solution, which offers remote care for enhanced monitoring. EarthMaster is a truly global product, and with the introduction of CV5 emissions standards, we are excited to offer this advanced technology at an accessible price point in India starting January 1st. This marks a revolution of global technology available at Indian prices.

- **RoadMaster:** The motor grader segment is growing rapidly, and we are the market leader. If we compare road infrastructure in developed countries like Japan or Western nations, around 60 per cent of roads are wide, well-paved, and categorised as national or state highways, with less than 10 per cent being unsurfaced roads. In contrast, only 4.6 per cent of India's roads are national highways or state highways, with the remainder primarily district roads and poorly maintained, unsurfaced roads. This presents a significant opportunity for motor graders, particularly as India's road development initiatives continue to expand. We are well-positioned to capitalise on this growth, especially with a focus on rural road networks and upgrading existing infrastructure.



The RoadMaster is an ideal solution for rural road projects and has already demonstrated its value in multiple locations across the country.

- **CB5 Portfolio:** We are proud to showcase the all-new, greener, future-ready CB5 range of Mahindra construction equipment. This portfolio represents a commitment to superior efficiency and sustainability. As India's leading manufacturer of both passenger and commercial vehicles, as well as the world's largest tractor manufacturer, we have a strong foundation in heavy-duty tasks. Our EarthMaster backhoe loader offers 8 per cent larger capacity compared to competitors, a 7 per cent greater reach for enhanced digging, and optimised hydraulics for improved efficiency. The newly designed cabin of the EarthMaster backhoe loader sets a new benchmark in operator comfort, while the RoadMaster G80 and G90, equipped with powerful 74-horsepower engines, deliver superior fuel optimisation and reduced consumption. This maximises profits for our customers.

- **Mahindra RoadMaster G100 and G102 models:** These machines offer higher pressure and a bigger pump for faster, more precise grading, with up to 50-degree blade movement.

The cabins come equipped with HVAC systems, electric power-shift transmissions, adjustable seats, Bluetooth audio, and optimised cooling technology, ensuring operator comfort and safety in all conditions. Additionally, all machines in the CB5 range are equipped with iMac technology, allowing real-time performance monitoring for better efficiency and productivity.

- **Other noteworthy products:** We are also showcasing a variety of other game-changing products. The Blazo X 4x10 and Blazo X Transit Mixer are designed for maximum efficiency, offering superior performance in aggregate handling and transit mixing. The Blazo X M D Tier 35, 8x4 with Murrah bogey suspension is another standout, engineered for heavy-duty tasks. We also have the fuel bowser, a reliable solution for remote sites; ensuring vehicles stay operational with timely fuel delivery.

What is your strategy for 2025?

As we approach 2025, we aim to expand our market share and volumes as the country's economy grows. While 2024 is a transitional year with the shift from CV4 to CV5 standards, the market shares may fluctuate because some competitors might engage in pre-selling of CV4 units, or may have more stocks left. So it's not a good year to evaluate that, but over a period of one to three years, I am confident our growth story will be very strong. Over the next few years, we expect our competitive positioning to improve with the continued development of new products and customer-centric offerings.

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“We are a fully 'Made in India' company.”

Rana Das, Associate Vice President – Branded Sales, Mallcom India

Tell us about your company and its major products.

We are a 41-year-old manufacturing and distribution company specialising in Personal Protective Equipment (PPE). We started in 1983 as a small leather gloves manufacturer in Kolkata. Over the next few decades, we diversified into other PPE segments like head protection, hand protection, body protection, and feet protection. Since then, we've been supplying our products both across India and overseas. Currently, we have about 85 dealers around the world and are present across all six continents in 75 countries. In Asia and Africa, we supply products under our own brands, Malcolm and Tiger. In the rest of the world, we supply as a white-label provider. Our current turnover is about Rs 4 crore. We are primarily prevalent in industries like aviation, automobiles and ancillary sectors, oil and petrochemicals, gas, and mainly the construction sector.

Are these products completely manufactured in India?

We are a fully “Made in India” company. We have 11 manufacturing facilities in West Bengal, two in Gujarat, and one in Uttarakhand.

The locations of our manufacturing facilities are strategically chosen. PPE is a voluminous product, and for ease of transportation, shipping via containerised units (CUAs) is the most efficient way to move our products worldwide. That's why we carefully select locations that allow us to streamline operations and ensure efficient distribution.



How do you view the market for your products in India?

The PPE segment has been growing at around a 20 per cent CAGR for the past decade. This growth is largely due to increased awareness and the rising demand for good quality, certified products across the country. A lot of credit for this shift goes to the government, which has been implementing regulations more strictly, especially in underdeveloped sectors. There's been an increasing focus on the welfare of migrant labourers, which has further heightened the need for certified quality products. We are one of the few companies in this sector producing certified products.

Are you doing anything to create awareness about your products?

On a regular basis, we conduct technical symposiums and seminars in industrial hubs across the country. We invite Environmental Health and Safety (EHS) professionals to these events so they can learn about the products we develop and also about industry-wide innovations. We also provide technical training, hazard and safety training to ensure professionals are well-equipped with the knowledge they need.

What challenges are you currently facing in the market? How are you working to overcome this challenge?

One of the main challenges is the influx of cheaper imports, particularly from China. These products don't meet certified standards, but they are often priced lower, which makes it difficult for us to compete. We never compromise on quality, and that can make it tough to convince buyers to opt for a higher-quality but more expensive product. This is one of our biggest challenges. Additionally, while awareness is growing, there's still a long way to go. The government, industry associations, and companies like ours have a major role to play in raising awareness.

We focus on educating customers about the quality differences between the cheaper imports and our products. Many of these cheaper imports contain harmful carcinogenic materials, which pose long-term risks to end users. We educate customers about the health risks and the benefits of using certified, high-quality products. We also engage in advocacy, working with industry representatives to convince the government to take action against the import of poor-quality products. These efforts are crucial in helping people understand the importance of choosing certified products.

How was the business in 2023?

What are your plans for the future?

As a company, we've been growing at around 20 per cent for the last four to five years. Moving forward, we plan to expand further, especially in the Middle East.

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“We are expanding our portfolio from 1,000 to 3,000 SKUs.”

Sarthak Gupta, CEO,
Rennystrips and Binny Gupta,
Managing Director,
Rennystrips

Could you start by telling us about your recent product launches and what you are displaying at bauma Conexpo 2024?

At this year's event, Renny unveiled its advanced scaffolding and formwork solutions, showcasing unparalleled durability, efficiency, and sustainability. Highlights included high-capacity steel props and shoring towers, engineered with precision welding and corrosion-resistant finishes, compliant with global standards such as BS1139, EN39, and EN 10219. Renny's standout Green Steel line exemplified eco-friendly manufacturing, featuring cutting-edge anti-corrosive coatings for superior longevity. The presentation also featured Light Duty, Heavy Duty, and Push-Pull props, alongside modular Cup Lock, Ring Lock, and Kwikstage systems, designed for rapid, secure assembly. Complementary accessories like adjustable base jacks and safety rails ensured stability and compliance, reaffirming Renny's position as a leader in sustainable and innovative construction solutions.

What are your immediate plans for 2025, especially with the booming construction and infrastructure sectors?

The year 2024 was a trans-formative milestone for us as we embraced green manufacturing practices for finished structural steel products, with a particular focus on Scaffolding and Formwork. By integrating eco-friendly solar power and energy-efficient processes into our operations, we have



taken significant strides toward sustainability. As we look ahead to 2025, we aim to further emphasise solar power structures while fostering innovation and strengthening our commitment to eco-conscious manufacturing. Our vision is to actively contribute to infrastructural development on a global scale, driving growth through sustainable methods and expanding our range of value-added products. This strategy positions us to achieve higher margins and create long-term value in the upcoming fiscal year.

Could you tell us about your R&D efforts? What investments are being made, and what are you targeting?

Renny's R&D initiatives are centred on pioneering low-emission and sustainable solutions to transform the future of infrastructure development. We have made substantial investments in establishing three advanced innovation centres, fostering cutting-edge advancements in green manufacturing. Furthermore, the installation of a 22 MW solar energy plant across all our facilities underscores our unwavering commitment to clean energy and environmental stewardship. In the coming year, Renny has outlined ambitious plans to further invest in

developing sustainable products, driving progress toward a greener and more resilient infrastructure landscape.

Can you share details of any new products in the making?

Renny is expanding its product portfolio from 1,000 to 3,000 SKUs, focusing on value-added, innovative products that uphold our commitment to quality and sustainability. By leveraging advanced manufacturing technologies, we ensure low-emission processes, delivering cutting-edge solutions that meet evolving customer needs while maintaining environmental responsibility. This growth reflects our dedication to innovation and strengthens our position as a global leader in the construction and infrastructure sectors.

How has your experience been at bauma Conexpo this year?

At bauma Conexpo 2024, Renny showcased its latest scaffolding and formwork innovations, designed for durability, efficiency and eco-friendly. Featuring high-capacity steel props and shoring towers with precision welding and corrosion-resistant finishes—reflecting on the event's success, Sarthak Gupta, CEO, highlighted the overwhelming industry response and Renny's commitment to quality, innovation, and sustainable, low-emission solutions. Binny Gupta, Managing Director, reiterated Renny's focus on global growth, exporting premium products while maintaining its reputation for excellence and sustainability. Renny remains dedicated to driving the construction sector forward with cutting-edge, environmentally responsible solutions.



“I expect the demand to grow in mining applications.”

Sanjay Saxena, Chief Operating Officer, Sales, Marketing & Customer Support, Sany India

You've been a part of several exhibitions in the past. You've always aimed to launch something new and innovative. So, what are your plans for this time?

We have a display showcasing around 30 different types of equipment. Now, if we talk about new launches, we have a few exciting things to share. Starting with the piling rig and foundation machinery, we are introducing a new grab machine – the SH 700. Moving on to our cranes and lifting machinery division, we have an entirely new series of aerial work platforms. This includes scissor lifts, articulated lifts, and telescopic lifts. All three types of scissor lifts will be displayed, and we are planning to launch them during the activation of sales. We're expecting to ship around 75 to 80 units through this year itself.

Could you share some insights on Sany's performance, both in the construction and mining verticals? Also, what are you anticipating for 2025?

If we look at our performance from January to November this year, we've achieved a total growth of about 23 to 24 per cent in sales. All our divisions have experienced substantial growth, nearly in the same range. In the mining sector, for instance, we've seen around 30 per cent growth, which is the highest growth in any of our divisions. Excavators, with the support of some new models, have grown by about 20 per cent. The biggest growth, however, has been in the port and road



machinery segments, where we're seeing growth of almost 70 to 80 per cent.

There's a lot of activity happening in the mining segment. Can you tell us more about the demand in the mining segment?

There's a lot happening in the mining sector, largely driven by the huge demand for coal from the power sector and the increasing need for cement and iron ore due to infrastructure growth. Customers are gradually moving away from traditional mining methods and adopting larger, more fuel-efficient equipment. We're seeing a shift towards larger excavators and trucks instead of small ones. In line with this trend, we've introduced a series of new products that offer significant operating cost advantages over traditional models. Some of these will be the first of their kind in India.

What about the demand for electrically driven dump trucks in the mining sector? Is there an increasing interest in these, given the environmental concerns?

Electric trucks are a relatively new concept in the industry. But they're proving very suitable for certain mining

applications and they can save over 80 per cent of the operating costs. There's definitely a high level of interest in these trucks. While the current demand isn't massive, we've already sold a good number of units in the past year.

Looking ahead, I expect the demand to grow, especially in mining applications where electric trucks are most suitable. Of course, there are some areas where they might not be as efficient, particularly in situations where energy recapture is minimal. But overall, I anticipate the demand to rise, and we expect to sell close to 100 units of large mining electric trucks this year.

All of the mining trucks, including the electric ones, are made in India at our Pune plant.

Talking about smart technology and automation, how is it integrated into your new products? Is there a role for technologies like IoT and AI?

All our equipment is now equipped with telematics, which allows us to monitor the equipment remotely. This means we can track performance, operations, and even the location of the equipment, often through mobile phones. We can also access maintenance records for these machines. As we move forward, we're enhancing these telematics capabilities, and they can even be integrated into a fleet management system. Additionally, the equipment can be integrated into the operator's software system, allowing them to access the machine data directly from their own system.

We are also working on driverless machines—fully automated equipment. This is an exciting area of development, and it holds great potential for the future.



“We displayed 44 machines across categories.”

VG Sakthikumar, Chairman and Managing Director, Schwing Stetter India

Could you share your thoughts on participating in this exhibition and the significance of Bauma Conexpo?

As a company, we are very happy to be part of this exhibition. Bauma Conexpo is crucial not only for the industry but for the country as well. It's a platform where we can showcase what's happening in the construction machinery sector and our own advancements. We continue to grow, and we wanted to put on a show similar to what we've done in the past, reflecting on industry developments and our progress.

Can you tell us about the machines you're showcasing here?

We've displayed 44 machines across various construction machinery categories, including concreting, earthmoving, road construction, material handling, and material processing. One exciting addition is our crushers—jaw and cone crushers, which are new to our range. This makes us a comprehensive player in the construction equipment space. In fact, I believe we are the first company to cover all these categories. Others are still expanding into these areas, but we are already there.

We see a growing demand for manufacturers that offer not only high-quality equipment but also strong service support and customer relationships. Our customers have been pushing us to enter these new segments. For example, we've launched a new 14-cu m (cubic metre) truck mixer, the largest in the country. Previously, the popular models were 6 or 7 cu m, with



some 9-cu m models entering the market. Now, with the 14-cu m version, customers who need large-scale concreting no longer need multiple trucks. This not only saves costs but also reduces pollution by cutting down on the number of vehicles on the road.

We're also introducing an electric concrete pump, which addresses the growing demand for quieter, more environmentally-friendly machinery. This pump has a VFD drive to reduce power consumption and enhance acoustic performance. It's especially useful in residential areas where noise is a concern. Additionally, we've displayed a cylinder finisher, which is used for white-topping on asphalt roads—this is a regular product now, but it's become more in demand recently. We also have a range of self-loading mixers that comply with the upcoming CEV-5 standards, as well as advanced safety features like 360-degree cameras for operator safety.

Sustainability is a big part of our strategy. We're focused on reducing carbon emissions and promoting recycling. For instance, with our crushers, we also provide sand washing machines to clean the dust from crushed materials. This helps in the

recycling process and reduces the need for fresh mining. We also offer plastering pumps, digital vibrators, and other products that help reduce resource wastage.

Are there any other tech you're integrating into your machines?

Connectivity is a key focus for us. Many of our machines now come with IoT technology. This means customers can monitor machine performance remotely through their computers or mobile devices. For example, ready-mix companies can track the consistency of concrete while it's still in the truck, helping them ensure quality before it's even delivered. This level of digital integration is crucial for improving efficiency and managing resources more effectively.

Could you share some of the challenges you face in manufacturing?

One challenge we face is ensuring that all components meet the required quality standards, especially as we scale up production. For example, some small parts, like castings, need to withstand extreme conditions. We're actively working on quality capacity improvement programmes, collaborating with vendors to ensure that they can maintain high quality as volumes increase.

Can you elaborate on how the company has been performing this year compared to previous years?

The growth we experienced after COVID, particularly the double-digit growth from the pandemic through last year, was impressive.

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“TIL is well-positioned to lead the industry’s digital transformation.”

Alok Tripathi, President, TIL

TIL displayed a comprehensive range of equipment, including the newly launched Snorkel A62JRT articulating boom lift, the updated Hyster TIL ReachStacker, and the N80A – a specialised article handling equipment used by India’s Defence. The centerpiece of TIL’s exhibition was the Snorkel A62JRT articulating boom lift, marking the company’s strategic entry into India’s aerial work platform segment. The machine features impressive specifications including a working height of 20.8 m, zero tail swing design, and the largest platform in its class, accommodating two



operators with tools. The N80 articulating crane, another highlight, showcased its safe and swift handling capabilities with an 8-tonne lifting capacity and 20-m maximum reach.

The crane features a state-of-the-art Load Moment Indicator (LMI) system, precision controls, and a compact mounting design that makes it ideal for urban construction sites. Its advanced articulation system enables operation in confined spaces, while the integrated safety features like overload protection and stability control system garnered significant attention from visitors. The Hyster-TIL RS46-33 ReachStacker demonstrated TIL’s expertise in port handling solutions, featuring a lifting capacity of 46 tonne and advanced container handling capabilities.

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“We see Southeast Asia as a key market.”

Harsh Vardhan Jain, CEO, Vinni Chemicals

Could you elaborate on the recent product launches at bauma CONEXPO INDIA 2024?

At bauma CONEXPO INDIA 2024, we are showcasing our greases with a much broader perspective on the industry. As we know, every year brings new changes and challenges across sectors. We are particularly focusing on the EV segment, where there is a need for non-conducting greases—a product that is scarce in India and typically imported. However, we have now launched this product, and while manufacturing it is still somewhat challenging due to the reliance on imported raw materials, we have successfully developed a solution for EV applications that ensures no conductivity.



Additionally, we have products designed to handle high load variations, which are essential for industries dealing with such demands. If any companies are facing issues with wear, component failure, or early dismantling, I invite them to explore our products. We provide sustainable, long-term solutions tailored to these problems.

Our company has always positioned itself as a solution provider. This is why

we often refer to ourselves as “partners in fluid dynamics.” Instead of offering generic products, we curate solutions specifically designed to meet the unique requirements of our clients. While we do have off-the-shelf products, if you have a specific problem, we’re here to solve it. Our expertise lies in creating solutions where others have failed.

Sustainability remains a key focus for us. We are committed to helping our partners and customers achieve sustainable solutions. A major concern for many is the environmental impact of internal combustion engines, particularly emissions. Our additives have already proven successful in helping companies like Tata Motors and JCB reduce emissions, thus improving their operational efficiency.

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“Our smart factory focuses on digitalisation and automation.”

Seong Woo Shim, Managing Director, HD Hyundai Construction Equipment India, and **Rajiv Chaturvedi**, Vice President – Sales & Marketing, After Service and Parts, Hyundai Construction Equipment India



Can you tell us about any new product launches at bauma and the features of those products?

Rajiv Chaturvedi (RC): At Bauma, we presented several new products. The HX 30AZ mini excavator, a 3-tonne machine currently imported from Korea with plans for local production in India, is built for tasks like trenching, agri-farming, and land development. Its fuel efficiency and ability to operate in tight spaces make it a practical choice.

We also unveiled BSV-compliant wheel loaders in 3-tonne and 5-tonne variants. The 3-tonne model targets construction, while the 5-tonne loader is designed for mining tasks like coal and iron ore handling.

Our 20-tonne excavators, including the R210 and R230 models, are being upgraded with better safety features, brighter LED lighting, and improved operator comfort, enhancing durability for tough job sites.

We have also introduced a Royal Grey colour for our excavators, reflecting a refreshed brand identity focused on comfort and innovation, adding a premium touch to the product lines.

What about automation and IoT?

How are you incorporating those into your products?

RC: Our excavators are equipped with smart technology, with the Hi-Track system being a key feature. It monitors key health parameters, including engine oil, hydraulic oil, working hours, and idle time. Customers can check these parameters, and in case of any issues, they can log them into the system, which immediately alerts the nearest service center. This IoT integration guarantees efficient service and quick problem resolution.

HD Hyundai is also working on building a smart factory. Could you explain more about that?

Seong Woo Shim (SWS): Our smart factory focuses on digitalisation and automation along the assembly line. By integrating advanced technologies, we aim to enhance product quality and create a safer, more efficient working environment. We're also implementing predictive maintenance systems to monitor equipment health, which helps prevent potential issues during production.

In the future, we plan to make the plant paperless, with real-time data available at every stage of the

manufacturing process. This will lead to more efficient and organised operations.

Can you elaborate on Hyundai's market strategy for India?

RC: Our strategy is centered on customer satisfaction. As mentioned, we are expanding our production capacity in India, particularly for excavators. We are working closely with our dealership teams to enhance the customer experience. Our priority is to provide exceptional after-sales service throughout the product's lifespan.

One of our key initiatives is the Rebuild Center, where we restore older machines and give them a new lease on life, complete with a warranty. We also offer XL Series machines, rebuilt from the ground up, and backed by a one-year warranty, offering customers cost-effective solutions during challenging economic conditions.

Additionally, we are investing in expanding our service infrastructure, particularly in southern India, where demand has grown significantly. We aim to provide all-inclusive services in one location, making it easier for customers to access the support they need.

Continued on page 44



"The biggest challenge in India's market is price sensitivity."

Vipul Gupta, Vipul Sameer Agencies

Could you tell us about your company and how it has evolved over the years?

Vipul Sameer Agencies has been in the industry for almost 45 years. We work primarily in the aggregate industry, starting from where the aggregates are produced—mining—and extending to where they are actually used, such as in concrete blocks, road construction, or any other sectors that require aggregates. Essentially, we provide solutions for the entire aggregate processing machine supply chain.



Could you elaborate on the products you offer?

Since we're in a very abrasive industry, abrasion is one of the main concerns. As a result, all the products

we manufacture are designed to offer maximum durability, ensuring they last as long as possible while minimising wear and tear. Our focus is on making products that can withstand the harsh conditions of the industry.

What challenges are you currently facing in the market, and how do you plan to overcome them?

The biggest challenge in India's market is price sensitivity. Price plays a significant role, but the larger challenge is establishing and maintaining a presence in such a vast market.

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"Our smart factory focuses on digitalisation and automation."

Continued from page 43

Can you tell us more about your dealership network in India?

RC: With one of the largest dealership networks in India, including 42 dealerships across SAARC countries, we have over 250 touchpoints nationwide. This extensive network helps us maintain strong connections with customers from Kashmir to Kanyakumari and from the northeast to the western regions. It also enables us to provide uninterrupted service and parts availability.

What is the current localisation rate?

SWS: Our plant has a localization rate of approximately 60 percent, and we are actively working to increase it further. The plant is currently capable of producing up to 9,000 units annually, with plans to enhance this capacity as demand grows.

How has been the response at Bauma?

RC: We are very satisfied with the results from Bauma. This year, we saw more participation and launched several new products. It was exciting to meet customers from different regions of the country. Our investment in enhancing the brand and strengthening our customer relationships has paid off, as reflected in the great feedback.

How has the year 2024 been for Hyundai, and what are your plans for the coming year?

RC: While exact figures aren't available yet, 2024 has been a positive year for Hyundai, with growth in sales and revenue. Despite the challenges of increasing logistics and material costs, we've maintained our competitiveness by constantly enhancing our offerings. We'll continue focusing on innovation and strengthening our market.

Could you tell us about your skill development initiatives?

RC: We've partnered with the Infrastructure Equipment Skill Council through our Taxila initiative to train young people from remote areas in technical skills such as mechanics, hydraulics, and electrical work. This program equips them to service our machinery, including excavators and wheel loaders.

Our dealers also support this initiative by sponsoring students from ITIs and small colleges in rural India. These students undergo training at our centers and are then employed by our dealers, providing them with stable jobs and a means to support their families. It's a mutually beneficial arrangement for the youth and our dealer network. The programmes run year-round, and the training batches are consistently full.



“We’ve been spearheading the electric revolution in India.”

Rohit Punjabi,
Vice President –
Excavator Business,
LiuGong India

Please tell us about some of the innovative products you’ve recently introduced to the market?

We’re proud to be the first OEM in India to introduce a fully battery-driven 22-tonne class excavator. In addition to that, we have a 5.5-tonne loader and a 2-tonne loader, with the 3.5-tonne version being a new addition.

We’ve also introduced a 45-tonne payload battery driven electric reach stacker, and we offer a full range of battery-driven forklifts and AWP (aerial work platforms). All of these machines are equipped with lithium ion battery. We still maintain our regular engine models, including excavators, wheel loaders, and motor graders. We’ve also introduced a smaller HP wheel loader and motor grader, specifically to cater to the PMGSY (Pradhan Mantri Gram Sadak Yojana) sector, where we had previously lacked options.

LiuGong has an impressive lineup of electric machines. Tell us more about the wheel loaders category in which LiuGong is the leader.

We’ve been doing very well in the wheel loader segment in India over the last few years. In fact, it’s visible in this expo that we have one of the largest ranges of battery-driven machines in India. As far as I know, no other OEM has such a diverse range of electric-powered equipment. We’ve been spearheading the electric revolution here in India.



Are these machines all manufactured locally in India?

Currently, No. Our machines are partially assembled in India, with some components coming from our parent company. However, looking forward, we plan to manufacture these machines entirely in India. We are committed to making our future more aligned with Indian green future of cutting down carbon footprint and this transition is an important part of our strategy.

Electric machines are one of the current trends in the market. What other trends are you noticing globally, and how are they impacting India?

Globally, a lot of people are talking about hydrogen-powered machines. However, for India, it’s still early to predict when that will become a reality. We understand how to generate electricity here, but generating hydrogen and making it a viable fuel source is still a bit far off. Some have tried it in Europe, but I believe it’s too early to bring it to India. I foresee it being at least five to six years before we see hydrogen-powered machines becoming a major part of the market.

Tell us about your skill development and training initiatives.

Skill development is a two-phase process for us. First, we are part of the Infrastructure Equipment Skill Council (IESC), where we train our operators, mechanics, and engineers. They get certified through this programme. Additionally, we run internal training programmes to enhance the technical skills of our service engineers. We don’t just focus on technical skills, though; we also emphasise soft skills development, especially for our sales and service teams. The days of just handing over a leaflet and sending a machine are long gone. We now focus on understanding the work that needs to be done first and then guiding our customers on the right machine to purchase. It’s an ongoing process, and the industry is definitely evolving in this direction.

Moving forward, what is your market strategy?

We’ve been a customer-centric company for many years now. Our main focus is on understanding our customers’ needs and how we can deliver the best solutions to them. We aim to provide exceptional service, ensuring that our machines are on the road and operational as quickly as possible. For us, the priority is always getting the machine up and running—speed is crucial.

Could you tell us a bit about your dealership network and how it supports your strategy?

We currently have around 30 dealerships across South Asia.

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www.EquipmentIndia.com



“We have been experiencing a growth rate of 35%.”

Senthil Kumar,
Managing Director,
Propel Industries

Are there any new products launched during Bauma?

We have launched a new crusher, the Roll Crusher. We are manufacturing the M7 and V7 models, which have been running in the field for the past three years. We have been collecting validations over this period, and the performance has been very positive. A few customers have even repeated their orders, so we have decided to officially launch these products now.

This product is specifically designed



to make only sand, which is quite unique. There are very few machines in the world that are solely designed for sand production. Other machines, such as vertical impact crushers, also

produce sand as a by-product or in smaller quantities. However, the Roll Crusher is focused solely on sand production. Additionally, the efficiency, power, and productivity that you get from this machine are significantly higher than what competitors offer.

All are machines are completely manufactured in Coimbatore. We are expanding our capacity. In fact, we increased our production capacity by 30 per cent last year.

What other products are on display?

At Bauma, we have a range of products on display.

To read full interview, log on to: www.EquipmentIndia.com

“We’ve launched a mobile long-replacer with a unique spherical motion.”

Jignesh Patel,
Managing Director,
Dynemix India

Please tell us about your recent product launches and what you are displaying.

Dynemix India Pvt Ltd is based in Mabad, Karnataka. At bauma CONEXPO INDIA, we are showcasing our entire range of construction equipment products. We specialise in two main segments: construction equipment and non-construction equipment. However, at bauma, we are focusing exclusively on our construction equipment. Recently, we launched a new product – a mobile long-replacer, which features a telescopic boom and 180° rotatable function. This gives it a unique



spherical motion. It’s the first time such a product has been introduced in India and this is the key USP of the product.

What are your plans for 2025?

Our plan for 2025 is to increase our turnover by introducing more

innovative products in the market. With construction booming, we aim to compete on a global scale. Our focus is to match the quality standards of multinational companies while continually improving our process parameters to stay ahead.

Please share your R&D efforts. What investments are being made and what are you targeting?

We have an in-house team that works on product development, testing and refining. All R&D activities are carried out internally to ensure that the products meet our quality standards before they are launched in the market.

To read full interview, log on to: www.EquipmentIndia.com



“One key strategy has been to localise our products.”

Chandrasekhar Ventakaraman,
Director Commercial
– Aggregates,
Terex India

Tell us about the new product launches at Bauma and what are the unique features of these products?

All of the products we're displaying are new. We've launched new products under both the Powerscreen and Finlay brands. One of the most exciting developments is the introduction of electric crushers. These are mobile crushers, and what makes them special is that previously, our crushers had an onboard power pack system, meaning they had the flexibility of using power source – either onboard genset or external.

Now, we've developed a version where some customers may not need an onboard generator. Instead, they use onboard transport engine to move the crusher from point A to point B, and then it can run either on an external diesel gensets set or be grid-connected. This is a significant innovation.

Along with that, we have the MJ55, the largest jaw crusher in our range. This opens up a new market for us as many customers are opting for larger crushing units to improve cost efficiency and maximise productivity while minimising power consumption.

We also had a new log washer ready for display, which unfortunately got stuck on the way. This log washer is designed to handle construction and demolition waste, providing a solution to manage construction and



demolition waste. These are the main new products we've introduced. All products are made in Hosur.

We've also launched a new 25-tonne Franna crane, which is the first time we're introducing this size. Previously, we had 15-20-tonne cranes, so this 25-tonne model is a big step up.

What about your Gujarat facility?

We haven't yet decided what we'll be manufacturing there. Currently, the space is occupied by our sister brand, Genie, which is using it to manufacture some products. We also have our own area there, but we are still evaluating which products to manufacture in that facility.

How do you view the Indian market for your products?

The Indian market is just at the beginning of a significant growth phase that will last for the next 20 to 30 years. We should not look back now. There are so many new projects in pipeline, be it highways, ports, dams and other heavy infrastructure. Essentially, everything is interconnected—the need for materials like sand, gravel and minerals will remain strong. There's

no substitute for these materials, so the demand will continue to grow. I only see growth ahead.

What is your market strategy?

One key strategy has been to localise our products, which we've successfully done. For example, when we started in 2009, we had just with few models, and now we offer 96 different models. India has also become a base for our export markets. We're catering to 25 different markets, from Australia and South Asia to Africa, parts of Europe, and North and South America. This strategy will continue as we expand.

How was the revenue in 2024?

What are your plans for 2025?

The year 2024 has been fantastic. Like many other companies benefiting from the growth, we've also taken advantage of it. For example, in 2024, we grew by over 20% which we achieved through introducing new products and developing new segments. The overall market conditions have been very favourable.

We expect to grow by at least 15 per cent next year. In the crushing and screening sector, Terex is one of the market leaders. Although we only started in 2012, we've made significant strides in the premium segment.

Can you talk about the competition?

There are strong players in the different segments of the market. The value segment, which is catering to price-sensitive customers, is growing, but we are also witnessing growth in demand for quality products.



“Caterpillar invests in new products for a reduced-carbon future.”

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

Bauma seems like a fantastic platform for showcasing your products. Can you tell us more about how it helps Caterpillar connect with its customers?

Bauma provides us with a great opportunity to connect with our customers and strengthen our relationships. It's an excellent platform for us to showcase our products, including our machines, services, and financial solutions. All of these elements play a crucial role in helping our customers grow their businesses and become more successful. Additionally, we are presenting the latest technologies, which improve the efficiency, productivity, and overall safety of our machines, ultimately enabling our customers to achieve their objectives in a more sustainable manner.

Could you elaborate on some of the specific features of the products you have on display, particularly the backhoe loaders and wheel loaders?

We have the Cat 424 backhoe loader on display, which is already CEV Stage V compliant. In fact, we launched this product ahead of the curve. The CEV Stage V norms will only come into effect in India starting next January, but we launched this machine back in 2021, fully compliant with these norms. This means we've had three years of machines in the



market already, and one of our units has even clocked 18,000 hours without any major issue. This is a testament to the reliability of our products.

We also have the Hindustan 2021 F on display, which has been a legacy machine for over 50 years. It has supported customers across industries such as mining, construction, process industries and the ready-mix concrete segment. This machine has proven itself over decades. One of our units has already clocked over 100,000 hours and is still running strong. This really demonstrates the build quality and performance of our machines. Recently, we updated the Hindustan 2021 model to comply with Stage V emission norms. The new model has been re-badged as the Hindustan 2021 F, which not only meets the engine emission compliance but also comes with a new cab featuring ROPS and FOPS protection. We've also enhanced operator ergonomics, making it more comfortable for operators to work longer hours.

Can you tell us about the current trends you are witnessing in the industry right now?

I think India is definitely in a

high-growth phase right now. There's a lot of investment happening in the country, and there is a strong focus on infrastructure development, which has been going on for quite some time and is continuing. This continuity is definitely a positive aspect for us. In fact, if we look at current budget, the focus on infrastructure development is only growing much more than it has in the past. This focus on infrastructure growth is very good for our country and the associated industries including construction equipment industry.

There are some significant changes in the way construction industry works. We're seeing a trend towards more specific equipment for jobs. Earlier, people would use equipment that wasn't necessarily the best fit for a specific task, but now, with time-bound projects and strict quality requirements, they are opting for equipment that delivers the best performance and productivity. This helps customers meet their targets more efficiently.

How is Caterpillar contributing to sustainability in this context?

Caterpillar is contributing to a reduced-carbon future by investing in new products, technologies, and solutions to help our customers meet their climate-related objectives. We have committed that 100 per cent of our new products through 2030 will be more sustainable than the previous generation. We work to reduce greenhouse gas (GHG) emissions in our operations while also minimising water use and waste generation.

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“Efficiency and sustainability are driving out next year strategy.”

Mukul Dixit, India Manager of Sales and Marketing Global Construction and Infrastructure Division, Caterpillar India

Could you give us an overview of what Caterpillar is showcasing this year?

As you can see, we have displayed a variety of machines that offer different solutions for our customers, addressing a range of applications. One of the exciting new initiatives this year is our service commitment to customers. We've launched a promise that we will respond to any service complaint or query within eight hours. This has proven to be a significant differentiator in terms of the value we can offer our customers and how we add more value to their business.

We are also increasingly focused on the digital aspect of the business, exploring ways to make it easier for our customers to use apps, connected assets, and the data that their machines provide. This helps us serve them better by offering proactive maintenance, service advisories, and improving the efficiency and productivity of their operations.

Could you elaborate on the technology behind your machines?

When we talk about innovation in our machines, we now focus on “The Age of Smart Iron”. “The Age of Smart Iron” describes Caterpillar's strategy to be the industry leader bringing digital solutions designed to improve productivity, efficiency,



safety and profitability for customers.

All of our machines are fitted with VisionLink, meaning they are connected to technology. Not only are our machines equipped for the present, but they are also future-ready. For example, while everyone is talking about upcoming CEV Stage 5 emission norms, our machines have already been meeting Stage 5 norms for the past two years.

One key model to highlight is the 120, which is already in compliance with CEV Stage 5 emission standards. We've seen significant success with these machines, with over 10,000 hours on the field, proving their productivity and efficiency. We also have a robust dealer network that supports all our machines, and through our investments in technology and digital tools in India, we are committed to being a partner in the growth of both the country and our customers.

We are not only focused on new products, but we also help our customers maximise the life of their existing equipment. Through our rebuild solutions, we offer a way for customers to get second or even third lives out of their machines.

What customers are looking for is an efficient machine that can operate at a lower cost over an extended period. With our rebuild programmes, we offer solutions that allow customers to use their machines for beyond 10,000 hours, even up to 16 years.

Take, for example, the 320D machine standing in our stall today. It has already been in service for 16 years, but after we took it from the customer, rebuilt it, and reconditioned it, the machine is now ready to serve for another three to four years. This process isn't just about cost savings; it's also about our contribution to the environment. By rebuilding, we use fewer raw materials, such as iron, rubber, and copper, which would otherwise be used to create new machines. This approach also supports a greener, more sustainable future for the country.

You've mentioned energy-efficient products. Are there other key trends you're seeing in the market?

There's a lot of buzz around hydrogen, hybrid solutions, and autonomous machines, and we are certainly involved in these areas as well. However, from a customer's perspective, what matters most is reducing waste—whether it's fuel consumption or filter replacement time. Customers also want to make their fleets more efficient overall, and I'm proud to say that even without all these alternate solutions, our machines are already performing at a high level of efficiency.

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“Hybrid machines are becoming common in the Indian market.”

Yasunori Fujii,
Managing Director,
Komatsu India

Tell us about the PC35MR mini excavator model.

Komatsu PC35MR mini excavator is one of our flagship models, and it's been well-received for its superior quality and fuel efficiency, which is the best model in India in the mini excavator category. It also boasts the largest bucket size in its class and leads in lifting power as well. Komatsu is the last major manufacturer to arrive Indian market in this product segment, but we came with a very strong heritage and commitments by bringing the best machine available for our customers, and now, with the PC35MR, we have a very competitive offering. My expectation is that the demand for mini excavators will continue to grow, and this will contribute significantly to India's infrastructure development and also in areas like plantation work, especially in rural areas.

How do you see the Indian market for this product and what makes Komatsu unique in CE industry?

When it comes to the mini excavator segment, it's important to note that all manufacturers are continuously working to improve both quality and performance. India is an upcoming market for this small size excavators which is proliferating and reshaping the construction equipment industry slowly.

What sets us apart in the industry is the added value service offering two years / 6,000 hours, whichever is earlier for the mini excavator models



and whereas for the other equipment ranging from 20 ~ 35 tonne, Komatsu India offers strong and long warranty “Machine Care Program” i.e. 5 years / 12,500 hours whichever is earlier. This unmatched and unique in the industry gives our customer a peace of mind, knowing they don't need to worry about the machine performance for long duration, which is a huge selling point, and no other competitor offers such similar programme in the market. It's really about the depth of customer support that Komatsu offer all time that indicates their recognition of the value of a brand. Our customers are always supported by a nationwide service network offered by our authorised distributor with strong on-the-ground presence. Our team regularly visits customer job sites and conducts periodical checks on the machines. This day-to-day effort from our team is what enables us to offer an unmatched service support to the customers.

Are there any plans to produce the mini excavator locally in India?

Currently, the mini excavators are imported from Komatsu Japan. However, we are actively exploring the possibilities of localisation options.

Our team is under study about the components that are to be localised and to make the product even more competitive in the Indian market.

Komatsu already have electric models in the 3-tonne and smaller sizes, further we're conducting field tests for these products. As for India, we're not ready to launch electric versions just yet. However, we have showcased our hybrid excavators in the 20-tonne class last exhibition, and we see that these machines are gaining popularity. Hybrid machines are becoming more common in the Indian market, and we also working to expand this segment. We aim to introduce the electric version once the hybrid machines gain a larger awareness by the customers.

What are the key highlights at Bauma?

We are highlighting our Smart Construction solutions, a tip of rapid change and innovation in the construction industry. This advanced automation features to harness technology for accurate data, comprehensive reporting and remote capabilities. Even younger, less experienced operator can use this system efficiently to perform complex task more easily.

Do you provide training for operators on smart construction?

Komatsu team recently completed a trial in the job site, and the feedback from our customer has been very positive. We are planning to provide a complete training to the operators about this Smart Construction solutions. We're continuously working to expand the adoption of these technologies in the market to benefit by the customers largely.



“Mini excavators are gaining traction for niche applications.”

Siddharth Chaturvedi,
Head Marketing, Tata
Hitachi Construction
Machinery

Can you share the current trends you are witnessing in the market, and how is Tata Hitachi adapting to them?

One of the key trends we're seeing is the shift in fuel sources. Traditionally, the industry has always relied on diesel, but now we're gradually moving towards alternate fuels. This includes the introduction of electric excavators and battery-operated machines, and even discussions around hydrogen fuel in the near future. This is a significant change in the market.

Another trend is the increasing use of electronics in our machines. Going forward, I expect that larger clients will show greater interest in adopting these technologies. Additionally, stricter emissions regulations are coming into play, and we're seeing more and more wheeled products on the market that comply with these new standards. Alongside this, there's a rise in the demand for mini excavators.

Could you elaborate on why mini excavators are gaining popularity?

Mini excavators are becoming increasingly popular, especially as labour costs rise. As economies grow, manual labour costs go up, and manual labour also has limitations in terms of efficiency. So, when labour costs increase and efficiency becomes a concern, mini excavators step in as a viable solution.



You're starting to see more mini excavators because they are more efficient, especially for digging operations, compared to traditional machines like backhoe loaders. They're particularly useful in confined spaces, where larger machines cannot operate effectively. We're witnessing a shift in the mindset of customers, who are beginning to realise that not every task can be done with a backhoe loader. Mini excavators are proving to be a better choice for specific applications.

How do you see the market in India evolving?

I believe the market in India will continue to grow in the coming years. We've already seen the mini excavator market mainly concentrated in states like Karnataka, Kerala, and Tamil Nadu. However, with initiatives like the Jal Jeevan Mission, there's been an increase in the use of excavators across the country.

Mini excavators, in particular, are gaining traction for niche applications, and there's a growing understanding that they are a viable and necessary alternative to larger, more versatile machines like backhoe

loaders. As more people recognise their value in specific tasks, the market for mini excavators will continue to expand.

With the market evolving, how has the current year been for your business, especially with the challenges posed by elections and extended rainy seasons?

The elections weren't as big of a concern for us as many had predicted continuity in the government. The real challenge this year has been the rains, which followed the election period. The rains have had a bigger impact on the industry than the elections. However, I'm optimistic. We're seeing a recovery, and I believe the last quarter of the year will see a pickup in business. The numbers so far are showing an upward trend compared to last year.

Looking ahead, what is Tata Hitachi's market strategy?

Our focus going forward will remain on our customers at the ground level. That's really where we can make a difference. It's a simple approach, but it's effective. We stay committed to our passion for providing the best products and services to our customers.

Are there any plans for expansion or further investments?

We are indeed looking at expansion, but we'll make any official announcements at the right time. For now, we are focused on introducing new products, which you can see here at the exhibition.

As for expansions, we'll share more details when the time is right.



“One key trend we witness is the rise of digitisation.”

Pankaj Kapoor, Vice President, Distribution Business and NRPO, Cummins India

What trends are you seeing in the market? How is your company adapting to these trends?

The first trend we are embracing is sustainability. To reduce waste and promote material reuse, we offer a wide range of reconditioned (Recon) products. These Recon parts, including engine after-treatment components, support on-highway vehicles and help in reducing the CO₂ emissions. Additionally, the recently introduced Retrofit Aftertreatment System (RAS) for the existing CPCBII and CPCBI gensets highlights our commitment to addressing pollution and advancing sustainability. These initiatives reflect our dedication to sustainable solutions, aligning with industry goals and contributing to carbon reduction and environmental stewardship.

Another significant trend we are observing is the rise of digitisation and evolving customer expectations. As the business landscape grows more complex, we have adopted advanced digital solutions to enhance operational efficiency and customer service. With 480 touchpoints across India and a team of 3,500 engineers, we ensure superior service and maximum uptime. For instance, our Mitwa program enables mechanics in the on-highway segment to scan parts online, streamlining previously manual processes. Looking ahead, we plan to leverage business analytics and AI to gain data insights, improve decision-making, and elevate the



customer experience further.

In summary, the three key trends we are addressing are sustainability, digitisation, and responding to increasingly demanding customer expectations. We are committed to providing top-quality service and ensuring that our customers experience maximum uptime and satisfaction with our products.

You mentioned response time and uptime. Can you tell us more about your dealership operations in India?

We have 18 dealers across India for our power generation and off-highway products, 480 touchpoints and approximately 3,500 engineers, including those from Cummins and our dealer network, all trained and certified by Cummins. These engineers are dedicated to supporting our customers daily, ensuring their needs are met with excellent service.

In the on-highway commercial vehicle market, we also have a 2S channel, in addition to the 4S off-highway channel. The 2S channel includes over 120 partners across the country, focusing on supplying aftermarket parts for trucks and

other equipment. Our Component Care Centers (CCC) focus on sales and service for after-treatment systems, ensuring comprehensive support for our customers' diverse needs.

Could you provide more details about the innovative products you mentioned?

One of our innovative products is an extension to the DATUM range of fuel management solutions, called DATUM S. This solution transforms conventional day or underground fuel tanks into smart storage systems. Equipped with IoT technology, DATUM S allows customers to monitor fuel levels through a mobile app. Integrated with the Repos ecosystem, it offers app-based fuel delivery, real-time data analytics, and credit facilities while reducing fuel loss, improving transparency, and optimising working capital. Advanced automation enhances decision-making, minimises waste, extends system life, and supports greener, more efficient fuel management.

Another noteworthy solution is DGBLue, a Diesel Exhaust Fluid for CPCB IV+ Gensets. DGBLue is essential for diesel engines with Selective Catalytic Reduction (SCR) technology, significantly reducing harmful nitrogen oxides (NO_x) emissions. It maximises SCR system efficiency, improving air quality and engine performance. Additionally, it protects the engine by preventing issues such as catalytic converter clogging and long-term wear, reducing repair costs and downtime. Regular use ensures warranty compliance, allowing customers to derive maximum value from their

equipment. Non-toxic, odorless, and colorless, DGBLue is safe to handle and helps ensure sustained performance with lower maintenance costs.

Finally, Cummins unveiled OPTiNAS+ at bauma CONEXPO India. This online bypass hydraulic oil filter enhances hydraulic system reliability in industries such as mining, construction, and material handling. Using advanced Graded Depth Density Technology, it captures particles of various sizes, ensuring cleaner, longer-lasting hydraulic oil. The continuous bypass filter maintains optimal NAS levels, reducing impurities by over 93 per cent, extending component life, and prolonging oil replacement cycles. With nearly 100 per cent hydraulic uptime, OPTiNAS+ supports sustainability by minimising waste and promoting greener operations, all backed by our' trusted global

service network.

These innovations are designed to enhance uptime, reduce maintenance costs, and maximise equipment performance for our customers.

It sounds like you're making a lot of progress with these innovations. What is your market strategy moving forward?

Our market strategy is built on three key pillars:

- ▶ Expanding our reach to serve a broader base of customers.
- ▶ Introducing more innovations not only in our core segments but also in adjacent areas, as demonstrated by products like DATUM and OptiNAS+.
- ▶ Leveraging advanced technologies such as telematics and AI to monitor product performance, track health metrics, and provide real-time insights.

This proactive approach

strengthens customer relationships and ensures we deliver the best possible solutions.

How has the business performed this year, and what are the plans for the next year?

As a publicly listed company, we had a strong July – August quarter and remain optimistic about our growth trajectory. We are well positioned to meet the evolving needs of our customers and will continue to deliver on our brand promise.

With over 60 years of presence in India, we are committed to powering the success of our customers with every product and service we offer. Looking ahead, we are about future opportunities and will continue to prioritise on creating cleaner, greener and prosperous world for all our stakeholders.

“We are bringing global expertise to local operations.”

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Atul Hirawat, Director, Taurian MPS

Could you elaborate on the recent product launches at bauma Conexpo?

We specialise in the design and manufacturing of advanced mining and crushing equipment. As part of our strategic growth, we are expanding our portfolio to include state-of-the-art washing plants, beneficiation plants, and high-frequency screens—innovative additions.

While we have long served the domestic market, we are witnessing increasing demand and securing



significant orders from international markets. To further strengthen our capabilities, we have partnered with the renowned European company,

+NR, to deliver cutting-edge, future-ready solutions that prioritise efficiency and sustainability.

These solutions are tailored to meet the evolving needs of major mining companies in Europe, and we are proud to have successfully executed impactful projects across Africa, Latin America, and Europe. Drawing on this extensive experience, we are now poised to make a transformative impact on the Indian market, bringing global expertise to local operations.

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“R&D remains at the heart of ACE’s operations.”

Manish Handa,
Vice President –
Earthmoving
Equipment Division,
Action Construction
Equipment

Could you start by telling us about your recent product launches and what you displayed at bauma?

At bauma ConExpo 2024, ACE made a significant impact with the launch of its groundbreaking BS-V AX124 backhoe loader. This next-generation machine not only meets the stringent Bharat Stage V (BS-V) emission norms but also delivers 15 per cent better fuel efficiency and 15 per cent higher output per litre of fuel consumption. The bold grille, muscular bonnet, and premium cabin reflect its advanced engineering and modern aesthetics. In addition to this flagship product, ACE showcased seven other innovative machines, including the BS-V 30 and 35 ton pick and carry cranes, 75 tonne rough terrain crane, 100-tonne crawler crane, aerial work platforms (AWPs), telehandlers, and upgraded motor grader and soil compactor. These offerings exemplify our commitment to sustainable, efficient, and cutting-edge solutions for the construction and material handling sectors.

What are your immediate plans for 2025, especially with the booming construction and infrastructure sectors?

Looking ahead to 2025, ACE is strategically positioned to leverage the booming construction and



infrastructure sectors. Our focus will be on expanding our product portfolio, particularly in areas such as green technologies and smart construction equipment. We are also increasing our production capacities to meet both domestic and international demand. Strengthening our service network remains a key priority; ensuring customers receive unmatched support throughout the lifecycle of their equipment. Additionally, we plan to enhance our presence in global markets and forge strategic collaborations to drive innovation and deliver solutions aligned with India’s growing infrastructure needs and the “Make in India” initiative.

Could you tell us about your R&D efforts? What investments are being made, and what are you targeting?

R&D remains at the heart of ACE’s operations. Significant investments have been directed towards developing smart, sustainable, and high-performance solutions. Our R&D efforts focus to enhance productivity and safety. We are also exploring the use of advanced materials to improve durability and efficiency. The recent launches at bauma ConExpo 2024,

including the BS-V AX124 backhoe loader, are a testament to our innovative approach and dedication to creating equipment that meets evolving customer and industry demands.

Can you share details of any new products in the making?

ACE is actively working on a range of new products aimed at reshaping the construction and material handling landscape. These include advanced cranes for enhanced precision and safety, as well as electric forklifts with improved battery life and charging efficiency. Additionally, we are focused on enhancing our range of telehandlers and aerial work platforms to support the growing demand for efficient and versatile equipment. While these innovations are under development, they align with our vision of delivering exceptional value and sustainability.

How has your experience been at bauma this year?

bauma ConExpo 2024 was an incredible event for ACE. The exhibition provided a global stage to showcase our innovations and connect with industry leaders, partners, and potential clients. The unveiling of the BS-V AX124 backhoe loader and the showcase of seven additional groundbreaking products received an overwhelming response. The footfall at our stall exceeded expectations, and we secured several strategic deals that will fuel our growth in the coming years. The positive feedback reinforced our commitment to excellence and innovation, making this year’s bauma a remarkable success for ACE.



“India’s market is about to grow significantly.”

V Chandrashekar,
Managing Director and
CEO, Gmmco

Tell us a little bit about how you approach your role as a dealer of Caterpillar here in India?

As a dealer, our main focus is on providing solutions to the customer. We don’t just sell equipment or parts—we go to the customer, understand their needs, and offer tailor-made solutions. We provide new equipment, rental equipment, buy-back services, used equipment, rebuilt equipment, and even finance options to help them purchase what they need. Essentially, we try to offer complete solutions rather than simply supplying equipment and parts.

Can you share your thoughts on the current market trends and demands for construction equipment in your region?

India’s market is about to grow significantly. The country’s population is expanding at an incredible rate—one child is born every second. With this kind of growth, there’s going to be a huge demand for infrastructure, including roads, sewage systems, and water supply. The way buildings are being constructed is changing as well. India is a very young and aspirational country, and the potential for growth is immense. In fact, India now has the largest medium-income population in the world, which is a great opportunity for the construction equipment industry.

Do you also provide any training programmes to support your



Our strategy remains simple—be with the customer, support them, and provide solutions that help them become more profitable. By helping our customers succeed, we also position ourselves to be successful in the market.

customers in using these complex pieces of equipment?

Yes, we do. As equipment becomes more advanced and digitally enabled, it’s crucial to have skilled people to service and operate these machines. We have training schools where we provide training to our staff. We also send them abroad to Caterpillar facilities and other advanced training centres. Our team is well-equipped to handle and support these evolving machines and to provide the best service to our customers.

With technology constantly evolving, are there any emerging technologies you foresee in the construction

equipment segment?

The industry is continuously evolving. We’re starting to see hybrid trucks, and there will likely be more battery-operated vehicles in the future. Additionally, hydrogen as a fuel source is being explored, and biofuels are also being tested. There is much technological advancement, but it’s important for us to adapt those technologies that are most useful to our customers and implement them accordingly.

Can you tell us more about your maintenance packages?

Our maintenance packages, which we call Customer Value Agreements (CVAs), are completely tailor-made based on the customer’s needs. We begin educating customers’ right from the sale of the equipment, and then we structure maintenance plans over a period of two, four, or even ten years, depending on the equipment and the customer’s requirements. Sometimes, we also offer utilisation-based contracts, where customers pay based on the hours of equipment usage. In these contracts, we guarantee the availability of the equipment, ensuring that projects run smoothly. This way, both the customer and we as a business can maximise our profitability.

What does your market strategy look like moving forward?

Our strategy remains simple—be with the customer, support them, and provide solutions that help them become more profitable. By helping our customers succeed, we also position ourselves to be successful in the market.



“Our products aim to enhance customer productivity.”

MT Swamy, Regional Leader – APAC (ex-China), Infrastructure Business, Kennametal India

What products are you currently showcasing, and what are their key features?

At bauma, Kennametal is presenting a range of tools designed for the construction sector, including foundation drilling, road rehabilitation, surface mining, trenching and wear protection solutions. One of the highlights at the expo is the next-gen Road King tool series, which is an enhanced version of our earlier tool. This new version has improvements that significantly boost its performance, such as an improved body, washer and retainer design, all contributing to better performance. Additionally, we are showcasing KenCast™ wear protection solutions that extend wear part life up to 6X, making it ideal for high-impact and extreme abrasive applications.

The Indian market is expected to perform well in the coming years, largely because the govt is focused on infrastructure development.

So, in summary, we are displaying tools for construction, foundation drilling, trenching, road rehabilitation and surface mining



applications, including the conicals that are widely used in these sectors.

How do you view the market, particularly in India?

The Indian market is expected to perform well in the coming years, largely because the government is heavily focused on infrastructure development. There is a national infrastructure pipeline with over \$2 trillion allocated for the next decade, which will fund a variety of projects, including road construction, port development, metro rail expansions, and underground drilling solutions. Given this focus, we believe the demand for construction tooling will be strong over the next 10 years, and this will positively impact the Indian market.

What are your market strategies for the upcoming year?

At Kennametal, we always prioritise delivering value to our customers. Our products are designed with the goal of improving customer productivity, reducing changeover times, enhancing reliability, and minimising maintenance costs. This approach drives everything we do.

We focus on two main areas for innovation: material science and technology. For instance, we're introducing new tools in Polycrystalline Diamond (PCD), which are expected to outperform traditional tungsten carbide tools. Our strategy is customer-centric, with a focus on co-creation. We collaborate with our customers to develop tools that meet their specific needs for boosting productivity, reliability, and reducing maintenance costs.

Our products are designed with the goal of improving customer productivity, reducing changeover times, enhancing reliability, and minimising maintenance costs.

Can you tell us about your dealership network in India?

Our distribution network is well-established and spread across key regions, ensuring we are able to reach our customers effectively.

At the moment, all markets are experiencing growth due to the heavy focus on infrastructure by the Government. Key growth segments include foundation laying, road rehabilitation, and road construction. Additionally, coal production remains strong in India, particularly in the geographic mining sector.

Infrastructure projects are being rolled out across the country, with metro expansions in cities like Chennai, Bengaluru, Jaipur, and several others. These infrastructure projects are driving growth across India.





Lifting the Skyline

Tower cranes, with their unmatched ability to lift heavy materials to great heights, are playing a critical role in this vertical expansion.

In recent years, the construction industry has experienced a significant surge in the development of tall buildings across the globe. With urbanisation and the growing population, there is an increasing demand for efficient, safe, and sustainable construction methods to accommodate the rising number of people in urban areas. Tower cranes have emerged as vital tools in meeting this demand, transforming the construction of skyscrapers and playing an essential role in ensuring safety, efficiency, and precision on construction sites.

One of the primary reasons for the widespread use of tower cranes in tall building construction is their ability to facilitate efficient vertical construction. Tall buildings require

the transportation and placement of heavy materials at significant heights, which traditional construction methods cannot easily manage. Tower cranes offer the necessary lifting capacity, reach, and stability to carry out these tasks effectively and safely. Their ability to lift and move materials precisely and with control is vital to the safety of the workforce and the timely progress of construction projects.

In major metropolitan cities such as Mumbai, Hyderabad, and Delhi, as well as in smaller cities like Ahmedabad and Pune, rapid urbanisation and increased real estate development have led to a notable trend in vertical construction. With limited land for expansion and high population density, India is quickly becoming a focal point for high-rise buildings and tall structures. Tower cranes are indispensable in the construction of these towering buildings, as they enable efficient material handling, faster construction timelines, and, most importantly, a safer working environment on

construction sites.

The adoption of precast construction technology in India has further emphasised the need for tower cranes. Precast construction,



which involves prefabricating building components off-site before assembling them on-site, requires cranes with higher lifting capacities to handle and place large, heavy components with precision. As the demand for large-scale infrastructure projects and high-rise developments grows, the need for cranes capable of lifting and positioning precast elements has increased, making tower cranes essential in these projects.

Advancements in technology have played a significant role in improving the efficiency and safety of tower cranes. Modern cranes are equipped

processes, optimising both productivity and safety on-site.

Mayank Pundir, Country Head, ACE Tower Cranes Division,

explains the growing importance of tower cranes in India's construction landscape: "While a majority of Indian structures, both residential, commercial, and infrastructure, are being built the cast-in-place or in-situ mode, there is a growing



Mayank Pundir
Country Head,
ACE Tower Cranes
Division

However, until a decade ago, adoption of modern and innovative construction technology and practices by the Indian realty sector was slow, and therefore, precast, though widely used across the globe for its inherent advantages, did not catch the fancy of the industry."

He adds, "According to industry experts, apart from certain countries in Asia-Pacific, the rest of the world is increasingly using precast as their mode of construction in a majority of projects. The construction industry in India is around \$500 million, and

precast has only a 2 per cent share compared to the traditional method of construction. However, a

gradual shift is occurring, and precast building technology is rapidly gaining a foothold in the Indian market, with primary among them being the need for affordable housing."

ACE has responded to this demand by offering higher capacity tower cranes, ranging from 10t to 25t capacities, which play a vital role in the precast construction industry. Mayank Pundir notes, "These machines are used to lift, shift, and lower the precast structures. For the precast industry, tower cranes have become the most essential and valuable assets because they make the work easier and faster at project sites."

Schwing Stetter India, another key player in the industry, also offers advanced tower cranes designed to

with cutting-edge automation and control systems, which enhance their accuracy and precision. Remote monitoring systems allow operators to access real-time crane data, helping to ensure that maintenance is carried out

proactively and that potential malfunctions are detected early, preventing downtime and minimising safety risks. Additionally, technologies like Building Information Modeling (BIM) help coordinate the work of the tower crane with other construction

popularity for precast technology within the Indian construction community. Precast construction technology is not new in India. It has been adopted in India for many years, but was mostly limited to civil structures such as tunnels, bridges, flyovers, and underpasses.



meet the growing demands of high-rise construction. **VG Sakthikumar, Chairman and Managing Director, Schwing Stetter India**, emphasises, “Schwing Stetter tower cranes bring more ease into project execution. Our most advanced tower crane for building a skyscraper is in the range of 10-tonne to 100 metric tonne capacities in India. Given the need for faster completion of real estate projects, tower cranes, especially of higher tonnage, will be required for handling the heavy concrete and steel sections. In fact, demand for tower cranes with heavier lifting capabilities has been growing in India over the past four to five years, especially with the advent of 3D precast construction technology now being adopted by several project developers.”

Schwing Stetter India is also importing higher-capacity tower cranes from XCMG to meet the needs of the Indian market, including luffing and jib cranes that are available on demand. As part of their commitment to innovation and safety, Schwing Stetter has focused on improving crane safety features, making them essential tools for modern construction.



XCMG tower cranes, in particular, are designed with a focus on safety. Their cranes come with standard safe

load indicators, ensuring that materials are handled accurately and within their rated load capacity, which is crucial for preventing accidents. Additionally, the split-type mast sections of these cranes take up less space during transportation and are easier to handle, making them more efficient to erect and operate. They can also be equipped with anti-collision devices, allowing multiple cranes to operate safely in close proximity, which is especially beneficial for large-scale projects with several cranes working simultaneously.

One of the most popular units for high-rise construction from Potain is the MR 418 luffing jib crane. This crane features full frequency-controlled mechanisms for precision control, ensuring that the lifting of





IMPORTANCE OF SAFETY IN TOWER CRANES

Tower cranes are essential for modern construction, enabling the lifting of heavy materials to great heights. However, given their complex structure and the challenging environments in which they operate, safety is paramount to ensure the protection of workers, equipment, and the surrounding community.

- **Preventing accidents and injuries:** Tower cranes are involved in lifting and moving heavy loads, sometimes hundreds of feet into the air. If safety protocols are not strictly followed, the risk of accidents—such as crane collapses, load swings, or falls from height—can lead to serious injuries or fatalities. Proper safety measures, including regular inspections, operator training, and clear communication, are critical to minimise these risks.
- **Structural integrity:** The integrity of the crane itself is a key safety concern. Overloading, poor maintenance, and failure to follow operational guidelines can lead to structural failure. Ensuring that tower cranes are regularly inspected and maintained helps prevent equipment breakdowns that could lead to catastrophic accidents.
- Safeguarding workers and the public safety extends beyond the crane operator. Construction sites are often crowded with workers, and the crane's operation can impact the surrounding area. Falling objects, unsecured loads, or crane malfunctions can pose a significant threat to workers on the ground and people in the vicinity. Safety protocols such as exclusion zones, harnesses, and the use of spotters help mitigate these dangers.
- **Compliance with regulations:** In many regions, crane safety is strictly regulated. Compliance with national and international safety standards ensures that the equipment is operated in a safe manner. Regular inspections and adherence to safety guidelines help construction companies avoid legal liabilities and contribute to a culture of safety on the job site.
- **Enhancing efficiency:** A focus on safety also improves efficiency. When workers are confident that safety measures are in place, they can focus on their tasks without fear, leading to smoother operations. Safe practices, such as proper load management and using crane features correctly, also ensure the crane operates at its best, reducing downtime and costly accidents.

materials is done accurately and safely. Its streamlined design optimises the available space on the job site, simplifying assembly and disassembly. The MR 418 also offers additional benefits, including the optional 270 LVF 120 hoist, which provides excellent lifting capabilities for high-rise buildings, including super-tall structures that exceed 200 meters in height.

Zoomlion, a leading global manufacturer, has introduced the R2000-720 tower crane, which holds the world record for the largest tower crane. With a 720-ton capacity and a 1,312-foot height, the R2000-720 was designed with innovations in weight balancing, structure, and intelligent control systems, making it capable of handling extreme working conditions such as high winds, heavy loads, and

challenging environments. A spokesperson from Zoomlion explains, “The R2000-720 has made innovations and breakthroughs in weight balancing, structure, intelligent control, and other technologies, addressing multiple global challenges for ultra-large tower cranes operating in extremely complex working conditions, such as strong wind, high humidity, and heavy load. It’s not just the world’s largest, but also the strongest tower crane.”

Zoomlion’s new design incorporates mobile balancing weight technology that enhances hoisting performance by more than 60 per cent. Additionally, the R2000-720’s design includes a high load-bearing, lightweight structure, which is more than 20 per cent smaller than traditional designs, improving

transportation, installation, and disassembly efficiency. The crane’s advanced intelligent control system, with 50 intelligent technologies, ensures a millisecond response time, further enhancing safety and operational efficiency.

Looking forward, tower cranes will continue to be integral to the construction of tall buildings worldwide. Their advanced safety features, lifting capabilities, and integration with cutting-edge technologies will play a crucial role in shaping the future of urban skylines. As demand for tall buildings and high-rise projects increases, tower cranes will remain at the forefront of the construction industry, ensuring that these projects are completed safely, on time, and with minimal risk to workers and the public.





Navigating Challenges to Embrace Automation



India must integrate technology for export readiness without increasing costs for local customers.

The construction equipment industry in India stands at the cusp of a technological revolution, one that promises to reshape the landscape of infrastructure development in the country. However, as industry leaders and experts agree, the road to modernisation is fraught with challenges ranging from high costs and

technological adoption to insufficient legislation and a lack of skilled manpower. Yet, the potential for India to emerge as a global player in the sector remains strong provided these hurdles are addressed effectively.

The push for automation

As automation continues to make inroads into various industries

worldwide, the construction sector is no exception. Automation, while still in its nascent stages in India, is set to change the way construction equipment operates. According to **Rajiv Chaturvedi, Vice President, Hyundai Construction Equipment India**, the industry faces a major obstacle in both the understanding and acceptance of automation

technology. “People don’t even know how to log into the key,” he remarked, highlighting the gap in knowledge about advanced equipment, such as dumpers with integrated systems that track and monitor their activities.



Rajiv Chaturvedi
Vice President,
Hyundai
Construction
Equipment India

The high initial cost of automation is another significant barrier. For many Indian customers, the price of cutting-edge technology remains prohibitive. Chaturvedi emphasised the need for collaboration between OEMs, the government, and academic institutions to drive down these costs. Drawing parallels with the mobile phone industry, where global innovations became affordable and accessible to all, he believes the same approach is needed for construction equipment.

Safety monitoring technologies, like drones and IoT sensors, are another area where significant advances are being made. These technologies allow for real-time monitoring of construction sites, ensuring that equipment is functioning correctly and workers are safe. “We need to work more vigorously on safety and monitoring,” Chaturvedi urged, noting that such technologies are not only critical for operational efficiency but also for safeguarding workers on remote sites.

Despite these innovations, India remains a price-sensitive market. While automation and safety technologies offer immense potential, their widespread adoption depends on making them affordable to the masses. For India to become export-ready, technology integration must be achieved without pushing costs beyond the reach of local customers.

It will require more than just technological adoption—it will take a concerted effort between the government, industry stakeholders, and educational institutions to overcome barriers to innovation, and standardisation.

Sustainable practices

Sustainability has become a buzzword in the construction industry globally, and India is no exception. However, the adoption of recycling technologies, which are crucial for reducing environmental impact, remains slow. **Jaideep Shekar, Managing Director, Terex India**, identified a key challenge in the industry: while there is significant focus on low-cost infrastructure development, quality often takes a backseat. This lack of emphasis on quality is a significant roadblock in the adoption of newer technologies, including telematics—the technology that allows for real-time tracking and analysis of equipment performance.

Recycling construction and demolition waste presents a huge opportunity. Shekar pointed out that globally, around 40 to 50 per cent of materials in construction are recycled, a far cry from the limited efforts seen in India. While there are efforts to promote recycling, the government needs to enact legislation to drive these practices. For instance, construction waste could be repurposed for road building or used in cement production.



Jaideep Shekar
Managing
Director, Terex
India

Introducing legislation that incentivises recycling would not only reduce waste but also create a more sustainable and circular economy in the construction sector.

Further legislation is needed to regulate material quality. For example, sand used in construction varies widely across states, with no standardised specifications. **Muthu Sekkar, COO, Hailstone Innovation**, emphasised that India needs a unified standard for construction materials to ensure consistency and quality. He proposed legislation to regulate the size and source of sand used, potentially eliminating the need for river sand, which is often illegally sourced and unsustainable.



Muthu Sekkar
COO, Hailstone
Innovation

Fostering talent

As technology evolves, the need for skilled workers who can operate, maintain, and innovate with advanced machinery becomes even more pressing. **Sandeep Kumar, National Product Head, Liugong India**, highlighted the importance of collaboration between the industry, government, and educational institutions to create a robust talent pipeline. “We need to create institutes that teach equipment and machinery, much like other countries such as Japan and South Korea,” he explained.

India’s current education system, while robust in theory, falls short when it comes to practical training in specialised areas like construction machinery. Many skilled workers are attracted to other industries, such as technology and



Sandeep Kumar
National Product
Head, Liugong
India



automotive, where the work-life balance and growth prospects are more appealing. To retain talent, the construction sector must become more attractive by offering better compensation, career growth, and a focus on sustainability—not only in the environment but also in terms of work conditions.

Creating a sustainable talent pool requires a shift in how the industry values its workforce. Kumar stressed that it is not just about training workers but retaining them by offering competitive wages and opportunities for growth. The government must focus on the quality of construction projects rather than merely cutting costs, allowing for better salaries and improved working conditions within the sector.

Legislation for Growth

Legislation plays a crucial role in shaping the future of the construction equipment industry in India. Muthu Sekkar identified two key pieces of legislation needed to drive the sector's growth:

Safety monitoring technologies, like drones and IoT sensors, are another area where significant advances are being made. These technologies allow for real-time monitoring of construction sites.

standardising material quality and offering export incentives. A unified standard for materials like sand would eliminate regional disparities and improve the overall quality of construction. Additionally, incentivising exports, especially by focusing on unique products from various districts, could create a more dynamic and competitive construction equipment market.

The role of government support in driving innovation, sustainability, and skill development cannot be overstated. As **Upkar Singh, Chairman & Managing Director, New Swan Group**, noted, India's low-cost

manufacturing base presents a great opportunity to develop construction equipment not only for domestic use but also for global markets. By focusing on speed, safety, and sustainability, India can position itself as a leader in the global construction equipment market.

India's construction equipment industry is poised for growth, but the path to global competitiveness is complex. It will require more than just technological adoption—it will take a concerted effort between the government, industry stakeholders, and educational institutions to overcome barriers to innovation, standardisation, and skill development. If India can address these challenges, it stands to emerge not only as a leader in the region but also as a key player on the global stage in construction equipment manufacturing and technology. 



Upkar Singh
Chairman &
Managing
Director, New
Swan Group

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Overcoming Perceptions and Scaling Up

The drive for modernisation, infrastructure development and smart cities is fuelling the demand, making India a key player in the future of the construction equipment sector.



India's manufacturing and construction equipment industries are at a pivotal juncture. With rapidly evolving infrastructure needs and increasing global demand, the sector stands poised for substantial growth. However, to meet the ambitious goals set for the next decade, it must address several challenges, from improving product quality and technological innovation to fostering international collaborations. The country's strategy for growth in these industries is multi-faceted, focusing on not just scaling up production but enhancing supply chain efficiencies, overcoming global perception challenges, and investing in research and development (R&D).

Growing demand, a challenge

India is currently the third-largest player in the global construction

equipment market, but with a contribution of only 5 to 6 per cent of the \$150 billion global market, it has significant room for growth. The domestic market, however, is on a rapid upward trajectory. According to **Sunil Kumar Dixit, President, Manufacturing Operations, Schwing Stetter India**, India's construction equipment industry must double its size by 2030, with equipment demand rising from around 1,25,000 pieces annually to a potential 3,00,000. The drive for modernisation, infrastructure development, smart cities, and sanitation projects is fuelling this demand, making India a key player in the future of the construction equipment sector.

India's growing position as a manufacturing hub is being further strengthened by the "China+1" strategy, where countries are actively

seeking alternatives to China for their manufacturing needs. India, with its cost-effective labour and expanding industrial capabilities, is emerging as the first choice for many nations. Yet, challenges remain. Smaller countries like Vietnam have managed to build a more specialised workforce with sector-specific skills. India's push to improve through collaborations between industry, academia, and government is crucial to competing globally.

Despite these hurdles, the opportunity to shift from being a mere fabrication hub to a leader in component manufacturing is within reach. Dixit emphasises the importance of investing in R&D. India's future success hinges not only on scaling up manufacturing but also on creating products that meet international standards, including those in emissions and sustainability.

Overcoming global perceptions

One of the most significant barriers India faces in the global market is the perception of its products. Historically, Indian manufacturing has been associated with low-cost options, often perceived as inferior in quality. To compete with established brands from Germany, Japan, and the US, India must shift this mindset.

Sanjeev Bajaj, CEO, Escorts Kubota, highlights the need to

address this perception, especially when it comes to the construction equipment industry. “We need to change the mindset of customers who may view Indian products as low-cost alternatives,” he says. While India’s products may not yet match the quality of German or Japanese counterparts, the gap is closing. The challenge now is to move faster in improving quality and meeting global standards.

A Rajesh Premchandran, Marketing Officer, NBC Bearings, which supplies critical components like bearings to global markets, echoes this sentiment. “Ensuring quality is non-negotiable,” he says, explaining that small components like bearings have a large impact on the overall performance of machinery. He underscores that consistent quality across markets—from India to the US—is vital for maintaining global competitiveness.

Meanwhile, companies like CEAT Specialty have already shown that Indian products can not only compete but surpass international standards. **Dyutiman Chattopadhyay, Vice President, Research, Development & Technology, CEAT Specialty,** shares that their Indian-manufactured tyres have captured significant market shares in countries like Australia and the US. He believes that Indian products are now on par with European brands, if not better, emphasising that cost competitiveness does not come at the expense of quality. This success story is a testament to the industry’s growing global credibility.

Leveraging Make in India

The “Make in India” initiative has given Indian manufacturers an edge, especially in sectors like engines and emission technologies. **Samir Kale, Senior General Manager, Kirloskar Oil Engines,** explains that the initiative has been pivotal

in driving localisation, particularly in the commercial vehicle sector, which has seen significant improvements in engine technologies and emission standards. The government’s push towards sustainability and greener technologies is providing further opportunities, particularly with stricter emission standards worldwide.

However, the challenge remains to shift the global perception of Indian products. While Indian companies are now meeting global standards in areas like emissions, many international markets still hesitate to fully embrace Indian products. To address this, the sector must continue investing in R&D and innovation. Dixit advocates for a more robust focus on R&D within India, not just for fabrication but also for developing proprietary technologies that meet Indian and international standards. By doing so, India can carve out a significant place in the global market, not merely as an assembly hub, but as a leader in technological innovation.

A strong and sustainable manufacturing ecosystem requires continuous innovation, which in turn demands an equally robust talent pool. The government and industry must collaborate to foster the next generation of engineers and technologists. Premchandran points out that a major challenge India faces is retaining young talent, particularly as many graduates prefer to work in the digital space rather than the traditional manufacturing sector. To attract and retain talent, the industry must evolve to offer more innovative and engaging work environments, incorporating automation and AI to make manufacturing more appealing.

Kale also emphasises the need for deeper industry-academia collaboration. If academic institutions like IITs and IIMs can align their curriculums with the evolving needs of the manufacturing sector, it will help bridge the skill gap and fuel



the next wave of innovation. Public-private partnerships in R&D and education could create a more dynamic, skilled workforce ready to meet both domestic and global demands.

Finally, government support remains crucial to ensuring the sector’s competitiveness. Samir Kale suggests that further incentives for R&D investment would go a long way in advancing the sector. Additionally, fostering more free trade agreements (FTAs) would open up new markets and increase India’s global competitiveness. Political stability, consistency in policies, and access to funding for high-tech innovation are all critical factors in ensuring that India remains at the forefront of global manufacturing.

The road ahead

India’s construction and manufacturing sectors stand on the brink of significant transformation. With a combination of strategic planning, technological investment, and international collaborations, the country has the potential to lead the global market in the next decade.

The challenge will be to move beyond the perception of India as merely a cost-effective hub to one recognised for its high-quality, innovative, and sustainable products.

By addressing these challenges head-on, India can secure its place as a global manufacturing leader, contributing not just to its own growth but to the future of industries worldwide.





“Every year, we add new machines to our fleet.”

Stratmont Industries is primarily involved in piling and filing equipment rental and contracting. **Manavika Agarwal of Stratmont Industries** speaks on the various services offered by the company.



Can you tell us a little bit about your company and the services it offers?

Stratmont Industries is primarily involved in piling and filing equipment rental and contracting. We are working on projects across India, with notable completed projects in Gujarat, particularly at the NCC site at Mundra Port, Gujarat. We are currently taking on 6 to 7 other contracts all over the country. In addition to our core work, we also have a coal manufacturing and trading arm, as well as a spiral saw pipe setup based in Kutch, Gujarat. We are into steel trading, dealing both in primary and secondary steel.

So, is piling and piling equipment your only focus?

I would say that piling is our main area of expertise. However, we do have diversification through our coal manufacturing, trading arm, and steel dealings.

Can you elaborate on how you handle the financial aspects of your projects?

With God's grace, we've been able to provide a range of financing options for our clients. The piling industry isn't the most liquid one, but we've configured our operations in a way that allows us to manage financing issues better than most. We're fortunate to be cash-rich, and this is one of the major advantages in the piling sector. Since piling is usually the first stage of a project, we often face fewer payment delays. We're typically the first ones to get our payments and also the first ones to bring our machinery on-site, which makes financing much smoother for us.

So, what are some of the challenges you face in the industry?

Honestly, there are no major challenges. The primary challenge for us is deciding which projects to take on. For most of the year, we are fully occupied, except for a couple of months during the off-season. In India, infrastructure work is essentially year-round, so there's always a constant demand. The real challenge is the rapid pace at which the industry is growing. We have to keep up with that growth, or else we risk falling behind. If you're not growing with the industry, you're not performing well enough.

What about the maintenance aspect of your equipment? How do you handle that?

We manage maintenance by consistently updating our fleet. Every year, we add new machines to our fleet. In fact, this year alone, we've added around five machines, and we plan to continue expanding in 2025. It's a rotating cycle where we add new machines and sell the older ones. This approach significantly reduces our maintenance costs because newer machines require less maintenance. On average, our machine fleet age is 3.2 years, which is much lower than five years. Maintenance costs typically rise after five years, so by keeping the fleet younger, we ensure costs stay manageable.

As a group, including Stratmont and Mindspace, we have around 25 machines, all focused on piling. It's a substantial fleet that helps us meet the demands of our projects.



C.A.S.H

C.A.S.H

• Components • Accessories • Spares • Hardware



Driving Construction Forward

From bulldozers to dump trucks, diesel engines provide the muscle needed to tackle some of the toughest jobs.



Driving Construction Forward

From bulldozers to dump trucks, diesel engines provide the muscle needed to tackle some of the toughest jobs.

The construction industry has come a long way since its inception, largely due to advancements in machinery and technology. One of the most crucial elements that have driven this progress is the diesel engine. Diesel engines have become the powerhouse behind a majority of construction equipment, providing the necessary power, reliability, and efficiency to complete demanding tasks on construction sites.

Diesel engines are used in a wide range of construction equipment, including bulldozers, excavators, loaders, cranes, backhoes, dump trucks, and more. These engines are favoured for their ability to deliver high torque at low speeds, which is essential for heavy-duty applications in the construction sector. The torque produced by diesel engines allows construction machinery to handle tasks such as lifting, digging, and moving large quantities of materials with ease.

Currently, most construction equipment runs on diesel engines, but advancements are underway to improve these systems, making them more emission-compliant. These improvements help create sustainable solutions and reduce emissions from tailpipes, including nitrogen oxides and carbon monoxide. Future regulations will likely enforce even stricter emission standards for all construction equipment.

“The construction equipment industry is gradually developing



electric and hybrid solutions. Although the penetration of these systems is currently low due to high development costs and lack of charging infrastructure in remote areas, the scenario is changing. In the next three to four years, we expect to see more electric and hybrid machines in the field. Costs of electric drives and batteries are projected to decrease, making these solutions more viable,” said **Riaz Nawaz, Head of Product Design & Engineering, AJAX Engineering.**

Alternate fuels like CNG, LNG, and

biodiesel present challenges for construction equipment, hence are rarely used. This is due to the difficulties in fuel availability in remote locations and the high costs of engine modifications. However, hydrogen fuel is emerging as a promising alternative. Hydrogen fuel cells, despite being expensive and requiring sophisticated electronics, have the potential to become a key sustainable fuel solution for the construction industry in the next 8 to 10 years.

Diesel-powered construction machines are designed to withstand the harshest conditions, from extreme temperatures to high humidity and dusty environments. The ruggedness of diesel engines



Riaz Nawaz
Head of Product
Design &
Engineering,
AJAX Engineering

makes them an ideal choice for these challenging settings, where performance and durability are paramount.

Moreover, diesel engines are capable of running for extended periods without overheating, unlike gasoline engines that might need frequent cooling breaks. This characteristic is particularly important in construction work, where machinery may need to operate for hours or even days without interruption. Diesel engines also provide better fuel efficiency compared to other types of engines, allowing construction companies to operate more cost-effectively over the long term.

Mukesh Sharma, Country Manager, Atlas Copco India, said, "Over the last decade, the rental industry landscape has seen many dynamic shifts, both in terms of technology as well as innovation.

While the construction and mining industry would use more diesel engines driven equipment traditionally, electric machines have now started taking the spotlight and we have designed products with sustainability in mind."

Says **Anurag Pai, Regional Marketing Manager, South Asia, Perkins Engines**, "We recently launched CPCBIV+ certified engines. This aligns with India's upcoming emission norms, and we are proud to introduce a brand-new product in response to this regulation. The 18.1-litre engine, unveiled on the inauguration day of Excon, reflects



Mukesh Sharma
Country Manager,
Atlas Copco India



Anurag Pai
Regional
Marketing
Manager, South
Asia, Perkins
Engines

our commitment to sustainability and cleaner emissions. The 2806FA-E18TAG1 platform provides excellent cold load acceptance and meets ISO 8528-5 class G2 performance. Steady state stability at constant speed and load achieves ISO8528-5 class G3 performance. This performance makes the 2806FA ideally suited to a wide range of electric power applications. From a stationary prime source of power to a mobile unit serving the rental sector, the 2806FA performs seamlessly, generating dependable power for everything from jobsites to critical installations including hospitals and data centres."

He added, "The CPCBIV+ is in line with the government's emphasis on lowering carbon footprints. As technology advances, we understand the need for cleaner energy and emissions. This new engine reduces emissions by almost 50 per cent, covering particulate matter, NOx, and more. We are continually upgrading our products to align with such trends. The CPCBIV+ signifies a significant reduction in emissions, approximately 50 per cent. Achieving this requires structural and design changes, emphasising cleaner emissions through robust after-treatment processes in the exhaust pipeline."

Advantages of diesel engines

- **Power and performance:** One of the main reasons diesel engines are preferred in construction equipment is their superior power output. Diesel engines produce more torque and horsepower at lower engine speeds than gasoline engines, making them ideal for applications requiring significant power. This allows construction machinery to move heavy loads, dig deep into tough soil, and operate efficiently in demanding tasks.
- **Fuel efficiency:** Diesel fuel is

denser than gasoline, which means diesel engines can extract more energy from a gallon of fuel. This higher energy density results in greater fuel efficiency, a critical factor for construction equipment that often operates for long hours on-site. With fuel being one of the most significant operating costs for construction companies, diesel engines help keep these expenses in check while offering better range and uptime between refuelling.

- **Durability and longevity:** Diesel engines are built to last. They are designed with stronger components to handle the high levels of stress encountered during heavy-duty operations. A well-maintained diesel engine can last for hundreds of thousands of miles or operating hours, making it a long-term investment for construction companies.
- **Reliability:** Diesel engines are known for their reliability, especially in extreme conditions. Construction projects often take place in challenging environments, and machinery needs to perform consistently without breakdowns. Diesel engines are able to endure high pressures, heat, and loads, making them an ideal power source for construction equipment.
- **Lower maintenance costs:** Diesel engines typically require less maintenance than gasoline engines. While they may have a higher upfront cost, their long-term operating costs are often lower. Diesel engines are built to be more robust, meaning they can withstand years of heavy use with minimal wear and tear. This reduces the frequency and cost of maintenance for construction equipment owners.

Challenges of diesel engines

While diesel engines offer

numerous advantages, they are not without their challenges. These include environmental concerns, regulatory pressures, and the cost of maintaining older models.

Diesel engines are known to produce higher levels of nitrogen oxides (NOx) and particulate matter (PM) compared to other types of engines. These pollutants contribute to air quality issues and are harmful to human health. In response to environmental concerns, many countries have introduced stricter emission standards for diesel engines, pushing manufacturers to develop cleaner and more efficient engines.

In an effort to reduce emissions, governments around the world have implemented regulations such as the EPA's Tier 4 standards in the United States and Euro VI standards in Europe. These regulations have forced manufacturers to design diesel engines that meet stricter emissions limits, requiring the use of advanced technologies such as selective catalytic reduction (SCR) and diesel particulate filters (DPF). While these technologies help reduce emissions, they also increase the cost of production and maintenance.

Although diesel is more fuel-efficient, it can also be subject to price fluctuations, which can affect the operating costs of construction equipment. In remote areas where construction sites may not have ready access to refuelling stations, ensuring an adequate and consistent supply of diesel fuel can become a logistical challenge.

Diesel engines, especially in larger construction equipment, can be noisy and produce significant vibration. These factors not only contribute to operator discomfort but also add to noise pollution in urban environments. In some cases, additional soundproofing and



vibration-reduction technologies are required to make these machines more comfortable and compliant with local regulations.

Future of diesel engines

Despite the challenges posed by environmental regulations and fuel prices, diesel engines will continue to play a critical role in the construction industry for the foreseeable future. However, several trends are shaping the future of diesel-powered construction equipment.

One of the most significant developments in the construction equipment industry is the increasing use of hybrid and electric engines. Manufacturers are developing hybrid systems that combine diesel engines with electric motors to reduce fuel consumption and emissions. These hybrid systems can reduce the overall environmental impact of diesel engines while maintaining the power and performance required for construction tasks.

Diesel engine manufacturers are continually investing in new technologies to reduce the environmental impact of their products. Technologies such as selective catalytic reduction (SCR), exhaust gas recirculation (EGR) and

diesel particulate filters (DPF) are helping to meet stringent emission standards. These innovations are making diesel engines cleaner, more efficient, and more sustainable.

Another trend in the construction industry is the exploration of alternative fuels such as biodiesel and synthetic fuels. These fuels are derived from renewable resources and can be used in conventional diesel engines with minimal modifications. By using biofuels, construction companies can reduce their carbon footprint while still benefiting from the power and efficiency of diesel engines.

As construction companies increasingly adopt smart technologies, diesel engines are being integrated with telematics systems that provide real-time data on engine performance, fuel efficiency, and maintenance needs. These systems help improve the overall efficiency and lifespan of construction equipment, allowing for proactive maintenance and more informed decision-making.

Road ahead

Diesel engines have been an integral part of the construction industry for decades, providing the necessary power, reliability, and fuel efficiency for a wide range of equipment. While they face challenges related to environmental impact and regulatory pressures, ongoing advancements in emission control technologies, hybrid systems, and alternative fuels are helping to shape a more sustainable future for diesel-powered construction machinery. With their durability, performance, and ability to withstand harsh conditions, diesel engines will continue to be a key player in powering construction equipment for years to come.



ABG P5320D ASPHALT PAVERS TRACKED CEV STAGE IV



ABG 4370



ABG 7320



ABG 7920



ABG 8820

Elevate Your Paving Precision with the ABG P5320D

The ABG P5320D Asphalt Paver is designed to revolutionize your paving projects with its powerful performance and intuitive controls. Engineered to handle the toughest tasks, this machine ensures every pave is smooth, efficient, and built to last. Whether you're working on highways or urban roads, the ABG P5320D offers the reliability and precision you need to get the job done right.

Key Features :

- **Unmatched Productivity** : Built to support up to 40-ton trucks with a high-capacity hopper and heavy-duty push rollers. Maximum paving width of 7.5 meters.
- **Efficient Power** : 105 kW Volvo engine with low RPM, high torque, and auto engine idle for reduced fuel consumption.
- **Advanced Control** : New-generation EPM for intuitive operation with all-round visibility, adjustable console, and hydraulic roof.
- **Flawless Finish** : Automatic conveyor and auger control with ABG's patented automatic track tensioner for consistent paving results.



Are Advanced Engines the Future

Diesel engines are widely used in construction equipment due to their durability, efficiency, and power.



Whether you realise it or not, diesel engines are integrated in the way we eat, commute, and even keep safe. With environmental regulations tightening and pressures from public concern rising, will diesel engines continue to drive our economy? If they do, are we better or worse off for it?

We'll break down how the advantages and disadvantages of diesel engines will impact their use going forward.

What are the uses of diesel in daily life? Since 1897, diesel engines have shaped our world. To fully understand the importance of diesel, it helps to see just how many industries are powered by vehicles with diesel engines.

On-highway

When most people think of diesel engines, they think of eighteen-wheelers hauling goods down the

highway. While this is a common application, many other vehicles rely on the durability and efficiency of diesel engines.

The trucking industry relies heavily on four types of advanced diesel vehicles vocational, light commercial, medium-duty and heavy-duty: Vocational vehicles include refuse trucks, dump trucks, concrete mixers and other vehicles are high-idle, low average speed applications. Light commercial vehicles like vans, pickup trucks and utility vehicles need the high power-to-weight ratio that diesel engines provide. Medium duty vehicles like box and flatbed trucks require the power to get products where they need to be on time and without breakdown.

When it comes to the icon of shipping, heavy-duty vehicles thrive with diesel power, some engines with the capacity to provide 565 hp and 2050 lb-ft torque. This includes

vehicles from eighteen-wheelers all the way to heavy-haul vehicles.

- **Public transit:** Some transit and school buses depend on the reliability of advanced diesel engines to run each and every route smoothly and efficiently.
- **First responders:** Concern about whether or not their engine will start is the last thing first responder's need when responding to emergency calls.
- **Defence:** Whether keeping equipment running on the battlefield or along supply chains, military companies across the globe use diesel engines. See how Cummins Inc. powers the U.S. Army with opposed-piston technology that boosts power and heat rejection capabilities.

Off-highway

You don't have to stay on the highways to see diesel engines in

action. Whether keeping farms powered or fuelling massive mining equipment, advanced diesel engines are reducing emissions without sacrificing productivity.

- **Agriculture:** When it comes to helping farmers move food from their fields to our tables, no one knows how to keep their equipment up and running quite like Cummins. The company has powered agriculture for over 100 years with over one million Cummins engines currently running for the world's farmers. Recent innovations deliver higher torque so small tractors and sprayers can conquer even the toughest field conditions.
- **Construction:** When it comes to construction, time is money so are resources. Advanced diesel engines like the Cummins X12 and X15 increase load capabilities and use less fuel.
- **Mining:** Advanced diesel engines like the QSK60 offer more uptime and productivity while lowering emissions, keeping mines operating and moving toward a greener future.

Diesel fuel isn't just for powering engines, either. Other uses for diesel fuel include both commercial and residential generators, so you can keep your lights on and equipment running when the grid shuts down.

Are engines powered by diesel fuel better than those powered by gasoline? What about compared to other fuel alternatives? These are some of the many frequently asked questions about diesel engines.

Overcoming the disadvantages

Does diesel help the environment? It all depends on what you compare it to. Diesel engines are more fuel efficient than gasoline engines, so they release less emissions per mile. But when compared to alternative fuel sources like natural gas and hydrogen, diesel engines pollute more. Through



Cummins' Destination Zero mission, Cummins engines are reducing greenhouse gasses and air pollution. How are they doing it? By improving powertrain components, their engines emit less CO₂ (GHGs and NO_x) and CH₄. They are also expanding our technology portfolio to support hydrogen, near zero natural gas, and electric power options.

Advantages of advanced diesel engines

- **Reliability:** Who likes turning their key and listening to their engine sputtering before failing to start? Diesel engines are very reliable, having fewer parts like spark plugs that can break. That also means that maintenance is quicker and cheaper for diesel engines. Diesel engines can also run for over 1,000,000 miles. For example, gasoline engines can run for about 200,000 miles.

- **Efficiency:** While diesel fuel costs more at the pump than gasoline, you get what you pay for. The Audi A3, Volkswagen Jetta and Chevrolet Cruze gas powered models were compared to their diesel counterparts. Diesel engines gave up to 8 more mpg in the city and 10-12 more mpg on the highway. Why does diesel have better fuel economy? It comes down to engine construction diesel engines use denser fuel and operate on lower RPMs.

Diesel engines are here for the long-haul with help from new, key innovations shaping the engine we know today. With Cummins, you can count on the most advanced diesel engines that make no compromises for functionality or efficiency. Cummins offers dependable engines for various needs, be it reliable eighteen-wheelers, rugged farm equipment or upgraded fire truck fleets.



ABB India and PwC to drive digital transformation

ABB India and PwC India collaborate to deliver transformative solutions in digital operations, cybersecurity, and ESG initiatives across various sectors. The alliance aims to streamline manufacturing operations, improve real-time process monitoring, enhance production efficiency, optimise energy use, and bolster cybersecurity. Brings together ABB's advanced digital solutions and PwC's consulting expertise to empower organisations towards operational excellence, sustainability, and long-

term success. ABB India and PwC India have announced their strategic alliance to deliver transformative solutions across sectors in digital operations, cybersecurity, and ESG initiatives. This collaboration reflects a shared commitment to empower organizations with advanced digital solutions, enhanced by AI and machine learning, helping them stay ahead of the curve and achieve sustainable business outcomes. They will focus on leveraging ABB's advanced digital solutions and PwC's consulting



expertise to help clients streamline manufacturing operations, improve real-time process monitoring, and enhance production efficiency. It will also work to improve product quality and operational consistency, while ensuring the security and resilience of digital solutions.

VE Commercial Vehicles sells 5,574 units in Nov 2024

VE Commercial Vehicles Ltd. (A Volvo Group and Eicher Motors joint venture) recorded sales of 5574 units in November 2024 as compared to 5194 units in November 2023, a growth of 7.3 per cent. This includes 5359 units of Eicher brand and 215 units of Volvo brand.

Eicher branded trucks & buses have recorded sales of 5,359 units in November 2024 as compared to 4,989 units in November 2023 representing a growth of 7.4 per cent.

In the domestic CV market, Eicher branded trucks and buses have



recorded sales of 4957 units in November 2024 as compared to 4,686 units in November 2023, representing a growth of 5.8 per cent. On the Exports front, Eicher branded trucks and buses recorded sales of 402 units in November 2024.

Kirloskar Oil showcases engg innovation

Kirloskar Oil Engines proudly launched its innovative Kirloskar Industrial brand at BAUMA 2024, underscoring its commitment to pioneering engineering solutions for critical industrial sectors. Kirloskar Industrial provides indigenous design-to-delivery solutions coupled with deep application expertise for segments such as construction, mining, agriculture, firefighting, railways, defense, and marine. The Kirloskar Industrial product range includes engines and power packs.

Bridgestone participates in Automechanika Dubai 2024

Bridgestone EMEA, a global leader in tyres and sustainable mobility solutions, participated in Automechanika Dubai 2024, the region's premier automotive and service industry event, showcasing its commitment to ensuring a future of sustainable mobility through a series of interactive sessions. The prestigious event serves as an ideal platform to

convene industry leaders and experts to explore the ever-evolving automotive and service sectors.

During the event, Gurhan Cevikel, Head of Marketing MEA at Bridgestone, delivered a keynote presentation titled 'Paving the Way for a Sustainable Future of Mobility,' this focusses on Bridgestone's sustainability-driven vision. He further highlighted the

company's dedication towards leveraging innovative solutions and eco-friendly practices. "At Bridgestone, sustainability is at the core of our operations. We have been committed to promoting green mobility by employing innovative solutions and forging robust collaborations that propel the industry's growth," he added.

Bridgestone wins Prince Michael International Road Safety award

Bridgestone has won the Prince Michael International Road Safety Award*1 for its Bridgestone Road Safety Program (BSRP). A long-term, integrated strategy that aligns road safety interventions with best practices for helping vulnerable road-users, the BSRP has received this award for its contribution and commitment to improving road safety.

Receiving the award from His Royal Highness Prince Michael of Kent at the Annual Awards Luncheon Ceremony at The Savoy, London on Tuesday 10 December. (Left) Paul Choo, CHRO, BSAPIC, (Middle) His Royal Highness Prince Michael of Kent, (Right) Mei Ling Tan, Director, CSR, BSAPIC

Established in 1987, the Prince Michael International Road Safety Award recognises innovation and achievement in enhancing road safety.

Dana India enhances road safety through CSR initiatives in Chakan

Dana India is pleased to announce the successful completion of its Corporate Social Responsibility (CSR) initiatives aimed at improving road safety and infrastructure in accident-prone areas of Chakan, Pune. These efforts reaffirm Dana India's commitment to community well-being and sustainable development.

As part of its road safety initiative, Dana India installed 30 high-mast solar streetlights at Alandi Phata Chowk in Chakan. This new lighting infrastructure enhances visibility, significantly reducing the risk of accidents for approximately 3,600 villagers and travelers. This initiative aligns with the United Nations Sustainable Development Goals (SDGs), particularly Goal 7: Affordable and Clean Energy and Goal 13: Climate Action. To further enhance safety, Dana India implemented road safety signage and installed metal barricades in Chakan's industrial area, aiming to



regulate traffic and protect pedestrians. These measures are expected to benefit approximately 2.5 lakh commuters daily and contribute to Goal 11: Sustainable Cities and Communities and Goal 17: Partnerships for the Goals.

Additionally, road divider railings were installed at critical points, such as Endurance Chowk, improving road visibility and safety for over 3 lakh people. This initiative supports Goal 3: Good Health and Well-being, Goal 7: Affordable and Clean Energy, Goal 15: Life on Land, and Goal 17: Partnerships for the Goals.

Cummins' next-gen power solutions

Cummins India Limited, one of the leading providers of power solutions unveiled its advanced range of Aftermarket Solutions for back-up power gensets, construction and mining segments at the 7th edition of bauma ConExpo India 2024.

The newly unveiled solutions include DATUM S – an extension to the innovative fuel management solutions from Cummins India, OptiNAS+ Hydraulic Oil Filter, and DG Blue Diesel Exhaust Fluid for CPCBIV+ gensets. These solutions have been developed to help customers endure the tough and demanding conditions of construction and mining operations while fully complying with the strict emission standards.

Speaking on Cummins India's participation in the tradeshow, Shveta Arya, Managing Director, Cummins



India, said, "For over 100 years globally and 60 plus years in India, Cummins has been innovating to deliver critical power needs of its customers. At bauma Conexpo, we are happy to showcase our advanced aftermarket solutions, designed to boost efficiency and minimise downtime, alongside our Cummins-powered CPCBIV+ gensets, known for their advanced technology and reliability.

Tata Motors unveils cutting-edge technology

Tata Motors showcased a range of advanced aggregates at Bauma Conexpo. The exhibits include CPCB IV+ compliant Tata Motors Gensets available from 25kVA to 125kVA power range, CEV BS V emission-compliant industrial engines from 55-138hp power nodes, live axles, and trailer axles and components. The solutions are designed to meet the evolving needs of material handling, construction equipment, industrial applications and logistics segments, and are engineered for high efficiency and durability. Motors aggregates are distinguished by their high durability, efficiency and performance. These solutions are backed by over 2500 authorised service outlets.

Komatsu's New WA700-8 Wheel Loader

Komatsu has introduced its WA700-8 wheel loader, featuring advanced engine technology and an updated 12-cubic-yard bucket that enables it to fill a 70-tonne haul truck in just four passes.

Weighing 214,069 pounds, this loader is powered by a 773-horsepower Tier 4 Final diesel engine, delivering 8 per cent more gross power, 8 per cent better fuel efficiency, and 15 per cent more torque compared to its predecessor.

The automatic transmission comes with an electronically controlled modulation valve, adjusting the gear selection based on travel speed, engine speed, and other factors. Operators also have the option to use manual shifting mode.

Komatsu's SmartLoader Logic engine control system optimises



engine torque in different work phases, helping minimise fuel consumption. For instance, digging in V-shaped loading requires higher torque, while driving with an empty bucket requires lower torque.

The new Hensley bucket has been

redesigned for easier loading and reduced material spillage. The added spill guard improves operator visibility, and sweeper wings protect the front tires, resulting in a 6 per cent increase in lifting force and rated load over the WA700-3.

JLG Introduces Redesigned 519 Telehandler

JLG has launched the redesigned 519 telehandler, a more powerful version of the G5-18A, featuring enhanced performance and comfort. The 519 boasts a 5,500-pound lift capacity, 18 feet 7 inches of lift height, and a 10 feet 10 inches forward reach. Its compact design, with a tight turning radius, narrow width, and low height, provides superior maneuverability on tight job sites.

John Boehme, JLG senior product manager, said, "The 519 offers rental companies, construction firms, and independent contractors a valuable tool for precise handling of materials on job sites."

Key new features include:

- **Improved Load Chart:** The working zone at maximum lift capacity and forward reach is

expanded.

- **Advanced Control System:** Includes options like Load Stability Indication (LSI), Seatbelt Engagement and Operator Presence (SEAOP), and ClearSky Smart Fleet diagnostics.
- **Optimised Engine**



Performance: Powered by a 60-horsepower Deutz diesel engine, offering up to 20 per cent better fuel efficiency.

- **Multifunction Joystick:** Offers more versatility, with auxiliary hydraulic functions and attachment tilt capabilities.
- **Redesigned Cab:** The larger cab includes air conditioning, a multifunction display with a backup camera, and electronic load charts.
- **Increased Serviceability:** Fewer hydraulic hoses and fittings reduce potential leak points.

Like the G5-18A, the 519 is compatible with various attachments, including carriages, forks, buckets, hooks, and work platforms, thanks to its universal skid steer adapter.

Vermeer Launches D24 HDD for Urban Utility Installation

Vermeer has introduced the D24 horizontal directional drill, replacing the D23x30 S3 model. The D24 is named for its 24,000-pound size class and 24,700 pounds of maximum peak thrust and pullback.

Powered by a 100-horsepower Cat 3.6L Tier 4 Final diesel engine, the compact D24 is designed for installing utilities such as fibre, power cables, and water systems in crowded urban environments.

It offers 22,000 pounds of continuous thrust and pullback, 3,080 foot-pounds of rotational torque, and a 45-gallon-per-minute mud pump. The machine operates at a low 88 decibel noise level for the operator's comfort.

The D24 incorporates high-quality hydraulic components



typically used in larger pipeline machines, ensuring durability and reliable performance across various drilling conditions.

Operators can select between 400 feet or 480 feet of 2.375-inch

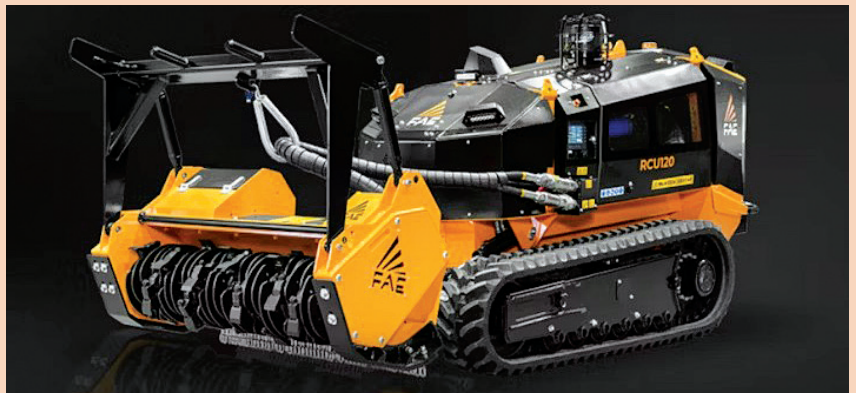
Firestick drill rod. An automated rod exchange system performs the entire rod change sequence with just a button press, reducing manual steps and minimising component wear.

FAE's Largest Remote-Controlled Tracked Carrier Yet

FAE has launched its largest remote-controlled tracked carrier, the 120-horsepower RCPU120. Able to work on slopes as steep as 55 degrees, the RCPU120 can mulch branches, wood, grass, and small shrubs. It is also capable of cutting stumps and trimming light vegetation with attachments like a stump cutter or flail mower. The RCPU120 joins the RCPU55 and RCPU75 in FAE's lineup of remote-controlled tracked carriers.

The model is powered by a Kohler KDI 3404 turbocharged and after-cooled engine, and features a dual hydrostatic transmission for maintaining power to both the tracks and the attachment.

Equipped with a heavy-duty



undercarriage, the carrier includes self-tensioning and extendable tracks, ensuring traction in sensitive ground conditions and hard-to-reach, steep terrain. Standard rubber tracks are 3.3 inches apart and 12.6 inches wide,

with an option for steel tracks.

The carrier can be fitted with various attachments from FAE or third-party manufacturers, such as forestry mulchers, stump cutters, stone crushers, and road millers.

Volvo Rolls Out Midsize EC260, EC300

Volvo Construction Equipment is rolling out two new midsize excavators, the EC260 and EC300, continuing its largest excavator redesign in 20 years. The 26-metric-tonne EC260 will replace the EC250, while the 30-metric-ton EC300 replaces the previous model.

These new excavators join six other next-generation large and midsize models unveiled by Volvo for North America in June. The models range from the 33,000-pound ECR145 to the 116,000-pound EC500. Other models in the range, including the EC210, EC230, EC370, and EC400, range from 45,000 to 91,000 pounds.

Volvo also introduced two new models for demolition: the redesigned EC300 Straight Boom and the new EC400 Straight Boom, both

weighing 30 and 40 metric tonnes, respectively.

The new excavators feature a sleek exterior design and improvements in fuel efficiency, which Volvo claims has increased by 15 per cent compared to their predecessors, while cycle times are faster by 10 per cent. The company also added new operation and safety features, along with advanced technology.

Volvo highlights that the new models are ideal for site preparation, road building, and utility installation. "Customers can now achieve these tasks while improving fuel efficiency and enhancing operator productivity," says SS Kim, Volvo product manager for midsize excavators.



To achieve the stated fuel efficiency and cycle time improvements, Volvo incorporated a new electro-hydraulic system, smart cooling technology, and engine-speed regulation.

Case CE Releases Limited-Edition 580 Super N Backhoe

Case CE has unveiled a special limited-edition model of its 580 Super N backhoe loader, with only 50 units available in the J.I. Case Signature Edition.

Case says the metallic silver and dark grey colour scheme offers a unique way for crews to stand out on the jobsite. The edition also features a retro Case "tread" logo, an air-suspension seat with special upholstery, and individually numbered badge plates bearing the signature of Case founder Jerome Increase Case.

"The 580 Super N backhoe loader has always been iconic for its performance. Now, we're offering an iconic presence with this signature edition," said Terry Dolan, Vice President — North America, Case Construction Equipment. "This model celebrates the ingenuity and hard



work of the man who founded this company."

Case claims to be the first manufacturer to introduce a factory-integrated backhoe loader. The company's Model 320 debuted in 1957, and it was also the first to release an electric backhoe loader with the 580EV in 2024.

The 97-horsepower J.I. Case Signature Edition 580 Super N backhoe loader retains the specifications and features of the standard 580 Super N, including four-wheel drive, PowerLift, Extendahoe technology, ProControl swing dampening, and ECO Mode.



CONVEYORS

**1 | Chhattisgarh State Power Generation Company**

Details: Tenders are invited for Procurement of side guide roller for 1,400 mm and 2000 mm width conveyor belt for CHP, ABVTPS, CSPGCL, Marwa.

Submission date: 27 December 2024

Location: Marwa, Chhattisgarh

Contact: Superintending Engineer (CHP-Maint) O/o Addl. Chief Engineer (FM), CSPGCL Marwa District, Jangir-Champa-495668, Chhattisgarh. sechpmmarwa.cspgcl@gmail.com

2 | Bokaro Power Supply Company

Details: Tenders are invited for Procurement of rubber conveyor belts.

Submission date: 02 January 2025

Location: Bokaro, Jharkhand

Contact: A K Das-CGM (MM), BPSCL ADM Office, Ispat Bhawan, Bokaro Steel City, Bokaro, Jharkhand

CRANES

**3 | North Western Railway**

Details: Tenders are invited for Supply, installation, testing and commissioning of electric overhead traveling crane of capacity 50/10t-AII.

Submission date: 30 December 2024

Location: Multiple, Rajasthan

Contact: Principal Chief Materials Manager, Jaipur, Rajasthan

4 | North Western Railway

Details: Tenders are invited for supply, installation and commissioning of EOT crane cap- 5 tonne.

Submission date: 30 December 2024

Location: Multiple, Rajasthan

Contact: Principal Chief Materials Manager, Jaipur, Rajasthan

5 | Southern Railway

Details: Tenders are invited for supply of supply ,installation, commissioning and proving test of EOT crane of 5 tonne.

Submission date: 06 January 2025

Location: Multiple, Tamil Nadu

Contact: Senior Material Manager, Chennai, Tamil Nadu

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6 | Modern Coach Factory

Details: Tenders are invited for supply of road mobile crane.

Submission date: 23 December 2024

Location: Raebareli, Uttar Pradesh

Contact: Principal Chief Materials Manager, Raebareli, Uttar Pradesh

7 | Eastern Railway

Details: Tenders are invited for supply, installation and commissioning of EOT crane, cap - 20 tonne with 90 m angle type dsl and remote control, etc.

Submission date: 3 February 2025

Location: Multiple, West Bengal

Contact: Principal Chief Materials Manager, Kolkata, West Bengal

8 | Eastern Railway

Details: Tenders are invited for supply of eot crane, capacity: 25t.

Submission date: 27 January 2025

Location: Multiple, West Bengal

Contact: Principal Chief Materials Manager, Kolkata, West Bengal

9 | Northeast Frontier Railway

Details: Tenders are invited for supply of EOT crane of 65/10 tonne.

Submission date: 06 January 2025

Location: Kolkata, West Bengal

Contact: Principal Chief Materials Manager, Kolkata, West Bengal

10 | Northeast Frontier Railway

Details: Tenders are invited for supply of 20 ton capacity double girder type gantry crane.

Submission date: 26 December 2024

Location: Kolkata, West Bengal

Contact: Principal Chief Materials Manager, Kolkata, West Bengal

11 | Sail Rites Bengal Wagon Industry

Details: Tenders are invited for procurement of EOT crane (Capacity 10 MT) from the OEM or the authorised dealers of OEM.

Submission date: 21 December 2024

Location: Burdwan, West Bengal

Contact: Kulti, Dist Burdwan-713343, West Bengal. purchase.srbwipl@gmail.com

DUMPERS



12 | Urban Development Department Chhattisgarh

Details: Tenders are invited for supply of hopper tipper dumper (version 2) (q3).

Submission date: 28 December 2024

Location: Risali, Chhattisgarh

Contact: Akhilesh Kumar Gupta-Sub Engineer, Municipal Corporation Risali, Risali, Chhattisgarh

13 | Urban Development Department Chhattisgarh

Details: Tenders are invited for supply of hopper tipper dumper.

Submission date: 27 December 2024

Location: Raipur, Chhattisgarh

Contact: Moneshwar Sharma-CMO, Ward No 12, Nagar Panchayat Mana Camp, District Raipur, Chhattisgarh

14 | Urban Development and Environment Department

Details: Tenders are invited for supply of hopper tipper dumper (version 2) (q3)

Submission date: 23 December 2024

Location: Banda, Madhya Pradesh

Contact: CMO, Nagar Parishad Banda, Madhya Pradesh

EXCAVATORS**15 | Border Road Organisation**

Details: Tenders are invited for for CAT a hyd excavator JCB JS 205.

Submission date: 23 December 2024

Location: Multiple, Andaman and Nicobar

Tender value (₹): 142,720

Contact: Officer Commanding, 1055 Field Workshop (GREF), Andaman and Nicobar. M: 08866709514, bro-1055fw@nic.in

16 | Bharat Coking Coal

Details: Tenders are invited for supply of bucket cylinder for ex1200 excavator

Submission date: 27 December 2024

Location: Dhanbad, Jharkhand

Tender value (₹): 7,788,191

Contact: General Manager (E&M), E&M Division, Koyla Bhawan,, Dhanbad-826005, Jharkhand. M: 08580025678, gmenm.bccl@coalindia.in

17 | Border Road Organisation

Details: Tenders are invited for hiring two hydraulic excavator of 20 tonne, one motor grader, four wheel loader, one soil compactor of 10 tonne capacity and concrete mixer self loading 4 cu m drum capacity.

Submission date: 21 December 2024

Location: Tanakpur, Uttarakhand

Tender value (₹): 12,470,000

Contact: CE Project Hirak, Near Govt ITI, Railway Station Road, Tanakpur, Uttarakhand

FORKLIFTS**18 | Chittaranjan Locomotive Works**

Details: Tenders are invited for supply of diesel forklift truck, capacity-3 tonne.

Submission date: 9 January 2025

Location: Howrah, West Bengal

Contact: Principal Chief Materials Manager, Howrah, West Bengal

LOADERS**19 | Urban Development Department Chhattisgarh**

Details: Tenders are invited for supply of backhoe loader at Ambagarh Chowki.

Submission date: 27 December 2024

Location: Ambagarh Chowki, Chhattisgarh

Contact: Harishankar Verma-Engineer, Ambagarh Chowki, Chhattisgarh



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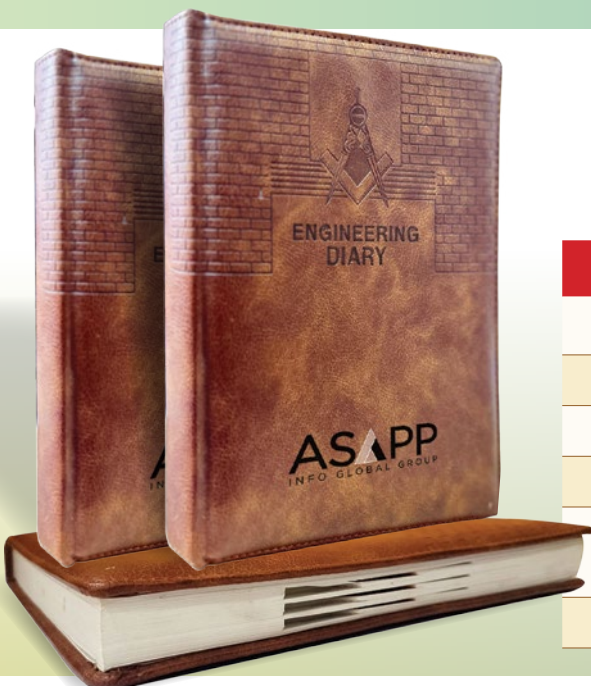


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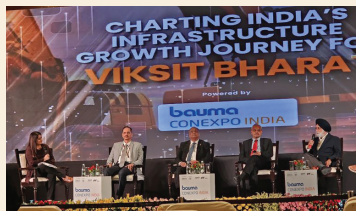
HD Hyundai Construction Equipment India

Glimpses from the key handover of Hyundai HL930I Wheel Loader to our esteemed customer A S Infra from Maharashtra. We wish them a fruitful association with Hyundai.



Tata Hitachi Construction Machinery

Sandeep Singh, Managing Director Tata Hitachi, speaking at a NDTV panel discussion on "Charting India's Infrastructure Growth Journey for Viksit Bharat" at bauma CONEXPO 2024.

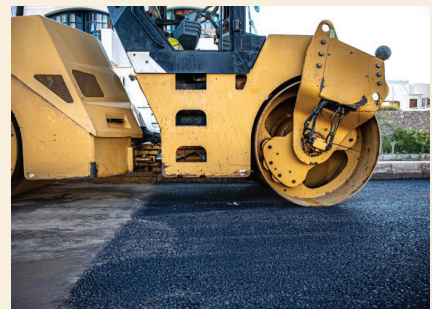


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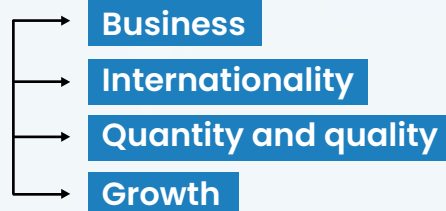
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